

Holiday RV Park Members

August 2023 Meeting Packet



Contents are Approved for
Members Only



Agenda

Holiday RV Park
Members Association Meeting
Saturday, August 12, 2023
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. Cable/Internet – Spectrum
2. Assembly Bill 1472 - Update
3. Picnic Table Replacement

Don Smith
Aaron Cartwright
Aaron Cartwright

New Business

1. Transfer Operating Account Funds to CIM
2. Refuse Compactor
3. HD Forklift
4. Main Panel Park Surge Protector
5. Park Landscaping
6. Magnolia Center Shade Sails
7. AED Replacement – Restroom & Clubhouse or Office
8. Guest Parking Authorization Form
9. Park Improvements – Use of Laundromat Revenue
10. Employee Appreciation
11. Snowbird Applications

Talley Snow
Don Smith
Don Smith
Don Smith
Don Smith
Don Smith
Aaron Cartwright
Aaron Cartwright
Aaron Cartwright / Liz Cuccia
Talley Snow
Aaron Cartwright

Members Comments

Board Member Comments

All Motions

Executive Session

1. Staff
2. Snowbird Applications
3. Bathrooms



Board of Directors

- Charlie Weeks (2021 – 2024) – President
- Mark Schieber (2020 – 2023) – Vice President & Public Relations (Zoom)
- Denise Gagliardi (2021 – 2024) – Secretary (Absent)
- Talley Snow (2022 – 2025) – Treasurer (Absent)
- Darin Batty (2022 – 2025) – Management
- Tom Barcellos (2021 – 2024) – Collections
- John Watkins (2020 – 2023) – Rules and Regulations
- Don Smith (2023 – 2026) – Maintenance
- Charles Nunes (2019 – 2025) – Park Usage

Members Present – 42

Meeting called to order at 9:03am by Charles Weeks.

Flag salute led by Charles Nunes (Locker 257).

President’s Address

- Please silence or turn off all cell phones.
- This meeting is for members. We welcome Non-Members to attend the meetings, but they are not allowed to make any comments or ask any questions.
- This is a volunteer Board. No one is paid for their time. Directors are reimbursed for traveling expenses.
- Members are welcome to participate during the *Member’s Comments* section of the agenda.
- 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.
- Holiday RV Park’s meetings and procedures are governed by its bylaws, CC&Rs and rules.

Committee Reports

Financial Report – Talley Snow (Absent) – John Watkins

Park Accounts	Balance (6/30/23)	Monthly Comparison	June 2023	June 2022	Difference	% Change
Mechanics Bank-Operating	\$66,270.66	Income	\$92,504.34	\$79,864.41	\$12,639.93	9%
Mech. – Laundry	\$21,136.80	Expense	\$76,918.74	\$75,663.86	\$1,254.88	-6%
Mech. – Dues	\$25,935.27	Net Income	\$11,963.15	-\$10,549.90	\$22,513.05	27%
Mech. – Emergency Reserves	\$81,801.92					
Mech. – CIM Reserves	\$5,531.26					

I am happy to report that looking at the budget the board approved this last year, we are actually at about 50% of our budget with everything we have going on with revenue and expenses. The year to date from January to June, around \$158,000 this year versus the \$142,000 last year which is about \$16,000 more this year. Right now, we have about \$165,000 more than last year in our checking and savings account and \$83,000 more than we had in June last month, so we seem to be doing well this summer. At the recommendation of the bookkeeper, I am going to make the motion to move \$20,000 into the Emergency Reserves account so we can continue building that up.

Collections – Tom Barcellos

Currently the open invoices we have total to \$74,987.00 that are due as of June 30th. That is everything that is currently due for the due's accounts. Some of those have been paid in advance and have been paid since the end of June but they will not be recorded until next meeting since they were paid in July.

Of the \$75,000 that is currently due, \$1,538 of that comes from the 3 shares that are currently going through the foreclosure process and make up the outstanding amount we need to watch for.

The bulk of the payments that are coming in have been a mix of credit card payments and checks. Things seem to be going well though and the office staff has been doing a great job staying on top of it.

Management – Darin Batty

Not a whole lot to report on but I have been here for the past two weeks and virtually every day I have had someone stop to tell me what a wonderful job the staff has been doing! The employees and the staff have been working so hard, especially since now we are so busy, and they have been really on top of it.

Second thing is which everyone should know by now but might not know, Kim is back working night's part time with us here at the park which has been great as well and will continue to do so through summer.

Park Use – Charles Nunes

Last year in June of 2022 we had 80.33% park use and the revenue came in at \$129,458.31. In June of 2023 which would be June 1st to June 30th, we had 80.9% park use which was really close and just about the same as last year. We had \$175,046.85 in revenue which is an increase of \$45,588.54 over the last year. So even though the occupancy was around the same, we seem to be making more revenue this year than last year.

I spoke with the park staff this morning and we were fully booked for the 4th of July, and we are looking really good for the coming month. According to the staff, we are fully booked for the next 2 weekends at this time and almost full the 2 weekends after that. During the week, we seem to have some spaces available, but we are still pretty full in the park. And we have had a mix of non-members as well as members that have been staying in the park, which does help with the revenue.

Correspondence / Public Relations – Mark Schieber

I pretty much continue to hear the same things from people through the guest surveys which is they wish the spaces were bigger and not so close in proximity to their neighbors. I also get a lot of positive comments in regard to the staff and how great a job they are doing in the park.

For the most part, we seem to be getting 90% excellent, very good, and good responses and only a small percentage of okay responses. So, it seems the people have spoken, and they are enjoying the park and the great job the staff is doing.

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

Park Maintenance – Don Smith

As many of you probably know, Doug has retired as our night maintenance guy and Kim has been gracious enough to come back and work here part time some nights a week as a secondary job to help out in the afternoons and the evenings. It has been really nice to have someone back who has experience and knows how to do the job especially when backing in the rigs and jumping on the forklift in order to park some of these rigs in the spots. It makes everything a little safer and little easier for everyone.

The sinks in the restrooms are finally being repaired and replaced. The sink in the women's restroom has already been replaced and the one in the men's restroom is due to be replaced sometime next week.

The north pool gate door handle shattered yesterday and so we went ahead and replaced the handle on the gate. Just for future use, if you pull down too hard on the handles, they will break right off so if everyone can be a little more careful with the handles and make sure to open them gently it would be appreciated. The pool light is hanging out at the moment, but it is a sealed component which makes it not a hazard and safe until it is fixed, but the guys are working on that right now and should have it fixed by the end of this weekend. The BBQs were installed and are working great and looking great!

Luke is still working on repairing the pavement out in the park and so you will probably see him with the hammer and the patchwork to repair the road. Once we have the funds in order to redo the pavement, we will go through the park and grind it up and redo the entire park. It is something we will probably start to look at next year. We will have to go out and get bids on asphalt and possibly concrete as well. Until then, maintenance will continue to do the patchwork they have been doing for the past couple of months.

Reply from Darin Batty – I would like to just make a comment on the asphalt because one it is very expensive and two the state of California is changing the chemical compound of the asphalt and it is now not as long lasting as it should be. I think we need to think about that and also look into the possibility of pouring concrete instead.

Reply from Charlie Weeks – Old asphalt is wonderful, but it had chemicals in it that the state of California didn't like and did not want to be used. It has issues with water going through it and it starts to break the asphalt apart and we get into the place we are in now with the road slowly starting to fall apart. It is going to take some time to get a reserve up and be able to get the money together in order to replace it in a way that we don't have to worry about it falling apart and it will be quite expensive. So, we will not be discussing it until next year when we are closer to our goal of funds.

Reply from Tom Barcellos – Also a quick note on the asphalt and the concrete is we do have to pay property taxes on the concrete and not on the asphalt. So that will be a consideration we will explore when deciding on the material we will use to repair the roads while taking into consideration the value and longevity.

Comment from Art Meade (Locker 562) – Is there any way we can do something about the water getting hot in the bathrooms?

Reply from Don Smith – Everything is fine with the equipment in the restrooms. It does take some time for the water to warm up because it is connected to tankless water heaters, and they take a couple minutes to warm up.

Comment from Joelyn Lutz (Locker 369) – Something that we can possibly take into consideration because I use the restrooms every morning, people are slob and women seem to be immensely dirty. Is there any way that the maintenance guys can sweep through in the morning to take a broom to the floor and to restock the paper towels and toilet paper?

Reply from Charles Nunes – I would appreciate it if the people who go into the facilities would clean up after themselves as well. We can send maintenance into the facilities in order to clean them, but the facilities will get dirty within minutes of them cleaning them up. We all just need to take a little consideration for the facilities and the job they are trying to do because we all do it at home and we should really be doing it here too.

Comment from Nancy Houck (Locker 497) – I've noticed that within this building with the backsplash and even on the outside of the building things are starting to crack and I was wondering if we are going to start addressing those issues?

Reply from Darin Batty – Yes, we have noticed that, and it seems to have even gotten a little worse in the last week. It is definitely something we are going to look at and try to reach out to the builder to see what we can get fixed.

Rules and Regulations – John Watkins

Everything is looking good, and everybody seems to be working together to keep the site clean and follow the rules in the park. I think we have eliminated a lot of rules and we may even be eliminating more as time goes on.

Comment from Charles Nunes – I have noticed the staff have been catching people speeding for the past couple of weeks. Everyone needs to make sure they are exceeding the 5 miles per hour speed limit posted in the park.

Comment from Darin Batty – And one big thing I have been noticing while is more of a safety issue and an important safety at that: young children driving golf carts around the park. This is something we should not be allowing our children to do. Please do not allow your children to drive golf carts and if you see it happening, please let the office or staff know so they can make sure to stop the behavior.

Manager's Report – Aaron Cartwright

Just want to thank Frank & Terri Polehonki for the amazing party they threw two weeks ago in order to celebrate her birthday and their wedding anniversary. It was a wonderful time and so much fun, and it brought a lot of people into the park to stay for the weekend in order to attend the party. They are some of the most giving people I know and made sure to give away gifts to people and also had live music and karaoke. That leads into also a lot of other people throughout the park have been having a lot of fun with parties and get-togethers in the last couple of weeks. There were a couple over the 4th of July holiday, and we had a lot of socializing which is great to see!

Something that was really fun to see for me was having Lori Couto in the park with her food truck for the 4th of July. She had a great time, and it was very successful weekend selling ice cream, hot dogs and linguica sandwiches. She would like to try it again and I think it would be great for us as a business because we as a business made \$500 from her being here. We gave up some employee parking which only miffed Abigail a little, but Jenn and I don't have a car, so it didn't really affect us too much and we were able to accommodate Abigail in order to make it work. We are going to invite her back for snowbird day and Labor Day weekend and we are hoping this will work out again very well for everyone.

And on the note of snowbird day, snowbird day is coming up on August 1st. We are going to do the same thing as before where we are going to have everyone line up the morning of between 6:30am and 7:00am in order to turn their applications in. We do not need anyone to stay overnight in order to get the first spot in line because as long as you are in line by 7am, you will be able to turn your application in and be in group 1A.

Also, August 1st is the day that if your membership dues are not paid as members you will be assessed a late fee and lose your privileges in the park which means if you have reservations coming up and you do not pay in a reasonable amount of time, we will cancel them and if you are a monthly or a snowbird then we will ask you to pay in a reasonable amount of time or start the process of having you leave.

It is our busy season and we are definitely keeping busy with our work and with projects that are needing to be completed so if there is something you see that is going on that needs our attention, please do not hesitate to call into the office or come into the office so we may address the issue; it is a big park to cover for a small staff and we don't always see everything.

Comment from Jodi Garges (Locker 602) – If there is an event going on in the park, are we able to come to the office and have the office make a flier for us?

Reply from Aaron Cartwright – Yes, we pay for a service that makes fliers and actually makes the job really easy so please just come and ask us and we would be happy to make it for you in a reasonable amount of time.

Comment from Brenda Critzer (Locker 166) – You have made the transition in this park so easy and really made things positive. You are always very gracious and understanding even with dealing with multiple personalities.

Reply from Charlie Weeks – I agree. He has really stepped into the manager role and the staff has been great as well.

Reportable Actions – Denise Gagliardi (Absent) – Charlie Weeks

None.

Old Business

1. Cable/Internet – Spectrum – Don Smith

Spectrum has been very slow in their response time and getting back to me with contract options. I finally was able to get through to the two people that handle our account and they are supposed to be getting back to me with options for 1-, 3- & 5-year contracts and pricing. In the meantime, I am going to start reaching out to other companies as well because we not stuck with Spectrum since we no longer have a contract with them. We are going to try to reach out to DirectTV & Dish because it is my understanding that the park across the street also uses their services and has way more success with them. Obviously once we get into a contract with a company, our expenses will go down and that's really what we are focused on is making sure we get quality service and cut costs where we can. If we were to sign an agreement or contract that would be longer than a year, we would need to reach out to the membership and get approval in order to move forward with it, so I am hoping to get the information sooner rather than later.

Comment from Monika Harris (Locker 350) – We just switched to AT&T and we have no issues with it whatsoever. Spectrum is just not good even if you get your own service outside of the park's service. They just aren't a good company!

Reply from Don Smith – That is correct, which is why we are reaching out to different companies. If they are a service provider in this area, then they should be able to service the park so that is the plan going forward.

New Business

1. Assembly Bill 1472 – John Watkins

The only thing I really know is that it is a bill that is going to the Senate this week. I don't know a whole lot of details about the bill but there is someone here who does know a lot more about it and that is John Mackenzie who is currently here for the Board Meeting.

Comment from Jon Mackenzie (Locker 856) – I am a board member for CalOHA, and we are an organization that represents over 250 parks in the area including Holiday RV Park. I am part of a team of people who are trying to make sure this bill does not pass. The bill makes it where parks will be prohibited from having guests leave and reregister in order to avoid becoming tenants. It also states that anybody who is in the park will only be allowed to stay for 9 months and they will then be asked to leave for a minimum of 3 months. It was supposed to be voted on for two weeks but was delayed and pushed back to this week coming up. The bill is going to be voted on Tuesday morning and we currently have lobbyist in place to work on it and we feel confident it will not pass because there doesn't seem to be enough support for it to pass. This is statewide bill that will affect all RV parks in the state of California, not just those in the district.

Reply from Charlie Weeks – If the bill was to pass it would definitely have consequences on the snowbirds and monthlies that are currently staying in the park long term and it could definitely possibly affect the park as a whole.

Comment from Debra McCorkle (Locker 578) – So how does this affect the snowbirds and monthlies now? Are we just waiting to see what happens with the bill?

Reply from Tom Barcellos – Even if it passes, it will take at least a year before it goes into effect so as of right now, we aren't going to change anything. They will listen to the constituents more than they will listen to the organizations and parks.

Reply from Darin Batty – The only thing you can do right now is reach out to your local assemblyman. Write to them or call their offices because this is happening this Tuesday so best thing to actually do it call the offices to let them know how you feel.

Reply from John Watkins – The board doesn't feel at this time it is something we need to worry about, but it is something we need to be aware of and definitely follow to see what the outcome will be, so we know what to do going forward. We don't feel like it is something that will pass but we know we have at least a year to figure it out because even if it passes like others have said it won't go into effect for at least a year.

2. Transfer Operating Account Funds to CIM – Charlie Weeks

Discussed during Financial Report.

3. Picnic Table Replacement – Aaron Cartwright

Problem number one is that there are not enough picnic tables to go around to all of the sites in the park so normally if someone needs one then we have to end up stealing one from someone else's site. I don't think that is a long-term solution and I believe every single site should have a table dedicated to that site and if someone does not want one, we can store it in the back until they check out of the site and then put it back. The second issue I then ran into is the current tables we have in the park are not esthetically pleasing and I had a pretty poor experience with one last month. There was a guest that needed a table and because of how heavy they were, Jose asked me to help him move it from another site into this guest's site. When we put it on its side in order to put it on the hand truck, out poured dirty and rusty rainwater and a bunch of bugs came crawling out of the table.

So, that brings me to the options we have as far as replacing the tables and starting to build up to having tables in each one of the sites. I really like the tables the beach club purchased for the park a couple of years ago which are the lifetime table. It would be less work for the maintenance guys to do and less materials to purchase in order to repair and fix the current tables we have. These ones are also foldable and much lighter. The one I have been eyeing is a Lifetime table from Costco and is about \$270 per table but one negative thing is frequently goes out of stock and can only be purchased at Costco. But there are other options out there that vary in price from Lifetime since that seems to be the best brand to go with. It is a plastic top but has a wood grain finish. We can also order from U-Line because we have an account with them so we can just order anytime we want and buy them in bulk.

If the board is in favor of replacing the tables, I think we could come up with a plan where we maybe replace so many units per quarter since we don't have it in the budget to do a large purchase right now and this really isn't an emergency at this time.

Reply from John Watkins – I had the discussion with Aaron the other day and I suggested doing about 15 units a quarter since they are \$300 per unit.

Reply from Tom Barcellos – Just a thought, a folding table is a folding table, and it has divots on it and the way it gets moved around in the park and people also disrespecting them by jumping on them and other actions, how long are they really going to last? This would be my concern and I don't know if these ones in the front are also folding tables or how often they are used but that would be a concern.

Reply from Aaron Cartwright – Yes, the ones up in the front are also folding tables and they are used on a regular basis and seem to be holding together pretty well. The powder coat that is on them is fading away but that is going to happen with any table we put in the outside elements.

Comment from Tom Barcellos – Another thought is if we are going to go ahead and buy in bulk every quarter, we may also want to look at Home Depot and Costco online because normally they will have some sort of payment program or if we have an account with them, we can purchase them and pay them off over time. Also, if we purchased them from Lifetime directly, we would receive a discount on a pallet delivery.

Reply from Aaron Cartwright – Yes that was another one of the options I had done research on because we have an account with them and can order and pay overtime.

Comment from Charlie Weeks – How many tables do you think we would need total?

Reply from Aaron Cartwright – We would need at least 100 tables because there are some monthlies and snowbirds who have their own tables and opt not to use the tables we provide in the park.

Comment from Charlie Weeks – I think we will table this for now and have Aaron do a little more research and find out what is the best value and the best kind of table to get. We need to make sure they will be safe from fire hazards and also from the elements and weather conditions. Once we have more information we can move forward with a decision.

4. Snowbirds/Monthly Agreements – John Watkins

There has been some discussion about the legitimacy of the snowbirds and the monthlies. In the CC&Rs there is nothing that talks about the snowbirds and monthlies because it was the board that created them as a way to help with the income in the park and sustain the park. In the last six years that we have had the snowbirds and monthlies, we have been able to generate \$3,073,167.43 in income from them. Last year, we generated \$553,061.31 alone from the monthlies and snowbirds. While there is a gray area on the snowbirds and monthlies, John Pentecost, who is our lawyer for the park was spent a lot of time looking over the agreements and making sure that everything was legal in every way that they knew. When COVID was shutting down all the parks around us, the county and city allowed us to stay open because of the fact that we were an occupancy park and had the snowbirds and monthlies here to be able to help with the income we could not generate because people were unable to travel.

