



FINANCE COMMITTEE MEETING

FINAL REPORT

April 20, 2023.

Northwoods Clubhouse, Mezzanine Room and Zoom

1. **Call to Order / Call for Quorum (4):** The Chair (Ravano) called the meeting to order at 3:23 pm PDT following the Special Board Meeting after noting that a quorum was present.

Attendees (All attendees present on either Zoom Video Conference Call or in person at Northwoods Clubhouse):

Members: Falk, Rudolph, Niedringhaus, Vietor, Ravano

Absent: Kodres, Leibow

Staff Lead: Martyn-Jones (DFA&BS)

Board Liaison(s): Steve Mahoney, Levine

LRPC Liaison to FC: Gauny

TDA Staff: Steve Hogan (Controller)

Member(s): None

2. **APPROVAL of Agenda:** A motion was made by Ravano to approve the agenda for the meeting. Rudolph provided a 1st and Vietor a 2nd. Motion was approved 5-0.
3. **APPROVAL of Committee Draft Report, April 20, 2023:** Chair Ravano requested comments about the Finance Committee Report prepared after the March 2023 Finance Committee meeting. Rudolph provided a 1st and Vietor provided a 2nd. The motion was approved 5-0 to send the final report to the Board.
4. **Member and Committee Member Comments:** A request was made by the Chair for comments by any Member or Committee Member who wished to do so. No Member comments were forthcoming.

5. **Committee Management:**

1. **Recurring Tasks - Presentation and Discussion of March 2023 Financial Results:**

Mr. Martyn-Jones reviewed the March financials. Weather (rain) continued to have an impact on revenue during the month. Staffing issues also impacted revenue but had a positive expense result. Highlights are:

- a. Gross revenue of \$1.582 million was \$481,344 (-23%) worse than budgeted. Principal factors were negative variances in downhill ski operations, lessons/rentals and food and beverage when compared to budget.
- b. Cost of Goods Sold was favorable to budget by \$29,376 due to lower than budgeted Retail and F&B sales (volume versus favorable costs).

- c. Because of the negative revenue variance when compared to budget, the Gross Margin of \$1.462 million was unfavorable to budget by \$461,967.
- d. Personnel costs of \$1.255 million were favorable to budget by \$221,601. Labor savings mainly occurred in Downhill and Cross Country operations due to closures as well as lower personnel costs in Forestry, Accounting, IT, Communications and The Lodge when compared to budget.
- e. Other Operating Costs of \$602,910 were unfavorable to budget by \$26,815. Higher utilities costs and timing of certain staff expenses contributed to the negative variance.
- f. Net Operating Result was -\$395,786 for the month and was -\$257,180 unfavorable to budget for the month.

Year to date, total revenue was \$7,151,596 which was slightly unfavorable to budget (-\$21,346). Total Operating Cost was \$6,149,431 and favorable to budget by \$61,063. A Net Operating Result of \$520,880 was favorable to budget by \$49,635.

Discussions were also held about spring and summer operations due to the snow levels and potential recovery efforts to open the golf course, marina, etc. The Finance Staff indicated that they were thinking through a possible forecast in the next couple of months. We agreed to continue to review this topic at the next FC meeting.

2. **Discussion of the 5501 Committee Report:** The 5501 Meeting schedule and attendees for the next 3 months will be:
 - a. April 25: Craig Falk
 - b. May 23: Michael Rudolph
 - c. June 27th: Joseph Niedringhaus

6. **Long Range Planning Update:** Ms. Gauny provided an update on the LRPC, specifically the focus on the “campus” review process. Additionally, Lindsey Hogan will be assisting with a member outreach program.
7. **Next FC Meeting:** May 18, 2023, 3:00-4:30 pm, Northwoods Clubhouse, Mezzanine Room + Zoom.

Adjournment: The meeting was concluded at 4:16 pm PDT with a motion being made to adjourn. Mr. Falk provided a 1st and Mr. Niedringhaus provided a 2nd with a unanimous vote ensuing.

Prepared and submitted by Michael Rudolph, Vice Chair, Finance Committee