

Holiday RV Park Members

December 2024 Meeting Packet



Contents are Approved
for Members Only



Agenda

Holiday RV Park
Members Association Meeting
Saturday, December 14, 2024
9:00 am

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

Mark Schieber
TDB
Frank Polehonki
Mark Schieber
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
Manuel Silva
Don Smith
John Watkins
Aaron Cartwright
Frank Polehonki

Old Business

1. Finalize Letter from Board to Members

Aaron Cartwright

New Business

1. Board Resumes due for Candidates

Mark Schieber

Members Comments

Board Member Comments

All Motions

Executive Session

1. Credit Card for the Park Signer
2. Legal/Park Operations
3. Finalize 2025 Employee Handbook
4. Finalize Employee Evaluations



Board of Directors

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

Members Present – 45

Meeting called to order at 9:00am by Charles Nunes.

Comment from Charles Nunes – I was asked to conduct the meeting today because our President Charlie Weeks did step down from the board this past week. Due to his departure, Mark Schieber is acting President for this meeting since he is in the Vice President chair. He asked me to conduct the meeting since he was going to be on Zoom and not in person.

Flag salute led by American Foreign Legion – Post 136.

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 & Liz Cuccia

Park Accounts	Balance (10/31/24)	Monthly Comparison	October 2024	October 2023	Difference	% Change
Mechanics Bank-Operating	-\$47,235.15	Income	\$106,779.18	\$113,732.98	-\$6,953.80	-%
Mech. – Laundry	\$36,552.25	Expense	\$210,076.94	\$143,674.70	\$66,402.24	%
Mech. – Dues	\$52,587.52	Net Income	-\$105,719.06	-\$32,974.49	-\$72,744.57	-%
Mech. – Emergency Reserves	\$151,998.45					
Mech. – CIM Reserves	\$54,162.00					

Comment from Liz Cuccia - Last meeting, the board collectively decided to open a Certificate of Deposit or a CD with a high interest rate in order to earn some interest in our savings. As most of you probably know FDIC regulation states they will only insure up to \$250,000 per bank and not per account. Therefore, the board made a motion to move funds from the Mechanics bank account into a different account to try to earn some more interest as well as separate our funds to make sure we are FDIC insured with our money. There is a check that is written for that; however, we are waiting on the transfer from the CIM and Emergency Reserves account from Talley because she is the only one who can to be able to send the check. So, you will see the balance sheet says there is a negative amount in the operating account but there actually is not; that is just to account for the check that is being held until the transfer is made. Otherwise, everything is looking really good; we paid our property taxes for the full year so both installments have been made. We are rolling into the fiscal year end with as low tax liability as we possibly can.

Collections – Lorena Lemus

As far as collections goes, we are in pretty good standing right now. There are a couple of people who haven't paid their dues but it is very minimal so the office will continue to reach out to them to try and collect the last little bit before year end. Today after the general meeting, we will be conducting an auction for two shares so if anyone is interested in attending to purchase or even just to observe, that will be happening in the Magnolia Center at 11am.

Management – Darin Batty

I don't really have a whole lot to report this month. The office and Aaron have been doing a great job taking care of people and Aaron has been finishing up his site inspections. Maintenance has been doing a great job getting things done around the park and knocking out the projects they were behind on from summer. Everything is looking great and everything is running smoothly.

Park Use – Charles Nunes

In October of 2024, our park use was 69.77% with our revenue being \$116,944.20. In October of 2023, our park use was 75.74% with our revenue being \$168,227.82. This means we were down in our occupancy right around 6% and our revenue was down \$51,283.62. This is due to more non-members using the park in 2023 which is a lot of the revenue we had coming in with the amount being \$40,509.93 difference than 2024. We had a little bit more parking use in 2023 than 2024 also. This is pretty normal to be down around this time of year just because the kids are going back to school and people are getting back into their normal job schedules so although this is down more than previous years, we are still doing well and we will just need to watch our spending over the next couple of months and only purchase the items we need. Our hope is to get a couple of paying members in the park and also some non-members who can offset the decrease.

Correspondence / Public Relations – Mark Schieber

Looking at the guest survey comments, we had a couple of comments about the dog run and how to improve it but a lot of compliments on the park staff with Jennifer, Kim and Mike being mentioned directly. With it slowly down, we got less comments than we normally do, which is expected. I am sure Aaron has received some comment cards in the office or comments from people throughout the park but the survey was spot on.

Comment from John Watkins – I want to jump in and say if you take the time to read the comments, pay particular attention to number 6 which tells what our perception of the public is and what people think of us when they come into our park. This was a case where it says a lot about the work we have been doing in the park and the great job our staff has been doing in accommodating our guests. We were able to take care of someone who normally would stay across the street and instead decided to give our park a try and now has decided they would like to stay in our park in the future, which is really incredible. I just wanted to comment on that and make sure people are able to see the positive work that is being done.

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

Park Maintenance – Don Smith

A couple of things this month: We still have not received a bid back from Golden State Paving. Aaron had met with them a couple of weeks ago and they were going to reach back out to us with a price but they seem to be lagging a little bit on that. I am hoping we will have it by the next meeting since it is starting to slow down a bit in the industry. The other thing is the guys have been painting around the park and trying to get in front of the weather we may have this winter. They have been painting the numbers on the sites, speed bumps and the poles around the park as well as the curbs so they look good. Additionally, to everyone that has had the opportunity to use or see the firepit in the Magnolia Center, they also were able to paint around the firepit bricks and reset the glass material inside so it looks great.

Rules and Regulations – John Watkins

So, in talking to Aaron, he has been out inspecting the sites and there are some minor violations and suggestions that I hope we all taking that into consideration in order to make sure we present the park well. Other than that, the rules and regulations seem to be running smooth. Later on, we will hopefully adopt the rules and regulations for next year.

Manager's Report – Aaron Cartwright

I had a list of things I needed to talk about but all of the directors covered all of those items so not much for me to report today. I did want to touch on the Beach Social Club because they are doing a Friendsgiving Potluck next Thursday in the Clubhouse. It normally is a great get-together and a nice potluck. Traditionally, in years past, the Park has donated funds to help with the purchase of the meat as this gathering can normally add up especially now days. It generally helps with the purchase of the turkey and ham and some other miscellaneous items such as plates and silverware. I would appreciate if the Board would once again help with that again this year if possible.

Comment from Charles Nunes – Aaron, do you recall what we have spent in the past?

Reply from Aaron Cartwright – It is normally between \$200 - \$300 depending on what they can get but normally we just ask for them to turn in their receipts and we cover the meat portion of the receipts.

Reply from Talley Snow – I know last year the meat went really fast because we generally feed a lot of people at this potluck.

Comment from Jodi Garges (Locker 602) – We talked about getting a couple more turkeys in order to help make sure we have enough food this year to feed everyone and make sure we don't run out of meat like we did last year especially for the people who have to work that day and end up coming a little later. There just wasn't enough Turkey last year and they were pretty small so Dale and Kennie are going to make sure that is covered this year and they are going to fix that. If we have leftovers, we know it will go home with people so it is not a concern of ours.

Reply from Darin Batty – Additionally with the cost of inflation, it is going to need to be more than last year.

Comment from Talley Snow – Do you remember Liz how much it might have been last year.

Reply from Liz Cuccia – We reimbursed for the actual cost so I don't know an exact number but it was under \$300. But I agree with the cost of inflation and the fact we have money in the Laundry Room account that we have already approved to use than I would motion for at least \$500 for the cost of meat this year.

Reply from Darin Batty – I would agree with that and say that is fair.

Reportable Actions – Frank Polehonki – Absent

None.

