

Holiday RV Park Members

May 2024 Meeting Packet



Contents are Approved
for Members Only



Agenda

Holiday RV Park
Members Association Meeting
Saturday, May 11, 2024
9:00 am

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

Charlie Weeks
TBD
Frank Polehonki
Charlie Weeks
Frank Polehonki

Committee Reports

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

Talley Snow
Lorena Lemus
Darin Batty
Charles Nunes
Mark Schieber
Don Smith
John Watkins
Aaron Cartwright
Frank Polehonki

Old Business

1. Credit Card Processing Vendors – Proposal
2. Pool Furniture Replacement

Aaron Cartwright
Aaron Cartwright

New Business

1. Laundromat Improvement Items
2. Updated Waste Receptacles
3. IT Quotes (Improvements to Facility Wi-Fi / Security Cameras)
4. Review Guest Survey
5. Use of Office/Park Address as Home Address and Package Drop

Aaron Cartwright
Aaron Cartwright
Aaron Cartwright
Mark Schieber
Charlie Weeks / Aaron Cartwright

Members Comments

Board Member Comments

All Motions

Executive Session

Old Business

1. Monthly Lot Count Revisions (Additional Review)

New Business

1. Personnel



Board of Directors

- Charlie Weeks (2021 – 2024) – President
- Mark Schieber (2023 – 2026) – Vice President & Public Relations
- Frank Polehonki (2024 – 2027) – Secretary
- Talley Snow (2022 – 2025) – Treasurer
- Darin Batty (2022 – 2025) – Management
- Lorena Lemus (2024 – 2027) – Collections
- John Watkins (2023 – 2026) – Rules and Regulations
- Don Smith (2023 – 2026) – Maintenance
- Charles Nunes (2019 – 2025) – Park Usage

Members Present – 22

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

Flag salute led by Talley Snow (Locker 279).

Before we get into the meeting, I want to welcome everyone and announce our two new board members Frank Polehonki and Lorena Lemus. Frank will be taking over the secretary position and Lorena will be overseeing collections.

President’s Address

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

Committee Reports

Financial Report – Talley Snow

| Park Accounts | Balance (2/29/24) | Monthly Comparison | February 2024 | February 2023 | Difference | % Change |
|----------------------------|----------------------|-----------------------|------------------|------------------|--------------|----------|
| Mechanics Bank–Operating | \$48,817.21 | Income | \$118,635.61 | \$113,551.59 | \$5,084.02 | 4% |
| Mech. – Laundry | \$31,191.16 | Expense | \$127,336.90 | \$77,837.81 | \$49,499.09 | 64% |
| Mech. – Dues | \$95,621.56 | Net Income | -\$8,701.29 | \$35,713.78 | -\$44,415.07 | -76% |
| Mech. – Emergency Reserves | \$151,896.45 | | | | | |
| Mech. – CIM Reserves | \$52,420.18 | | | | | |

| Park Accounts | Balance (3/31/24) | Monthly Comparison | March 2024 | March 2023 | Difference | % Change |
|----------------------------|----------------------|-----------------------|---------------|---------------|--------------|----------|
| Mechanics Bank-Operating | \$73,614.94 | Income | \$117,066.22 | \$93,373.71 | \$23,692.51 | 25% |
| Mech. – Laundry | \$34,747.37 | Expense | \$76,682.03 | \$103,911.34 | -\$27,229.31 | -26% |
| Mech. – Dues | \$101,002.30 | Net Income | \$40,384.19 | -\$10,537.63 | \$50,921.82 | 283% |
| Mech. – Emergency Reserves | \$151,908.52 | | | | | |
| Mech. – CIM Reserves | \$52,637.76 | | | | | |

Looking at last year to today, we are currently up \$285,000. Of course, the rain has not been helping us too much but having a lot of Diablo Canyon guys back this year has really helped us. Hopefully, we can get a break in the rain that will allow people to come over and enjoy the park.

Collections – Lorena Lemus

I just wanted to take a moment to thank everyone who took the time to vote for me and I hope I don't let you down. I am here to represent all of you so I welcome any guidance and suggestions you would like to offer me. I am glad to be a part of the team with Aaron and the staff and appreciate everything they do when they come in each day. I would also like to take a moment to acknowledge the passing of Meredith Oates. She was a ball of fire and very feisty around here and we will deeply miss her being here. Our thoughts go out to her and her family during this challenging time. (All board members agreed.)

Other than that, as Aaron mentioned at the Annual Meeting last month, there are a couple of shares that are past due and are in the process of going into foreclosure. The process should be starting this month, and I should have an update by next month for everyone on if we have heard back from anyone or if we need to take the next steps. There are still a couple of people who owe their January dues that the office is trying to collect on. It is only about a handful, but we are trying to collect from them before we get ready to send out the July dues. It looks like some people are missing the \$.50 they are just past due on that amount, and we are coming up with a plan to try and collect that either before the July dues or have them include it in their July payment.

Comment from Liz Cuccia – We are going to be printing statements for the members who have a balance that is still due and sending those with the invoices for the July dues so before they pay the July dues, they can pay any outstanding balance or add on the \$.50 they may have forgotten the first time around. We are hoping to send them out in late May before people start sending in their July payments.

Management – Darin Batty

Everything in the park has been nice and quiet. Unfortunately for us, the rain has been keeping people away from the park and hasn't been helping us with keeping the park full. But Aaron and his team have been doing a wonderful job staying on top of everything and completing projects before we get busy. I have been a little wrapped up with personal things going on, but Aaron has done a wonderful job of staying connected with me via phone conversations and letting me know about anything that needs my attention. But everything is going well!

Park Use – Charles Nunes

The rain has definitely been increasing cancellations for reservations but we also seem to be getting a lot of the general public coming in when they can in between to help with financials. In March of 2024, our park use was 64.68% and in 2023 it was 60.11% which gave us a 4% increase over the year. In March of 2024, our park revenue was \$140,048.59 and in 2023 it was \$109,661.81 which gave us an increase of \$30,386.78 over the year. In March of 2024, guests used 158 days of parking which generated \$1,580 whereas in March of 2023 guests only used 91 days of parking which generated \$890 which is an increase of \$690 for use of parking. The staff has definitely been taking advantage of those spots that are not being used to rent parking and this has definitely helped to keep the funds up. Normally, around this time we do see a drop in occupancy and revenue, so we are keeping right in line with the average over the years.

Correspondence / Public Relations – Mark Schieber

If you look at your packet, you can see we have about 15 comments there and even though one says they wish the spaces were wider which we are used to seeing, pretty much the rest of the comments were pretty positive. Of course, everyone brags about the staff, but people seem to enjoy themselves when they come in and have mostly positive experiences. Other than that, I know we still have issues with the pool heaters that we are going to address later on in the meeting, and I hear parking has been more flexible so for the most part it seems like we are on the right track going into summer.

Comment from Charlie Weeks – On that note, I took an opportunity to talk with some of the guests around the park to get some feedback and most of them were repeat guests who had been coming to the park for years. The most positive responses I received were about how we do our best to accommodate people with the sizes of their trailers. They understand the park is what it is, and we can only do so much but that we work hard to accommodate when we can. They were very positive about their experiences though and said it has only gotten better over the years.

February & March 2024 Guest Survey Comments: *Please refer to the attached comments at the end of this document.*

Park Maintenance – Don Smith

The maintenance staff has been trying to stay on top of the weeds as much as they can in between rain. We talked about installing surge protection for the park assets a couple months back and we now have everything ordered and have just been waiting on it to come in. The company is telling us we should have installed in the next 30 – 60 days so we are looking forward to seeing that installed. Mike did give us an update on his knee and said he would be out until middle of August recovering from surgery and when he comes back Aaron will be putting him on light duty and making sure he takes it easy. Aaron has been meeting with the other maintenance employees in order to coordinate coverage because we are getting ready to go into our busy season and we will need to make sure we have the coverage to keep up with the demand with one less person. And lastly, Aaron has been working on getting some new cleaning supplies to help make the job more efficient for the maintenance guys and the park.

Rules and Regulations – John Watkins

Things are going really smooth in the park, and we have been working on a couple of things to help make business run smoother and help everyone enjoy the park even more. We could complain about the weeds, but we know when there is as much rain as we have been getting it is hard for the guys to keep up with them. I think it is imperative that we as owners in this park clean up our own sites and not have the staff do it for us because the staff has enough to do with keeping up with the sites that have people coming in and out of them. I will say the staff has been doing an amazing job staying on top of making this place a wonderful place to come to. I will say one thing about my visit this time and that is that when I pulled into my site I found dog poop on my carpet. I don't have a problem with dogs going to the bathroom before they get to the dog run but what I don't understand is why people let their dogs go to the bathroom in other sites that are occupied by guests or even the sites the staff have cleaned and are not occupied yet. I don't know what we are going to do about it, but it is a discussion we are going to have to have, and it might come down to we are not going to allow animals in the park anymore if people can't respect the rules and the property. I would just like to ask before we have to do something about it that people please try to control your animals and follow the rules. Please keep your animal out of the empty sites and away from the other sites occupied by other guests and clean up after your pet if they have done their business.

Comment from Charlie Weeks – Let's start with having Aaron and the office staff send out a mass text every week to remind people about the rules of having a pet and to respect those rules. Then if we need to make some other changes to the rules or address each member directly, we can start taking the next step. This is a good first step and we can see what happens from here.

Comment from Aaron Cartwright – That is a great suggestion, and we can see what happens.

Manager's Report – Aaron Cartwright

Last meeting was our Annual meeting and dinner and everyone had a really great time so we look forward to hosting the next one and continuing to do so year after year. Of course, I would like to welcome Frank to the board and Lorena back to the board. We love to have you a part of the team and look forward to collaborating with you. Other than that, I have a fairly big stack of comment cards from the suggestion boxes but in the fairness of time I will withhold those. Mostly they are positive and a few suggestions about pool furniture and the sails for the Magnolia Center which are all things currently in the works and coming but is just taking a little bit of time.

Reportable Actions – Frank Polehonki

I also wanted to take a moment to thank the people who took the time to vote for me and support me. I appreciate the opportunity to be a part of this and try to help improve the park for everyone. I also want to congratulate Lorena and Charlie for securing their position on the board. Other than that, I don't have any reportable actions at this meeting, but I am looking forward to being a part of this team and making a difference.

Old Business

1. Monthly 7-Day Occupancy Requirement – Revision – Aaron Cartwright

At the February meeting, we started entertaining an idea for the monthly tenants and revising the requirement for them to check in 7-days per quarter to make it a little bit more reasonable. We have had this requirement for years now and maybe there is a better approach to make us happy as a business but also help out the tenants because it can be a bit of a chore. We had a healthy discussion last meeting with the board members, the members who attended and myself and at the end of it a suggestion was made by Don that rather than a tenant being here for 7 days a quarter we require a tenant to be here 14 days within their 6-month agreement. So, we are not changing the number of days they are required to be here but instead allowing for a longer stretch of time for them to meet the requirement as well as removing any exceptions to be given for missing the 14-day requirement. This gives a lot of flexibility with people making it over to occupy the spot but also allows us to enforce the rules by not allowing any exceptions to the requirement put into place.

Comment from Mark Schieber – I believe it is a good idea because fundamentally we aren't changing the requirement but instead we are allowing for flexibility with completing the requirement instead of people trying to cram it all together at the end of the 90 days. As a board, we often will get letters stating people are medically incapable of fulfilling their obligations and this allows for us to give the flexibility while still being realistic about if you are unable to comply with it within the 6-month period then it is time to shake hands and part ways.

