



Kahana Falls

MAUI

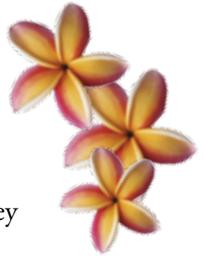
“Aloha Nuhou”

Hawaiian for “Good News”

Kahana Falls Owners’ Journal

2018, Issue 1

From the President



Hi Folks,

In the previous newsletter, I mentioned four short-and long-range goals that the Board had adopted. I’m happy to report progress on two of them.

Your refurbishment committee, consisting of Martin Hewitt (chair), Milt Jantzen, and Kevin Ramage, continues to make progress with the bathroom remodel project. Locating professional and capable contractors for the work has been challenging, but the committee and resort manager Suzie Moore are committed to putting this first important piece in place. I will keep you informed of progress in subsequent newsletters.

We are also happy to report progress in selling non-performing inventory. Securing owners for these weeks is

important in order to keep maintenance fees for all owners under control. Vacation Club Realty began selling unused weeks in November, and they have gathered momentum as they have become more familiar with Kahana Falls and our owners. During our March meeting, Board members met with Vacation Club Realty personnel and were delighted by their friendliness and professionalism. One Board member’s impressions are reflected elsewhere in this newsletter.

The Board’s two remaining goals are longer-term, but they still occupy forefront of our collective attention. Kitchen remodels will likely commence as the bathroom remodel nears completion. Finally, the Board continues to consider how to market resort ownership to Generations X and Y (and plausibly, to millennials.) Indeed, our next budget meeting in October will be partially devoted to green-lighting ideas on this opportunity.

Related to the last topic, we are happy to consider the input of current owners who have expertise in using social media as a marketing tool. If you have such expertise, and if you have ideas about how social media can help the resort appeal to a new generation of buyers, we’d like to hear from you.

Best regards,
Dr. Jesse Arman
President, Board of Directors

PROTECT YOUR TRAVEL INVESTMENT!

For as little as \$65 your association and management have made CSA timeshare protection available to protect your vacation(s) against the unforeseen and unpredictable. For more information on this affordable peace of mind, please visit www.tradingplaces.com/protectme



Manager's Pipeline

Aloha Kahana Falls Owners!

Welcome back to the Managers Pipeline, to find out the recent happenings around the resort as well as things to come.

All the equipment in the Fitness Center was replaced in December of last year. The new equipment consists of 2 treadmills, 1 elliptical machine, 1 recumbent bike and 2 upright bikes as well as an FTS glide multi exercise system. The new equipment has been a hit with many of our owners and guests who like to start or end their day with a good workout.

The dining room furniture arrived in late January. Once again, the manufacturers did not make it easy. The first shipment contained all the A unit tables and glass as well as a few of the B unit tables but only about a third of the chairs. The second shipment contained the rest of the B unit tables and the remainder of the chairs. Because of this, we had to enter many of the units on two separate occasions rather than being able to install entire sets at one time. The dining sets turned out very pretty and we have had a lot of positive feedback from owners and guests. The A unit tables have a small pineapple design at the top of each leg with rattan type matting between, and the chairs have the same rattan type matting on the backs and seats that are upholstered in a bright blue with a bold rusty orange leaf pattern, giving the sets a pleasant tropical look.

The 2 Bedroom and Hale Kips unit Entertainment Centers and Coffee Tables will be replaced later this year. The sets are being manufactured by the same company who made the dining room sets. In addition to being the same dark cherry color, they will have the same pineapple and rattan designs integrated into them, so they will match the dining sets. The entertainment centers will have a wider base than the current ones, to accommodate a larger screen TV next time we replace the TV's.

The curtains in all the A units and Hale Kapa units are up for replacement. We are looking into a couple different options. One option is a new fabric style and the other option is a wood style. There will be more information on which type we choose in the next newsletter.

The 2 Bedroom A unit floor and table lamps will be replaced later this year. Whatever style we choose, be assured that the lampshades will not be decorated with twine and will let plenty of light through.

We had two more coconut trees removed earlier this year.

Contact Information Reminder

Have you moved recently? Please remember to update your mailing address with Trading Places International to ensure that you receive important association mailers and billing statements.*

You can update your contact information directly by visiting www.kahanafalls.com/changeofaddress or call 866-889-9369 ext. 1

**Non-receipt of a statement does not relieve you of your financial obligation. Assessments are due January 1 each year or 30 days after billing date. Please reference the association's Assessment, Billing, and Collection policy for more information regarding due dates, penalties, etc.*

Payments can be made online at www.kahanafalls.com/pay.