Comment from Brenda Critzer (Locker 166) – When the county came around and was telling all the RV parks to shut down, they asked us if we had 65% occupancy and of that 65% were the occupants self-contained. The answer to that question was yes and so they allowed us to have 20% more occupancy in our park for essential workers who had to travel and needed places to stay. It is not an issue of residency because everyone who stays in the park long-term holds a different address other than Holiday RV Park. I don't understand why the snowbirds and monthlies are being questioned because we occupy spaces which keep our occupancy numbers up and we sustain the park by having a constant flow of income during the quiet times.

Reply from Tom Barcellos – I would like to add to it and state the CC&Rs do not include anything in regard to the Snowbird or Monthlies and it was the way we decided to operate the business to have extra income.

Reply from Don Smith – Also, we are not saying that we are deciding to eliminate them today. I think this was a discussion that is being had and I believe Mark should probably speak on it because a lot of people on this board are 100% on board with keeping things as are but Mark had questions about the contracts and also monthlies and snowbirds in general.

Reply from Mark Schieber – I don't want this to be a beat-up Mark thing because my compadres are not being 100% accurate to the discussions we have been having and their positions on the subject. I sent an email out last week that said, "to be clear, I am not suggesting that we eliminate anyone". My position is with the AB-1472 bill going on right now, it is going to get rid about the residency in our park. The only thing I had suggested was that we go to a single class reservation system and remove the contract aspect of this. In time, residency within the park will become an issue so I was encouraging the board to look at the option. We are in violation of certain stay and city codes and all I have ever asked anyone to do is to ask them if we are complying and no one is willing to do that, and I am not sure why because if we get the green light then we are covered and if we don't then we need to get it fixed so we are. But at no point have I ever said anyone needs to evacuate, be asked to leave, move, or get out.

Reply from Charlie Weeks – I think part of the reason this has come up is because of the AB-1472 bill that has come to light. We looked at this in a responsible management way and we wanted to look at some options in case this bill was to pass. We didn't want this bill to pass and have it cripple the park and hurt the park. I have never been part of a conversation with anyone on this board stating that any one person wanted to eliminate the people. There was only a discussion about how we can eliminate the contract portion of it and keep having people stay as snowbirds and monthlies. We want to make it where we can still collect the money and we can still make sure everyone enjoys the park and enjoys being here long term but make it into a reservation instead of a contract. The only plus side to having contracts is the park is guaranteed money during that time period but from what I have experienced in the past is if anyone asks to be let out of their contract because of certain reasons, they have been let out without being financially responsible and the park then has to absorb those costs. Why would we want to poke the bear? If we bring this up it may raise flags, but it also may allow us to have a leg to stand on should this become a problem. It could also go the other way and all of a sudden, we have the city of Pismo Beach and county of SLO looking at our park and they will start reacting negatively to us poking the bear. But what I don't want to do is stand by and have no options if this bill ends up going through. It is something we are having conversations about, and I am glad we are having conversations in a public forum so everyone is able to express their concerns and we can come up with options that will work for everyone. I also want to address the rumors that Brenda has brought up that are going around that the board has an agenda and I want to say I can guarantee on the boards side we have had no conversations of us having an agenda to get rid of the snowbirds or the monthlies and we are not promoting that at all from the boards side of things.

Comment from Brenda Critzer (Locker 166) – I would like to respond to that. In April or May, you had mentioned eliminating the titles of monthlies and snowbirds. Did that apply to the AB-1472 bill then because I don't remember hearing anything on that bill then.

Reply from Charlie Weeks – We may have discussed it as we are now, but I did not have an agenda at that time to make any changes. I was just trying to have an open forum and discussion with everyone in regard to making possible changes.

Reply from Brenda Critzer (Locker 166) – I agree with the fact that there needs to be a plan in place because we are still paying the principle on these beautiful buildings that we just built. But we keep hearing all of these conversations about adjusting in the park and I guess I am just trying to figure out what we are trying to adjust because everything is working, and we are making money enough to have reserves going and we are paying back the loans; we just had a glowing report on the financials unless we aren't reading the financials correctly. I don't understand if everything is working why we would want to change things unless the bill actually makes us change things and it hasn't even passed yet. I believe discussions can be had to come up with ideas for what to do in case it does pass but to put anything in motion is silly since we do operate a profitable park the way it is.

Comment from John Watkins – I am a snowbird and my concern is I would save a lot of money if I were to just pull my rig in and out of the park, but I choose to pay \$740 a month whether I am here or not. The other thing I haven't heard is what we would charge if we went to just a view like Mark said which is to just pull in and rent a spot. I could use my time and then start paying. The monthlies have all sold down to one share because they only needed one share in order to be a monthly and are unable to use their free time while being a monthly in the park. How is it fair to them that they will only have 42 days and then have to start paying a nightly rate which will increase every year? My concern is pretty soon we aren't going to have anyone in the park and what will that do to us financially?

Reply from Charles Nunes – I also feel the share values will plummet as well because the dues and the rates would need to go up in order to compensate for the money loss we would have with the long-term people moving out of the park and we would need the park to sustain with inflation every year.

Comment from Monika Harris (Locker 350) – And the budget is going to need to be spot on because you can't spend more than you are making.

Reply from John Watkins – That is correct. The budget presented this year was spot on and we are at 50% of the budget just like we planned on with being 6 months into the year. How are we going to develop a budget next year because if we get rid of the long-term we won't know what the income will be and it is going to make it chaos for the office to have to worry about things like their spending and making sure they get people in to make money that will hopefully cover the daily expenses.

Reply from Tom Barcellos – I would like to point something out here as well. When we were starting with the architect on this project to redo the facilities, everything had to go through the city and the county so they know exactly what is going on because it is their job to know what is going on. When there were issues with the plumbing out here and the water system, we had clay pipe in the ground which they didn't like too much. Basically, we were supposed to pull all the clay pipe out and replace all of it but instead they only worried about what was under the new facilities and let us replace only that section. If we make these changes in the park, we pay a certain amount in the bedroom tax that the taxes will go down but that will also alert the city because now they aren't making money off of us. The city doesn't want to mess with us because we make them money and give them money off of the people staying in our park. They don't call us to ask questions because as long as they get the money they are happy with us. You let sleeping dogs lie and you don't poke the bear and leave everything alone and as is.

Comment from Domingos Silva (Locker 160) – Aaron I have a question for you in regard to this matter. Mark made a comment about squatters being able to stay in our park long-term and we can't force them to leave and I am wondering if I come in off the street and I am going to make a reservation for 6 days and I pay for those 6 days, do I sign some kind of contract or agreement? I mean when those 6 days end, by law you have to get them out of the park, correct? I don't understand why Mark is saying that person can continue staying if we don't have a reservation or agreement that they can extend their time in the park.

Reply from Aaron Cartwright – It depends greatly on what legislators do. The intention and spirit of the law they are trying to pass is for folks that are trying to live out of their RV especially in Southern and Northern California will not be expected to leave every couple of weeks or months in order for the business to prevent any guest from becoming a resident in their park. This law is trying to deter that from happening and is more protecting the people that are trying to live out of their RVs unless our policy says otherwise. The current occupancy law states you can pay the business for a site and stay at that site for as long as allowed as long as you are following the rules and paying for the site. I was explaining this to Mark that if somebody is on the up and up and they didn't want to pay for a 3 month stay, there are about 5 conditions in which I could ask them to leave after a certain point. If it under a certain point, it's a lot less such as have you paid us, are you being a nuisance or threat to anyone I can immediately ask you to leave. Otherwise, it is very delicate and makes it harder the longer they stay in the park; the amount of time they stay in the park decides how we handle the situations.

Reply from Darin Batty – This bill was originally written for one park in a certain county and the state decided we are going to mess things up and start applying it to everyone. We really just need to see where it falls and where it lands before we start making any drastic changes in the park. I don't think we need to throw the baby out with the bath water just yet. I understand planning ahead but there are too many unanswered questions that we need to wait to see if they are answered before making a decision.

Reply from Charlie Weeks – I think it is something we keep on the agenda and continue to talk about as things unfold in the next month. It is something I feel we do need to keep an eye on and need to pay attention to it so we don't have anything occur that we are unprepared for. I don't think this is something that will kill the park but I believe it is something that could cripple the park if it did go in the state's favor. We need to have open minds and keep this in the back of minds so we aren't scrambling to figure out what to do.

Comment from Debra McCorkle (Locker 126) – Don't we have an attorney that can check on these types of things for us? And how would it affect us if we were monthlies and snowbirds? Does the bill only affect houses and apartments?

Reply from Aaron Cartwright – This bill is strictly for RV Parks. I am not sure exactly how the bill is going to directly affect us as a park but something we do as a business for the last couple of years if we have all long-term guests sign a storage agreement that states we will store someone's trailer for two days for the purposes of them not becoming a resident in our park. If we continued to have anyone do that, we would be fined \$500 if this bill were to pass and as the law is written currently. We used to move trailers within the park as well and the storage agreement was a way to make it convenient for the business and the tenants but now they are saying anything like that is creating a violation which we could be fined for.

Reply from John Mackenzie (Locker 856) – I believe our attorney is the one who came up with the storage agreement in order for us to stay legal with the current law. He works with many different parks in the area and knows exactly what he is doing. We aren't doing anything wrong currently based on the current laws but if the laws change then we are going to have to change with them.

Comment from Mark Schieber – Just to be clear, I have listened to all of the board members over the years and we all seem to have this idea of how this is supposed to go and we based that off of the attorney saying this and the state being cool with everything and not bothering us. The only thing I have ever asked of the board is for us to verify the information because they CC&Rs clearly state we are not a residents park; the same CC&Rs that 875 shareholders agreed to. We're creating subcontracts within our business. All I have ever asked is if we are so correct and verified in what we are doing, let's get documentation from the city, county and state that says we are okay. And that is all I have ever said to do. And I never said to get rid of anybody and extended stays all together. I have only said to get rid of the contracts and find a way to still have a rate in which people can have extended stays in the park instead of locking people into contracts and possibly causing the park to have issues that we don't need. I don't need anyone to twist my words and try to put words in my mouth that I didn't say. I simply am saying let's get right and be done with this subject and get things corrected.

Reply from Charles Nunes – The attorney has already taken care of that Mark and has made sure we are currently doing things correctly and within the guidelines of the county, state and city.

Reply from Mark Schieber – Okay if we are correct and verified, then we have done our due diligence and we can be done with this subject and move onto the next hurdle we need to cover. All I needed was to know we were taking the correct steps and doing what needed to be done so we didn't get in trouble.

Comment from Jon Mackenzie (Locker 856) – I thought at one point when Mary Halberg and I were on the board that she had gone and asked the county some questions about occupancy.

Reply from Mary Halberg (Locker 470) – No that was a different issue that you and Terry Redwine wanted me to look into. You and Terry wanted me to talk to the county about opening the pool up in the mornings but not letting guests use it. The city controller said they would never look into our park but that we couldn't do that because it was discrimination so it was either opened to everyone or no one. But he said because we are a privately owned park they would never look into our park.

Comment from Joelyn Lutz (Locker 369) – I would like to make a suggestion that maybe we have the park's attorney come and talk to the membership or attend a board meeting so he could answer some of the questions we have on this law and how it will affect the membership as well as maybe talk to the board in order to give some guidance on the direction the board should go.

Reply from Charlie Weeks – We are currently not in the process of making any changes on it. This was just a chance to have an open discussion on what the board has been talking about and to come up with some options in case the bill actually passes and we have to start taking action. It was just informational for everyone and a way to see what others feel but also make sure they are aware of changes that could be happening so they can also prepare themselves. This is the reason Jon is standing here now helping with information and Aaron has a wealth of information as well as many of the board members have also started gathering information as well. We have already discussed this with the lawyer and if things progress we will continue to have conversations with him. The lawyer is on our side and is making sure to keep himself informed on everything that is happening so he can be prepared as well for what may come. This was a good conversation and I am glad everyone was able to express their feelings and share information with each other.

Comment from John Watkins – So just to be clear so we are all on the same page and everyone can hear it from us, this snowbird season is going to go just as normal and we are going to have everyone apply on August 1st and we will have everyone sign their contracts if they are approved, correct? Do we need to make a motion on that or are we just going to continue with how things have been?

Reply from Charlie Weeks – Nothing has changed at this time and we are going to run business as normal so there is no reason to make a motion on anything. Once we know the outcome of the vote on Tuesday, we can start planning for changes that may happen next year after the snowbird season if needed.

Reply from Darin Batty – That is correct. No changes at this time, everything will stay as it is.

Comment from Charlie Weeks – I just want to say thank you again to Jon for coming to the meeting and answering questions as well as giving information to everyone.

Member's Comments

Andrea Gregory (Locker 718) – I know that Aaron goes around and looks at all the sites but I have noticed a very large amount of weeds in the sites around the park. Is that something you look at when you go around and look at the sites because they are really high and not like they are little bitty weeds? Is that part of the letter that is sent out to the space owners?

Reply from Aaron Cartwright – Pretty much anytime in the park's history that I've ever done it or previous managers have done it, it's always weeds or little cobwebs and it is anytime I would look. So, with a lot of these people, it would mean I would be issuing a notice every month which would make it where people would need to make a special trip over to the park just to pull their weeds. As a business practice we have decided to do it a couple times a year where I will reach out and ask people to pull their weeds and clean up any cobwebs in their sites.

Comment from Andrea Gregory – Okay because it doesn't look like the pulling is happening. It is definitely an aesthetics thing and can go a long way with making our park not look clean or aesthetically pleasing. I can imagine people would not want to come into a park where it looks like things are not being taken care of because there are weeds everywhere in the sites and around the park.

Reply from Aaron Cartwright – In a lot of cases it has, but I can also tell the difference between when it has been pulled and when new weeds are coming in. It is a constant chore that needs to be done and that each member is responsible for in their site. I can do site checks and they have pulled them but then when I check again in a couple months I have to remind them again to do it again. We also run into the problem where some campers believe maintenance should be cleaning all of the sites and the park has their own position that believes the camper should be doing it. We understand if someone has a health issue in which they cannot come over to pull the weeds or they are unable to do the task and we are willing to work with those people in order to have maintenance pull some weeds when time allows.

Reply from Charlie Weeks – We will keep an eye on it and make sure when time allows the maintenance guys will focus on the sites that are not long-term and have them clean those up to make sure they are well kept.

Comment from Brenda Critzer (Locker 166) – As a neighbor, I know that both Dale and I have pulled other people's weeds because they aren't there as often and we want to help the maintenance out during the summer because this staff is busy during the summertime and doesn't have time always to clean sites up. Weeds are growing like crazy this year because we got so much rain and it really just fertilized it so much so maybe we can just help out as well since maintenance is so busy during the summer.

Kim Reimer (Locker 328) – I have a question regarding how we have been doing since the snowbirds were cut back a month in our contract this last season by ending the snowbird season in April instead of in May. How did we do financially in May? Did we do good in May by cutting that time out or do we need to add the month back in so we make up the income?

Reply from Darin Batty – We have about a \$12,500 increase this year over last year by making the snowbird season shorter. It equals out to a 9% increase in revenue so we don't see a reason to go back to having the snowbird season be 8 months again instead of 7 months.

Reply from Kim Reimer (Locker 328) – That's great to hear. The rumor mill in the park was just going so in order to put a stop to the rumors I thought I would ask the source instead. The rumor was that owners were using their free time in the park in May which meant we didn't make as much money as in past years.

Reply from Tom Barcellos – The reason for the change was because schools were closing so much earlier and we were seeing an increase in calls for people requesting to come in sooner. So, we decided to shorten the snowbird season so those that didn't want to use their time over summer would leave the park and it would open up more spaces for other members and the general public to come in. It has definitely worked out and benefited the park.

Meredith Oates (Locker 091) – My comment is in regard to the refrigerator here in the clubhouse and the ice maker. I noticed there isn't anything to get the ice out of the bucket. People are putting their hands in the bucket to get the ice out and that just isn't healthy. There is no scoop or anything so I think we should just bring back the old ice machine like we used to have.

Reply from Charlie Weeks – I looked at that with you this morning and I agree we need to have a scoop or something in for the public to use instead of people just reaching into the bucket with their hands. I am going to ask Aaron to take a look at that.

Reply from Aaron Cartwright – I can say if we do get a scoop for the ice, we cannot leave it in the freezer because otherwise the health department will come in and give us a fine. But I can definitely look into some options of having a scoop on the outside of the refrigerator or some options for ice distribution.

Albert Polehonki (Locker 152) – When we first started coming here a couple years ago, I noticed there used to be an AED Machine on the side of the bathrooms and buildings for heart attacks and stuff like that. Do we still have one of those in the office or in the park at all?

Reply from Aaron Cartwright – We do still have some available but the lifetime on the battery is not so good so it is definitely something we need to probably get replaced.

Reply from Albert Polehonki (Locker 152) – Okay because I am retired from the Police Department and it is one of the things we were actually trained on; they are very simple to operate and it could really save someone's life if it was available. It does give you enough time in case someone does have an issue with their heart so you are able to get the Fire Department or Ambulance here. The training is pretty easy and I am sure the Fire Department would be more than happy to come out and do some training with everyone as well.

Reply from Darin Batty – Aaron and I were actually discussing that the last couple of days. We want to change out the old systems we currently have and replace them with the new up to date systems. We are going to reach out to the vendors and get different pricing and availability so we can get them replaced sooner rather than later.

Mary Jo Sawyer (Locker 531) – I have a question for Aaron; when you give out the rules and regulations to the people that are coming in, is there a list of dog rules that also can be given out as well? I noticed over the 4th of July holiday there were a lot of people with their dogs in the park and they were leaving them outside unattended, barking constantly overnight and not picking up after them and I noticed also in the dog run people will let their dogs go to the bathroom and then just leave it in there for someone else to clean up.

Reply from Aaron Cartwright – It is tricky because we have a limited amount of room on our check in packets but there is a section that specifically states the rules in regard to pets. In the brochure, there is a section for general rules such as the quiet hours and then right below those is an entire section of pet rules so when we check them in we make sure to turn that exact page and point them out to them.

Nancy Houck (Locker 063) – Just a comment, with the new reservation guidelines going from 3 months to 6 months, how does that seem to be going?

Reply from Aaron Cartwright – It has been largely positive with the membership actually.

Comment from Nancy Houck (Locker 063) – So, you guys are able to predict with the holidays coming up and everything how full we will be and what it looks like booking wise?

Reply from Aaron Cartwright – Yes, we are actually getting members calling in for end of the year which makes us already a quarter of the way full and we are also getting general public customers asking about September now which we are able to book and we aren't having to tell them they need to call back. It is definitely more productive and the quiet times where we used to have to tell people to call back we are actually able to book them and so we are seeing that change in the park being fuller in the September and October months now.

Board Member's Comments

None.

