

1972 - 2022



MICHAYWÉ OWNERS ASSOCIATION



Michaywé has grown at a steady, easy pace. This peaceful four-season recreational and residential community is nestled in the winding hills and lush woodlands south of Gaylord.

+ -

Over 2,000 acres of forest, lakes and streams creates the backdrop for over 960 homes.

The community is a blend of many different lifestyles. The natural beauty of the area coupled with the amenities makes this a wonderful place to retire, raise a family or enjoy that vacation home of your dreams.

MICHAYWÉ MISSION STATEMENT

To enhance the quality of life for our community through management of common areas, enforcement of rules and covenants, support of initiatives that strengthen bonds among residents, and investment in capital improvements that benefit the greater good





The Association is a non-profit organization which was formed to manage and administer the affairs of an association of property owners in a Planned Unit Development (PUD) known as Michaywé; to promote the welfare of its members by maintaining and beautifying the several developments and subdivisions in which its members own or possess real property interests; to enforce building and use restrictions; to represent members before governmental boards or bodies; to promote social and recreational activities

To support this organization there are established annual dues per lot owner.



In 2000 Michaywé Owners Association ended a 7 plus year lawsuit with the developer of Michaywé. At that time, the association took control of the amenities at Michaywé. Member dues were established in 2002 at \$400 per lot. Subsequently a **lot consolidation** program was instituted where multiple lots could be combined for a reduction in yearly dues in 2005. The loss of revenue over the years from this program is a large number over time \$989,500. The **effect of inflation**, lot consolidation, and improved amenities have strained the financial health of Michaywé. The prudent financial measures instituted by the organization and a dedicated group of volunteers have all effectively delayed the need for a dues cap adjustment. In 2015 the **dues cap was increased** to \$460 per lot and in 2016 \$480 per lot.

The time has come to address the issue.
The Michaywé Dues Cap needs to be addressed.

Let's put some value to the subjects that we have mentioned

Lot Consolidation Program

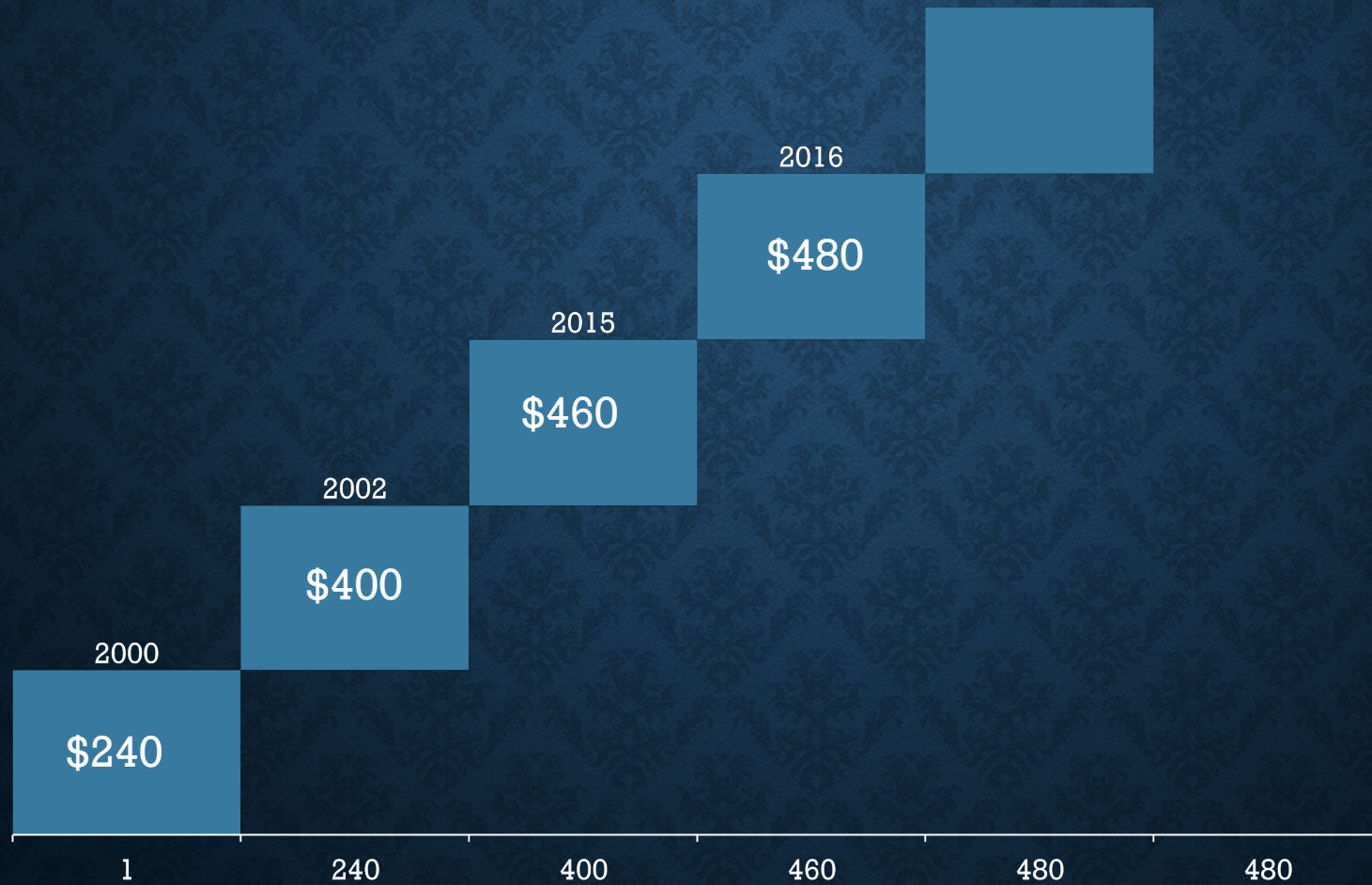
Lot consolidation was permitted beginning in 2005. The purpose of this consolidation program was to decrease the density in Michaywé. The provision was proposed and implemented to create financial incentives to help maintain this lower density, take excess empty lots off the market, thereby increasing the existing and future homes values in Michaywé. **Understand that this consolidation will affect all property owners and that dues may need to be increased to cover the shortage.** If homes would have been placed on most of these lots, the recreational facilities would become inadequate and the wooded private nature of Michaywé would be lost. Michaywé currently preforms annual water quality testing to ensure that the water quality of our PUD is not saturated or diminished. The annual cost for this service in 2007 \$3623, 2015 \$4015, 2021 \$5410, **calculated as 33% increase in cost since its inception.**

