

No. 0901-04199

IN THE COURT OF QUEEN'S BENCH OF ALBERTA
JUDICIAL DISTRICT OF CALGARY

IN THE MATTER OF THE COMPANIES CREDITORS ARRANGEMENT ACT,
R.S.C. 1985, c.C-36, AS AMENDED

AND IN THE MATTER OF FAIRMONT RESORT PROPERTIES LTD.,
LAKE OKANAGAN RESORT VACATION (2001) LTD.,
LAKE OKANAGAN RESORT (2001) LTD.,
AND LL DEVELOPMENTS LTD.

Cross-examination on Affidavit of LISA HENSON, sworn the
8th day of June, A.D. 2009, taken before Kim Morosse,
CSR(A), RPR, Examiner pursuant to Rules 203, 728, 204(1) of
the Court of Queen's Bench of Alberta, at the offices of
Macleod Dixon LLP, Calgary, Alberta, on the 18th day of
June, A.D. 2009.

1 For Fairmont Resort Properties Ltd., Lake Okanagan Resort
 2 Vacation (2001) Ltd., Lake Okanagan Resort (2001) Ltd.,
 3 LL Developments Ltd.:

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9 For Resort Funding LLC:

10 L. B. Robinson, Q.C.
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15 For Century Services Inc.:

16 D. LeGeyt, Esq.
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21 For FRPL Finance Ltd. and FRPL Management Ltd.:

22 R. Gurofsky, Ms.
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27 For Ernst & Young Inc. (Court-Appointed Monitor):

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Official Court Reporter:

Kim Morosse, CSR(A) RPR

1 (Proceedings commenced at 11:10 a.m.)

2 MR. GORMAN: Before we get started, I want
3 to introduce some of the people you'll see on your screen.
4 My name is Howard Gorman. I'm the lawyer for Fairmont, so
5 I'm going to be conducting most of this examination.

6 To my left here is Murray Moore, who you've
7 spoken to, but I don't think have ever met before.

8 To his left is Larry Robinson, who is your
9 lawyer, you maybe have spoken to.

10 MR. ROBINSON: Have never met. Hello, Lisa.

11 MR. GORMAN: Down at the far left of the
12 table is David LeGeyt. He's the lawyer for Century
13 Services, the DIP lender.

14 At the far end of the table, which is about
15 all you can see, is a court reporter who is going to take a
16 complete transcript, like on TV up in the front of the
17 courtroom, and get us a transcript of what was said.

18 If at any time you want to talk to your lawyer
19 without us present, just let me know and I will clear the
20 room and you and Mr. Robinson can talk. So don't be
21 concerned about that. If you need to discuss anything you
22 think in private, just ask us for some time and we'll make
23 that accommodation for you.

24 In addition, on the part of the screen you
25 can't see are a few other counsel who might or might not
26 have some questions at the end. If they do, they will
27 introduce themselves.



1 Okay?

2 THE WITNESS: Very good.

3 MR. GORMAN: So then what we're going to
4 need to do is ask you to take an oath and then we can get
5 going with the examination.

6 THE WITNESS: Okay.

7 LISA HENSON (by video conference), sworn, cross-examined by

8 Mr. Gorman:

9 Q. All right, can you confirm your name for the record,
10 please.

11 A. Lisa Henson.

12 MR. ROBINSON: Perhaps, Howard, before we
13 get any farther, just for the record, I think my client and
14 I would like to record our appreciation that counsel have
15 all accommodated Ms. Henson and allowed this examination to
16 take place by video conference; Ms. Henson residing in
17 Syracuse, New York.

18 (DISCUSSION OFF THE RECORD)

19 Q. MR. GORMAN: Ms. Henson, you've taken an
20 oath this morning?

21 A. Yes.

22 Q. Notwithstanding that we're over a television feed, you
23 understand that oath to be binding on your conscience so
24 that you'll be giving us truthful answers related to the
25 Alberta Court of Queen's Bench proceeding?