Meeting adjourned at 10:45am.

Respectfully Submitted,

Denise Gagliardi
Board of Directors – Secretary

Cc

Jennifer Del Monte
Senior Reservation Agent

Guest Survey Comments from June 2023

- My only complaint is not policing the parking issue strictly enough. Sunday pulling out, the spot next to me had the rear of their car sticking out 6' past their camp spot as did the spot across from me. Not a huge deal just makes pulling out tough.
- Thank you!
- Very disappointed in the jacuzzi rules. One of the nights there were 13 people on the jacuzzi and 6 of them were from Pismo Coast Village. I paid to have access to these facilities and I could not even sit in there. I believe more supervision of pool area is needed.
- Wonderful stay and experience. Thank you!
- The office staff as well as the maintenance staff were very helpful and I will definitely recommend the faculty to family and friends.
- As always, the Park staff were pleasant and helpful. One thing I've noticed and I don't know if the park can do anything about it but the trash dumpsters fill up quickly. It would be helpful if trash could be picked up more often. Thanks.
- Excellent restrooms! Very clean pool! Compliments 👍
- I had an issue with our site coming in. Jennifer and staff went out of their way to accommodate and were very professional and pleasant. Maintenance staff was awesome too. Will definitely be back. New pool area is stellar. Thank you 😊
- Wonderful staff. Very friendly and helpful.
- I think if you put the lots on angles it would make it much easier to back in or out of the spots. Wider spots would be great too. It's extremely narrow and the neighbors across the street are close too which makes it nearly impossible to move your camper unless the forklift guys are working.
- The RV spaces could be a little bigger.
- Staff was very friendly and very helpful. Areas are kept very clean and our kids loved the heated pool 😊
- Was great to stay. Really do wish the spots were just a little bit wider. Good thing we didn't hang around RV like we normally do. Still a great place and would highly recommend it.
- We are very worried about the speed of cars traveling through the park. It is nearly impossible to read the painted 5 MPH on the road. When people are speeding it does not seem to be being addressed. As owners of the park this is extra concerning as this could become a huge liability should any sort of accident occur. With small children and busy streets, slow moving vehicles is the best way to keep everyone safe. The space numbers are all very faded too. However, as always, the maintenance guys are always so helpful and work so hard! The office personal is always great too!
- Everyone was so helpful and kind. The place looks beautiful and the staff is great! This is our go to place on our way to San Diego. A few blocks from the beach we love Holiday RV!
- I was told by maintenance staff I could not use my long board to take trash out or make trips back to the trailer (very far away) but I was allowed to use a bike, roller skates or any other device. I understand the not wanting kids hanging out and grinding rails and kick flipping off park benches. But rules not applied fairly or logically breeds rebellion.
- We love our piece of Heaven here. The staff is great, maintenance excels as well. Aaron great manager.
- Kevin I think was his name or Ken was super nice and helpful.
- Just too crowded and sites are small. Otherwise, we had a good experience. Thanks!
- The women's restroom needs to be cleaned more regularly.
- We enjoyed our time and appreciated the staff moving our trailer in and out of the very tight spaces.
- The restrooms needed to be cleaned more frequently. They didn't get cleaned daily. Hand towels and toilet paper ran low. Trash cans were full in the restrooms. There is a sign to report problems but no info of how to contact maintenance after hours.
- People let their dogs pee and poop in the empty RV spots instead of the dog run.

All Motions

Darin Batty made a motion to approve the minutes of the June 2023 meeting, seconded by John Watkins.

Roll Call: Tom Barcellos, Darin Batty, Denise Gagliardi (Absent), Charles Nunes, Mark Schieber, Don Smith, Talley Snow (Absent), John Watkins and Charlie Weeks.

Darin Batty made a motion to approve paying the bills and payroll, seconded by Don Smith.

Roll Call: Tom Barcellos, Darin Batty, Denise Gagliardi (Absent), Charles Nunes, Mark Schieber, Don Smith, Talley Snow (Absent), John Watkins and Charlie Weeks.

John Watkins made a motion to move \$20,000.00 from operating account to CIM account, seconded by Charles Nunes.

Roll Call: Tom Barcellos, Darin Batty, Denise Gagliardi (Absent), Charles Nunes, Mark Schieber, Don Smith, Talley Snow (Absent), John Watkins and Charlie Weeks.

Charles Nunes made a motion to adjourn to executive session, seconded by John Watkins.

Roll Call: Tom Barcellos, Darin Batty, Denise Gagliardi (Absent), Charles Nunes, Mark Schieber, Don Smith, Talley Snow (Absent), John Watkins and Charlie Weeks.

Holiday RV Park Profit & Loss Prev Year Comparison July 2023

	Jul 23	Jul 22	\$ Change
Ordinary Income/Expense			
Income			
Non TOT Taxable Revenue			
7200 · Members Dues	52,165.35	29,186.00	22,979.35
7212 · Late Checkout	430.00	60.00	370.00
7214 · Weekly Rent-No Tax	9,832.40	2,320.00	7,512.40
7220 · Monthly - Members	26,528.36	22,446.53	4,081.83
7242 · Member Daily - Non taxable	29,357.00	31,397.70	-2,040.70
7245 · Mobile Home Rental Income	1,000.00	529.27	470.73
7295 · Washer & Dryer	5,826.06	2,966.00	2,860.06
7310 · Parking Fee	640.00	0.00	640.00
7320 · Water Commission	53.75	32.51	21.24
7800 · Transfer Fee Income	-189.00	50.00	-239.00
7994 · Late Fee on Dues	28.30	0.00	28.30
Total Non TOT Taxable Revenue	125,672.22	88,988.01	36,684.21
TOT Taxable Revenue			
7210 · Non-Member Daily	65,593.13	71,729.50	-6,136.37
Total TOT Taxable Revenue	65,593.13	71,729.50	-6,136.37
7620 · Escapee- 15% Discounts	-1,337.02	-870.96	-466.06
7640 · FMCA/Camp CA - 10% Discounts	-1,829.40	-544.00	-1,285.40
7650 · Military/LE Discount - 15%	-940.57	-732.00	-208.57
7660 · Long Weekend Discount	-1,161.60	-41.00	-1,120.60
Total Income	185,996.76	158,529.55	27,467.21
Gross Profit	185,996.76	158,529.55	27,467.21
Expense			
Business Promotional Costs			
8050 · Advertising Expense	135.00	0.00	135.00
9055 · Website Expense	50.00	435.60	-385.60
Total Business Promotional Costs	185.00	435.60	-250.60
Computer IT Dept			
9056 · Software	284.19	89.49	194.70
9062 · IT Service Labor	2,385.49	1,664.72	720.77
Total Computer IT Dept	2,669.68	1,754.21	915.47
Meetings & Events			
9092 · Monthly Meeting Expenses	244.73	324.75	-80.02
9093 · Staff Meeting Expense	0.00	40.70	-40.70
9650 · Travel (Not Meals)	36.55	0.00	36.55
Total Meetings & Events	281.28	365.45	-84.17
Professional Fees			
9120 · Accounting & Auditing	2,500.00	1,550.00	950.00
9130 · Legal Fees	0.00	3,060.00	-3,060.00
9170 · Directors Expense	1,289.30	1,842.50	-553.20
Total Professional Fees	3,789.30	6,452.50	-2,663.20
8149 · Auto Expense	0.00	259.20	-259.20
8201 · Bank Fees & Charges			
8240 · Credit Card Processing Costs	2,590.75	2,173.54	417.21
8250 · Bank Charges	0.00	25.00	-25.00
8201 · Bank Fees & Charges - Other	25.00	144.02	-119.02
Total 8201 · Bank Fees & Charges	2,615.75	2,342.56	273.19
8600 · Utilities			
8260 · Cable Television (Park)	5,078.54	4,751.50	327.04
8650 · Garbage	2,665.34	2,718.79	-53.45
8660 · Gas	0.00	2,878.62	-2,878.62

Holiday RV Park Profit & Loss Prev Year Comparison July 2023

	Jul 23	Jul 22	\$ Change
8670 · Water & Sewer	5,400.85	4,562.98	837.87
8680 · Electric	13,932.97	15,168.46	-1,235.49
9600 · Telephone & Internet	267.96	33.00	234.96
9602 · Internet	0.00	139.98	-139.98
Total 8600 · Utilities	27,345.66	30,253.33	-2,907.67
8700 · Insurance Expense			
8702 · Insurance - General Liability	4,562.79	2,951.30	1,611.49
8770 · Insurance - Employee Health	1,371.74	2,165.80	-794.06
8772 · Insurance - Employee Vision	329.45	341.36	-11.91
Total 8700 · Insurance Expense	6,263.98	5,458.46	805.52
9001 · Payroll			
9060 · Payroll Tax	1,925.07	1,935.41	-10.34
9075 · Payroll Service Fees	706.00	663.06	42.94
9350 · Salary & Wages	22,879.09	23,326.13	-447.04
9352 · Hiring Expenses	0.00	644.00	-644.00
Total 9001 · Payroll	25,510.16	26,568.60	-1,058.44
9002 · Repairs & Maintenance			
8152 · Golf Carts	0.00	295.00	-295.00
9003 · Pest Control Services	190.00	95.00	95.00
9020 · Pool/Spa Regular Maintenance	1,158.57	321.28	837.29
9022 · Laundry	21.52	0.00	21.52
9025 · Magnolia Center	1,937.35	0.00	1,937.35
9030 · General	485.14	1,319.53	-834.39
9032 · Electrical	130.05	0.00	130.05
9033 · Plumbing	665.00	4,691.00	-4,026.00
Total 9002 · Repairs & Maintenance	4,587.63	6,721.81	-2,134.18
9050 · Office Expenses			
9037 · Timeclock Machine & Software	24.00	48.00	-24.00
9052 · Office Supplies	1,221.97	618.66	603.31
9059 · Printing, Copy Expenses	308.06	383.48	-75.42
9071 · Customer Amenities	0.00	215.55	-215.55
9100 · Postage & Delivery	0.00	39.49	-39.49
Total 9050 · Office Expenses	1,554.03	1,305.18	248.85
9370 · Supplies			
9023 · Janitorial Supplies	480.07	1,259.64	-779.57
9026 · Park & Grounds Supplies	1,081.21	273.95	807.26
9371 · Clubhouse Supplies	1,294.30	510.73	783.57
Total 9370 · Supplies	2,855.58	2,044.32	811.26
9400 · Safety & Security			
9401 · Fire Prevention	0.00	195.00	-195.00
Total 9400 · Safety & Security	0.00	195.00	-195.00
Total Expense	77,658.05	84,156.22	-6,498.17
Net Ordinary Income	108,338.71	74,373.33	33,965.38
Other Income/Expense			
Other Income			
9870 · Interest Income	7.24	1.32	5.92
9890 · Other Income	500.00	0.00	500.00
Total Other Income	507.24	1.32	505.92
Other Expense			
9820 · Foreclosure Expenses	226.49	0.00	226.49
9911 · Garnishment Payable	0.00	0.00	0.00

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Cash Basis

Holiday RV Park
Profit & Loss Prev Year Comparison
July 2023

	<u>Jul 23</u>	<u>Jul 22</u>	<u>\$ Change</u>
9922 · Interest Expense	3,114.81	3,806.53	-691.72
Total Other Expense	3,341.30	3,806.53	-465.23
Net Other Income	-2,834.06	-3,805.21	971.15
Net Income	<u>105,504.65</u>	<u>70,568.12</u>	<u>34,936.53</u>

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

	Jul 31, 23	Jul 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	130,455.35	82,874.40	47,580.95
1060 · Mechanics-Laundry Room - 7211	30,480.65	5,454.62	25,026.03
1063 · Mechanics- Dues Account - 6422	75,399.27	45,123.77	30,275.50
Total 1001 · Cash Accounts	237,835.27	134,952.79	102,882.48
1065 · Reserves			
1070 · Mechanics Emergency Reserves	101,810.99	6,884.17	94,926.82
1075 · Mechanics CIM Reserves	25,914.71	90,509.93	-64,595.22
Total 1065 · Reserves	127,725.70	97,394.10	30,331.60
Total Checking/Savings	365,560.97	232,346.89	133,214.08
Accounts Receivable			
11000 · Accounts Receivable	-13,480.82	-1,291.20	-12,189.62
Total Accounts Receivable	-13,480.82	-1,291.20	-12,189.62
Other Current Assets			
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 Income Taxes	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	69,721.48	63,097.10	6,624.38
Total Current Assets	421,801.63	294,152.79	127,648.84
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	42,375.50	0.00
Electrical Upgrades - Other	919.42	919.42	0.00
Total Electrical Upgrades	325,366.78	325,366.78	0.00
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	16,309.65	0.00
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

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

	Jul 31, 23	Jul 31, 22	\$ Change
Total 4039 · Improvements	384,057.69	384,057.69	0.00
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
4053 · Pool Construction	84,636.00	84,636.00	0.00
4054 · Pool Furniture	5,064.20	5,064.20	0.00
4055 · Pool Re-Wiring	1,291.00	1,291.00	0.00
4056 · Pool Heaters	15,090.00	15,090.00	0.00
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	139,599.24	0.00
4058 · Submersible Pump (2)	41,985.44	25,116.84	16,868.60
4059 · Buildings			
4021 · Pre Construction 2020 - 10/31	18,777.48	18,777.48	0.00
4022 · Portable Restrooms and Showers	17,440.00	17,440.00	0.00
4051 · CIP	1,710,869.91	1,624,970.90	85,899.01
4059 · Buildings - Other	122,802.00	122,802.00	0.00
Total 4059 · Buildings	1,869,889.39	1,783,990.38	85,899.01
4070 · Laundry Facility	98,880.26	86,637.83	12,242.43
4080 · Equipment			
4081 · Laptop	1,800.71	1,800.71	0.00
4082 · Office Equipment	4,060.21	2,155.10	1,905.11
4080 · Equipment - Other	43,335.43	43,335.43	0.00
Total 4080 · Equipment	49,196.35	47,291.24	1,905.11
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 - Vehicles	-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	2,203,597.06	2,088,181.91	115,415.15
Other Assets			
4500 · Unrealized Gain/Loss Investment	-772.85	-772.85	0.00
4510 · Suspense	12,750.00	0.00	12,750.00
Total Other Assets	11,977.15	-772.85	12,750.00
TOTAL ASSETS	2,637,375.84	2,381,561.85	255,813.99
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			

7:45 AM

08/08/23

Cash Basis

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

	Jul 31, 23	Jul 31, 22	\$ Change
Accounts Payable			
20000 · Accounts Payable	3,270.06	-0.01	3,270.07
Total Accounts Payable	3,270.06	-0.01	3,270.07
Credit Cards			
Bank of America- 0282 Julie	0.00	12,553.40	-12,553.40
Home Depot - 3600	-283.37	0.00	-283.37
Mechanics Bank CC	5,017.00	0.00	5,017.00
Total Credit Cards	4,733.63	12,553.40	-7,819.77
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
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	333,128.53	409,280.20	-76,151.67
5040 · Gift Certificate Payable	-157.50	-157.50	0.00
5170 · T.O.T. Payable	-4,146.90	-2,389.38	-1,757.52
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	27.05	0.00	27.05
Total Other Current Liabilities	371,483.77	449,365.91	-77,882.14
Total Current Liabilities	379,487.46	461,919.30	-82,431.84
Total Liabilities	379,487.46	461,919.30	-82,431.84
Equity			
6800 · Capital Contributions	32,300.00	32,300.00	0.00
6900 · Retained Earnings	1,957,470.15	1,674,426.02	283,044.13
Net Income	268,118.23	212,916.53	55,201.70
Total Equity	2,257,888.38	1,919,642.55	338,245.83
TOTAL LIABILITIES & EQUITY	2,637,375.84	2,381,561.85	255,813.99

Holiday RV Park
Occupancy By Site Type
From 01 Jul 2023 To 31 Jul 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	1135	74	37.66	93.88	3,600.00	0.00	45,526.55	45,526.55	40.11	40.11	7.37	0.00	293
Back-in 33ft Site (30/50 Amp)	Days	43	1332	1	1240	92	29.10	93.09	1,953.60	0.00	38,767.11	38,767.11	31.26	31.26	7.05	0.00	335.5
Back-in 36ft Site (30 Amp)	Days	8	248	0	235	13	20.65	94.76	215.60	0.00	5,120.87	5,120.87	21.79	21.79	7.34	0.00	64
Back-in 36ft Site (30/50 Amp)	Days	47	1453	4	1404	49	23.62	96.63	3,146.00	0.00	34,315.32	34,315.32	24.44	24.44	9.89	0.00	292
Narrow Back-in Site (No Slides - 30 Amp)	Days	15	463	2	337	126	66.13	72.79	1,914.00	0.00	30,616.11	30,616.11	90.85	90.85	3.34	0.00	212.5
700s Oversized Back-in Site (30/50 Amp)	Days	4	124	0	115	9	23.36	92.74	39.60	0.00	2,896.71	2,896.71	25.19	25.19	7.67	0.00	35
Pull-Thru (30/50 Amp)	Days	15	465	0	145	320	9.23	31.18	167.20	0.00	4,292.01	4,292.01	29.60	29.60	5.00	0.00	60
Monthly	Days	39	1209	0	1209	0	20.41	100.00	0.00	0.00	24,675.00	24,675.00	20.41	20.41	31.00	0.00	78
Grand Total:		210	6503	7	5820	683	28.63	89.50	11,036.00	0.00	186,209.68	186,209.68	31.99	31.99	8.46	0.00	1370

Holiday RV Park
Occupancy By Site Type
 From 01 Jul 2022 To 31 Jul 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	1040	169	33.89	86.02	565.75	0.00	40,967.00	40,967.00	39.39	39.39	6.08	0.00	324.5
Back-in 33ft Site (30/50 Amp)	Days	42	1302	0	1110	192	36.00	85.25	969.75	0.00	46,869.33	46,869.33	42.22	42.22	5.94	0.00	369.5
Back-in 36ft Site (30 Amp)	Days	8	248	0	235	13	22.14	94.76	60.00	0.00	5,491.42	5,491.42	23.37	23.37	8.39	0.00	56
Back-in 36ft Site (30/50 Amp)	Days	48	1488	0	1450	38	18.78	97.45	500.00	0.00	27,951.26	27,951.26	19.28	19.28	10.21	0.00	294
Narrow Back-in Site (No Slides - 30 Amp)	Days	15	464	1	291	173	56.27	62.72	1,012.00	0.00	26,107.16	26,107.16	89.72	89.72	3.99	0.00	154
700s Oversized Back-in Site (30/50 Amp)	Days	4	124	0	101	23	39.97	81.45	160.00	0.00	4,956.40	4,956.40	49.07	49.07	4.39	0.00	46
Pull-Thru (30/50 Amp)	Days	15	465	0	111	354	20.85	23.87	43.50	0.00	9,696.78	9,696.78	87.36	87.36	5.05	0.00	45
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:		210	6509	1	5547	962	28.17	85.22	3,311.00	0.00	183,372.35	183,372.35	33.06	33.06	8.10	0.00	1367

Holiday RV Park
Occupancy By Rate
From 01 Jul 2023 To 31 Jul 2023

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Board Meeting	3	6503	21	0.36	0.32	40.00	40.00	0.02
Member Daily (No Charge)	309	6503	3250	55.84	49.98	80.00	80.00	0.04
Member Rate (Prime)	25	6503	337	5.79	5.18	26,098.97	26,098.97	14.02
Monthly	40	6503	1240	21.31	19.07	25,305.00	25,305.00	13.59
Non-Member	279	6503	912	15.67	14.02	134,125.71	134,125.71	72.03
Parking	32	6503	60	1.03	0.92	560.00	560.00	0.30
Grand Total:	688	6503	5820	100.00	89.50	186,209.68	186,209.68	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.

