

HALE NAPILI
HALE NAPILI RENTAL POOL, LLC
ANNUAL MEETING - FRIDAY, October 18, 2019

Executive Committee Present: Brian Cowell, Linda Levi, Brandon Roach,
Steve Straub

Owners Present: Barby Straub, Vic Levi, Margaret Jones, Sherry/Dennis
Frazier, Jeri/Dave Moeller, Margy/Ray Berry, Linda/Scott Urquhart

Other Attendees: Kim Komoku, Leanna Roberts, Jamie Lum Lung-Ka'eo

Meeting packets were distributed to owners containing meeting agendas, 2018
annual meeting minutes, financial statements, proposed 2020 budgets and
various articles of interest to owners.

1. CALL TO ORDER - President Brian Cowell called the meeting to order at
11:20 a.m. The meeting was held at Hale Napili, Maui.

2. DESIGNATION OF PROXY HOLDERS:
Napierskie units 1, 2, 6, 11 - Brandon Roach
Pitchford unit 10 - Vic Levi
Rahn unit 12 - Brian Cowell
Labbitt unit 7 - Brian Cowell
Beumer unit 16 - Dennis Frazier
Mapes unit 13 - Board of Directors
Proxy designation were not received from Walker unit 3 or Puatu unit 18

3. APPROVAL OF MINUTES
No additions or corrections were suggested to the 2018 Rental Pool
Annual Meeting Minutes as distributed to owners.

MOTION: Approve 2018 Annual Meeting Minutes as presented.
Steve S./Roach

VOTE: Unanimous approval

4. PRESIDENT'S REPORT - Brian Cowell
Report is in the AOA Annual Minutes

5. TREASURER'S REPORT
Steve reviewed the financial documents for the Rental Pool for the 3rd Q.
Our revenues exceeded budget by about 12%, but expenses were up slightly.
The upcoming shutdown will impact this quarter somewhat.

Premiums for health insurance increased dramatically this year and our staff is older so premiums are higher. Merchant fees are up, but Kim K. is working with a different provider to lower fees. Island wide there was a jump in electrical costs. A/C does not appear so far to have increased electrical costs. They are offset by less usage of fan and also LED conversion has given a big savings.

MOTION: Accept 3rd Q. financials as presented.
V. Levi/Cowell

VOTE: Unanimous

6. Old Business

a. Website was not updated because of salt storm that killed all vegetation on front area and no photos could be taken. It will be updated in December and webcam should be functioning then too.

b. Keyless entry system is working well. The system keeps codes for 1 year, then automatically resets. An emergency release button is needed and that will be addressed during maintenance shutdown.

c. Maintenance update - unit issues will be addressed during shutdown. Rental pool will be responsible for some and owners responsible for others. Owners can discuss individual unit recommendations with Brian.

d. Many guests book through online sites (i.e., Bookings.com, Expedia). We are attracting many foreign visitors as well as younger ones. New guests tend to just stay a couple of days which puts more stress on units and staff for turnovers.

e. Owners are again strongly encouraged to book through the owners' portal. Log in information is as follows:

www.haleapiliaoao.com

User name: owners@halenapiliaoao.com

Password: MY808login (case sensitive)

7. NEW BUSINESS

No new business to discuss.

8. RATIFICATION OF EXECUTIVE COMMITTEE ACTIONS

MOTION: Ratify Executive Committee Actions
V. Levi/S. Urquhart

VOTE: 1 1/4 proxies vote - No
Balance of votes - Yes

9. Appointment of new Executive Committee

Brian, Brandon, Steve and Linda will stay on the Committee.

MOTION: Approve slate of Brian Cowell, Steve Straub, Linda Levi and Brandon Roach for the 2020 Executive Committee of the Rental Pool.

D. Moeller/B. Straub

VOTE: Unanimous

10. ANNUAL MEETING DATE FOR 2020: **October 16, 2020.**

11. MEETING ADJOURNED

MOTION: Adjourn meeting at 12:30 p.m.
Cowell/S. Straub

VOTE: Unanimous

Respectfully submitted,

Linda Levi, Secretary