26 A. Yes.

27 Q. You swore an affidavit in the Fairmont Resort

1 Properties Ltd. CCAA proceedings sworn June 8, 2009?

2 A. Yes.

3 Q. You have a copy of that affidavit in front of you?

4 A. Yes.

5 Q. You swore that affidavit and executed it on page 6
6 before a notary public, believing the contents to be true?

7 A. Yes.

8 Q. Have you seen an affidavit from Murray Moore dated
9 June 17, related to the Resort Funding matter?

10 A. I'm just looking for the date. Yes.

11 Q. What you just were holding up looked a little bit too
12 thin. So do you have --

13 A. I don't have the attachment to it. I just have the
14 affidavit piece right here.

15 MR. ROBINSON: I believe what Ms. Henson has
16 seen is the affidavit that you were kind enough to forward
17 to me in advance of swearing and filing, which we
18 understand is identical to the document that was ultimately
19 filed with exhibits attached.

20 Is that correct, Lisa?

21 A. Yes.

22 Q. MR. GORMAN: I understand you're the
23 president and chief operating officer of Resort Funding?

24 A. Yes.

25 Q. How many employees does Resort Funding have?

26 A. 45.

27 Q. How many would have had involvement with respect to

1 the Fairmont Resort group of companies?

2 A. From what standpoint?

3 Q. With respect to negotiating any agreements.

4 A. Probably one or two.

5 Q. What about with respect to administering any
6 promissory notes or loan balances and that sort of
7 day-to-day administration?

8 A. The consumer receivables and notes, probably two or
9 three people.

10 Q. Now, is Resort Funding's business restricted to the
11 funding of timeshare projects?

12 A. No, we've gone outside of timeshare a little bit.

13 Q. Recreational property, though?

14 A. Yes.

15 Q. Approximately how many timeshare projects would Resort
16 Funding be involved with?

17 A. Approximately 70.

18 Q. How many of those are in Canada?

19 A. Two. Well, if you count Lake Okanagan as two, then it
20 would be three.

21 Q. What is the third one, then, besides the Fairmont
22 Group?

23 A. A different developer.

24 Q. Were you involved in that project before or after the
25 Lake Okanagan group?

26 A. After.

27 Q. Now, it's my understanding, Resort Funding acquired

1 the Fairmont Group indebtedness from Equivest Capital; is
2 that correct?

3 A. Yes.

4 Q. That was by way of an assignment in March 26, 2004?

5 A. Yes.

6 Q. Is Equivest somehow related to Resort Funding?

7 A. The assets of Equivest were purchased by Resort
8 Funding through an asset purchase agreement.

9 Q. For example, I notice that you were the president of
10 Equivest at the time of the original loan agreement with
11 Fairmont in 2003.

12 A. Right.

13 Q. So is it that Resort Funding bought Equivest's group
14 of timeshare financing business, including the Fairmont
15 project?

16 A. Yes.

17 Q. So you personally and perhaps --

18 A. Sorry, we did a management buyout of the company from
19 Cendant Corporation.

20 Q. So your personal involvement with respect to the
21 Fairmont Group goes back to Equivest, back to 2003?

22 A. Yes.

23 Q. Now, it's my understanding that Resort Funding charges
24 the Fairmont Group interest at the rate of prime plus 2.25
25 percent or 7 percent, whichever is higher? Does that meet
26 your recollection?

27 A. Yes.

1 Q. Prime has been below 4.75 percent, so it's the 7
2 percent rate that's been operative for the past year or
3 longer?

4 A. If that's what it is, then yes.

5 Q. Has Resort Funding projected interest rates going
6 forward? Is that part of your business consideration or
7 business model?

8 A. No.

9 Q. Is it your understanding that the Fairmont Group is
10 obliged to obtain interest rates from their customers of at
11 least 12 percent?

12 A. Yes.

13 Q. So with the current interest rate scenario, there
14 would be a 5 percent delta between the interest rate that
15 Fairmont is obtaining from its customers, and that Fairmont
16 is obliged to pay Resort Funding? Is that your
17 understanding?

18 A. Yes.

19 Q. To be an eligible underlying promissory note, there
20 must be at least a 10 percent down payment?

21 A. I'm just waiting for you to ask the question. I'm not
22 sure whether you want me to answer. I don't mean to . . .

23 Q. Pretty much any time my lips stop moving, I'm looking
24 for a response.

25 A. All right.

26 Q. So is it also your understanding that there must be at
27 least a 10 percent down payment?



1 A. Yes.

2 Q. And that the customers must meet acceptable credit
3 standards, including not having been bankrupt recently and
4 a few other standards set out in the agreement?

