



# AIRPORT HILLS NEWS

## AIRPORT HILLS GOES PLATINUM

THE MANAGEMENT OF FINALI LIMITED HAS INTRODUCED A UNIQUE PLATINUM MEMBERSHIP CARD WITH WHICH PROPERTY OWNERS IN THE AIRPORT HILLS ESTATE CAN ENJOY DISCOUNTS IN SELECTED OUTLETS THROUGHOUT THE COUNTRY. THE PLATINUM CARD IS EXCLUSIVE TO AIRPORT HILLS AND WILL ENTITLE AIRPORT HILLS CLUB MEMBERS A WIDE RANGE OF ADVANTAGES AND PRIVILEGES THAT GUARANTEES MAKING SHOPPING AND DINING AN ENJOYABLE EXPERIENCE. THE CARD OPENS UP A WORLD OF OPPORTUNITY AND CAN BE USED FOR CAR RENTALS, HOTEL STAYS, LEISURE ACTIVITIES AND MORE.

MS. GIFTY TELFER, DIRECTOR OF OPERATIONS OF THE COMPANY, SAID MANAGEMENT WAS STILL NEGOTIATING WITH MORE OUTLETS TO INCREASE THE POOL OF SERVICES AND PRIVILEGES TO THE BENEFIT OF RESIDENTS AND LESSEES. THE PROGRAM WILL BE REWARDING TO BOTH CLUB MEMBERS AND SERVICE PROVIDERS. AS CLUB MEMBERS ENJOY, SPECIAL COUPON OFFERS, UPGRADES, REBATES, POINTS TOWARDS AIRLINE TICKETS AND DISCOUNTED PRICES OF UP TO 10% OFF PRODUCTS AND SERVICES, SERVICE PROVIDERS AND RETAILERS WILL IMPROVE CLIENT RETENTION AND INCREASE PROFITS. INDEED, SOME OF THE SERVICE PROVIDERS ARE THEMSELVES AIRPORT HILLS PROPERTY OWNERS. THEY WILL END UP WITH GOOD NEIGHBORS AND LOYAL CUSTOMERS, SHE SAID.

THE MISSION OF AIRPORT HILLS CLUB IS TO PROMOTE AND PROTECT THE INTERESTS AND RIGHTS OF ITS MEMBERS. OWNERSHIP OF A HOMESITE OR DWELLING UNIT IS THE SOLE QUALIFICATION FOR MEMBERSHIP IN THE CLUB. AIRPORT HILLS IS SAID TO BE THE ONLY DEVELOPMENT OPERATING THE FULL CONCEPT OF SERVICED PLOTS IN THE COUNTRY AND ITS UNIQUENESS HAS MADE IT A PRESERVE OF LIKE-MINDED INDIVIDUALS WHO LOVE THE CONCEPT AND APPRECIATE ITS RULES AND REGULATIONS. THE RULES AND REGULATIONS GOVERNING THE ESTATE ARE MEANT TO MAINTAIN THE HIGH VALUES OF PROPERTY, SAFEGUARD THE PRIVACY OF RESIDENTS AND LESSEES, AND PREVENT ACTS THAT CONSTITUTE NUISANCE. "THIS UNIQUENESS HAS PROMOTED THE PROFILE OF AIRPORT HILLS, WHICH BOASTS VERY DISCERNING PERSONALITIES WHO BUILD THEIR DREAM HOMES IN A FULLY-SERVICED AREA EQUIPPED WITH UTILITIES, FIRST CLASS RESIDENTIAL AREA ROADS AND OTHER USER FACILITIES.

THE ESTATE HAS AN ARCHITECTURAL COMMITTEE THAT REVIEWS APPLICATIONS OF LESSEES AND APPROVES ARCHITECTURAL DRAWINGS BEFORE A BUILDING PERMIT IS OBTAINED. FINALI LTD, WHICH OWNS THE ESTATE, HAS PROPER TITLE TO THE LAND AND IS ABLE TO TRANSFER TITLE TO ITS LESSEES IN RECORD TIME. IT HAS RECENTLY CONSTITUTED A BOARD WHICH REVIEWS AND APPROVES ALL APPLICATIONS PRIOR TO AN OFFER BEING MADE. THE BOARD OF FIVE PERSONS INCLUDES TWO PROPERTY OWNERS. A DRIVE AROUND THE ESTATE REVEALED A RELATIVELY NEW AREA HAVING AN IMPRESSIVE LAYOUT AND GATED ENTRANCE WITH SECURITY GUARDS, VERY WIDE TARRED ROADS, COVERED DRAINS, ETC. NO HAWKERS, KIOSKS, METAL CONTAINERS OR SIGNBOARDS ARE VISIBLE.

WE HAVE DEALT WITH THE DIRECTORS OF FINALI FROM THE EARLY YEARS OF THE AIRPORT HILLS DEVELOPMENT AND HAVE FOUND THEM FAIR BUT FIRM. HAVING KNOWN THEM FOR SOME TIME NOW, AND ALL OF US HAVING GONE THROUGH THE ACQUISITION PROCESS, WE CAN TELL YOU WHAT A PROFESSIONAL AND RELIABLE COMPANY THEY HAVE, SAID SOME RESIDENTS. 'FOR SOME OF US, HAVING DEALT WITH A NUMBER OF CLIENTS COMING FROM A WORLD WHERE SMALL-PRINT AND LEGAL MATTERS ARE TAKEN SERIOUSLY AND REFERRED TO LAWYERS FOR ADVICE, MANY OF US GHANAIANS COME OVER EITHER ON HOLIDAY OR BUSINESS. WE ARE IN A HURRY TO MAKE PURCHASES AND DO NOT TAKE A HARD LOOK AT THE RULES GOVERNING SUCH PURCHASES. WE SEE A NICE ORDERLY AREA AND WANT TO BELONG.'

