

HLU Committee

From: Rebecca Krill <rebecca@hihoalaw.com>
Sent: Friday, July 10, 2026 5:14 PM
To: Thomas M. Cook
Cc: Alice L. Lee; Yukilei Sugimura; Gabe Johnson; Tamara A. Paltin; Keani N. Rawlins; Shane M. Sinenci; Nohe M. Uu-Hodgins; HLU Committee
Subject: Polynesian Shores: Council-Initiated Rezoning into H-3
Attachments: 260710 (rfs) Ltr to Council re Polynesian Shores Request for Rezoning with Enclosures.pdf

Some people who received this message don't often get email from rebecca@hihoalaw.com. [Learn why this is important](#)

Dear Council Member Cook and the Housing and Land Use Committee,

Our law firm represents the Association of Apartment Owners of Polynesian Shores. Please find attached a submission and enclosures on behalf of the Board of Directors showing that Polynesian Shoes qualifies for Council-initiated rezoning from A-1 to H-3, based on criteria discussed by the Council during its recent deliberations, and as recommended by the Temporary Investigative Group.

Please confirm receipt of this letter and enclosures and provide a response from your office confirming that Polynesian Shoes will be included in any forthcoming resolutions or other legislative actions to rezone properties into the new H-3/H-4 districts.

Should you require any additional information, please feel free to contact me by email or telephone at (808) 281-3839.

Thank you,

Rebecca Krill, Esq.
Principal

HI | HOA LAW

HOA | CONDO | REAL ESTATE | CONSTRUCTION

808.281.3839
rebecca@hihoalaw.com
www.hihoalaw.com

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Rebecca O. Krill
rebecca@hihoalaw.com | (808) 281-3839

July 10, 2026

VIA EMAIL

Tom Cook, Maui County Councilmember
Council Chamber and Councilmember offices
Kalana O Maui Building, 8th floor
200 South High Street
Wailuku, Hawaii 96793
Thomas.Cook@mauicounty.us

**Re: Polynesian Shores Condominium Resort Request for Rezoning from A-1 to H-3
3975 L. Honoapiilani Rd. Lahaina, Maui, Hawaii 96761**

Dear Councilmember Cook,

Our office represents the Association of Apartment Owners of Polynesian Shores as its General Counsel and in relation to the above-referenced matter. On behalf of the Board of Directors, we submit this report and enclosures to show that Polynesian Shores qualifies for Council-initiated automatic rezoning from A-1 to H-3, consistent with the criteria discussed by the Council during recent deliberations, and as recommended by the Temporary Investigative Group (“TIG”).

The enclosed historical documents demonstrate that Polynesian Shores was developed, marketed, sold, and has always operated as a vacation rental property from its inception in the early 1970s, and has maintained that character and use for more than five decades.

Executive Summary

The TIG indicated that, in evaluating projects for inclusion in the H-3 and H-4 districts, the Council will consider factors including the developer’s original intent; how the project was marketed to purchasers and the public; its historical operation and management as a visitor accommodation; the continuity and duration of its transient vacation rental use; the extent to which it has functioned as an integral part of Maui’s visitor accommodations inventory; and whether the project ever realistically served, or was intended to serve, as long-term residential housing. The Council also recognized that there are compelling policy and planning reasons to retain certain oceanfront properties within the Sea Level Rise Exposure Area (SLR-XA) as visitor accommodations rather than convert them to long-term residential housing.

The enclosed materials demonstrate that Polynesian Shores satisfies these considerations. Organizational documents dating to the project's original development and early years of operation, including marketing materials, Board meeting minutes establishing visitor rental group committees and authorizing the engagement of professional on-site rental management, show that the project was intentionally developed and promoted as a resort condominium and that its governance, management, and day-to-day operations were structured around providing transient visitor accommodations from the outset.

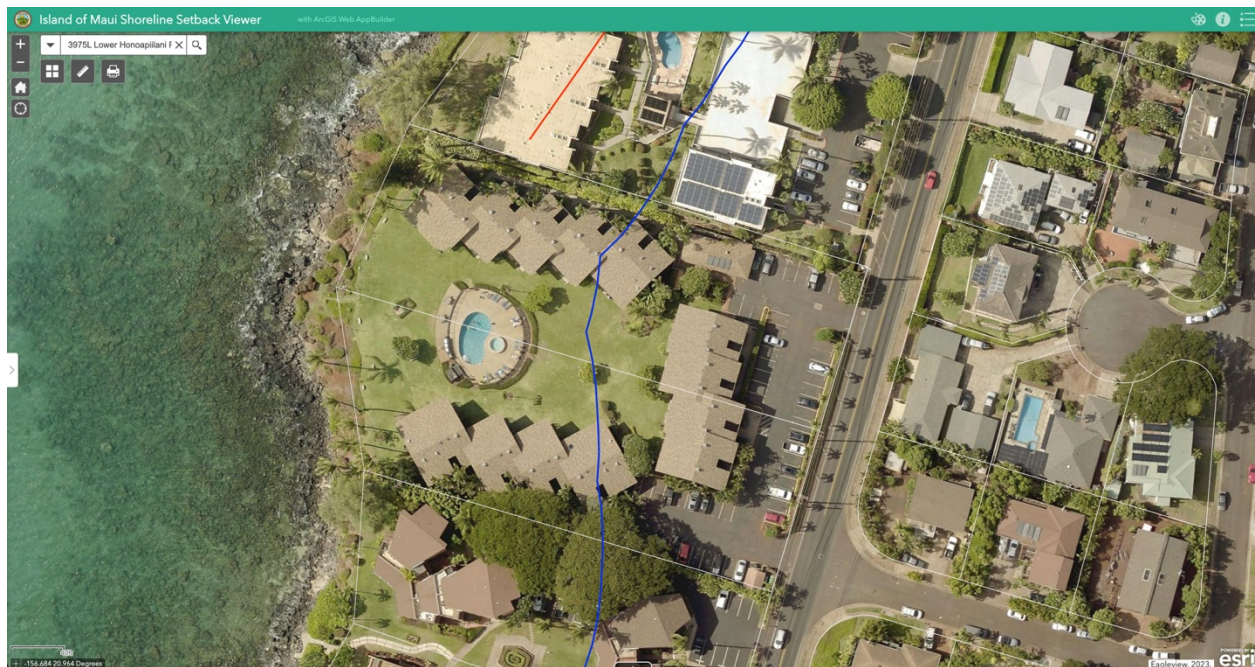
Property Description

Exhibit "A": Metes-and-bounds Description of the Property

Polynesian Shores is a beachfront property consisting of fifty-two (52) units arranged throughout three (3) separate two-story buildings situated on 2.055 acres of land. Exhibit "A" contains the metes and bounds description of the property contained in the Declaration of Horizontal Property Regime for Polynesian Shores.

Each unit has one (1) deeded parking stall. The facilities consist of a pool, centralized professional grade laundry facilities, and an onsite management office. The front desk serves, and has always served, as a guest check-in, registration and management office. There are no USPS mailboxes. Mail is received at the front desk and placed in centralized cubbies. The cubbies also serve as places to deposit guest communications.

The buildings are located within the shoreline setback area, and the Erosion Hazard Line, as shown on the Island of Maui Shoreline Setback Viewer. The property also sits within the State of Hawaii's Sea Level Rise Exposure Area (SLR-XA).



The following exhibits demonstrate that Polynesian Shores possesses the characteristics identified by the TIG and considered by the Maui County Council in evaluating apartment-zoned condominium projects for Council-initiated rezoning to the proposed H-3 Hotel District.

1. Polynesian Shores Was Developed and Organized to Operate as a Vacation Rental Accommodation from Its Earliest Inception

Exhibit “B”: First Board Meeting Minutes dated January 20, 1973

Exhibit “C”: First Owners Meeting Minutes, dated January 20, 1973

Minutes from Polynesian Shores’ first Annual Owners Meeting and the first Board of Directors meeting, both dated January 20, 1973, shows that, immediately after Polynesian Shores opened, the Association established a Rental Committee to coordinate and oversee rental operations and marketing for visitor accommodations. The intention was to promote Polynesian Shores as a vacation destination.

The meeting minutes from the first Board of Directors meeting in Exhibit “B” states on page 3, under Section F “Promotion”:

A \$50.00 assessment shall be made against all apartment owners participating in the rental program through the Rental Agent, Mary Blanchard. Such funds collected will be used for Advertising purposes and the promotion of Polynesian Shores. The funds will be administered by the Rental Agent and accountable to the Board and/or a Rental Committee. A Rental Committee, consisting of four owners including one Board member, shall be appointed by the President of the Association of Apartment Owners for the purpose of reviewing and recommending minimum rental rates, reporting on competitive practices and offering suggestions for types of promotional advertising material to be used. The assessment of \$50.00 is due and payable upon the receipt of these Board meeting minutes.

At the first Board meeting, the Board also established minimum rental rates. (Section I “Rental Rates – Minimum”), discussed the use of full and part time maid service (Section K. “Maids”), and established charges for linen service and how often linens should be changed (Section L. “Linen”).

Exhibit “C” contains the meeting minutes of the first organizational meeting of the owners of Polynesian Shores. The minutes indicate that the Developer was present and represented at the meeting through its agent, Mr. Merton S. C. Lau. See Exhibit B, p. 1 “Introduction of Guests”. The minutes explain that the resident manager and individual who became the rental agent, were employed by the Developer. The minutes also show that a representative of the Developer was elected to the Board of Directors for a one-year term.

Under “New Business”, the following discussion and actions were recorded:

The rental operation waws covered by Mrs. Blanchard, the rental agent. The amount of service must be determined by the Board. A 10% commission is paid to Mrs. Blanchard on the gross rental before 4% Hawaii State Tax.

The Board will also determine the amount of “seed money” to start the rental operation. The owners were further advised that if they planned to rent their apartment, they must have liability insurance.

These minutes show that transient vacation rentals were not merely incidental to ownership. The Developer was not only present at the first owners’ meeting but was represented on the Board of Directors and participated in creating a dedicated committee for rental operations immediately after Polynesian Shores opened. This demonstrates an anticipated integral component of the project’s operation, and the intent of the Developers to create a vacation rental property from the beginning.

The meeting minutes also reflect that the Association hired a professional rental agent, separate from onsite property management, and adopted operational policies typical of a professionally managed visitor accommodation property.

Polynesian Shores has always been managed as a coordinated visitor accommodation rather than as a conventional residential condominium.

Exhibit “D”: Original House Rules, dated January 1, 1973

The original House Rules, effective January 1, 1973, are expressly address “Owners, Vacation Guests and Renters,” “[i]n order to make your stay and your home as enjoyable and livable as possible.” The rules establish procedures for guest check-in and registration with the resident manager and operational standards for ensuring vacation guests are provided with the House Rules.

These contemporaneous documents demonstrate that visitor accommodations were anticipated and integrated into the Project’s operations from the outset.