5 A. Yes.

6 Q. So with respect to the portfolio of promissory notes,
7 interest is currently accruing from the customers at a rate
8 at least 5 percent greater than Fairmont's obligations to
9 Resort Funding; is that right?

10 A. It appears to be right. I don't have the portfolio in
11 front of me to verify that, so if that is what the loan
12 agreement says, that is what Fairmont was supposed to
13 provide to us.

14 Q. In addition, Resort Funding agreed only to advance 85
15 percent of the principal amounts owing by the timeshare
16 purchasers?

17 A. Yes.

18 Q. So we know that with respect to any particular unit,
19 there's supposed to be at least a 10 percent down payment;
20 and even after the 10 percent payment, Resort Funding would
21 only advance 85 percent of the amount of the promissory
22 note?

23 A. That's correct, but it's not of the unit, it's the
24 interval.

25 Q. Correct, the timeshare interest in the unit, 'X'
26 number of weeks?

27 A. Correct.

1 Q. Approximately \$7.8 million Canadian is owing from the
2 Fairmont Group to Resort Funding?

3 A. Yes.

4 Q. Are you now aware that the Fairmont Group owes FRPL
5 advance in excess of \$60 million?

6 A. Yes.

7 Q. Did the Fairmont Group provide financial information
8 from time to time to Resort Funding which would have
9 contained that type of information?

10 A. I'm not sure what you mean by that as far as . . .

11 Q. Well, did the Fairmont Group provide balance sheet
12 information to Resort Funding from time to time?

13 A. They are required to. I did not look at our
14 compliance list to see the latest financial statements that
15 were provided from Fairmont, so I can't say for certain
16 what dates we do have. They're required to.

17 Q. But certainly you're not aware of any problems in the
18 six or so years that you've been administering the
19 accounts, that you weren't getting financial statements?

20 A. You know, offhand, we have a compliance officer that
21 handles that, so if financial statements came in late, I
22 wouldn't know without contacting him.

23 Q. I'm not questioning exact timing, but over the six
24 years, you know that the Fairmont Group had provided some
25 general financial statements, which include balance sheets?

26 A. They did provide some financial statements, yes. I
27 don't know when the last time we received them is.

1 Q. Now, the underlying notes with respect to the \$7.8
2 million indebtedness have a current value outstanding of
3 approximately \$12 million?

4 A. Maybe a little bit less just due to delinquencies.

5 Q. So if it's a little bit less, we're talking about
6 approximately a 66 percent ratio of advances to the
7 underlying collateral notes?

8 A. Yes, I don't know if 56 *[sic]* percent is the number.

9 Q. Would you agree that it's well under the 85 percent
10 threshold?

11 A. It appears to be under the 85 percent threshold as of
12 May 31.

13 Q. Now, if you turn to Exhibit J of your affidavit.

14 A. Okay.

15 Q. That is the form of collateral assignment of notes
16 receivable that was exchanged between the Fairmont Group
17 and Resort Funding, as bundles of customers' agreements and
18 notes were assigned to Resort Funding for financing?

19 A. Yes.

20 Q. Would they be bundled up on a weekly or monthly basis?
21 How often would you receive this type of agreement, the
22 schedule of notes?

23 A. With each batch of receivables submitted by Fairmont
24 for funding.

25 Q. Is this a form of document that was prepared by Resort
26 Funding?

27 A. No, it's a form prepared by counsel.

1 Q. Counsel for Resort Funding or counsel for Fairmont?

2 A. Yes, for Resort Funding.

3 Q. So this is the standard type document you'd use on the
4 other 70 projects as well?

5 A. Yes.

6 Q. If we turn back one page, there is a document, which
7 is the third page of Exhibit I, entitled "Fairmont Resort
8 Properties Ltd. Promissory Note and Installment Sales
9 Contract."

10 Do you have that in front of you, Ms. Henson?

11 A. Which exhibit is that one?

12 Q. It's Exhibit I, but it's the second document. The
13 first document of Exhibit I is called LaLonge (phonetic),
14 and the second one is the document I want to look at.