One had to be removed because it was well over 7 stories high, making it dangerous for the tree trimmers to climb. The other had to be removed due to trunk decay causing weakness in various places throughout the tree, which could lead to the tree falling over by itself and possibly damaging the gazebo roof and/or the Hale Kipa building.



Replacement of the A unit flooring from carpet to vinyl bamboo is finally coming to an end. We have only one more unit in the towers to go. Next, we will be working on the replacement of the B unit flooring. It will be a gradual replacement over the next few years. We are currently doing a study to determine what type of flooring will work best in these units. In the meantime, we will be evaluating all B unit flooring to determine which units flooring needs to be replaced soonest and make a schedule from there.

Cushions on the pool deck lounge chairs need replacement. We are looking into different types of material to find just the right ones for Maui's humid tropical environment.

The bathroom remodel project has seen some delays while trying to find the right contractors for the project. We now have a local company we are working with and are back on track. We will be going through the process to obtain our Building and SMA permits during the next several months. Around April of next year, we will be remodeling one of each of our bathroom types: both bathrooms in one of the 2-bedroom units, both bathrooms in one of the 1-bedroom units and the one bathroom in one of the Hale Kipa units. By doing the model bathrooms, we will be able to ensure we have the right design before beginning the rest of the units. Since the beginning of the project has been delayed a year, we will be modifying the schedule to do more units per year than originally planned, so all bathrooms should still be completed by the end of 2021. I will have more information on this project in the next newsletter.

As always, we have so many other smaller projects going on all the time, it would be nearly impossible to go over everything. Make your reservation to come back to stay with us at Kahana Falls so you can see all the changes and improvements for yourself!

Mahalo Nui Loa!

Suzie Moore

Resort General Manager



Tell Us Your Story!

We'd love to hear from you. Will you share your comments and vacation photos with us? Please send your story and any beautiful (high-res) vacation shots to Trading Places, c/o DRO admin at 25510 Commercentre Drive, Suite 100, Lake Forest, CA 92630, or e-mail to droadmin@tradingplaces.com.



New Program Provides an Affordable and Attractive Opportunity to Boost Your Kahana Falls Timeshare Ownership



Earlier this year, during our stay at Kahana Falls, my wife and I took the opportunity to attend a new on-site presentation on the sale of additional units linked to an exclusive but attractive Interval International program. We did this for two reasons; both out of curiosity and for myself, as a board member, to learn about the package being offered both to the benefit of the board and the Kahana Falls membership. We met with Michael Garcia, Director of Sales for Vacation Club Realty, in the new sales center established in the Clubhouse Dolphin Room.

The presentation was both informed and relaxed as the aggressive and high-pressure tactics of the many timeshare presentations we have attended over the years were completely absent. The program affords the opportunity to purchase either one or two-bedroom units on an every other year or annual basis and provides for low risk acquisition as the available units are both owned by Kahana Falls and managed on-site by Trading Places, part of Interval International.

We were amazed to learn by demonstration that, through this Interval program, just how many worldwide options were available to us on acquiring an additional but valuable Maui week. The exciting feature is that your existing owned Kahana Falls week(s) may also be piggy-backed into this program and be converted into points of the same value. This ability to be able to convert both your new and existing unit(s) to Interval points can soon add up to a very large number of points to provide flexibility in choosing multiple vacations at multiple destinations. I strongly recommend that you investigate this program as it provides a number of Interval features and benefits that are too numerous to mention here.

Martin Hewitt

2018 Board Meeting Dates

Wednesday, October 10, 2018
Trading Places International

Thursday, October 11, 2018
Trading Places International

Contact your board of directors at
board@kahanafalls.com

For past board meeting minutes, please visit your Owners Corner at

www.kahanafalls.com/owners

Username: **kahana**/password: **tpi**



TripAdvisor® Ratings



velhouchy
Seattle, Washington

Stayed: April 2018, traveled with family



Raymond N
Vernon, Canada

Stayed: April 2018, traveled as a couple



JenLangey_bc
Langey, bc

Great Family vacation

Review of Kahana Falls

●●●●● Reviewed March 4, 2018

We arrived VERY late for our reservation thanks to the useless service at Budget. The front desk was ready for us and I was able to get in and out so we could get into the room with our 4 year old. We stayed in 105 both rooms. It was clean, large and quiet. We really enjoyed our stay at Kahana Falls and will be returning again!

Maui Events*

MAUI FRIDAY TOWN PARTIES

6:00 p.m. to 9:00 p.m.

FREE weekly event featuring live music, sidewalk vendors, food booths, and a beer garden.

