



FINANCE COMMITTEE MEETING

FINAL REPORT

June 20, 2024

Northwoods Clubhouse, Mezzanine Room and Zoom

1. **Call to Order / Call for Quorum (4):** The Chair (Niedringhaus) called the meeting to order at 3:00 pm PDT after noting that a quorum was present

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

Members: Leibow, Ravano, Falk, Niedringhaus, Vietor

Absent: Rudolph, Kodres

Staff Lead: Steve Hogan (Controller)

Board Liaison(s): Steve Mahoney

LRPC Liaison to FC: Dan Simmons

TDA Staff: Annie Rosenfeld (General Manager), Justin Malley (Director of Finance)

Member(s): Pontius (Prospective FC Member)

2. **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.
3. **Follow-up Items:**
 - a.) None from prior meeting.

4. **Committee Management:**

1. **Recurring Tasks - Presentation and Discussion of May 2024 Financial Results:**

Mr. Hogan reviewed May results. Highlights are:

- a. May NOR results were -\$1,398,908 which was favorable to budget by \$110,907. Year-to-date, NOR loss was \$2,322,828 and favorable to budget by \$24,962. Results are attributable to favorable weather conditions that produced positive results for Tennis and the Marina. However, the late season storm had a negative impact on Golf which was not able to open for operations.
- b. F&B had a very good month in May with revenue favorable to budget by \$58,791.
- c. Cost of Goods Sold ("COGS") was at a level of 33.7% compared to a budgeted level of 33.2%. Food COGS and Retail COGS were the main contributors to the higher percentage.
- d. Total payroll and burden were favorable by \$17,699 due to continued open positions.

- e. Other Operating Expenses were favorable to budget by \$55,078 with several line items being positive and with a negative variance due to annual meeting expense.
2. **General Discussions:** Timing and impact of weather on summer activities.
3. **Ski Lodge Update:** The building has been demolished and construction has begun.
4. **Long Range Planning Update:** Mr. Leibow and Mr. Simmons provided an update on the LRPC and their focus on the Northwoods Campus report.
5. **Finance Committee Working Groups:** The Chair provided his thoughts on the groups, and how he perceived their interaction with the FC, staff and Board. In particular, he provided an update on the recent Capital Funds Working Group meetings as well as the plan for upcoming Budget Working Group meetings. Joe & Justin agreed to work together after the meeting to get the Budget Working Group meetings scheduled.
5. **Follow-up Items:**
 - a. Breakout of golf operations and maintenance costs in financial reports to better understand the dynamics.
 - b. Staff will review and report on how the annual assessment should be reported on the Statement of Revenues, Expenses and Changes in Members Equity.
6. **5501 Meeting Attendance:**
 - a. July: Falk
 - b. August: Niedringhaus
 - c. September: TBD
7. **Next FC Meeting:** July 19th, 3:00-4:30 pm, Northwoods Clubhouse, Mezzanine Room + Zoom.

Adjournment: A motion was made to adjourn (???) and seconded (????). The meeting was concluded at 4:30 pm PDT with a unanimous vote.

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