

Holiday RV Park Members

April 2023 Meeting Packet



Contents are Approved for
Members Only



Agenda

Holiday RV Park
Members Association Meeting
Saturday, April 8, 2022
9:00 am

Call to Order
Flag Salute
Roll Call
President's Address
Minutes to Previous Meeting

Charlie Weeks
TBD
Denise Gagliardi
Charlie Weeks
Denise Gagliardi

Committee Reports

Financial Reports
Collections
Management
Park Use
Correspondence/Public Relations
Park Maintenance
Rules & Regulations
Manager's Report
Reportable Actions

Talley Snow
Tom Barcellos
Darin Batty
Charles Nunes
Mark Schieber
Don Smith
John Watkins
Aaron Cartwright
Denise Gagliardi

Old Business

1. None

New Business

1. Membership Classification
2. Magnolia Center
3. Golf Cart Fee
4. Cable/Internet
5. Utility Expenses
6. Emergency Reserves
7. Monthly Bills/Deposit into CIM Account

Charlie Weeks
TBD
TBD
TBD
Talley Snow
Talley Snow
Talley Snow

Members Comments

Board Member Comments

All Motions

Executive Session

1. Personnel



Board of Directors

Charles Nunes (2019 – 2025) – President (Absent)
Charlie Weeks (2021 – 2024) – Vice President & Maintenance
Talley Snow (2022 – 2025) – Secretary
John Watkins (2020 – 2023) – Treasurer
Darin Batty (2022 – 2025) – Management
Tom Barcellos (2021 – 2024) – Collections
Joyce Aldrich (2020 – 2023) – Rules and Regulations (Zoom)
Mark Schieber (2020 – 2023) – Public Relations
Denise Gagliardi (2021 – 2024) – Park Usage

Members Present – 18

Meeting called to order at 9:04am by Charlie Weeks.

Flag salute led by John Watkins (Locker #016).

President's Address

- Please silence or turn off all cell phones.
- This meeting is restricted to members only.
- Members are welcome to participate during the *Member's Comments* section of the agenda.
- To maintain decorum, member comments are limited to two (2) comments per person.
- As stated in the rules, all complaints to Park Management must be in writing and signed by the person making the complaint. Anonymous statements will not be taken into consideration.
- Discussion can become emotional, but all members deserve to be treated with dignity and kindness.
- The Board aims to answer member questions at every meeting. However, responses to specific comments or questions may be deferred for review and placed on next month's agenda.
- The Board represents the interests of 875 shareholders. While consideration is made for individual concerns, decisions are based on what is best for all members.
- This is a volunteer Board. No one is paid for their time. Directors are reimbursed for out-of-pocket expenses and receive two (2) free days use for their RV when attending a meeting.
- Holiday RV Park's meetings and procedures are governed by its bylaws, CC&Rs and rules.

Committee Reports

Financial Report – John Watkins

Park Accounts	Balance (1/31/23)	Monthly Comparison	January 2023	January 2022	Difference	% Change
Mechanics Bank-Operating	\$88,963.34	Income	\$172,616.60	\$158,471.61	\$14,144.99	9%
Mech. - Laundry	\$19,793.62	Expense	\$75,588.85	\$80,832.17	-\$5,243.32	-6%
Mech. - Dues	\$53,998.65	Net Income	\$93,166.62	\$73,528.89	\$19,637.73	27%
Mech. - Emergency Reserves	\$81,791.16					
Mech. - CIM Reserves	\$4,766.83					

I just received the reports this morning from Liz our accountant due to the bank not getting the reports to us quick enough. Our total income for the month was \$6,000 which is better than a year ago. The expenses are a little bit harder to tell because we do not have the gas expense yet and as you know it tripled for most of us at home and businesses so it looks like it is going to triple here as well. The projection we received from the gas company is \$6,497.87 so I am anxious to see what it will end up being. Expenses will definitely go up over the coming months and we have seen over previous months. Right now, our expenses are just around \$70,000.00 without gas charges and I am estimating about \$7,000.00 for gas charges which will put us \$3,000.00 under from last year. Payroll is definitely under control and Aaron has been doing one heck of a job managing the park. We will post the financials on the member's portal in the next couple of days.

Collections – Tom Barcellos

So, I don't have much to speak about when it comes to collections because we did not have the financials complete yet as stated earlier. We sent out the dues for the first part of the year and they are due this month. I am unsure of where we are at with people paying since normally we have a report of what the deposits look like in the dues account so I am unable to report on how many people have paid and how many still owe but I will have more of an idea at the March and April meeting.

Management – Darin Batty

We are currently in the process of working on the first step of adding the credit card application to the Dexter washers and dryers. We should have step one complete by the end of this month. If anyone is interested, they can download the Dexter application and we will be getting the information for how to set it up when the software is installed. It is not only a great software for accounting but also for keeping up with the machines and maintenance that needs to be done. The manager and staff will be able to see what is wrong with the machine and be able to maintain them better. I also want to thank the office staff for everything they did with the mailers and getting everything out quickly; they did a really great job with it.

Park Use – Denise Gagliardi

We are seeing a decrease in park use from January 2022 and January 2023. There was a decrease of 20% due to construction taking up many of the spaces in the park and counting as occupancy whereas this year those spaces were opened back up and available to be booked. Construction spaces were about 15% of the total 20% occupancy difference that we are not seeing this year.

Correspondence / Public Relations – Mark Schieber

One thing that I found interesting when I received my board packet this morning is we normally receive pages worth of complaints, concerns, hate and opinions. We only had about 3-4 complaints this time and I chop it up to if you look around us being pretty empty in the park lately. When it is empty, I realize neighbors don't ruffle each other's feathers and people seem more relaxed. I also check in with Aaron pretty regularly and from his point of view as a manager he feels it has been absolutely quiet. I just feel like it is back to this beach feel vibe in the park again and I feel we have all been really enjoying it. There isn't much to report on correspondence because even when I have spoken to a couple of people throughout the park they seem to have the same feeling and agree it has been calmer and more relaxed in the park and seem to be enjoying their time in the park. We have a few things wrong with the pool heaters and they are currently being worked on so I know it has been a frustration for everyone, but we will be discussing it later in executive and are hoping to have an update to it no longer being a frustration.

January 2023 Guest Survey Comments: *Please refer to the attached comments at the end of this document.*

Park Maintenance – Charlie Weeks

This month and last month the maintenance staff worked hard to remove all the artificial turf from the dog run. It has been completely taken out and it has improved the dog run immensely. When you used to drive by you used to have to roll up

your window because the smell was so bad. Now, it's actually pretty reasonable and we brought in another chemical to be able to use on the concrete because it has absorbed so much urine and hopefully we will be able to continue to keep the smell at a minimum and contained; right now it is reasonable but we want very reasonable. During our slow time, maintenance has also been trying to complete some street repairs and clean up the weeds around the park. The park looks very nice and I am very pleased with the way things are going with it. We were able to move the water machine from the back of the park to the middle of the park again which is very nice for everyone from what I hear.

Rules and Regulations – Joyce Aldrich

Hopefully everyone was able to see in their packets the new rules and regulations since we were able to finally get them approved. If you really look at it then you will see it is way less pages than you have seen in the past. We were able to eliminate repetition and things that just weren't necessary to have in there. So please take the time to read through it so you can see the changes that were made, and it is a lot more member friendly than it used to be and more guest friendly than it used to be. It was a lot of work to get it cut back and so please take the time to read through it and give some feedback so we can try to update it and make more changes next year if needed.

Comment from Mark Schieber – Joyce if you don't mind, I would also like to add to that from a Public Relations point of view if you guys look at those rules, we almost cut them in half. We went through the rules and decided we are all adults here, so we need to treat everyone as such. These types of things tend to swing like a pendulum so when people start to get crazy, we start cranking up the rules. These rules give a lot of leeway for our management to say stop as well. Even though the rules won't have every single possible scenario included, take it with a good faith document meaning respect the rules, the parks and everyone so we don't have to start including every scenario again.

Comment from Tom Barcellos – I would also like to piggyback on what Mark said. If you go years back, someone would do something and it wasn't appropriate and common sense said not to do it. Well, you would get "it's not in the rules" so it got added to the rules and it just snowballs because it always becomes well it's not in the rules. We definitely needed to clean these rules up and have everyone just start using common courtesy, common sense and common decency.