1. Finalize 2025 Annual and Capital Budget – Talley Snow

Liz, John Watkins and myself met last month to talk about the budget and compare the census from last year and this year in order to see where we were at so we could plan for 2025 budgets. In talking about everything, we had come up with a budget for 2024 of \$1,472,000 last year and we have stayed pretty on point with that budget. So, we came up with a budget of \$1,956,250 that will be needed in order to run the business for 2025.

Comment from Lorena Lemus – Before we approve the budget, do you or John want to share how you kind of came up with that number?

Reply from Liz Cuccia – What we did was we looked at the current years expenses. Last year's budget really doesn't come into play because once again that is our guess on what the budget should be based on last year's expenses and not really based on actual expenses. So, we took the actual expenses from this year and realized some of the costs actually went down and reduced a lot of categories that we didn't spend this year so we decided to reduce those categories. The biggest increases that we saw were in the insurances and utilities. As everyone knows, the state of California insurance is a problem but we were able to still get insured. Unfortunately, that meant there was a big increase in the insurance which then caused the budget to increase. We also have to factor in an increase of at least 10 - 20% in utilities because PG&E is not very kind and hits us with an increase but they wait until February to do it so we have to be prepared ahead of time for that increase. Natural gas seems to stay pretty consistent and the rate seems to only increase a little if at all. The water here is pricey and every year on the ballot there is always something talking about the increase for the cost of water. So, the majority of it is the utility and insurance cost but we tried to save money everywhere else.

Comment from Mark Schieber – Just a note, we normally schedule a time to review these items and I know we talked about it last meeting. This is probably something that we before we finalize, we need to do one more final review because I don't believe all of us have reviewed this as a board.

Reply from Lorena Lemus – If I remember correctly, we did review it at the last meeting and it was our responsibility as board members to review it prior to this meeting so we would come in preparation for this meeting so we could finalize it for the mailing.

Reply from Mark Schieber – There were some park rate questions that I had but that's fine if that's the case that's fine.

Reply from John Watkins – Remember this is just the budget; we will be discussing rates next.

2. Finalize 2025 Rates, Fees and Assessments – Talley Snow

So, in reviewing the rates, we decided in order to remain competitive with our pricing and with the current expenses we would leave the rates the same. However, we would like to do a 10% increase on the dues so it would increase the dues per share to \$311.

Comment from Don Smith – That is what Liz has recommended but that is not what we had discussed, correct?

Reply from Talley Snow – No, this is not what we had decided; this is what we are discussing now.

Reply from Liz Cuccia – That was discussed as a group and was not my recommendation.

Comment from Don Smith – So, we can still discuss the dues and we are not voting to accept the 10%?

Reply from John Watkins – We are voting to accept the recommendation Talley is presenting with leaving the rates the same and increasing the dues by 10%.

Comment from Charles Nunes – How did you come up with the 10%?

Reply from Talley Snow – I am not sure how to answer that question. Liz, do you mind helping me with that?

Reply from Liz Cuccia – Basically, when we went through the budget and the only way to cover the additional expenses was to increase the off the street non-member daily rates or increase the dues. It was discussed that if we increased the non-member daily rate we would become uncompetitive in the market and we would have to watch our numbers go down from the off the street members, which was already an issue this year with the numbers being down. By not increasing the non-member daily rate it allows for those numbers to increase by staying competitive in the market and allows those numbers to then offset a lot of park's expenses. Unfortunately, this doesn't take care of the increase in the insurance or the utilities in the park so we decided it would be best to charge the members \$31 a year more per share to offset the budget. It wasn't a discussion of sticking it to the members and increase it as much as we can; it was not my sole recommendation but a recommendation of the budget itself and knowing the money has to come from somewhere. So, if we are not increasing the rates on the off the street or any of our other income items than we have to balance the budget and the only way to do that is to choose an income item to then balance the budget. So, the discussion was \$31 a year seemed more practical than trying to raise the rates everywhere else and then take the risk of people choosing not to come to the park.

Comment from John Watkins – And I took into consideration the financial status which everyone just heard from Liz that we are going to have \$150,000 more in the bank at the end of this month than we did a year ago so there is no reason to raise all the rates. It was practical that the dues need to be raised 10%.

Comment from Darin Batty – We didn't raise any of the rates last year for any of the monthlies and snowbirds which I think we need to think about a little. And I am not picking on any single person but we now have people who are adding additional people on shares so they can move into the park. It isn't just one member but a couple of members and it's not just one board member but a couple of board members. We are subsidizing people's housing so why don't we spread it out a little and at least increase the monthlies and snowbirds because we are paying more PG&E but more people are moving in and paying half the cost.

Reply from Don Smith – I personally think the dues need to go up higher because we are going to have half a million in paving coming up and other stuff. It is not just about balancing what is there but also about the cost of the improvements and other projects that are coming. I believe the dues have been held artificially low for a long time and there a lot of people who have a lot of shares who have been trying to push the cost off of the park just onto the snowbirds, monthlies and people of the street when we are the owners and we have an obligation to pay for it and then offset other expenses with the people who are at the park. I personally think that the dues at 10% actually need to be 20% because if the dues are managing the cost on the deed I have then it shouldn't matter who comes in or who we let use that time because it is paid for so it is the dues that need to go up because they have been artificially held below their actual cost for many years because a lot of the board members have a lot of shares so the cost tries to get pushed off somewhere else. If we are going to use the shares and allow anyone to be able to use them because we have a deed then the dues need to cover those costs. So, I would support a 20% increase on the dues only because that's where we need to increase the cost with the expenses coming down the pipeline.

Comment from John Watkins – I need to point out something on the expense & balance budget that if we proceeded with a flat rate on all other rates and just increase the dues by 10%, there is a \$508,000 in the capital improvements account coming up of which \$500,000 of that is the roads. So, that money is already accounted for which means we are going to need to refund that.

Comment from Mark Schieber – If I may say John that to Don's point, he does make a point that things have been artificial for a while. If part of the expenses are the electric bill, to me that is an operating expense. But if the insurance and roads are part of the expenses, than that to me is a capital expense and must be covered by all members meaning those that have a share and not by the users of the park meaning the snowbirds, monthlies and non-members. I am not sure if that 10% covers that or if it needs to be changed.

Comment from John Watkins – Well if you refer to your 2025 capital budget, then you will see that we accounted for \$508,000 in capital improvements which includes the roads.

Reply from Mark Schieber – Don, did we get the road estimate back yet to know how much it is going to cost?

Reply from Don Smith – No, not yet but one of the things we need to look at is the first bid that came in, did not have any base in it. We are going to have to put base in there, which is going to be a considerable expense because they are going to have to grind, put in new gutters and then put the asphalt in which will be multiple layers and will cost a lot. So, John you are saying we have all that money there and we will be fine and we paid off our loan and we have money in there for unknown expenses then that's great. But Mark is right that the electricity needs to be paid for by those people that stay in the park. The improvements in the park are from a capital standpoint and it is the dues that needs to go up because they have been so low for so long. The reason the snowbirds and monthlies were added to the park is because the dues were so low and the park was going to go bankrupt so we had to supplement the income. So, we need to get the dues up to where they are supposed to be.

Comment from Charles Nunes – The dues have been raised in the past 3 years and I think one year we raised it 20%, then the following year we did 15% and this past year we did 10%. So, we have increased the dues in the past 3 years what I think is a pretty substantial amount for our members.

Comment from Mark Schieber – But how much have the rates gone up in the past 3 years? My point is we didn't do it last year and we aren't doing it this year. So, the money has to come from somewhere.

Comment from Monika Harris (Locker 350) – You guys keep spending money and then raising the rates. Why can't we try to stay in budget each year? If we don't have the money to do it, then wait until the following year to do what you need to do until we have the money.