Reply from Aaron Cartwright – We will send out a letter and make phone calls to the current monthlies because this is difficult to explain just in a letter. We will go ahead and make the changes to the following contract coming up and make this effective for the July contract. I think this will be a positive step for everyone and we will see where it goes!

2. Pool Furniture Replacement – Aaron Cartwright

The board allowed me to purchase a newer set of pool furniture for the deck area back in February and we were going to try it out to see how it worked out. We purchased a set of Adirondack chairs, a table that connects in the center of the chairs to keep it together, an umbrella with a weighted stand and a pair of ottomans. I have received a lot of positive feedback from everyone so I would like to purchase the remaining 3 sets to put around the rest of the deck area. This would allow us to remove the rest of the pieces that were originally purchased and are now falling apart. The quote also includes a deck box to hold toys and miscellaneous items as well. If we added the 3 new sets, it would make more arranged seating where people would not be moving the furniture around as much but would still allow for a couple of pieces to be moved as necessary giving the pool area a more organized look. The total amount needed would be \$5,574.76 in order to purchase the 3 new sets and the deck box so round it up to \$6,000 for shipping and taxes if needed.

1. Pool Heaters & Pumps Replacement – Aaron Cartwright

We recently had to replace the spa heater because unfortunately we agreed and purchased the incorrect heater, so we were able to correct that mistake and install the proper equipment. Now, the pool heaters have not been working properly and have not been able to run. After having the pool guy come out, he notated a couple of parts that needed to be replaced. He suggested we replace the heaters with new ones because the heat exchanger alone would be 2/3rds the price of a brand-new unit and that would not be the only part needed. In addition, the pumps we currently have also need to be replaced because they are run-down and old. The total replacement cost for both sets of heaters and pumps with warranties on all units would be \$19,180. The pumps would receive a 3-year warranty and the heaters would have a 1-year warranty. I would say we don't have much of a choice but to replace all units at this time since we are going into our busy season, and it is a selling point for our park. We have money currently sitting in the laundry account that we could put towards the cost, and it would still leave enough funds in case we ran into an emergency with the washers and dryers.

2. Robotic Pool & Spa Vacuum – Aaron Cartwright

Our standard pool vacuum is tied to our current pool equipment and so normally when our staff needs to clean sediment and other stuff they can't get with the net, they use the vacuum and long hose for 1 to 1 ½ hours to complete the process. I didn't know machines existed for the larger pools until the guys asked me to replace the head to the current vacuum and all of the companies were marketing robotic pool vacuums. They had different types of machines that go all along the bottom of your pools or like this one which is like a 4-wheel drive robot, It learns your pool like a Roomba or smart robot for cleaning. It will vacuum the bottom of the pool, go along the sides of the pool, and it will go up the steps. It will also let you choose which area you would like to do, or you can do the entire pool as well. In my mind, there are two key benefits for this other than just convenience which is employees' time. The 90 minutes it would take them to clean the pool manually now turns into time to finish any number of things they need to do in the morning as well as it allows for them to complete cleaning the pool when it is really busy, and they may not have the time. We will need to run this daily in the morning because the equipment cannot be left in the pool overnight. The other benefit is rather than sucking all of the sand and debris from the pool into the filtration systems, this equipment empties all of things into a basket connected to the equipment and so when they are finished cleaning, they can just pull out the basket and dump it into the trash. The prices can vary based on where we purchase it from so I can shop around if I need to.

Comment from Nancy Houck (Locker 497) – How long would it take to clean the pool?

Reply from Aaron Cartwright – It depends on which option you select. The initial cycle to learn your pool takes about 3 hours to complete. But once it has learned the pool, cleaning the bottom of the pool would take about an hour and then doing the sides and the bottom would take about 2 hours.

Comment from Mark Schieber – Since it's robotic, couldn't we just run it at night? And if we are going to be purchasing this kind of upgraded equipment and will need parts for years to come, we should purchase it from a company we can have long-term support from rather than saving a couple hundred dollars.

Reply from Aaron Cartwright – That is an option but we aren't able to leave the equipment in the pool overnight so it is better for us to do it in the morning when the first employee arrives so it can finish prior to the pool opening.

Comment from Talley Snow – Are we able to get a warranty on this that is more than the manufacturer's warranty?

Reply from Aaron Cartwright – It may be something that Leslie's offers and I can definitely look into that once I go through the process of purchasing the equipment.

Comment from Frank Polehonki – So, is the idea that if we purchase this the maintenance guys will then organize around the pool area while this is cleaning?

Reply from Aaron Cartwright – Yes, it will allow them more time to work on other items that need attention. They don't have to rush through dosing the pool and cleaning everything up because it will give them that extra little bit of time.

3. Automatic Flush Valves for Restrooms – Aaron Cartwright

One of the staff's biggest issues as well as one of mine is every time we walk into the restrooms, some wonderful camper has not flushed the toilets behind them after using it. So, something I felt should have already been installed when the restrooms were redone was auto-flush valves in all the restrooms. I feel people expect them to be in public restrooms and they aren't horribly expensive either. The nice thing with the ones I looked at is there is still a button you can press in order to flush them. This one also gives a beep when the batteries are running low even though the batteries are supposed to last about 3 years. The main restrooms would need these installed and that is about 7 toilets so it would be at a cost of \$1,160.32. These will also flush automatically once every 24 hours in case there was weird timing when someone used it, and no one came in behind it so it will take care of itself. The staff can also install these themselves and we don't have to turn off the water or anything in order to install them.

4. Credit Card Processing Vendors – Proposal – Aaron Cartwright

There was a credit card processing company called Secure that approached me last year to help lower credit card processing fees. I didn't like them at first because they told me the board would be stupid not to collaborate with them and it rubbed me the wrong way. One thing has changed since last year and that is we charge our guests processing fees because we do not want to take care of those as a business. The new sales representative sent over a proposal which has expired but is willing to send over a new one if the board would like to entertain working with a new company to lower our fees. If our cost were lower to 1 – 2% we could then lower what we charge our customers as well.

Comment from Charlie Weeks – It is absolutely something we should look into and research. It can't hurt to try and see what they have to offer.

Comment from Mark Schieber – Does this company have the capability to allow our members to login and pay the dues online instead of having to call into the office and pay over the phone? It might reduce the processing time in the office to free up you guys for doing other projects. Or is our website set up with Word Press where we could have the ability to login on the website and add a button they can push in order to pay and it will direct deposit into our checking account? Is that something we can ask Mountaineer IT or whoever runs our website?

Reply from Aaron Cartwright – RMS is just used to book reservations and is not set up for processing payments directly online. I can reach out to the website developers to see if we could add something to the website and research how that would work with RMS and Liz getting payments posted to correct accounts. It may not eliminate work in the office, but it may be a convenience for members to pay online and then we post payments as needed. It is definitely something to look into. I will reach out to this guy and see if he can get an updated proposal to present to you guys at the next meeting.

Comment from Nancy Houck (Locker 497) – I actually have a family member that has a credit card processing business, and he is very successful with his business. I was wondering if I could give Aaron his contact information and if he could speak with Aaron a little bit more about rates to see if he could help us out. There might be information he could relay to Aaron to help decide with other companies and not necessarily his business. There might be information we are not even aware of, and he could educate Aaron on it a little bit more so he could bring that information to the board.

Reply from Charlie Weeks – That is a great idea. Aaron if you could get with Nancy and get his information to see if he could help in any way even if just to educate us on the process and give information to us.

Reply from Aaron Cartwright – Sure, that would be a great idea. I have other businesses who have approached us trying to help us with it as well and once I tell them we work with RMS they inform me they don't work with RMS and are unable to help us so I am willing to see who else out there can help us!

5. Uninterrupted Power Supplies for Office Workstations & Equipment – Aaron Cartwright

I have a quote from Mountaineer IT to replace the uninterrupted power supplies at each one of our work stations and server. Currently, if we have any type of power outage or failure, it tries to keep everything running for a duration of time depending on the load. They are fairly important to have especially with all this stormy weather we have been having. But, if the power were to go out it does keep us afloat to at least be able to print out lists and send out messages to all the guests letting them know we are having a power outage, and we will reach out when it is restored. The ones we currently have are not new and I know we have had them for at least the 10 years I have been here. Mountaineer IT quoted us \$3,719 to replace the ones specifically for the server and our work stations.

Comment from Charlie Weeks – I believe they suggest you replace those batteries after 3 years, maybe as late as 5 years. I think just for the security it makes sense we should go ahead and replace them.

Comment from Mark Schieber – I guess my question for that is if we have the power backup supplies like that and the power goes out then the internet is going to go out regardless of these power supplies. We are cloud based so you won't be able to do any work if the power goes out, so I am not exactly sure this is a solution.

Reply from Aaron Cartwright – We have been successful using our hotspots when the power goes out. Jennifer can go on her laptop, and I can go on my laptop to minimally assist if needed but if we had these then we would be able to at least use the hotspots to finish what we need to on our workstations and reach out to people about the power outage. I do see the benefit in that even if it is only 30 – 45 minutes.

Comment from Don Smith – The big thing for me is not the units running for an extended period of time but instead that they have surge protection so it will protect the units from having any damage done to them should there be a power surge or outage. The power surge equipment we are installing will protect the park assets throughout the park but will not necessarily protect the office equipment should something happen to the transformer connected to the office. It is a good investment to protect the office equipment.

6. Scope of the Board – Mark Schieber

The board and the office will sometimes get questions where we are tasked to solve things that are not within our scope of authority to be involved in. For this reason, I just wanted to point out that if anyone wants to know what the board is supposed to be involved in then we have our CC&Rs and Bylaws that we follow in order to make decisions to run the business and regulate the business. But outside of those documents, we are not responsible for personal disputes, or anything not regulated to the business of the park. Please don't engage or encourage us to be involved. Those types of issues should be resolved by the parties involved and I have always said this board should not have any more or less authority than it is supposed to have based on our governing documents. So once again unless it is specifically listed in our governing documents, I ask that you follow the rules and work it out between yourselves.

7. Camera/Monitor for Pool & Clubhouse – Talley Snow

We have a camera set up in the corner of the clubhouse closest to the sliding glass doors entering the pool and then there is nothing in the pool area that can keep an eye on the guests. If children are unattended, rules are being broken or an incident is occurring in the pool area than no one is aware of it. The camera in the clubhouse doesn't cover the entire room and there are areas in the kitchen area which are hidden. I was thinking we might look into installing a couple of cameras inside of the clubhouse as well as on the outside so we can get a better scope of the area and resolve issues in a quicker manner.

Comment from Mark Schieber – I think it is a great idea because then if an incident is happening we are able to address it right away. I have also heard of items missing so it allows us to keep an eye on that as well and hopefully address those issues quickly. It protects our public spaces, and it protects the park as well.

Comment from Aaron Cartwright – So, just to make sure we are asking for more cameras than the ones already installed in and around the building?

Reply from Talley Snow – Yes, that is correct. I am unsure of what cameras point outside but specifically we need one more in the kitchen area that can see the sink area. So, maybe we don't need any more on the outside of the building but definitely one on the inside of the building.

Reply from Aaron Cartwright – I would argue we do not need more cameras outside because I have one that is at the top of the stairs that points down, two on the back of the building that point down and out, one on the side of the building that points by the trash cans and 400s and then three on the front of the building that point towards the laundry, magnolia center, and pool area. I would say one for inside the clubhouse could help see the sink area. Our server would be able to add more cameras to it. I will definitely reach out to IT to see what we can do to install a new one and how much it would cost.