MOA LOT CONSOLIDATION **Lost Revenue**

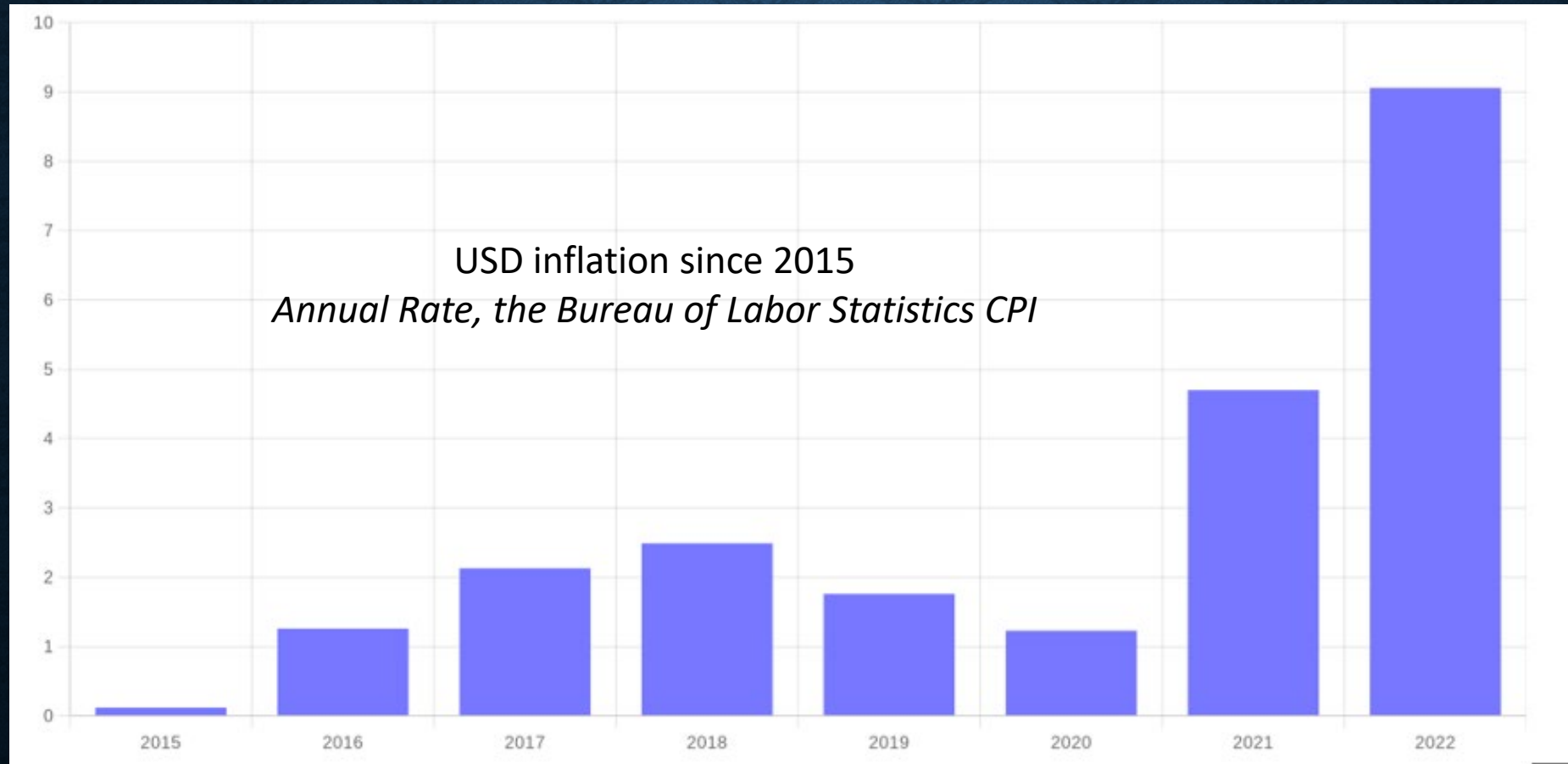


TOTAL LOST REVENUE \$ 989,960

History of Dues Cap Increase



Let's look at Inflation and how it effects Michaywé Property Dues



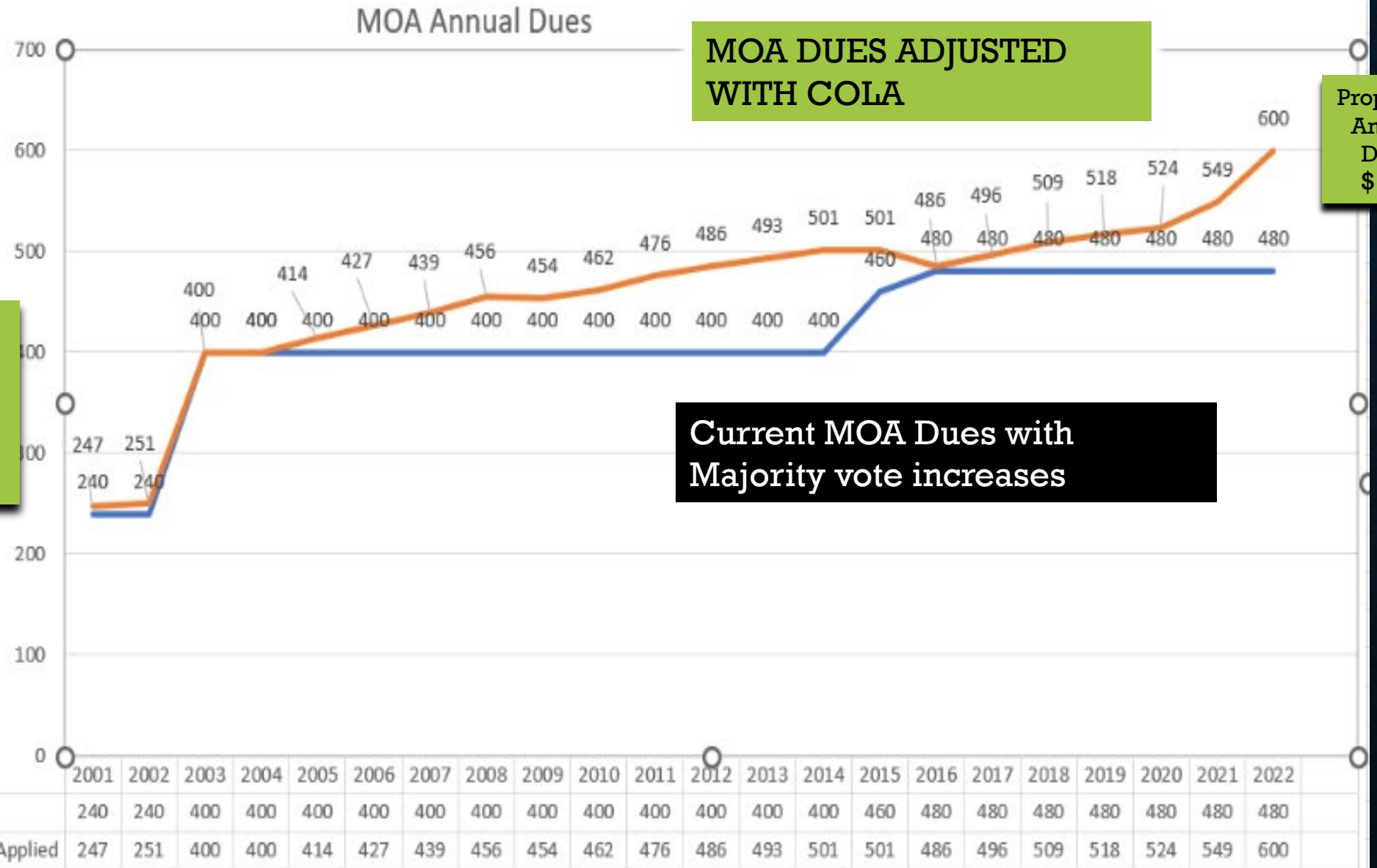


**Inflation and
How it effects
Michaywé's
Annual Dues**

**MOA DUES ADJUSTED
WITH COLA**

**Proposed
Annual
Dues
\$ 564**

**Current MOA Dues with
Majority vote increases**



— Annual Dues — Annual Dues Inflation Rate Applied



Inflation from 2015 to 2022	
Cumulative price change	25.02%
Average inflation rate	3.24%
Converted amount (\$480 base)	\$600.08
Price difference (\$480 base)	\$120.08
CPI in 2015	237.017
CPI in 2022	296.311
Inflation in 2015	0.12%
Inflation in 2022	9.06%
\$480 in 2015	\$600.08 in 2022

Value of \$480 from 2015 to 2022

\$480 in 2015 is equivalent in purchasing power to about \$600.08 today, an increase of \$120.08 over 7 years. The dollar had an average inflation rate of 3.2% per year between 2015 and today, producing a cumulative price increase of 25.02%.

This means that today's prices are 1.25 times higher than average prices since 2015, according to the Bureau of Labor Statistics consumer price index. A dollar today only buys 80% of what it could buy back then.



What are the benefits of being a Michaywé Property Owner ?

Michaywé is a four-season recreational & residential, deed restricted community nestled in the winding hills & lush woodlands. Michaywé' property owners enjoy "up north" living complimented by excellent amenities & social events for all ages!

Michaywé Amenities:

Inn the Woods Restaurant, Pines Golf Course, Opal Lake Beach and Beach House, Indoor and Outdoor Pools, Hot tub, Indoor Sauna, Tennis and Pickleball courts, Groomed Cross Country Ski Trails, Hiking and walking trails, Social Activities for all ages.

Enforced Deed Restrictions

Higher Property Values resulting from the above Amenities and Deed Restrictions

Michaywé property values are stronger than the surrounding area.

Amenities add to Michaywé property values

Closing or diminishing Michaywé amenities in quality will greatly Influence a decline in property values.
WE NEED TO protect and invest in our Property Values and continue the lifestyle of the Michaywé Community.