Manager's Report – Aaron Cartwright

I hope everyone was able to receive their annual packet in the mail. That was a week of mine, Jennifer's and Abigail's time, so we are glad you were able to receive it based on the head nods I am seeing. It was pretty much the same as last year's packet except for the one change to Member's portal. If you are trying to log on to the Member's portal from the website, we changed the password so in the packet is a page with the new password. We will be changing it every year or every couple of years to make sure we keep it secure. We have some people who are no longer Members and they were still able to get onto the website by using the previous password so we are trying to eliminate this issue. With that being said, the next big thing we are concerned about is the voting. We have a magic number we have to reach and it is 438 votes in order for us to have the annual meeting. My humble ask today is if the people in this room have not voted yet, please vote because there are enough shares to be 25% of the 438 votes needed. We will talk about this a little later but we are switching back to doing the annual dinner and dance. We are trying to get away from lunch and get back to dinner. Tickets are available in the office. Last thing is the dues are due by the end of this month and will be considered late as of March 1st and you will be receiving a call from the office as a reminder; you will be assessed a 10% late fee as of April 1st. And the last bit of information is we went ahead and purchased an entertainment center in the Clubhouse with a sound bar, ROKU device, smart TV and HD DVD player. Any guest can watch the Spectrum app with a guide and use many other features. So, another humble ask would be possibly getting some movie donations that are age appropriate for all ages.

Reportable Actions – Talley Snow

The Board approved the purchase of the entertainment center as well as the new TV. We would like to thank the committee for donating their time regarding Board expenses. After much consideration, the Board has decided to decline their recommendation of a \$300 cap in lieu of the mile reimbursement so we are going to keep things as are at this time. We are still going to research further and see if there is any way to eliminate costs as everything is always eligible to be reconsidered.

Old Business

1. Annual Meeting – Mark Schieber

The annual meeting will be held at the Portuguese Hall this year and we have some really fun things planned for everyone who chooses to attend. Happy Hour will begin at 5pm with drinks and appetizers and dinner will be served at 6pm. We are going to have a live band coming in called Sound Investment. They will be playing tonight if you would like to check them out ahead of time. We will have a silent auction and door prizes set up as well. It is set up to be an interactive and much more entertaining event. Tickets are only \$20 per person and that takes care of dinner and dessert and enters you in the raffle to receive a door prize. Any member can also invite their family and friends to join. The tickets are in the office so go see Aaron or any of the office staff and they would be more than happy to take care of you and get you tickets. The Board has decided they will be purchasing their own tickets to help eliminate some of the costs of the event. Also, we do have a minimum bar tab of \$1000.00 we will need to meet in order for the park not to have to pay for the alcohol. The park will need to pay the difference between the tips and bar tab in order to make sure we meet the \$1000.00 requirement. The ticket price will cover only the cost of the food and the park will cover the rest of the bills. As a reminder the meeting will begin at 10am instead of 9am at the Portuguese Hall since it will be a special meeting.

New Business

1. Rules and Regulations – Charlie Weeks

The Board will continue to review the Rules and Regulations to try and cut back even more. It will continue to be a work in progress, and we will do our best to see we continue to see less and less rules and make sure people have fun in the park again. We made our first set of cuts and now we can take a look at them again and see if there are any more rules we can cut back on even more. We definitely see where there is room for improvement and room to make them even lighter and shorter. We are still looking for input if anyone sees anything we can cut back on and we welcome all comments and feedback.

Member's Comments

Lesli Bodine (Locker 005) – A couple years back, I asked if we could put a drive line at the end of the sites in the middle in the back so the trailers could go around the sites instead of cutting the corner when they come around. I know I had mentioned it and nothing ever came of it. The trailers going into the 700 sites are fine but when they cut that corner, we always end up getting hit.

Reply from Kim (Maintenance) – My understanding is the yellow line currently there was extended on the 252 site and that was supposed to be the drive lane.

Reply from Mark Schieber – I would recommend we pass this onto management and maintenance to see what our options are. I would think there are some rules as far as painting that stuff and measurements that would need to be done. So we will have management come back and see what they recommend we do and I am sure we can accommodate that.

Don Tischmacher (Locker 612) – The stairs leading up to the upper clubhouse are starting to get rust on them. Is there any way maintenance can clean and paint them when they have free time?

Reply from Kim (Maintenance) – Luke and I did notice this morning and it is something that is on our to-do list to get done in the coming weeks.

Joelyn Lutz (Locker 369) – I just noticed last night, is there any way we can get a light around the red curb outside of the pool area?

Reply from Charlie Weeks – Do we have lights out there Kim, do you know?

Reply from Kim (Maintenance) – We have one right outside the top of the stairs and also right on the corner.

Reply from Mark Schieber – Yes maybe we can get some of those Tiki lights or another light to hang on the stairs. I will let Aaron take a look at it and come up with some options to make that happen.

Jerry Bodine (Locker 290) – Last summer I was in the laundry room and there was no TV. Can we get one put in there?

Reply from Aaron Cartwright – There will be a TV in there but how to pay for the laundry with your card will be running while the laundry facility is open. The equipment comes with a flash drive of instructions on how to download the app and how to use the app.

Leonor Valencia (Locker 106) – I was unaware the facility hours had changed. Are we going to change them back to 10pm during the summertime?

Reply from Mark Schieber – I have actually had a request from guests and Members asking if we could possibly open the facilities earlier in the day.

Reply from Aaron Cartwright – I am going to defer to my staff in regard to the morning routine because they know what they need to do in order to open the facilities.

Reply from Darin Batty – Correct me if I am wrong but the maintenance for the pool is done in the morning around 7:30am prior to opening it?

Reply from Kim (Maintenance) – Yes, it is the second thing we do. We can't put chlorine in the pool and then have people get right in. We have to make sure the chlorine has plenty of time to settle prior to anybody entering and using the pool.

Reply from Charlie Weeks – So we need to keep the opening hours the same in order for maintenance to be able to get their jobs done in the morning and get everything ready and safe for opening.

Bill Chaltraw (Locker 078) – I am not able to always make it to the meetings, but I would like to say I really appreciate the efforts the board makes and also everything that management and staff are doing to keep the park running. I just have a couple questions or maybe more like comments for future consideration. I know we have to watch out for stress and risk in our lives and I like to say if you don't have any stress or risk in your life than you better check your pulse because something is wrong. With that being said, I needed to borrow a ladder and some tools from maintenance in order to fix some things on the inside of my trailer. I was told by maintenance there was a risk that I may fall and hurt myself and the park would be liable. Is there some way members have a form you sign or file that releases liability from the park so they are able to use these items while in the park?

Reply from Darin Batty – I totally understand and agree with what you are saying about the ladder and the tools. Unfortunately, this state is making it near impossible for us to help any of you out. I hate to say it, but we just can't do it because of the way this state has made it a nightmare.

Reply from Aaron Cartwright – I had a member the other day who asked if they could use the pool. I had to tell them no because hypothetically if they fell or injured themselves and they were not a registered guest with the park then we take on all that liability because to them you are just an unknown person in the park who is unregistered. And unfortunately, there are differences legally when we assume that responsibility.

Anna Brown (Locker 001) – One place where we may look at lighting as well now that the water machine is back where it used to be. If we could get one where the step down is over by where the trashcans are by the bathrooms.

Reply from Charlie Weeks – We will have maintenance take a look at it and see what we can do to get a light in that area. If we need to make an adjustment or something, then we would be happy to do it.

Monika Harris (Locker 350) – Going back to the electric bills, they continue to go up and up. Maybe we should look into getting solar in the park in order to alleviate some of the expense? Maybe we take out a loan to pay for it and then once we pay off the loan, we can see the bills going down in the long run?

Reply from Charlie Weeks – You know that is a valid point. It is one we should probably entertain and do a little more research into so we can find out what the pros and cons would be with getting solar. It is something we can look at when we start the next year with a new board. I will make some notes and see if it is something we can look at and maybe analyze it a little bit.

Reply from Darin Batty – One of the negative things about getting it is the fact that starting in April, California is imposing a NEM 3.0 base line so the solar industry starting in April is going to be ghost town. Instead of locking in a low price you are going to end up paying 75% of the going rate. California encouraged it and then went a screwed it up yet again unfortunately.

Reply from Tom Barcellos – One of the other challenges with solar is this is one of the worst places in the world to have it because of the corrosion you are going to get from the beach air. Also, most of the year it is overcast in this area which makes it difficult for the solar panels to charge properly. I have a solar field in the valley that I have had for over 6 years and it is wonderful but anything you get right now is just not going to pay and have a good return investment on it. But that is also at the rates today. If the rates go up 50%, it is just a pain and is more trouble than it is worth at the end of the day.

Reply from Mark Schieber – The other part is we don't have enough roof space available. We would have to build structures and paneling for the entire park in order to do what we would need to do to make the electrical cost go down. We are just not in a solar friendly site.

Reply from Charlie Weeks – The return on it is very questionable and not guaranteed either.