8. Chairlift for Clubhouse – Don Smith

We are looking into a chairlift for outside in order for people to have access to the upstairs portion of the clubhouse. The lift would go on the side where the stairs are located and would go up to the top of the stairs which would allow people to enter the building. We would need to re-do some of the concrete out here which needs to be done anyway in order to be ADA compliant. There is also some other engineering aspects that would need to be addressed but once installed it could be covered when not in use and uncovered when in use. It is going to allow all members to be able to use the upstairs and it is cheaper than installing an elevator.

Comment from Charlie Weeks – Let's start a committee on that with Don, Talley and Mark and have them do some research to present at the next meeting.

Comment from Darin Batty – Can we also look at an actual chairlift too? It may cost more money because of the alterations to the stairs but would be an option worth seeing.

Reply from Don Smith – We are talking about an actual chair lift that someone who is in a wheelchair can get on and ride it up to the top where they would then unload onto a platform versus having to transfer into a chair that is connected to the stairs.

Reply from Mark Schieber – We are not required by law to have a wheelchair lift so this would be all luxury money if we are going to do it. I think we need to do some more research and find some different options before we spend any money and make any decisions.

Reply from Don Smith – I totally disagree. We may not be required by law because we are a private entity, but I believe the board had a fiduciary obligation to put something in place to replace what was there, and they chose not to and now we have a lot of our members not able to enjoy everything they have had to pay for.

Reply from Mark Schieber – I agree with Don there were some things done that were not approved by the whole board and I get that. But the reality is we don't have a fiduciary obligation to install one but instead maybe a moral obligation. So, we need to do more research and make it make sense before we start spending money on anything. There are a lot of items that are not ADA in this park, and I think they have more precedence than access to the upstairs of the clubhouse.

Reply from Charlie Weeks – That's what we are going to do. We are going to have a committee look at it and put together some numbers and some ideas and then we will have them present to see what we can or can't do.

Member's Comments

Brenda Critzer (Locker 166) – Traditionally we have a Memorial Day BBQ and we had planned some festivities for Saturday the 25th and we wanted to keep it at \$5 for anyone who wanted to partake. We started to go grocery shopping and realized we wouldn't be able to keep the cost that low and make it easy and affordable. I was hoping the board would

be able to add something to the BBQ and donate some money towards the meat purchase or even just make a cash donation. We are going to be serving hamburger, hotdogs, macaroni salad, chips, water, and \$2 root beer floats.

Reply from Charles Nunes – So would like \$100 - \$150 cover the cost of the meat and go towards the purchase of some other items as well?

Reply from Brenda Critzer (Locker 166) – Yeah that would be wonderful. Thank you! Also, I need some clarity on Prop 13, which talks about raising the taxes for land and fees we receive on that, which is already pretty healthy for our park. Has anyone read up on what they are trying to do? Because I was told the other night it would be a 60% raise which is very scary.

Reply from Darin Batty – From what I understand is they have tried to make a run at Prop 13 and the courts have always turned it down. This doesn't mean they will always lose but just recently the courts have always withheld it and said they are unable to do it. They are now trying to figure out a different work around like they have done with the college loans and other items that haven't passed.

Reply from Brenda Critzer – Yes, and that is what is being addressed is a new work around. I can get the information and maybe Aaron and I can attend the meeting to see if there is any validity to it.

Board Member's Comments

Charlie Weeks – I would like to make a comment about the new curtains that are now hanging in the clubhouse. I wanted to say thank you to Jodi for her hard work putting them together and getting them hung up. I was able to come in here after they had been hung and it was dark in here, so they are really going to do their job in the summer! So, thank you again so much!

John Watkins – I would like to suggest having Don and Charles get together to see what it is going to cost to replace the roads. I have noticed the roads are quickly deteriorating and we need to get a plan together by next meeting on what we are going to do moving forward. Also, I would like to ask Liz how we are looking for Q2 as far as our revenue goes. Are we looking good as far as staying on track with our budget?

Reply from Liz Cuccia – I can say even with how slow it has been with the rain we are still seeing an increase as far as revenue because of the increase in off the street guests coming in. We are seeing that revenue increase, so I don't see any reason we won't be competitive with last year and even an increase in revenue.

Comment from John Watkins – Are we concerned about the insurance because it is going up and we are starting to see insurances not covering places?

Reply from Charlie Weeks – I think that isn't something we need to worry about right now but we are keeping an eye on it.

Meeting adjourned at

Respectfully Submitted,

Frank Polehonki

Board of Directors – Secretary

Cc

Jennifer Del Monte

Senior Reservation Agent

Guest Survey Comments from February & March 2024

- Kim with Maintenance and Jennifer in the front office went above and beyond for us. My wife and I came over from the valley and I left our trailer keys at home. We tried to make access but couldn't. I found Kim and asked him if there was any way possible he could get into our trailer? He said no but let him call someone that might know if there were extra keys that my parents left in the office. Jennifer came down and found our keys after hours. They were both very polite and professional. I thank them both for going above and beyond for us. James Ramsey
- Thank you for a great time and being kid friendly.
- Wish spaces were wider, it's always a tight fit.
- Was a great stay. Very friendly staff.
- If you could thank Jennifer, Luke, Kim, and Aaron for making out stay paradise as always. Mike, Brandon, and Kolleen.
- Always a pleasure visiting from Canada. You guys make us feel so welcome and we can't wait to get there again!
- Always enjoy staying at Holiday RV.
- My stay was good other than the fact the ground is not prepared for rain. Love my home away from home.
- Park looks great, and office staff is awesome compared to other RV parks.
- Better Wi-Fi and hours of spa, stay open longer. Overall thank you very much. We come here often, see you in August.
- We love being members and staying here at Holiday RV Park. The office staff are always friendly, helpful, and professional. The maintenance staff are also awesome and very helpful, friendly and professional.
- It was great to spend some time at the Park, look forward to our next visit! Staff were great as always!
- Very clean and well-kept park and staff is very friendly and helpful.
- Love the park!!

All Motions

Frank Polehonki made a motion to approve the minutes of the February meeting, seconded by Darin Batty.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks. Frank Polehonki and Lorena Lemus abstained from approving as they were not on the Board for February meeting.

Frank Polehonki made a motion to approve the minutes of the March meeting, seconded by Darin Batty.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks. Frank Polehonki and Lorena Lemus abstained from approving as they were not on the Board for March meeting.

Talley Snow made a motion to accept the February 2024 financials and pay the bills, seconded by Darin Batty.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Talley Snow made a motion to accept the March 2024 financials and pay the bills, seconded by Darin Batty.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Mark made a motion to revise the 7-day requirement per quarter for the monthlies to 14-days per 6-month contract with no exceptions, seconded by Don Smith.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Don Smith made a motion to purchase \$6000 of pool furniture, seconded by Mark Schieber.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Don Smith made a motion to purchase pool heaters and pumps for \$20,000 to be paid from Laundry account, seconded by Talley Snow.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Mark Schieber made a motion to purchase Robotic Pool Cleaner for \$2000, seconded by Talley Snow.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Don Smith made a motion to approve \$1200 to purchase auto flush valves for the restrooms, seconded by Mark Schieber.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Don Smith made a motion to approve \$4000 for Mountaineer IT to purchase and install battery backup systems for office, seconded by Talley Snow.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks. Mark Schieber voted no on this motion.

Charles Nunes made a motion to donate \$250 to Social Club for Memorial Day weekend events, seconded by Don Smith.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Mark Schieber made a motion to adjourn to executive session, seconded by Darin Batty.

Roll Call: Darin Batty, Lorena Lemus, Charles Nunes, Frank Polehonki, Mark Schieber, Don Smith, Talley Snow, John Watkins, and Charlie Weeks.

Holiday RV Park Profit & Loss Prev Year Comparison April 2024

| | Apr 24 | Apr 23 | \$ Change |
|---|-----------|-----------|------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Non TOT Taxable Revenue | | | |
| 7200 · Members Dues | 628.00 | 3,693.00 | -3,065.00 |
| 7212 · Late Checkout | 90.00 | 131.36 | -41.36 |
| 7214 · Weekly Rent-No Tax | 10,685.00 | 4,427.00 | 6,258.00 |
| 7220 · Monthly - Members | 25,856.00 | 24,482.64 | 1,373.36 |
| 7231 · Snowbird - Non-Members | 10,258.55 | 2,475.00 | 7,783.55 |
| 7234 · Snowbirds - Members | 11,344.26 | 12,641.00 | -1,296.74 |
| 7242 · Member Daily - Non taxable | 5,698.42 | 2,743.00 | 2,955.42 |
| 7245 · Mobile Home Rental Income | 800.00 | 800.00 | 0.00 |
| 7295 · Washer & Dryer | 3,080.14 | 3,167.08 | -86.94 |
| 7310 · Parking Fee | 1,420.00 | 1,600.00 | -180.00 |
| 7320 · Water Commission | 58.29 | 26.81 | 31.48 |
| 7800 · Transfer Fee Income | -502.00 | 0.00 | -502.00 |
| 7994 · Late Fee on Dues | 15.50 | 58.00 | -42.50 |
| Total Non TOT Taxable Revenue | 69,432.16 | 56,244.89 | 13,187.27 |
| TOT Taxable Revenue | | | |
| 7210 · Non-Member Daily | 17,354.00 | 35,248.65 | -17,894.65 |
| 7235 · Snowbirds - taxed | 346.22 | 0.00 | 346.22 |
| 7237 · Monthly Rent - Taxable | 0.00 | 1,176.00 | -1,176.00 |
| Total TOT Taxable Revenue | 17,700.22 | 36,424.65 | -18,724.43 |
| 7620 · Escapee- 15% Discounts | -377.40 | -198.45 | -178.95 |
| 7640 · FMCA/Camp CA - 10% Discounts | -208.70 | -296.40 | 87.70 |
| 7650 · Military/LE Discount - 15% | -60.90 | -303.60 | 242.70 |
| 7660 · Long Weekend Discount | 0.00 | -502.95 | 502.95 |
| 7995 · Silent Auction Income | 15.00 | 0.00 | 15.00 |
| 9920 · Credit card transaction fee | 1,067.94 | 0.00 | 1,067.94 |
| 9921 · Golf Cart Fee | 260.00 | 0.00 | 260.00 |
| Total Income | 87,828.32 | 91,368.14 | -3,539.82 |
| Gross Profit | 87,828.32 | 91,368.14 | -3,539.82 |
| Expense | | | |
| Business Promotional Costs | | | |
| 8050 · Advertising Expense | 135.00 | 137.61 | -2.61 |
| 9055 · Website Expense | 228.93 | 0.00 | 228.93 |
| Total Business Promotional Costs | 363.93 | 137.61 | 226.32 |
| Computer IT Dept | | | |
| 9056 · Software | 110.48 | 284.07 | -173.59 |
| 9062 · IT Service Labor | 1,664.72 | 1,736.72 | -72.00 |
| Total Computer IT Dept | 1,775.20 | 2,020.79 | -245.59 |
| Meetings & Events | | | |
| 9090 · Annual Meeting | 0.00 | 29.13 | -29.13 |
| 9092 · Monthly Meeting Expenses | 567.99 | 206.55 | 361.44 |
| 9650 · Travel (Not Meals) | 88.31 | 125.18 | -36.87 |
| Total Meetings & Events | 656.30 | 360.86 | 295.44 |
| Professional Fees | | | |
| 9120 · Accounting & Auditing | 2,500.00 | 2,500.00 | 0.00 |
| 9170 · Directors Expense | 1,504.39 | 2,030.11 | -525.72 |
| Total Professional Fees | 4,004.39 | 4,530.11 | -525.72 |
| 8201 · Bank Fees & Charges | | | |
| 8240 · Credit Card Processing Costs | 1,452.32 | 1,726.56 | -274.24 |
| 8201 · Bank Fees & Charges - Other | 0.00 | 74.45 | -74.45 |
| Total 8201 · Bank Fees & Charges | 1,452.32 | 1,801.01 | -348.69 |

