

OFFICIAL PROCEEDINGS
KEWEENAW MOUNTAIN LODGE BOARD
September 20, 2017

The regular monthly meeting of the Keweenaw Mountain Lodge Board held on September 20, 2017, 6:15 p.m. at the Courthouse, Eagle River, MI began with the Pledge of Allegiance.

Commissioners present: Bob DeMarois, Sandy Gayk, Don Piche, Jim Vivian, Del Rajala.

The meeting was posted in the Courthouse on the bulletin board and the agenda for the meeting was posted on the door of the Courthouse.

Motion by Gayk supported by DeMarois and unanimously carried to approve the agenda as presented.

Motion by Gayk supported by Rajala and unanimously carried to approve the minutes as written from the August 16, 2017 regular monthly meeting.

Motion by Vivian supported by DeMarois to pay the bills in the following amounts: Vendors: \$66,821.14 Payroll: \$69,215. Board polled. Ayes: DeMarois, Gayk, Vivian, Rajala, Piche. Nays: None. Motion carried.

Financials were reviewed by the Coordinator. See attached.

Coordinator Desnick said that business in August was good as seen in the financials. He plans to close around October 22, 2017 with the shutdown to take about a week.

Public comment was allowed.

Motion by Rajala to adjourn at 6:30 p.m. Meeting adjourned sine die.

Donald Piche, Chairman

Julie A. Carlson, Clerk

Keweenaw Mountain Lodge

Profit & Loss Prev Year Comparison

August 2017

	Aug 17	Aug 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
641 · Lodging Income	113,289.00	108,057.19	5,231.81	4.8%
642 · Dining Room Income				
645 · Banquet Income	7,886.50	7,185.58	700.92	9.8%
642 · Dining Room Income - Other	30,033.20	37,343.22	-7,310.02	-19.6%
Total 642 · Dining Room Income	37,919.70	44,528.80	-6,609.10	-14.8%
643 · Bar Income	13,303.74	16,079.89	-2,776.15	-17.3%
644 · Golf Income				
Golf Fees	0.00	23,390.50	-23,390.50	-100.0%
Golf Sales	0.00	21,824.87	-21,824.87	-100.0%
644 · Golf Income - Other	25,517.18	0.00	25,517.18	100.0%
Total 644 · Golf Income	25,517.18	45,215.37	-19,698.19	-43.6%
664 · Interest Income	0.00	7.96	-7.96	-100.0%
Total Income	190,029.62	213,889.21	-23,859.59	-11.2%
Cost of Goods Sold				
701 · BAR COST OF SALES				
701-01 · Beer/Wine etc	3,491.59	1,030.22	2,461.37	238.9%
701-02 · Liquor	116.82	1,693.05	-1,576.23	-93.1%
701-03 · Soft Drinks	369.29	632.75	-263.46	-41.6%
Total 701 · BAR COST OF SALES	3,977.70	3,356.02	621.68	18.5%
702 · DINING COST OF SALES	13,412.54	22,100.17	-8,687.63	-39.3%
703 · GOLF COST OF SALES	534.00	5,075.40	-4,541.40	-89.5%
703.01 · Cost of Sales - Other	732.84	387.00	345.84	89.4%
704 · LODGING COST OF SALES	0.00	765.15	-765.15	-100.0%
Total COGS	18,657.08	31,683.74	-13,026.66	-41.1%
Gross Profit	171,372.54	182,205.47	-10,832.93	-6.0%
Expense				
705 · EMPLOYEE COSTS				
705-01 · Hourly Wages	46,830.18	63,715.31	-16,885.13	-26.5%
705-02 · Salary Wages	4,000.00	10,680.00	-6,680.00	-62.6%
705-03 · Overtime Wages	3,791.83	3,233.54	558.29	17.3%
705-05 · Payroll Taxes	10,633.66	16,445.20	-5,811.54	-35.3%
705-10 · Mileage Reimbursement	544.62	0.00	544.62	100.0%
705-25 · Workmans Comp.	-8.00	645.00	-653.00	-101.2%
705-50 · Other Employee Costs	0.00	66.32	-66.32	-100.0%
Total 705 · EMPLOYEE COSTS	65,792.29	94,785.37	-28,993.08	-30.6%
726 · SUPPLIES				
726-01 · Cleaning/Janitorial	477.64	1,303.68	-826.04	-63.4%
726-03 · Guest Complimentary	0.00	1,713.60	-1,713.60	-100.0%
726-04 · Office Supplies	1,509.68	1,569.76	-60.08	-3.8%
726-05 · Operating	0.00	286.20	-286.20	-100.0%
726-06 · Paper & Disposable	0.00	2,246.88	-2,246.88	-100.0%
726-07 · Small Tools & Supplies	0.00	828.21	-828.21	-100.0%
726-08 · Computer Eq-Under \$2,000	0.00	249.99	-249.99	-100.0%
726 · SUPPLIES - Other	0.00	1,358.19	-1,358.19	-100.0%
Total 726 · SUPPLIES	1,987.32	9,556.51	-7,569.19	-79.2%
801 · OPERATING COSTS				
801-01 · Accounting/Bookkeeping Fees	0.00	40.00	-40.00	-100.0%
801-03 · Bank/Credit Card Fees	3,960.06	5,318.62	-1,358.56	-25.5%
801-04 · Dues and Subscriptions	210.00	0.00	210.00	100.0%
801-05 · Equipment Maint/Repairs	1,972.08	1,075.41	896.67	83.4%
801-06 · Equipment Rental	2,850.00	125.00	2,725.00	2,180.0%
801-07 · Facilities Maintenance	534.35	1,755.37	-1,221.02	-69.6%
801-08 · General Insurance	0.00	1,422.75	-1,422.75	-100.0%
801-09 · Grounds Maintenance	0.00	159.42	-159.42	-100.0%
801-10 · Laundry Expense	6,343.71	7,357.95	-1,014.24	-13.8%
801-12 · Consulting Fees/Contract Fees	1,780.00	2,555.70	-775.70	-30.4%
801-13 · Telephone	259.71	156.38	103.33	66.1%
801-15 · Utilities	7,392.75	21,617.62	-14,224.87	-65.8%
801-16 · Van & Truck Exp - Gas & Repairs	696.00	502.90	193.10	38.4%
801-17 · Waste Removal	0.00	26.84	-26.84	-100.0%