Reply from Talley Snow – The snowbird and monthlies were raised 10% last year. If we don't raise the rates or the dues at all then we are going to have to start doing special assessments. The bottom line is the roads have to get done next year because they are falling apart at a rapid rate. So, if we decide as a board to do the 10% on the assessments but if we needed to go 20% and we didn't do it then we are going to have to do special assessments so either way the members are going to get hit.

Reply from John Watkins – And we took the estimate of \$500,000 from Don originally when we were putting the budget together. If it is more than \$500,000 then we will address it at that time. I fully believe that if we look at our financials you will see that we will have the money to do what we need to do by the end of the year or during the year. There is no need to raise the monthlies, the snowbirds and the daily rates at this time but we need to raise the dues 10% because it is mostly capital improvements and insurance that are taking up the budget.

Comment from Charles Nunes – My personal opinion is that 10% is high and to raise the dues based on what we have done over the past 3 years with raising the dues 20%, 15% and 10% seems like quite a substantial amount.

Reply from Talley Snow – I believe the reason we are looking to increase them each and every year is because there were so many years prior to anyone being on this board that they weren't raised so we are actually at a low rate if you look around the area so we have to make up for that.

3. Finalize 2025 Rules and Regulations – John Watkins

We have talked about some rules and regulations and Aaron has highlighted some rules and regulations that we would like to change and I feel like we have had time to look at it so I want to get these approved today.

Comment from Mark Schieber – I want to say there is a rule in the rules and regulations that is in violation of the CC&Rs with that being page 3 section G. So, if G is removed then it should be good.

Reply from John Watkins – I agree with that. We need to remove section G on Page 3 in order to make it in accordance with our CC&Rs. And I do want to comment that again this list of rules is still shorter than years past and that we are going to continue to try and keep them short and keep this place enjoyable in years to come.

Comment from Talley Snow – I also want to point out another one just to make the members aware of the direction we are going in as a board where we added a rule that cleaning fees will be issued to guests that allow their pets to relieve themselves in the RV lots of recreational facilities. We won't be allowing people to let their dogs relieve themselves in their neighbor's lots or the empty lots that guests will be coming into.

Reply from Mark Schieber – That fee will have to get posted and there will also have to be a violation notice given and they will have to meet with the board before paying it because our rules did not provide for a financial recovery plan. So, that will be a difficult one to mess with as just a caution to everybody.

Reply from John Watkins – Well, we need to take the time to mess with it then.

4. Finalize 2025 Annual Mailing – Aaron Cartwright

Basically, now that we have the annual and capital budget, rates, fees and rules and regulations approved except for the annual timeline that I need to discuss with the board during executive session, I have all the information I need to send out to you as the members in the packet at the beginning of the year. We will be sending out the annual packet at the beginning of the year in January with all the information and the voting information so we look forward to getting that out and all of you receiving it.

Comment from Lorena Lemus – Speaking about the voting for the board, have received any resumes for the board yet?

Reply from Aaron Cartwright – No, we have not. We have one more meeting for people to turn it in because they are due by next board meeting.

Comment from Liz Cuccia – I would also like to comment probably because it is not on there that the Federal Government passed the Corporate Transparency Act which now requires every business to file with FinCEN. So, if you want to be a board member you have to be willing and able to provide your legal name, legal address, driver's license and birthdate. So, if you want to run then you have to be able to participate in that otherwise it is a \$591 per day by the Federal Government if we do not file and if we file late so we need board members are able to provide that information as well. This is also going to include the current board members as well otherwise you will have to resign prior to December 31st.

Reply from Mark Schieber – This kind of goes along with the company credit card as well in a way because the current company credit card is listed under Charlie Weeks name and now that he has stepped down from the board we will need to come up with a resolution on how to get that changed to a new person. We will need discuss that how we can get that changed over into a business account instead of a single person on the board since the President does generally change year to year and it is typically put in the President's name.

Reply from Talley Snow – So, when I was with Charlie when that credit card application was taken, we as a business do not have a strong enough company credit background for the company to have a business credit card so that's why we have to have a guarantor. Otherwise, we aren't going to have one.

Reply from Mark Schieber – Understood, so what about one of those preloaded credit cards or something like that where we have a credit card that we load up and use our own cash because I don't know moving forward who wants to put their name on a company credit card but I am open to suggestions.

Reply from Don Smith – As long as the park has been there, why does the park not have a sound business background to have a business credit card? That doesn't really make much sense and doesn't sound right. It sounds like something with the bank and not the business.

Reply from Talley Snow – Because there has never been business credit extended and you can't build credit without it being extended.

Reply from Darin Batty – That is absurd and there has to be another way.

Reply from Liz Cuccia – It also has to do with how you guys file as a nonprofit which makes it a little more difficult and having the board members treated as HOAs in a sense where there is kind of a revolving door in a sense so it makes it a little trickier as well.

Comment from John Watkins – The way to do it is to get a preloaded credit card with the amount needed. How much do we use every month?

Reply from Liz Cuccia – \$10,000 and I don't think you can get a preloaded card for that amount. A lot of what we are charging gets charged once a year but it is things like advertising for the foreclosures, RMS for the office to do the reservations and financial transactions, and some of the other large purchases through Amazon and other retail companies. There are ways to get around it like getting an Amazon business credit card if we find we can't get a credit card and I can work with Aaron to line up those credit cards if we can't find a way to get the credit card. Aaron and I will research options and bring them back to the board at the December meeting.

New Business

1. Purchase New Tools and Batteries for Maintenance – Darin Batty

So, last year when we started buying some new tools for maintenance, we wanted to keep in mind that we were buying the two sets that are being shared between 4 maintenance workers. So, my proposal was a minimum of two more sets of the Milwaukee sets so they work with the battery chargers and batteries that we already have. Normally, through the Black Friday deals through Home Depot end up being a little cheaper and if we can get more that would be great. But, I think it would be nice for each maintenance worker to have their own set and maybe an extra set for backup and some batteries for backup as well. I don't feel it is really that huge of an expense and allows them to do their job easier. I am thinking it should be more than \$1,000 for everything.

Comment from Charles Nunes – I was just informed by one of our members that there is a brand called RIGID Tools that comes with a lifetime warranty on theirs and includes batteries.

Reply from Darin Batty – I have some RIGID tools and they're great but I think we stick with what we have and what works for our maintenance team. And we already have the batteries for them so we would just be getting backups that are interchangeable. And I think we are a little bit better than running back and forth to get a tool or waiting for someone to finish with a tool in order to get a project done.

Reply from Don Smith – I would just add that if they are going to be having the tools go out to the guys that they have an inventory list and then instead of these tools being in buckets and being unorganized and janky on the back of their carts, that they purchase tool bags or boxes in order to keep in organized and safe on the carts.

2. Appoint Board Replacement for Charlie Weeks – Charles Nunes

So, as I stated earlier Charlie Weeks stepped down off the board so we need to fill that seat and past practices have had us filling the seat with the next person in line who would have been voted on the board from the previous election which would be Manuel Silva. Does anyone need any discussion on the board because if not we need to make a motion to vote him to fill the vacancy? He would take on the term that Charlie leaves behind and would need to run in 2027 again.

Reply from Manual Silva – Aaron did speak with me in regard to this and I would be more than happy to step onto the board and a position on the board if you agree and vote me onto the board.

Member's Comments

Susan Smallwood (Locker 146) – I have forgotten and I have received the text message so often about the dogs. I have been here for over a week and for two days in a row, someone didn't pick up after their dog in the dog run and the next morning it happened again in the other dog run. So, maybe that needs to be included. If there were a shovel, I would pick it up but I only pick up my little dogs poop otherwise I would do it. The second item is I have requested in the past to have my share put into my estate or trust and I have been told I can't do that.

Reply from Talley Snow – You can do that. And if you need help with it then I can help you.