Holiday RV Park Profit & Loss Prev Year Comparison April 2024

| | Apr 24 | Apr 23 | \$ Change |
|---|------------------|-------------------|-------------------|
| 8425 · Employee Appreciation | 92.22 | 0.00 | 92.22 |
| 8439 · Taxes | | | |
| 9070 · Property Tax | 417.74 | 42,434.10 | -42,016.36 |
| Total 8439 · Taxes | 417.74 | 42,434.10 | -42,016.36 |
| 8600 · Utilities | | | |
| 8260 · Cable Television (Park) | 5,407.90 | 5,078.38 | 329.52 |
| 8650 · Garbage | 2,745.26 | 2,690.87 | 54.39 |
| 8660 · Gas | 4,526.52 | 3,298.10 | 1,228.42 |
| 8680 · Electric | 16,668.00 | 11,803.85 | 4,864.15 |
| 9600 · Telephone & Internet | 189.96 | 366.96 | -177.00 |
| Total 8600 · Utilities | 29,537.64 | 23,238.16 | 6,299.48 |
| 8700 · Insurance Expense | | | |
| 8702 · Insurance - General Liability | 0.00 | 4,562.79 | -4,562.79 |
| 8770 · Insurance - Employee Health | 2,358.71 | 1,707.18 | 651.53 |
| 8771 · Insurance - Employee Life | 48.00 | 0.00 | 48.00 |
| 8772 · Insurance - Employee Vision | 170.56 | 171.67 | -1.11 |
| Total 8700 · Insurance Expense | 2,577.27 | 6,441.64 | -3,864.37 |
| 9001 · Payroll | | | |
| 9060 · Payroll Tax | 1,643.25 | 62.33 | 1,580.92 |
| 9075 · Payroll Service Fees | 681.22 | 685.86 | -4.64 |
| 9350 · Salary & Wages | 21,894.11 | 27,006.54 | -5,112.43 |
| 9352 · Hiring Expenses | 0.00 | 254.00 | -254.00 |
| Total 9001 · Payroll | 24,218.58 | 28,008.73 | -3,790.15 |
| 9002 · Repairs & Maintenance | | | |
| 9003 · Pest Control Services | 200.00 | 0.00 | 200.00 |
| 9020 · Pool/Spa Regular Maintenance | 1,456.54 | 141.64 | 1,314.90 |
| 9030 · General | 433.25 | 0.00 | 433.25 |
| 9032 · Electrical | 0.00 | 444.50 | -444.50 |
| 9035 · Clubhouse | 434.34 | 0.00 | 434.34 |
| 9081 · Water Salt Softner | 237.74 | 0.00 | 237.74 |
| Total 9002 · Repairs & Maintenance | 2,761.87 | 586.14 | 2,175.73 |
| 9050 · Office Expenses | | | |
| 9037 · Timeclock Machine & Software | 30.00 | 24.00 | 6.00 |
| 9051 · Office Expense | 1,285.33 | 374.69 | 910.64 |
| 9052 · Office Supplies | 2,650.05 | 0.00 | 2,650.05 |
| 9059 · Printing, Copy Expenses | 127.62 | 72.16 | 55.46 |
| 9071 · Customer Amenities | 0.00 | 75.16 | -75.16 |
| 9100 · Postage & Delivery | 0.00 | 49.12 | -49.12 |
| 9050 · Office Expenses - Other | 19.99 | 0.00 | 19.99 |
| Total 9050 · Office Expenses | 4,112.99 | 595.13 | 3,517.86 |
| 9370 · Supplies | | | |
| 9023 · Janitorial Supplies | 602.54 | 97.81 | 504.73 |
| 9024 · Small Tools | 27.18 | 215.12 | -187.94 |
| 9026 · Park & Grounds Supplies | 6,520.60 | 781.37 | 5,739.23 |
| 9371 · Clubhouse Supplies | 0.00 | 192.86 | -192.86 |
| Total 9370 · Supplies | 7,150.32 | 1,287.16 | 5,863.16 |
| 9400 · Safety & Security | | | |
| 9360 · Security | 550.00 | 0.00 | 550.00 |
| 9401 · Fire Prevention | 0.00 | 195.00 | -195.00 |
| Total 9400 · Safety & Security | 550.00 | 195.00 | 355.00 |
| Total Expense | 79,670.77 | 111,636.44 | -31,965.67 |

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Cash Basis

Holiday RV Park
Profit & Loss Prev Year Comparison
April 2024

| | Apr 24 | Apr 23 | \$ Change |
|----------------------------|-----------------|-------------------|------------------|
| Net Ordinary Income | 8,157.55 | -20,268.30 | 28,425.85 |
| Other Income/Expense | | | |
| Other Income | | | |
| 9870 · Interest Income | 15.19 | 2.65 | 12.54 |
| Total Other Income | 15.19 | 2.65 | 12.54 |
| Other Expense | | | |
| 9911 · Garnishment Payable | 0.00 | 0.00 | 0.00 |
| 9922 · Interest Expense | 1,706.17 | 3,294.91 | -1,588.74 |
| Total Other Expense | 1,706.17 | 3,294.91 | -1,588.74 |
| Net Other Income | -1,690.98 | -3,292.26 | 1,601.28 |
| Net Income | <u>6,466.57</u> | <u>-23,560.56</u> | <u>30,027.13</u> |

Holiday RV Park
Balance Sheet Prev Year Comparison
As of April 30, 2024

| | Apr 30, 24 | Apr 30, 23 | \$ 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 | 73,422.64 | 65,446.71 | 7,975.93 |
| 1060 · Mechanics-Laundry Room - 7211 | 18,647.51 | 18,828.37 | -180.86 |
| 1063 · Mechanics- Dues Account - 6422 | 56,974.30 | 25,935.27 | 31,039.03 |
| Total 1001 · Cash Accounts | 150,544.45 | 111,710.35 | 38,834.10 |
| 1065 · Reserves | | | |
| 1070 · Mechanics Emergency Reserves | 151,921.84 | 81,798.96 | 70,122.88 |
| 1075 · Mechanics CIM Reserves | 52,855.54 | 5,340.05 | 47,515.49 |
| Total 1065 · Reserves | 204,777.38 | 87,139.01 | 117,638.37 |
| Total Checking/Savings | 355,321.83 | 198,849.36 | 156,472.47 |
| Accounts Receivable | | | |
| 11000 · Accounts Receivable | -15,837.50 | -13,115.47 | -2,722.03 |
| Total Accounts Receivable | -15,837.50 | -13,115.47 | -2,722.03 |
| 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 | 91,101.38 | 21,105.38 | 69,996.00 |
| 2410 · Prepaid Expenses | 8,208.00 | 4,104.00 | 4,104.00 |
| 2460 · Prepaid IncomeTaxes | 55,174.00 | 2,000.00 | 53,174.00 |
| 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 | 196,995.48 | 69,721.48 | 127,274.00 |
| Total Current Assets | 536,479.81 | 255,455.37 | 281,024.44 |
| 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 April 30, 2024

| | Apr 30, 24 | Apr 30, 23 | \$ 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 | 18,898.30 | 12,603.30 | 6,295.00 |
| 4053 · Pool Construction | 84,636.00 | 84,636.00 | 0.00 |
| 4054 · Pool Furniture | 13,289.88 | 5,064.20 | 8,225.68 |
| 4055 · Pool Re-Wiring | 1,291.00 | 1,291.00 | 0.00 |
| 4056 · Pool Heaters | 34,270.00 | 15,090.00 | 19,180.00 |
| 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 | 173,299.92 | 139,599.24 | 33,700.68 |
| 4058 · Submersible Pump (2) | 41,985.44 | 41,985.44 | 0.00 |
| 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 | 1,710,869.91 | 0.00 |
| 4059 · Buildings - Other | 122,802.00 | 122,802.00 | 0.00 |
| Total 4059 · Buildings | 1,869,889.39 | 1,869,889.39 | 0.00 |
| 4070 · Laundry Facility | 98,880.26 | 98,880.26 | 0.00 |
| 4080 · Equipment | | | |
| 4081 · Laptop | 1,800.71 | 1,800.71 | 0.00 |
| 4082 · Office Equipment | 8,124.21 | 4,060.21 | 4,064.00 |
| 4080 · Equipment - Other | 44,850.91 | 43,335.43 | 1,515.48 |
| Total 4080 · Equipment | 54,775.83 | 49,196.35 | 5,579.48 |
| 4090 · Vehicles | 28,717.89 | 28,717.89 | 0.00 |
| 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 - Vehcicles | -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 | 2,242,877.22 | 2,203,597.06 | 39,280.16 |
| Other Assets | | | |
| 4500 · Unrealized Gain/Loss Investment | -772.85 | -772.85 | 0.00 |
| 4510 · Suspense | 12,750.00 | 12,750.00 | 0.00 |
| Total Other Assets | 11,977.15 | 11,977.15 | 0.00 |
| TOTAL ASSETS | 2,791,334.18 | 2,471,029.58 | 320,304.60 |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |

Holiday RV Park
Balance Sheet Prev Year Comparison
As of April 30, 2024

| | Apr 30, 24 | Apr 30, 23 | \$ Change |
|--|---------------------|---------------------|-------------------|
| Current Liabilities | | | |
| Accounts Payable | | | |
| 20000 · Accounts Payable | -0.01 | 133.39 | -133.40 |
| Total Accounts Payable | -0.01 | 133.39 | -133.40 |
| Credit Cards | | | |
| Home Depot - 3600 | 2,539.75 | -83.15 | 2,622.90 |
| Mechanics Bank CC | 11,584.38 | 7,477.19 | 4,107.19 |
| Total Credit Cards | 14,124.13 | 7,394.04 | 6,730.09 |
| 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 | 258,647.35 | 352,955.18 | -94,307.83 |
| 5040 · Gift Certificate Payable | -157.50 | -157.50 | 0.00 |
| 5170 · T.O.T. Payable | -7,881.54 | -10,372.81 | 2,491.27 |
| 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 | -494.24 | 27.05 | -521.29 |
| Total Other Current Liabilities | 292,746.66 | 385,084.51 | -92,337.85 |
| Total Current Liabilities | 306,870.78 | 392,611.94 | -85,741.16 |
| Total Liabilities | 306,870.78 | 392,611.94 | -85,741.16 |
| Equity | | | |
| 6800 · Capital Contributions | 32,300.00 | 32,300.00 | 0.00 |
| 6900 · Retained Earnings | 2,333,131.89 | 1,957,543.15 | 375,588.74 |
| Net Income | 119,031.51 | 88,574.49 | 30,457.02 |
| Total Equity | 2,484,463.40 | 2,078,417.64 | 406,045.76 |
| TOTAL LIABILITIES & EQUITY | 2,791,334.18 | 2,471,029.58 | 320,304.60 |