Michaywé ~ Residential Sales

REALTOR®

Statistics	2018	2019	2020	2021
Average Asking Price	\$180,023	\$196,737	\$199,364	\$236,540
Average Sale Price	\$171,890	\$189,895	\$195,952	\$237,299
Number of Homes Sold	44	38	44	40
Average Days on Market	118	104	84	59
Number of Homes Sold Year over Year		-13.6%	15.8%	-9.1%
Price of Homes Sold Year over Year		10.5%	3.2%	21.1%

***Water Wonderland MLS Data 2018-November 1st, 2021

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Otsego County Residential Sales

Statistics	2018	2019	2020	2021
Average Asking Price	\$164,472	\$176,930	\$193,459	\$216,913
Average Sale Price	\$153,705	\$165,671	\$184,843	\$213,584
Number of Homes Sold	515	487	500	399
Average Days on Market	136	110	108	75
Number of Homes Sold Year over Year		-5.4%	2.7%	-20.2%
Price of Homes Sold Year over Year		7.8%	11.6%	15.5%

***Water Wonderland MLS Data 2018-November 1st, 2021

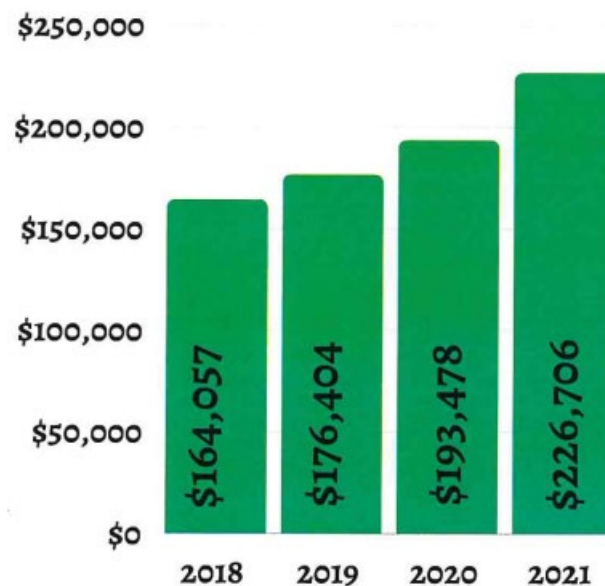
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Gaylord Residential Sales Report

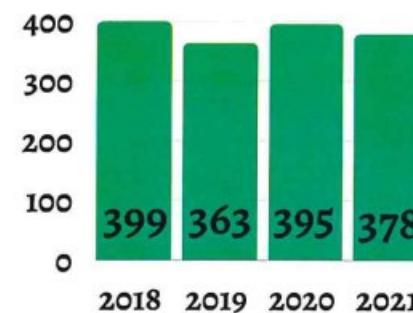
Average Sale Price of Gaylord Homes



Average Days on Market



Total Homes Sold



17%

Increase in Avg. Sale price of homes in Gaylord from 2020-2021



11%

Increase in Avg. Sale price of homes in North Central Michigan from 2020-2021

(Includes Otsego, Cheboygan, Mackinac, Crawford, Oscoda, & Presque Isle Counties)

***Water Wonderland MLS Data 2018-2021 w/sale price of \$50,000-\$3,000,000

Otsego County Residential Sales Report

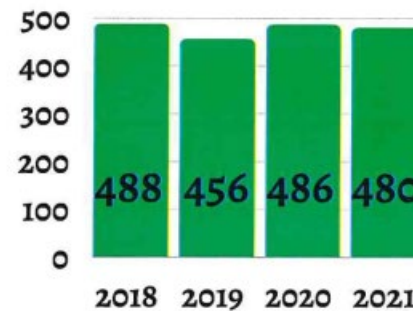
Average Sale Price of
Otsego County Homes



Average Days on Market



Total Homes Sold



23%

Increase in Avg. Sale price of homes in
Otsego County from 2019-2021



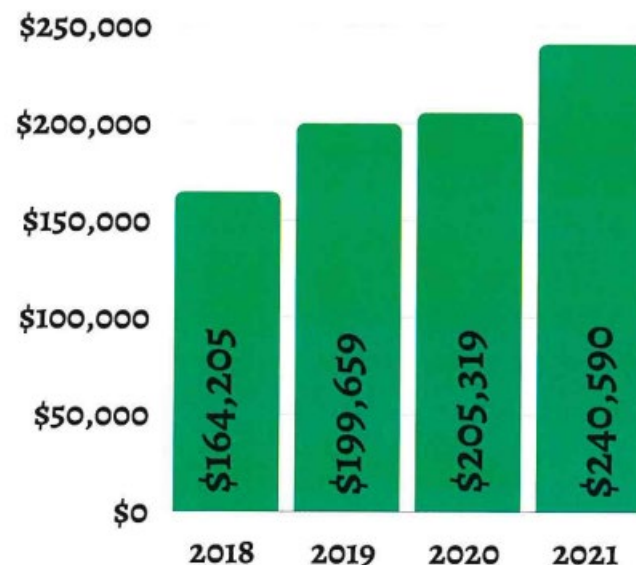
26%

Increase in Avg. Sale price of homes in North Central
Michigan from 2019-2021
(Includes Otsego, Mackinac, Crawford, Oscoda, & Presque Isle Counties)

***Water Wonderland MLS Data 2018-2021 w/sale price of \$50,000-\$3,000,000

Michaywé Residential Sales Report

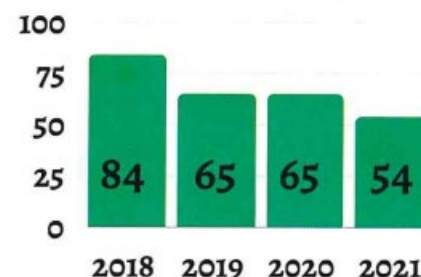
Average Sale Price of Michaywé Homes



Average Days on Market



Total Homes Sold



41%

Increase in Avg. Sale price of homes in Michaywé from 2018-2021



31%

Increase in Avg. Sale price of homes in North Central Michigan from 2018-2021

(Includes Otsego, Mackinac, Crawford, Oscoda, & Presque Isle Counties)

***Water Wonderland MLS Data 2018-2021 w/sale price of \$50,000-\$3,000,000

Crestwood Manor Recent Sales

Property of Alpine Realty Group LLC - All Rights Reserved

#	MLS	Above SqFt	Total SqFt	Year Sold	Sold Price	\$\$ per Above SqFt	\$\$ per Total SqFt
1	201811751	4780	6367	Crestwood- Sold 2021	\$395,000	\$83	\$62
2	201812153	1985	3970	Crestwood- Sold 2021	\$300,000	\$151	\$76
3	201810679	3000	4286	Crestwood- Sold 2021	\$342,000	\$114	\$80
4	201810053	1768	2668	Crestwood- Sold 2021	\$232,500	\$132	\$87
5	201810271	2198	3150	Crestwood- Sold 2021	\$279,900	\$127	\$89
6	201812267	1380	2473	Crestwood- Sold 2021	\$199,900	\$145	\$81
7	201814801	1564	2952	Crestwood- Sold 2021	\$260,000	\$166	\$88
8	201811429	2174	3014	Crestwood- Sold 2021	\$306,250	\$141	\$102
Averages		2356	3610		\$289,444	\$132	\$83