Jodi Garges (Locker 602) – For those of us that use the clubhouse in the evening, when the sun comes down it comes down right where your eye level is when you are sitting at the tables and in the chairs. I was checking it out and I saw there is a space for a curtain rod, and I would be more than happy to make a curtain that would match the décor in here so we would be able to pull it across when the sun is coming down. The other option is possibly tinting the windows so it wasn't so bright in here when that sun is coming down. But I don't know if that would be more expensive and I would be more than happy to sew something nice that could go in here so we can pull it instead. It looks as though you have the materials up there for a little bar or something. Someone suggested about blinds or something, but my personal opinion is they get ruined easily.

Reply from Charlie Weeks – I think it is a great suggestion and one that I have not heard of in previous meetings. I have made some notes and it is something we can definitely kick around in our executive session and see what we can come up with and talk with management and maintenance about. We can find out the what, where, how and when between all of us to see what we can make happen.

Board Member's Comments

Charlie Weeks - As everyone has noticed Charles Nunes was unable to attend this meeting as his mother has fallen very ill, so I have always said it is more important for him to take care of his family than be here taking care of the park. Our thoughts and wishes are with him. With that being said, I am going to say this once really really loud: Get your votes in and please tell your friends to get their votes in. It is very important to get the votes in and make sure we reach our number. If we don't get those numbers in the office is going to have to start calling people in order to get them to send the votes in; they won't be telling you how to vote but they will be reminding you to send the votes in. There was a question about the postage but we are locked in on the postage and it will make it back to the office so just send it in.

Reply from Tom Barcellos – Before you move on from the voting and the ballots I just want to discuss the process in case there is anyone who is unaware of how it works. When it comes back, the office marks down the locker numbers that have been returned. They do not open them or do anything with them. The ballots are counted the night before with a committee

of Members, Board Members and Office staff. That is how they know whether your ballot has been returned and it is how they will know how to call you if it hasn't been returned. So, the more we get back and checked off the easier it will be on the staff and it doesn't make a difference how you decide to vote because no one is looking at your vote. The process is very legitimate so it doesn't make a difference how you vote just that you vote.

Reply from Charlie Weeks – That is absolutely correct. I was actually on the committee last year and was surprised at how legitimate it actually was. I have heard comments for years about how there were things that were done, and it is not true.

Mark Schieber – We often talk about rumor mills and those things happening around here but just to make it clear anyone who wants to say “Mark said” and if I said it then I will tell you I said but if I didn't say it then I will make it clear that I didn't say it. It was brought to my attention a rumor is going around that I had suggested that we raise the rent to \$1000.00 a month around here. I just want to make it clear not only have I ever suggested that but this board has never suggested that either. It takes a member of 9 people to make any financial decisions and never has this board once discussed the term of \$1000.00; we have made comments on what other parks charge because we look at what other parks charge and what the going rate is around us so we can make an informative decision.

Talley Snow – I just wanted to thank Aaron and the staff again for their hard work on the annual mailers. They look really fantastic and it was hard work for them to complete them and get them sent out in a timely manner.

Reply from Charlie Weeks – They did a really great job on it and were very efficient.

Joyce Aldrich – Please remember to vote and get the ballots back into the office! Even if you don't vote, please just get those ballots back in!

All Motions

Talley Snow made a motion to approve the minutes of the January 14, 2023 meeting, seconded by John Watkins.

Roll Call: Charlie Weeks, Talley Snow, John Watkins, Darin Batty (Abstained), Tom Barcellos, Joyce Aldrich (Zoom), Mark Schieber and Denise Gagliardi.

John Watkins made a motion to accept the January 2023 financials and pay the bills and payroll, seconded by Charlie Weeks.

Roll Call: Charlie Weeks, Talley Snow, John Watkins, Darin Batty, Tom Barcellos, Joyce Aldrich (Zoom), Mark Schieber and Denise Gagliardi.

Mark Schieber made a motion to adjourn to executive session, seconded by Talley Snow.

Roll Call: Charlie Weeks, Talley Snow, John Watkins, Darin Batty, Tom Barcellos, Joyce Aldrich (Zoom), Mark Schieber and Denise Gagliardi.

Meeting adjourned at 10:01am.

Respectfully Submitted,

Talley Snow
Board of Directors – Secretary

Cc

Jennifer Del Monte
Senior Reservation Agent

Guest Survey Comments from January 2023

- On Monday morning around 8:30ish I was using the laundry room and a homeless lady came out of the restroom. I stayed around until my laundry was done. Another Holiday RV member went to report the issue to the office.
- I would like to see a rules change to allow cooking with wood in a barbeque.
- Be nice to have 2nd dog run up-front closer than way in back.
- The dog area odor was much better this visit. The attention you've put into it is much appreciated.
- The pool should remain open until 10 like it used to be.
- AWESOMENESS
- Happy New Year! I was very impressed by the cleanliness of the park facilities despite all the rain leading up to the New Year weekend. Staff is always helpful and provide great customer service.
- Luke was incredibly helpful.
- Wonderful experience
- This is a parking lot, no grass.

Holiday RV Park

Profit & Loss Prev Year Comparison

January 2023

	Jan 23	Jan 22	\$ Change
Ordinary Income/Expense			
Income			
Non TOT Taxable Revenue			
7200 · Members Dues	84,286.50	73,092.80	11,193.70
7214 · Weekly Rent-No Tax	4,944.00	690.00	4,254.00
7220 · Monthly - Members	25,890.00	20,230.53	5,659.47
7231 · Snowbird - Non-Members	6,880.00	5,450.00	1,430.00
7234 · Snowbirds - Members	31,930.00	29,749.20	2,180.80
7245 · Mobile Home Rental Income	800.00	1,463.00	-663.00
7295 · Washer & Dryer	2,839.00	1,265.00	1,574.00
7310 · Parking Fee	640.00	530.00	110.00
7320 · Water Commission	80.52	49.55	30.97
7800 · Transfer Fee Income	9.40	0.00	9.40
7990 · Miscellaneous Income	79.80	0.00	79.80
7994 · Late Fee on Dues	23.60	32.40	-8.80
Total Non TOT Taxable Revenue	158,402.82	132,552.48	25,850.34
TOT Taxable Revenue			
7210 · Non-Member Daily	14,064.86	23,730.88	-9,666.02
7219 · Mid Week Special	408.00	0.00	408.00
7235 · Snowbirds - taxed	0.00	2,438.80	-2,438.80
7237 · Monthly Rent - Taxable	0.00	547.00	-547.00
Total TOT Taxable Revenue	14,472.86	26,716.68	-12,243.82
7620 · Escapee- 15% Discounts	-39.00	-73.50	34.50
7640 · FMCA/Camp CA - 10% Discounts	-52.28	-137.00	84.72
7650 · Military/LE Discount - 15%	-167.80	-539.55	371.75
7660 · Long Weekend Discount	0.00	-47.50	47.50
Total Income	172,616.60	158,471.61	14,144.99
Gross Profit	172,616.60	158,471.61	14,144.99
Expense			
Business Promotional Costs			
8050 · Advertising Expense	0.00	917.20	-917.20
9055 · Website Expense	50.00	341.04	-291.04
9381 · Funeral & Flowers	0.00	511.30	-511.30
Total Business Promotional Costs	50.00	1,769.54	-1,719.54
Computer IT Dept			
9056 · Software	209.48	4,341.48	-4,132.00
9062 · IT Service Labor	1,736.72	1,552.52	184.20
Total Computer IT Dept	1,946.20	5,894.00	-3,947.80
Meetings & Events			
9090 · Annual Meeting	1,584.80	1,215.27	369.53
9092 · Monthly Meeting Expenses	261.64	124.78	136.86
9093 · Staff Meeting Expense	70.01	189.57	-119.56
9650 · Travel (Not Meals)	74.63	0.00	74.63
Total Meetings & Events	1,991.08	1,529.62	461.46
Professional Fees			
9120 · Accounting & Auditing	2,500.00	1,275.00	1,225.00
9130 · Legal Fees	225.00	0.00	225.00
9170 · Directors Expense	1,698.16	937.17	760.99
Total Professional Fees	4,423.16	2,212.17	2,210.99
8149 · Auto Expense	0.00	336.62	-336.62
8201 · Bank Fees & Charges			
8240 · Credit Card Processing Costs	1,520.95	1,504.35	16.60
8201 · Bank Fees & Charges - Other	76.40	0.00	76.40

