

January 19, 2019 - Manager's Report

****Canterbury is delivering our two new park models this Thursday, January 17 at 10:00 a.m.***** The final payment will be paid on 1/15/19.

In December, we concentrated on our to-do lists which consisted, in part, of getting the Condo invoicing done, working with the bank on our line of credit renewal, getting reports and information to two different insurance companies for cost comparisons, updating our binders for logging gift certificate sales and charitable donations, as well as the storage binder. We have created new reports for Asher to log sales and use tax, charitable donations, bad debt, deposits and payments for dues that get recorded in the new year. Gesika learned how to report our earnings from Reserve America more accurately, and she continues to research more ways to utilize the information we can glean from that system. Maintenance has worked on fixing all the vehicles, taking care of the water leak by central, and continues to work on cleaning up top shop and horse barn, building Human Foosball, and planning Spring projects. We are reaching out to past employees to confirm who is coming back this season and we will start interviewing in February for new employees. We have reached out to several J1 candidates and are waiting to hear back. We still plan on making bunk beds in the staff housing in hopes that we can fill all the beds. We are getting ready for the Green Bay RV show and we are planning for the other shows which are all in March. We are all looking at signing up for classes that will aid in our work here (QB for me and Gesika and Septic and Propane mgmt. for Larry).

Financials:

2018 YTD income dues:	\$515,692	2017 Fiscal income dues:	\$ 992,341
2018 YTD reservations/seas.sites:	\$598,924	2017 Fiscal reservations:	\$ 466,469
2018 YTD Total expense:	\$1,012,144	2017 Fiscal expense:	\$ 1,039,978
Operating Acct. Balance YTD 2018	\$165,062	2017 Operating Acct YTD:	\$ 269,529

Professional Services:

- ~**Accounting** - Asher & Wood LLC
- ~Coverra - **insurance provider- includes workers comp.**
- ~Carrico Aquatics - **pool service/chemicals** provider.
- ~Camera Corner - **IT Company.**
- ~We are **members** of WACO (Wisconsin Association of Campground Owners).
- ~We are **members** of ARVC (National Association of RV Parks and Campgrounds).
- ~Harv's Electric - electrician needs.
- ~Pinkert Law Firm - **legal advice.**
- ~We are currently not outsourcing our **collections** efforts.
- ~Holiday Wholesale - primary source for our **store inventory.**
- ~Green Bay 7-UP
- ~Associated Bank.
- ~**Jim's** - Rental golf carts
- ~Door County Co-op - propane **supplier.**
- ~Septic Maintenance - **septic hauling company.**
- ~DIRECTV- for **satellite TV**
- ~AT&T - telephone **and internet provider.**

~US Cellular - **cell phone** provider.

~**Camping clubs** we are affiliated with: Coast to Coast

Contracts:

~Advanced Disposal - **waste management** company. Contract ends January of 2022

~Cintas – **cleaning supplies** - blue cleaning towels. Contract ends April 2020

~Schopf dba S & B Farms – Contract ends 2020

~Reserve America – renews yearly

Long term Contracts:

Kids Directory Term 2015-2021 (Advertising) (Pending)