

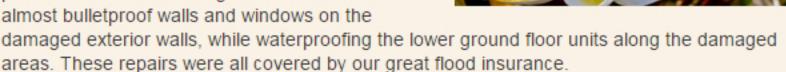
Looking back, looking forward...

Aloha,

The 2015 annual meetings were again a huge success in developing stronger bonds between both associations. Our joint meeting produced cohesive ideas about changing outdated policies and potential new policies for the resort. Both Boards worked together to look at potential issues and solutions that could arise in the future. As our construction "era" winds down, we now have the opportunity to take a good look at where we want to be in the future.

Over the past three years the resort worked in crisis mode when all the major repairs that needed to be done came to the forefront. We completed the fire renovations with close to \$11 million of changes, which ultimately made the resort much better. The new Lobby area captures the "old school Hawaii" feeling with a nice blend of modern touches. The antiquated phone system was replaced and brought to modern code. Ironically, replacement of the entire resort fire system was covered by insurance. There are too many smaller repairs to list that were corrected during the fire renovation.

The VOA completed a major renovation of all 77 units. Everything was stripped down to the studs and completely rebuilt. We now have kitchens with new large and small appliances, counters, cabinets, and floors. The bathrooms have a new walk-in shower on one side and new tile on the tub that matches the floors. All cabinets, sinks, hardware and shower curtains have been replaced. The living rooms have new furniture which includes new TV's, DVD players, kitchen table and chairs, and the addition of a ceiling fan over the dining area. The bedrooms received new mattresses, bedroom furniture; much needed pillows, curtains, bed coverings and linen. The outside lanai furniture was replaced with brown rattan furniture. Over 60 inches of rain in one week triggered a flood across the north shore, with many ground floor units flooded and cement walls perforated from the driving rain. The resort installed



The rusted pool filter was replaced with a much better POD system that insures the resort will not need to shut down the pool if repairs are needed. The main electrical switchgear blew, resulting in all the pumps and motors around the resort going out from the surge of electricity. The new switchgear was dropped during shipping, which delayed the install and affected the timeline for the solar panels to be activated.

In addition to all this work, we also had other major reserve repairs that were scheduled to be completed. Repairs were made to all the damaged roofing areas. The spalling project was completed in six of the major damaged buildings across the resort. In synch with the spalling project, repairs to the stairwells that were badly damaged were completed as well as to the front and back lanai railings. New synthetic grass and hard tennis courts were installed at all eight of our courts, allowing us to have a world class tennis program.

The resort accomplished all this in just three years!! And we still have some work to do in the near future. The spalling repairs will continue as needed. The pool bar is in the permitting process. We will be installing a new main phone cable along the lower campus of the resort which will provide better quality phone service. And we will be addressing parking issues for the upcoming re-opening of the bar and restaurant.

That's right, we said IT! The bar and restaurant work has begun on both the Bali Hai and Happy Talk and is moving along nicely. They estimate that the bar will open sometime this fall with the restaurant opening shortly thereafter.

Our resort has come a long way in such a short time. With the continued guidance of your Boards and Grand Pacific Resorts, we will continue to make Hanalei Bay a world class resort!

Mahalo,

Scott and Jim