3:00 PM
03/10/23
Cash Basis

Holiday RV Park

Profit & Loss Prev Year Comparison

January 2023

	Jan 23	Jan 22	\$ Change
Total 8201 · Bank Fees & Charges	1,597.35	1,504.35	93.00
8600 · Utilities			
8260 · Cable Television (Park)	4,751.50	4,452.49	299.01
8650 · Garbage	2,690.87	1,807.74	883.13
8670 · Water & Sewer	0.00	3,188.10	-3,188.10
8680 · Electric	13,877.34	13,739.10	138.24
9600 · Telephone & Internet	211.53	33.00	178.53
9602 · Internet	139.98	134.98	5.00
Total 8600 · Utilities	21,671.22	23,355.41	-1,684.19
8700 · Insurance Expense			
8702 · Insurance - General Liability	4,562.79	1,495.17	3,067.62
8770 · Insurance - Employee Health	1,707.18	2,158.90	-451.72
8772 · Insurance - Employee Vision	171.67	341.36	-169.69
Total 8700 · Insurance Expense	6,441.64	3,995.43	2,446.21
9000 · Licenses & Permits	0.00	823.00	-823.00
9001 · Payroll			
9060 · Payroll Tax	3,548.00	3,334.36	213.64
9075 · Payroll Service Fees	868.36	532.01	336.35
9350 · Salary & Wages	23,178.54	25,046.98	-1,868.44
9352 · Hiring Expenses	0.00	59.95	-59.95
Total 9001 · Payroll	27,594.90	28,973.30	-1,378.40
9002 · Repairs & Maintenance			
8152 · Golf Carts	0.00	519.00	-519.00
9003 · Pest Control Services	95.00	95.00	0.00
9020 · Pool/Spa Regular Maintenance	1,373.60	885.00	488.60
9030 · General	63.51	1,006.68	-943.17
9032 · Electrical	317.50	0.00	317.50
9033 · Plumbing	1,045.00	0.00	1,045.00
9038 · Mobile Home	91.09	0.00	91.09
9081 · Water Salt Softner	459.22	11.80	447.42
Total 9002 · Repairs & Maintenance	3,444.92	2,517.48	927.44
9050 · Office Expenses			
9037 · Timeclock Machine & Software	24.00	48.00	-24.00
9051 · Office Expense	1,698.93	726.19	972.74
9052 · Office Supplies	435.89	2,031.74	-1,595.85
9059 · Printing, Copy Expenses	189.74	1,525.84	-1,336.10
9100 · Postage & Delivery	2,483.93	2,982.72	-498.79
9050 · Office Expenses - Other	0.00	606.76	-606.76
Total 9050 · Office Expenses	4,832.49	7,921.25	-3,088.76
9370 · Supplies			
9023 · Janitorial Supplies	513.61	0.00	513.61
9024 · Small Tools	130.44	0.00	130.44
9026 · Park & Grounds Supplies	756.84	0.00	756.84
Total 9370 · Supplies	1,400.89	0.00	1,400.89
9400 · Safety & Security			
9401 · Fire Prevention	195.00	0.00	195.00
Total 9400 · Safety & Security	195.00	0.00	195.00
Total Expense	75,588.85	80,832.17	-5,243.32
Net Ordinary Income	97,027.75	77,639.44	19,388.31
Other Income/Expense			
Other Income			

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Cash Basis

Holiday RV Park

Profit & Loss Prev Year Comparison

January 2023

	Jan 23	Jan 22	\$ Change
9870 · Interest Income	3.05	14.45	-11.40
Total Other Income	3.05	14.45	-11.40
Other Expense			
5400 · Payable to the State of CA	-1,402.46	0.00	-1,402.46
9820 · Foreclosure Expenses	1,396.50	0.00	1,396.50
9911 · Garnishment Payable	0.00	0.00	0.00
9922 · Interest Expense	3,870.14	4,125.00	-254.86
Total Other Expense	3,864.18	4,125.00	-260.82
Net Other Income	-3,861.13	-4,110.55	249.42
Net Income	93,166.62	73,528.89	19,637.73

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Cash Basis

Holiday RV Park
Balance Sheet Prev Year Comparison
As of January 31, 2023

	Jan 31, 23	Jan 31, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1001 · Cash Accounts			
1010 · Petty Cash	200.00	200.00	0.00
1030 · Cash on Hand	800.00	800.00	0.00
1040 · Bill Changer	500.00	500.00	0.00
1050 · Mechanics-Operating Acct - 0802	88,963.34	74,971.04	13,992.30
1060 · Mechanics-Laundry Room - 7211	19,793.62	17,500.62	2,293.00
1063 · Mechanics- Dues Account - 6422	53,998.65	83,839.75	-29,841.10
Total 1001 · Cash Accounts	164,255.61	177,811.41	-13,555.80
1065 · Reserves			
1070 · Mechanics Emergency Reserves	81,791.16	52,005.73	29,785.43
1075 · Mechanics CIM Reserves	4,766.83	134,412.71	-129,645.88
1100 · Morgan Stanley Dean Witter			
1101 · Morgan Stanley - Cash	0.00	-50.00	50.00
1102 · Morgan Stanley - Mutual Funds	0.00	25,139.87	-25,139.87
Total 1100 · Morgan Stanley Dean Witter	0.00	25,089.87	-25,089.87
Total 1065 · Reserves	86,557.99	211,508.31	-124,950.32
Total Checking/Savings	250,813.60	389,319.72	-138,506.12
Accounts Receivable			
11000 · Accounts Receivable	-8,634.20	-6,142.20	-2,492.00
Total Accounts Receivable	-8,634.20	-6,142.20	-2,492.00
Other Current Assets			
12000 · Undeposited Funds	-141.50	0.00	-141.50
2010 · A/R Member Dues	-1,965.50	-1,965.50	0.00
2301 · Deposit-Workers Comp	1,557.60	1,557.60	0.00
2400 · Prepaid Insurance	21,105.38	20,585.00	520.38
2410 · Prepaid Expenses	4,104.00	0.00	4,104.00
2460 · Prepaid IncomeTaxes	2,000.00	0.00	2,000.00
2461 · Prepaid Expenses Annual Meeting	1,050.00	1,050.00	0.00
2462 · Prepaid Holiday Dinner	500.00	500.00	0.00
3150 · Deposits - Other	41,370.00	41,370.00	0.00
Total Other Current Assets	69,579.98	63,097.10	6,482.88
Total Current Assets	311,759.38	446,274.62	-134,515.24
Fixed Assets			
Electrical Upgrades			
4044 · Electrical Phase 1	141,996.13	141,996.13	0.00
4045 · Electrical Phase 2	37,527.00	37,527.00	0.00
4046 · Electrical Phase 3	49,008.16	49,008.16	0.00
4047 · Electrical Phase 4	28,357.00	28,357.00	0.00
4048 · Electrical Phase 5	25,183.57	25,183.57	0.00
4049 · Electrical Phase 6	42,375.50	41,717.50	658.00
Electrical Upgrades - Other	919.42	0.00	919.42
Total Electrical Upgrades	325,366.78	323,789.36	1,577.42
4015 · Clubhouse Improvements			
4019 · Other FF&E	2,600.00	2,600.00	0.00
Total 4015 · Clubhouse Improvements	2,600.00	2,600.00	0.00
4038 · Office Remodel			
4036 · New Office Furniture	4,141.19	4,141.19	0.00
Total 4038 · Office Remodel	4,141.19	4,141.19	0.00
4039 · Improvements			
4033 · Camera Security System	13,446.35	13,446.35	0.00
4034 · Magnolia Center Refurbish	16,309.65	8,270.87	8,038.78
4035 · Outside Lighting	5,458.00	5,458.00	0.00
4040 · Improvements Prior to 2015	288,961.17	288,961.17	0.00
4042-1 · Capital Improvements 2017	51,113.97	51,113.97	0.00
4042 · Capital Improvements (2014)	8,768.55	8,768.55	0.00
Total 4039 · Improvements	384,057.69	376,018.91	8,038.78
4052 · Pool & Spa Upgrades			
4030 · Pool Chair Lifts	11,277.10	11,277.10	0.00
4050 · Spa	12,603.30	12,603.30	0.00