Holiday RV Park
Occupancy By Site Type
 From 01 Apr 2024 To 30 Apr 2024

| 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 33-39ft Site (30 Amp) | Days | 39 | 1170 | 0 | 690 | 480 | 17.21 | 58.97 | 336.55 | 0.00 | 20,140.80 | 20,140.80 | 29.19 | 29.19 | 8.73 | 0.00 | 141 |
| Back-in 33-36ft Site (30/50 Amp) | Days | 43 | 1290 | 0 | 816 | 474 | 15.83 | 63.26 | 511.85 | 0.00 | 20,414.64 | 20,414.64 | 25.02 | 25.02 | 10.46 | 0.00 | 143 |
| Back-in 36-39ft Site (30 Amp) | Days | 8 | 240 | 0 | 124 | 116 | 14.85 | 51.67 | 24.70 | 0.00 | 3,563.86 | 3,563.86 | 28.74 | 28.74 | 9.54 | 0.00 | 28 |
| Back-in 36-39ft Site (30/50 Amp) | Days | 47 | 1410 | 0 | 1041 | 369 | 13.22 | 73.83 | 270.79 | 0.00 | 18,634.36 | 18,634.36 | 17.90 | 17.90 | 10.62 | 0.00 | 195 |
| Narrow 30-34ft Back-in Site (No Slides - 30 Amp) | Days | 15 | 450 | 0 | 182 | 268 | 10.04 | 40.44 | 58.35 | 0.00 | 4,518.12 | 4,518.12 | 24.82 | 24.82 | 7.00 | 0.00 | 51 |
| 700s 41-50ft Back-in Site (30/50 Amp) | Days | 4 | 118 | 2 | 34 | 84 | 20.96 | 28.81 | 39.60 | 0.00 | 2,473.67 | 2,473.67 | 72.76 | 72.76 | 5.67 | 0.00 | 12 |
| Pull-Thru 70-73ft Site (30/50 Amp) | Days | 15 | 450 | 0 | 98 | 352 | 7.54 | 21.78 | 272.90 | 0.00 | 3,391.14 | 3,391.14 | 34.60 | 34.60 | 6.13 | 0.00 | 36 |
| Monthly | Days | 39 | 1170 | 0 | 1170 | 0 | 21.68 | 100.00 | 0.00 | 0.00 | 25,367.85 | 25,367.85 | 21.68 | 21.68 | 30.00 | 0.00 | 78 |
| Grand Total: | | 210 | 6298 | 2 | 4155 | 2143 | 15.64 | 65.97 | 1,514.74 | 0.00 | 98,504.44 | 98,504.44 | 23.71 | 23.71 | 11.70 | 0.00 | 684 |

Holiday RV Park
Occupancy By Site Type
From 01 Apr 2023 To 30 Apr 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 33-39ft Site (30 Amp) | Days | 39 | 1169 | 1 | 747 | 422 | 26.38 | 63.90 | 1,007.70 | 0.00 | 30,843.76 | 30,843.76 | 41.29 | 41.29 | 6.38 | 0.00 | 222 |
| Back-in 33-36ft Site (30/50 Amp) | Days | 43 | 1289 | 1 | 806 | 483 | 16.70 | 62.53 | 227.10 | 0.00 | 21,530.29 | 21,530.29 | 26.71 | 26.71 | 7.33 | 0.00 | 200 |
| Back-in 36-39ft Site (30 Amp) | Days | 8 | 240 | 0 | 185 | 55 | 10.36 | 77.08 | 33.50 | 0.00 | 2,485.81 | 2,485.81 | 13.44 | 13.44 | 7.12 | 0.00 | 52 |
| Back-in 36-39ft Site (30/50 Amp) | Days | 47 | 1410 | 0 | 1092 | 318 | 20.03 | 77.45 | 601.49 | 0.00 | 28,248.93 | 28,248.93 | 25.87 | 25.87 | 8.27 | 0.00 | 266 |
| Narrow 30-34ft Back-in Site (No Slides - 30 Amp) | Days | 15 | 450 | 0 | 120 | 330 | 8.86 | 26.67 | 119.95 | 0.00 | 3,986.20 | 3,986.20 | 33.22 | 33.22 | 3.08 | 0.00 | 81 |
| 700s 41-50ft Back-in Site (30/50 Amp) | Days | 4 | 120 | 0 | 82 | 38 | 13.52 | 68.33 | 0.00 | 0.00 | 1,622.16 | 1,622.16 | 19.78 | 19.78 | 7.45 | 0.00 | 22 |
| Pull-Thru 70-73ft Site (30/50 Amp) | Days | 15 | 449 | 1 | 82 | 367 | 18.52 | 18.26 | 207.80 | 0.00 | 8,315.26 | 8,315.26 | 101.41 | 101.41 | 3.73 | 0.00 | 46 |
| Monthly | Days | 39 | 1170 | 0 | 1160 | 10 | 20.69 | 99.15 | 0.00 | 0.00 | 24,206.71 | 24,206.71 | 20.87 | 20.87 | 28.29 | 0.00 | 82 |
| Grand Total: | | 210 | 6297 | 3 | 4274 | 2023 | 19.25 | 67.87 | 2,197.54 | 0.00 | 121,239.12 | 121,239.12 | 28.37 | 28.37 | 8.58 | 0.00 | 971 |

Holiday RV Park
Occupancy By Rate
From 01 Apr 2024 To 30 Apr 2024

| Description | Total Res | Available Nights | Used Nights | % Total of Report Reservations | % Used Against | Gross Revenue | Nett Revenue | % of Total Reports |
|---------------------------|------------|------------------|-------------|--------------------------------|----------------|------------------|------------------|--------------------|
| Board Meeting | 2 | 6298 | 7 | 0.17 | 0.11 | 0.00 | 0.00 | 0.00 |
| Member Daily (No Charge) | 128 | 6298 | 1286 | 30.95 | 20.42 | 40.00 | 40.00 | 0.04 |
| Member Rate (Non-Prime) | 3 | 6298 | 58 | 1.40 | 0.92 | 3,197.04 | 3,197.04 | 3.25 |
| Mid-Week Special | 3 | 6298 | 7 | 0.17 | 0.11 | 914.55 | 914.55 | 0.93 |
| Monthly | 40 | 6298 | 1200 | 28.88 | 19.05 | 26,049.85 | 26,049.85 | 26.45 |
| Non-Member | 78 | 6298 | 526 | 12.66 | 8.35 | 45,854.99 | 45,854.99 | 46.55 |
| Parking | 44 | 6298 | 136 | 3.27 | 2.16 | 1,360.00 | 1,360.00 | 1.38 |
| Snowbird (Member) | 40 | 6298 | 560 | 13.48 | 8.89 | 13,574.96 | 13,574.96 | 13.78 |
| Snowbird (Non-Member) | 11 | 6298 | 243 | 5.85 | 3.86 | 6,127.89 | 6,127.89 | 6.22 |
| Snowbird P/T (Member) | 3 | 6298 | 42 | 1.01 | 0.67 | 1,385.16 | 1,385.16 | 1.41 |
| Snowbird P/T (Non-Member) | 3 | 6298 | 90 | 2.17 | 1.43 | 0.00 | 0.00 | 0.00 |
| Grand Total: | 355 | 6298 | 4155 | 100.00 | 65.97 | 98,504.44 | 98,504.44 | 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

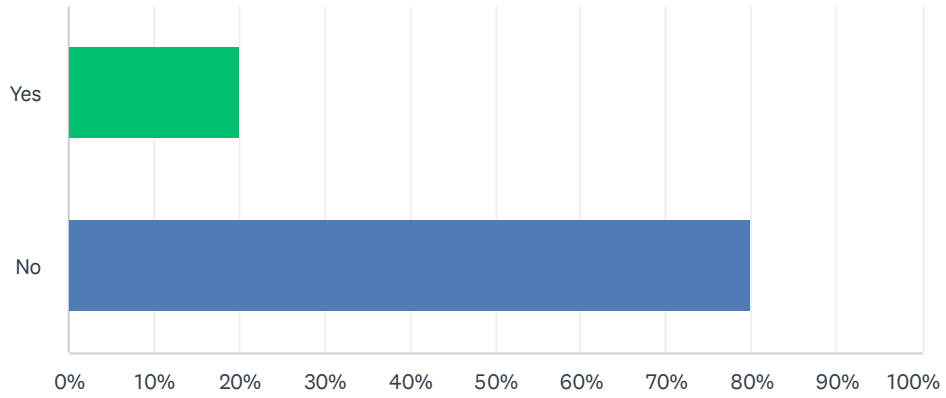
From 01 Apr 2023 To 30 Apr 2023

| Description | Total Res | Available Nights | Used Nights | % Total of Report Reservations | % Used Against | Gross Revenue | Nett Revenue | % of Total Reports |
|-------------------------------------|------------|------------------|-------------|--------------------------------|----------------|-------------------|-------------------|--------------------|
| Member Daily (No Charge) | 175 | 6297 | 1594 | 37.30 | 25.31 | 20.00 | 20.00 | 0.02 |
| Member Rate - Pull-Thru (Non-Prime) | 3 | 6297 | 9 | 0.21 | 0.14 | 577.08 | 577.08 | 0.48 |
| Member Rate (Non-Prime) | 1 | 6297 | 5 | 0.12 | 0.08 | 1,607.41 | 1,607.41 | 1.33 |
| Member Rate (Prime) | 0 | 6297 | 0 | 0.00 | 0.00 | 168.33 | 168.33 | 0.14 |
| Monthly | 42 | 6297 | 1190 | 27.84 | 18.90 | 24,836.71 | 24,836.71 | 20.49 |
| Non-Member | 165 | 6297 | 536 | 12.54 | 8.51 | 73,527.59 | 73,527.59 | 60.65 |
| Parking | 56 | 6297 | 156 | 3.65 | 2.48 | 1,290.00 | 1,290.00 | 1.06 |
| Snowbird (Member) | 48 | 6297 | 672 | 15.72 | 10.67 | 15,327.00 | 15,327.00 | 12.64 |
| Snowbird (Non-Member) | 5 | 6297 | 70 | 1.64 | 1.11 | 2,625.00 | 2,625.00 | 2.17 |
| Snowbird P/T (Member) | 3 | 6297 | 42 | 0.98 | 0.67 | 1,260.00 | 1,260.00 | 1.04 |
| Grand Total: | 498 | 6297 | 4274 | 100.00 | 67.87 | 121,239.12 | 121,239.12 | 100.00 |

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

Q1 Is this your first visit?