Reply from Aaron Cartwright – You guys can do whatever you want with your deeds it is your property.

Comment from Darin Batty – Who told you that you couldn't do that out of curiosity?

Reply from Susan Smallwood – Someone in the office but I don't remember their name and it was more than 2 years ago.

Debra Kindell (Locker 466) – I just want to piggyback on what she says about the dogs. The last two weeks we had weekenders come in across from us and let their dogs do their business and one person didn't pick it up and actually left it there. So, I don't think it's actually the members that stay here long term but the weekenders that are coming in and not picking up after their dogs. So, is there a way to violate them or give them a ticket? We sit outside a lot and so we see it all the time. So, what can we do about it?

Reply from Charles Nunes – We state it in the rules when they come in whether they are weekenders or members and they are given those rules and told about it when they check in but they don't pay attention to it. This has been something that has been a thorn in our side ever since I have been coming to this park for the last 42 years. We provide them with bags up here and go over the rules and they don't do it.

Comment from Susan Smallwood (Locker 146) – So, if someone sees it happening then they should call the office and have them come straight to them and talk to them.

Reply from Charles Nunes – We have stated that in the past to members that if you see it then report it to the office. It has always been a thorn and we are running out of things to do.

Comment from James Datsko (Locker 702) – I mean what if you did a deposit? The hotels that I stay at back east collect a security deposit and they give it back if everything is clean when they leave.

Reply from Aaron Cartwright – I will put it into perspective this way that about half the people that stay here are owners that we don't even have a credit card for. We did security deposits for about a month before when we had cable boxes back in 2014 and I was ready to resign; it was the worst month I had ever worked here in the 10 years I have worked here. One of the things I had talked about before with Talley that I thought would be helpful, is if one of the staff sees something really egregious and someone who is not taking care of it, is to charge that guest the amount of what it takes to clean it all up from the products to the time that staff has to spend to make sure it is ready for the next guest.

Reply from Debra Kindell (Locker 466) – I mean the guests that we have right across the way from us have been here for about two days and they have done it every day and continue to go back and forth doing it every day. And I don't want to be a Karen and go into the office every time it happens.

Reply from Susan Smallwood (Locker 146) – You aren't being a Karen and will be helping to save time and money for them to clean it up.

Reply from Debra Kindell (Locker 466) – They will have to clean it up anyway. I just think there has to be a procedure in place so we don't have to be Karens and we can still prevent people from doing it.

Comment from John Watkins – Well there's one more thing that is pretty extreme that the park next door does if you have a dog that you bring. They don't allow you to even have the dog put on the ground over there. You carry them to the dog park and you put them down in there while they do their business and then you have to carry them back to their trailer.

Reply from Mark Schieber – We have a golf cart fee because it has an expense to the park. So, like Aaron just described that the maintenance of pets has an expense to the park. You can't throw them out but does a pet fee make sense because there is an expense to the park for that unique situation? Maybe we can find something reasonable that can offset the cost of the cleaning of the grounds with the DG and the chemicals so maybe that is a consideration.

Reply from Aaron Cartwright – I will say that the park has had pet fees before in the past and the company axed those because one they are supposed to be taxable and we got busted on it and two those were never applicable to owners because they stay for free; that only applied to non-members so it only goes so far.

Reply from Mark Schieber – Well what about golf cart fees?

Reply from Aaron Cartwright – Renters get golf cart fees because they are here on a long-term basis.

Board Member's Comments

Charles Nunes – Just a reminder that after the meeting and executive session we will be heading out to the Magnolia Center for the foreclosure auction so if anyone would like to join to watch or participate that will be happening at 11:00am.

Comment from Mark Schieber – To the members that will be attending executive session via Zoom, what time should we be back on in order to attend the meeting?

Reply from Aaron Cartwright – I am not going to close the session so you can stay connected and it will go until 3:00pm so we will probably break for the auction and then come back after to continue executive session.

Reply from Charles Nunes – We will take a 5-minute break and then try to come back and continue with executive session. We will stop it at 5 minutes to 11 wherever we are at in order to start the auction and then we will resume after the auction has completed.

Meeting adjourned at 10:28am.

Respectfully Submitted,

Frank Polehonki
Board of Directors – Secretary

Cc

Jennifer Del Monte
Senior Reservation Agent

Guest Survey Comments from October 2024

- Had a great time once again.
- We rated the dog run low because most dogs do not like concrete or gravel. A nice section of grass would be a great addition and possibly a better location. Centrally located would be helpful.
- Too pricey for our 3-night stay for what it was.
- We love to stay at Holiday RV Park. The office staff is always friendly and helpful. They keep the whole park so clean and nice. Great place to stay.
- The icemaker in the clubhouse is not working. I used the laundry room on 4 occasions to launder my clothes. On 2 occasions there were 2 people who appeared to be homeless by the items in a shopping cart, who were using the machines. I felt a bit uncomfortable. Is it at all possible to close the laundry room to the public? Maybe require members to use a code to get in for laundry services.
- Thank for the brief stay. We usually stay across the street but they were unable to accommodate on short notice. Your Park is excellent and we were very impressed with the new upgrades and staff. Thank you we'll be back. Gary and Debbie.
- Everything was excellent as always. The only thing that I would improve is definitely your Wi-Fi.
- We love staying here!
- Jennifer is always so friendly. The maintenance guys are so helpful!
- Going there 30 years. Its like family going home they take care of you.
- The office staff and maintenance very helpful and professional.
- If you won't allow wood burning, their needs to be a notice when booking and made more prominent.

All Motions

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

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

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

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

Talley Snow made a motion to give the beach Social Club \$500 for the Thanksgiving Friendsgiving, seconded by Darin Batty.

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

Talley Snow made a motion to approve annual and capital budget for 2025 \$1,956,250.00, seconded by John Watkins.

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

John Watkins made a motion to approve and accept the 2025 rates as presented, everything stays the same except dues at 10% increase, seconded by Talley Snow.

Roll Call: Darin Batty, Lorena Lemus, Mark Schieber, Don Smith, Talley Snow, and John Watkins. Charles Nunes voted no.

John Watkins made a motion to accept Rules & Regulations 2025 except "G" on page 3 and move that everything else be accepted, seconded by Mark Schieber.

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

Darin Batty made a motion to purchase additional tools for maintenance up to \$1,000, seconded by Don Smith.

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

John Watkins made a motion to appoint Manuel Silva to fill the vacancy for Charlie Weeks term (2024 – 2027), seconded by Darin Batty.