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Cash Basis

Holiday RV Park

Balance Sheet Prev Year Comparison

As of January 31, 2023

	Jan 31, 23	Jan 31, 22	\$ Change
4053 · Pool Construction	84,636.00	84,636.00	0.00
4054 · Pool Furniture	5,064.20	0.00	5,064.20
4055 · Pool Re-Wiring	1,291.00	1,291.00	0.00
4056 · Pool Heaters	15,090.00	0.00	15,090.00
4057 · New Pool Cover (020117)	6,290.00	6,290.00	0.00
4052 · Pool & Spa Upgrades - Other	3,347.64	3,347.64	0.00
Total 4052 · Pool & Spa Upgrades	139,599.24	119,445.04	20,154.20
4058 · Submersible Pump (2)	41,985.44	20,787.73	21,197.71
4059 · Buildings			
4021 · Pre Construction 2020 - 10/31	18,777.48	18,777.48	0.00
4022 · Portable Restrooms and Showers	17,440.00	97,440.00	-80,000.00
4051 · CIP	1,710,752.79	1,319,351.41	391,401.38
4059 · Buildings - Other	122,802.00	122,802.00	0.00
Total 4059 · Buildings	1,869,772.27	1,558,370.89	311,401.38
4070 · Laundry Facility	90,946.67	83,287.83	7,658.84
4080 · Equipment			
4081 · Laptop	1,800.71	1,800.71	0.00
4082 · Office Equipment	4,060.21	513.29	3,546.92
4080 · Equipment - Other	43,335.43	43,335.43	0.00
Total 4080 · Equipment	49,196.35	45,649.43	3,546.92
4090 · Vehicles	28,717.89	30,217.89	-1,500.00
4999 · Accumulated Depreciation			
4220 · Accum Depr. - Building	-114,451.04	-114,451.04	0.00
4230 · Accum Depr- Pool Chair Lifts	-7,387.00	-7,387.00	0.00
4233 · Accum Depr- Security Sysytem	-10,564.96	-10,564.96	0.00
4240 · Accum Depr - Improvements	-279,456.04	-279,456.04	0.00
4241 · Accum Depr- Land Improvements	-14,990.96	-14,990.96	0.00
4242 · Accum Depr- Capital Improve	-7,187.96	-7,187.96	0.00
4250 · Accum Depr-Spa	-10,778.00	-10,778.00	0.00
4253 · Accum Derp- Pool	-42,536.04	-42,536.04	0.00
4260 · Accum Depr - Furniture & Fixtur	-5,438.06	-5,438.06	0.00
4270 · Accum Depre-Washer/Dryer	-54,898.00	-54,898.00	0.00
4280 · Accum Depr - Equipment	-46,822.04	-46,822.04	0.00
4290 · Accum Depr - Vechicles	-30,218.00	-30,218.00	0.00
4300 · Accum Depr - Phase 1	-50,093.08	-50,093.08	0.00
4301 · Accum Depr - Phase 2	-12,509.04	-12,509.04	0.00
4302 · Accum Depr - Phase 3	-15,792.00	-15,792.00	0.00
4303 · Accum Depr - Phase 4	-26,938.96	-26,938.96	0.00
4304 · Accum Depr - Phase 5	-21,406.00	-21,406.00	0.00
4305 · Accum Depr - Submersible Pumps	-226.96	-226.96	0.00
4306 · Accum Dep - Phase 6	-157.00	-157.00	0.00
Total 4999 · Accumulated Depreciation	-751,851.14	-751,851.14	0.00
5000 · Mobile Home-Furniture & Fixture	11,013.97	11,013.97	0.00
Total Fixed Assets	2,195,546.35	1,823,471.10	372,075.25
Other Assets			
4500 · Unrealized Gain/Loss Investment	-772.85	0.00	-772.85
4510 · Suspense	12,750.00	0.00	12,750.00
Total Other Assets	11,977.15	0.00	11,977.15
TOTAL ASSETS	2,519,282.88	2,269,745.72	249,537.16
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20000 · Accounts Payable	29,274.63	-0.01	29,274.64
Total Accounts Payable	29,274.63	-0.01	29,274.64
Credit Cards			
Bank of America- 0282 Julie	0.00	12,939.87	-12,939.87
Home Depot - 3600	0.00	370.95	-370.95
HRVP Credit Card - 4018	232.48	0.00	232.48
HRVP Credit Card - 8098	4,683.03	0.00	4,683.03
Total Credit Cards	4,915.51	13,310.82	-8,395.31
Other Current Liabilities			
5001 · Snowbird Deposits	4,884.16	4,884.16	0.00
5002 · Mobile Home Security Deposit	-11.96	-11.96	0.00

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Cash Basis

Holiday RV Park
Balance Sheet Prev Year Comparison
As of January 31, 2023

	Jan 31, 23	Jan 31, 22	\$ Change
5030 · Accrued Payroll	8,118.96	8,118.96	0.00
5032 · Accrued Compensated Abs	4,801.73	4,801.73	0.00
5037 · Loan - Westwood Capital	372,246.43	444,340.91	-72,094.48
5040 · Gift Certificate Payable	-157.50	-157.50	0.00
5170 · T.O.T. Payable	-12,424.29	-10,636.00	-1,788.29
5240 · Corp Income Tax Payable	616.00	616.00	0.00
5250 · Garnishments	1,023.70	1,023.70	0.00
5300 · Deferred Tax Liability	23,200.00	23,200.00	0.00
5325 · Calsavers	-13.26	0.00	-13.26
Total Other Current Liabilities	402,283.97	476,180.00	-73,896.03
Total Current Liabilities	436,474.11	489,490.81	-53,016.70
Total Liabilities	436,474.11	489,490.81	-53,016.70
Equity			
6800 · Capital Contributions	32,300.00	32,300.00	0.00
6900 · Retained Earnings	1,957,342.15	1,674,426.02	282,916.13
Net Income	93,166.62	73,528.89	19,637.73
Total Equity	2,082,808.77	1,780,254.91	302,553.86
TOTAL LIABILITIES & EQUITY	2,519,282.88	2,269,745.72	249,537.16

Holiday RV Park

Occupancy By Site Type

From 01 Feb 2023 To 28 Feb 2023

Description	Period	Site	Avail	Maint	Used	Unused	RevPAR	Occ %	Discount	Taxes	Gross Revenue	Nett Revenue	Gross Avg (RevPOR)	Nett Avg (RevPOR)	Avg LOS	Conf %	Occupants
Back-in 33ft Site (30 Amp)	Days	39	1092	0	618	474	24.76	56.59	489.42	0.00	27,034.50	27,034.50	43.75	43.75	11.44	0.00	98.5
Back-in 33ft Site (30/50 Amp)	Days	43	1204	0	713	491	19.76	59.22	199.35	0.00	23,790.31	23,790.31	33.37	33.37	13.20	0.00	99.5
Back-in 36ft Site (30 Amp)	Days	8	224	0	127	97	8.84	56.70	14.20	0.00	1,980.68	1,980.68	15.60	15.60	9.07	0.00	28
Back-in 36ft Site (30/50 Amp)	Days	47	1316	0	851	465	16.57	64.67	138.00	0.00	21,804.72	21,804.72	25.62	25.62	11.05	0.00	154
Narrow Back-in Site (No Slides - 30 Amp)	Days	15	417	3	79	338	6.56	18.94	0.00	0.00	2,734.61	2,734.61	34.62	34.62	4.39	0.00	36
700s Oversized Back-in Site (30/50 Amp)	Days	4	112	0	33	79	29.15	29.46	132.00	0.00	3,265.27	3,265.27	98.95	98.95	6.60	0.00	10
Pull-Thru (30/50 Amp)	Days	15	420	0	50	370	12.88	11.90	0.00	0.00	5,408.88	5,408.88	108.18	108.18	5.56	0.00	19
Monthly	Days	39	1092	0	1063	29	21.92	97.34	0.00	0.00	23,940.00	23,940.00	22.52	22.52	27.97	0.00	76
Grand Total:		210	5877	3	3534	2343	18.71	60.13	972.97	0.00	109,958.97	109,958.97	31.11	31.11	13.14	0.00	521

Holiday RV Park

Occupancy By Site Type

From 01 Feb 2022 To 28 Feb 2022

Description	Period	Site	Avail	Maint	Used	Unused	RevPAR	Occ %	Discount	Taxes	Gross Revenue	Nett Revenue	Gross Avg (RevPOR)	Nett Avg (RevPOR)	Avg LOS	Conf %	Occupants
Back-in 33ft Site (30 Amp)	Days	39	1092	0	863	229	21.11	79.03	317.25	0.00	23,053.15	23,053.15	26.71	26.71	10.40	0.00	149
Back-in 33ft Site (30/50 Amp)	Days	43	1204	0	977	227	23.82	81.15	270.30	0.00	28,683.31	28,683.31	29.36	29.36	10.86	0.00	164
Back-in 36ft Site (30 Amp)	Days	8	224	0	171	53	14.71	76.34	114.00	0.00	3,295.43	3,295.43	19.27	19.27	6.58	0.00	54
Back-in 36ft Site (30/50 Amp)	Days	48	1343	1	1143	200	21.08	85.11	480.85	0.00	28,313.36	28,313.36	24.77	24.77	9.61	0.00	239
Narrow Back-in Site (No Slides - 30 Amp)	Days	14	392	0	293	99	10.99	74.74	0.00	0.00	4,308.01	4,308.01	14.70	14.70	18.31	0.00	30
700s Oversized Back-in Site (30/50 Amp)	Days	4	111	1	57	54	45.25	51.35	400.00	0.00	5,022.98	5,022.98	88.12	88.12	3.56	0.00	35
Pull-Thru (30/50 Amp)	Days	14	392	0	188	204	14.31	47.96	0.00	0.00	5,610.34	5,610.34	29.84	29.84	11.06	0.00	34
Monthly	Days	39	1092	0	1092	0	19.54	100.00	0.00	0.00	21,333.00	21,333.00	19.54	19.54	28.00	0.00	78
Grand Total:		209	5850	2	4784	1066	20.45	81.78	1,582.40	0.00	119,619.58	119,619.58	25.00	25.00	11.78	0.00	783