Locations:

- First Friday - Wailuku
- Second Friday - Lahaina
- Third Friday - Makawao
- Fourth Friday - Kihei

ART NIGHT IN LAHAINA

7:00 p.m. to 10:00 p.m.

This is a **FREE**, ongoing event occurring on Friday of every week.

Explore dozens of art galleries in Lahaina for gallery shows, featured artists-in-action, and refreshments. A walking map of participating galleries is available in Lahaina Visitor Center (open daily from 9 a.m. to 5 p.m.).

CRUISE NIGHT WITH CAR & TRUCK CLUB

5:30 p.m. to 9:00 p.m.

This is a **FREE**, ongoing event occurring on the 2nd the 4th Saturday of every month.

Cruise with Maui's car and truck club and their friends as they showcase their low riders and lifted vehicles.

MAUI SWAP MEET

7:00 a.m. to 1:00 p.m.

This is a **FREE**, ongoing event occurring on Saturday of every week.

Always a good time, Maui's largest flea market is a great place to shop for unique, home-made, handcrafted, quality products at reasonable prices.

LAHAINA CRAFT FAIR

9:00 a.m. to 2:00 p.m.

This is a **FREE**, ongoing event occurring on Sunday of every week.

Come spend your Sunday Funday at Lahaina Gateway checking out fantastic art, jewelry, and crafts by local artists.

TAHITIAN DANCE SHOW

6:00 p.m. to 7:00 p.m.

This is a **FREE**, ongoing event occurring on Monday, Wednesday, Thursday and Saturday of every week.

If you find yourself at the Outlets of Maui, make sure you plan to enjoy the live Tahitian show!

**TPI & the Kahana Falls Resort are not responsible for events operated by and information provided by third parties. The information is provided as a courtesy to help our guests and owners in planning their vacation experience while at the Kahana Falls. For participation, updates or additional information regarding activities or events, please contact the provider directly.*

Staff Spotlight



I'm Lou Buffa, the new Trading Places Exchange Coordinator. I am originally from Dana Point Harbor Town in South Orange County and enjoy the beach lifestyle and outdoor opportunities! After many years in the Property Management and Tourism Industries, I accepted a job with Vacations Resorts International as a Special Projects Coordinator for 4 years. I had the honor of being asked if I would like to move to Maui and become a representative for Trading Places. And I think we all know the immediate answer!

I am so pleased to be working with not only the Exchange Department, but also as an owner representative for Kahana Falls! Upon my first day I found that this is an outstanding resort where the warmth and happiness of the Aloha Spirit is practiced every day!

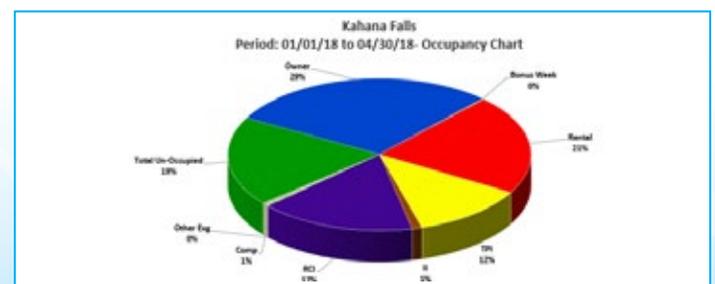
I look forward to helping you with any question you may have - now and in the future

Mahalo,
Lou



Who is staying at Kahana Falls? January through April 2018

This graph is based on total available room nights:
Unoccupied: Includes no-shows, late check-ins and early check-outs
Owner: Includes Owner or Guest-of-Owner usage
Rental: Includes Owner and HOA rentals
TPI Exchange: Includes exchanges booked through Trading Places International
RCI Exchange: Includes exchanges booked through RCI
Other: Includes exchanges booked through other exchange companies



Deposit
and receive
**2 BONUS
WEEKS!***
Promo code:
TPINL18

Trading Places Classic Benefits:

- **Free Membership**
- Low Exchange Fees
- Hundreds of Resorts
- Season/Unit Upgrade
- Access to Hot Deals - Weekly Rentals
- And More!

Want more out of your exchange membership

Join
TRADING PLACES
PRIME

Prime Members enjoy all the benefits of Classic, plus these benefits:

- Discounted Exchange Fees (Save \$25)
- Discounted Unit Upgrade Fees (Save \$40)
- Discounted Season Upgrade Fees (Save 50%)

TRADING PLACES CLASSIC

Exclusive Benefits for

vri **TRADING PLACES[®]**
INTERNATIONAL

Managed Resorts Owners

FREE!

Trading Places Classic Membership.

Enjoy checking availability and exchanging your week with zero membership fees.

2-for-1!

Bonus weeks. Earn a bonus week with each deposit and double your vacation.