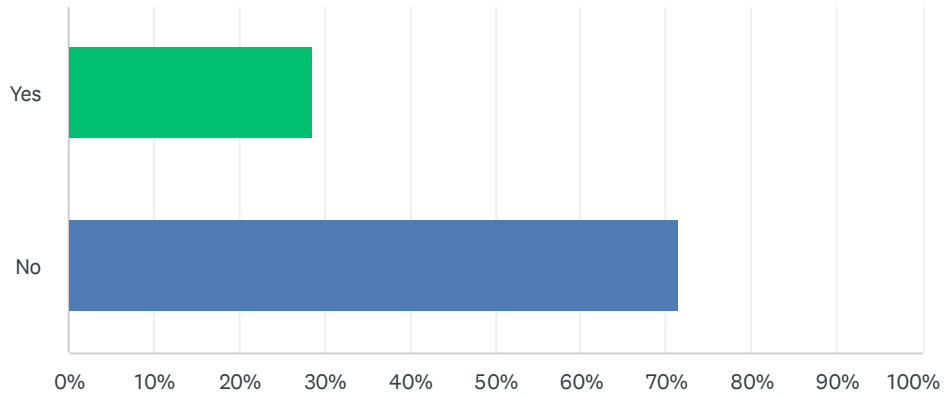
Holiday RV Park
Occupancy By Rate
From 01 Jul 2022 To 31 Jul 2022

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	0.05	0.05	0.00	0.00	0.00
Member Daily (No Charge)	286	6509	2874	51.81	44.15	0.00	0.00	0.00
Member Rate - Pull-Thru (Prime)	0	6509	0	0.00	0.00	4,010.16	4,010.16	2.19
Member Rate (Non-Prime)	0	6509	0	0.00	0.00	287.28	287.28	0.16
Member Rate (Prime)	34	6509	496	8.94	7.62	30,708.60	30,708.60	16.75
Monthly	40	6509	1240	22.35	19.05	21,843.53	21,843.53	11.91
Non-Member	322	6509	929	16.75	14.27	126,522.78	126,522.78	69.00
Parking	2	6509	5	0.09	0.08	0.00	0.00	0.00
Grand Total:	685	6509	5547	100.00	85.22	183,372.35	183,372.35	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?

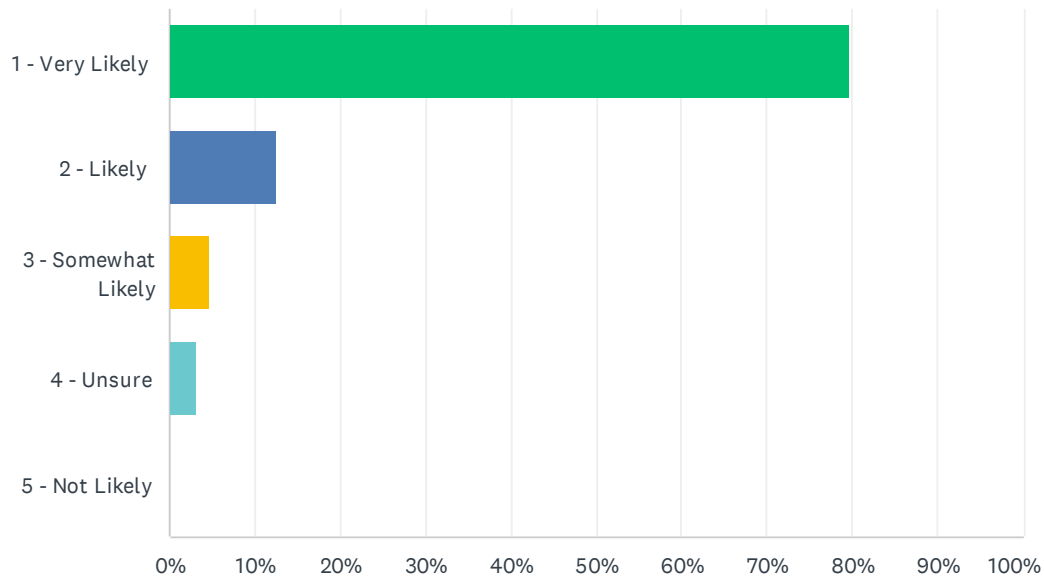
Answered: 63 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	28.57%	18
No	71.43%	45
TOTAL		63

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

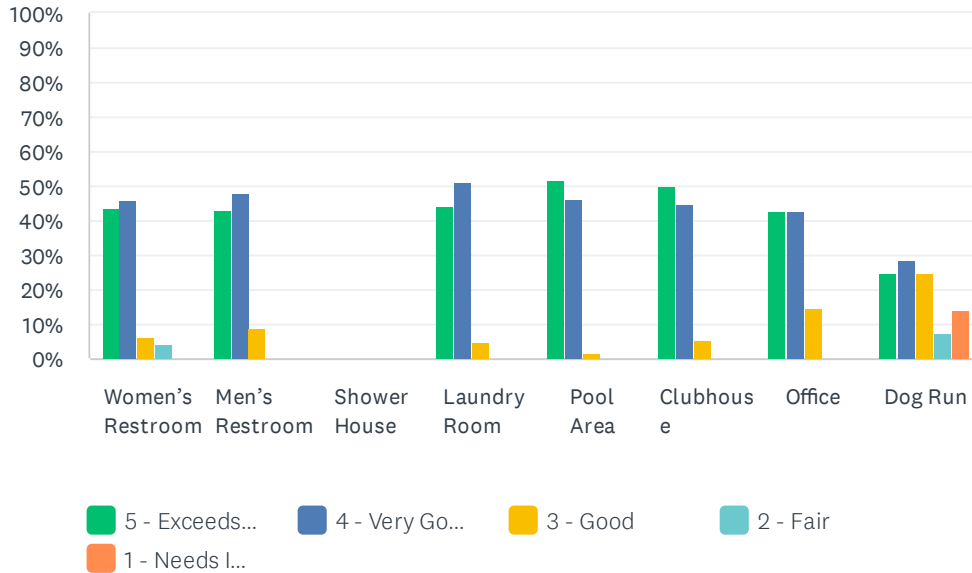
Answered: 64 Skipped: 0



ANSWER CHOICES	RESPONSES	
1 - Very Likely	79.69%	51
2 - Likely	12.50%	8
3 - Somewhat Likely	4.69%	3
4 - Unsure	3.13%	2
5 - Not Likely	0.00%	0
TOTAL		64

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

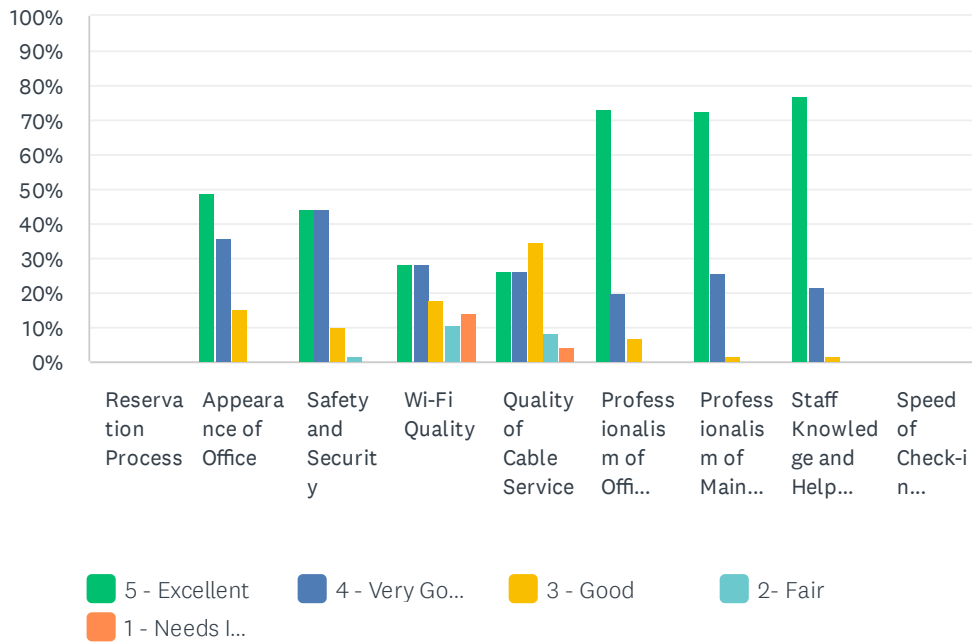
Answered: 58 Skipped: 6



	5 - EXCEEDS EXPECTATIONS	4 - VERY GOOD	3 - GOOD	2 - FAIR	1 - NEEDS IMPROVEMENT	TOTAL	WEIGHTED AVERAGE
Women's Restroom	43.48% 20	45.65% 21	6.52% 3	4.35% 2	0.00% 0	46	1.72
Men's Restroom	43.18% 19	47.73% 21	9.09% 4	0.00% 0	0.00% 0	44	1.66
Shower House	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0	0.00
Laundry Room	44.19% 19	51.16% 22	4.65% 2	0.00% 0	0.00% 0	43	1.60
Pool Area	51.79% 29	46.43% 26	1.79% 1	0.00% 0	0.00% 0	56	1.50
Clubhouse	50.00% 19	44.74% 17	5.26% 2	0.00% 0	0.00% 0	38	1.55
Office	42.59% 23	42.59% 23	14.81% 8	0.00% 0	0.00% 0	54	1.72
Dog Run	25.00% 7	28.57% 8	25.00% 7	7.14% 2	14.29% 4	28	2.57

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

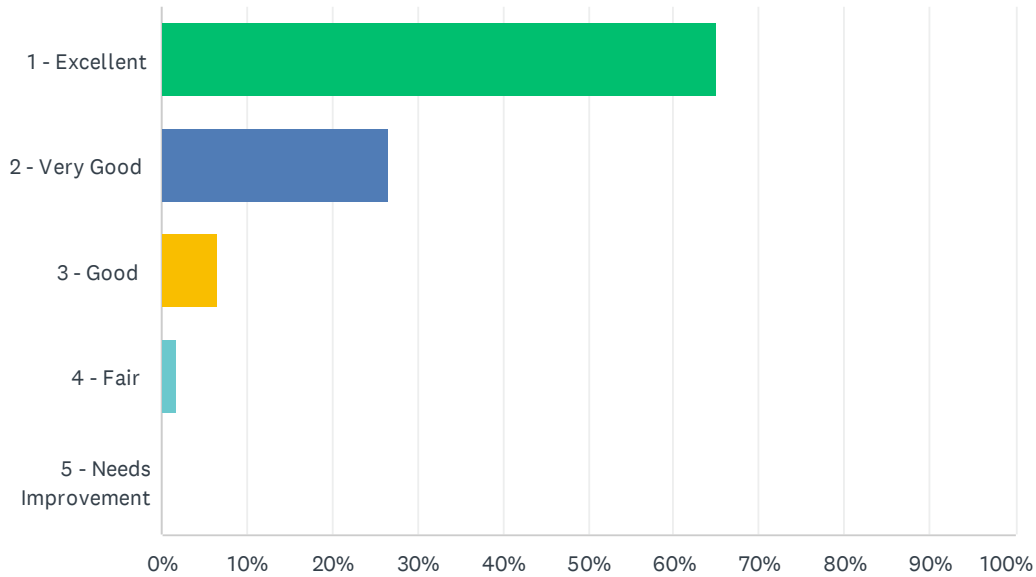
Answered: 60 Skipped: 4



	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	49.15% 29	35.59% 21	15.25% 9	0.00% 0	0.00% 0	59	1.66
Safety and Security	44.07% 26	44.07% 26	10.17% 6	1.69% 1	0.00% 0	59	1.69
Wi-Fi Quality	28.57% 16	28.57% 16	17.86% 10	10.71% 6	14.29% 8	56	2.54
Quality of Cable Service	26.53% 13	26.53% 13	34.69% 17	8.16% 4	4.08% 2	49	2.37
Professionalism of Office Staff	73.33% 44	20.00% 12	6.67% 4	0.00% 0	0.00% 0	60	1.33
Professionalism of Maintenance Staff	72.41% 42	25.86% 15	1.72% 1	0.00% 0	0.00% 0	58	1.29
Staff Knowledge and Helpfulness	76.67% 46	21.67% 13	1.67% 1	0.00% 0	0.00% 0	60	1.25
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: 60 Skipped: 4



ANSWER CHOICES	RESPONSES	
1 - Excellent	65.00%	39
2 - Very Good	26.67%	16
3 - Good	6.67%	4
4 - Fair	1.67%	1
5 - Needs Improvement	0.00%	0
TOTAL		60

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: 23 Skipped: 41

#	RESPONSES	DATE
1	My only complaint is not policing the parking issue strictly enough. Sunday pulling out, the spot next to me had the rear of their car sticking out 6 feet past their camp spot as did the spot across from me. Not a huge deal just makes pulling out tough.	7/31/2023 9:29 PM
2	Thank you	7/31/2023 5:54 PM
3	Very disappointed in the jacuzzi rules. One of the night there were 13 people on the jacuzzi and 6 of them were from Pismo Coast village. I paid to have access to these facilities and I could not even sit in there. I believe more supervision of pool area is needed	7/30/2023 5:07 PM
4	Wonderful stay and experience. Thank you	7/30/2023 2:27 PM
5	The office staff as well as the maintenance staff were very helpful and I will definitely recommend the faculty to family and friends.	7/29/2023 5:25 PM
6	As always, the Park staff were pleasant and helpful. One thing I've noticed and I don't know if the Park can do anything about it but the trash dumpsters fill up quickly. It would be helpful if trash could be picked up more often. Thanks	7/29/2023 9:18 AM
7	Excellent restrooms! Very clean pool! Compliments 👍	7/28/2023 11:11 AM
8	Had an issue with our site coming in. Jennifer and staff went out of their way to accommodate and were very professional and pleasant. Maintenance staff was awesome too. Will definitely be back. New pool area is stellar. Thank you 😊	7/27/2023 9:22 AM
9	Wonderful staff. Very friendly and helpful.	7/26/2023 6:02 PM
10	I think if you put the lots on angles it would make it much easier to back in or out of the spots. Wider spots would be great too. It's extremely narrow and the the neighbors across the street are close too, which makes it near impossible to move your camper unless the fork lift guys are working.	7/25/2023 11:30 PM
11	The RV spaces could be a little bigger.	7/25/2023 12:53 PM
12	Staff was very friendly and very helpful. Areas are kept very clean and our kids loved the heated pool 😊	7/22/2023 8:16 PM
13	Was great to stay. Really do wish the spots were just a little bit wider. Good thing we didn't hang around rv like we normally do. Still a great place and would highly recommend.	7/22/2023 3:03 PM
14	We are very worried about the speed of cars traveling through the park. It is nearly impossible to read the painted 5 MPH on the road. When people are speeding it does not seem to be being addressed. As owners of the park this is extra concerning as this could become a huge liability should an any sort of accident occur. With small children and busy streets, slow moving vehicles is the best way to keep everyone safe. The space numbers are all very faded too. However, as always, the maintenance guys are always so helpful and work so hard! The office personal is always great too.	7/22/2023 11:28 AM
15	Everyone was so helpful and kind. The place looks beautiful and the staff is great! This is our go to place on our way to San Diego. A few blocks from the beach we love Holiday RV!	7/22/2023 9:01 AM
16	I was told my maintenance staff that I could not use my long board to take trash out or make trips back to the trailer (very far away) but I was allowed to use a bike, roller skates or any other device. I understand the not wanting kids hanging out and grinding rails and kick flipping off park benches. But rules not applied fairly or logically breeds rebellion. Feel free to contact me if you wish 661-232-8361.	7/21/2023 8:20 PM

17	We love our piece of Heaven here. The staff is great, maintenance excels as well. Aaron great manager.	7/19/2023 10:53 AM
18	Kevin I think was his name or Ken he was super nice and helpful	7/18/2023 7:22 PM
19	Just too crowded and sites are small. Otherwise we had a good experience. Thanks!	7/17/2023 3:07 PM
20	The women's restroom needs to be cleaned more regularly.	7/16/2023 8:42 AM
21	We enjoyed our time and appreciated the staff moving our trailer in and out of the very tight spaces.	7/14/2023 5:31 PM
22	The restrooms needed to be cleaned more frequently. They didn't get cleaned daily. Hand towels and toilet paper ran low. Trash cans were full in the restrooms. There is a sign to report problems but no info of how to contact maintenance after hours	7/14/2023 2:10 PM
23	People let their dogs pee and poop in the empty RV spots instead of the dog run.	7/7/2023 7:32 PM

AMENDED IN ASSEMBLY APRIL 20, 2023
AMENDED IN ASSEMBLY APRIL 10, 2023

CALIFORNIA LEGISLATURE— 2023–2024 REGULAR SESSION

ASSEMBLY BILL

NO. 1472

Introduced by Assembly Member Alvarez

February 17, 2023

~~An act to add and repeal Section 799.47 of the Civil Code, relating to recreational vehicle parks.~~ *An act to add Section 799.47 to the Civil Code, relating to recreational vehicle parks.*

LEGISLATIVE COUNSEL'S DIGEST

AB 1472, as amended, Alvarez. ~~City of Imperial Beach: recreational vehicle parks: rent caps.~~ *Recreational vehicle parks: registration requirements.*

Existing law, the Recreational Vehicle Park Occupancy Law, prescribes various terms and conditions applicable to recreational vehicle park tenancies.

The bill would prohibit a person from requiring an occupant, tenant, or resident, as defined, in a recreational vehicle park to reregister if the purpose of the reregistration requirement is to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident, and would make a person who violates these provisions liable for a civil penalty of \$500, as specified.