Holiday RV Park

Occupancy By Rate

From 01 Feb 2023 To 28 Feb 2023

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Member Daily (No Charge)	72	5877	478	13.53	8.13	20.00	20.00	0.02
Mid-Week Special	1	5877	1	0.03	0.02	60.97	60.97	0.06
Monthly	39	5877	1091	30.87	18.56	24,570.00	24,570.00	22.34
Non-Member	75	5877	287	8.12	4.88	43,153.00	43,153.00	39.24
Parking	25	5877	81	2.29	1.38	780.00	780.00	0.71
Snowbird (Member)	49	5877	1372	38.82	23.35	32,930.00	32,930.00	29.95
Snowbird (Non-Member)	5	5877	140	3.96	2.38	5,665.00	5,665.00	5.15
Snowbird P/T (Member)	3	5877	84	2.38	1.43	2,780.00	2,780.00	2.53
Grand Total:	269	5877	3534	100.00	60.13	109,958.97	109,958.97	100.00

NOTE: Revenue figures represent Tariff Quoted For all reservations. Sundries, Periodic And Repeat Charges are Not included. Rooms marked as maintenance are not counted as available on this report unless you have chosen the option 'Include Maintenance in Avail for Occupancy' under Property Information. Day use reservations are Not counted As used unless you have chosen the Option 'Include Day Use in Used for Occupancy' under Property Information.

Holiday RV Park

Occupancy By Rate

From 01 Feb 2022 To 28 Feb 2022

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Construction	33	5850	592	12.37	10.12	0.00	0.00	0.00
Member Daily (No Charge)	104	5850	720	15.05	12.31	10.00	10.00	0.01
Member Rate (Non-Prime)	5	5850	74	1.55	1.26	3,750.96	3,750.96	3.14
Mid-Week Special	2	5850	8	0.17	0.14	446.56	446.56	0.37
Monthly	40	5850	1120	23.41	19.15	21,843.53	21,843.53	18.26
Non-Member	131	5850	459	9.59	7.85	54,559.13	54,559.13	45.61
Parking	28	5850	61	1.28	1.04	610.00	610.00	0.51
Snowbird (Member)	50	5850	1386	28.97	23.69	27,887.40	27,887.40	23.31
Snowbird (Non-Member)	4	5850	112	2.34	1.91	3,960.00	3,960.00	3.31
Snowbird P/T (Member)	9	5850	252	5.27	4.31	6,552.00	6,552.00	5.48
Grand Total:	406	5850	4784	100.00	81.78	119,619.58	119,619.58	100.00

NOTE: Revenue figures represent Tariff Quoted For all reservations. Sundries, Periodic And Repeat Charges are Not included. Rooms marked as maintenance are not counted as available on this report unless you have chosen the option 'Include Maintenance in Avail for Occupancy' under Property Information. Day use reservations are Not counted As used unless you have chosen the Option 'Include Day Use in Used for Occupancy' under Property Information.

Holiday RV Park

Occupancy By Site Type

From 01 Mar 2023 To 31 Mar 2023

Description	Period	Site	Avail	Maint	Used	Unused	RevPAR	Occ %	Discount	Taxes	Gross Revenue	Nett Revenue	Gross Avg (RevPOR)	Nett Avg (RevPOR)	Avg LOS	Conf %	Occupants
Back-in 33ft Site (30 Amp)	Days	39	1209	0	683	526	23.08	56.49	1,220.01	0.00	27,900.16	27,900.16	40.85	40.85	11.38	0.00	110
Back-in 33ft Site (30/50 Amp)	Days	43	1333	0	719	614	13.94	53.94	95.70	0.00	18,578.43	18,578.43	25.84	25.84	14.38	0.00	94
Back-in 36ft Site (30 Amp)	Days	8	248	0	178	70	10.17	71.77	88.60	0.00	2,522.97	2,522.97	14.17	14.17	11.87	0.00	30
Back-in 36ft Site (30/50 Amp)	Days	47	1457	0	909	548	16.42	62.39	462.11	0.00	23,917.91	23,917.91	26.31	26.31	13.17	0.00	136
Narrow Back-in Site (No Slides - 30 Amp)	Days	15	464	1	67	397	4.53	14.44	21.30	0.00	2,103.18	2,103.18	31.39	31.39	3.72	0.00	34
700s Oversized Back-in Site (30/50 Amp)	Days	4	124	0	87	37	30.65	70.16	61.60	0.00	3,800.70	3,800.70	43.69	43.69	8.70	0.00	21
Pull-Thru (30/50 Amp)	Days	15	465	0	67	398	11.25	14.41	98.80	0.00	5,229.42	5,229.42	78.05	78.05	6.09	0.00	22
Monthly	Days	39	1209	0	1201	8	20.29	99.34	0.00	0.00	24,535.35	24,535.35	20.43	20.43	30.79	0.00	78
Grand Total:		210	6509	1	3911	2598	16.68	60.09	2,048.12	0.00	108,588.12	108,588.12	27.76	27.76	14.38	0.00	525

Holiday RV Park

Occupancy By Site Type

From 01 Mar 2022 To 31 Mar 2022

Description	Period	Site	Avail	Maint	Used	Unused	RevPAR	Occ %	Discount	Taxes	Gross Revenue	Nett Revenue	Gross Avg (RevPOR)	Nett Avg (RevPOR)	Avg LOS	Conf %	Occupants
Back-in 33ft Site (30 Amp)	Days	39	1209	0	811	398	16.59	67.08	144.50	0.00	20,060.53	20,060.53	24.74	24.74	11.93	0.00	121.5
Back-in 33ft Site (30/50 Amp)	Days	43	1332	0	891	441	19.23	66.89	237.90	0.00	25,619.44	25,619.44	28.75	28.75	13.92	0.00	114.5
Back-in 36ft Site (30 Amp)	Days	8	248	0	145	103	19.28	58.47	0.00	0.00	4,782.01	4,782.01	32.98	32.98	8.53	0.00	34
Back-in 36ft Site (30/50 Amp)	Days	48	1488	0	1187	301	21.93	79.77	401.86	0.00	32,632.72	32,632.72	27.49	27.49	12.76	0.00	184
Narrow Back-in Site (No Slides - 30 Amp)	Days	15	435	0	274	161	10.65	62.99	95.43	0.00	4,631.57	4,631.57	16.90	16.90	13.70	0.00	37
700s Oversized Back-in Site (30/50 Amp)	Days	4	123	1	63	60	25.64	51.22	108.00	0.00	3,153.94	3,153.94	50.06	50.06	6.30	0.00	22
Pull-Thru (30/50 Amp)	Days	15	460	0	200	260	12.59	43.48	123.00	0.00	5,790.53	5,790.53	28.95	28.95	15.38	0.00	25
Monthly	Days	39	1209	0	1209	0	17.65	100.00	0.00	0.00	21,333.00	21,333.00	17.65	17.65	31.00	0.00	78
Grand Total:		211	6504	1	4780	1724	18.14	73.49	1,110.69	0.00	118,003.74	118,003.74	24.69	24.69	14.75	0.00	616

Holiday RV Park

Occupancy By Rate

From 01 Mar 2023 To 31 Mar 2023

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Board Meeting	1	6509	3	0.08	0.05	50.00	50.00	0.05
Member Daily (No Charge)	83	6509	531	13.58	8.16	10.00	10.00	0.01
Member Rate (Non-Prime)	1	6509	2	0.05	0.03	96.18	96.18	0.09
Member Rate (Prime)	1	6509	1	0.03	0.02	56.11	56.11	0.05
Mid-Week Special	2	6509	8	0.20	0.12	731.64	731.64	0.67
Monthly	40	6509	1232	31.50	18.93	25,165.35	25,165.35	23.18
Non-Member	68	6509	285	7.29	4.38	39,518.84	39,518.84	36.39
Parking	19	6509	91	2.33	1.40	890.00	890.00	0.82
Snowbird (Member)	49	6509	1510	38.61	23.20	33,705.00	33,705.00	31.04
Snowbird (Non-Member)	5	6509	155	3.96	2.38	5,665.00	5,665.00	5.22
Snowbird P/T (Member)	3	6509	93	2.38	1.43	2,700.00	2,700.00	2.49
Grand Total:	272	6509	3911	100.00	60.09	108,588.12	108,588.12	100.00

NOTE: Revenue figures represent Tariff Quoted For all reservations. Sundries, Periodic And Repeat Charges are Not included. Rooms marked as maintenance are not counted as available on this report unless you have chosen the option 'Include Maintenance in Avail for Occupancy' under Property Information. Day use reservations are Not counted As used unless you have chosen the Option 'Include Day Use in Used for Occupancy' under Property Information.