15 A. I don't have that one.

16 Q. It's Exhibit I to your affidavit.

17 A. Yes, I have got Exhibit I to my affidavit, and
18 Exhibit I that I have is the collateral assignment of notes
19 receivable, which is four pages.

20 Q. No, I think you went the wrong way. That's J.

21 A. Oh, that's J. Sorry. Exhibit I, the LaLonge, okay.

22 Q. Right, and then the next page --

23 A. Right, promissory note.

24 Q. This is an example of the form of documents that are
25 assigned in bundles from time to time by Fairmont Group to
26 Resort Funding?

27 A. Yes.

1 Q. Now, is this a standard form agreement that you are
2 familiar with, or is this unique to the Fairmont Group?

3 A. This is a Fairmont form.

4 Q. But on an industry basis, is this relatively standard
5 to what you seem to deal with?

6 A. It's similar. They're all different. You know, this
7 one has a promissory note, it looks like. There's no
8 truth-in-lending on the promissory note, so they're all a
9 little bit different.

10 Q. Now, looking at this note and installment sales
11 contract, can you tell me how much this purchaser owes the
12 Fairmont Group?

13 A. 10,300 was the loan. Purchase price was 11,445.

14 Q. I understand that. I'm asking you, today, how much is
15 owing under this promissory note and installment sales
16 contract?

17 A. No idea.

18 Q. When you, as I understand, obtained financing from
19 your financiers, you would pledge these types of agreement
20 again?

21 A. Say that again?

22 Q. I understand that the bundle of agreements that have
23 come from Fairmont, you've now bundled up and passed on to
24 Merrill Lynch; is that correct?

25 A. We pledged them as collateral for the loan between
26 Resort Funding and Merrill Lynch.

27 Q. How much did you tell Merrill Lynch was owing under



1 this agreement?

2 A. At what point?

3 Q. At the point --

4 A. The balances change, and the balances are reported on
5 a monthly basis.

6 Q. So when you are dealing with your creditors, in
7 addition to the document, you also have to provide
8 additional information as to what the current balance is,
9 what payments were made; and this changes every month?

10 A. Right.

11 Q. So it's unlike a cheque for some certain -- the
12 amounts change under these promissory notes and installment
13 sales contracts from time to time?

14 A. If the customer makes payment, then the balance is
15 reduced, if that's your question.

16 Q. Correct. So you need information beyond the face of
17 this document, to know what the balance is?

18 A. Correct.

19 Q. Now, with respect to Resort Funding's interest in
20 Fairmont Resorts, how much money has Resort Funding
21 borrowed from Merrill Lynch?

22 A. Don't know.

23 Q. Do you know if it's in excess of the amount that the
24 Fairmont Group owes to Resort Funding?

25 A. I don't have the dollar amount in front of me. We
26 don't borrow on a resort by resort basis. We borrow
27 against our availability from a warehouse line.

1 Q. So to that, do I understand it that Resort Funding has
2 one facility with Merrill Lynch, and agreements with
3 respect to numerous resorts are pledged from time to time?

4 A. Right.

5 Q. Is it all of the assignments that Resort Funding has
6 from all of their clients, or are there some amounts
7 delivered from time to time?

8 A. I don't know that I understand that question.

9 Q. Okay. Is your practice with Merrill Lynch, if you got
10 a bundle from Fairmont, you would pass them on? Or does
11 Merrill Lynch call from time to time, saying we need more
12 contracts, and you look to see what's available?

13 MR. ROBINSON: Ms. Henson, I'm sort of
14 relying on you at this point to tell me if there's a point
15 in time where Mr. Gorman is getting too far into your
16 private business with Merrill Lynch and too far away from
17 your business with Fairmont, such that you object to
18 answering the question.

19 Short of that, I'm happy to let Mr. Gorman go
20 as far as he wants to go in this enquiry.

21 A. Right. I think what I'm trying to explain to you is
22 it's not a one-for-one loan between Resort Funding and
23 Merrill Lynch for Fairmont specifically. We have the
24 ability to draw on availability of collateral and funds,
25 and the receivables we have from Fairmont are pledged to
26 Merrill Lynch as security under the loan. We just may not
27 borrow all the funds. I don't know specifically how much



1 is outstanding for the Fairmont loan with Merrill.