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

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

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

Holiday RV Park Profit & Loss Prev Year Comparison November 2024

	Nov 24	Nov 23	\$ Change
Ordinary Income/Expense			
Income			
Non TOT Taxable Revenue			
7200 · Members Dues	466.50	0.00	466.50
7212 · Late Checkout	140.00	280.00	-140.00
7214 · Weekly Rent-No Tax	126.00	4,925.41	-4,799.41
7220 · Monthly - Members	21,222.00	23,498.00	-2,276.00
7231 · Snowbird - Non-Members	11,945.88	11,794.00	151.88
7234 · Snowbirds - Members	26,305.53	34,105.06	-7,799.53
7242 · Member Daily - Non taxable	1,008.00	763.00	245.00
7245 · Mobile Home Rental Income	800.00	1,600.00	-800.00
7295 · Washer & Dryer	2,364.26	2,934.70	-570.44
7310 · Parking Fee	890.00	940.00	-50.00
7320 · Water Commission	76.85	41.45	35.40
7800 · Transfer Fee Income	25.00	0.00	25.00
7994 · Late Fee on Dues	31.00	0.00	31.00
Total Non TOT Taxable Revenue	65,401.02	80,881.62	-15,480.60
TOT Taxable Revenue			
7210 · Non-Member Daily	24,389.05	34,557.43	-10,168.38
7219 · Mid Week Special	0.00	656.00	-656.00
7235 · Snowbirds - taxed	948.29	1,483.68	-535.39
Total TOT Taxable Revenue	25,337.34	36,697.11	-11,359.77
7620 · Escapee- 15% Discounts	-234.35	-465.90	231.55
7640 · FMCA/Camp CA - 10% Discounts	-657.86	-1,471.21	813.35
7650 · Military/LE Discount - 15%	-336.00	-453.82	117.82
7660 · Long Weekend Discount	-155.60	-126.58	-29.02
9920 · Credit card transaction fee	1,115.59	0.00	1,115.59
9921 · Golf Cart Fee	419.60	0.00	419.60
Total Income	90,889.74	115,061.22	-24,171.48
Gross Profit	90,889.74	115,061.22	-24,171.48
Expense			
Business Promotional Costs			
8050 · Advertising Expense	0.00	6,117.75	-6,117.75
8400 · Donations & Contributions	5,200.00	200.00	5,000.00
8450 · Dues & Subscriptions	0.00	0.00	0.00
9055 · Website Expense	0.00	100.00	-100.00
Total Business Promotional Costs	5,200.00	6,417.75	-1,217.75
Computer IT Dept			
9056 · Software	428.51	386.34	42.17
9062 · IT Service Labor	1,833.58	1,664.72	168.86
Total Computer IT Dept	2,262.09	2,051.06	211.03
Meetings & Events			
9090 · Annual Meeting	250.00	0.00	250.00
9092 · Monthly Meeting Expenses	218.59	113.25	105.34
9509 · Beach Social Club	500.00	0.00	500.00
9650 · Travel (Not Meals)	45.83	39.82	6.01
Total Meetings & Events	1,014.42	153.07	861.35
Professional Fees			
9120 · Accounting & Auditing	11,500.00	7,700.00	3,800.00
9130 · Legal Fees	532.50	0.00	532.50
9170 · Directors Expense	572.58	1,098.43	-525.85
Total Professional Fees	12,605.08	8,798.43	3,806.65
8201 · Bank Fees & Charges			
8240 · Credit Card Processing Costs	1,053.59	2,203.53	-1,149.94
8201 · Bank Fees & Charges - Other	0.00	2.98	-2.98

Holiday RV Park Profit & Loss Prev Year Comparison November 2024

	Nov 24	Nov 23	\$ Change
Total 8201 · Bank Fees & Charges	1,053.59	2,206.51	-1,152.92
8425 · Employee Appreciation	0.00	3,400.00	-3,400.00
8439 · Taxes			
9070 · Property Tax	0.00	66.22	-66.22
8439 · Taxes - Other	0.00	5,450.53	-5,450.53
Total 8439 · Taxes	0.00	5,516.75	-5,516.75
8600 · Utilities			
8260 · Cable Television (Park)	5,405.57	5,068.95	336.62
8650 · Garbage	0.00	2,665.34	-2,665.34
8660 · Gas	0.00	3,389.42	-3,389.42
8670 · Water & Sewer	5,861.56	5,443.41	418.15
8680 · Electric	14,241.30	12,808.46	1,432.84
9600 · Telephone & Internet	262.46	347.94	-85.48
Total 8600 · Utilities	25,770.89	29,723.52	-3,952.63
8700 · Insurance Expense			
8702 · Insurance - General Liability	0.00	2,170.00	-2,170.00
8770 · Insurance - Employee Health	2,441.45	4,341.00	-1,899.55
8771 · Insurance - Employee Life	16.00	0.00	16.00
8772 · Insurance - Employee Vision	319.36	190.56	128.80
Total 8700 · Insurance Expense	2,776.81	6,701.56	-3,924.75
9000 · Licenses & Permits	1,482.50	829.00	653.50
9001 · Payroll			
9060 · Payroll Tax	2,035.62	2,040.43	-4.81
9075 · Payroll Service Fees	595.05	702.60	-107.55
9350 · Salary & Wages	25,221.32	24,315.05	906.27
9352 · Hiring Expenses	0.00	0.00	0.00
Total 9001 · Payroll	27,851.99	27,058.08	793.91
9002 · Repairs & Maintenance			
8152 · Golf Carts	1,201.92	0.00	1,201.92
9003 · Pest Control Services	180.00	100.00	80.00
9022 · Laundry	0.00	0.00	0.00
9030 · General	1,412.50	514.01	898.49
9032 · Electrical	0.00	254.00	-254.00
9033 · Plumbing	0.00	487.00	-487.00
9034 · Restrooms & Showers	2,075.00	0.00	2,075.00
Total 9002 · Repairs & Maintenance	4,869.42	1,355.01	3,514.41
9050 · Office Expenses			
9037 · Timeclock Machine & Software	60.00	20.00	40.00
9051 · Office Expense	356.71	269.94	86.77
9052 · Office Supplies	1,296.41	1,174.42	121.99
9059 · Printing, Copy Expenses	289.88	284.38	5.50
9071 · Customer Amenities	0.00	304.91	-304.91
9100 · Postage & Delivery	0.00	81.35	-81.35
Total 9050 · Office Expenses	2,003.00	2,135.00	-132.00
9370 · Supplies			
9023 · Janitorial Supplies	106.45	5,819.88	-5,713.43
9024 · Small Tools	0.00	55.06	-55.06
9026 · Park & Grounds Supplies	1,631.21	4,413.45	-2,782.24
9371 · Clubhouse Supplies	593.65	0.00	593.65
Total 9370 · Supplies	2,331.31	10,288.39	-7,957.08
9400 · Safety & Security			
9401 · Fire Prevention	0.00	0.00	0.00
Total 9400 · Safety & Security	0.00	0.00	0.00

Holiday RV Park
Profit & Loss Prev Year Comparison
November 2024

	Nov 24	Nov 23	\$ Change
Total Expense	89,221.10	106,634.13	-17,413.03
Net Ordinary Income	1,668.64	8,427.09	-6,758.45
Other Income/Expense			
Other Income			
9810 · Foreclosure Income	24,900.00	0.00	24,900.00
9870 · Interest Income	13.85	17.14	-3.29
Total Other Income	24,913.85	17.14	24,896.71
Other Expense			
9820 · Foreclosure Expenses	770.00	246.00	524.00
9911 · Garnishment Payable	0.00	0.00	0.00
9922 · Interest Expense	1,058.80	2,066.44	-1,007.64
Total Other Expense	1,828.80	2,312.44	-483.64
Net Other Income	23,085.05	-2,295.30	25,380.35
Net Income	24,753.69	6,131.79	18,621.90

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

	Nov 30, 24	Nov 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	-41,965.87	22,884.05	-64,849.92
1060 · Mechanics-Laundry Room - 7211	38,805.28	23,349.38	15,455.90
1063 · Mechanics- Dues Account - 6422	53,085.02	33,691.27	19,393.75
Total 1001 · Cash Accounts	51,424.43	81,424.70	-30,000.27
1065 · Reserves			
1070 · Mechanics Emergency Reserves	152,010.53	151,858.58	151.95
1075 · Mechanics CIM Reserves	54,379.68	51,767.08	2,612.60
Total 1065 · Reserves	206,390.21	203,625.66	2,764.55
Total Checking/Savings	257,814.64	285,050.36	-27,235.72
Accounts Receivable			
11000 · Accounts Receivable	-890.50	-848.50	-42.00
Total Accounts Receivable	-890.50	-848.50	-42.00
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	53,090.64	91,101.38	-38,010.74
2410 · Prepaid Expenses	8,208.00	4,104.00	4,104.00
2460 · Prepaid IncomeTaxes	55,174.00	10,674.00	44,500.00
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	158,984.74	148,391.48	10,593.26
Total Current Assets	415,908.88	432,593.34	-16,684.46
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	1,202.00	1,202.00	0.00
Electrical Upgrades - Other	14,840.00	0.00	14,840.00
Total Electrical Upgrades	298,113.86	283,273.86	14,840.00
4015 · Clubhouse Improvements			
4019 · Other FF&E	5,620.00	5,620.00	0.00
Total 4015 · Clubhouse Improvements	5,620.00	5,620.00	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			
4034 · Magnolia Center Refurbish	17,995.44	16,227.00	1,768.44
4035 · Outside Lighting	5,458.00	5,458.00	0.00
4040 · Improvements Prior to 2015	326,558.55	326,558.55	0.00
4042-1 · Capital Improvements 2017	51,113.97	51,113.97	0.00
4042 · Capital Improvements (2014)	8,768.55	8,768.55	0.00
Total 4039 · Improvements	409,894.51	408,126.07	1,768.44