2. Marketing Materials Show an Organized Vacation Rental Program Since the Development of Polynesian Shores

Exhibit “E”: Correspondence from the Polynesian Shores Rental Group

Exhibit “F”: Rental Agent Agreement for Polynesian Shores

Exhibit “G”: Marketing Brochures and Rental Rate sheets from 1975 onwards

Contemporaneous records from the Polynesian Shores Rental Group demonstrates the existence of a formal rental pool program administered by the Association and participating owners. These records show active marketing initiatives to promote Polynesian Shores as a vacation rental resort.

Exhibit “E” contains correspondence dated May 28, 1975, from the Rental Group Chairman to the owners participating in the rental group. The letter explains that “Polynesian Shores will be listed in Hotel & Travel Index, ‘The Travel Agent’s Bible,’ in a paid ad beginning in the next issue, Autumn 1975,” and discusses new rental rates, weekly maid service, and ways to “encourage each owner to suggest, promote and advertise Polynesian Shores to those they come in contact with.”

Exhibit “F” contains a copy of a Rental Management Agreement for Polynesian Shores, which outlines the duties of the rental agent, including (1) soliciting desirable occupants for owners’

apartment at rental rates mutually agreed upon; (2) arranging for maid service and cleaning equipment and supplies; (3) expending funds authorized by the owner for advertising; (4) providing the owner with monthly statements of financial transactions.

Exhibit “G” contains copies of original brochures and rate schedules, which consistently describe Polynesian Shores as “Vacation Condominium Apartments” on the Kaanapali Coast. The marketing materials include reservation forms, daily and weekly rates, minimum stay requirements, deposits, occupancy limits, and travel agent information.

The materials reflect an organized, property-wide effort to attract and accommodate short-term visitors beginning immediately after the project’s completion, and with the participation of the Developer.

3. Real Property Tax Records Indicate that 46 of 52 Units Are Classified as TVR-STRH and Only 3 Units are Owner Occupied

The County of Maui Real Property Tax records indicate that 46 out of 52 units at Polynesian Shores are classified as TVR-STRH and were historically classified as HOTEL/RESORT. Only three (3) units classified as owner-occupied, while three (3) are listed as long-term rentals.

We are informed and the historical evidence demonstrates that, since the development of the project in the early 1970s, purchasers of units at Polynesian Shores have purchased the units as investment properties with the intent of renting them as visitor accommodations for profit. Polynesian Shores as never intended to operate or be occupied as long-term residential housing for Maui’s local resident population.

4. Financial Carrying Costs of Polynesian Shores Units Are Not Suited for Long-Term Workforce Housing

Recent market sales demonstrate that Polynesian Shores units command prices that place them well beyond the reach of most Maui residents seeking long-term housing.

In 2022, two-bedroom units sold for \$1,210,000, \$1,130,000, and \$1,050,000. There were no sales of two-bedroom units until 2026, for \$610,000 and \$699,000. The earlier 2022 transactions reflect the market’s longstanding recognition of Polynesian Shores as a highly desirable oceanfront visitor accommodation rather than as an affordable residential condominium development. The 2026 transactions reflect the decline in market value as a result of the uncertainty surrounding the enforcement of Bill 9.

Polynesian Shores also carries substantial monthly maintenance fees and operating expenses. The maintenance fees for 2026 currently are \$1,787, which includes the regular assessments and a \$392 special assessment required for building repairs.

Taken together, even with the decline in market value, the historical purchase prices and ongoing carrying costs make Polynesian Shores economically impractical as housing for the local workforce.

5. Polynesian Shores' Location Within the Sea Level Rise Exposure Area Further Supports Its Inclusion Within the H-3/H-4 Hotel Zoning Districts.

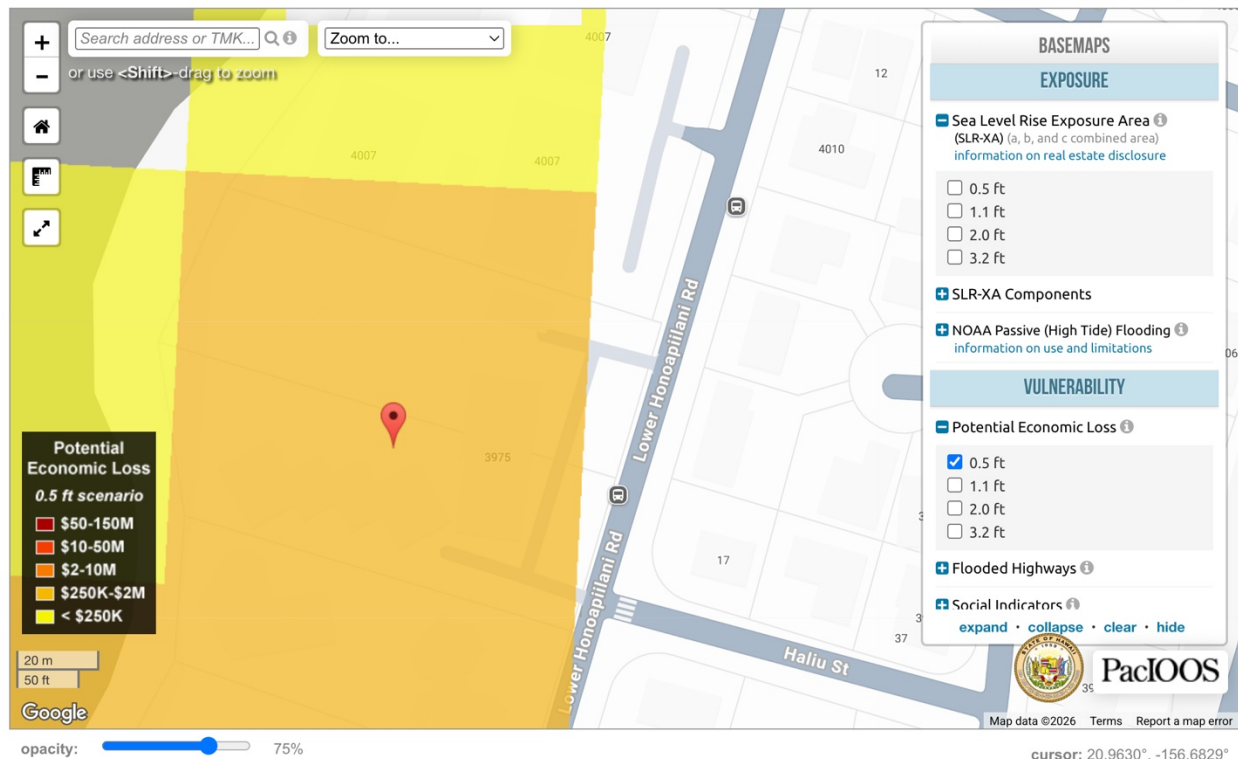
Polynesian Shores is located within the Sea Level Rise Exposure Area (SLR-XA), as shown on the State of Hawaii's Sea Level Rise Viewer.

The SLR-XA was developed by the State of Hawai'i as a long-term land use planning tool to identify coastal lands that are projected to experience chronic impacts from sea level rise, including shoreline erosion, annual high-wave flooding, and passive inundation. The purpose of the SLR-XA is not merely to identify present-day flooding hazards, but to assist governmental agencies in making prudent land use decisions that reduce long-term public risk and improve community resilience. *See Guidance for Using the Sea Level Rise Exposure Area in Local Planning and Permitting Decisions, A supplement to the State of Hawai'i Sea Level Rise Vulnerability and Adaptation Report, Pre-Final Draft dated October 14, 2020.*

Sea Level Rise : State of Hawai'i Sea Level Rise Viewer

An Interactive Mapping Tool in Support of the State of Hawai'i Sea Level Rise Vulnerability and Adaptation Report

[view full-screen map](#)



The above map shows that a 0.5ft rise in sea level may have a potential economic loss of \$2-10 million. Placing permanent residents in a chronic coastal hazard area would conflict with State sea-level-rise adaptation policies.

Tom Cook, Maui County Councilmember
July 11, 2026
Page 7

Conclusion and Request for Rezoning

For more than fifty years, Polynesian Shores has been conceived, marketed, governed, and continuously operated as a visitor accommodation. The enclosures herein uniformly demonstrates that the Developer intended Polynesian Shores to function as a vacation rental resort from its inception.

The acquisition and carrying costs of Polynesian Shores units make it unsuited for residential workforce housing. Adding permanent residential occupancy at Polynesian Shores would also be inconsistent with sound long-term land use planning, where the Property sits within the State's Sea Level Rise Exposure Area.

Rezoning Polynesian Shores to the H-3 Hotel District best aligns the County's zoning with the property's original purpose, longstanding operation, and present-day planning objectives while preserving residentially suitable lands for housing that can more effectively serve Maui's residents.

For these reasons, the Association respectfully urges the Maui County Council to include Polynesian Shores in any existing or forthcoming resolutions, ordinances, or other legislative actions establishing or expanding the list of properties to be automatically rezoned to the H-3 Hotel District.

Thank you for your consideration of the Association's request on behalf of the owners at Polynesian Shores. The Association is happy to provide additional evidence and testimony from owners to corroborate the historical facts presented herein. Please let me know if you have any questions, require any additional information, or wish to discuss anything.

You may contact me at (808) 281-3839 or rebecca@hihoalaw.com.

Sincerely,

HI HOA LAW
A Limited Liability Law Company



Rebecca Krill, Esq.
Principal

Encl: Exhibits "A"- "G"

Cc: Alice Lee: Alice.Lee@mauicounty.us

Yukilei Sugimura: Yukilei.Sugimura@mauicounty.us

K. Kauanoe Batangan: K.Kauanoe.Batangan@mauicounty.us

Gabe Johnson: Gabe.Johnson@mauicounty.us

Tamara Paltin: Tamara.Paltin@mauicounty.us

Keani Rawlins: Keani.Rawlins@mauicounty.us

Shane Sinenci: Shane.Sinenci@mauicounty.us

Nohe Uu-Hodgins: Nohe.Uu-Hodgins@mauicounty.us

72- 37604

RECORDATION REQUESTED BY:)

RECEIVED

LIBER 8330 PAGE 257
1972 MAY 26 AM 10:49

AFTER RECORDATION, RETURN TO:)

CHUN KEE 1 NOV

5716515


REGISTRAR

RETURN BY: Mail () Pickup ()

DECLARATION OF HORIZONTAL PROPERTY REGIMEOFPOLYNESIAN SHORES

WHEREAS, WILBERT Y. K. YEE, husband of Virginia Yee, KENNETH F. C. CHAR, husband of Aileen K. Char, WADSWORTH Y. H. YEE, husband of Hunnie C. Yee, all residents of Honolulu, Hawaii, and POLYNESIAN INVESTMENT CO., LTD., a Hawaii corporation, hereinafter called the "Owners", own in fee simple the real property described as follows:

FIRST: ALL that portion of land situated makai of the Lahaina-Honolulu Government Road, also called the Honoapiilani Highway, at MAHINAHINA 1-2-3, KAAPALI, MAUI, STATE OF HAWAII, and more particularly described as follows:

Beginning at a 3/4 inch pipe at the southeasterly corner of this lot and on the westerly side of Lahaina-Honolulu Government Road, the coordinates of which point of beginning referred to Government Survey Triangulation Station "LAINA" being 24,921.92 feet North and 5,024.91 feet West and running thence by azimuths measured clockwise from true South:

- | | | | | |
|----|------|-----|--------|--|
| 1. | 100° | 37' | 378.00 | feet along Lot 2 to a 3/4 inch pipe at the edge of sea beach; thence |
| 2. | 205° | 59' | 128.74 | feet along the edge of sea beach to a 3/4 inch pipe; thence |
| 3. | 280° | 37' | 357.00 | feet along Lot 4 of Mahinahina-Kai Subdivision to a 3/4 inch pipe on the westerly side of Lahaina-Honolulu Government Road; thence |

4. 16° 27' 125.00 feet along the westerly side of said government road to the point of beginning, and containing an area of 1.055 Acres.

