



Outrigger's Condominium Collection

Thank you for your interest in joining the Outrigger's Condominium Collection Resort rental program at aina-nalu. We look forward to partnering with our individual unit owners to establish a premier resort condominium property with a great Lahaina location. We feel confident that along with our successful Wailea, Kaanapali, Kahana, Napili and Kapalua locations, the unique aina-nalu project, will quickly become a favorite with our visitors to Maui. For your review we have prepared the following synopsis of our Individual Rental Agency Agreement ("Rental Agency Agreement"). When you decide to join our program, please be sure to read the complete Rental Agency Agreement thoroughly before signing.

TO BECOME A MEMBER

- Be the owner of record of the unit being enrolled when the Rental Agency Agreement is signed.
- Pay a one-time non-refundable Start Up Fee on a Unit Type basis as follows:
Studio----- \$250
1 Bedroom----- \$350
2 Bedroom 1 Bath----- \$500
2 Bedroom 2 Bath----- \$550
- Unit furnishings must meet certain minimum standards established by Outrigger. At this time, Units furnished with the Developer's standard furnishings and amenities package will satisfy Outrigger's minimum standards.

THE AGREEMENT

- Term
The Rental Agency Agreement will be effective as of the date you sign it, and will expire on July 31, 2017.
Note: the Rental Agency Agreement may be terminated, with or without cause, upon 120 days' written notice.
- Outrigger Expenses
Outrigger will provide the following services for the Resort Rental Program:
 - Marketing
 - Reservations
 - Collection of Revenue and Taxes
 - Accounting and Record Keeping
 - Front Desk Services (6am-10pm)
 - Housekeeping Services (Check out Cleaning at no charge)

- Maintenance Services on property
- Provision of guest supplies and amenities
- Monthly distribution of Owner's share of proceeds
- Owner Expenses
Owners in the Rental Program will be responsible for payment and upkeep for the following:
 - All costs, fees and expenses relating to the ownership of the Apartment and Furnishings, including all assessments, fees and charges assessed against the Apartment by the Association of Apartment Owners.
 - Repairs to the Apartment and Furnishings.
 - Insurance Premiums and Deductibles.
 - Unit Interior Maintenance Fund assessments.
- Owner Benefits
As a participant in Outrigger's rental program, you will enjoy the following:
 - Management of your Unit in a true "Resort Condominium Program" by the largest and the most reputable management company across the Pacific.
 - **50%** of the gross Unit revenues received by Outrigger during the preceding calendar month, less assessments for maintenance of the Unit and furnishings, and for certain other Owner Expenses.*
Rent-free Use of your Unit, with proper notice. (Note: Outrigger does charge a mandatory check-out cleaning fee, as follows: for Studios: \$65.00; for 1 Bedroom Units: \$85.00; for Two Bedroom/One Bath Units: \$95.00; and for Two Bedroom/Two Bath Units: \$125.00.)
 - Commissions for booking and securing guests for your Unit.
 - Electronic Funds Transfer of payments to you (electronic handling of Maintenance Fee payments also available).
 - Maintenance and security of your Unit.
 - The Outrigger Condominium Collection "Mahalo Card". This card entitles you up to 50% savings at participating Outrigger Condominium Collection properties, as well as Outrigger and Ohana Hotels throughout the Pacific, Guam, Fiji, Australia, Thailand, China, Vietnam and Bali..

*Please review the Rental Agency Agreement with respect to the details of the Owner Expenses.