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

	Nov 30, 24	Nov 30, 23	\$ Change
4052 · Pool & Spa Upgrades			
4030 · Pool Chair Lifts	7,387.00	7,387.00	0.00
4050 · Spa	10,898.00	4,603.00	6,295.00
4053 · Pool Construction	103,582.36	103,582.36	0.00
4054 · Pool Furniture	8,225.68	0.00	8,225.68
4055 · Pool Re-Wiring	1,291.00	1,291.00	0.00
4056 · Pool Heaters	19,180.00	0.00	19,180.00
4057 · New Pool Cover (020117)	6,290.00	6,290.00	0.00
4052 · Pool & Spa Upgrades - Other	3,383.63	3,347.64	35.99
Total 4052 · Pool & Spa Upgrades	160,237.67	126,501.00	33,736.67
4058 · Submersible Pump (2)	18,767.00	18,767.00	0.00
4059 · Buildings			
4021 · Pre Construction 2020 - 10/31	18,777.48	18,777.48	0.00
4051 · CIP	38,052.62	38,052.62	0.00
4059 · Buildings - Other	1,708,474.00	1,708,474.00	0.00
Total 4059 · Buildings	1,765,304.10	1,765,304.10	0.00
4070 · Laundry Facility	56,211.34	54,838.59	1,372.75
4080 · Equipment			
4081 · Laptop	1,800.71	1,800.71	0.00
4082 · Office Equipment	4,577.29	4,577.29	0.00
4080 · Equipment - Other	63,603.48	63,603.48	0.00
Total 4080 · Equipment	69,981.48	69,981.48	0.00
4090 · Vehicles	18,631.89	18,631.89	0.00
4200 · Intangibles	13,554.00	13,554.00	0.00
4350 · Accumulated Amortization	-5,343.00	-5,343.00	0.00
4999 · Accumulated Depreciation			
4220 · Accum Depr. - Building	-112,504.00	-112,504.00	0.00
4230 · Accum Depr- Pool Chair Lifts	-7,387.00	-7,387.00	0.00
4240 · Accum Depr - Improvements	-270,911.00	-270,911.00	0.00
4241 · Accum Depr- Land Improvements	-24,362.00	-24,362.00	0.00
4242 · Accum Depr- Capital Improve	-3,654.00	-3,654.00	0.00
4250 · Accum Depr-Spa	-4,493.00	-4,493.00	0.00
4253 · Accum Derp- Pool	-50,300.04	-50,300.04	0.00
4260 · Accum Depr - Furniture & Fixtur	-7,791.06	-7,791.06	0.00
4270 · Accum Depr-Washer/Dryer	-27,918.00	-27,918.00	0.00
4280 · Accum Depr - Equipment	-46,325.40	-46,325.40	0.00
4290 · Accum Depr - Vehcles	-18,632.00	-18,632.00	0.00
4300 · Accum Depr - Phase 1	-54,826.08	-54,826.08	0.00
4301 · Accum Depr - Phase 2	-13,760.04	-13,760.04	0.00
4302 · Accum Depr - Phase 3	-17,425.00	-17,425.00	0.00
4303 · Accum Depr - Phase 4	-28,356.96	-28,356.96	0.00
4304 · Accum Depr - Phase 5	-23,924.00	-23,924.00	0.00
4305 · Accum Depr - Submersible Pumps	-977.96	-977.96	0.00
4306 · Accum Dep - Phase 6	-329.00	-329.00	0.00
Total 4999 · Accumulated Depreciation	-713,876.54	-713,876.54	0.00
5000 · Mobile Home-Furniture & Fixture	62,033.81	62,033.81	0.00
Total Fixed Assets	2,163,271.31	2,111,553.45	51,717.86
Other Assets			
4510 · Suspense	200,000.00	0.00	200,000.00
Total Other Assets	200,000.00	0.00	200,000.00
TOTAL ASSETS	2,779,180.19	2,544,146.79	235,033.40
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20000 · Accounts Payable	-0.01	-0.01	0.00

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

	Nov 30, 24	Nov 30, 23	\$ Change
Total Accounts Payable	-0.01	-0.01	0.00
Credit Cards			
Home Depot - 3600	2,998.28	0.00	2,998.28
Mechanics Bank CC	4,699.70	9,142.54	-4,442.84
Total Credit Cards	7,697.98	9,142.54	-1,444.56
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	201,407.09	295,033.99	-93,626.90
5040 · Gift Certificate Payable	-157.50	-157.50	0.00
5170 · T.O.T. Payable	21,775.98	-7,687.73	29,463.71
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	-676.75	-178.21	-498.54
5400 · Payable to the State of CA	36,280.78	32,080.21	4,200.57
Total Other Current Liabilities	301,262.19	361,723.35	-60,461.16
Total Current Liabilities	308,960.16	370,865.88	-61,905.72
Total Liabilities	308,960.16	370,865.88	-61,905.72
Equity			
6800 · Capital Contributions	32,300.00	32,300.00	0.00
6900 · Retained Earnings	2,191,447.44	1,817,265.16	374,182.28
Net Income	246,472.59	323,715.75	-77,243.16
Total Equity	2,470,220.03	2,173,280.91	296,939.12
TOTAL LIABILITIES & EQUITY	2,779,180.19	2,544,146.79	235,033.40

Holiday RV Park

Occupancy By Site Type

From 01 Nov 2024 To 30 Nov 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
Expand / Collapse All																	
Back-in 33-39ft Site (30 Amp)	Days	39	1170	0	788	382	31.46	67.35	857.06	0.00	36,804.42	36,804.42	46.71	46.71	8.95	0.00	151.5
Back-in 33-36ft Site (30/50 Amp)	Days	43	1290	0	923	367	17.01	71.55	286.41	0.00	21,938.84	21,938.84	23.77	23.77	10.37	0.00	153.5
Back-in 36-39ft Site (30 Amp)	Days	8	240	0	176	64	20.39	73.33	104.20	0.00	4,893.56	4,893.56	27.80	27.80	8.38	0.00	43
Back-in 36-39ft Site (30/50 Amp)	Days	47	1410	0	1091	319	22.56	77.38	704.88	0.00	31,813.57	31,813.57	29.16	29.16	11.48	0.00	205
Narrow 30-34ft Back-in Site (No Slides - 30 Amp)	Days	15	425	25	149	276	5.76	35.06	0.00	0.00	2,449.75	2,449.75	16.44	16.44	4.52	0.00	66
700s 41-50ft Back-in Site (30/50 Amp)	Days	4	120	0	85	35	39.40	70.83	180.40	0.00	4,727.72	4,727.72	55.62	55.62	7.73	0.00	25
Pull-Thru 70-73ft Site (30/50 Amp)	Days	15	450	0	156	294	13.39	34.67	362.40	0.00	6,024.27	6,024.27	38.62	38.62	5.78	0.00	59
Monthly	Days	39	1170	0	1170	0	22.28	100.00	0.00	0.00	26,073.34	26,073.34	22.28	22.28	30.00	0.00	78
Grand Total:		210	6275	25	4538	1737	21.47	72.32	2,495.35	0.00	134,725.47	134,725.47	29.69	29.69	11.26	0.00	781