~~Existing law, the Recreational Vehicle Park Occupancy Law, prescribes various terms and conditions applicable to recreational vehicle park tenancies.~~

~~Existing law, the Mobilehome Residency Law, prescribes various terms and conditions of tenancies to mobilehome parks. Existing law, until January 1, 2030, prohibits the management of a qualified mobilehome park, as defined, from increasing the gross rental rate for a tenancy for a mobilehome space by more than 3% plus the percentage change in the cost of living, as defined, or by 5% of the lowest gross rental rate charged at any time during the immediately preceding 12 months, whichever is lower. Existing law prohibits management of a qualified mobilehome park from increasing the gross rental rate for a tenancy in more than 2 increments over a 12-month period, after the tenant maintains a tenancy over a 12-month period.~~

~~This bill would add provisions similar to the ones described above to the Recreational Vehicle Park Occupancy Law, applicable to qualified recreational vehicle parks. The bill would prohibit a person from requiring an occupant, tenant, or resident, as defined, in a qualified recreational vehicle park to reregister if the purpose of the reregistration requirement is to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident, and would make a person who violates these provisions liable for a civil penalty of \$500, as specified. The bill would define “qualified recreational vehicle park” as a recreational vehicle park located within the City of Imperial Beach. The bill would repeal these provisions on January 1, 2030.~~

~~This bill would make legislative findings and declarations as to the necessity of a special statute for the City of~~

Digest Key

Vote: majority Appropriation: no Fiscal Committee: no Local Program: no

Bill Text

THE PEOPLE OF THE STATE OF CALIFORNIA DO ENACT AS FOLLOWS:

SECTION 1. Section 799.47 is added to the Civil Code, immediately following Section 799.46, to read:

799.47. (a) A person shall not require an occupant, tenant, or resident in a recreational vehicle park to reregister if the purpose of the reregistration requirement is to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident.

(b) A person who violates subdivision (a) shall be liable for a civil penalty of five hundred dollars (\$500).

(c) In an action brought pursuant to this section, if it is established by a preponderance of the evidence that an occupant, tenant, or resident was required to reregister, there shall be a rebuttable presumption that the purpose of that requirement was to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident.

(d) In an action brought pursuant to this section, the court shall award reasonable attorney's fees and costs to the prevailing party.

(e) For the purposes of this section, notwithstanding Section 799.32, "resident" means a tenant who has occupied a lot in a park for at least 9 months in a 12-month period.

~~SECTION 1. Section 799.47 is added to the Civil Code, to read:~~

~~799.47.(a)(1) Subject to subdivision (b), management shall not, over the course of any 12-month period, increase the gross rental rate for a tenancy in a qualified recreational vehicle park by more than 3 percent plus the percentage change in the cost of living, or by 5 percent, whichever is lower, of the lowest gross rental rate charged for a tenancy at any time during the 12 months prior to the effective date of the increase.~~

~~(2) If the same resident maintains a tenancy over any 12-month period, the gross rental rate for the tenancy shall not be increased in more than two increments over that 12-month period, subject to the other restrictions of this subdivision governing gross rental rate increases.~~

~~(b) For a new tenancy in which no resident from the prior tenancy remains in lawful possession of the recreational vehicle lot in the same recreational vehicle park, management may establish the initial rental rate not subject to subdivision (a), unless the applicable local agency or jurisdiction has adopted an ordinance, rule, regulation, or initiative measure that limits the allowable rental rate for a new tenancy, in which case that ordinance, rule, regulation, or initiative measure shall apply. Subdivision (a) shall be applicable to subsequent increases after that initial rental rate has been established, except as otherwise provided in this section.~~

~~(c)(1) A person shall not require an occupant, tenant, or resident in a qualified recreational vehicle park to reregister if the purpose of the reregistration requirement is to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident.~~

~~(2) A person who violates paragraph (1) shall be liable for a civil penalty of five hundred dollars (\$500).~~

~~(3) In an action brought pursuant to this subdivision, if it is established by a preponderance of the evidence that an occupant, tenant, or resident was required to reregister, there shall be a rebuttable presumption that the purpose of that requirement was to prevent the occupant, tenant, or resident from gaining or maintaining status as a resident.~~

~~(4) In an action brought pursuant to this subdivision, the court shall award reasonable attorney's fees and costs to the prevailing party.~~

~~(d) A local governing body may establish inspection, reporting, or recordkeeping requirements to ensure compliance with this section.~~

~~(e) For the purposes of this section:~~

~~(1)(A) "Percentage change in the cost of living" means the percentage change in the Consumer Price Index for All Urban Consumers for All Items for the San Diego-Carlsbad metropolitan area covering the County of San Diego, or any successor metropolitan area index to that index, and computed pursuant to subparagraph (B).~~

~~(B)(i) For rent increases that take effect before August 1 of any calendar year, the following shall apply:~~

~~(I) The percentage change shall be the percentage change in the amount published for April of the immediately preceding calendar year and April of the year before that.~~

~~(II) If there is not an amount published in April for the applicable geographic area, the percentage change shall be the percentage change in the amount published for March of the immediately preceding calendar year and March of the year before that.~~

~~(ii) For rent increases that take effect on or after August 1 of any calendar year, the following shall apply:~~

~~(I) The percentage change shall be the percentage change in the amount published for April of that calendar year and April of the immediately preceding calendar year.~~

~~(II) If there is not an amount published in April for the applicable geographic area, the percentage change shall be the percentage change in the amount published for March of that calendar year and March of the immediately preceding calendar year.~~

~~(iii) The percentage change shall be rounded to the nearest one-tenth of 1 percent.~~

~~(2) "Qualified recreational vehicle park" means a recreational vehicle park, as defined in Section 799.30, that is located within the City of Imperial Beach.~~

~~(3) Notwithstanding Section 799.32, "resident" means a tenant who has occupied a lot in a park for at least 9 months in a 12-month period.~~

~~(f) This section shall remain in effect only until January 1, 2030, and as of that date is repealed.~~

~~SEC. 2. The Legislature finds and declares that a special statute is necessary and that a general statute cannot be made applicable within the meaning of Section 16 of Article IV of the California Constitution because of the unique impact of rising rents in recreational vehicle parks in the City of Imperial Beach as compared to neighboring cities.~~



[Enlarge & Video](#)

DELUXE FOLDING PICNIC TABLE

Stores easily when the snow flies. Three-season seating.

- Folds to 4" thickness for convenient storage and transport.
- Sturdy polyethylene with powder-coated steel frame.
- UV-protected, weather and rust resistant.
- [Umbrellas and Bases](#) available.



DELUXE FOLDING PICNIC TABLE

Brown Tan

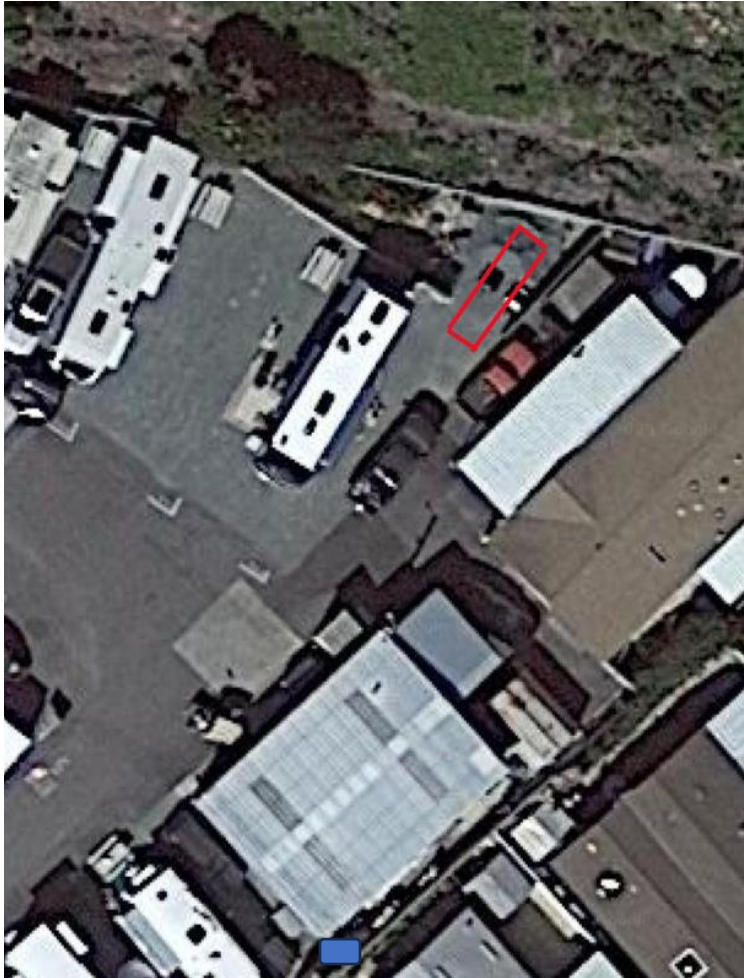
MODEL NO.	DESCRIPTION	SIZE L x W x H	WT. (LBS.)	PRICE EACH		ADD TO CART
				1	3+	
H-5164	6' Folding	72 x 57 x 29"	100	\$370	\$350	Specify Color

SHIPS UNASSEMBLED VIA MOTOR FREIGHT

Holiday RV Park Compactor Project

Compactor Placement Location: (Red Rectangle)

The transformer that would provide power is located at the southwest corner of the maintenance shop. Represented by blue square at the bottom of the picture.



Cost to Dump Compactor:

South County Sanitary Quote: (30YD Self-Contained Compactor)

- \$220 per hour
- Time starts when they arrive on site
- 1.5 hours turnaround time average
- \$71 per ton (full container is about 6 tons)

Resource Equipment Co.

A *DYRON* Corporation
 p.o. box 2695
 chino, ca 91708-2695
 phone (909) 597-2868
 fax (909) 597-5299

Recycling Systems & Waste Handling Equipment
Balers - Compactors - Conveyors - Shredders
 SALES - SERVICE - PARTS

COST BENEFIT ANALYSIS

Holiday RV Park (Pismo Beach, CA)
Based On Billings from South County Sanitary SVC, Inc
(6) 3YD Dumpsters Hauled 2x a Week

Present System (With Out Trash Compactor)

A. Cubic Yards

1. Number of Containers Being Used.
2. Container Size (3 cubic yards).
3. Number Each Container Dumped Per Week
4. 52 Weeks in a Year.
5. Total Loose Cubic Yards Yearly

	6
	<hr/>
x	3
	<hr/>
x	2
	<hr/>
x	52
	<hr/>
=	1,872
	<hr/> <hr/>

B. Cost

1. Number of Containers (see A-1).
2. Number of Containers Dumped Per Week (see A-3).
3. Cost of Dumping Per Container.
4. 52 Weeks in a Year.
5. Total Loose Dumping Cost Per Year

	6
	<hr/>
x	12
	<hr/>
x	363.49
	<hr/>
x	52
	<hr/>
=	\$26,223.00
	<hr/> <hr/>

With Trash Compactor

C. Cubic Yards

1. Total Loose Cubic Yards (see A-5).
2. Compaction Ratio - 6:1
3. Total Compacted Cubic Yards.
4. Compaction Container Size (Standard Size 30 Cubic Yard Capacity).
5. Total Compacted Containers Yearly.
6. 12 Months in a Year.
7. Total Compacted Containers Dumped Per Month.

	1,872
	<hr/>
÷	6
	<hr/>
=	312
	<hr/>
÷	30
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=	10.4
	<hr/>
÷	12
	<hr/>
=	0.87
	<hr/> <hr/>

CI. Cost

1. Total Compacted Containers Yearly (see C-5).
2. Cost of Dumping Compaction Container (Ave. Container = 6 Tons).
3. Total Compacted Dumping Cost Per Year.

	10.4
	<hr/>
x	\$756.00
	<hr/>
=	\$7,862.00
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First Year Savings:

- Loose Dumping Cost (see B-5).
 Compacted Dumping Cost (see D-3).

	\$26,223.00
	<hr/>
-	\$7,862.00
	<hr/>

Approximate First Year Savings.

=	\$18,361.00
	<hr/> <hr/>



Recycling Systems & Waste Handling Equipment

Balers - Compactors - Conveyors - Shredders
Sales - Services - Parts - Baling Wire

P.O. Box 2695
Chino, CA 91708
888-732-2537

Est. Ship Date	Date	Quote #
6 - 8 Weeks	04/28/2023	205992

Bill To	Ship To	Project
Mr. Aaron Cartwright Holiday RV Park 100 S. Dolliver St. Pismo, CA 93449	Mr. Aaron Cartwright Holiday RV Park 100 S. Dolliver St. Pismo, CA 93449	Holiday RV Park Trash Compactor
		FOB
		Factory
		Terms
		30% Down - 60% Prior to Ship - Net 10 Days
		Sales Rep
Email	aaron@holidayrvpark.org	Mike De La Cruz

Description	Unit Price	Qty	Tx	Amount
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Wastequip Self-Contained Compactor Model #265XP-30 Serial #NA 2.0 Cubic Yard Capacity Charge Hopper Clear Top Feed Opening = 60" wide x 40" Long • 2.00 Cu. Yd	\$33,822.00	1	X	\$33,822.00
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Unit Includes:

- Key Operated Controls-Keys Removable in "Off" Position Only
- Multi Cycle Timer
- Pressure Gauge Mounted to Power Unit
- Full Container Light
- Guardian Power Unit Controller
- Low Temp Oil Sender
- 208 / 230 / 460 - 3 Phase Tri-Volt Option
- Oil Reservoir 24 Gallons W/ Oil Level & Temperature Sight Gauge
- Hydraulically Operated Lid**
- Rear Feed Hopper - Designed to Work with Integrated Cart Dumper

Ground Fed - Integral Rear Feed Container Lifter Model #NA Serial #NA	\$12,817.00	1	X	\$12,817.00
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Hydraulic Lid (Optional) Model #NA Serial #NA To cover the hopper when not in use and reduce odors escaping to attract critters.	\$2,766.00	1	X	\$2,766.00
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80% Full - Advanced Warning Light (Optional)	\$520.00	1	X	\$520.00
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Pressure Gauge on Power Unit - Color Coded (Optional)	\$243.00	1	X	\$243.00
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Full Channel Guides (Optional) Prevents concrete damage and reduces hauler error	\$3,810.00	1	X	\$3,810.00
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Description	Unit Price	Qty	Tx	Amount
Freight for WQ Compactors (Estimate)	\$3,200.00	1		\$3,200.00
Placement, Installation, Start-Up & Safety Training (Estimate)	\$2,200.00	1		\$2,200.00

*If needed, quote will be revised when site survey has been completed.
 *Additional \$400 will be added to invoice if full channel guides are purchased
 *Customer to provide 12K to 15K forklift.
(If customer is unable to provide a forklift, Resource Equipment will provide it and add the rental cost to invoice)

- Units come completely pre-wired and include all controls and starters.
- All reconditioned equipment 90 day parts and labor warranty.
- Reconditioned equipment specifications may vary.
- Electrical connections done by others.
- Quoted Price are good for 15 Days
- Subject to applicable taxes.

We collect sales tax for California customers only, all out of state customers should report sales tax on purchases as local use tax to your states taxing authority.

APPROVED _____
Signature

_____ Date _____ PO#

265XP PRECISION SERIES SELF-CONTAINED COMPACTOR



**Introducing the first ever
Precision Series self-contained
compactor that's designed and
engineered for performance**

GUARDIAN CONTROL SYSTEM

- » Automatic maintenance tracking
- » Superior 24 volt controls and NEMA 4 rated enclosure

LARGEST ACCESS OPENING FOR MAINTENANCE / SERVICE

- » Easy to inspect and access cylinders and hoses

PRECISION GUIDED RAM

- » Glides smoothly above floor on UHMW guides
- » Ram penetrates 7" into container to minimize spring-back

LONGEST STANDARD WARRANTY

- » 5-year structural warranty

Patent Pending

IDEAL FOR:

Supermarkets



Malls



Hospitals



Restaurants



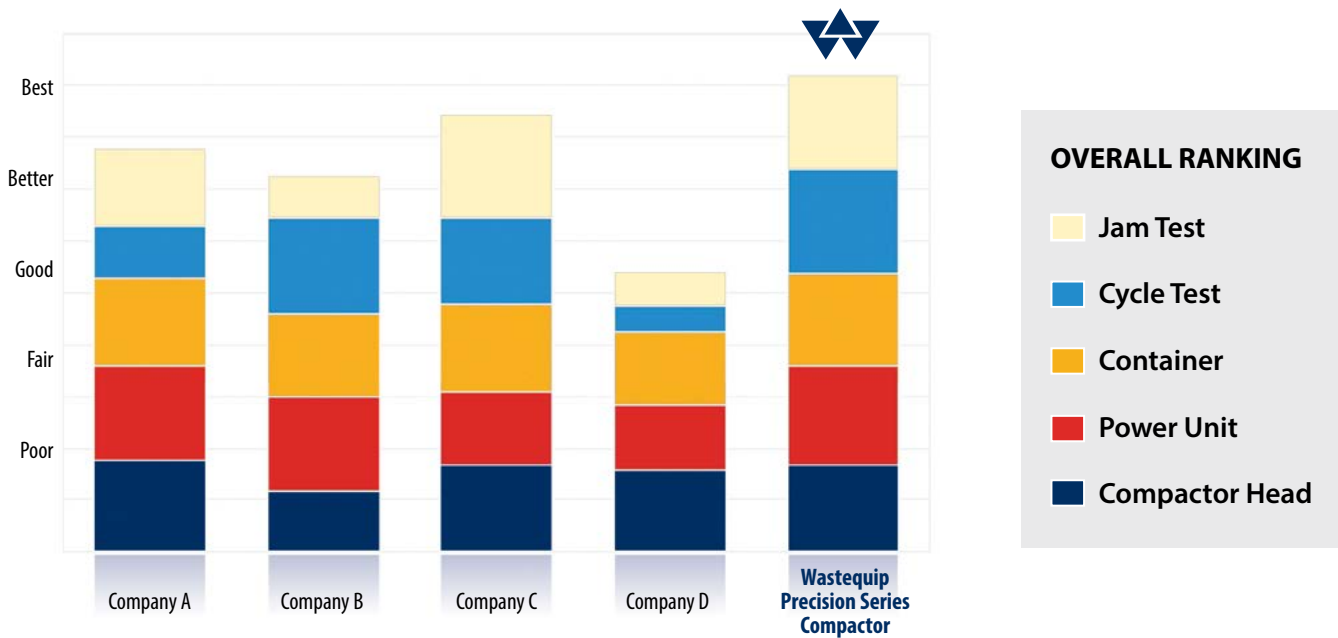
Office Buildings



Retail Establishments



BEST-IN-CLASS BENCHMARK TESTING



TESTING CRITERIA

COMPACTOR HEAD

Ram base, face, floor plate, ram travel, and sidewall

POWER UNIT

Oil reservoir, pressure switch or transducer, directional valve, pump size and PLC

CONTAINER

Capacity, door sheet, side wall, door seal, hinge system and shipping height

JAM TEST

Flex/twist, ram rack and damage

CYCLE TEST

Operation, wear and reliability

FEATURING OUR GUARDIAN CONTROL SYSTEM

Value-Added Standard Features	Wastequip Guardian Control	Competitor A	Competitor B
Power unit runs any brand compactor	✓		
Automatic maintenance alerts	✓		
NEMA 4 rated control panel	✓		
Push button start	✓		
Low Temperature Oil	✓		✓
Pack-out override	✓		
Watch dog timer	✓	✓	
24 volt controls	✓		✓
Programmable logic controller	✓	✓	✓
Multi-cycle timer	✓	✓	✓
Full light	✓	✓	