*** Water Wonderland MLS data from 2020-2021*

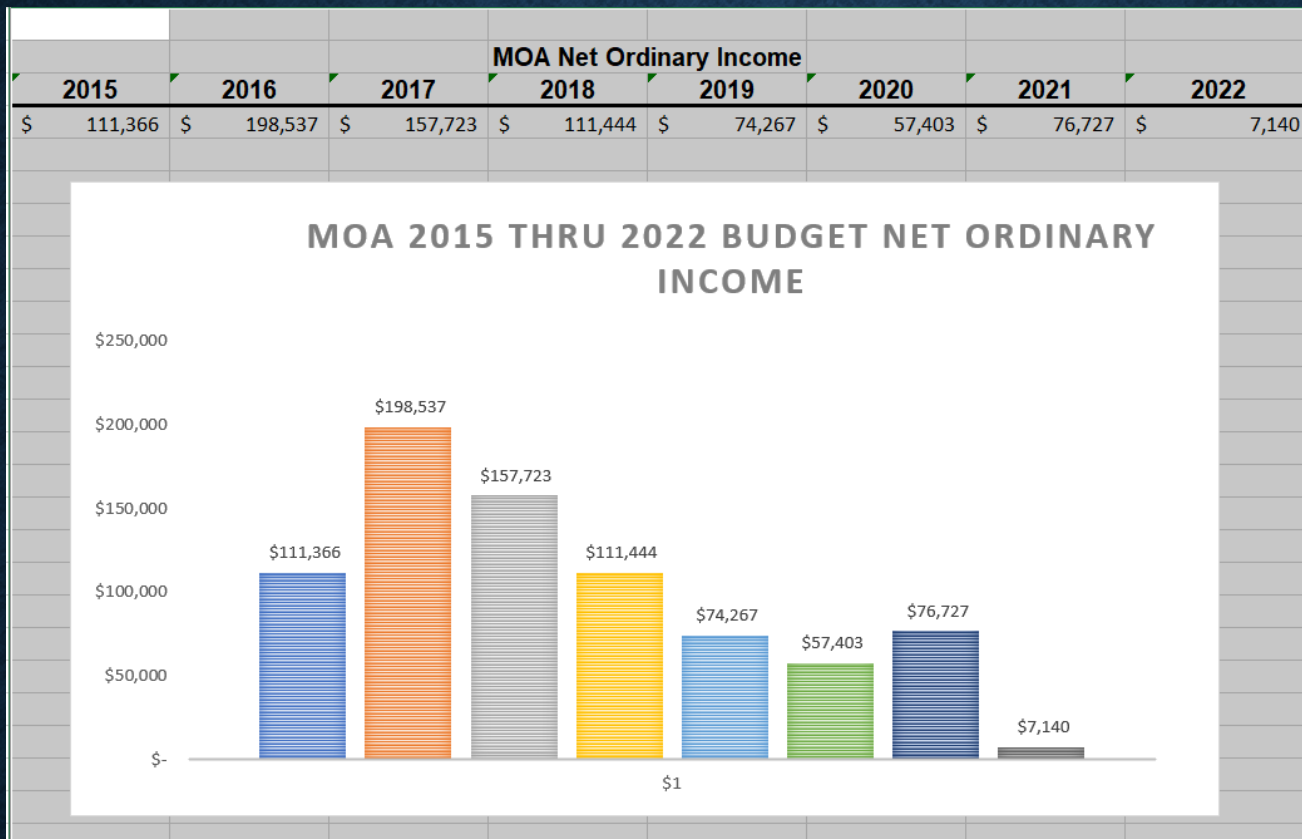


The MOA Board has once again accepted its fiscal responsibility to insure they properly execute the financial stewardship you elected them to perform.

After careful consideration it is now time to react to the finances of MOA and ask the members for a modest dues increase that will protect your investment in Michaywé.

We are proposing an annual increase of \$84 per property unit.

Simply calculated to \$7 per month



Each year the net ordinary income of MOA has decreased.

This concurs with the previous information

Lot consolidation lost revenue \$ 989,960

The rate of inflation to our current fixed dues revenue 21.30%

Key Points

1.) Michaywé is composed of two legal entities:

- Michaywé Owners Association (MOA) which manages the member association and is funded by dues
- Pines Club Corporation (PCC) which is primarily composed of the Golf Operations and Restaurant

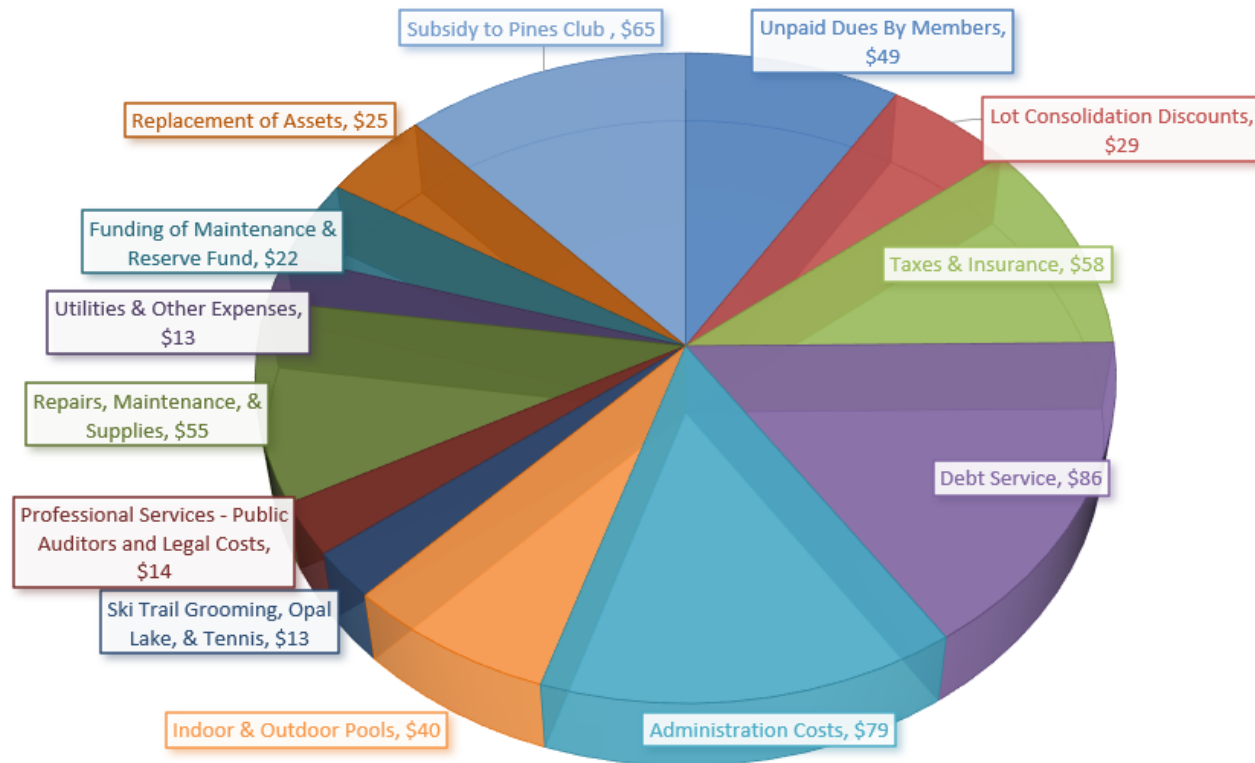
2.) The Pines Club Corporation is presently subsidized by MOA for the last 2 years

3.) The membership dues of \$480 per year increased in 2015 FROM \$400 to \$460 and 2016 to \$480

HOW YOUR \$480 DUES ARE SPENT

\$480	\$1,073,340		Gross Annual Dues Billed
MOA Expenses			
\$49	\$109,521	8.9%	Unpaid Dues By Members
\$29	\$65,280	5.3%	Lot Consolidation Discounts
\$58	\$129,430	10.5%	Taxes & Insurance
\$86	\$193,059	15.7%	Debt Service
\$79	\$176,348	14.3%	Administration Costs
\$40	\$88,994	7.2%	Indoor & Outdoor Pools
\$13	\$29,372	2.4%	Ski Trail Grooming, Opal Lake, & Tennis
\$14	\$32,393	2.6%	Professional Services - Public Auditors and Legal
\$55	\$122,213	9.9%	Repairs, Maintenance, & Supplies
\$13	\$28,964	2.4%	Utilities & Other Expenses
\$22	\$50,000	4.1%	Funding of Maintenance & Reserve Fund
\$25	\$54,996	4.5%	Replacement of Assets
\$65	\$151,698	12.3%	Subsidy to Pines Club
\$549	\$1,232,268	%	Total Value
Other Income used in cashflow			
(\$45)	(\$100,000)	62.9%	Line of Credit
\$0	-	0.0%	Repairs and Maintenance fund
(\$22)	(\$48,266)	30.4%	Rent, Sundry Income, Donations, Other
\$0	\$0	0.0%	Subsidy from Pines Club Corp
(\$5)	(\$10,662)	6.7%	Collections Income from recovering delinquent dues
(\$71)	<u>(\$158,928)</u>	100.0%	<u>Total Subsidies</u>
\$480	\$1,073,340	100.0%	Net Total Cost

