



(RENTAL POOL) LIMITED LIABILITY COMPANY
MANAGING MEMBERS MEETING

September 26th, 2024
REMOTE MEETING

Call to Order

The meeting of the Tolovana Inn LLC Managing Members was called to order by Chairman Casey at 5:17 PM.

In Attendance

Chairman, Daniel Casey; Treasurer, Gary Bauer; Secretary, Debbi Stone; Directors, Linda Somner, David Louie and Nancy Boden-Rokus.

Members Absent

Director, Bob Dedrick.

Others in Attendance

Doug Nealeigh, Phil Beilke, Scott Shepard and Jennifer Rice-Borgerson from Vacation Villages of America, Inc.

Minutes Approval

Gary Bauer **moved** to approve the minutes of the June 18th Board meeting as presented. **Seconded** by Debbi Stone and **passed**.

Correspondence

None to report.

Treasurer's Report – Gary Bauer

Gary reviewed the draft August, year to date financial statement. Income exceeds budget for the month and year. Operating expenses are below budget for the month and year to date. Repair and maintenance expenses are below budget for the month and for the year. Other expenses are below budget for the month and year to date. Net income exceeds budget for the month and for the year. Cash accounts were reviewed.

David Louie **moved** to approve the draft June, July and August 2024 LLC financial statements as presented. **Seconded** by Linda Somner and **passed**.

Daniel reminded that Gary will be leaving the Board due to the sale of his unit. He thanked Gary for his service as Treasurer and noted he will be missed by the Board, staff and ownership.

Committee Reports

Interiors Report – Doug Nealeigh for Bob Dedrick

Wood Castle Furniture has begun production of the casegoods for the next seven-unit renovations. These will consist of six one-bedroom units and one studio in Buildings Three and Four. This project will begin next week and be completed prior to the Thanksgiving holiday.

Staff presented an alternative option for flooring material. Through this summer the Inn has received a higher than usual number of noise complaints. Staff believes this may correlate with the increased LVP

installations in the upper floor units. Moving forward, staff would like the Board to consider the installation of carpet in the second and third floor units in an effort to reduce noise transference and improve acoustics.

Doug shared more details about the carpeting option for the living areas (excluding kitchens/hallways/bathrooms). The Board discussed their experience with noise at the property and preferences for flooring materials. Doug offered to bring a sample of the carpet to the on-site meeting in October. Dr. Casey shared feedback from a colleague in hospitality who has made the decision to discontinue using LVP flooring on upper floors and change to carpet to mitigate noise.

The mini-fridge order has been received and the installations will take place over the next couple of weeks once occupancy begins to subside. This will be a nice addition to 35 back bedroom units and will be greatly appreciated by many of Tolovana's guests.

Kitchen inventories are underway and additional product will be ordered and installed as needed.

VVA Report – Doug Nealeigh

The property is transitioning from summer into a busy Fall. Occupancy has remained strong and with the recent nice weather, there have been several sell-out nights, which is unusual this far into September. Weather and demand have been favorable, but Tolovana is also fortunate to have a strong team in place driving revenue and taking care of the guests. On August 26th London Woodruff joined the Team as "Guest Services Manager". Though she arrived at a busy time for the Inn, she has proven herself in a short amount of time to be a great addition. In preparation for her maternity leave, JaLene is currently working from home.

The month of August set another new record of \$1,409,160 which is \$134,800 ahead of last year's record reflecting a 10.5% increase. Occupancy for the month was up slightly and Average Daily Rate (ADR) increased 8% to \$303. Doug congratulated Phil, Sarah, and Scott for their excellent work managing rates.

September is tracking to be a very strong month and will also set a new revenue record. As of last night, revenue is tracking ahead of last year by \$51,413 (6.5%). While occupancy is pacing behind last year for the month, Average Daily Rate is up \$32.

Year-to-date revenues are reflecting the seven record setting months, currently \$896,000 ahead of last year (15%). October is also forecasting well with 75% of budgeted revenue on the books. November is tracking at 50% of budgeted revenue booked.

Advance Deposits continue to remain strong tracking 17% ahead of last year. Radio advertising campaigns are active right now. In August, the Inn beat their best daily record, exceeding \$50,000 in one day. A summer reduction in owner occupancy has also helped trends. The Board thanked staff for their efforts and the exceptional results in sales.

Interior Audits – Phil Beilke

The audits are nearly completed, but based on high occupancy, it has been difficult to get access to the remaining units. Phil is preparing the audit report for presentation at the October meeting.

Old Business

None to report.

New Business

None to report.

Announcements

Proposed Meeting Schedule:

Monday October 21st, 2024 – ON SITE 9 AM

Wednesday November 20th, 2024 – 4 PM via Zoom BUDGET

Saturday December 14th, 2024 – Holiday Party

Thursday January 9th, 2025 – 4 PM via Zoom BUDGET

Saturday February 1st, 2025 – ANNUAL MEETING

Adjournment

There being no further business the meeting of the Managing Members was adjourned at 6:37 PM.

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