PRECISION GUIDED RAM

5
YEAR
Structural Warranty

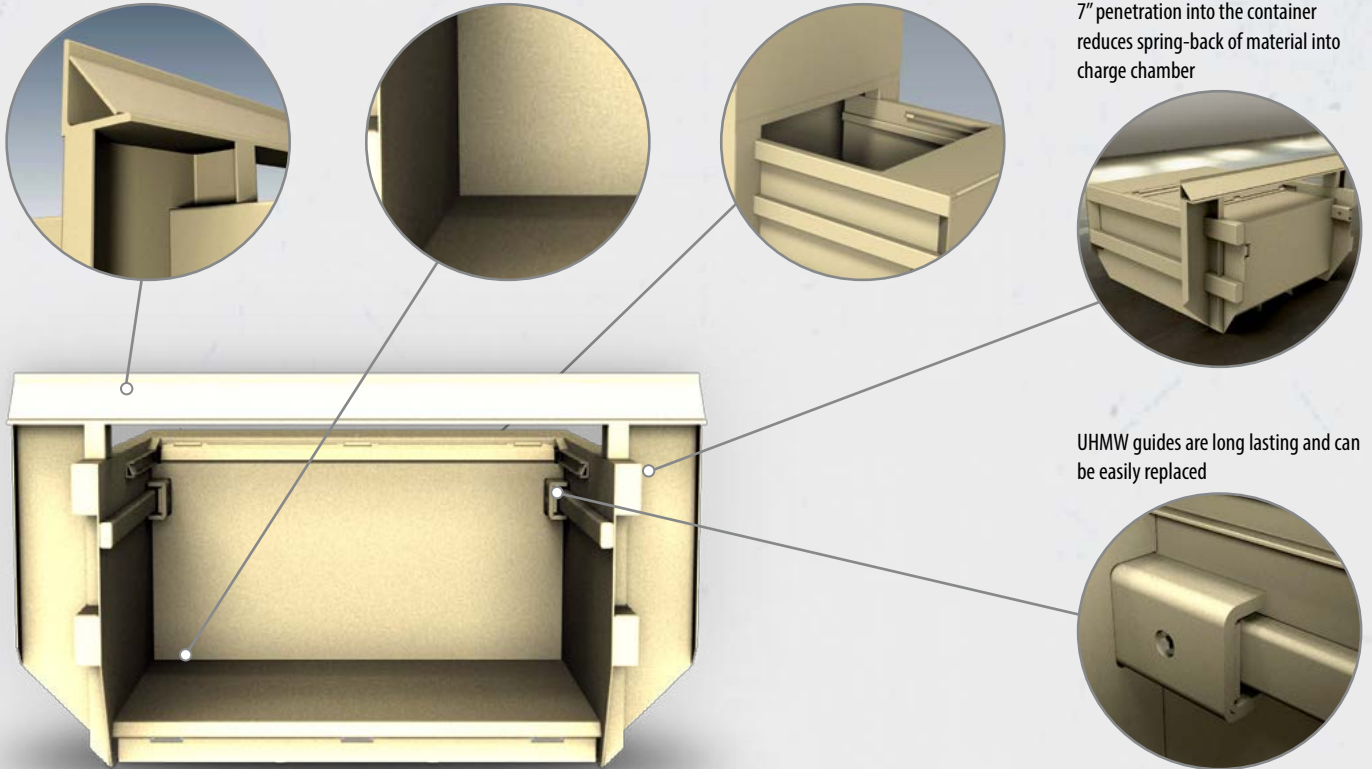
Breaker bar is engineered for increased strength and is designed for additional structural support.

Ram is suspended above chamber floor and glides on near frictionless UHMW guides.

Large 40" X 60" clear top opening is WASTEC rated at 1.48 cubic yards

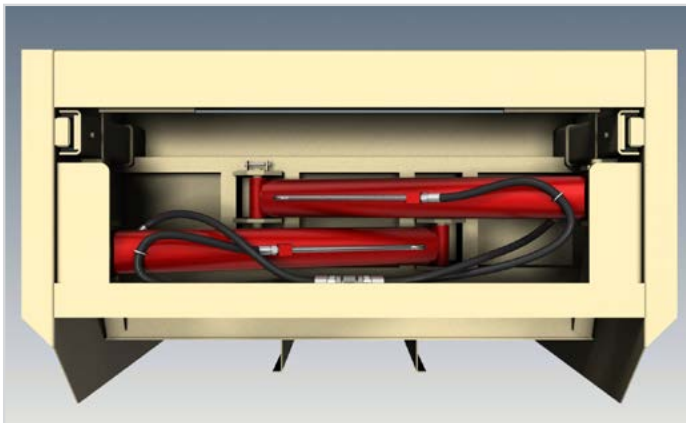
7" penetration into the container reduces spring-back of material into charge chamber

UHMW guides are long lasting and can be easily replaced



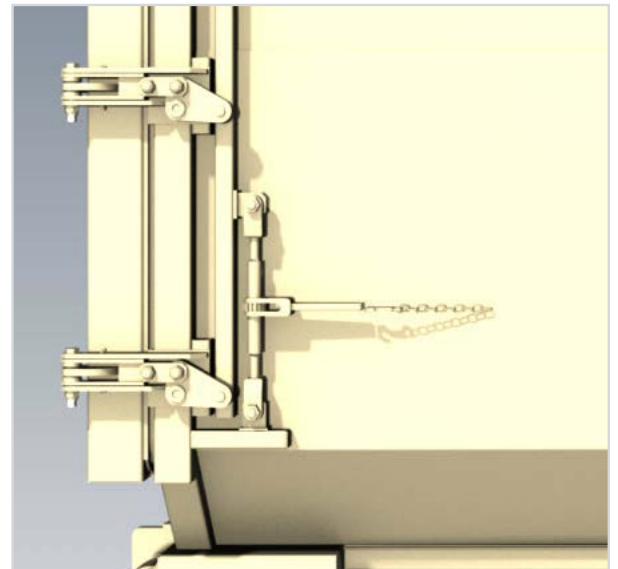
LARGEST MAINTENANCE ACCESS IN THE INDUSTRY

- ▶ Large 49" X 18" access opening
- ▶ Hydraulic hoses are easy to inspect /replace
- ▶ Clean out area designed to drain excessive liquid
- ▶ Up to 33% less time to change cylinders



ADJUSTABLE SLIDING HINGE

- ▶ Adjustable sliding hinge draws door in evenly
- ▶ Heavy-duty design and full door seal



265XP PRECISION SERIES COMPACTOR

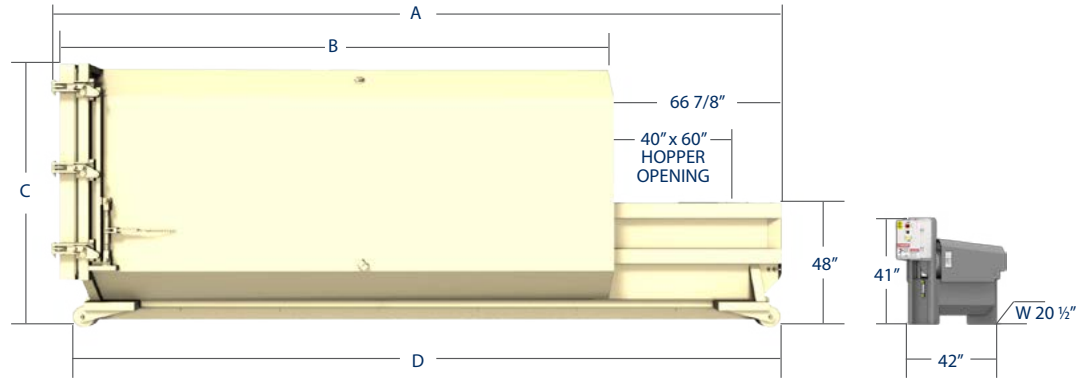
FEATURES

STANDARD

- Precision guided ram system
- Guardian Control System
- Automatic Maintenance Scheduler (AMS)
- NEMA 4 enclosure
- Controls in panel face
- 5-year structural warranty
- 33-second cycle time
- Full container light
- Low temperature oil
- Multi-cycle timer
- Operational and service manual
- Primed and painted in several colors

OPTIONS

- Advance warning light
- Pressure gauge - color coded
- Controls on remote pendant in lieu of mounting in panel face
- Guide rails with stops
- Oil heater
- Photo electric eye
- Odor control system
- Container lifter
- HT (Hinged Tailgate) models



Compactor Models	265XP model (cu. yds.)	Overall length (A) (in.)	Container length (B) (in.)	Overall height (C) (in.)	Floor length (D) (in.)*	Width (in.)	Weight (lbs.)
	20	188	121-1/8	100	187	102	8,500
25	218	148-1/8					
30	248	178-1/8					
35	278	208-1/8					
38	299	229-1/8					

* Bullnose to bullnose



Replacement parts available online at www.gotoparts.com

SPECIFICATIONS

Charge Box

- Wastequip rating - 2.00 cubic yards
- Wastec rating - 1.48 cubic yards
- Clear top opening - 40" Length x 60" Width

Ram

- 1/4" steel construction with engineered structural reinforcements and precision guided ram system

Compactor Head

- Floor - 3/8" with two 5" channel supports
- Sides - 3/16" side plates with 6" x 3" formed steel stiffener
- Top rail - 6" x 3" formed steel stiffener
- Breaker bar - 6" x 6" x 1/2" angle steel
- Sump - 12" height

Electrical

- Electric motor - 10 hp TEFC (Totally Enclosed Fan Cooled)
- Voltage - 208/230/460, 3 phase, 60 HZ (optional 575V)
- Power box - NEMA 4 rated, UL listed
- Automated cycle operation - turn key switch-ram extends, retracts and stops automatically

Hydraulic Specifications

- Pump - 11.7 gpm
- Ram penetration - 7"
- Cycle time - 33 seconds
- Hydraulic cylinder - (2), cylinder bore - 4"
- Cylinder rod - 2.5"
- Hydraulic oil tank - 20 gallon reservoir
- Power unit location - remote

Hydraulic Performance

- Ram face pressure
 - Normal - 39,800 lbs
 - Maximum - 49,500 lbs
- Ram psi
 - Normal - 25.00 psi
 - Maximum - 31.73 psi
- Operating pressure
 - Normal - 1,850 psi
 - Maximum - 2,300 psi

Container

- 7 gauge floor with 3" channel crossmember
- 6" x 2" x 1/4" tube rails, 36-1/2" I.D. between rails
- Solid steel bullnose and hook at both ends
- 4" diameter rollers, 4-1/2" long
- Length, Width and Height - see chart above

Standard Color Choices*

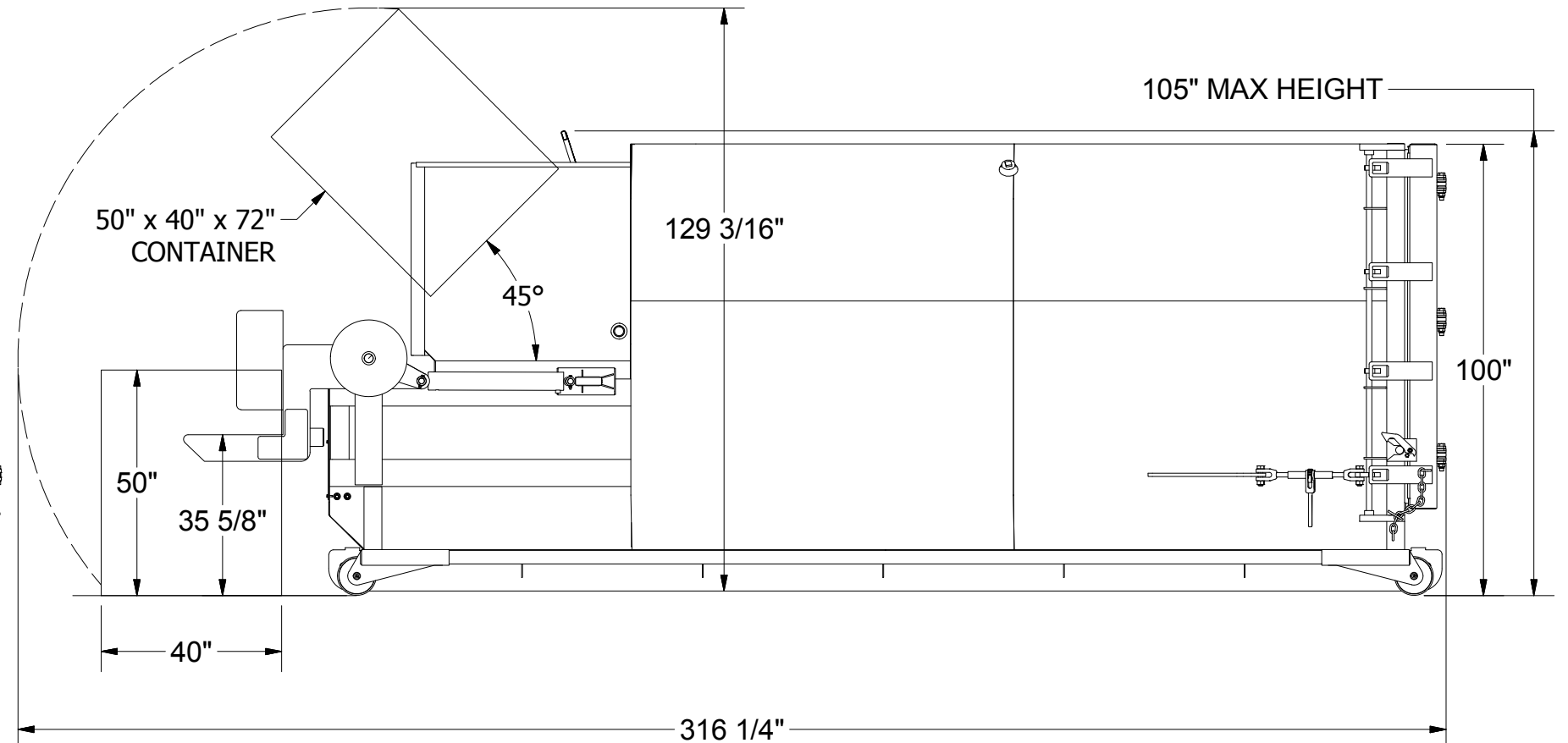
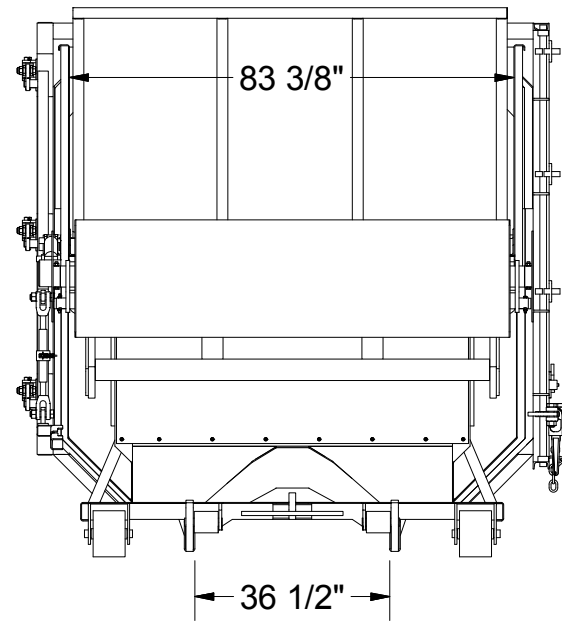
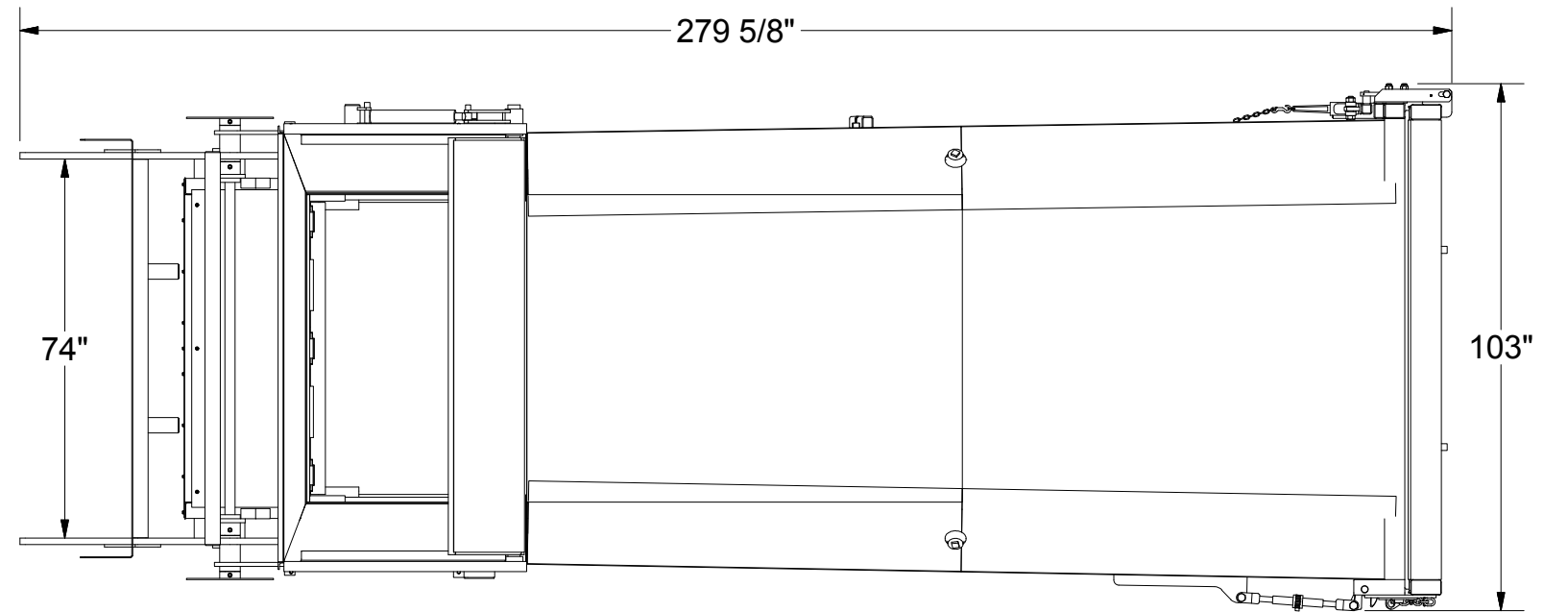
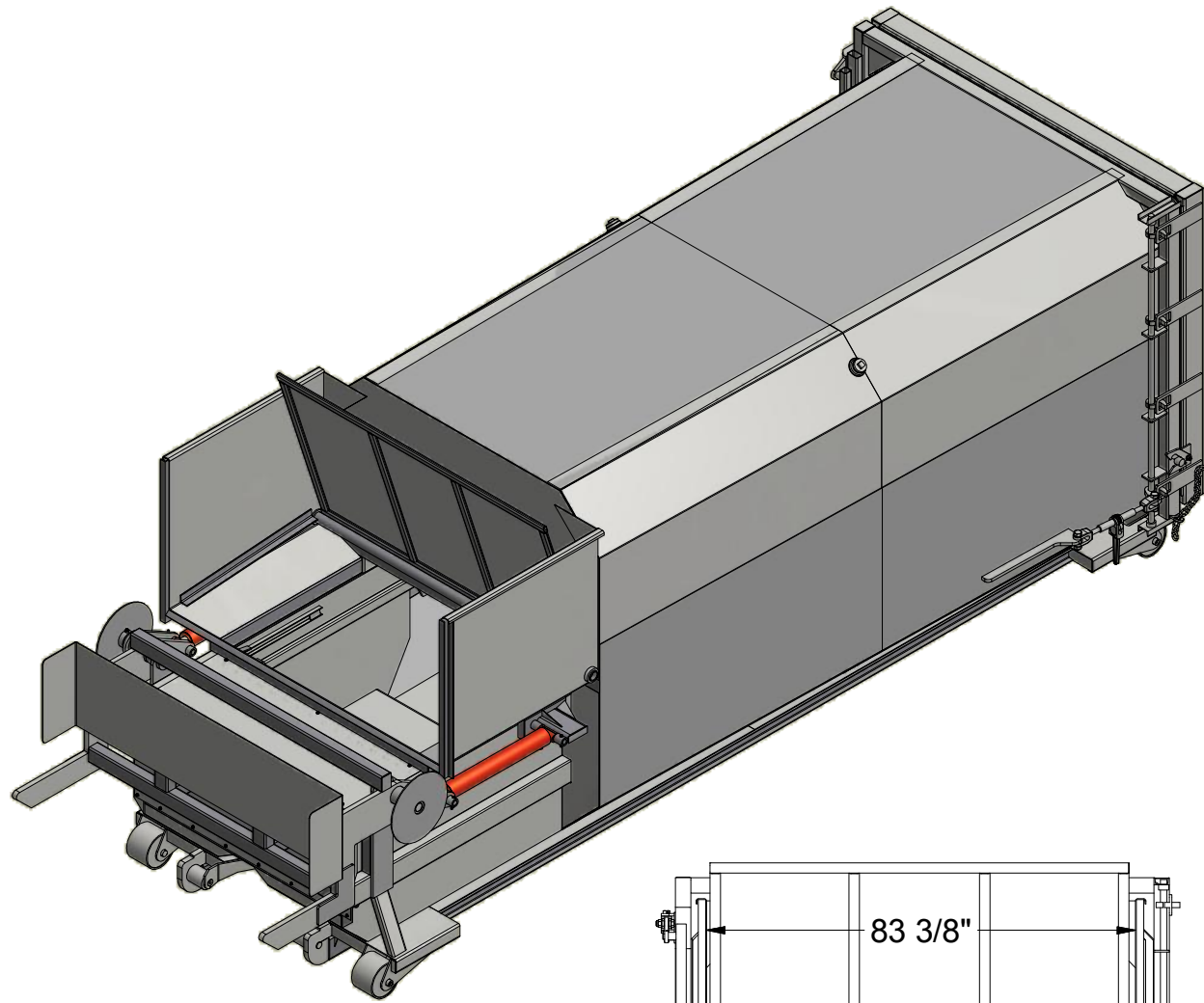


