



TOLOVANA INN

RENTAL POOL

MEETING OF THE LIMITED LIABILITY COMPANY (402)

May 22nd, 2023

On Site Meeting

Tolovana Inn, Tolovana Park, Oregon

Call to Order

The May 22nd, 2023, meeting of the (Rental Pool) Tolovana Inn Managing Members was called to order by Chairman, Daniel Casey at 10:54 AM.

Members Present

Chairman, Daniel Casey; Treasurer, Gary Bauer; Secretary, Debbi Stone; Directors, Linda Somner, Bob Dedrick, and Steve Mozinski.

Members Absent

Director, Sandy Miller.

Others Present

Owner, Cheryl Mozinski. Doug Nealeigh, Phil Beilke, JaLene Fitzgerald and Jennifer Rice-Borgerson from Vacation Villages of America, Inc.

Minutes Approval

April 19th, 2023, Board of Directors Minutes

Debbi Stone **moved** to approve the minutes of the March 22nd, 2023; Board Meeting as presented. **Seconded** by Gary Bauer and **passed**.

Correspondence

None to report.

Treasurer's Report – Gary Bauer

Gary reviewed the draft April 2023 financial statement for the LLC. Income is below budget for the month and year to date. Operating expenses exceed budget for the month and for the year. Repair and maintenance expenses are below budget for the month and year to date. Other expenses exceed budget for the month and for the year. Net income is below budget for the month and year to date. Recent LLC capital projects were discussed.

Bob Dedrick **moved** to approve the draft April 2023 LLC financial statement as presented. **Seconded** by Debbi Stone and **passed**.

Committee Report

Interiors Report – Bob Dedrick

The Board toured recently renovated units during their property tour. Bob shared details of the two different Wood Castle casegood sample units. Renovation of four additional units will be completed by Memorial Day weekend. Six more units will be completed during fourth quarter 2023. Bob shared concerns on the remaining life of the kitchen cabinets and dining room chairs. The Board shared feedback on their tour of the upgraded unit interiors. The Board agreed to proceed with the solid headboards and the Sand wood color for case goods by Wood Castle Furniture.

Flooring replacements continue in several units.

VVA Report – Doug Nealeigh and Phil Beilke

Doug reported current operating statistics; April revenue finished behind prior year and budget by 24%. Occupancy was 31% behind last year with Average Daily Rate tracking \$17 ahead (9%).

May revenue is tracking \$64,000 below last year (26%), occupied rooms are down 648 room (32%) while ADR is tracking ahead nearly \$11 (6%).

Year to date revenue is tracking \$331,355 (18%) below prior year, occupancy is down 23% and ADR is up \$16 (9%). Phil shared coastal market trends and hopes to see the sales gap close over the next few months. Compared to 2019 (pre-Covid) revenue is up \$271,000 (23%).

Advance Deposits are \$65,000 below last year (7.5%).

SurfSand still plans to shut down its ocean front building for renovations beginning in November. Stephanie Inn reopened May 1st after completing a major renovation.

Phil has been working with JaLene and Gabrielle in consolidating room types. The initial changes took effect May 10th and inventory added to the OTA's this week. This change will allow more units to be included on the OTA sites, bringing more online exposure and eliminating the requirement of booking larger units by phone. Brian, the contracted Revenue Manager, has assisted with this project.

The Board was able to see the upgraded in-room amenities during the property tour. Top of bed presentations are being addressed. Final scheduling is being coordinated for the Signature Training program. Staffing continues to be a challenge for the front desk and housekeeping as the departments prepare for the summer.

The proposed 2-2.5% increase to the Transient Lodging Tax in order to fund the remodel of the former elementary school to an "Events Center" has slowed down a bit. Doug has attended two City Council meetings and several Lodging Group meetings, speaking about why the proposed increase doesn't comply with the definition of a "tourist facility". Representatives from other local resorts also participated where the lodging community suggested alternative funding ideas.

Old Business

None to report.

New Business

None to report.

Announcements

Board Meeting Schedule

June-August – No Meetings

Thursday September 28th, 2023 via Zoom

Monday October 23rd, 2023 – **On Site**

Tuesday November 21st, 2023 – Budget Meeting via Zoom

Saturday December 9th, 2023 – Embassy Suites Washington Square

Wednesday January 3rd, 2024 – Budget Meeting via Zoom

Saturday February 3rd, 2024 – Annual Meeting

Adjournment

There being no further business, Chairman Casey adjourned the meeting at 11:54 AM.

Minutes transcribed by Jennifer Rice-Borgerson for Debbi Stone, Board Secretary.