



**Tahoe Donner Association
Finance Committee
Task**

**The Lodge Pavilion Tent
Financials**

Subcommittee Report

November 18, 2017

The Lodge Pavilion Tent Financials Subcommittee Report November 18, 2017



• Subcommittee Volunteer Members

- | | | | |
|---------------|---------------|---------------------|------------|
| • Art King | Steve Disbrow | Corey Leibow | Tom Johns |
| • John Dundas | Cathy Ravano | Michael Eyton-Lloyd | Don Koenes |

• Staff

- Robb Etnyre, General Manager
- Michael Salmon, Director of Finance
- Mike Peters, Director of Food and Beverage

The Lodge Pavilion Tent Financials Subcommittee Report November 18, 2017



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- The group reviewed the detailed financial information of The Lodge Restaurant and Pub which also includes banquet events business (tent and non-tent).
 - The group interviewed Michael Salmon, Mike Peters, and Robb Etnyre regarding financial and operational aspects of The Lodge and the tent.

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• Group Conclusions (unanimous):

- 1) The Pavilion Tent business is forecasted to return a favorable Net Operating Result of \$125,000 or \$19 per owner in 2017. This does not take into consideration the incremental business that enhances other business operations.
- 2) Incremental business positively impacts on regular lodge restaurant/pub business, non-tent banquet business, and group golf. Incremental business is forecasted to contribute a favorable Net Operating Result of \$111,700 or \$17 per owner in 2017.

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- Group Recommendations (unanimous):

- 1) Replace the existing tent as quickly as possible (operational issues with existing tent).
- 2) Review pricing opportunities to increase margins on future bookings (2018 and 2019). Implement new pricing no later than December 31, 2017 and begin booking 2019.
- 3) Incorporate a capital project into Capital Projects Process to study the feasibility of a permanent banquet venue.