Being the same premises conveyed to Wilbert Y. K. Yee, Kenneth F. C. Char and Wadsworth Y. H. Yee, Tenants in Common, by Kazuo Ikeda and Toshiko Ikeda, husband and wife, by deed dated October 7, 1955 and recorded in the Office of the Registrar of Conveyances at Honolulu in Liber 3031 at Page 230.

SECOND: ALL that certain parcel of land, being portion of land situate makai of the Lahaina-Honolua Government Road, also called the Honoapiilani Highway, at MAHINAHINA 1-2-3, Kaanapali, Island and County of Maui, State of Hawaii, and more particularly described as follows:

Beginning at a 3/4 inch pipe at the southeasterly corner of this lot and on the westerly side of Lahaina-Honolua Government Road, the coordinates of which point of beginning referred to Government Survey Triangulation Station "LAINA" being 24,202.03 feet North and 5,060.28 feet West, and running thence by azimuths measured clockwise from true south:

1. 106° 27' 319.00 feet along Lot 1 of Mahinahina-Kai Subdivision to a 3/4 inch pipe at the edge of sea beach; thence
2. 171° 11' 138.22 feet along sea beach to a 3/4 inch pipe; thence
3. 286° 27' 378.00 feet along Lot 3 of Mahinahina-Kai Subdivision to a 3/4 inch pipe on the westerly side of Lahaina-Honolua Government Road; thence
4. 16° 27' 125.00 feet along said government road to the point of beginning, and containing an area of 1.00 Acre.

Being the same premises conveyed to Polynesian Investment Co., Ltd. by deed of James K. Tagawa and Frances K. Tagawa, husband and wife, and recorded in the Bureau of Conveyances of the State of Hawaii in Liber 5603 at Page 343.

And, as to each of said parcels First and Second:

Subject to all easements, if any, now affecting said property and excepting and reserving all rights-of-way over, across and under said Easements according to the respective designations thereof hereafter granted to any public utility or service company or governmental authority to

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
POLYNESIAN SHORES
Ronald Kawahara's Office
Lahaina, Hawaii
January 20, 1973 2:30 P.M.

PRESENT: Ronald A. Kawahara, Mr. & Mrs. Blanchard, Virgil Likins,
Bill Higginbotham, Bill Robertson, Paul Doyle, Tom Zipper,
Elmer Kittell

CALL TO ORDER: Bill Higginbotham called the meeting to order as he
was selected by the other board members as the president
of the Board.
The officers are as follows:
President - Bill Higginbotham
1st Vice President - Paul Doyle
Secretary - Tom Zipper
Treasurer - Elmer Kittell

NEW BUSINESS:

A. Insurance -

Mr. Kawahara discussed the insurance presently being carried by
the Polynesian Shores and advised that the Board must sign the in-
surance policy.

The present fire insurance policy is in the amount of \$1,100,000.00.
In addition to fire insurance the following must be carried: workmens
compensation policy, fidelity position bond, TDI policy, and comprehen-
sive general liability. The premium for the fire and liability poli-
cies will be financed over a 30 month period through Honolulu Insurance
Credit Company.

He further advised that the insurance had not been put out on bid
as there was such a delay between the signing and closing of the units.

After a lengthy discussion of the insurance, the board decided
that since there were no insurance experts on the board, they would
keep it where it was for the time being - which is Finance Factors.

B. Employment Contract -

Mr. Kawahara read an employment contract or agreement which is
pretty standard between owners of condominiums and the managers.

It was pointed out that the only employee of the association,
other than the manager, is the groundsman.

It was recommended that the Resident Manager approve all incoming
bills to be paid by the association.

One of the directors brought out that the contract spells out what
is expected of the Blanchards, but not what they can expect from the
owners. Mr. Kawahara advised that they are covered by the By-Laws
which specify the duties of the manager.

EXHIBIT "B"

The contract will be filled out, and then signed by Mr. Higginbotham and Mr. & Mrs. Blanchard.

C. House Rules and Pool Rules -

Both No. 2 and No. 3 of the house rules were discussed and it was suggested that the revising of the wording in these be left up to Ron Kawahara and the Blanchards. However, the following suggestions are to be placed into the rules:

1. That only outdoor lanai furniture and a reasonable amount of plants should be on the lanais. Anything other than these must be approved by the resident manager as directed by the Board.
2. It was also suggested that hours should be established for noise from stereos or television sets. The suggestion was further made that it be spelled out "excessive loud noises, music, etc.". Further that a real time limit need not be mentioned since there should not be excessive loud noise.
3. As there is presently a for sale sign placed in the parking lot, it was decided that there shouldn't be any signs at all from any real estate companies as you couldn't let one and not another.
4. Item No. 6 - Pets - was discussed. It was decided that pets must be kept inside, not out at all. Some advised that many condominiums don't allow pets at all, but it was decided that these are one's home and therefore they should be able to have a pet if kept inside.
5. A rule showing hours for washing will be added. This also indicating that no wash is to be hung on the line - this is only provided for bathing suits and towels.
6. Children under 12 must be accompanied by an adult will be added also.

D. Budget -

1. Salary & Wages
 - a. \$400.00 per month for the managers plus \$312.00 for lodging. This was agreed upon by the Blanchards.
 - b. yardman - \$2.60 per hour for 35 hours per week
 - c. Discussed that all board minutes would be mailed out to all the owners and that no names would be mentioned as who made motions, etc.
2. Taxes - This will change slightly.
3. Legal & Accounting - \$400.00 per month
 - a. as question regarding his fees, he explained what was done for that amount of money.
 - b. It was moved and seconded that Ron Kawahara's office be employed as managing agent. This was passed.
4. Utilities - These figures were based on Mahina Surf as a comparable unit.

5. Insurance - Will be changed as the rates were received during the past week and had been previously estimated.
6. Repairs & Maintenance - It was discussed that sewage maintenance should be put in as a budgeted item. It was further decided that bids should be obtained on this and that the budget should be left as is and live with it for six months.
7. Income - Budgeting was not done to show income a washer, dryer, phone, etc. as there is not enough experience as yet.

With the above changes it was moved and seconded that the budget be adopted.

It was moved and seconded that the present manager, Mr. Blanchard and rental agent, Mrs. Blanchard, be retained. This was passed.

The placement of the barbecue units will be discussed at a later time.

It was agreed that the Resident Manager shall receive a \$50.00 per month auto allowance to compensate for the travel connected requirements of the position.

E. By-Law Discussion -

1. Under Pg. 4 - Sec. 7 Regular Meetings. It was decided that three times a year was ample - 1 being after the annual meeting.
2. Under Sec. 8 - Special Meetings. It was decided that 8 hours notice is not ample time and that at least two days notice will be given.
3. The suggestion was made that any owner continually breaking house or pool rules should be reported in letter form to the president. He, in turn, will write a letter to the individual owner.

F. Promotion -

A \$50.00 assessment shall be made against all apartment owners participating in the rental program through the Rental Agent, Mary Blanchard. Such funds collected will be used for Advertising purposes and the promotion of Polynesian Shores. The funds will be administered by the Rental Agent and accountable to the Board and/or a Rental Committee. A Rental Committee, consisting of four owners including one Board member, shall be appointed by the President of the Association of Apartment Owners for the purpose of reviewing and recommending minimum rental rates, reporting on competitive practices and offering suggestions for types of promotional advertising material to be used. The assessment of \$50.00 is due and payable upon the receipt of these Board meeting minutes.

G. Telephone -

\$15.60 per month must be guaranteed in order to obtain the semi-public phone. The phone company looked over the area and felt that the area by the rubbish barrels and laundry room would be a good location as there is suitable protection.

A one time fee for installation of \$25.00 will be charged.

Mr. Blanchard will place an order with the phone company and have the phone installed as soon as possible. Also, he was asked to keep a history so that in the future possibly a public phone could be obtained.

H. Sewage system -

It was felt that an inspection should be made on the cavitette systems and a regular maintenance system at least every four months or twice a year be set up.

Since grease helps neither this system nor the garbage disposal, it was suggested that each owner provide a can under the sink for the deposit of grease.

The manager is also to check on signs for the bathrooms advising the guests what is harmful for the system.

The manager was also authorized to have the cavitette system checked in June.

I. Rental Rates - Minimum

The following rates were set up by the Board:

1. One Bedroom (2 people)

- a. \$22.00 per day - \$150.00 per week
- b. 3 Day stay as minimum - charge of \$25.00 per day
- c. \$3.00 for each additional person
- d. 4 week basis - \$475.00
- e. Limitation as to children - up to each owner and then they are to specify ages
- f. Up to one year is considered an infant.

2. Two Bedroom (4 people)

- a. \$35.00 per day - \$235.00 per week
- b. 3 Day stay as minimum - charge of \$40.00 per day
- c. \$3.00 for each additional person
- d. 4 week basis - \$800.00

The managers were asked if they felt these were workable figures as minimum rates and they were affirmative.

A discussion followed regarding whether or not the manager should be given the regular commission if an owner sends over a guest and has given them special rates. It was agreed that immediate family meant parents or children of the owner only.

If an owner sends person to his cottage, this does not count in the regular rotation series.

It was decided that a deposit of \$50.00 must be placed on a one bedroom and \$75.00 on a two bedroom unit. If there is no way it can be rented, then it should not be refundable. As a guide for the managers, two weeks notification should be given prior to cancellation in busy season.

Mr. Kawahara pointed out that his office will be watching that no rental charges are placed through the association maintenance fee.

J. Initial fee or Joining fee -

This was discussed as to a charge being made to join the rental and "seed money" was suggested.