Colors shown are as accurate as printing allows. The actual color is subject to variation from the printed color sample. Color choices vary by plant location. Please contact your local sales representative for available colors. Custom colors are available upon request and are subject to an additional charge.



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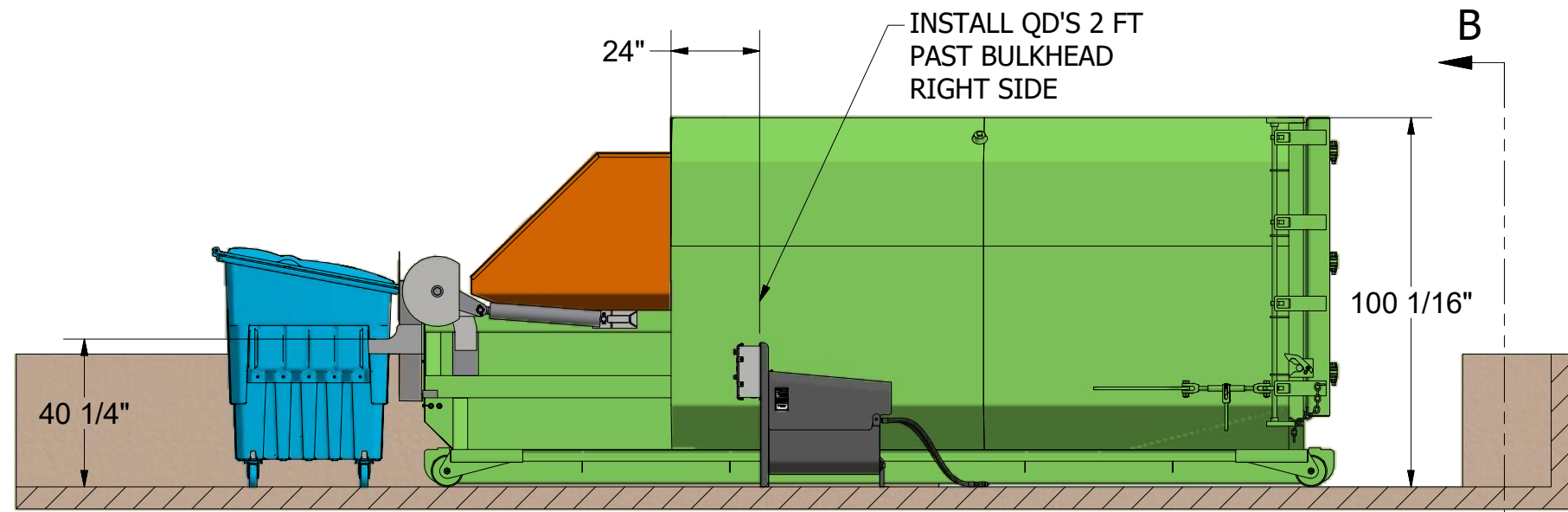
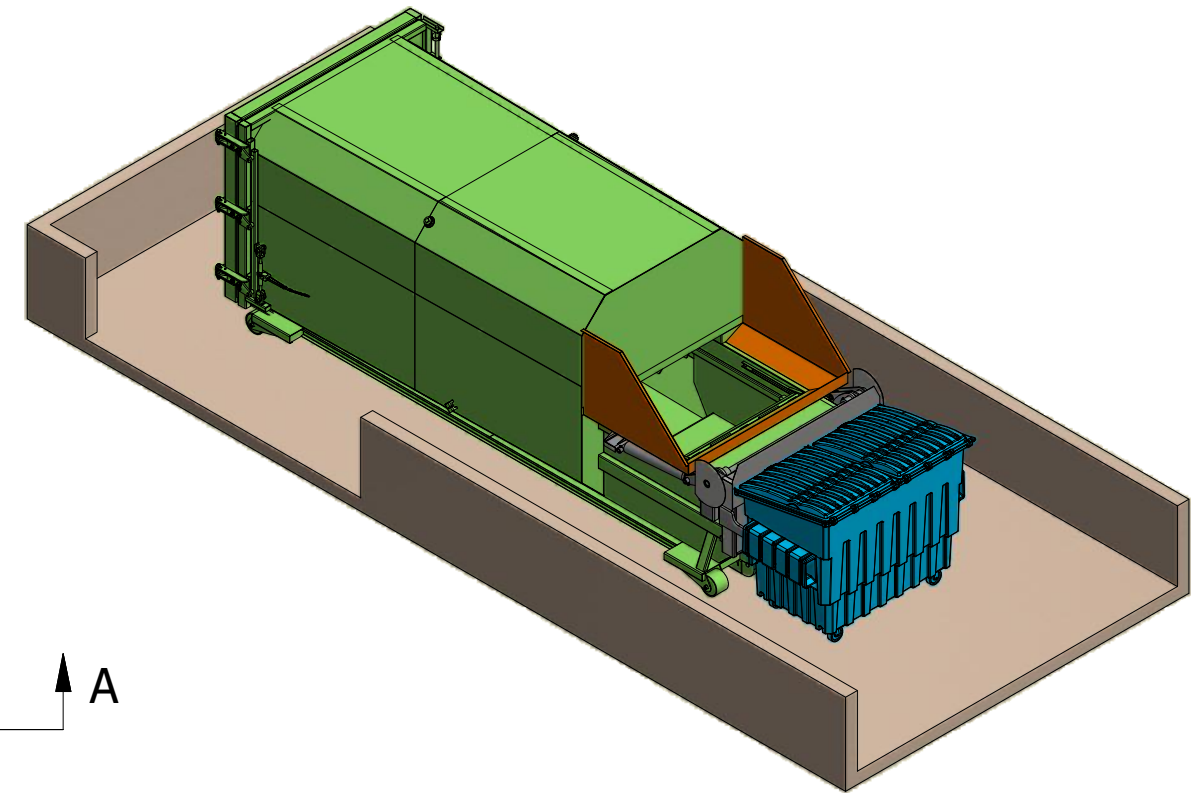
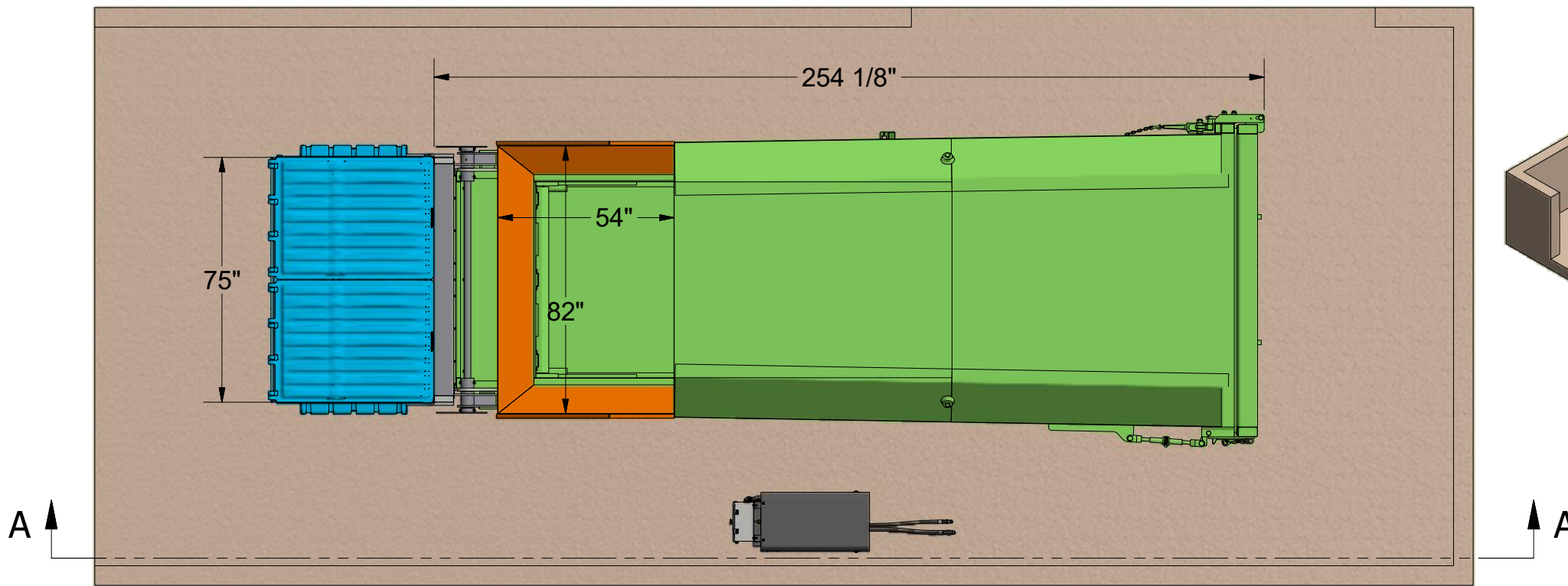


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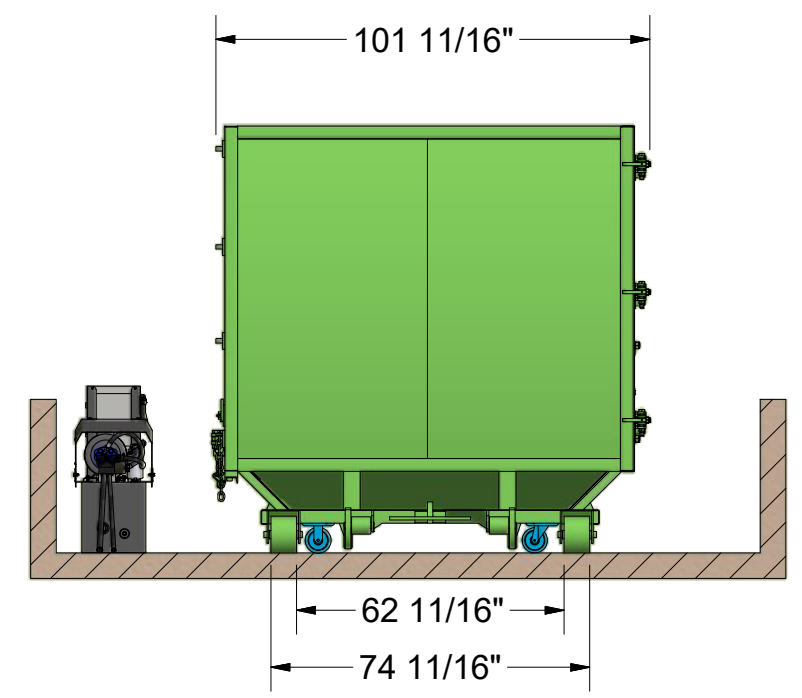
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Previous Part #:
265XP - 30 W/ INTEGRAL DUMPER AND HYDRO LID

Sheet No.	Location ID:
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SECTION A-A



SECTION B-B

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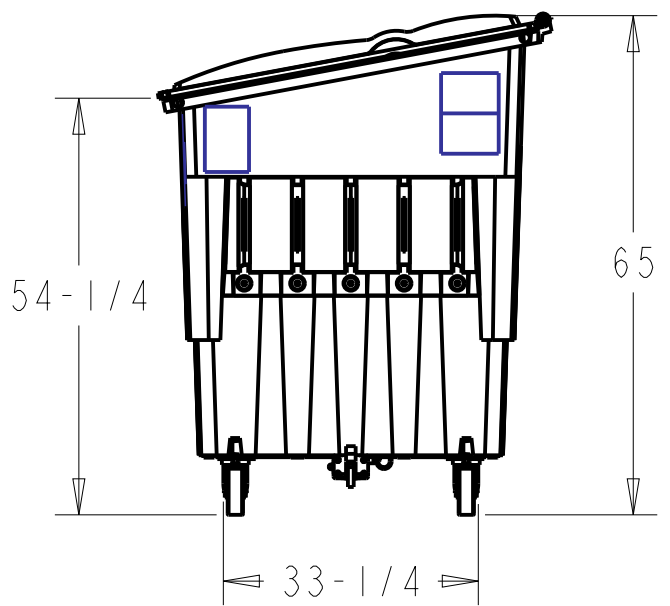
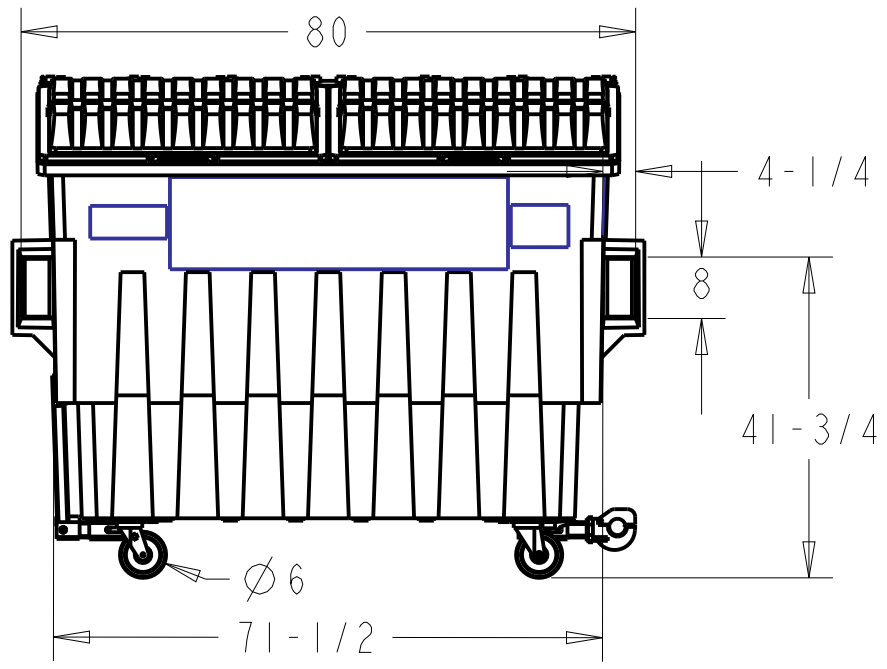
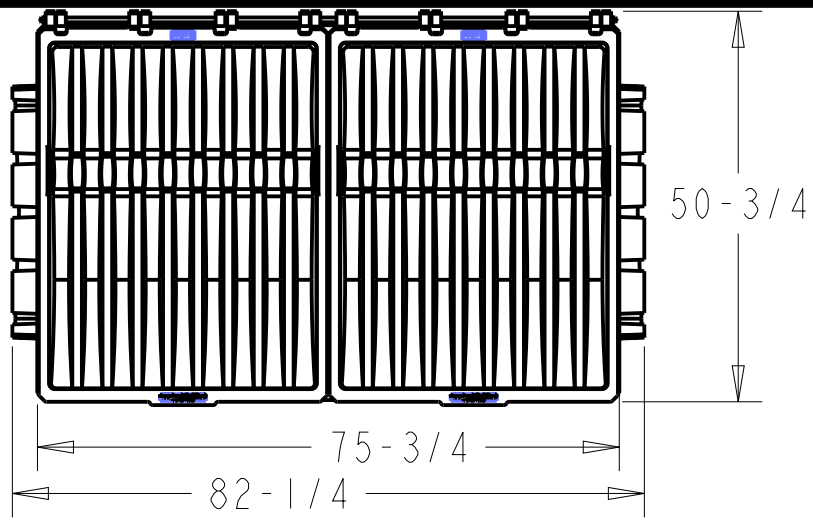
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Job #:	Revision: A	Revision Date: 5/2/2011
Previous Part #:	Description: 265XP - 30 W/ INTEGRAL DUMPER AND 3YD Toter FEL	