2016 MICHAYWE OWNERS ASSOCIATION HOW YOUR \$480 DUES ARE SPENT



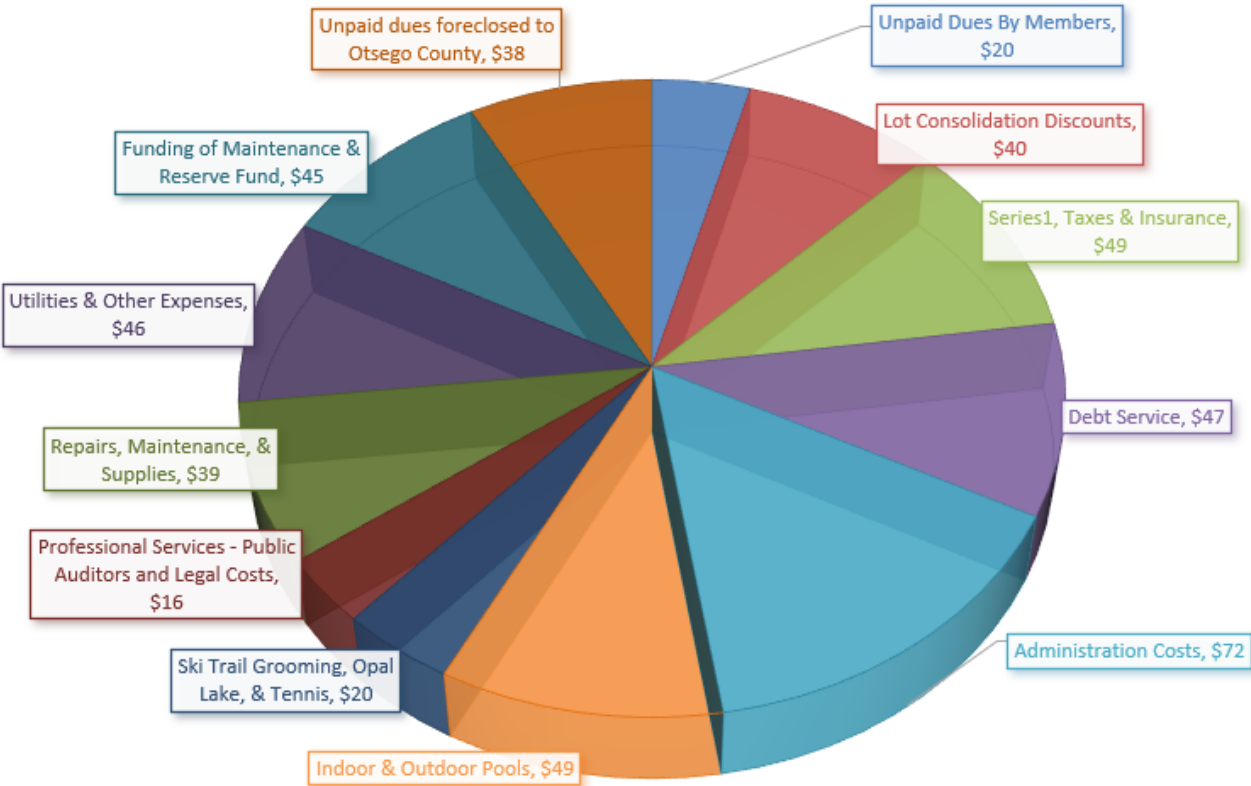
Key Points

- 1.) Michaywé is composed of two legal entities:
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 - Pines Club Corporation (PCC) which is primarily composed of the Golf Operations and Restaurant
- 2.) The Pines Club Corporation is presently subsidized by MOA for the last 2 years
- 3.) The membership dues of \$480 per year increased in 2015 FROM \$400 to \$460 and 2016 to \$480

HOW YOUR \$480 DUES ARE SPENT

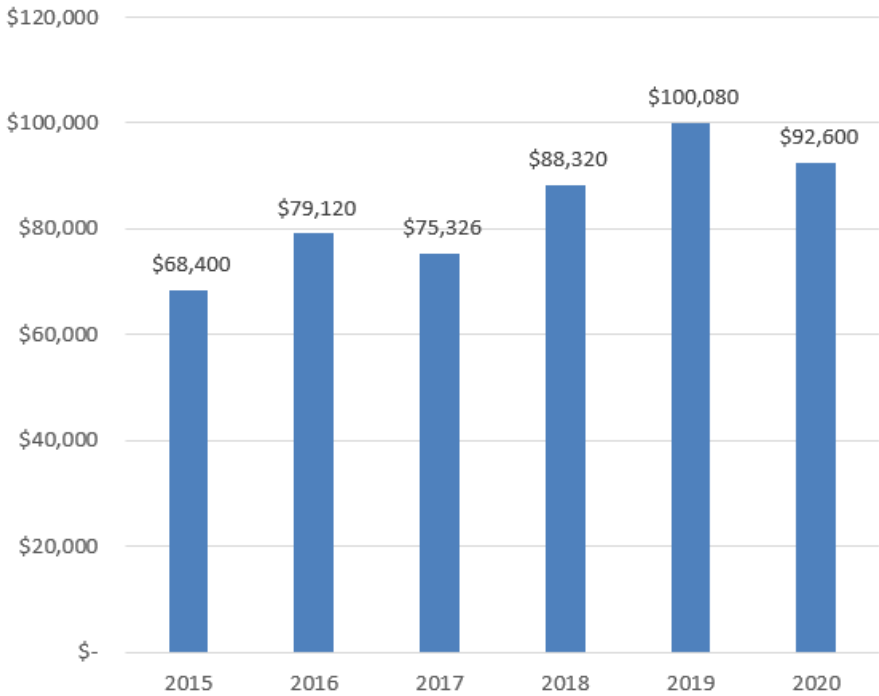
\$480	\$1,071,920		Gross Annual Dues Billed
MOA Expenses			
\$20	\$45,197	4.2%	Unpaid Dues By Members
\$40	\$89,280	8.3%	Lot Consolidation Discounts
\$49	\$109,447	10.2%	Taxes & Insurance
\$47	\$104,334	9.7%	Debt Service
\$72	\$160,870	15.0%	Administration Costs
\$49	\$108,598	10.1%	Indoor & Outdoor Pools
\$20	\$44,074	4.1%	Ski Trail Grooming, Opal Lake, & Tennis
\$16	\$36,311	3.4%	Professional Services - Public Auditors and Legal Costs
\$39	\$86,820	8.1%	Repairs, Maintenance, & Supplies
\$46	\$101,848	9.5%	Utilities & Other Expenses
\$45	\$100,112	9.3%	Funding of Maintenance & Reserve Fund
\$38	\$85,030	7.9%	Unpaid dues foreclosed to Otsego County
\$0	\$0	0.0%	Subsidy to Pines Club
\$480	\$1,071,921	%	Total Value
Other Income used in cashflow			
\$0	\$0	0.0%	Line of Credit
(\$79)	(\$175,829)	-132.8%	Replacement of Assets
\$38	\$84,949	64.2%	Rent, Sundry Income, Donations, Other
\$100	\$223,234	168.7%	Subsidy from Pines Club Corp
\$0	\$0	0.0%	Collections Income from recovering delinquent dues
\$59	\$132,354	100.0%	Total Subsidies
\$542	\$1,204,274	100.0%	Net Total Cost