If the managers find a long term rental of 3 months or longer, a sliding scale of 10/5/5 will be paid to the managers and they are in agreement.

K. Maids-

1. Part time versus full time discussed. At the present time, the maid comes in upon hearing from Mrs. Blanchard. It was felt that she is a good maid and if in the future a raise was required in order to keep her, this should be done.

L. Linen -

1. Presently a charge of \$3.00 for 2 people for one week.
2. Discussed that a change of linen should be given once a week and charged to the owner.
3. Only approximately 5 owners have purchased their own linen supply.

M. Expenditures -

The resident manager is limited to \$150.00; the firm of Ronald A. Kawahara to \$300.00 without the approval of the Board.

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
POLYNESIAN SHORES
Ronald A. Kawahara's Office
Lahaina, Hawaii
January 20, 1973 2:30 P.M.

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DATE OF NEXT BOARD OF DIRECTORS MEETING:

The next meeting of the Board of Directors was set for Saturday,
April 28, 1973, at Ronald Kawahara's office at 9:00 A.M.

ADJOURNMENT:

There being no further business the meeting was adjourned at
6:30 P.M.

Respectfully submitted,

Lucille Redman

Lucille Redman
Recording Secretary

MINUTES OF THE OWNERS OF POLYNESIAN SHORES
Kaanapali Beach Hotel
Lahaina, Hawaii
January 20, 1973 9:30 A.M.

Registration of the owners was taken as they arrived.

DETERMINATION OF A QUORUM:

It was determined that 75% of the owners was necessary in order to insure a quorum of the owners. The breakdown was as follows:

- 1 Bedroom Owners present - 14
- 2 Bedroom Owners present - 4

Proxies represented - 1 Bedroom - 22
2 Bedroom - 2

Thereby a quorum of the owners of Polynesian Shores was constituted.

CALL TO ORDER:

The organizational meeting of the owners of Polynesian Shores was called to order at 9:40 A.M. by Mr. Ronald A. Kawahara. Roll call of the owners present was taken by Mr. Kawahara.

PROOF OF NOTICE OF MEETING:

Mr. Ronald A. Kawahara, acting as management agent for the developer's agent, Mr. Lau, certified in written form that notices for the meeting had been mailed on January 2, 1973. Certificate of mailing is hereby attached to the minutes.

INTRODUCTION OF GUESTS:

The following were introduced: Mr. Merton S. C. Lau, the developer's agent, Barbara Harris, record keeper, Lucille Redman, secretary, and Mr. & Mrs. Leslie Blanchard, the managers of Polynesian Shores. Mr. Kawahara also introduced himself and explained the fact that Mr. Lau had engaged his services as managing agent to arrange the meeting of the owners and to conduct the organizational meeting.

MANAGING AGENTS REPORT:

Mr. Kawahara advised that an agenda of the meeting had been mailed out to each owner. He then proceeded with his report.

- A. Telephones - It was recommended by Mr. Kawahara that the owners not install phones in their individual units as there was no central switchboard and therefore there was no way of monitoring long distance calls.
- B. Insurance
 - (a) Fire - The present fire insurance taken out by the owners is through Finance Factors and covers only structural and common elements. Since personal effects inside the individual units, other than carpeting, drapes, and appliances are not covered, it is recommended strongly that each owner purchase insurance to cover this.

EXHIBIT "C"

- (b) Liability - The present liability insurance also only covers the property connected to the common elements and ends at each owner's door. It was therefore recommended strongly that each owner carry liability insurance. Preferably through an agent here on Maui who would be able to make an investigation within 24 hours in case of a loss. The amount of insurance to be carried by each owner was suggested to be 100/300,000.00.
- (c) It was suggested that each owner not rent a unit with a U-Drive attached. If an owner did, special insurance must be purchased for this as present automobile policies do not cover a rental. This special insurance runs approximately \$1500.00 per year. It was recommended by Mr. Kawahara that a car not go with an apartment.

The question was raised by one of the owners that if the person renting the apartment signed a waiver that wouldn't take care of the matter. It was suggested that this be discussed at a later date.

Mr. Kawahara advised that if his firm was to remain as providing management services for Polynesian Shores, it must be approved by the Board of Directors. It was also explained to the owners that the resident managers, Mr. & Mrs. Blanchard were employed by the developer and must also be approved by the Board of Directors.

If the Board decides to keep the firm of Ronald A. Kawahara, he went on to explain the sort of things that would be handled for the owners: such as hiring of the managers, setting up meetings, paying the bills, taking minutes at the meetings, etc.

Questions were asked of Mr. Lau as to how the insurance firm of Finance Factors was selected. He stated that the rates were established by the State of Hawaii Rating Board in Honolulu, and that they were all about the same.

Mr. Kawahara reviewed the fire insurance policy and explained that a total of \$1,100,000.00 was carried with a 90% co-insurance clause to save on the premium.

Since several of the owners asked who Mr. Kawahara suggested as insurance agents on Maui, he suggested First Insurance, Maui Insurance, Pacific Insurance, Hawaiian Insurance & Guaranty, Finance Factors (who is presently insuring the common elements).

RESIDENT MANAGERS REPORT:

Mr. Blanchard gave his report covering the following items:

- A. Stated that the building was complete basically.
- B. Landscaping complete except for refilling of washed out areas.

- C. It was recommended by the resident manager that a walkway be placed from the building down to the pool and then another one along the ocean.
- D. Telephone - Mr. Blanchard advised of his attempts to have a public telephone placed on the grounds. As there would not be enough calls, he discussed the problem with the telephone company and they advised that a semi-public phone could be the answer. The phone company decides the location and decided upon placing the phone by the laundry room area. If enough calls are placed, the phone company may review this situation at a later date.
- E. Sewage system - Mr. Blanchard discussed the fact that the system used at Polynesian Shores is the cavitette system. He advised that there are few problems with this if it is installed properly and then set up on a regular maintenance program which is followed.

Mr. Blanchard then asked that each owner turn in the punch list which had previously been sent out in order that the problems might be corrected in each individual unit.

The question was brought up to Mr. Lau as to whether he was going to put more trees on the grounds. He advised that what was there at the moment is basically what is provided by the developer. Several of the owners felt that about a half a dozen palm trees would certainly improve the grounds. Mr. Lau explained that the cost of palm trees with 5' to 6' trunks was about \$200.00 each. He agreed to discuss this further with the landscaper.

Various questions were brought up by the owners which Mr. Kawahara advised would have to be taken up later in the meeting of the Board of Directors.

ELECTION OF BOARD OF DIRECTORS:

Mr. Kawahara explained that nine directors would be elected and that the three receiving the most votes would be for three years, the next three for two year terms, and the other three for one year. He then explained cumulative voting which is specified in the By-Laws for Polynesian Shores. In the totalling up of the ballots more power is given to a two bedroom condominium owner than to a one bedroom owner.

Prior to introducing the nominees, the following items were brought up but will be discussed further in the Board of Directors meeting:

- A. Adoption of proposed budget - The proposed budget is based on a similar condominium. The amount of maintenance fee must be determined which each owner is to pay.
- B. House rules - These were read by Mr. Kawahara. As a question was proposed regarding rule no. 3, he advised that anything unsightly

was covered by the By-Laws. However, it was further suggested by one of the owners that No. 3 be built up and not to depend entirely on the By-Laws. No. 3 was also discussed as to loud noises and it was suggested that a time limit should be set. This will be taken up further in the Board of Directors meeting.

- C. Pool rules - These were read and discussed. Heating of the pool was suggested by one owner. It was felt by the owners that they should be flexible on food and drinks around the pool. The suggestion was made that a sign be posted indicating that no glass was allowed.

In addition to voting for the Board of Directors it was brought up that it was necessary for 2 amendments to be made to the By-Laws. Article IV Section 2 of the By-Laws presently states that the managing agent must be a Hawaii Corporation.

Secondly, Article III Section 8 of the By-Laws presently states that an annual audit be made. Since Mr. Kawahara's firm is an accounting firm, he feels that an annual audit is foolish and should be appointed at the discretion of The Association.

Mr. Kawahara also pointed out that the Board of Directors would be electing their own officers.

Each of the nominees was asked to stand and tell something about himself. The following did this: Tom Zipper, William Higginbotham, Paul Doyle, Henry Lau, Bill Robertson, Warren Kittell.

Nominations were then asked from the floor. Wadsworth Yee was nominated as it was suggested that it was a definite plus to have a developer on the Board for the first year. Virgil Likins and Eileen Hunter were also nominated. It was moved, seconded and passed that the nominations be closed.

The ballots were then passed out to all owners present. The votes (including proxies) were taken, counted, checked and approved. The two amendments to the By-Laws were passed with none being against.

The following are the elected Board of Directors for Polynesian Shores:

3 Year Terms - Warren Kittell, William Higginbotham, Paul Doyle

2 Year Terms - Thomas Zipper, William Robertson, Henry Lau

1 Year Terms - Wadsworth Yee, James Sakai, Virgil Likins

Mr. Kawahara advised that a date must be set for the first Board of Directors meeting. He asked that they get together and then advise him of the date and time.

NEW BUSINESS:

The rental operation was covered by Mrs. Blanchard, the rental agent. The amount of service must be determined by the Board. A 10% commission is paid to Mrs. Blanchard on the gross rental before 4% Hawaii State Tax.

The Board will also determine the amount of "seed money" to start the rental operation.

The owners were further advised that if they planned to rent their apartment, they must have liability insurance.

Ron Kawahara is not involved in the rental program and is only an agent for the apartment owners. As new owners come in, Mr. Kawahara's office will be responsible for mailing them copies of the By-Laws, House Rules, and Pool Rules.

Mr. Kawahara advised that a 15% to 20% occupancy is the usual figure for the first year in a new condominium.

He went on to say that the rental program would have most of the problems.

He further advised that gross income tax of 4% must be paid on the room rent.

Each owner must obtain an excise license for his apartment.

Mr. Kawahara then asked for any questions from the floor and one was asked of the developer's agent as to whether or not he was going to have a blessing. It was decided that the Board could decide and arrange.

Mr. Kawahara further advised that the ballots and proxies would be kept in his office for 30 days on file.

ADJOURNMENT:

There being no further business the meeting was adjourned at 12:20 P.M.

Respectfully submitted,

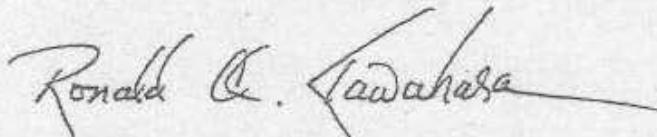


Lucille Redman

Recording Secretary

CERTIFICATE OF MAILING

We hereby certify that a Notice of Meeting and a proxy form for the Organizational Meeting of the Association of Apartment Owners' of Polynesian Shores, to be held at 9:30 a.m. on Saturday, January 20, 1973, at Kaanapali Beach Hotel, Lahaina, Maui, Hawaii, were mailed to owners of record filed in the office of the Managing Agent on January 2, 1973.



