



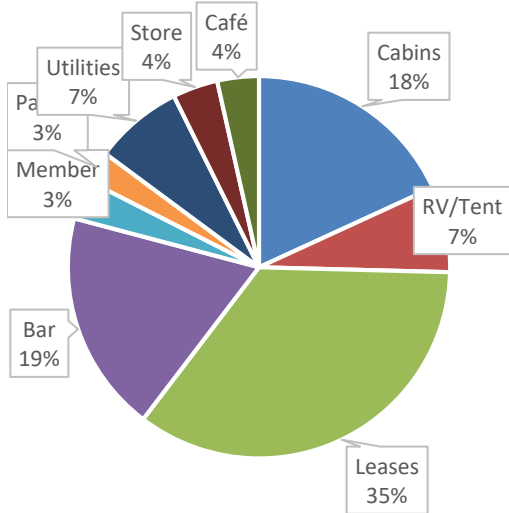
**2017 Members Meeting Summary**

On December 31<sup>st</sup>, we held our Annual Members meeting to discuss the state of the business. We reviewed 2017 commitments and highlighted plans for 2018. This is the summary from that meeting

*Oz Campground and Resort. With over 5700 members, an incredible community of residents and the friendliest bunch of guys you'll find anywhere!*

- 2017 Commitments:**
- ✓ Policy Changes: 21 yrs and Older
  - ✓ Switch to new reservation system
  - ✓ Move Cabin 301 to new location
  - ✓ Upgrade/Build new bar
  - ✓ More Men's Only Weekends
  - ✓ More robust weekend schedule
- New RV/Perm Sites – Moved to 2018  
Expand Dining Room - Deferred

- 2018 Plans:**
- Cabin remodeling: Significant upgrades to Studio Cabins and Sleeper Cabins
  - Cabin 505/Party Cabin: Remodeling into a 2 Bedroom Cottage with bath
  - New RV Sites along tree line behind bar
  - Rate Changes: first price increase since opening in 2012
  - Continuation of Bar Upgrades: Sound/Lights, addition of Smoking Area
  - Internet Update: contract signed for faster internet connection. Awaiting ATT prioritization for new lines from Unadilla
  - New Social Media Strategy to expand awareness and communicate across multiple platforms



**Where does our revenue come from?**

Rentals (Cabins, RV Sites and Leases make up the largest portion (60%). Bar revenue is 19%, Memberships and Day/Night passes are 3% each and store sales are 4% of total revenue. Café charges, passed along to the guys running the café, account for another 4% and aren't included in total revenue. Utility charges (for lease sites) at 7% to straight to the electric company.

As with any business, regardless of how much money you collect – it's the expenses that get you. It takes a lot to run Oz! Significant expenses include Salary, maintenance of water system, Cabin maintenance and cleaning, septic system maintenance and cleanout, Taxes/Insurance/Fees/Licenses, Mortgage, Music Compliance & Expense, Electricity and supplies (everything from pipe fittings to toilet paper to cups and beer) Expenses continue to rise every year, and because of that, we're initiating our first ever rate increase.

**Rate Increase** (our first since opening in 2012)

Here at Oz, we've committed to providing a premium campground/resort experience while keeping rates at a reasonable amount. One of our biggest focus areas is making sure that guests recognize a value for the money they're spending. We believe, even with a rate increase in 2018, that we are providing the best value and the best price among comparable campgrounds/resorts on the east coast.

**New Rates: Effective March 1, 2018**

An average increase of 7.5% will go into effect on March 1, 2018 for Cabin rentals. RV & Tent site rates are an average of 8%. New rates will be published in the Rates section of the Oz Campground website at [www.ozcampground.com](http://www.ozcampground.com)

**What do these changes mean to you?** A studio cabin will cost no more than an additional \$20 per day, an RV Site: \$3/day. We are not changing prices on Day Passes, Bar charges or adding any additional fees. When you compare us with other campgrounds, you'll find that Oz is still the best value and lowest price around.

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*SAVE MONEY! Book your stay and prepay before March 1 (up to 365 days in advance) and get the current rates on your stay! Normal cancellation policy will stay in place. If you cancel and rebook after March 1, the newer rates will be in effect.*

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**Let's talk about Butt Wipes.**

By far, our biggest problem with our septic system is "flushable butt wipes". These clog the sewer lines every time. PLEASE refrain from flushing these down the toilets. Even though yours say "Safe For Septic Systems", they're not.

Thank You for your continued support and for making Oz your Campground & Resort! If you have any questions about our annual Members Meeting, any of the materials we've highlighted here, or any other questions – please sent us a note: [ozcampground@gmail.com](mailto:ozcampground@gmail.com).