2 Q. MR. GORMAN: Have all of the Fairmont
3 Group contracts been pledged on to Merrill Lynch?

4 A. Yes.

5 Q. Is that done under some sort of collateral assignment
6 of notes receivable that looks perhaps like the one from
7 Fairmont to you?

8 A. Yes.

9 Q. Do you use the same form of agreement?

10 A. No, it's a different form.

11 Q. So your position at Resort Funding is that the
12 Fairmont Group has delivered its interest in the notes to
13 Resort Funding, such that it's no longer the Fairmont
14 Group's property?

15 A. Yes.

16 Q. But haven't you just told me that Resort Funding has
17 similarly passed them on to Merrill Lynch? So under that
18 logic, wouldn't it no longer be Resort Funding's property,
19 but Merrill Lynch's?

20 MR. ROBINSON: I'm not sure that my client
21 cares to comment on the logic of the situation. She's
22 described the relationship, described it frankly in her
23 affidavit. I'm not sure she's prepared to answer questions
24 about where logic leads you from that relationship.

25 **OBJECTION TAKEN** to answering the following question: "But
26 haven't you just told me that Resort Funding has similarly
27 passed them on to Merrill Lynch? So under that logic,

1 wouldn't it no longer be Resort Funding's property, but
2 Merrill Lynch's?"

3 Q. MR. GORMAN: Has Merrill Lynch ever
4 advised Resort Funding that they want to pursue the
5 interest directly as against the Fairmont Group's
6 customers?

7 A. Pursue what again? Fairmont customers?

8 Q. Pursue recovery under the notes and agreements.

9 A. They assume we're doing that.

10 Q. Is my reading of your paragraph 16 correct, that all
11 of the amounts that have been paid by the Fairmont Group
12 has been passed over to Merrill Lynch?

13 MR. ROBINSON: Sorry, maybe you could ask
14 the question again. You said "all of the amounts paid by
15 the Fairmont Group."

16 Q. MR. GORMAN: Right, I'm looking at your
17 paragraph 16, where it says:

18 "Resort Funding has endorsed and
19 delivered the notes, including all
20 payments made thereon."

21 So my question is to confirm that I'm properly
22 reading "all payments," such that all of the money that has
23 been paid by the Fairmont Group to date has been passed on
24 from Resort Funding to Merrill Lynch.

25 A. Yes.

26 Q. Now, in paragraph 11 of your affidavit, it provides
27 that:

1 "Despite the provisions of the amended
2 loan agreement, the monthly payments on
3 the notes were not deposited in the
4 trust account."

5 You see that reference?

6 A. I know it's in here somewhere.

7 Q. It's paragraph 11.

8 A. Okay.

9 Q. Can you tell me where the trust account is?

10 A. It's supposed to be in Canada.

11 Q. I understand perhaps where the agreement says it's
12 supposed to be. I'm asking you, is there such an account?

13 A. Canada. Well, my understanding is there is an account
14 in Canada.

15 Q. So your understanding is that Resort Funding has an
16 account, a trust account in Canada?

17 A. My understanding, an account was set up for the
18 payment for the Canadian consumers to be deposited into, in
19 Canada.

20 Q. In whose name is that account?

21 A. I don't know.

22 Q. Can you tell me what bank it's at?

23 A. No.

24 Q. If I was to suggest an understanding that Resort
25 Funding chose not to set up such an account because of
26 concerns over withholding tax, does that remind you that
27 perhaps such account never was created?

1 A. That doesn't sound familiar at all.

2 Q. Do you recall ever complaining to the Fairmont Group
3 that they were not depositing monies to a certain account?

4 A. We assumed they were.

5 Q. Well, every month, you were getting payments; weren't
6 you?

7 A. A cheque.

8 Q. Where is the cheque delivered to? Wasn't it delivered
9 to Syracuse?

10 A. Yes.

11 Q. So you were getting a cheque rather than having monies
12 deposited into a trust account, and you were okay with
13 that?

14 A. Well, it was our understanding a separate bank account
15 was opened up in Canada for the Canadian purchasers, by
16 Fairmont. I mean, this goes back years.