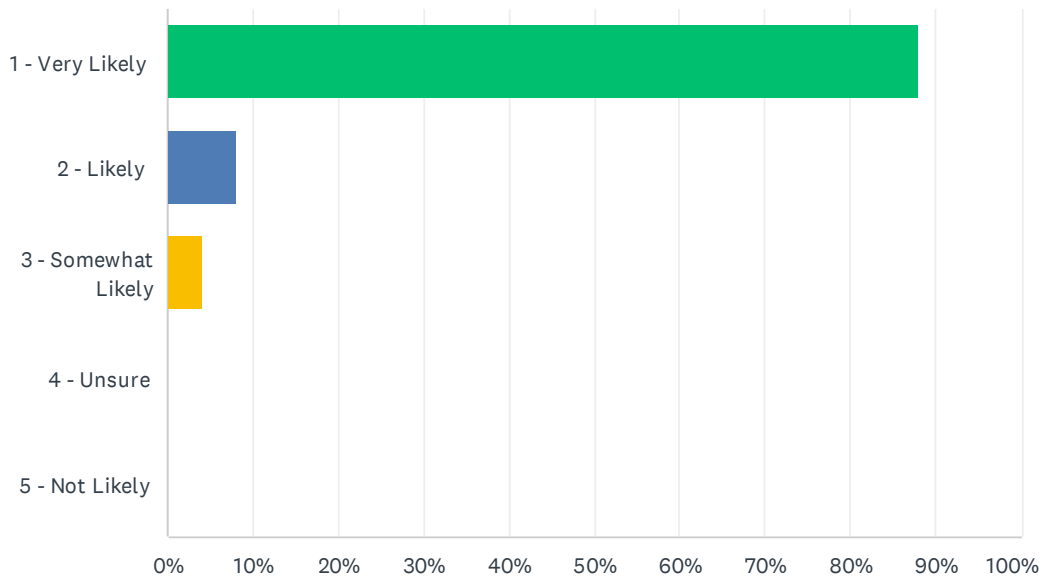
Answered: 25 Skipped: 0



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----|
| Yes | 20.00% | 5 |
| No | 80.00% | 20 |
| TOTAL | | 25 |

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

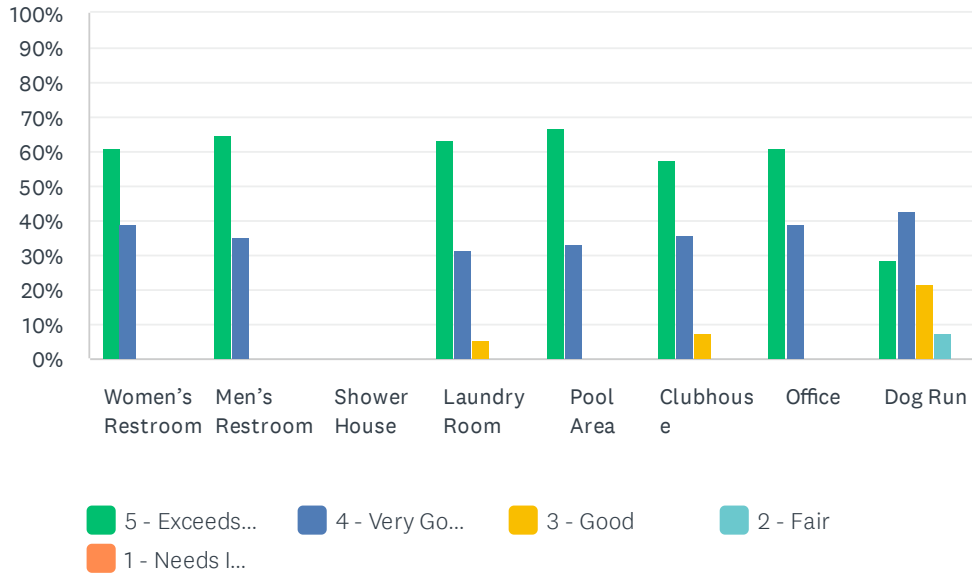
Answered: 25 Skipped: 0



| ANSWER CHOICES | RESPONSES | |
|---------------------|-----------|-----------|
| 1 - Very Likely | 88.00% | 22 |
| 2 - Likely | 8.00% | 2 |
| 3 - Somewhat Likely | 4.00% | 1 |
| 4 - Unsure | 0.00% | 0 |
| 5 - Not Likely | 0.00% | 0 |
| TOTAL | | 25 |

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

Answered: 24 Skipped: 1



| | 5 - EXCEEDS EXPECTATIONS | 4 - VERY GOOD | 3 - GOOD | 2 - FAIR | 1 - NEEDS IMPROVEMENT | TOTAL | WEIGHTED AVERAGE |
|------------------|--------------------------|---------------|-------------|------------|-----------------------|-------|------------------|
| Women's Restroom | 61.11% 11 | 38.89% 7 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 18 | 1.39 |
| Men's Restroom | 64.71% 11 | 35.29% 6 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 17 | 1.35 |
| Shower House | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Laundry Room | 63.16% 12 | 31.58% 6 | 5.26% 1 | 0.00% 0 | 0.00% 0 | 19 | 1.42 |
| Pool Area | 66.67% 14 | 33.33% 7 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 21 | 1.33 |
| Clubhouse | 57.14% 8 | 35.71% 5 | 7.14% 1 | 0.00% 0 | 0.00% 0 | 14 | 1.50 |
| Office | 60.87% 14 | 39.13% 9 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 23 | 1.39 |
| Dog Run | 28.57% 4 | 42.86% 6 | 21.43% 3 | 7.14% 1 | 0.00% 0 | 14 | 2.07 |

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

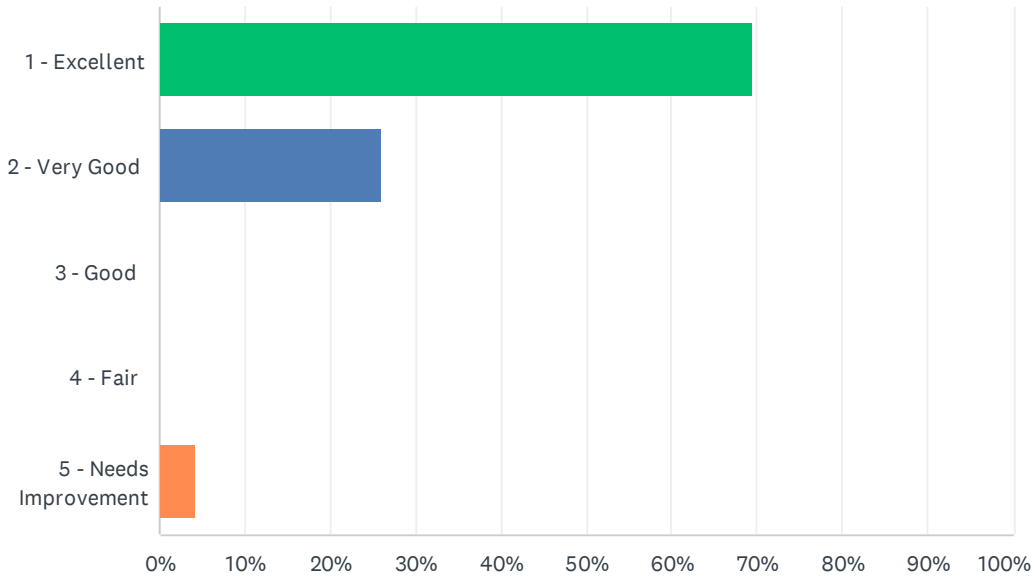
Answered: 24 Skipped: 1



| | 5 - EXCELLENT | 4 - VERY GOOD | 3 - GOOD | 2 - FAIR | 1 - NEEDS IMPROVEMENT | TOTAL | WEIGHTED AVERAGE |
|--------------------------------------|---------------|---------------|-------------|-------------|-----------------------|-------|------------------|
| Reservation Process | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Appearance of Office | 50.00% 12 | 29.17% 7 | 12.50% 3 | 0.00% 0 | 8.33% 2 | 24 | 1.88 |
| Safety and Security | 41.67% 10 | 45.83% 11 | 12.50% 3 | 0.00% 0 | 0.00% 0 | 24 | 1.71 |
| Wi-Fi Quality | 26.09% 6 | 34.78% 8 | 21.74% 5 | 17.39% 4 | 0.00% 0 | 23 | 2.30 |
| Quality of Cable Service | 27.78% 5 | 44.44% 8 | 16.67% 3 | 11.11% 2 | 0.00% 0 | 18 | 2.11 |
| Professionalism of Office Staff | 82.61% 19 | 17.39% 4 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 23 | 1.17 |
| Professionalism of Maintenance Staff | 79.17% 19 | 20.83% 5 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 24 | 1.21 |
| Staff Knowledge and Helpfulness | 83.33% 20 | 16.67% 4 | 0.00% 0 | 0.00% 0 | 0.00% 0 | 24 | 1.17 |
| 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: 23 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|-----------------------|-----------|-----------|
| 1 - Excellent | 69.57% | 16 |
| 2 - Very Good | 26.09% | 6 |
| 3 - Good | 0.00% | 0 |
| 4 - Fair | 0.00% | 0 |
| 5 - Needs Improvement | 4.35% | 1 |
| TOTAL | | 23 |

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: 9 Skipped: 16

| # | RESPONSES | DATE |
|---|---|--------------------|
| 1 | Front desk staff was wonderful. We were only there for one night and they took great care of us! | 4/27/2024 12:28 AM |
| 2 | bigger sites would be great! heated pool would have been appreciated (we swim laps three days a week and water too cold to do so) | 4/24/2024 4:09 PM |
| 3 | The office staff is absolutely the best!!! Very attentive and accommodating. The maintenance guys are so very helpful and knowledgeable. We love staying there. | 4/23/2024 8:06 PM |
| 4 | A dog was loose with no tag or chip. We finely found the owner who was in the pool area. The owner took the dog inside the pool area and later threw the dog into the pool. This was after 5 pm and there was no one working to tell a worker. We have been coming here for over 10 years and this has never happened before??? | 4/23/2024 6:47 PM |
| 5 | I love the clubhouse! I use kitchen all the time. If only others who use it would clean properly!!!! The pool/hot tub is awesome Now...There are guests in the parks who don't maintain their space. The spaces were full of weeds and/or clutter. This makes the park look very unkempt. Sadly, Very trashy. And, We must do something about the road! | 4/23/2024 4:21 AM |
| 6 | We love it all | 4/22/2024 5:31 PM |
| 7 | All you folks are like family Love you guys Great job to all No politics here | 4/21/2024 6:23 PM |
| 8 | Always enjoy staying here. | 4/12/2024 3:37 PM |
| 9 | Always a great time here. The staff is super friendly and helpful. We will be back! | 4/5/2024 12:24 PM |

You sent us your
pricing request
We Delivered

Prepared by:

Alex Nestorowich

 1-866-710-7382 ext: 281

 alexn@sekuremerchants.com

Proposal prepared for:

Holiday RV Park Owners Assn Inc

 100 S Dolliver St

Pismo Beach, CA, 93449-2902



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Sekure is not a credit card payments processor. Our Payment Experts analyze 3000+ merchant statements each month.

This gives us the freedom and flexibility to work with you to make sure you're getting the best possible deal, and to ensure that you have the right point-of-sale hardware and software. Your Payment Expert passionately supports and proactively seeks out the best merchant services available. Through our Rate Sekurity Guarantee® your account is evaluated regularly to ensure that you're always paying the lowest possible credit card processing rates.

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- No change to your business bank account. Deposits and transactions stay the same.
- We cancel with your current processor and reimburse standard cancellation fees.
- Sekure provides free terminals, suited to your needs.
- A dedicated Payment Expert is assigned to answer all your questions directly. Never wait on hold again!

Switching has never been easier. Simply approve your lower rates and we'll do the rest!

Best regards,

Alex Nestorowich



'Even though we are small potatoes, we are treated like we are a top producer in sales. I made the right decision when I decided to go with Sekure.'

- **Broadway Medical Treatment Center**

Save up to 100% on your payment processing costs

How much did you spend on processing last year? Take control and put thousands back in your pocket with the Edge. It's a more efficient way to process credit card transactions, giving you the power you need to protect your business from rising merchant processing rates.

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Rethink credit card processing

- Easy to read customer receipts
- Free equipment and next day funding

Here's how it works:



We provide signage to inform customers they have a choice of how to pay: one price for cash, one price for credit.



Your customers choose to pay by cash, or tap, swipe and dip as usual to complete their purchase by credit card.



The POS device automatically calculates the charged amount based on the method of payment, simplifying receipts for you and your customers.