Ronald A. Kawahara
Managing Agent

Lahaina, Hawaii
January 2, 1973

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
RECONVENED AT POLYNESIAN SHORES
Sunday, January 21, 1973 - 10:00 A.M.

The drainage situation was covered. The placing of plastic pipe was discussed to the north and south of the property lines to improve the drainage.

It was also discussed that there should be a permanent light placed by the office to light the stairs.

The placement of drainage tiles from in front of the office to the middle of Building B was brought up and decided upon.

The manager is also to obtain bids on construction of a platform by the large pine tree used in conjunction with the three barbeque units.

The meeting was adjourned at 11:30 A.M.

Respectfully submitted,

A handwritten signature in cursive script, reading "Lucille Redman".

Lucille Redman
Recording Secretary

MINUTES OF THE ORGANIZATIONAL MEETING
OF THE OWNERS OF POLYNESIAN SHORES
Kaanapali Beach Hotel
Lahaina, Hawaii
January 20, 1973 9:30 A.M.

Registration of the owners was taken as they arrived.

DETERMINATION OF A QUORUM:

It was determined that 75% of the owners was necessary in order insure a quorum of the owners. The breakdown was as follows:

- 1 Bedroom Owners present - 14
- 2 Bedroom Owners present - 4

Proxies represented - 1 Bedroom - 22
2 Bedroom - 2

Thereby a quorum of the owners of Polynesian Shores was constituted.

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ADJOURNMENT:

There being no further business the meeting was adjourned at 12:20 P.M.

Respectfully submitted,


Lucille Redman
Recording Secretary

3rd 1497.
7 of 21.45

HOUSE RULES
POLYNESIAN SHORES
EFFECTIVE: JANUARY 1, 1973

Aloha, Owners, Vacation Guests and Renters:

Welcome to Polynesian Shores. In order to make your stay and your home as enjoyable and liveable as possible, we have all chosen to abide by the following rules.

1. Sidewalks, stairways and lanais shall not be used in any manner that will limit ingress or egress from any apartment or detract from the neat appearance or decor of the project as a whole.
2. No occupant shall make or permit any disturbing noises (e.g. loud music, noisy pets, etc.) on the premises, by himself, his family, friends or servants; nor do or permit anything to be done by such persons that will interfere with the rights, comforts or convenience of other tenants, such as leaving water running for an unnecessary length of time.
3. No rugs or furnishings of any kind shall be beaten on the lanais, or walkways, nor shall anything be swept, thrown or emptied from the doorways, windows, or lanais nor shall anything be hung from any lanais, windows, walkways or exterior walls. Only outdoor lanai furniture and plants (of a reasonable length or height - not to hang over railings) will be allowed on the lanai. All other items on the lanai must be approved by the Resident Manager as directed by the Board of Directors.
4. The water closets and other water apparatus shall not be used for any purpose other than that for which they were constructed and no sweepings, rubbish, rags, paper, napkins, ashes or other foreign substances shall be thrown therein. Any damage and, or, plugging resulting from their misuse shall be paid for by the tenant who shall cause or permit it.
5. All damage to the building, caused by the moving and carrying of articles therein, shall be paid for by the owner or person in charge of such articles.
6. No pets of any kind shall be allowed on the common area; except when going to and from the parking lot or beach. The pet must be on a leash at all times. No feeding or encouraging stray animals to come to the premises. No pet is allowed to defecate or urinate on the premises.

EXHIBIT "D"

7. No occupant, other than persons properly designated by the Board shall interfere in any manner with any portion of the water, heating, lighting apparatus, plumbing, sewer treatment, watering facilities, pool filter and the like in or about the demised premises.
8. No signs, name plates, shades awnings or window guards shall be used except as shall be installed or approved by the Board. All drapes, lanai, window or door decoration clearly visible from outside the building shall conform in color and appearance with standards set by the Board. For the present this standard shall be the colors and decor initially adopted by the developers.
9. No radio or T.V. aerial or connection shall be installed by the occupants outside or their respective apartments without the written consent of the Board.
10. Unless the Board gives advance written consent in each and every instance, occupants shall not install or operate in the premises any machinery, refrigerating or heating device or air conditioning apparatus or use any illumination other than electric light, or use or permit to be brought into the premises or building any inflammable oils or fluids such as gasoline, kerosene, naptha or benzine or other explosives or articles deemed extra hazardous to life, limb or property. Only gas and electric barbecues shall be permitted on the premises.
11. No guns, sling shots or other similar contrivances shall be used in any manner, on or from the premises.
12. Washers and dryers are to be used between the hours of 8:00 A.M. and 8:00 P.M. only. Clothes lines are not to be used for regular laundry drying.
13. The Resident Manager will be responsible for having all new owners read the house rules.
14. Before any person, owner, guest or tenant shall occupy any apartment he (or she) shall register, giving the names and forwarding address of himself and each guest and be given to read a copy of the house rules.
15. The Board reserves the right to make such other rules and regulations from time to time as may be deemed needful for the health, safety care and cleanliness of the premises and for securing the comfort and convenience of all the occupants thereof.
16. Any complaints and/or suggestions are requested to be in writing and give to your Board of Directors.

June 2, 1974

To: Owners in Rental Group
Polynesian Shores
Lahaina, Maui, Hi.

Subject: Higher Occupancy Rate
through Owner Participation.

At the annual meeting in May, ¹⁹⁷⁴ it seemed one of the main questions was how to get a better occupancy rate throughout the year. In Jan. Feb. and Mar. it's not so much of a problem to keep them full, but until we get a clientele built up it will take additional effort to keep them full the balance of the year.

A plan was purposed to all the owners present at this meeting and in more detail to the Rental Group Committee and we would like to pass it on to you.

Basically, each owner makes an effort on their part to secure renters in their own locality, through local ads, word of mouth and giving brochures to friends, contacting local travel agents and any other means you can think of.

The expense and time will be the responsibility of each owner, but it is to their advantage that their unit is rented more frequently. In doing so, if they secure more renters than they can accommodate at any given time, your rental agent, Mary Blanchard, will place them in another apartment and you will receive the usual travel agents commission of 10% for your time and expense of securing a renter for another owners apartment. The reverse would be true if they secure a renter for you.

For those who wish to participate in their own way, a group of "suggestions and helps" are included.

The Whole Idea in a nut shell is "Get 'em signed up HERE (Mainland) before they ever get THERE (Maui)".

Aloha,

Raymond Harris

Raymond Harris - Chairman

Rental Group Committee

1. Audri Zaiser - 23631 Tampico Bay, So. Laguna, Ca. 92677
2. Ruth Baker - 2750 Ladera Rd., San Bernardino, Ca. 92405
3. William Mabry - Polynesian Shores, Lahaina, Maui 96761
4. Mary Blanchard- " " " " "
5. Raymond Harris - P.O. Box 668, Corona, Calif. 91720

EXHIBIT "E"

May 25, 1974

To: Owners in Rental Group
Polynesian Shores
Lahaina, Maui

The intention of this letter is to let you know what the plans and progress of the Rental Group Committee is. Our aim is to promote and secure a higher rate of occupancy for Polynesian Shores.

After the General Membership Meeting on May 4, those owners that rent their apartments through the Rental Agent, met and appointed five members to form a Rental Committee. Those appointed were, Audri Zaiser, Ruth Baker, Mary Blanchard, Bill Mabry and Raymond Harris.

- * New Color Post Cards, which were provided through the efforts of Ralph Baker are now available to each owner if they wish and will be provided for the vacation rental guests.
- * New Color Brochures are in the planning stage and should be ready in July.
- * New Rate Schedule Sheets are being printed and will be inserted in the new color brochure, so current rates can be changed as necessary.
- * New Rates are suggested as follows to start June 1, except for advance reservations that have already been made, which will be honored at the old rate.

New Rate Schedule	Calendar		
	DAY	WEEK	MONTH
One Bedroom - Ocean	\$25.	\$150.	\$550.
Two Bedroom - Ocean View	\$40.	\$240.	\$900.
Two Bedroom - Ocean Front	\$45.	\$270.	\$990.
Savings Over Daily Rate -	Approx.†	15%	25%

- * A plan to promote a higher occupancy is being developed. Plans include a program for owners that wish to participate, to promote and advertise their own apartments in their own area. In case their own apartment is already rented (that's good) they will be rewarded for their effort and expense of providing a renter for another owner by receiving the usual 10% commission, which would go to a travel agent anyway. Also a closer contact with travel agents will be tried.
 - * Most of those in the Rental Group have already paid in a lump sum of money to start the Advertising Fund last year. It was agreed that in the future, 1% of the rent from each apartment will be placed in the Advertising fund and $\frac{1}{2}\%$ will be put in by the Rental Agent.
- We will keep you informed with additional information.

Raymond Harris
Raymond Harris-Chairman

1312 Main Street
P. O. Box 668
Corona, Calif. 91720



Polynesian Shores

Condominium Apartments

Page 2

3. Home RR1, BOX 80 • LAHAINA, MAUI, HAWAII 96761 • TELEPHONE (808) 669-6065

purpose is to provide Vacation Guests a quicker way to meet one another and share the friendly "Aloha" spirit. Coffee, tea and cups will be provided by this association.

May 28, 1975

Dear Members in the Rental Group:

A general membership meeting for all the owners in the Rental Group was held at the Maui Surf on May 3, 1975 following the General Owners Meeting. A review of last years rental program was made in hopes of additional ideas to increase the occupancy for the coming year.

It was the general consensus of opinion that the Owner Referral Program is working well, that we need to cultivate more Travel Agent Referrals, that our rates are low to other comparable condominiums and that we want to project a Vacation Type Atmosphere to our vacation rental guests.

To do this several members volunteered to help on this years new board. They consist of Russ Mack, Alaska; Eva Boyd, Oregon; Marvin Johnston, Central California; Ruth Baker and Ray Harris, Sothern California; and Mary Blanchard, Rental Agent, Maui. In this way we will be represented in many areas to secure more vacation renters.

Your new Board has already met several times while on Maui and these are their suggestions and decisions.

1. New Rates July 1, 1975 to July 1, 1976.
 - One-Bedroom for 2 people - \$30. daily
 - Two-Bedroom for 4 people - \$50. daily
 - Additional Persons - \$5. each daily
 - 10% Discount for 7 days or more
 - 20% Discount for 28 days or more.

New rate sheets have been printed and a small supply will be sent to each owner and a supply to all those travel agents that have been previously contacted.

2. Weekly Maid Service. - The maid will change linens and vacuum as needed every seven days or equally spaced on longer stays. This will be a convenience to the renter and also a protection to the owner.

(Continued on the next page)

Polynesian Shores Condominium Apartments

3. Morning Outdoor "Coffee" Gettogether. The purpose is to provide Vacation Guests a quicker way to meet one another and share the friendly "Aloha" spirit. Coffee, tea and cups will be provided by this association.