Holiday RV Park

Occupancy By Site Type

From 01 Nov 2023 To 30 Nov 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
Expand / Collapse All																	
Back-in 33-39ft Site (30 Amp)	Days	39	1156	1	867	289	28.23	75.00	722.46	0.00	32,630.26	32,630.26	37.64	37.64	8.94	0.00	185
Back-in 33-36ft Site (30/50 Amp)	Days	43	1290	0	1000	290	25.97	77.52	1,036.14	0.00	33,495.02	33,495.02	33.50	33.50	9.90	0.00	189
Back-in 36-39ft Site (30 Amp)	Days	8	240	0	197	43	15.48	82.08	167.66	0.00	3,716.06	3,716.06	18.86	18.86	9.85	0.00	49
Back-in 36-39ft Site (30/50 Amp)	Days	47	1410	0	1237	173	25.36	87.73	981.92	0.00	35,762.95	35,762.95	28.91	28.91	12.13	0.00	204
Narrow 30-34ft Back-in Site (No Slides - 30 Amp)	Days	16	463	0	203	260	23.98	43.84	494.02	0.00	11,101.55	11,101.55	54.69	54.69	4.95	0.00	83
700s 41-50ft Back-in Site (30/50 Amp)	Days	4	120	0	82	38	28.04	68.33	57.20	0.00	3,364.82	3,364.82	41.03	41.03	7.45	0.00	22
Pull-Thru 70-73ft Site (30/50 Amp)	Days	15	450	0	129	321	16.00	28.67	439.35	0.00	7,201.68	7,201.68	55.83	55.83	8.06	0.00	34
Monthly	Days	39	1170	0	1166	4	20.43	99.66	0.00	0.00	23,898.00	23,898.00	20.50	20.50	29.90	0.00	78
Grand Total:		211	6299	1	4881	1418	24.00	77.49	3,898.75	0.00	151,170.34	151,170.34	30.97	30.97	11.43	0.00	844

Holiday RV Park Occupancy By Rate

From 01 Nov 2024 To 30 Nov 2024

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Expand / Collapse All Groups								
Board Meeting	2	6275	5	0.11	0.08	0.00	0.00	0.00
Member Daily (No Charge)	142	6275	1131	24.92	18.02	40.00	40.00	0.03
Member Rate (Non-Prime)	3	6275	10	0.22	0.16	463.61	463.61	0.34
Member Rate (Prime)	1	6275	2	0.04	0.03	1,276.31	1,276.31	0.95
Monthly	40	6275	1200	26.44	19.12	26,755.34	26,755.34	19.86
Non-Member	104	6275	366	8.07	5.83	52,440.07	52,440.07	38.92
Parking	54	6275	121	2.67	1.93	1,110.00	1,110.00	0.82
Snowbird (Member)	43	6275	1290	28.43	20.56	31,708.92	31,708.92	23.54
Snowbird (Non-Member)	11	6275	323	7.12	5.15	17,963.22	17,963.22	13.33
Snowbird P/T (Member)	3	6275	90	1.98	1.43	2,968.00	2,968.00	2.20
Grand Total:	403	6275	4538	100.00	72.32	134,725.47	134,725.47	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

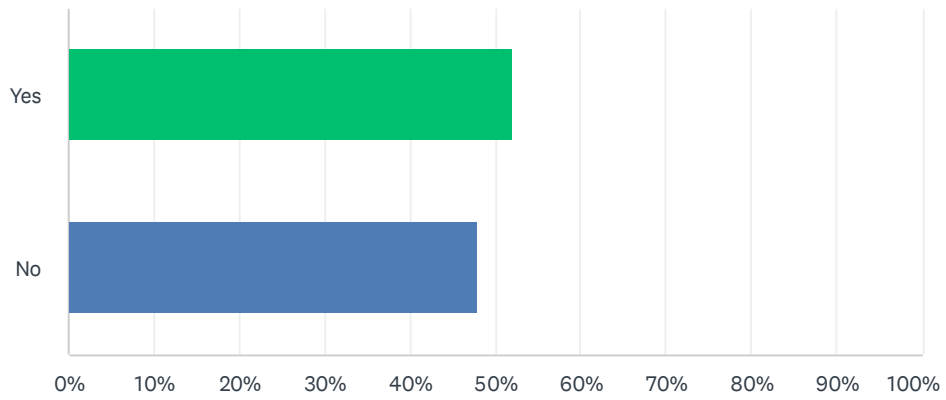
From 01 Nov 2023 To 30 Nov 2023

Description	Total Res	Available Nights	Used Nights	% Total of Report Reservations	% Used Against	Gross Revenue	Nett Revenue	% of Total Reports
Expand / Collapse All Groups								
Member Daily (No Charge)	122	6299	1219	24.97	19.35	10.00	10.00	0.01
Member Rate (Non-Prime)	1	6299	3	0.06	0.05	144.27	144.27	0.10
Member Rate (Prime)	3	6299	13	0.27	0.21	2,076.07	2,076.07	1.37
Mid-Week Special	3	6299	8	0.16	0.13	487.76	487.76	0.32
Monthly	40	6299	1196	24.50	18.99	24,528.00	24,528.00	16.23
Non-Member	147	6299	582	11.92	9.24	71,686.95	71,686.95	47.42
Parking	45	6299	111	2.27	1.76	1,170.00	1,170.00	0.77
Snowbird (Member)	44	6299	1320	27.04	20.96	32,846.06	32,846.06	21.73
Snowbird (Non-Member)	13	6299	291	5.96	4.62	13,275.73	13,275.73	8.78
Snowbird P/T (Member)	3	6299	90	1.84	1.43	2,968.00	2,968.00	1.96
Snowbird P/T (Non-Member)	6	6299	48	0.98	0.76	1,977.50	1,977.50	1.31
Grand Total:	427	6299	4881	100.00	77.49	151,170.34	151,170.34	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?

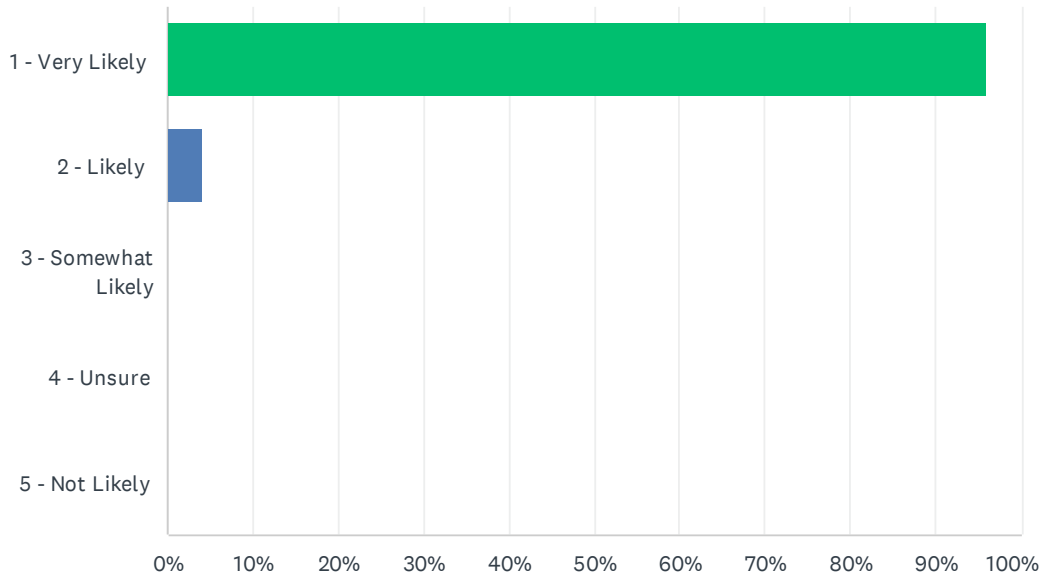
Answered: 25 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	52.00%	13
No	48.00%	12
TOTAL		25