17 Q. But you can't tell me whether that's a Resort Funding
18 account or a Fairmont Group account?

19 A. Correct.

20 Q. Did you have an understanding that, under the
21 agreement, Resort Funding was supposed to set up a trust
22 account?

23 A. No.

24 Q. Now, the promissory note and installment sales
25 contract refers to a purchase of a vacation lease from
26 Fairmont Resort Properties Ltd. Has Resort Financing [sic]
27 seen the form of vacation lease agreement used by the

1 Fairmont Group?

2 A. I have no idea what you just said.

3 Q. The promissory note and installment sales contract.

4 A. Yes, I have it in front of me now.

5 Q. It talks about providing financing for the purchase of
6 a vacation lease.

7 A. Okay.

8 Q. Have Resort Financing *[sic]* seen the form of
9 underlying --

10 A. Hold on. What's Resort Financing? I don't know what
11 you're referring to.

12 MR. ROBINSON: Resort Funding.

13 Q. MR. GORMAN: Sorry, Resort Funding.

14 A. I thought you were just putting something else out
15 there.

16 Q. MR. GORMAN: Has Resort Funding seen
17 copies of the vacation lease purchase agreements?

18 A. The promissory note that I have in front of me?

19 Q. The promissory note is because someone bought a
20 timeshare interest.

21 A. Right.

22 Q. Have Resort Funding seen copies of the vacation lease
23 agreements that the funding is related to?

24 A. It's not a part of this contract in front of me right
25 here?

26 Q. It's not in front of you.

27 A. I can't say without looking at a file.

1 Q. Is Resort Funding aware that purchasers have certain
2 rights of rescission under their vacation lease agreements?

3 A. We are aware they have rescission rights.

4 Q. Now, in your affidavit, you reference some Fitch
5 Ratings, but I don't think you had attached the report you
6 had seen. Can you tell me why?

7 A. Which section are you on?

8 Q. In your affidavit, paragraph 19.

9 A. 19, okay. I have got it now.

10 Q. You talk about Fitch Ratings.

11 A. Right.

12 Q. And a press release on or about May 6, 2009?

13 A. Okay.

14 Q. Yet the press release wasn't attached. Is this
15 somehow confidential, or can you tell me why it wasn't
16 attached?

17 A. No, it was just a release that I had read from the
18 "U.S. Timeshare Loan ABS Default at an All-Time High," from
19 the business wire press release.

20 Q. Do you know if Fitch Ratings differentiates between
21 the U.S. and Canada?

22 A. I don't know.

23 Q. Do you know if they differentiate internally within
24 the United States?

25 A. I don't know. It was a general release that they put
26 out there.

27 Q. Okay, so it wasn't --

1 A. About the timeshare industry in general.

2 Q. So it was in general. It wasn't that they had been
3 retained to look at the Fairmont Group or western Canada or
4 anything in particular? This was sort of a general
5 industry update?

6 A. Correct.

7 Q. Now, in your experience in the timeshare industry,
8 would it be safe to say that some locations are under more
9 financial stress than others?

10 A. Yes.

11 Q. Would Arizona and California be a real bad place to
12 have a condominium or a timeshare these days?

13 A. You know, that's an interesting comment because we
14 finance in Arizona and California as well; so some yes,
15 some no. Some timeshares are doing very well.

16 Q. Okay. Wouldn't the Fairmont Group be in what you
17 would summarize as timeshares that are doing very well?

18 A. I think they're doing average. The timeshare
19 industry, you know, on average, just shows default between
20 10 and 20 percent.

21 Q. Things change on a project by project basis?

22 A. Yes.

23 Q. Now, in your affidavit, you suggest that default rates
24 in the 15 to 20 percent range for timeshares is not
25 unusual. That's still your current understanding?

26 A. I thought it was 10 percent. Are you referring to
27 number 19?



1 Q. No, paragraph 22.

2 A. 22 now, okay.

3 Q. You conclude there, based upon your experience,
4 default rates in the 15 to 20 percent range for timeshares
5 is not unusual?

6 A. Yes.

7 Q. Did I hear you say you thought it might be in the 10
8 percent range as well? So should that answer more
9 accurately be 10 to 20 percent?

