



Inns of Waterville Valley Association 2023 Annual Meeting Notice

Saturday, October 14, 2023 at 10 a.m.

Inns of Waterville Valley

At 46 Packard's Rd, Waterville Valley, NH 03215

Treasurer Report

Hello Owners of the Inns of Waterville Valley,

I am Carol Dusablon and I have been our treasure for the past year. I accepted the challenge of treasurer because it was what was needed for the Inns to move forward. I took this position also knowing that I would have to learn how to do it and do it well. My limited budgeting and banking skills were fine for myself, but to handle other people's money and investments was so much more. I spoke with bankers and CPA and even college professors in this particular area of study. I developed competent working knowledge of what is needed of me to serve all of us. The first lesson I learned was to be comfortable with my own style, not try to be like JP Morgan. With that said, my style is simple, easy and basic. We have all sat through treasury reports in the past that had to many numbers, projections, speculations and charts that basically just confused us all. I have been on the BOD for about 6 years, and honestly, I never knew how much money we had of and whether we were solvent or drowning in a deficit budget. I am guessing some of you were lost and in the dark as I was as well. Therefore, confident with a bit of working knowledge, I moved forward. As I mentioned, my style is very basic and succinct. I will show you what money we have, what money we need and what money we owe on a monthly basis.

The IOWVA has 5 bank accounts:

- 1.CD account 1 month of interest is \$399.18 a great return for 1 month
- 2.Security This account just sits and is a holder for the 3 units being leased. Each unit being leased will be returned \$400.00 when the lease is cancelled
- 3.Payroll This is the account we use to run payroll and pay the staff.
- 4.Operating This is the account that as named is for accounts receivable (maintenance fees, rental, and sales) and accounts payable (vendors, insurance, contractors)
- 5.Money Market This account works in tandem with operating and payroll. This account funds payroll and operating.

This the is bank account balance

	As of 8/31/2023	Aug 2022
1.CD	\$100,399.18	\$98,613.06
2.Security	\$1,233.87	\$1233.62
Payroll	\$10,700.75	\$8060.64
Operating	\$7,637.49	\$24,139.62
Money Market	\$5,896.92	\$34,159.97
Total	\$125,868.21	\$166,206.91

We have 3 Maintenance billing cycles (Revenue)

April billing is for unit owners’ weeks 27-52. These funds should be used for April’s current year

October billing is for unit owners’ weeks 1-26 of following year. The funds should be not be accessed until the next year

November billing is for unit owners of Flex of following year. The funds should not be accessed until the next year.

We have been using the October and November billing to pay for the current year Sept to Oct. We need to stop this practice. However, this year we still need to use since operating and money market account is too low.

The 2024 Budget (Revenue and Expenses):

1. There is a 15% increase on base maintenance fee rate. Hot tub, winter surcharge and property tax rates did not change from 2023
2. We are anticipating a comparable account payable* from 2023 and 2024. The venders have a consistent payable. We pay premium for room cleaning services and maintenance personnel. Not budgeted for in 2023 was \$30,000.00 sewer line repair was not in the budget even though approved in 2022

*Please note that the Inns and Waterville Valley have succumbed to the real-world problems- staffing challenges, product availability and inflation. Payroll consist of 2 in-house personal. The IOWVA does not offer benefits package- only vacation time and ½ hr paid lunch break.

Variables Affecting the Budget

Rental Income- having an outside agency handle rentals has increased rental revenue. The rental company rents Association owned units. The on-site team also rents units.

Sales Income vs Units returned

	2022	2023 (yr to date)
Units taken back	32	10
Units Sold	16	4

Collection Accounts- owners not meeting financial responsibility and are delinquent in paying maintenance fees

This is a snapshot

	Billed Maintenance Fee	Actual Maintenance Fee received	Actual Expense	Difference	Auxiliary Inc
2022	\$409,395.00	\$382,880.00	\$415,699.04	-\$32,879.00	\$40,178.58
2021	\$409,812.00	\$380,663.00	\$502,796.69	-\$122,163.69	\$40,455.66

It is important for all of us to remember that since 2017, the Inns budget deficit has increased to the current -83,000.00. With this increase of 15% in maintenance fees, our budget will finally be in the black by a mere \$689.00. It is not a lot of money, but it is a start in the right direction. We had two CDs earning .15% until 2025, totaling \$98,500.00. This only gave us a mere \$150.00 a year in interest. I sat down west-northwest bankers and discussed this matter. Reluctantly, they agreed to allow us to close those two CDs and open one for \$100,000.00 earning \$4,800.00 in one year.

When I learned about the budget deficit, I repeatedly stated to everyone who would listen that we stop spending and find ways to increase our revenue. Many of the owners have called me with great ideas on how we might do that as a community. Our first financially responsible action must be a reserve study of our building in order to get our most expensive issues tended to by priority, so that our building is solid. We must push to sell, rent units and keep our spending down to a minimum.

At the Annual meeting I will be asking owners to get involved in committees addressing fund raising and marketing plans. Together we can make a difference to keep the Inns growing and moving forward. I will be sharing some of the creative ideas that many owners have shared as a means to create an account dedicated to help with interior rooms. Hopefully some of the activities will be fun for all and you will be generous. We all want upgrades in our units, this is difficult to do with our budget is low, so let get creative, help me, I will listen and together we can make a difference for our Inns.

If you've any other questions, regarding the budget, please feel free to contact me, 401-225-5085 or cbdusablon@gmail.com.

See you at the Inns of Waterville Owners Annual Meeting.

Carol Dusablon, Treasurer