'FINALI WANTS TO BUILD A COMMUNITY THAT STICKS TO THE RULES SO THAT ITS LESSEES CAN LIVE IN PEACE AND QUIET AND BE PROVIDED WITH FIRST-CLASS FACILITIES. UNFORTUNATELY - AND WE CAN SAY THIS FOR THE AREAS WE USED TO LIVE IN - WHEN RULES ARE RELAXED A LITTLE, CHAOS TAKES OVER AND CONTROLS PERMANENTLY. CANTONMENTS, ACHIMOTA, AIRPORT RESIDENTIAL AREA, LABONE AND EAST LEGON ARE BUT A FEW EXAMPLES. KIOSKS, CLOSELY FOLLOWED IN SEQUENCE BY INSANITARY CONDITIONS, NOISE AND EVENTUAL DEGRADATION OF THE ENVIRONMENT HAVE BECOME A HUMAN SETTLEMENT 'CANCER' IN GHANA. A STARK EXAMPLE OF WHAT THAT CAN DO IS SUMMED UP BY MANY WHO ARE BUILDING FEVERISHLY TO RELOCATE FROM EAST LEGON AND OTHER AREAS TO AIRPORT HILLS. THE VALUE OF THEIR INVESTMENTS IN EAST LEGON HAS PLUMMETED AS A RESULT OF LAXITY IN THE CONTROLS THAT ARE IN OUR AIRPORT HILLS RULES. FINALI LIMITED KNOWS THAT IF THEY ARE TO SUCCEED WITH THIS HUGE INVESTMENT (APPROX 400 ACRES), THEN THEY HAVE TO BE VIGILANT AND FIRM"

WHAT SETS AIRPORT HILLS APART IS THAT FINALI ALLOWS YOU YOUR OWN CHOICE OF BUILDING DESIGN - TO THE EXTENT THAT IT MEETS THEIR VISION OF THE OVERALL DEVELOPMENT. THEY MONITOR SO THAT GOALS ARE RESPECTED AND, SO FAR, THEY ARE ONE DEVELOPER THAT HAS PROVIDED WHAT IT SAID IT WOULD - ROADS, ELECTRICITY, WATER, TITLE CERTIFICATES ETC. WHO HAS HAD DIFFICULTY WITH THOSE? THE EXTENT OF THE PROPERTY IS LIMITLESS - AND UNLIKE SOME OTHER PROPERTY DEVELOPERS WHO MAKE LOTS OF PROFIT FROM THE SALE OF THE SUB-STANDARD BUILDINGS THEY PUT UP AND CAN DEFRAY PART OF THOSE DEVELOPMENTAL COSTS WITH MONEY FROM THE BUILDING SALES, FINALI HAS HAD TO GENERATE ALL THE MONEY FOR ITS INFRASTRUCTURAL DEVELOPMENT FROM ITS OWN RESOURCES AND DEVELOPMENT FEES." THE RESIDENTS SAID.

'THE INTRODUCTION OF THE PLATINUM CARD FOR CLUB MEMBERS IS WONDERFUL. IT IS FURTHER TESTIMONY TO FINALI'S COMMITMENT TO ITS LESSEES AND THE DEVELOPMENT. WE ARE VERY EXCITED ABOUT THE SAVINGS WE WILL DERIVE FROM THE DISCOUNTS ASSOCIATED WITH THE PLATINUM CARD AND ARE EXTREMELY GRATEFUL TO FINALI FOR PROVIDING US WITH IT. IN THIS DAY AND AGE, EVERY LITTLE BIT HELPS.' STATED MS JEAN SMITH, A LONG-TIME PROPERTY OWNER. "THIS IS UNPRECEDENTED. TO LIVE IN A LOVELY COMMUNITY AND HAVE A CARD THAT OFFERS YOU SAVINGS AND THEREFORE PUTS MONEY BACK IN YOUR POCKET IS MORE THAN ONE CAN ASK FOR, THANKS TO FINALI" STATED MRS MARIAN HALL. ANOTHER LONG TIME PROPERTY OWNER EACH CLUB MEMBER OR HOUSEHOLD COULD SAVE AS MUCH AS US\$1000 ANNUALLY. THE ANNUAL OVERALL SAVINGS FOR ALL CLUB MEMBERS THEREFORE COULD BE HUGE.

RECENT NEWS PUBLICATIONS IN SECTIONS OF THE MEDIA ABOUT AIRPORT HILLS HAVE REVEALED THAT IT IS AN AREA WHERE NON-COMPLIANCE OF THE RULES WILL NOT BE TOLERATED. CONSEQUENTLY, PUBLICITY OF THE AREA HAS SOARED AND GENERATED GREAT

INTEREST - RESULTING IN BRISK BUSINESS. WHILE THE AREA IS STILL DEVELOPING, ONE CAN EASILY IMAGINE THE END RESULT AND THE VISION OF THE DEVELOPERS. FINALI IS A DEVELOPER THAT BELIEVES IN THE SAYING - " A REAL ESTATE ASSET IS LIKE A FRUIT TREE. IN ORDER FOR IT TO PRODUCE A PLENTIFUL YIELD, IT HAS TO BE CAREFULLY TENDERED". THEY HAVE MADE A UNIQUE STATEMENT TO REAL ESTATE DEVELOPMENT AND MANAGEMENT IN THIS COUNTRY.