FREE!

Guest certificates. Give the gift of travel to your family and friends. (\$39 value)

WOW!

Resorts-to-Ports. Leverage your timeshare week towards the perfect cruise.

*Take advantage of your exclusive benefits today...
Call your Vacation Specialists!*

800.365.7617

Contact us anytime with questions about our Classic and Prime exchange programs. Trading Places representatives are available Monday-Friday from 7:00-6:00 and Saturday from 8:00-4:00 PT.

www.tradingplaces.com • exchange@tradingplaces.com

*Deposit Promotion Terms & Conditions

Use Promo Code: TPINL18. Valid for new deposits only. Deposit your Unit Week by 12/31/2018 and at least 60 days prior to your Unit Week arrival date to receive two Bonus Weeks, for a total of three weeks of usage. Each Bonus Week is subject to a \$229 service fee and valid for a reservation in a Unit up to the same size as the original Unit Week deposited. Each Bonus Week expires one year from the arrival date of original Unit Week deposited. Offer is based on availability, not combinable with other offers, and is subject to change without notice.



Write to board members c/o TPI at the above address.



Kahana Falls

Kahana Falls Resort

Front Desk: 808-669-1050
Resort Fax: 808-669-1848

E-mail: kfr@tradingplaces.com
Website: www.kahanafalls.com

The Kahana Falls Resort disclaims any responsibility for claims made or the performance of goods and services advertised in this newsletter.

OWNER SERVICES

866-889-9369 ext. 1 | ownerservices@tradingplaces.com

- Book use time / Bank your week (TPI, RCI, II)
- Inquire about your contract
- Learn booking rules
- Pay maintenance fees

Important Maintenance Fee Information

Regular association dues are billed annually and are due and payable per your ABC policy. A statement is mailed to you as a courtesy; non-receipt of a statement does not relieve you of your financial obligation.

Pay Online at www.kahanafalls.com/pay

Questions about your Maintenance Fees or Assessment

Billings? Call the Accounting Department at **866-932-5200**

ext. 7 or e-mail billings@tradingplaces.com

EXCHANGE

866-889-9369 ext. 3 | exchange@tradingplaces.com

- Competitive exchange fees & great destinations
- ONLINE exchange option 24/7

www.tradingplaces.com/EXCHANGE

TRAVEL & CRUISE

866-889-9369 ext. 6 | travel@tradingplaces.com

- Air, car, hotel, cruise, and vacation packages

www.tradingplaces.com/TRAVEL CST # 1008862-10

RENTAL

866-889-9369 ext. 4 | rentals@tradingplaces.com

- List your KFR unit for rent
- Rent additional nights at KFR, or other TPI resorts

www.tradingplaces.com/RENTALS

• Up to 70% off last-minute vacation rentals

www.tradingplaces.com/HOTDEALS

- Great weekly rates... Plan ahead!

www.tradingplaces.com/SUITEDEALS

PROPERTY MANAGEMENT

As your management company, Trading Places is dedicated to making your property the best it can be. Please feel free to contact us at any time.

Aloha from your Kahana Falls Owner Services Department!

Are you ready to book some reservations? Our friendly agents are ready to assist you!

If you haven't already confirmed your plans for 2019 (or 2018!) – please do so now! Call 866-889-9369 ext. 1 to speak with one of our friendly and helpful Owner Services agents today. Or make your reservations online:

www.kahanafalls.com/owners/reservationrequest

Username: **kahana** Password: **tpi**

Please note that reservations are not valid until they are confirmed in writing by Trading Places International.

Can't travel? We have options for you! Deposit your week today with Trading Places and receive a week of credit for exchange to a variety of locations. Please call **866-889-9369 ext. 1** or e-mail ownerservices@tradingplaces.com for further assistance. If you wish to deposit a future week, please remember that the association dues must be pre-paid for the year you wish to deposit.

We look forward to hearing from you soon!

Your Owner Services Vacation Specialists



*Solicitation
of Nomination!*



Kahana Falls
MAUI



We are always looking to add diversity to our Board of Directors. Can you bring something new and fresh to the table? Does your background provide perspective that might benefit the Board? Will your strengths make the Board stronger as a whole?

Serving on the Board of Directors is your opportunity to make an impact on the future of Kahana Falls by becoming involved in the decision-making process. You must be a member of the association in good standing to submit your nomination.

If you have an interest in serving on the board of directors, please contact droadmin@tradingplaces.com or send your request and contact information to the address below. We will be happy to send you the form and consider your nomination for our next election. Thank you!

By mail: Trading Places International, Attn: Dro Admin
25510 Commercentre Drive, Suite 100
Lake Forest, CA 92630