Give your business the Edge it needs.

Your custom savings plan

New rates for:

Holiday RV Park Owners Assn Inc

| Categories | Current Processor | | | Sekure Payment Experts | | |
|--------------------------------|--------------------|----------|-------------------|------------------------|-------------------|-----------------|
| | Volume | Rate | Cost | Rate | Cost | Savings |
| Visa Credit Card Volume | \$33,087.57 | 2.30% | \$761.01 | 0.32% | \$105.88 | \$655.13 |
| MasterCard Credit Card Volume | \$7,001.92 | 2.30% | \$161.04 | 0.32% | \$22.41 | \$138.64 |
| Discover Credit Card Volume | \$3,419.52 | 2.30% | \$78.65 | 0.32% | \$10.94 | \$67.71 |
| Visa Check Card Volume | \$0.00 | 2.30% | \$0.00 | 0.32% | \$0.00 | \$0.00 |
| MasterCard Check Card Volume | \$0.00 | 2.30% | \$0.00 | 0.32% | \$0.00 | \$0.00 |
| Discover Check Card Volume | \$0.00 | 2.30% | \$0.00 | 0.32% | \$0.00 | \$0.00 |
| Amex Credit Card Volume | \$2,119.46 | 3.40% | \$72.06 | 0.32% | \$6.78 | \$65.28 |
| Pin Debit Volume | \$0.00 | | \$0.00 | | \$0.00 | \$0.00 |
| Visa Rewards | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| MasterCard Rewards | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Discover Rewards | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Visa Mid-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| MasterCard Mid-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Discover Mid-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Visa Non-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| MasterCard Non-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Discover Non-Qualified | \$0.00 | 0.00% | \$0.00 | 0.00% | \$0.00 | \$0.00 |
| Visa / MC Transaction Count | 123 | \$0.17 | \$20.85 | \$0.08 | \$9.84 | \$11.01 |
| Discover Transaction Count | 8 | \$0.17 | \$1.36 | \$0.08 | \$0.64 | \$0.72 |
| Amex Transaction Count | 7 | \$0.17 | \$1.19 | \$0.08 | \$0.56 | \$0.63 |
| Check Card Transaction Count | 0 | \$0.17 | \$0.00 | \$0.08 | \$0.00 | \$0.00 |
| Downgraded Transaction Count | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Pin Debit Transaction Count | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Visa Network Access Fees | 99 | \$0.0218 | \$2.16 | \$0.0000 | \$0.00 | \$2.16 |
| MasterCard Network Access Fees | 24 | \$0.0208 | \$0.50 | \$0.0000 | \$0.00 | \$0.50 |
| Discover Network Access Fees | 8 | \$0.0185 | \$0.15 | \$0.0000 | \$0.00 | \$0.15 |
| Monthly Fee | 1 | \$5.00 | \$5.00 | \$0.00 | \$0.00 | \$5.00 |
| Monthly Pin Debit Access Fee | 0 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Batch Fees | 27 | \$0.10 | \$2.70 | \$0.00 | \$0.00 | \$2.70 |
| Interchange | 1 | \$16.25 | \$16.25 | \$866.17 | \$866.17 | (\$849.92) |
| Monthly PCI Fee | 1 | \$3.95 | \$3.95 | \$0.00 | \$0.00* | \$3.95* |
| TOTALS: | \$45,628.47 | | \$1,126.87 | | \$1,023.22 | \$103.64 |

| Special note | Savings |
|--|-----------------------------|
| The above is a representation for a retail comparison, actual rates are: Interchange Plus: 0.32% Transaction Fee: \$0.08 | Monthly: \$103.64 |
| | Annually: \$1,243.68 |
| | 3 Years: \$3,731.04 |
| | 5 Years: \$6,218.40 |

*Rate is based on merchant completing PCI SAQ within the first 90 days. Your Relationship Manager can assist you in ensuring completion.

PLEASE NOTE: This proposal is valid until March 22, 2024

This analysis is based on the statement of monthly processing provided by the merchant to Sekure for review and to identify monthly savings. In order to ensure an accurate monthly comparison, annual and other one-time fees have been excluded. Further review of additional rates is available upon receipt of additional documentation if applicable.

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Modernize with the most advanced smart solution.



- 12.5" HD touchscreen
- 4.3" customer-facing touchscreen
- 4G and wifi connectivity
- Receipt printer and barcode scanner

Payanywhere Smart Flex

A hybrid terminal and point of sale.



- 4G and wifi connectivity
- 8" HD touchscreen
- 4.3" customer-facing touchscreen
- Receipt printer and barcode scanner

Payanywhere Smart Terminal

Sleek, versatile and portable.



- 5" HD touchscreen with Android software
- 4G and wifi connectivity
- Front / back cameras to scan barcodes
- Built-in receipt printer

Payanywhere Smart Mini

Minimal size meets maximum versatility.



- 5" HD touchscreen
- 4G and wifi connectivity
- Barcode scanner

3-in-1 Card Reader

Pair with your smartphone or tablet.



- Accept NFC contactless, EMV chip and magstripe cards
- Compatible with iOS, Android and desktop computers

2-in-1 Card Reader

Pair with your smartphone or tablet.



- Accept EMV chip cards and magstripe cards
- Compatible with iOS, Android and desktop computers

In-store,
on-the-go
and online



Your business, powered by Payanywhere

Payanywhere adapts to
your business

Contactless Solutions

- Perfect for curbside pickup or delivery
- Easy to clean glass and acrylic surfaces
- Tap to pay with NFC contactless payments
- Same level of security as EMV chip cards

Online Solutions

- Ideal for card-not-present transactions
- Process anywhere with internet connection
- Create one-off or recurring payments
- Key-in card info and store it for future use



Virtual Terminals

Take orders online or over the phone and process payments on the spot.



Email Invoicing

Invoice your customers directly by email and get paid without a shopping cart or website.



Staff Management

Hire, schedule and pay staff with easy employee management tools. Break down sales by employee.



Inventory and Reporting

Manage, sell, track and restock products with inventory tools. Get real time insights with reporting and analytics.

Let's create a flexible payment solution just for you.



**A better
payment
processing
experience**

We're ready to work with you

- 1 Sign off on your pricing**

Our solutions are catered specifically to the needs of our clients. We offer the lowest costs available, with a rate guarantee and free equipment upgrades. Sign off on your pricing, and we'll get started on lowering your rates!
- 2 Account setup**

Within 48 hours, you'll be assigned a dedicated Sekure Merchant Onboarder who will email your approval and welcome letter containing your Merchant ID Number.
- 3 Equipment setup**

After sending the welcome letter, your Sekure Merchant Onboarder will send your shipping confirmation. Then it's on to setting up your terminal or POS and running a successful test transaction.
- 4 Account customization**

Next we'll handle the cancellation for your previous processor. Once we customize your account settings to your personal preferences, you're ready to start accepting payments!
- 5 Lifetime support**

Welcome aboard! Your dedicated Sekure Relationship Manager is now your ally for ongoing support and technical assistance, at no cost to you. They'll be your point of communication and contact the processor on your behalf. This means no more waiting on hold!

[Contact us to get started](#)



Matthew Shaffer
 matthew@nextlevelmerchant.com
 972-689-1222

Holiday RV Park

| Monthly Savings | Annual Savings | 3 Years Saving |
|-------------------------|-------------------------|----------------|
| \$137.71 | \$1,652.52 | \$4,957.56 |
| Processing Fees | Passthrough Fees | Total Fees |
| \$142.84 | \$876.28 | \$1,019.12 |
| Proposed Effective Rate | Existing Effective Rate | Existing Fees |
| 2.23% | 2.54% | \$1,156.83 |

Merchant Activity

| Type | Volume | Transactions |
|------------------|--------------------|--------------|
| Visa | \$33,087.57 | 99 |
| Mastercard | \$7,001.92 | 24 |
| Discover | \$3,419.52 | 8 |
| American Express | \$2,119.46 | 7 |
| Total | \$45,628.47 | 138 |

Processing Fees

| Type | Amount | Total |
|---------------|----------|-----------------|
| VMD Volume | 0.15% | \$65.26 |
| VMD Per Item | \$0.1000 | \$13.10 |
| AMEX Per Item | \$0.1000 | \$0.70 |
| AMEX Volume | 0.15% | \$3.18 |
| Batch Fee | \$0.35 | \$9.45 |
| Total | | \$142.84 |

| Type | Amount | Total |
|----------------|---------|----------|
| Monthly Bundle | \$50.00 | \$50.00 |
| AVS | \$0.05 | \$1.15 |
| Total | | \$142.84 |

Passthrough Fees

| Type | Total |
|-----------------|----------|
| VMD Interchange | \$706.78 |
| AMEX OptBlue | \$65.60 |
| VMD Card Brand | \$103.90 |
| Total | \$876.28 |



DURA-SEVEN™ LAUNDRY CART W/ DOUBLE POLE RACK

SKU: 100E58/D7

★★★★★ 4 reviews

\$243.47

Quantity

- 2 +

Add To Cart



Satisfaction guaranteed



Safe & Secure Checkout

Description | Specs

In stock! ships in 3 to 4 days.

Description

- Basket and base are coated in our new Dura-Seven™ anti-rust coating
- Perfect for environments where humidity and/or salt air are prevalent
- Features patented 5" Clean Wheel System casters with non-marking polyurethane tires. They reduce debris pick up in hubs

shop **Pay**

aaronpcartwright@gmail.com

Ship to

Aaron Cartwright, 100 South Dolliver Street, Pismo Beach CA 93449, US

Shipping method


FREE Shipping + Handling Fee · \$10.95

Payment option

Pay now
Pay the entire amount today

Pay in installments
Starting at \$124.47 / 2 weeks with no interest

Payment method

 Visa ··· 0681

Sign me up for news and offers from this store

Pay now

You're earning 1% Shop Cash by using Shop Pay on this order!



[Check out as guest](#)



DURA-SEVEN™ LAUNDRY CART W/ DOUBLE POLE RACK

\$486.94

Discount code

Apply

Subtotal

\$486.94

Shipping

\$10.95

Total

USD **\$497.89**



R&B WIRE PRODUCTS, INC.
YOUR TRUSTED PARTNER SINCE 1946

Laundry Carts, Hampers & Equipment 
Your #1 Manufacturing Source

 CART: 2 ITEMS

LAUNDRY CARTS & TRUCKS HEALTHCARE HAMPERS WIRE SHELVING UTILITY CARTS PRIVACY SCREENS & DIVIDERS GARMENT RACKS LAUNDRY SCALES HEALTHCARE PRODUCTS

Home > Products > Freight Saver 100E58 Wire Cart with Double Pole Rack, Chrome



FREIGHT SAVER 100E58 WIRE CART WITH DOUBLE POLE RACK, CHROME

\$265.49

R&B ID: 100CECSINGLE58CKD

Our wire laundry carts have been the standard of the industry for over 75 years. They are used in the majority of America's coin laundries as well as on-premise and commercial laundries. R&B Wire brand wire laundry carts are used throughout the world and are engineered for years of trouble free service.