Weight: 0 #	Scale: <small>DO NOT SCALE DWG</small>
Drawing Number: 3SA08875	
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LOAD RATING:	1500 lbs.	TITLE:		TOTER
WHEEL TYPE:		3 CU.YD FRONTLOAD CONTAINER --TOWABLE		
CASTER TYPE:	6" x 2" POLYUREATHANE TOWABLE GRADE	SCALE:	0.040	DATE: Oct-31-16
PART WEIGHT/CUBE:	361 lbs.	PART NO: FLT3P		STATESVILLE, NC
FEATURES:	Rugged Rim, Attached Hinged Lid	DRAWING NO.		PS-3TOWP

TrailerCaddy™

6K Lift - 36v



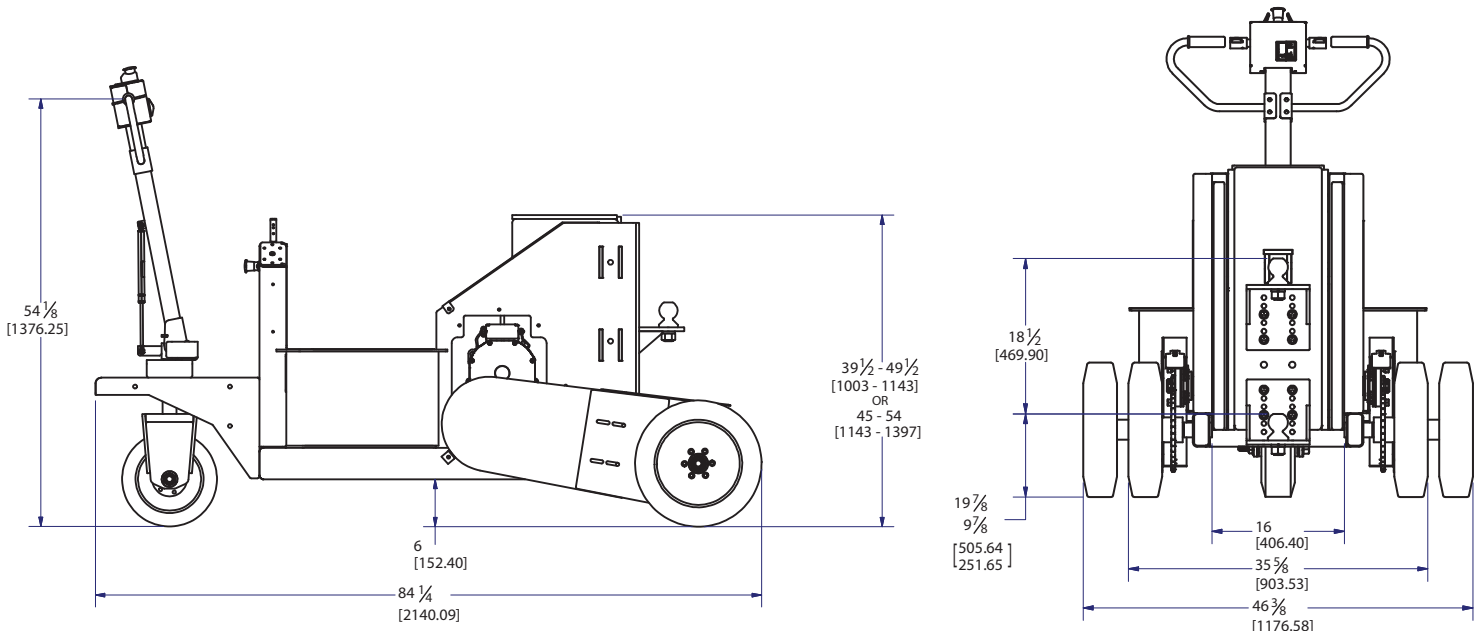
Battery-powered TrailerCaddy moves heavy RVs, boats, utility, or equipment trailers up to 50K lbs. in tightly-confined spaces

DJ PRODUCTS, INC.

1009 4th St. NW, Little Falls, MN 56345 • PH: 800-686-2651 • FAX: 320-632-3553 • www.djproducts.com

TrailerCaddy™

6K Lift - 36v



TrailerCaddy 6K Lift - 36v Standard Features

- Heavy Duty Steel Frame
- 3HP Motor/Differential Transaxle
- 2:1 Gear Reduction with Chain to Drive Tires
- High Tech Speed Controller
- Neutral Throttle Braking
- Adjustable Acceleration/Braking
- 6000 lbs Hydraulic Cylinder Lift Kit
- 36v (3) 80 Amp Batteries
- Variable Speed Thumb Twist Pad
- 0-2 mph Forward/ Reverse
- Battery Discharge Indicator
- Onboard Charger
- Safety Stop Switch
- Safety Horn
- Non-marking Solid Front Tire
- (2) 16" Solid Tread Drive Tires
- (1) 12" Solid Thread Steer Tire

TrailerCaddy 6K Lift - 36v Options

TrailerCaddy 6K Lift - 36v	\$15,537
King Pin Attachment for 5th Wheel Trailers	\$ 898
Upgrade to Dual 16" Aggressive Tread Drive Tires (for lifting loads over 4000 lbs)	\$ 1,195
Air Brake Release Kit With E-Stop Dumping (includes pump motor, 2 cables & 11 gal. air tank, e-stop dump parking air break system)	\$ 3,373
Pintle Hitch	\$ 448
Ball Hitch and Bracket	\$ 136
Safety Strobe Flashing Light	\$ 199
Upgrade to Maintenance-Free Batteries (set of 3)	\$ 298
Upgrade to Qty: (6) 80 Amp Batteries	\$ 1,553
Upgrade to Qty: (6) Maintenance-Free Batteries	\$ 2,013
Upgrade to 110 Amp AGM Batteries (set of 3)	\$ 886
Upgrade to Qty: (6) 110 Amp AGM Batteries (AGM batteries needed for overseas shipments)	\$ 3,214

DJ Products, Inc. rated machine towing capacities are an estimate only. Factors in every application change the amount of horizontal force required to move a load including (but not limited to): surface and surface conditions, weight of load, wheel type on the load, the amount of friction caused by the wheel bearings, etc. Please consult with a DJ Products Sales Engineer as their experience and requested site survey information will determine which unit and power/weight confirmation is best for your application.



PowerPusher Trailer Movers™

Battery-Powered Material Handling

E-750 TRAILER MOVER™

The **E-750 Trailer Mover™** is designed to safely move general purpose trailers and more, delivering up to 7,500 pound push/pull capacity on tires and casters. The electric motor and compact design allows for moving trailers in tight locations where it is not realistic to use a truck or car and where gas or diesel engines are not appropriate. A single operator can do the work of 3-5 people increasing productivity and reducing the risk of injury.

- Battery powered, 1200-watt motor delivers up to 7,500 lb. push/pull capacity on tires and casters and up to 15,000 lb. push/pull capacity on rail
- Configurable with a ball hitch, pintle hook, combo hitch and tongue & pin hitch so all types of trailers can be moved
- 1,000 lb. tongue weight



MFC-100 TRAILER MOVER™

The **MFC-100 Trailer Mover™** is ideal for lifting and moving heavy trailers in tight spaces. With push-button ease, operators can engage the hydraulic lift to raise the load for effortless transportation. Featuring diverse attachment options and up to 15,000-pound push/pull capacity, the MFC-100 Trailer Mover is a powerful, flexible solution for a wide range of trailers.

- Fully programmable control system with diagnostic features to adjust speed and acceleration/deceleration based on load and environment
- Fingertip control and compact sizing deliver superior maneuverability
- Built-in battery charger for long lasting operation
- Up to 15,000 push/pull capacity
- Up to 4,500 lb. lift capacity and 16 inch stroke



powerpusher.com 800.800.9274





Trailer Movers™

Battery-Powered Material Handling

HEAVY-DUTY TRAILER MOVER™

The **Heavy-Duty Trailer Mover™** transports up to 35,000 pounds on tires or casters. It is designed to move industrial and manufacturing trailers, semi-trailers, general purpose trailers, large boat trailers and more. Available with multiple hitch options, a single operator can do the work of 10+ people increasing productivity and reducing the risk of injury. Its electric motor and compact design allows for moving trailers in tight locations where it is not realistic to use a car or truck and gas or diesel engines are not appropriate.

- Battery powered motor moves up to 35,000 lbs. on tires or casters and up to 70,000 lbs. on rail
- Configurable with a ball hitch, pintle hook, combo hitch and tongue & pin hitch
- Available with hydraulic lift
- 3,000 lb. tongue weight

Options:

- Dual 14" Solid Rubber Tires
- Snow Chains
- Light Pole
- Custom Configurations
- Motion Beeper
- Extended Height Actuator
- Large Axles for Additional Tongue Weight



1425 Stagecoach Road, Shakopee, MN 55379
Phone: 952.445.8295

powerpusher.com/800.800.9274



CUSTOMER SUPPORT: 1-888-912-2563

Zoll AED 3 School Package

HOME / ZOLL PACKAGE / NEW



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\$2,199.00

Get an Exclusive Discount of **\$150** Use Coupon Code **"CALMED150"**

Extra Product Addons (Optional)

- Spare CPR Uni-Padz III (+\$189.00)
- Spare Zoll AED 3 Non- Rechargeable Battery (+\$173.00)
- Spare Zoll AED 3 Carry Case (+\$130.00)

Select AED management if you want:

Select an option



If You Need Bleeding Control Kits You Can Add (Optional)

Select an option



PRODUCT PRICE: \$2,199.00

TOTAL OPTIONS: \$0.00

ORDER TOTAL: \$2,199.00



ADD TO CART

REQUEST A QUOTE FOR DISCOUNT

PayPal

SKU: CM-26959

Categories: School AEDs Packages, New, New Zoll 3, Zoll AED 3, Zoll Package



CONTACT US

DESCRIPTION

What's Include

- Zoll AED 3 (7 year warranty)
- CPR Uni-Padz III
- Zoll Pediatric Pads
- Carry Case
- Alarmed Cabinet
- Zoll Lithium Battery
- Free 3D Sign (CM-337)
- Free Premium First Response kit (CM-375)
- CalMed 'Building is Equipped with AED' Decal Sticker (CM-37)
- Free CalMed Inspection tag (CM-48)
- FREE Physician's Prescription
- Training video tutorial link
- Free expert consultation
- Free UPS ground shipping

Zoll AED 3 School Package:

Features on the Zoll AED 3 help instill confidence in the rescuer while aiding in helping them to perform CPR and administer a shock if needed. CPR Bar Gauge – Shows feedback on CPR compression depth and rate, prompting rescuer to push harder or letting them know compressions are good. Voice and Text Prompts – Guide rescuers to guidelines compliant with CPR compression depth. Adaptive Metronome – Audible sound to help guide rescuers through consistent and compliant CPR rate. Rescue Graphics – Large icons for visual guidance on step-by-step rescue process. Can be particularly helpful in noisy or multi-lingual environments. One-Piece Electrode Pads – Help ensure proper placement on patient and feature peel-in-place design to minimize mishandling. CPR landmark supports proper hand placement to administer CPR. Smart Design – Eye-catching vivid green outer casing helps cue rescuers to its location. Lid can be propped under patient's head to help keep the airway open while emergency procedures are underway.

CPR Uni-Padz III:

While the majority of AED pads come with one set of electrodes on two pads that must quickly be placed on the Sternum and Apex of a SCA victim, Zoll knew there must be an easier way. In order to help eliminate confusion and speed up the rescue process, the CPR-D padz were invented. A rescuer need only open up the padz package and place the pre-connected electrode directly in the center of the cardiac arrest victim's chest. No confusion, no mistakes. This unique one-piece pad incorporates a pressure sensor, known as a "puck," which allows the rescuer to know in real-time the effectiveness of his CPR compressions and modify his technique accordingly. Compression depth is shown on the Zoll AED Plus's LCD screen. The AED Plus also responds with voice prompts that gives the rescuer immediate feedback such as "Good Compressions" or "Push Harder." This advanced technology is enormously significant since most lay people do not compress to the AHA's recommended depth of 2". Additionally, the CPR-D Padz don't just have advanced features, they are also easily maintained. With a shelf-life expiration date and battery expiration date of five (5) years, an attached rescue kit—which includes barrier mask, gloves, razor, scissors, and both a wet and dry wipe, these pads make AED ownership a breeze.

Lithium Battery:

The Zoll AED 3 takes Duracell Type 123 Lithium Batteries which are packaged in a set of ten (10) batteries. The Duracell batteries have a five (5) year expiration date while the device is in stand-by mode and a shelf life of ten (10) years. The AED Plus uses redundant circuitry, so if one set of five (5) batteries fails, the other five (5) are there for backup.

*The batteries need to be replaced after the AED has been used in a cardiac event.

Alarmed Cabinet:

Basic large defibrillator wall cabinet with window and alarm; measures 16"L x 14 5/8"H x 8 3/8"W.

3D Sign:

Transforming wall sign that can be used in three different configurations (flat, corner, triangular). Each panel measures 6 1/8" wide by 9" high. Total measurements at 14 7/8" wide by 9" high.

Free Premium First Response kit:

Red-Includes items typically needed in a cardiac arrest event. The nylon, zippered pouch contains (1) pair of nitrile gloves, a pocket CPR mask, scissors, razor, and (2) towelettes.

CalMed 'Building is Equipped with AED' Decal Sticker:

Put the sticker on the window of the cabinet for visible awareness of the AED.

Free CalMed Inspection tag:

AED Inspection Documentation Tag. Check the AED monthly to ensure the battery and pads are in-date.

Training video tutorial link:

[click here](#)

Free expert consultation:

Help with AED, any questions and over sight of the AED call (888) 912-2563. Monday-Friday 9am-5pm PST

Free UPS ground shipping:

With all US orders.

RELATED PRODUCTS



CONTACT US

\$1,665.00

Get an Exclusive Discount of \$315 Use [CALMED315]

Choose Carrying Case

Select an option ▼

Extra Product Addons (Optional)

- Adult electrode Pads (+\$75.00)
- Extra Onsite/FRx Battery (+\$175.00)

- Pediatric/Child electrode Pads (+\$115.00)
- Philips HeartStart Onsite Training Pads II (+\$109.00)

Select AED management if you want:

Select an option ▼

If You Need Bleeding Control Kits You Can Add (Optional)

Select an option ▼

PRODUCT PRICE: \$1,665.00

TOTAL OPTIONS: \$0.00

ORDER TOTAL: \$1,665.00

- 1 +

ADD TO CART

CONTACT US

REQUEST A QUOTE FOR DISCOUNT

raypal

SKU: CM-52984

Categories: School AEDs Packages, New Philips Onsite, New Philips Packages, Philips Packages



DESCRIPTION

What's Include

- Philips Heartstart Onsite AED (M5066A) (8 Year warranty)
- New Adults Electrode Pads
- New Carry Case
- Child Electrode Pad
- Lithium battery
- Alarmed Cabinet
- Quick Reference Card
- Free Premium First Response kit (CM-375)
- CalMed 'Building is Equipped with AED' Decal Sticker (CM-37)
- Free CalMed Inspection tag (CM-48)
- FREE Physician's Prescription
- Training video tutorial link
- Free expert consultation
- Free UPS ground shipping

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Philips Heartstart Onsite AED School Package

The Philips HeartStart OnSite AED is a solid choice for high-risk Sudden Cardiac Arrest (SCA) patients who are looking for an AED for home or office use. It's the only defibrillator on the market that's available for personal use without the prescription of a physician. The Philips HeartStart OnSite AED is designed to be intuitive for use by both laypeople and experienced rescuers alike. Featuring innovative technologies that make it easy to set up and successfully use, the HeartStart's portability—it weighs just 3.3 lbs.— allows quick access and mobility during an SCA episode. The HeartStart Onsite AED with ready pack features a clear, audible, and natural voice that guides the user through simple step-by-step instructions. The voice instructions are fashioned to be detailed enough for a novice user without being overly technical or confusing. In fact, the AED is so intuitive that it can identify if a step is accidentally skipped and can re-word the command in a different manner and ask the user to perform it again. An SCA scene can be chaotic; the HeartStart Onsite makes it easier for a layperson to respond in a crisis. The graphics-based visual instructions provided by the HeartStart OnSite work to provide another level of instruction for users who may respond better to visual cues. Additionally, the Phillips HeartStart Onsite is designed to deliver the maximum strength shock right from the get-go. It really is the choice for patients suffering from chronic heart issues which can put them at a higher risk of SCA incidents.

Adult Electrode Pads:

The Philips HeartStart OnSite Adult SMART pads come in a cartridge that attach to the HeartStart OnSite AED. The cartridge can be easily snapped into the AED when replacing the pads. The Pull-handle allows the rescuer to quickly and easily tear open the pads by just pulling down on marked cartridge handle.

Philips Healthcare recommends have a spare adult SMART pad cartridge stored with the Philips HeartStart OnSite AED.

Note: The pad cartridge has a 2-Year shelf life, and need to be replaced if ever used in a rescue.

Lithium Battery:

The low maintenance Philips HeartStart OnSite/FRx battery has a 5 year shelf life (outside of the AED) and 4 Year Guarantee (stand by mode inside the AED) from Philips Healthcare. This battery was specifically designed for the the Philips HeartStart OnSite, as well as the Philips HeartStart FRx AEDs. Philips recommends to always have a fully charged spare battery stored with the AED.

Pediatric Electrode Pads:

The Philips HeartStart Infant/Child SMART Pads are for use on children 8-years-old and younger or with a weight less than 55lbs (including infants). When the pads are connected to the HeartStart OnSite, the voice commands appropriately change for a pediatric rescue. Connecting the infant/child SMART pads to the HeartStart OnSite AED also reduces the joule count from 150 Joules to 50 Joules. Philips Healthcare recommends you have a spare infant/child SMART Pad cartridge stored with your HeartStart OnSite AED.

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[click here](#)

Free expert consultation:

Help with AED, any questions and over sight of the AED call (888) 912-2563. Monday-Friday 9am-5pm PST

Free UPS ground shipping:

With all US orders.

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RELATED PRODUCTS



Guest Parking Authorization Form

Member: _____ Locker No.: _____

RV Space No.: _____

Guest Vehicle Information: (Required for Each Vehicle)

Guest Name: _____

Make: _____ Year: _____

Model: _____ Color: _____

Guest Name: _____

Make: _____ Year: _____

Model: _____ Color: _____

As a current member of the Association in good standing, I hereby authorize my above-named guest(s) to use my RV space for parking in my absence.

Member Signature: _____ Date: _____

100 South Dolliver Street • Pismo Beach, CA 93449

Ph. 805-773-1121 • 1-800-272-3672 • Fax: 805-773-6712 • E-mail: info@holidayrvpark.org • www.holidayrvpark.org