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Accrual Basis

Keweenaw Mountain Lodge
Profit & Loss Prev Year Comparison
August 2017

	Aug 17	Aug 16	\$ Change	% Change
801-19 · Security Systems	0.00	578.00	-578.00	-100.0%
801-20 · Satellite TV	502.43	0.00	502.43	100.0%
Total 801 · OPERATING COSTS	26,501.09	42,691.96	-16,190.87	-37.9%
880 · MARKETING EXP				
880-01 · Advertisements	210.00	2,005.29	-1,795.29	-89.5%
880-04 · Internet/Web Site	100.00	75.00	25.00	33.3%
880-05 · Sales & Marketing Expense	0.00	202.32	-202.32	-100.0%
880-08 · Donations	0.00	425.00	-425.00	-100.0%
Total 880 · MARKETING EXP	310.00	2,707.61	-2,397.61	-88.6%
Total Expense	94,590.70	149,741.45	-55,150.75	-36.8%
Net Ordinary Income	76,781.84	32,464.02	44,317.82	136.5%
Other Income/Expense				
Other Income				
13000 · Over/Short	0.00	-422.99	422.99	100.0%
Total Other Income	0.00	-422.99	422.99	100.0%
Other Expense				
21000 · Other Expenses	0.00	189.72	-189.72	-100.0%
23000 · Tips Wash Account	0.00	4,286.42	-4,286.42	-100.0%
Total Other Expense	0.00	4,476.14	-4,476.14	-100.0%
Net Other Income	0.00	-4,899.13	4,899.13	100.0%
Net Income	76,781.84	27,564.89	49,216.95	178.6%

Keweenaw Mountain Lodge
Profit & Loss Prev Year Comparison
January through August 2017