- This 'freight-saver' version of our popular 100E58 laundry cart ships all in one box, as opposed to two boxes with the standard model
- Base is built with fully welded 7/8" heavy steel tubing - guaranteed for life against breakage
- Features our proprietary 5" Clean Wheel System™ casters with non-marking polyurethane tires, designed to deflect hair, lint and debris
- Raceway guards shield top caster bearings from dirt and chemicals
- New larger, softer non-marking bumpers help protect equipment and walls from damage
- Entire unit is chrome plated for maximum durability

Dimensions: 26.5"L x 22"W x 11"D x 64.5"H

Product Weight: 41 lbs

Bushel Capacity: 2.50

Quantity

Add to cart





Contact

[Log in](#)

Email
aaron@holidayrvpark.org

Email me with news and offers

Delivery

Country/Region
United States

First name
Aaron

Last name
Cartwright

Company (optional)
Holiday RV Park

Address
100 S Dolliver St

Apartment, suite, etc. (optional)

City
Pismo Beach

State
California

ZIP code
93449

Phone

Save this information for next time

Shipping method

Transit time begins when we ship your order. R&B cannot ship to P.O. boxes. Freight rates subject to change without notice. Poly and vinyl trucks are made to order and require 5-7 business day lead time.

- FedEx Ground \$59.39
1 business day
- FedEx Express Saver \$144.34
2 business days



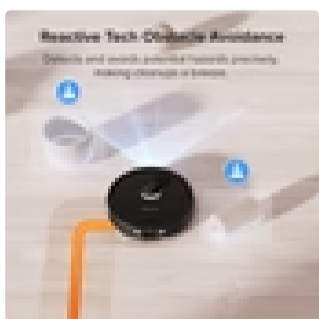
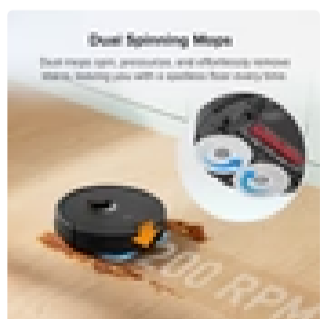
Freight Saver 100E58 Wire Cart with Double Pole Rack, Chrome

\$530.98

Discount code

Apply

| | |
|-------------------|---------------------|
| Subtotal | \$530.98 |
| Shipping | \$59.39 |
| Estimated taxes ⓘ | \$49.12 |
| Total | USD \$639.49 |



Roborock Q Revo Robot Vacuum with Multifunctional Dock

★★★★★ 4.8 | 181 Reviews

72 out of 74 (97%) reviewers recommend this product

Write a review

\$679.99 ~~\$899.99~~

Add To Cart

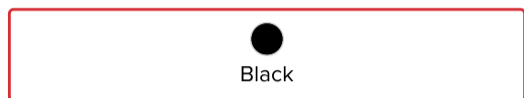
Buy Now



- Self-Emptying&Self-Refilling
- Detachable Dock Base
- Dual Spinning Mops
- Auto Mop Lifting
- 5500Pa Extreme Suction
- All-Rubber Brush
- PreciSense® LiDAR Navigation
- Reactive Tech Obstacle Avoidance
- Smart Suggestions for No-Go Zones
- Alexa&Google Assistant and Siri Shortcuts Supported
- 30% Faster Charging
- Off-Peak Charging Supported

[Overview >](#)

Color



Frequently Bought Together

Get replacement parts before you need them.



Roborock Floor Cleaning Solution For Vacuum Mops
\$18.99



Roborock Dust Bag*6pcs For S8 MaxV Ultra, S8 Max Ultra, Q Revo
\$31.99



Roborock Mop Cloth*4pcs For QRevo
\$29.99

[More Accessories](#) +

Extended Warranty

Get extra peace of mind.

\$679.99 ~~\$899.99~~

Buy Now



Vinyl Stackable Chair with Armrests - Burgundy



[More Images](#)

Sturdy, durable chairs stack neatly when not in use.

- Antimicrobial and easy to clean in waiting rooms and clinics.
- 2 ½" thick foam padded seat with 2" back.
- Steel frame. Powder-coat finish.
- Stacks up to 5 high for convenient storage.
- Move with [Dolly](#) or [Hand Truck](#), sold separately.

SPECIFY COLOR:



| MODEL NO. | DESCRIPTION | SEAT DIMENSIONS W x D | CAPACITY (LBS.) | SEAT HEIGHT | WT. (LBS.) | PRICE EACH | | COLOR | IN STOCK SHIPS TODAY |
|-----------|-------------------|--------------------------|--------------------|----------------|---------------|------------|------|--------------|---|
| | | | | | | 1 | 6+ | | |
| H-6523BU | Vinyl w/ Armrests | 19 x 17 1/2" | 300 | 19" | 23 | \$95 | \$90 | ■ Burgundy ▾ | 1 <input type="text"/> <input type="button" value="ADD"/> |

EASY ASSEMBLY. SHIPS VIA UPS.

[Additional Info](#)

[Parts](#)

[Shopping Lists](#)

[Request a Catalog](#)

DIMENSIONS:

- Overall: 24 1/4 x 21 1/4 x 32 1/2" (W x D x H)
- Back: 18 1/2 x 12 1/2" (W x H)
- Armrest Height from Chair Base: 27 1/2"
- Legs (Diameter): 1" tube

MATERIAL:

- Armrests: Unpadded, polypropylene
- Seat/Back: Polyurethane

THICKNESS:

- Legs: 15 gauge

COMPATIBILITY:

- Chairs without arms will not stack on top of chairs with arms.

FEATURES:

- Includes leveling feet.

CLEANING INSTRUCTIONS:

- Everyday Cleaning:

Availability: [In Stock](#)

Unit Weight: 23 lbs.

[Instructions](#)

[Catalog Page 567](#)

[Email Item](#)

PAYMENT INFORMATION

ADDRESS SHIPPING **PAYMENT** REVIEW AND SUBMIT

Select your payment method: [?](#)

Continue

Invoice Me - Pay within 30 days

New Credit Card



Credit Card #

Name on Card

Exp. Month

Exp. Year

CVV

Save this card to My Account

Add your own PO# [?](#)

Priority Code

[?](#) **Update**

Examples: "CF998-5836" or "CFUL4"
(Blue box on the back of your catalog)

Continue

Order Summary

| | |
|-------------------------|---------------------------|
| # of Shipments: | 1 |
| # of Items: | 2 |
| Subtotal: | \$380.00 |
| Tax: | \$29.57 ? |
| Shipping: | \$76.23 |
| Estimated Total: | \$485.80 |

[Tax Exempt Information](#)

[Pricing Request \(pdf\)](#) [?](#)

Rubbermaid® Landmark Series™ Trash Can - 35 Gallon, Black, Dome Top



[More Images](#)

Handsome River Rock paneled trash cans provide permanence and stability.

- Domed top keeps rain out. Opens easily to remove trash.
- Rugged UV-resistant plastic top lasts for years.
- Includes removable leakproof rigid trash liner.

SPECIFY COLOR:



| MODEL NO. | DESCRIPTION | CAPACITY | SIZE L x W x H | WT. (LBS.) | PRICE EACH | | COLOR | IN STOCK SHIPS TODAY |
|-----------|-------------|-----------|-------------------|---------------|------------|-------|-----------|--|
| | | | | | 1 | 2+ | | |
| H-3570BL | Domed Top | 35 Gallon | 26 x 26 x 40" | 81 | \$870 | \$850 | ■ Black ▾ | <input type="text" value="1"/> ADD |

SHIPS UNASSEMBLED VIA MOTOR FREIGHT

[Additional Info](#)

[Accessories](#)

[Shopping Lists](#)

[Request a Catalog](#)

DIMENSIONS:

- Base: 26 x 26 x 29" (W x D x H)
- Lid: 26 x 26 x 11" (W x D x H)
- Panels: 27 9/10 x 20 7/10" (L x W)
- Side Opening: 19 x 7 1/2"
- Rigid Liner: 19 1/2 x 19 1/2 x 27 3/4" (W x D x H)

MATERIAL:

- Frame: Steel & Plastic
- Panels: Red Plywood

FEATURES:

- Hinged Lid

CAPACITY:

- 130 lbs

Availability: [In Stock](#)

Unit Weight: 80 lbs.

[Instructions](#)

[Catalog Page 409](#)

[Email Item](#)

PAYMENT INFORMATION

[ADDRESS](#) [SHIPPING](#) **[PAYMENT](#)** [REVIEW AND SUBMIT](#)

Select your payment method: [?](#)

Continue

Invoice Me - Pay within 30 days

New Credit Card

Credit Card #

Name on Card

Exp. Month

Exp. Year

CVV

Save this card to My Account

Add your own PO# [?](#)

Priority Code [?](#) **Update**

Examples: "CF998-5836" or "CFUL4"
(Blue box on the back of your catalog)

Continue

Order Summary

| | |
|-------------------------|----------------------------|
| # of Shipments: | 1 |
| # of Items: | 1 |
| Subtotal: | \$3,400.00 |
| Tax: | \$263.62 ? |
| Shipping: | \$173.16 |
| Estimated Total: | \$3,836.78 |

[Tax Exempt Information](#)

[Pricing Request \(pdf\)](#) [?](#)



Helping Your Business Climb With Technology!

Network access near the bathrooms & clubhouse



Quote # 000513
Version 1

Prepared for:

Holiday RV Park

Aaron Cartwright
aaron@holidayrvpark.org

Hardware

| Description | Price | Qty | Ext. Price |
|---|----------|-----|------------|
| Aruba Instant On AP22 802.11ax 1.66 Gbit/s Wireless Access Point - 2.40 GHz, 5 GHz - MIMO Technology - 1 x Network (RJ-45) - Gigabit Ethernet - PoE Ports - 10.10 W - Wall Mountable, Ceiling Mountable, Rail-mountable  | \$180.24 | 2 | \$360.48 |
| 1/3" Progressive Scan CMOS;H.265+/H.265/H.264+/H.264/MJPEG;Color: 0.003 Lux@ (F1.4, AGC ON), 0 lux with IR; 30fps(2688x1520,1920x1080); Strobe Light 2 LED; VCA functions; 3streams; 3D DNR; BLC/HLC; ICR; EXIR up to 240ft;DC12V&PoE; Built-in micro SD/  | \$175.82 | 2 | \$351.64 |

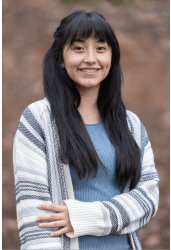
Subtotal: \$712.12

Services

| Description | Price | Qty | Ext. Price |
|--|----------|-----|------------|
| Service - Fixed Fee Fixed fee labor for service or project work. | \$140.00 | 3 | \$420.00 |

Subtotal: \$420.00

Network access near the bathrooms & clubhouse



Prepared by:

Yreka Office

Xochitl Tlatilpa
530-572-1955
Fax 530-572-1960
Xochitl.Tlatilpa@mountaineerit.com

Prepared for:

Holiday RV Park

100 South Dolliver St.
Pismo Beach, CA 93449
Aaron Cartwright
(805) 773-1121
aaron@holidayrvpark.org

Quote Information:

Quote #: 000513

Version: 1
Delivery Date: 04/30/2024
Expiration Date: 05/17/2024

Quote Summary

| Description | Amount |
|-------------|----------|
| Hardware | \$712.12 |
| Services | \$420.00 |

Subtotal: \$1,132.12

Shipping: \$44.00

Estimated Tax: \$62.31

Total: \$1,238.43

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors. **Prices are subject to change due to market and vendor price changes. Price adjustments below 500\$ will be adjusted and automatically updated to project invoice. Price changes over \$500, Proposals will be updated and resent for approval.**

Yreka Office

Signature: 
Name: Xochitl Tlatilpa
Title: Client Success / Office Manager
Date: 04/30/2024

Holiday RV Park

Signature: _____
Name: Aaron Cartwright
Date: _____