May 28, 1975

4. Encourage Each Owner to suggest, promote and advertise Polynesian Shores to those they come in contact with. It has proven to be one of the best ways to keep your apartment full and overflowing.

5. Polynesian Shores will be listed in Hotel & Travel Index, "The Travel Agents Bible", in a paid ad beginning in the next issue, Autumn 1975.

6. Bed, Bath and Kitchen Linens. - Many owners have already purchased their own linens. Others may wish to do so to save on laundry charges, which are considerably less than rental supply linen charges.

Many of you have sent in suggestions during the past year and each one has been discussed and considered and your Rental Committee will continue this plan during the coming year in hopes of having a better Polynesian Shores for the Owner and their Vacation Guests.

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Aloha,

Ray Harris

Raymond Harris

Rental Group Chairman.

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(Continued on the next page)

W. Raymond Harris
1312 Main Street
P. O. Box 668
Corona, Calif. 91720

Dec. 1, 1974

Dear Mary:

I received your letter of November 27 stating you had not changed your mind about putting you $\frac{1}{2}\%$ into the Advertising Fund. I am not speaking for the committee, but as long as it has gone this far into the year, might as well let it ride until we all get together and talk it over. As President Ford once said, "The honeymoon may be over, but we would like it to be a good marriage".

I am though a little confused, or a lot depending on how you look at it, as to what is expected of the Rental Agent and also of the owners in the Rental Group.

I don't want to get nosey, but it might be well for both parties concerned, the Rental Agent and the Rental Group Board, if you would send a copy of the Rental Agents Responsibilities and Duties Agreement that you are working under. This way we wont expect anything of the other party that hasn't been previously agreed upon.

Also, would you send a list of the names of each owner and the date that they originally paid their \$50. into the fund and each months 1% income to date, plus the list of each expenditure, which should give us the cash balance in the fund.

Then it might be well after this, to send to me a monthly financial report so we will all know where the money is coming from and where it is going.

As you said, words on paper are not always the easiest way to get thoughts across, but hope my thoughts are received in a kind and construtive manner.

Hope you and all the family have a happy, prosperous and busy Holiday Season;

As ever,


Raymond Harris

PS Would you also send a blank copy of the agreement each owner signs and returns to you when you rent their apartment for them. This is the one we all signed in the very beginning.

Received 12/14/74
(But No Job Description
or Contract.)

RENTAL MANAGEMENT
AGREEMENT
for
POLYNESIAN SHORES

OWNER(S): _____

RENTAL AGENT: _____

ADDRESS: _____

ADDRESS: _____

PROPERTY: _____

APARTMENT NO.: _____

LOCATION: _____

_____, hereinafter called "Owner", and _____
_____, hereinafter called "Rental Agent", agree as
follows:

1. Owner hereby employs Rental Agent to rent the property as described above, and upon the terms and conditions hereinafter set forth.
2. The attached Rental Management Procedure will be adhered to by the Rental agent and Owner unless superseded by provisions of this Rental Management Agreement.

A. Rental Agent agrees:

1. To solicit, by methods mutually agreed upon, desirable occupants for Owner's apartment at rental rates mutually agreed upon.
2. To collect and account for rents, deposits, fees, and reimbursements from said tenants.
3. To process reasonable requests from tenants and Owners and to assure that said tenants and Owners are comfortable.
4. To check the condition of the apartment upon vacating by tenants and to pursue by all reasonable means, reimbursement for unreasonable wear, damage and missing items.
5. To build goodwill for the property.
6. To contract for and authorize expenditures necessary for maintenance, service, and upkeep of the apartment furnishings and linens, and to pay for same out of Owner's rental income.
7. To arrange for maid service, cleaning equipment and supplies, all at the expense of Owner.
8. To deposit daily or at such times as may be reasonably practical, into a bank account, all rents, fees, and deposits collected from tenants.

EXHIBIT "F"

9. To expend funds authorized by Owner for advertising in a manner mutually agreed upon.
10. To maintain the Owner's apartment in a clean condition and in good repair, all at Owner's expense, and to recommend to Owner necessary repairs and replacements of a major nature.
11. To maintain adequate fiscal records.
12. To provide to Owner, monthly, a statement of financial transactions. This will be mailed together with the remittance check.
13. To notify Owner if account is overdrawn or does not have sufficient funds to cover any charges or bills for the apartment. Rental Agent shall not be responsible to advance any sums for any purpose.
14. To collect or charge no undisclosed fee, rebate or discount, and if any should be received, to credit them to the account of the Owner.
15. To provide Owner with evidence that Rental Agent is bonded for \$_____.

B. Owner Agrees:

1. To abide by the house rules in existence or as may be promulgated and changed from time to time.
2. To pay Rental Agent a percentage of Gross rental income as follows:
_____ % for occupants except owner or owner-referrals
_____ % for owner occupancy
_____ % for owner-referred occupants
_____ % of all confiscations of advance deposits due to cancellations and of deposits due to forfeiture of rental agreements (where applicable).
3. To promptly provide adequate funds to pay for outstanding obligations upon receipt of notice of insufficient funds by Rental Agent.
4. To secure a State of Hawaii General Excise (gross income) tax license and book and to timely report and pay said tax to the Hawaii State Tax Collector.
5. To give the Rental Agent 60 days notice, in writing, if Owner desires to occupy his unit during the off-season period, and six months notice if the Owner wishes to occupy his unit during the periods of high occupancy which are from mid-December through March and June through September. In the event the Owner's unit is occupied and the tenant refuses to move, the Owner will be advised and the Rental Agent will make recommendations regarding vacancy and availability of similar units.
6. To abide by the decisions of the Board of Governors of the Rental Association, if such an association exists.

7. To secure, maintain, pay for, and deposit with the Association a copy of a policy of comprehensive personal liability insurance with minimum limits of \$50,000/\$100,000 for bodily injury and \$5,000 for property damage, naming the Rental Agent as an additional insured.
8. To promptly pay for mutually agreed services to be performed by said Board or Rental Agent.
9. Upon withdrawing from the Rental Association to surrender any and all interest in capital items purchased during period of membership in the rental operation.
10. To give 60 days minimum written notice to the Board and Rental Agent prior to termination of participation in the Rental Association. Withdrawal from the Rental Association shall be 60 days from the receipt of the notice, or upon the unit becoming vacant, whichever is the later. Upon termination, the seed money is forfeited.
11. To pay a special rental operation assessment of \$_____ to be used for advertising, promotion, equipment and supplies. This money is transferable, but not refundable. In the event an Owner decided to sell his unit, he may transfer the credit for this assessment to the buyer, but there will be no refund. Any special handling of this shall be a transaction between the seller and buyer.
12. To pay into an advertising fund each month a percentage of gross rental income, which percentage and commencement date shall be determined by the Rental Board of Governors or the Board of Directors. The Rental Agent is hereby authorized to deduct this sum from Owner's rental account each month upon notification by the above Board.
13. To pay without prior authorization, those minor expenses deemed necessary by the Rental Agent to maintain the apartment in good rental condition. These expenses are to be limited to a maximum of \$25 in any one month and are intended to cover such items as replacement of lost or broken items, etc. Major expenses, over \$25, must be authorized in advance and in writing by the Owner.
14. To pay standard, prevailing, percentage rates to Travel Agents and hotel agents for tenants booked through their agencies.
15. To pay for necessary maid services at a flat rate of \$3.00 per hour.
16. To pay housekeeping supplies and linen service.

This agreement may be terminated by either party hereto upon thirty (30) days written notice to the other. In no event, however, shall this agreement be terminated until any and all indebtedness to, or advances made by, the Rental Agent shall have been paid in full. This agreement is assignable to a new Rental Agent who may be selected either by the Board of Governors of the Rental Association, or, the Board of Directors of the Condominium Association.

OWNER(S):

Date: _____

RENTAL AGENT:

By: _____

Title: _____

Date: _____



Polynesian Shores

MAUI – OCEAN FRONT
Vacation Condominium Apartments
on the Kaanapali Coast

- ALL APARTMENTS OCEAN VIEW
- FRESH WATER POOL • T.V.
- SPACIOUS TROPICAL LANDSCAPING
- FULLY FURNISHED • PRIVATE LANAIS
- INDIVIDUALLY DECORATED

RATE SCHEDULE

Effective July 1, 1975 to July 1, 1976

	Daily Rates	Additional Persons
One Bedroom (2 persons)	\$ 30	\$5 each
Two Bedrooms, Two Baths (4 persons)	\$ 50	\$5 each
10% Discount 7 days or more 20% Discount 28 days or more plus State Tax		
– 3 DAYS MINIMUM STAY –		
DEPOSIT REQUIRED: 1 Bedroom \$50 2 Bedroom \$75		

FOR RESERVATIONS:

Mail to: Polynesian Shores Phone
RR #1 - Box 80 Area 808
Lahaina, Maui, Hawaii 96761 669-6065

or Contact Your Travel Agent

Accommodations Desired:

() Twin Beds () One Bedroom Apt.
() Queen Size Bed () Two Bedroom - 2 Bath

• Arrival Date _____ Departure Date _____

Number in Party _____ Adults _____ Children _____

Name _____

Address _____

NOTICE OF CANCELLATION MUST BE RECEIVED
AT LEAST 14 DAYS BEFORE ARRIVAL TIME
FOR DEPOSIT REFUND.

EXHIBIT "G"



Polynesian Shores

MAUI - OCEAN FRONT

Vacation Condominium Apartments
on the Kaanapali Coast

- ALL APARTMENTS OCEAN VIEW
- FRESH WATER POOL • TV
- SPACIOUS TROPICAL LANDSCAPING
- FULLY FURNISHED • PRIVATE LANAIS
- INDIVIDUALLY DECORATED

RATE SCHEDULE

Effective December 15, 1979 to December 15, 1980

DAILY RATES

Type of Accommodations	3 - 6 Nights	7 - 27 Nights	28 or More Nights
1 Bdrm/1 Bath (2 Persons)	\$50.00	\$45.00	\$40.00
2 Bdrm/2 Bath (2 Persons)	\$58.00	\$52.00	\$48.00
2 Bdrm/2 Bath (4 Persons) End Unit	\$85.00	\$75.00	\$68.00
Additional Persons (ea.)	\$ 6.00	\$ 6.00	\$ 6.00

Plus 4% State Tax

3 NIGHTS MINIMUM STAY

(2 Week Minimum Stay December 20 through January 2)

CREDIT CARDS NOT ACCEPTED

DEPOSIT REQUIRED: 1 Bedroom . . . \$100.00
2 Bedroom . . . \$150.00

FOR RESERVATIONS:

Mail to: Polynesian Shores Phone
RR 1, Box 80 Area 808
Lahaina, Maui, Hawaii 96761 669-6065

Or Contact Your Travel Agent

Accommodations Desired:

- ☐ Twin Beds ☐ 1 Bdrm. Apartment
☐ Queen Size Bed ☐ 2 Bdrm/2 Bath
☐ 2 Bdrm/2 Bath (End Unit)

• Arrival Date _____ Departure Date _____

No. in Party _____ Adults _____ Children _____

Name _____

Address _____

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.
Notice of Cancellation must be received at least 30 days
before arrival time for deposit refund.