	Jan - Aug 17	Jan - Aug 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
641 · Lodging Income	263,316.00	251,307.80	12,008.20	4.8%
642 · Dining Room Income				
645 · Banquet Income	18,459.33	47,345.28	-28,885.95	-61.0%
642 · Dining Room Income - Other	67,466.47	86,133.85	-18,667.38	-21.7%
Total 642 · Dining Room Income	85,925.80	133,479.13	-47,553.33	-35.6%
643 · Bar Income	38,134.13	43,120.07	-4,985.94	-11.6%
644 · Golf Income				
Golf Fees	10,045.00	85,414.55	-75,369.55	-88.2%
Golf Sales	0.00	26,362.52	-26,362.52	-100.0%
644 · Golf Income - Other	72,591.59	0.00	72,591.59	100.0%
Total 644 · Golf Income	82,636.59	111,777.07	-29,140.48	-26.1%
664 · Interest Income	17.56	127.93	-110.37	-86.3%
680 · Less Allowances/Discounts	0.00	-389.85	389.85	100.0%
698 · Other Miscellaneous Revenue	0.00	-1,868.44	1,868.44	100.0%
Total Income	470,030.08	537,553.71	-67,523.63	-12.6%
Cost of Goods Sold				
701 · BAR COST OF SALES				
701-01 · Beer/Wine etc	12,648.74	8,571.20	4,077.54	47.6%
701-02 · Liquor	3,993.11	5,390.40	-1,397.29	-25.9%
701-03 · Soft Drinks	1,479.67	2,417.95	-938.28	-38.8%
701-04 · Entertainment/Music	0.00	100.00	-100.00	-100.0%
Total 701 · BAR COST OF SALES	18,121.52	16,479.55	1,641.97	10.0%
702 · DINING COST OF SALES	33,256.02	59,331.14	-26,075.12	-44.0%
703 · GOLF COST OF SALES	2,007.19	12,717.30	-10,710.11	-84.2%
703.01 · Cost of Sales - Other	1,092.84	387.00	705.84	182.4%
704 · LODGING COST OF SALES	0.00	1,654.41	-1,654.41	-100.0%
Total COGS	54,477.57	90,569.40	-36,091.83	-39.9%
Gross Profit	415,552.51	446,984.31	-31,431.80	-7.0%
Expense				
705 · EMPLOYEE COSTS				
705-01 · Hourly Wages	162,606.29	199,269.83	-36,663.54	-18.4%
705-02 · Salary Wages	32,000.00	54,841.54	-22,841.54	-41.7%
705-03 · Overtime Wages	15,110.88	6,288.42	8,822.46	140.3%
705-05 · Payroll Taxes	41,745.01	56,217.88	-14,472.87	-25.7%
705-10 · Mileage Reimbursement	745.35	1,022.18	-276.83	-27.1%
705-12 · Uniforms	419.59	2,928.38	-2,508.79	-85.7%
705-25 · Workmans Comp.	3,678.24	5,793.00	-2,114.76	-36.5%
705-50 · Other Employee Costs	49.98	554.36	-504.38	-91.0%
705-99 · PY Payroll Tax Adj	0.00	-3,505.40	3,505.40	100.0%
Total 705 · EMPLOYEE COSTS	256,355.34	323,410.19	-67,054.85	-20.7%
726 · SUPPLIES				
726-01 · Cleaning/Janitorial	1,100.43	5,169.46	-4,069.03	-78.7%
726-02 · Firewood	0.00	922.00	-922.00	-100.0%
726-03 · Guest Complimentary	1,570.08	1,713.60	-143.52	-8.4%
726-04 · Office Supplies	4,153.70	5,562.92	-1,409.22	-25.3%
726-05 · Operating	0.00	4,035.94	-4,035.94	-100.0%
726-06 · Paper & Disposable	1,711.28	5,869.68	-4,158.40	-70.9%
726-07 · Small Tools & Supplies	3.86	3,377.31	-3,373.45	-99.9%
726-08 · Computer Eq-Under \$2,000	0.00	3,417.33	-3,417.33	-100.0%
726-09 · Decorations	0.00	767.32	-767.32	-100.0%
726 · SUPPLIES - Other	0.00	1,358.19	-1,358.19	-100.0%
Total 726 · SUPPLIES	8,539.35	32,193.75	-23,654.40	-73.5%

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09/20/17

Accrual Basis

Keweenaw Mountain Lodge
Profit & Loss Prev Year Comparison
January through August 2017