2022 MICHAYWE OWNERS ASSOCIATION
HOW YOUR \$480 DUES ARE SPENT



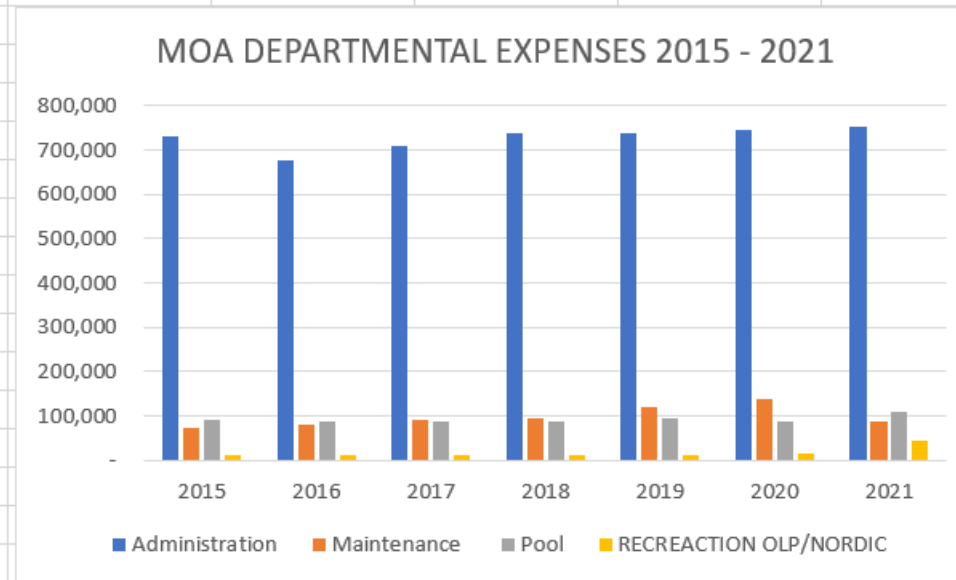
	2015	2016	2017	2018	2019	2020	2021
Dues and Interest Income	\$ 966,385	\$ 995,760	\$ 997,920	\$ 989,860	\$ 987,519	\$ 982,800	\$ 982,800
Year	2015	2016	2017	2018	2019	2020	2021
Uncollected dues	\$ 117,687	\$ 97,482	\$ 117,180	\$ 134,646	\$ 137,310	\$ 146,491	\$ 146,491
	12.18%	9.79%	11.74%	13.60%	13.90%	14.91%	14.91%
Forclosed Tax sale Lots owned by county	\$ 68,400	\$ 79,120	\$ 75,326	\$ 88,320	\$ 100,080	\$ 92,600	\$ 92,600
Uncollected dues current owners	\$ 49,287	\$ 18,362	\$ 41,854	\$ 46,326	\$ 37,230	\$ 53,891	\$ 53,891
Percent of Uncollected debt w/tax forclosed lots	5.10%	1.84%	4.19%	4.68%	3.77%	5.48%	5.48%

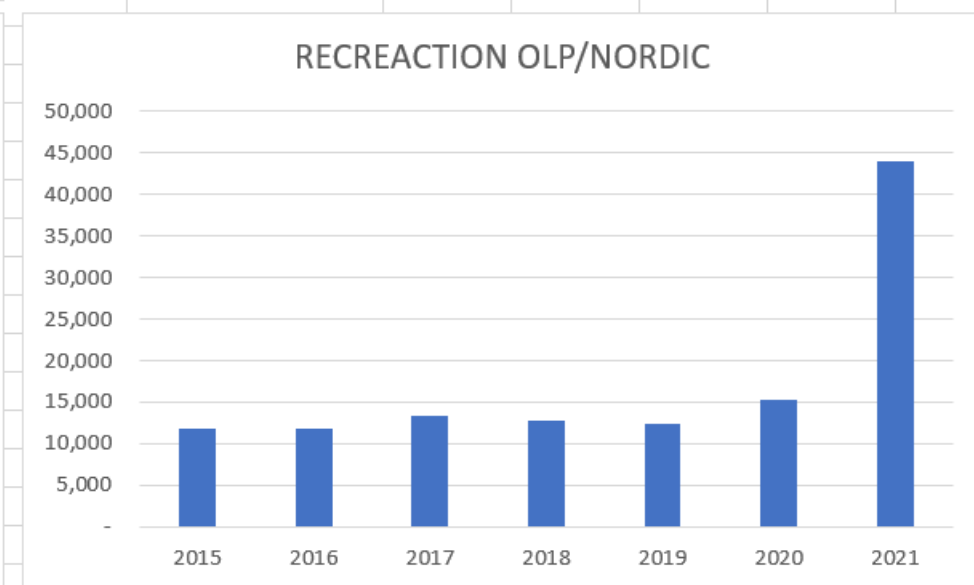
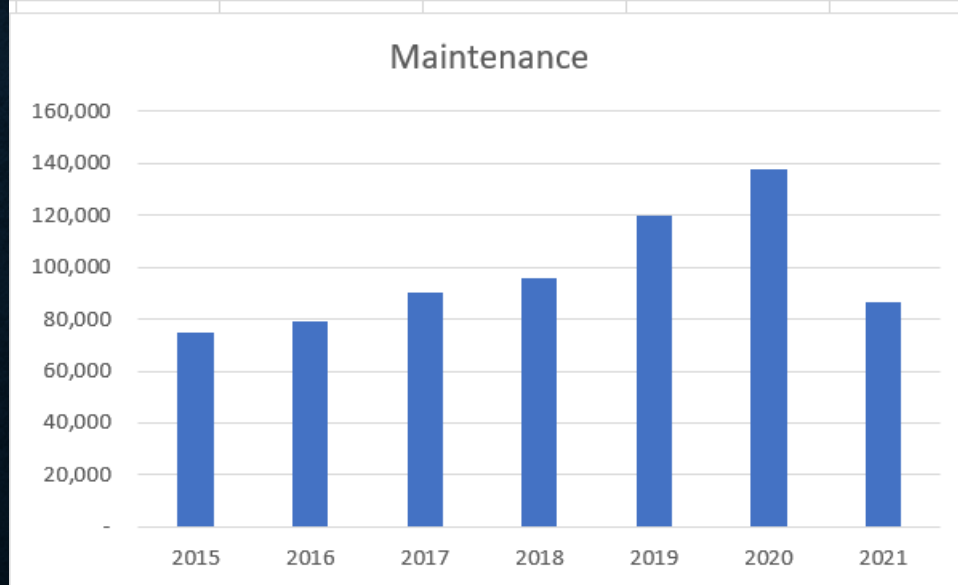
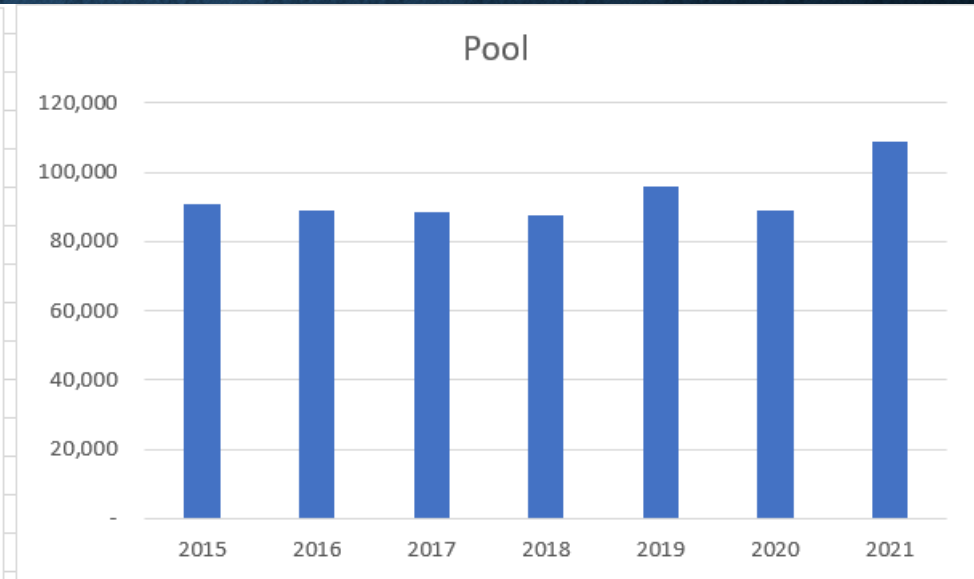
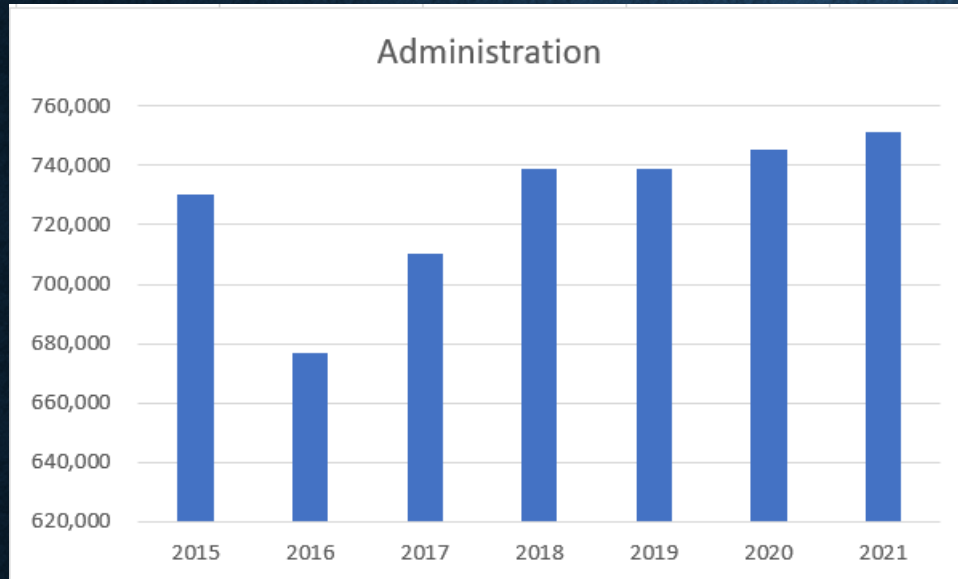
Forclosed lots owned by Otsego County