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

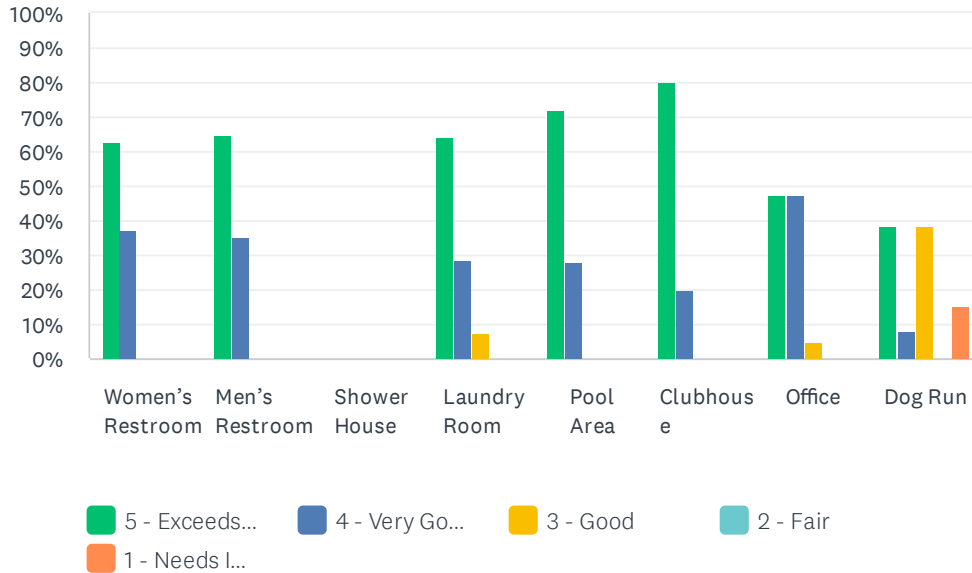
Answered: 25 Skipped: 0



ANSWER CHOICES	RESPONSES	
1 - Very Likely	96.00%	24
2 - Likely	4.00%	1
3 - Somewhat Likely	0.00%	0
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: 25 Skipped: 0



	5 - EXCEEDS EXPECTATIONS	4 - VERY GOOD	3 - GOOD	2 - FAIR	1 - NEEDS IMPROVEMENT	TOTAL	WEIGHTED AVERAGE
Women's Restroom	62.50% 10	37.50% 6	0.00% 0	0.00% 0	0.00% 0	16	1.38
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	64.29% 9	28.57% 4	7.14% 1	0.00% 0	0.00% 0	14	1.43
Pool Area	72.22% 13	27.78% 5	0.00% 0	0.00% 0	0.00% 0	18	1.28
Clubhouse	80.00% 12	20.00% 3	0.00% 0	0.00% 0	0.00% 0	15	1.20
Office	47.62% 10	47.62% 10	4.76% 1	0.00% 0	0.00% 0	21	1.57
Dog Run	38.46% 5	7.69% 1	38.46% 5	0.00% 0	15.38% 2	13	2.46

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

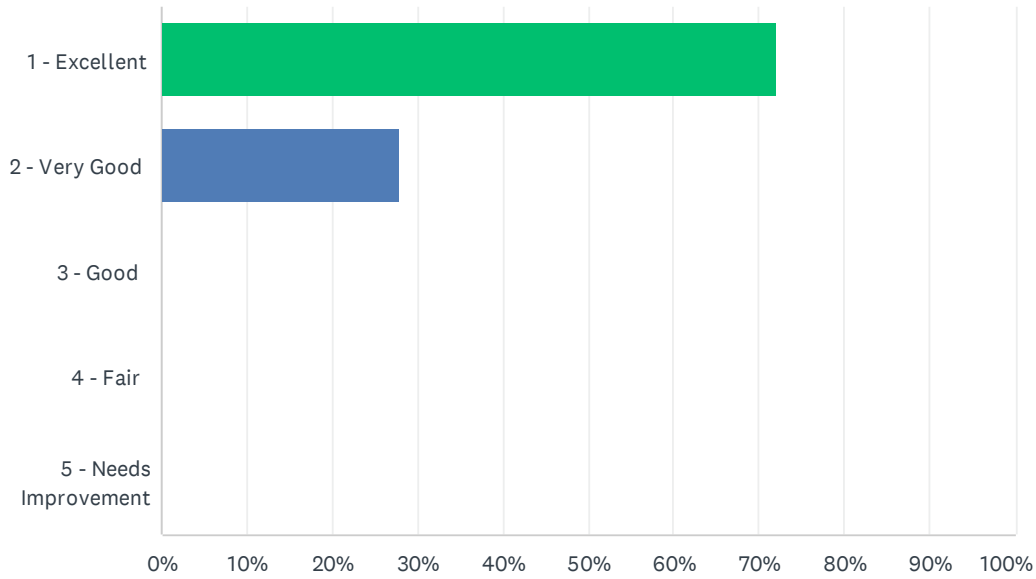
Answered: 25 Skipped: 0



	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	64.00% 16	32.00% 8	4.00% 1	0.00% 0	0.00% 0	25	1.40
Safety and Security	58.33% 14	41.67% 10	0.00% 0	0.00% 0	0.00% 0	24	1.42
Wi-Fi Quality	50.00% 10	20.00% 4	20.00% 4	10.00% 2	0.00% 0	20	1.90
Quality of Cable Service	50.00% 8	18.75% 3	12.50% 2	0.00% 0	18.75% 3	16	2.19
Professionalism of Office Staff	80.00% 20	20.00% 5	0.00% 0	0.00% 0	0.00% 0	25	1.20
Professionalism of Maintenance Staff	83.33% 20	16.67% 4	0.00% 0	0.00% 0	0.00% 0	24	1.17
Staff Knowledge and Helpfulness	72.00% 18	28.00% 7	0.00% 0	0.00% 0	0.00% 0	25	1.28
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: 25 Skipped: 0



ANSWER CHOICES	RESPONSES	
1 - Excellent	72.00%	18
2 - Very Good	28.00%	7
3 - Good	0.00%	0
4 - Fair	0.00%	0
5 - Needs Improvement	0.00%	0
TOTAL		25

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: 10 Skipped: 15

#	RESPONSES	DATE
1	Very friendly and helpful staff	11/28/2024 9:03 AM
2	Everybody was super nice and helpful park is very well kept	11/25/2024 10:34 AM
3	Office staff was very helpful and friendly Park was very clean	11/23/2024 10:54 AM
4	It was my first stay in a true RV park. It was so clean and organized. Well worth it!	11/22/2024 1:44 PM
5	The cable system definitely needs improvement.	11/16/2024 8:58 PM
6	Jennifer, Kim and Luke are awesome!	11/16/2024 2:05 PM
7	We want to thank Holiday RV Park and the Beach Club for the fabulous Friendsgiving celebration. It was top-notch!!	11/15/2024 12:43 PM
8	Give Mike a raise!	11/8/2024 11:49 PM
9	Very helpful staff knowledgeable and ready to help	11/5/2024 1:27 PM
10	The staff was very helpful kind and knowledgeable	11/5/2024 1:24 PM