	Jan - Aug 17	Jan - Aug 16	\$ Change	% Change
801 · OPERATING COSTS				
801-01 · Accounting/Bookkeeping Fees	5,525.00	120.00	5,405.00	4,504.2%
801-03 · Bank/Credit Card Fees	7,473.65	7,277.11	196.54	2.7%
801-04 · Dues and Subscriptions	2,164.94	1,761.88	403.06	22.9%
801-05 · Equipment Maint/Repairs	11,903.81	15,304.69	-3,400.88	-22.2%
801-06 · Equipment Rental	8,306.71	9,758.53	-1,451.82	-14.9%
801-07 · Facilities Maintenance	9,034.28	22,483.11	-13,448.83	-59.8%
801-08 · General Insurance	4,268.25	11,382.00	-7,113.75	-62.5%
801-09 · Grounds Maintenance	4,462.53	6,129.44	-1,666.91	-27.2%
801-10 · Laundry Expense	14,596.48	20,059.40	-5,462.92	-27.2%
801-11 · Licenses and Permits	4,596.92	3,731.50	865.42	23.2%
801-12 · Consulting Fees/Contract Fees	12,995.00	15,782.83	-2,787.83	-17.7%
801-13 · Telephone	1,930.40	3,077.19	-1,146.79	-37.3%
801-14 · Trail Expense	114.92	0.00	114.92	100.0%
801-15 · Utilities	29,256.65	46,554.87	-17,298.22	-37.2%
801-16 · Van & Truck Exp - Gas & Repairs	2,932.52	2,973.80	-41.28	-1.4%
801-17 · Waste Removal	1,351.87	1,253.25	98.62	7.9%
801-18 · Other Expenses	0.00	371.58	-371.58	-100.0%
801-19 · Security Systems	0.00	1,052.20	-1,052.20	-100.0%
801-20 · Satellite TV	2,824.62	0.00	2,824.62	100.0%
801 · OPERATING COSTS - Other	0.00	48.80	-48.80	-100.0%
Total 801 · OPERATING COSTS	123,738.55	169,122.18	-45,383.63	-26.8%
880 · MARKETING EXP				
880-01 · Advertisements	2,226.32	9,210.38	-6,984.06	-75.8%
880-02 · Brochures/Print Materials	59.41	0.00	59.41	100.0%
880-04 · Internet/Web Site	1,860.00	600.00	1,260.00	210.0%
880-05 · Sales & Marketing Expense	0.00	362.10	-362.10	-100.0%
880-08 · Donations	0.00	425.00	-425.00	-100.0%
880-90 · PY Adj For Events	0.00	0.00	0.00	0.0%
Total 880 · MARKETING EXP	4,145.73	10,597.48	-6,451.75	-60.9%
999 · Reconciliation Discrepancies	0.00	0.09	-0.09	-100.0%
Total Expense	392,778.97	535,323.69	-142,544.72	-26.6%
Net Ordinary Income	22,773.54	-88,339.38	111,112.92	125.8%
Other Income/Expense				
Other Income				
13000 · Over/Short	0.00	1,341.60	-1,341.60	-100.0%
Total Other Income	0.00	1,341.60	-1,341.60	-100.0%
Other Expense				
21000 · Other Expenses	0.00	189.72	-189.72	-100.0%
23000 · Tips Wash Account	173.26	3,192.26	-3,019.00	-94.6%
970 · CAPITAL EXPENDITURES				
970-01 · Lodge Improvements	0.00	30,636.60	-30,636.60	-100.0%
970-02 · Computer Eq't & Software	3,599.97	6,428.00	-2,828.03	-44.0%
970-03 · Furniture/Fixtures	512.00	0.00	512.00	100.0%
970-05 · Kitchen Equipment	0.00	2,907.27	-2,907.27	-100.0%
Total 970 · CAPITAL EXPENDITURES	4,111.97	39,971.87	-35,859.90	-89.7%
Total Other Expense	4,285.23	43,353.85	-39,068.62	-90.1%
Net Other Income	-4,285.23	-42,012.25	37,727.02	89.8%
Net Income	18,488.31	-130,351.63	148,839.94	114.2%