MOA DEPARTMENTAL EXPENSES 2015 – 2021

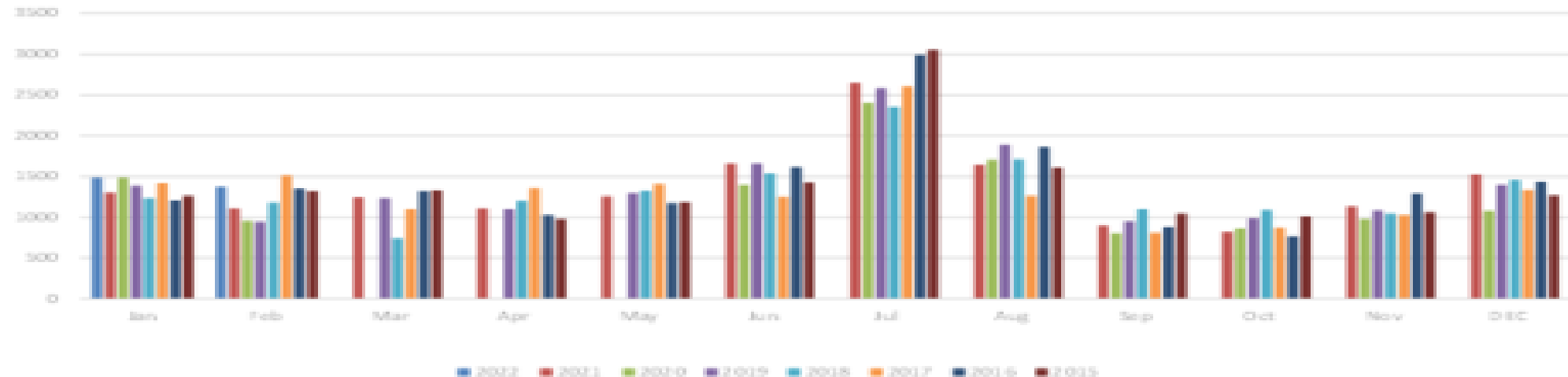
	2015	2016	2017	2018	2019	2020	2021
Administration	730,326	676,690	710,161	738,954	739,097	745,336	751,370
Maintenance	74,568	79,163	89,945	95,910	119,785	137,389	86,820
Pool	90,914	88,994	88,270	87,461	96,051	88,764	108,598
RECREATION OLP/NORDIC	11,796	11,811	13,277	12,818	12,454	15,292	44,074
Total Expenses	907,604	856,658	901,654	935,143	967,387	986,781	990,862





MOA POOL USAGE 2022 - 2015

	2022	2021	2020	2019	2018	2017	2016	2015
Jan	1485	1300	1486	1385	1239	1415	1207	1,263
Feb	1375	1112	956	945	1181	1511	1354	1,320
Mar		1246	0	1238	740	1097	1321	1,332
Apr		1112	0	1100	1200	1359	1033	979
May		1257	0	1298	1330	1410	1171	1,186
Jun		1662	1395	1665	1539	1254	1617	1,429
Jul		2648	2401	2585	2354	2607	2996	3,051
Aug		1650	1707	1890	1710	1265	1860	1,610
Sep		901	806	947	1098	813	886	1,047
Oct		820	867	985	1087	877	771	1,014
Nov		1134	978	1081	1047	1028	1292	1,063
DEC		1524	1077	1397	1460	1339	1437	1,270
YTD TOTAL	2860	16366	11673	16516	15,985	15,975	16,945	16,564



MOA PROPERTY UNITS LOST TO TAX SALE / UNCOLLECTED DUES

MEMBERS THAT DO NOT PAY

Lots lost to OTSEGO CO thru foreclosure								
	2015	2016	2017	2018	2019	2020	2021	
Dues lost to Otsego co foreclosure	\$ 56,786	\$ 68,309	\$ 79,440	\$ 75,360	\$ 87,780	\$ 97,320	\$ 85,030	
No. of lots								
	142	148	166	157	183	203	177	
Uncollected dues	117,687	97,482	117,180	134,646	137,310	146,491	130,227	
Expense								
Unpaid property owners	60,901	29,173	37,740	59,286	49,530	49,171	45,197	
Dues revenue	968,635	996,020	997,920	989,860	987,519	982,800	982,640	
Percent of Property Owners not paid	6%	3%	4%	6%	5%	5%	5%	

LEGAL PROCEDURES WILL BE FILED TO COLLECT PAST DUES

REPAIRS AND MAINTENANCE FUND

- Michaywé INCREASED THE ANNUAL DEPOSIT IN 2021 AND HAVE ALSO BUDGETED THE SAME FOR 2022
- APPROVED SALE OF OLP LOTS IS IN THE WORKS WITH MANY HURDLES TO OVERCOME.
- YOUR BOARD IS STILL VERY CAUTIOUS IN SPENDING THIS FUND.



FUTURE MAJOR REPAIRS AND REPLACEMENTS FUND

The Association's Board of Directors, as required by its governing documents, designates certain amounts from each annual budget to fund future major repairs and replacements of capital items. Accumulated funds are held in separate savings accounts and are not available for expenditure for normal operations. The Michigan Condominium Act requires that the Association maintains a fund for major repairs and replacements of at least ten percent of the current annual operating budget on a noncumulative basis. The Association has complied with this requirement.

The Board has accepted a study that estimates the remaining useful lives and replacement costs of the components of common property. It is used to recommend annual funding levels considering the amount and timing of expected expenditures and earnings on replacement fund balances. The table included in the unaudited *Supplementary Information on Future Major Repairs and Replacements* is based on this study. The Board reviewed the study this year and has updated the values and components.

Actual costs for major repairs and replacements, and investment income on replacement fund balances, may vary from the estimated amounts and the variations may be material. Therefore, amounts accumulated in the replacement fund may not be adequate to meet all future needs for major repairs and replacements. If additional funds are needed, the Association has the right to increase regular assessments, pass additional assessments, or delay major repairs and replacements until funds are available.

THE BALANCE OF THE REPAIRS AND MAINTENANCE FUND



Year	Capital Asset Purchases	Contributions to Fund	
2001		12,114.74	
2002		48,593.11	
2003		49,989.58	
2004		50,470.93	
2005		53,618.80	
2006	(7,662.43)	57,450.06	49,787.63
2007	(112,337.14)	48,266.73	(64,070.41)
2008	(15,857.75)	43,750.55	27,892.80
2009	(16,614.70)	62,152.72	45,538.02
2010	(96,625.22)	62,231.01	(34,394.21)
2011	(11,017.74)	51,320.01	40,302.27
2012	(32,087.15)	51,475.35	19,388.20
2013	(33,051.12)	50,841.91	17,790.79
2014	(9,115.00)	57,001.29	47,886.29
2015	(63,309.31)	50,666.42	(12,642.89)
2016	(69,740.31)	51,300.00	(18,440.31)
2017	(87,149.91)	50,683.96	(36,465.95)
2018	(123,538.25)	50,483.97	(73,054.28)
2019	(65,267.19)	49,917.36	(15,349.83)
2020	(48,703.82)	50,287.00	1,583.18
2021	-	100,046.75	100,046.75
Total	(792,077.04)	1,102,662.25	310,585.21

This fund is set aside to for the repairs and maintenance of Michaywé Consolidated Assets which currently are \$9,202,711



Michaywé Consolidated Asset Values

	MOA COMBINED ASSETS 2001	MOA COMBINED ASSETS 2021
ASSETS		
Fixed Assets		
1500 · Land	1,602,848	2,586,533
1507 · Land Improvements	248,539	556,385
1510 · Buildings	3,649,379	3,654,702
1513 · Building Improvements	109,198	537,808
1530 · Equipment	224,090	1,629,818
1540 · Furniture & Fixtures	277,482	185,678
1550 · Vehicles	-	51,787
Total Fixed Assets	6,111,536	9,202,711
Fixed Asset Increase ove 20 Years		3,091,175

Michaywé REPAIRS AND MAINTENANCE FUND

The Board of Directors established the reserve fund in 2001. Since that time this study has been updated in 2005, 2010, 2018, and 2020. The current study completed by Past Presidents Group is an effort to assist in long range planning.