Polynesian Shores

MAUI - OCEAN FRONT

Vacation Condominium Apartments
on the Kaanapali Coast

- ALL APARTMENTS OCEAN VIEW
- FRESH WATER POOL • COLOR TV
- SPACIOUS TROPICAL LANDSCAPING
- FULLY FURNISHED • PRIVATE LANAIS
- INDIVIDUALLY DECORATED

DAILY RATE SCHEDULE

Effective December 15, 1982 to December 15, 1983

10% DISCOUNT . . . 4/15/82 thru 12/14/83

Type of Accommodations	3 - 6 Nights	7 - 27 Nights	28 or More Nights
1 Bdrm/1 Bath (2 persons)	\$58.00	\$50.00	\$40.00
2 Bdrm/2 Bath (2 persons)	\$68.00	\$60.00	\$50.00
2 Bdrm/2 Bath (4 persons) End Unit	\$90.00	\$80.00	\$70.00
Additional Persons (each)	\$ 6.00	\$ 6.00	\$ 6.00

Plus 4% State Tax

3 NIGHTS MINIMUM

CREDIT CARDS NOT ACCEPTED

DEPOSIT REQUIRED: \$150

FOR RESERVATIONS:

Mail to: POLYNESIAN SHORES Phone:
3975 Honoapiilani Road Area 808
Lahaina, Maui, Hawaii 96761 669-6065

Phone Collect or

Contact Your Travel Agent

Accommodations Desired:

- ☐ Twin Beds ☐ 1 Bedroom Apartment
☐ Queen Size Bed ☐ 2 Bedroom/2 Bath
☐ 2 Bedroom/2 Bath (End Unit)

• Arrival Date _____ Departure Date _____

No. in Party _____ Adults _____ Children _____

Name _____

Address _____

Notice of cancellation must be received at least 30 days before
arrival time for deposit refund, less 10% handling fee.



Polynesian Shores

MAUI — OCEAN FRONT

Vacation Condominium Apartments
on the Kaanapali Coast

- ALL APARTMENTS OCEAN VIEW
- FRESH WATER POOL • COLOR TV
- SPACIOUS TROPICAL LANDSCAPING
- FULLY FURNISHED • PRIVATE LANAIS
- INDIVIDUALLY DECORATED

DAILY RATE SCHEDULE

Effective December 15, 1982 to December 15, 1983

10% DISCOUNT . . . 4/15/83 thru 12/14/83

Type of Accommodations	3 - 6 Nights	7 - 27 Nights	28 or More Nights
1 Bdrm/1 Bath (2 persons)	\$58.00	\$50.00	\$40.00
2 Bdrm/2 Bath (2 persons)	\$68.00	\$60.00	\$50.00
2 Bdrm/2 Bath (4 persons) End Unit	\$90.00	\$80.00	\$70.00
Additional Persons (each)	\$ 6.00	\$ 6.00	\$ 6.00

Plus 4% State Tax
3 NIGHTS MINIMUM
CREDIT CARDS NOT ACCEPTED
DEPOSIT REQUIRED: \$150

FOR RESERVATIONS:

Mail to: POLYNESIAN SHORES Phone:
3975 Honoapilani Road Area 808
Lahaina, Maui, Hawaii 96761 669-6065

Phone Collect or
Contact Your Travel Agent

• Accommodations Desired:

- ☐ Twin Beds ☐ 1 Bedroom Apartment
☐ 2 Bedroom/2 Bath
☐ Queen Size Bed ☐ 2 Bedroom/2 Bath (End Unit)

• Arrival Date _____ Departure Date _____

No. in Party _____ Adults _____ Children _____

Name _____

Address _____

Notice of cancellation must be received at least 30 days before arrival time for deposit refund, less 10% handling fee.



Polynesian Shores

MAUI OCEANFRONT

Vacation Condominiums on the Kaanapali Coast

- All Ocean View
- Freshwater Pool • Color TV
- Spacious Tropical Landscaping
- All Units Fully Furnished • Complete Kitchens
- Ocean Front Barbeque Deck

A Million Dollar View
at Affordable Prices!

*Magnificently located on
Maui's Sunset Coast.
Units 106, 110, 224*

DAILY RATE SCHEDULE

April 15, 1994 to December 14, 1994

Type of Accommodations:

1 Bdrm/1 Bath (2 People)	\$80/90
2 Bdrm Loft (2 People)	\$90/100
2 Bdrm End (4 People)	\$135
3 Bdrm/2 or 3 bath (4 People)	\$155
Additional Person (each)	\$ 10

Plus State Taxes • 3 Nights Minimum
DEPOSIT REQUIRED: \$300
7th Night FREE

- MONTHLY DISCOUNT AVAILABLE
- RATES SUBJECT TO CHANGE WITHOUT NOTICE
- BALANCE DUE UPON ARRIVAL

Call Toll Free for Reservations:

CONTINENTAL U.S.: 1-800-433-Maui

CANADA: 1-800-488-2179

PREFERRED CAR RENTAL RATES



See your Travel Agent or write:

Polynesian Shores

3975 Lower Honoapilani Road
Lahaina, Maui, Hawaii 96761
808-669-6065 • FAX: 808-669-0909



Polynesian Shores

MAUI — OCEAN FRONT
Vacation Condominium Apartments
on the Kaanapali Coast

- ALL APARTMENTS OCEAN VIEW
- FRESH WATER POOL • COLOR TV
- SPACIOUS TROPICAL LANDSCAPING
- FULLY FURNISHED • PRIVATE LANAIS
- INDIVIDUALLY DECORATED

DAILY RATE SCHEDULE		
EFFECTIVE December 15, 1987 to April 14, 1988		
Type of Accommodations	20-29 Nights	30 or more Nights
1 Bdrm/1 Bath (2 persons)	\$ 85.	\$ 75.
2 Bdrm/2 Bath (4 persons) LOFT	\$ 105.	\$ 95.
2 Bdrm/2 Bath (4 persons) END UNIT	\$ 125.	\$ 110.
3 Bdrm/2 or 3 Bath (6 persons) END UNIT	\$ 150.	\$ 135.
Additional Persons (each)	\$ 8.	\$ 8.
Plus State Tax & 3 NIGHTS MINIMUM DEPOSIT REQUIRED: \$200.00		

FOR RESERVATIONS:

Mail to: POLYNESIAN SHORES
3975 Honoapiʻilani Hwy. Bld.
Lahaina, Maui, Hawaii 96761

Phone:
Area 808
669-8065

Reservations Only: **1-800-433-MAUI**

CANADA
Call
Collect

• Accommodations Desired:

☐ Twin Beds	☐ 1 Bedroom Apartment
☐ Queen Size Bed	☐ 2 Bedroom/2 Bath (Loft)
☐ King Size Bed	☐ 2 Bedroom/2 Bath (End Unit)
	☐ 3 Bedroom/ 2 or 3 Bath (End Unit)

• Arrival Date _____ Departure Date _____

No. in Party _____ Adults _____ Children _____

Name _____

Address _____

Notice of Cancellation must be received at least 30 days before arrival time for full deposit refund, if less — 10% handling fee.

Subject to change without notice



Polynesian Shores

MAUI OCEANFRONT

Vacation Condominiums on the Kaanapali Coast

- All Ocean View
- Freshwater Heated Pool • Color TV
- Spacious Tropical Landscaping
- All Units Fully Furnished • Complete Kitchens
- Ocean Front Barbeque Deck

**A Million Dollar View
at Affordable Prices!**

*Magnificently located on
Maui's Sunset Coast.*

DAILY RATE SCHEDULE

April 15, 1996 to December 14, 1996

Type of Accommodations:

1 Bdrm/ 1 Bath (2 People)	\$85/\$95
2 Bdrm/ 2 Bath Loft (2 People)	\$95/\$105
2 Bdrm/2 Bath End (4 People)	\$140
3 Bdrm/ 2 or 3 Bath (4 People)	\$160
Additional Person (each)	\$10

Plus State Taxes • 3 Nights Minimum

DEPOSIT REQUIRED: \$300

7th Night FREE

- MONTHLY DISCOUNT AVAILABLE
- RATES SUBJECT TO CHANGE WITHOUT NOTICE
- BALANCE DUE UPON ARRIVAL

Call Toll Free for Reservations:

CONTINENTAL U.S.: **1-800-433-Maui**

CANADA: **1-800-488-2179**

PREFERRED CAR RENTAL RATES



See your Travel Agent or write:

Polynesian Shores



3975 Lower Honoapiilani Road
Lahaina, Maui, Hawaii 96761

808-669-6065 • Fax 808-669-0909



Vacation Condominiums on the Kaanapali Coast
 Oceanfront Property • All Condos have Ocean Views
 A Million Dollar View at an Affordable Price

2007 RATE SCHEDULE

TYPE OF ACCOMMODATIONS		LOW SEASON (4/15-12/15)	PEAK SEASON (12/16-4/14)
1 Bdrm / 1 Bath OceanView	(2 People)	\$150	\$155
1 Bdrm / 1 Bath OceanFront	(2 People)	\$160	\$165
2 Bdrm / 2 Bath "Loft" OceanView	(4 People)	\$190	\$195
2 Bdrm / 2 Bath "Loft" OceanFront	(4 People)	\$200	\$205
2 Bdrm / 2 Bath "End" OceanFront	(4 People)	\$230	\$235
3 Bdrm / 3 Bath "End" OceanFront	(6 People)	\$285	\$290

NOTE:

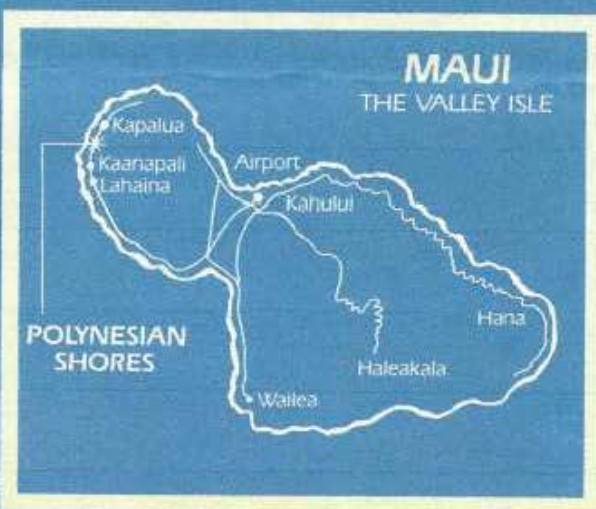
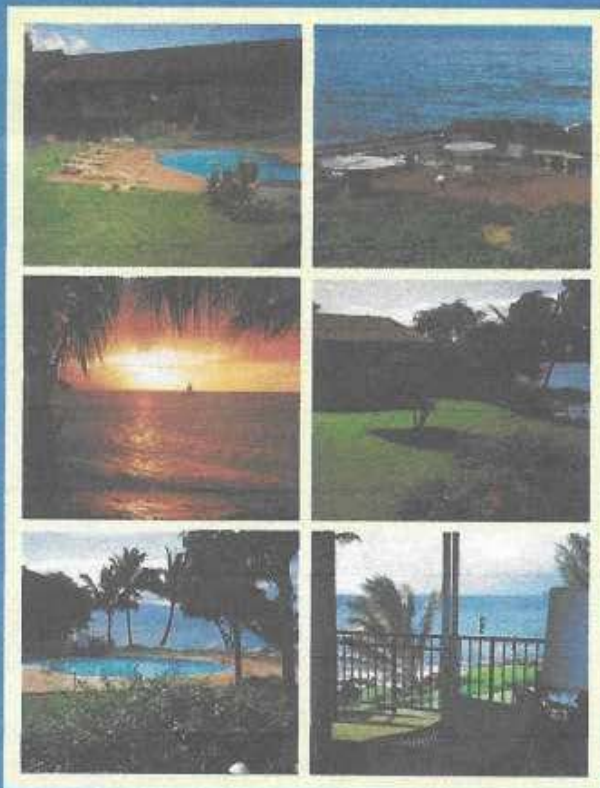
3 Night Minimum
 7th Night Free in Low Season
 Holiday Rates Apply
 from Dec. 17 to Jan. 7 -
 \$25 additional per night



Most units sleep up to 2 additional people (\$10 each).
 Cleaning fee will be charged for stays of less than 5 nights.
 Children 5 and under stay free.
 Rates subject to change and do not include Hawaii State Taxes.
 Preferred Car Rental rates are available.

Polynesian Shores

3975 Lower Honoapiilani Road, Lahaina, Maui, HI 96761
 Tel: (808) 669-6065 • Fax: (808) 669-0909
 Toll Free: Mainland: (800) 433-MAUI • Canada: (800) 488-2179
www.PolynesianShores.com • email: info@PolynesianShores.com



For reservations write or call:

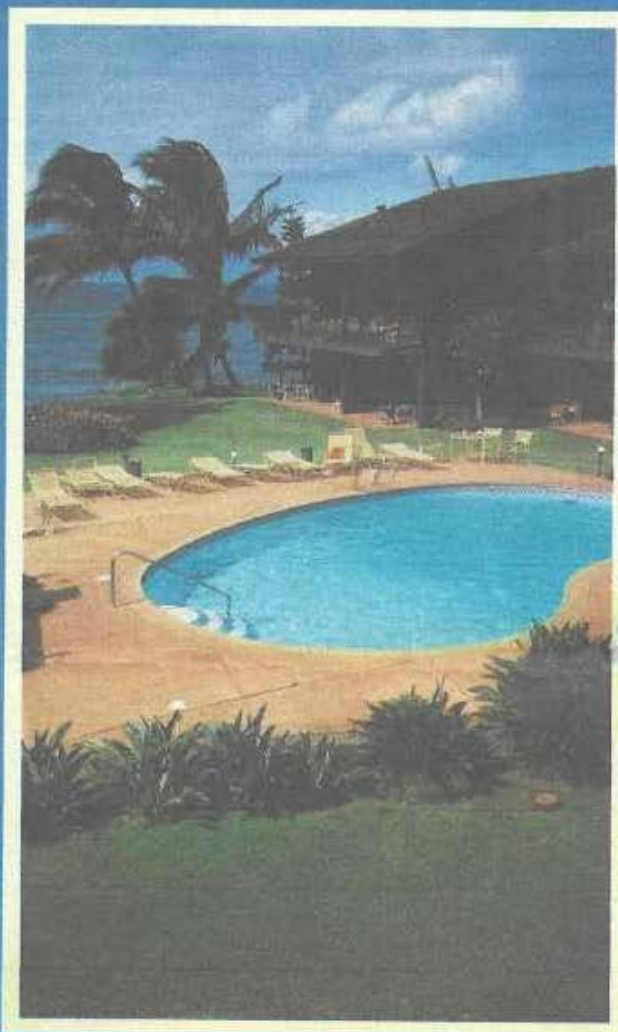
POLYNESIAN SHORES

VACATION CONDOMINIUM APARTMENTS

3975 Honoapiʻilani Road
Lahaina, Maui, Hawaii 96761
Telephone (808) 669-6065



POLYNESIAN SHORES



Maui, Hawaii
On the Kaanapali Coast

I deally located on the shore of Maui's beautiful west coast, Polynesian Shores offers affordable oceanfront vacation condominiums—the perfect place for your next Maui vacation. You can set your own pace—play, or hide away. Enjoy sweeping palms, fragrant plumeria trees, the sound of waves breaking against the shoreline, spectacular blazing sunsets, and unsurpassed ocean views. The neighbor islands of Molokai and Lanai seem close enough to touch. Turtles swim in the shallow water, and in the winter season, humpback whales frolic in the warm ocean close to shore. Our spacious, lush grounds are perfect for relaxation, family vacations, and honeymoons. Spectacular sunsets are a nightly event—each provides its own panorama of exploding color. Our large oceanfront deck at the water's edge is equipped with tables, chairs, and barbeque grills. Come share the true meaning of Aloha with us at Polynesian Shores!



Polynesian Shores



Driving Directions from Kahului Airport

From the Kahului Airport, start out going **SOUTHWEST** on KEOLANI PL. toward HEMALOA ST. 1.3 miles.

Turn **SLIGHT LEFT** onto DAILRY RD. / HI-380. Continue to follow HI-380 - 6.2 miles.

Turn **LEFT** onto HONOAPIILANI HWY / HI-30 S. Continue to follow HI-30 S. - 22.3 miles.

Turn **LEFT** onto AKAHELE ST. - 0.1 mile.

Turn **LEFT** onto LOWER HONOAPIILANI RD. - 0.1 mile.

Look for the Polynesian Shores entrance on your right at 3975 Lower Honoapiilani Rd.

Estimated driving time is 48 minutes.

Oceanfront Vacation Condominiums on the Kaanapali Coast

3975 Lower Honoapiilani Road
Lahaina, Maui, HI 96761

www.PolynesianShores.com

Tel: (808) 669-6065
Mainland: (800) 433-MAUI
Canada: (800) 488-2179
Fax: (808) 669-0909

Managed by Mauiodging.com LLC

0006

Polynesian Shores

Condominium Resort

Travel Documents

Oceanfront Vacation Condominiums on the Kaanapali Coast

3975 Lower Honoapiilani Road
Lahaina, Maui, HI 96761

www.PolynesianShores.com

Tel: (808) 669-6065
Mainland: (800) 433-MAUI
Canada: (800) 488-2179
Fax: (808) 669-0909

 *Polynesian Shore*
Condominium Reso

Guest Informatic



POLYNESIAN SHORES

CONDOMINIUM APARTMENTS
LAHAINA, MAUI, HAWAII



POLYNESIAN SHORES

CONDOMINIUM APARTMENTS
LAHAINA, MAUI, HAWAII



POLYNESIAN SHORES

CONDOMINIUM APARTMENTS

Route 1, Box 80, Lahaina, Maui

Hawaii 96761

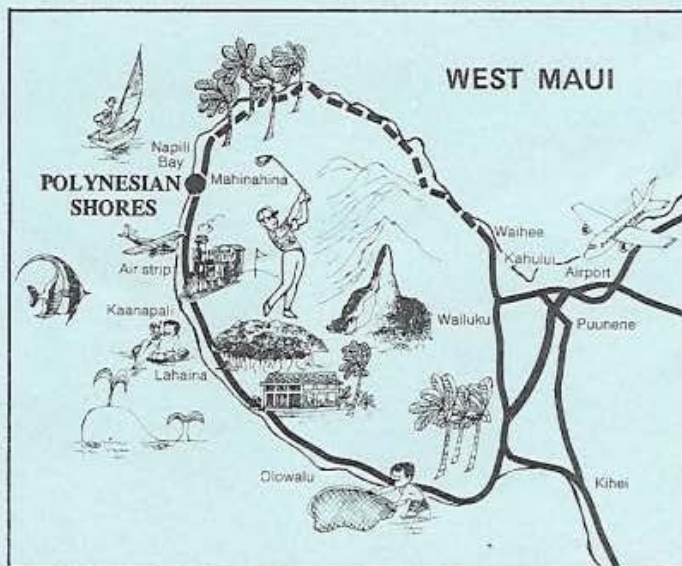
Telephone (808) 669-6065

On the northwest shore of Maui, the Valley Island, is POLYNESIAN SHORES, a two-story condominium apartment complex with a true "home-away-from-home" feeling.

Between fresh-water pool swimming, ocean watching, sunset watching and being just plain relaxed, you may never want to leave the grounds of Polynesian Shores. If you do, though, your location in the center of the Lahaina-Kaanapali-Napili area is only short minutes away from all the activities that make this a world-famous vacation center . . . beach swimming, snorkeling, scuba diving, sailing, fishing, hunting, horseback riding, tennis, golf . . . or sightseeing.

Polynesian Shores provides complete housekeeping apartments, luxuriously furnished. Every apartment has an ocean-view lanai, spacious living room, dining area, cable TV, combination tub and shower, and an all-electric kitchen with range and oven, large refrigerator, garbage disposal, and small appliances. A coin-op laundry is available on the premises.

The one-bedroom apartment is ideal for two, can sleep four with the studio beds in the living room. The two-bedroom apartment, with two baths, is ideal for four, can accommodate up to eight.



Notice of cancellation must be received at least 72 hours before arrival time for deposit refund.

OR TELEPHONE:
Area Code 808
669-6065

Resident Manager
Polynesian Shores
Route 1, Box 80
Lahaina, Hawaii 96761

Detach and mail to:

Please make a reservation for persons.

Accommodation desired: [] One-Bedroom Apartment
[] Two-Bedroom Apartment

Arrival date Departure date

Deposit enclosed: \$..... (\$50 for one-bedroom apartment; \$75 for two-bedroom apartment. Immediately refundable if reservation cannot be made.)

Name

Address

RATES

One-bedroom apartment (2 persons)

Day from 22.00

Week from 135.00

Month from 450.00

Two-bedroom, two-bath apartment (4 persons)

Day from 35.00

Week from 235.00

Month from 800.00

Extra persons, 3.00 per person per day
Three-day minimum stay

Rates plus 4% State Tax
Rates subject to change without notice