10 A. No, I thought you were referring back to paragraph 19.
11 I didn't know you changed paragraphs. Fitch Ratings rates
12 it between 10 and 20.

13 Q. But your experience would suggest 15 to 20?

14 A. Yes.

15 Q. Is that part of the business rationale for only
16 advancing 85 percent --

17 A. Yes.

18 Q. To have that 15 percent protection built in?

19 A. Yes.

20 Q. Now, in paragraph 25 - we're moving down to that
21 paragraph - you reference that Mr. Moore, after
22 conversations with him, that you believed that the
23 facilities had sold sufficient timeshare vacation leases
24 such that the properties would be self-sufficient.

25 Did Mr. Moore say that, or is that a
26 conclusion you made based upon something he told you?

27 A. No, this is a discussion that we had had with Murray,

1 just talking about the operations of the resort and how
2 they are different than the operations of the development
3 themselves, and that the maintenance fees do pay for the
4 operations of the resort.

5 Q. Having now seen his affidavit, do you have an
6 understanding that the developer can't charge all of the
7 fees to the sold units and must contribute the unsold
8 portion?

9 A. No, because there weren't any details that were
10 provided for that, to know what is considered substantial
11 or when maintenance fees are due and owing and if anything
12 was outstanding or prepaid. So no.

13 Q. So would it be fair to say, then, that Mr. Moore's
14 affidavit provided more clarification to you on the issue,
15 than your earlier discussions that your affidavit was based
16 on?

17 A. No, I wouldn't say that. Our earlier discussion, I
18 thought, was pretty clear when we discussed it with Murray.

19 And we have seen timeshare projects that have
20 filed bankruptcy, where the developer filed bankruptcy and
21 the consumers are untouched and even unaware of the
22 bankruptcy itself.

23 Q. Would that have been in some U.S. proceedings, I would
24 assume, because you only have the three Canadian projects?

25 A. Let's see, it was U.S., Aruba. Those are the two
26 locations I can think of.

27 Q. Now, in addition to the management fees, do you

1 understand that the Fairmont Group also has overhead and
2 restructuring fees to deal with as it goes forward?

3 A. What do you mean by "management fees"?

4 Q. The overhead, the people in the head office.

5 A. From the developer side of the business?

6 Q. From the business side generally.

7 A. I would assume there are fees on the business side.

8 Q. Those wouldn't have been included in your concept of
9 whether the properties were self-sufficient?

10 A. Well, the properties being self-sufficient, the
11 timeshare association has a budget that is typically
12 prepared for the resort, and the operational cost for the
13 resort are covered by the maintenance fees. And the
14 maintenance fees are calculated by the operation cost of
15 the resort.

16 Q. But these fees --

17 A. That would include the amenities and so forth.

18 Q. But those fees are calculated to keep the resort in
19 operation, not the corporation in operation?

20 A. Right. The timeshare owners are separate from the
21 developer.

22 Q. Now, is my understanding correct that Resort Funding
23 agrees with the concept of the remainder conversion and
24 monetization program that the Fairmont Group is pursuing?

25 A. Yes.

26 Q. You've seen that successfully provide additional
27 financing to other projects in the past?

1 A. We've seen upgraded programs be successful. It's just
2 a matter of if you're going to get a 25 percent hit ratio,
3 50 percent. You don't know until you try to upgrade your
4 base. I don't know how many times your base has been
5 upgraded.

6 Q. With respect to that, the Fairmont Group, after the
7 last court application, coordinated the forms of agreements
8 with Resort Funding and their counsel? Are you aware of
9 that?

10 A. I'm sorry?

11 Q. That the forms of agreements that are going to be
12 taken to the market --

13 A. Yes.

14 Q. -- have been coordinated with Resort Funding and their
15 counsel's input?

16 A. Yes.

17 MR. GORMAN: Let's just take a break and I
18 will check my notes and have a discussion with Mr. Moore,
19 and we'll see if I have any more questions or if any other
20 counsel have some questions as well.

21 (BRIEF ADJOURNMENT)

22 Q. MR. GORMAN: Ms. Henson, to clarify the
23 issue with respect to management fees -- maintenance fees,
24 is it fair to say that Mr. Moore told you he believed the
25 budget was accurate and that, so long as the developer
26 contributed for the unsold units, there would be sufficient
27 funds for those fees?