Holiday RV Park

Occupancy By Rate

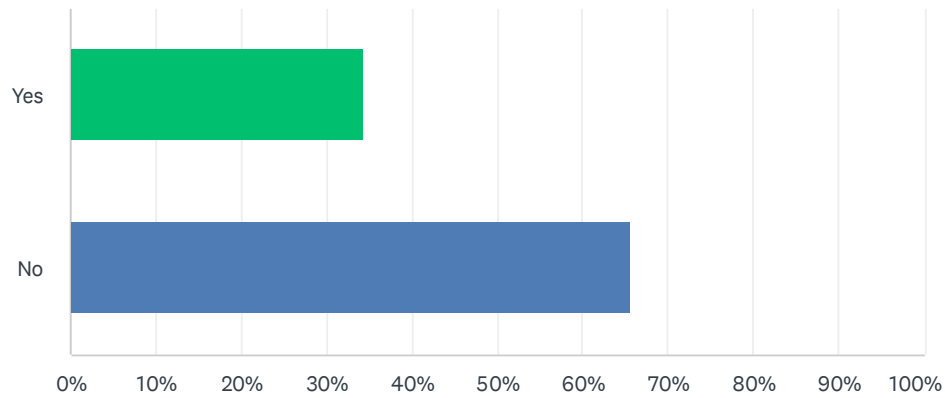
From 01 Mar 2022 To 31 Mar 2022

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Board Meeting	6	6504	15	0.31	0.23	0.00	0.00	0.00
Construction	24	6504	419	8.77	6.44	0.00	0.00	0.00
Member Daily (No Charge)	64	6504	529	11.07	8.13	0.00	0.00	0.00
Member Rate (Non-Prime)	5	6504	127	2.66	1.95	8,642.28	8,642.28	7.32
Mid-Week Special	2	6504	8	0.17	0.12	446.56	446.56	0.38
Monthly	40	6504	1240	25.94	19.07	21,843.53	21,843.53	18.51
Non-Member	85	6504	357	7.47	5.49	41,584.47	41,584.47	35.24
Parking	32	6504	82	1.72	1.26	820.00	820.00	0.69
Snowbird (Member)	48	6504	1488	31.13	22.88	27,720.90	27,720.90	23.49
Snowbird (Non-Member)	6	6504	149	3.12	2.29	7,920.00	7,920.00	6.71
Snowbird P/T (Member)	9	6504	279	5.84	4.29	6,552.00	6,552.00	5.55
Snowbird P/T (Non-Member)	3	6504	87	1.82	1.34	2,474.00	2,474.00	2.10
Grand Total:	324	6504	4780	100.00	73.49	118,003.74	118,003.74	100.00

NOTE: Revenue figures represent Tariff Quoted For all reservations. Sundries, Periodic And Repeat Charges are Not included. Rooms marked as maintenance are not counted as available on this report unless you have chosen the option 'Include Maintenance in Avail for Occupancy' under Property Information. Day use reservations are Not counted As used unless you have chosen the Option 'Include Day Use in Used for Occupancy' under Property Information.

Q1 Is this your first visit?

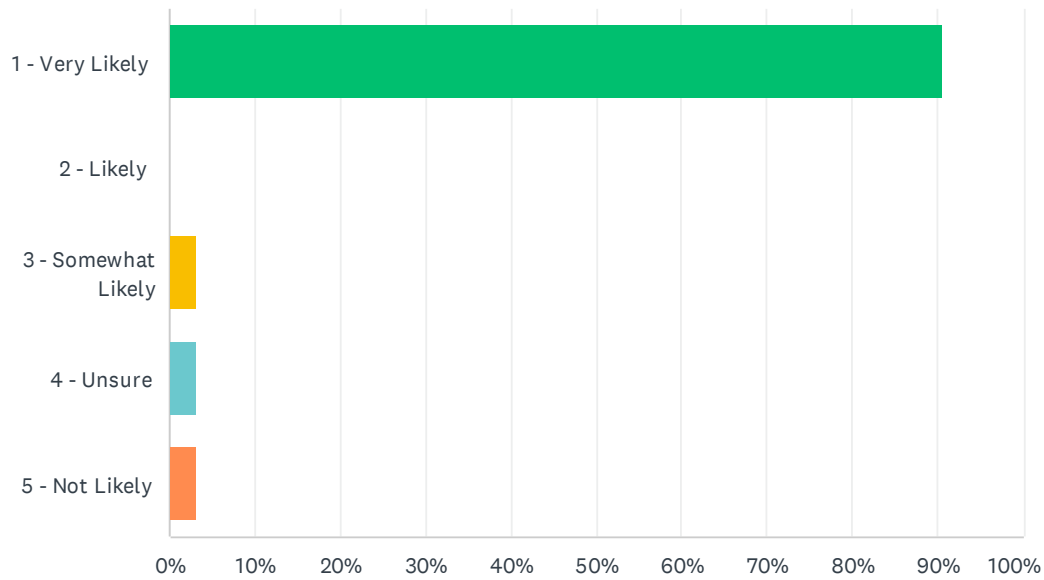
Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	34.38%	11
No	65.63%	21
TOTAL		32

Q2 How likely would you be to stay at this Park again?

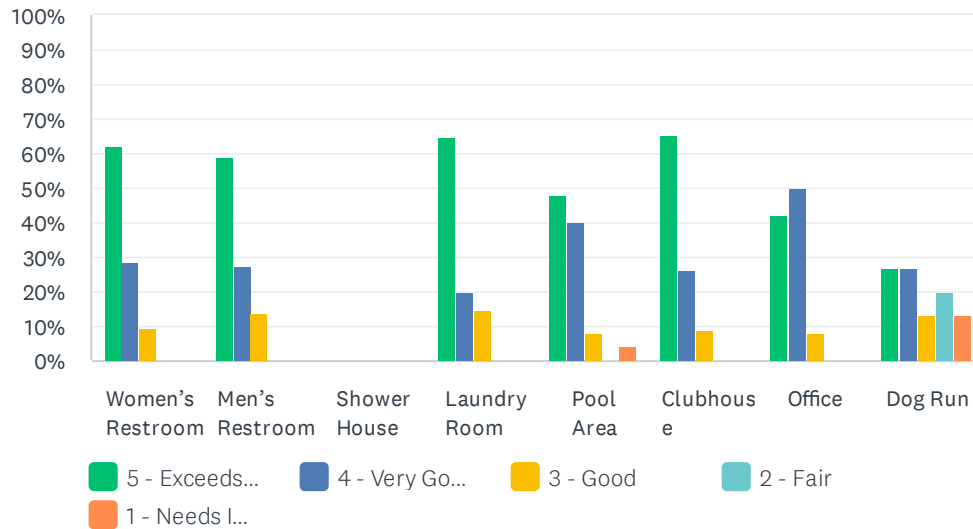
Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES	
1 - Very Likely	90.63%	29
2 - Likely	0.00%	0
3 - Somewhat Likely	3.13%	1
4 - Unsure	3.13%	1
5 - Not Likely	3.13%	1
TOTAL		32

Q3 If you used the following facilities, please rate their cleanliness from 1 - 5 , with "5" exceeding your expectations:

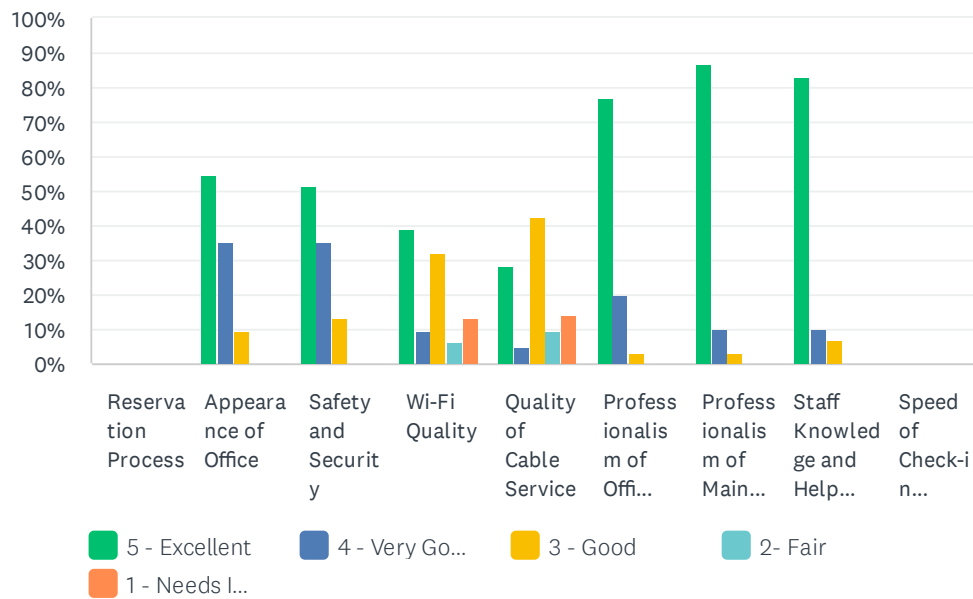
Answered: 30 Skipped: 2



	5 - EXCEEDS EXPECTATIONS	4 - VERY GOOD	3 - GOOD	2 - FAIR	1 - NEEDS IMPROVEMENT	TOTAL	WEIGHTED AVERAGE
Women's Restroom	61.90% 13	28.57% 6	9.52% 2	0.00% 0	0.00% 0	21	1.48
Men's Restroom	59.09% 13	27.27% 6	13.64% 3	0.00% 0	0.00% 0	22	1.55
Shower House	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0	0.00
Laundry Room	65.00% 13	20.00% 4	15.00% 3	0.00% 0	0.00% 0	20	1.50
Pool Area	48.00% 12	40.00% 10	8.00% 2	0.00% 0	4.00% 1	25	1.72
Clubhouse	65.22% 15	26.09% 6	8.70% 2	0.00% 0	0.00% 0	23	1.43
Office	42.31% 11	50.00% 13	7.69% 2	0.00% 0	0.00% 0	26	1.65
Dog Run	26.67% 4	26.67% 4	13.33% 2	20.00% 3	13.33% 2	15	2.67

Q4 Please rate your satisfaction with our Park's services:

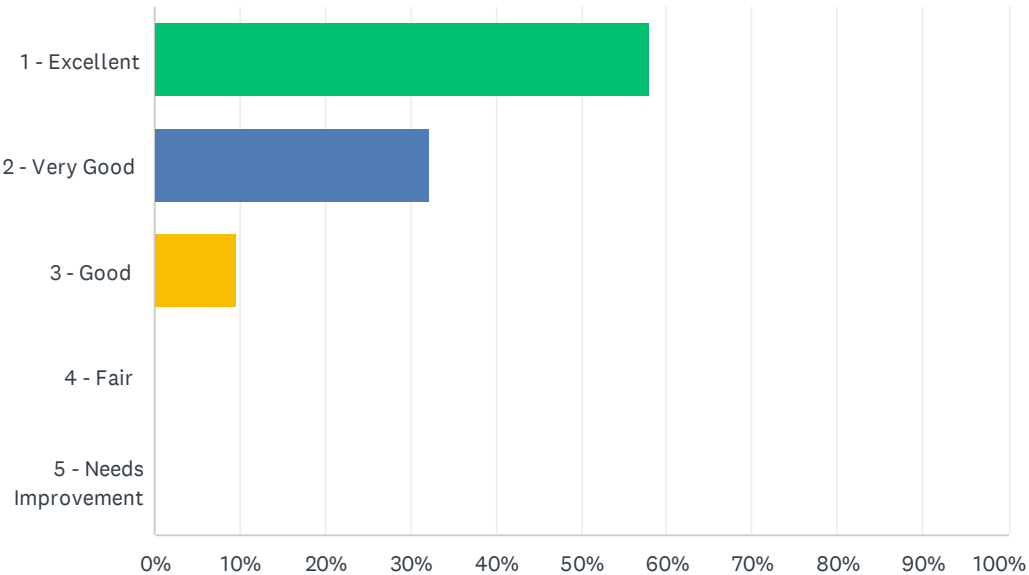
Answered: 31 Skipped: 1



	5 - EXCELLENT	4 - VERY GOOD	3 - GOOD	2- FAIR	1 - NEEDS IMPROVEMENT	TOTAL	WEIGHTED AVERAGE
Reservation Process	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0	0.00
Appearance of Office	54.84% 17	35.48% 11	9.68% 3	0.00% 0	0.00% 0	31	1.55
Safety and Security	51.61% 16	35.48% 11	12.90% 4	0.00% 0	0.00% 0	31	1.61
Wi-Fi Quality	38.71% 12	9.68% 3	32.26% 10	6.45% 2	12.90% 4	31	2.45
Quality of Cable Service	28.57% 6	4.76% 1	42.86% 9	9.52% 2	14.29% 3	21	2.76
Professionalism of Office Staff	76.67% 23	20.00% 6	3.33% 1	0.00% 0	0.00% 0	30	1.27
Professionalism of Maintenance Staff	86.67% 26	10.00% 3	3.33% 1	0.00% 0	0.00% 0	30	1.17
Staff Knowledge and Helpfulness	83.33% 25	10.00% 3	6.67% 2	0.00% 0	0.00% 0	30	1.23
Speed of Check-in Process	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0	0.00

Q5 Please rate your overall satisfaction with your most recent stay at Holiday RV Park:

Answered: 31 Skipped: 1



ANSWER CHOICES	RESPONSES	
1 - Excellent	58.06%	18
2 - Very Good	32.26%	10
3 - Good	9.68%	3
4 - Fair	0.00%	0
5 - Needs Improvement	0.00%	0
TOTAL		31

Q6 Do you have any other comments, questions, or concerns? Please include your contact information if you wish to be contacted by Park Management.

Answered: 14 Skipped: 18

#	RESPONSES	DATE
1	The park manager, Aaron and his staff do a great job. Thanks for a great stay.	3/30/2023 11:02 AM
2	Site's are too cramped, otherwise a nice park.	3/26/2023 1:08 PM
3	Staff, both in the office and maintenance were very helpful and cheerful. Wish there was some grass for the dog, but we made do.	3/25/2023 5:36 PM
4	Loved your place. Met some really wonderful people. Great service!	3/19/2023 10:34 AM
5	Great Staff!	3/19/2023 8:37 AM
6	LOVE THE WHOLE STAFF, PARKS IMPROVEMENTS LOOK VERY NICE. THE CABLE PEOPLE WERE HAVING PROBLEMS, DIDNT HAVE ABOUT HALF THE CHANNELS, BUT WE HAD LOTS OF RAIN.	3/18/2023 4:04 PM
7	We LOVED the hot tub area!	3/18/2023 2:31 PM
8	Very happy with park, except for parking, I do understand small spaces	3/17/2023 11:56 AM
9	All of the improvements look great! The grounds are very well kept! We were glad to see the yellow chains up between spaces to avoid the drive/walk through traffic! Great idea!	3/5/2023 10:27 AM
10	too many Rv's for two little space , the sites are the smallest I have ever encountered in my 50 years RVing . More like a small parking lot with too big of units .	2/22/2023 4:57 PM
11	I wish the spaces were bigger. That's the only detourant I have from staying at the park again. But the customer service was amazing and we had a great time	2/20/2023 6:51 PM
12	Space 408 is not wide enough.	2/20/2023 8:25 AM
13	Will the pool be fixed soon?	2/13/2023 2:06 PM
14	Great staff and facilities. I plan on staying again in May. Don Stone.	2/4/2023 8:53 PM

Annual Utility Cost Comparison:

Expense	2022	2021	2020	2019	2018	5 yr expense
Cable	\$56,415.93	\$53,007.58	\$30,021.83	\$35,729.71	\$38,666.63	\$213,841.68
Garbage	\$26,197.09	\$21,749.49	\$20,503.06	\$17,513.46	\$14,796.79	\$100,759.89
Gas	\$21,829.16	\$4,673.58	\$14,991.20	\$17,897.73	\$13,677.27	\$73,068.94
Water & sewer	\$36,547.74	\$26,855.58	\$25,970.67	\$26,218.80	\$24,044.34	\$139,637.13
Electric	\$166,235.52	\$155,838.39	\$162,362.21	\$146,052.66	\$143,332.05	\$773,820.83
Telephone & Internet	\$808.16	\$871.27	\$6,135.33	\$2,872.91	\$1,929.21	\$12,616.88
	\$308,033.60	\$262,995.89	\$259,984.30	\$246,285.27	\$236,446.29	\$1,313,745.35