1 A. I don't recall that, and I don't know what the amount
2 for the developer even is.

3 MR. GORMAN: All right, thank you,
4 Ms. Henson. Those are all of my questions, but under our
5 rules, other interested counsel have the opportunity to ask
6 questions, and we'll find out around the table if someone
7 else has a few more questions before we let you go.

8 THE WITNESS: Okay, very good.

9 MR. LeGEYT CROSS-EXAMINES THE WITNESS:

10 Q. Ms. Henson, it's David LeGeyt. I act for Century
11 Services Inc., the debtor-in-possession lender. I have
12 just a few questions.

13 Have you seen the Notice of Motion which your
14 counsel filed in connection with your affidavit?

15 THE WITNESS: Did I, Larry? Was it
16 attached?

17 MR. ROBINSON: I believe you did, but if
18 you're asking whether you have a copy of it here or I have
19 a copy, we don't.

20 I see Mr. LeGeyt has one, so we'll share.

21 A. I don't know that I have that.

22 Q. MR. LeGEYT: Are you aware that part of
23 your application is that Resort Funding's security interest
24 in the notes ranks higher than any other security
25 interests?

26 A. Yes.

27 Q. Okay. Does that include the security interest which

1 arise by court order and, in particular, Century's security
2 interest and priority position?

3 MR. ROBINSON: I think you're stepping into
4 an area perhaps of law. For the record, I will say that
5 our application is to get a declaration. Absent a
6 declaration, we have ownership interest, and we're not
7 talking about security at all. Our application is clearly
8 to get a declaration ranking our security interest as high
9 as possible, recognizing that the Court has granted a DIP
10 order, which may impact on that priority.

11 I don't think it's fair to ask Ms. Henson her
12 view of the law as between her security interest claim and
13 the DIP claim. I'm happy to tell you that.

14 **OBJECTION TAKEN to answering the following question: "Does**
15 **that include the security interest which arise by court**
16 **order and, in particular, Century's security interest and**
17 **priority position?" (Referring to Resort Funding's**
18 **security interest in the notes ranking higher than any**
19 **other security interests)**

20 MR. LeGEYT: Okay, I understand. I don't
21 think I have any other questions, and I'm trying to
22 determine how much involvement Century needs to have next
23 week, but I accept your answer.

24 MR. ROBINSON: I guess I would suggest that
25 if the letter attached to Mr. Moore's affidavit is accurate
26 and Century is going to cease funding if our application is
27 successful, Century ought to have substantial involvement

1 if they wish to keep funding.

2 MR. LeGEYT: Thank you.

3 With that, I don't have any further questions.

4 I'm not sure if anyone else does.

5 MR. GORMAN: All right, Ms. Henson, we're
6 done, then.

7 (DISCUSSION OFF THE RECORD)

8 (Proceedings adjourned at 11:55 a.m.)

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10 PROCEEDINGS CONCLUDED

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1 Certificate of Transcript

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3 I, the undersigned, hereby certify that the foregoing pages
4 1 to 30 are a true and faithful transcript of the
5 proceedings taken down by me in shorthand and transcribed
6 from my shorthand notes to the best of my skill and
7 ability.

8 Dated at the City of Calgary, Province of Alberta, this
9 18th day of June, A.D. 2009.

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16 Kim Morosse, CSR(A) RPR
17 Official Court Reporter

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19 CAT - Printed June 18, 2009

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- I N D E X -

The following is a listing of objections as interpreted by
the Court Reporter present at the Examination of:

LISA HENSON, June 18, 2009.

OBJECTIONS TAKEN

OBJECTION TAKEN to answering the following 16
question: "But haven't you just told me that
Resort Funding has similarly passed them on to
Merrill Lynch? So under that logic, wouldn't it
no longer be Resort Funding's property, but
Merrill Lynch's?"

OBJECTION TAKEN to answering the following 28
question: "Does that include the security
interest which arise by court order and, in
particular, Century's security interest and
priority position?" (Referring to Resort
Funding's security interest in the notes ranking
higher than any other security interests)