The following table is based on the study and presents significant information about the components of common property.

MICHAYWE OWNERS ASSOCIATION UPDATED RESERVE STUDY 10-24-2020					
No.	Compnents	Estimated Remaining Useful Life	Estimated Future Replacement Costs		
	Clubhouse Items				
	Tennis Courts	5		\$120,000	
2	Septic System/Drain Field	20		\$65,000	
3	Parking Lot	20		\$20,000	
4	Office Furniture	20		\$25,000	
5	Bridgeview Room	5		\$13,300	
				\$243,300	
	Inn The Woods Items				
6	Hood Vent Makeup Air	30		\$60,000	
7	Walk in Cooler	10		\$20,000	
8	Walk in Freezer	10		\$15,000	
				\$95,000	
	Pool areas				
9	Indoor Pool	10		\$50,000	
10	Outdoor Pool	10		\$50,000	
11	Pool Furniture	15		\$17,600	
	Opal Lake Facility				
12	Opal Lake Facility	20	\$	15,000	
			\$	15,000	
	Pines Golf Course				
13	Cart Paths	15		\$25,000	
14	Irrigation & Pump House	30		\$750,000	
15	Sand Traps	15		\$152,000	
				\$927,000	
	Pro Shop Items				
16	Pro Shop			\$33,700	
				\$33,700	
	Cart Barns Items				
17	Mat shop/office	7		\$18,000	
18	Cart Barn	40		\$27,500	
19	Fert Barn	15		\$10,000	
				\$55,500	
	Total Components		\$	1,487,100	



Michaywé property owners have exclusive use of the indoor and outdoor swimming pools, spa, sauna, pickle ball and tennis courts located at the main clubhouse. Amenities also include the Opal Lake beach & beach house, playgrounds, volleyball court and extensive hiking and biking trails. During the winter season, groomed cross country ski trails traverse the golf course and trails and the grounds offers a wonderful venue for snow shoeing.

The increased costs and recent rates of inflation have further contributed to the need for financial relief from the members of the Michaywé HOA.

The MOA Board and Staff has continued to address maintenance issues by repair rather than replace and has deferred major capital expenses due to a reduced balance in the Repairs and Maintenance fund. This fund is currently in the refunding stage. The Staff has cut labor when we can, i.e. reduce pool hours on non demand days. The pandemic has triggered staff shortages along with supply chain issues and rising cost of everyday supplies needed to run the Common property amenities. As illustrated in the previous charts these cost are increasing each year even though the spending is always done with caution.

Increased hours of operation at Opal Lake Park has increased the labor to do so.

Michaywe depends on our valuable volunteers to complete many projects.

MICHAYWÉ HISTORY OF LONG-TERM DEBT



HISTORY OF LONG-TERM DEBT			
YEAR	DESCRIPTION	LOAN AMOUNT	TOTAL
2000	CONSTRUCTION LOAN #1 - RENOVATION OF CLUBHOUSE	\$750,000	
	CONSTRUCTION LOAN #2 - RENOVATION OF CLUBHOUSE	\$250,000	\$1,000,000
2001	COURT ORDERED PAYMENT FROM MLP	(\$425,000)	
	COURT ORDERED PAYMENT FROM MLP	(\$165,000)	\$410,000
2002	ADDITIONAL DEBT PRINCIPAL REDUCTION	(\$39,800)	\$370,200
2004	BALANCE COMBINED WITH PGC RENOVATION LOAN GOLF COURSE RENOVATION LOAN	\$1,496,802	\$312,198 \$1,809,000
2008	REFI WITH CITIZENS BANK (NOW FIRSTMERIT BANK)		\$1,665,000
2015	BALANCE ON MORTGAGE NOTE		\$1,092,830
2016	BALANCE ON MORTGAGE NOTE		\$892,980
2017	BALANCE ON MORTGAGE NOTE		\$882,344
2018	Refi WITH FIRST MERIT BANK (NOW HUNTINGTON)		\$1,280,000
	Combined \$300,000. of Short term Line of Credit note Generated 135,000 Capital funds for emmdiate use.		
2019			\$1,219,073
2020			\$1,178,932
2021			\$1,136,441

PINES CLUB CORP.
THIS ENTITY OPERATES THE INN THE WOODS
RESTAURANT AND PINES GOLF COURSE

The following reports show the recent financial status of this entity.

Both operations are amenities of Michaywé

and add value to your property.

INN THE WOODS RESTRAURANT

Net Ordinary Income	2015 -38,659.37	2016 -59,201.43	2017 -49,705.13	2018 -157,864.88	2019 -143,217.42	2020 -112,522.69	2021 -83,724.95																
<div><div>ITW Net Ordinary Income 2015 - 2021</div><table><tr><th>Year</th><th>Net Ordinary Income</th></tr><tr><td>2015</td><td>-38,659.37</td></tr><tr><td>2016</td><td>-59,201.43</td></tr><tr><td>2017</td><td>-49,705.13</td></tr><tr><td>2018</td><td>-157,864.88</td></tr><tr><td>2019</td><td>-143,217.42</td></tr><tr><td>2020</td><td>-112,522.69</td></tr><tr><td>2021</td><td>-83,724.95</td></tr></table></div>								Year	Net Ordinary Income	2015	-38,659.37	2016	-59,201.43	2017	-49,705.13	2018	-157,864.88	2019	-143,217.42	2020	-112,522.69	2021	-83,724.95
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2020	-112,522.69																						
2021	-83,724.95																						
Total Income	2015 612,798	2016 622,504	2017 652,089	2018 553,476	2019 434,820	2020 235,207	2021 503,471																
6422 · Cost of Goods Sold	206,508 34%	215,822 35%	214,091 33%	212,405 85%	176,890 67%	97,401 36%	186,389 77%																
6332 · Supplies	33,066 5%	32,029 5%	39,080 6%	43,703 8%	50,333 12%	36,633 16%	52,834 10%																
6810 · Salaries and wages	226,185 37%	231,404 37%	250,215 38%	257,127 46%	196,891 45%	119,492 51%	190,667 38%																



The Inn the Woods Restaurant is an amenity of Michaywé.

- Inn the Woods is a great place to meet and gather with family and friends. Our banquet facilities can handle from 2 to 200! We can accommodate a variety of needs from business meetings to weddings!
- The restaurant has struggled in the last 7 years however we are on an upward trend and getting to where we want to be financially! With recent management changes we are on the road to success. The Covid 19 Pandemic has created financial hardship especially for the restaurant and hospitality industry. We have battled the storm.

INN THE WOODS PERFORMANCE DASHBOARD

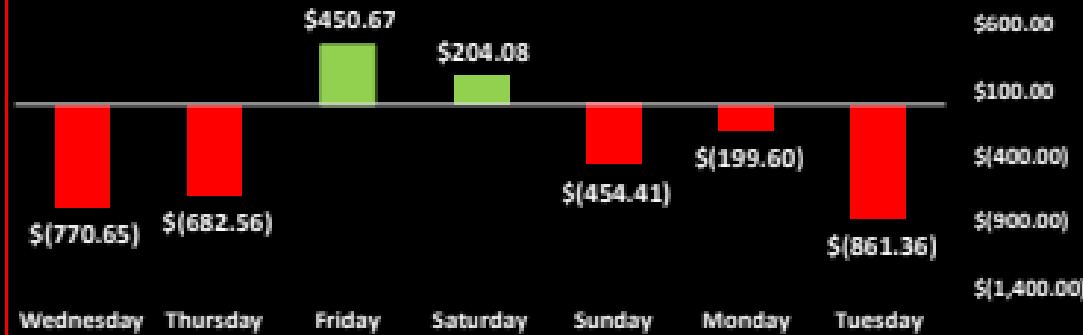
2021

Food and Beverage Sales

\$503,470.94

Dine In: 71.1%
Banquet: 0.6%
Takeout: 28.4%

2021 Average Daily P&L



Cost of Goods Sold

\$186,388.99

37.02%

Industry Average: 30%

Total Customers

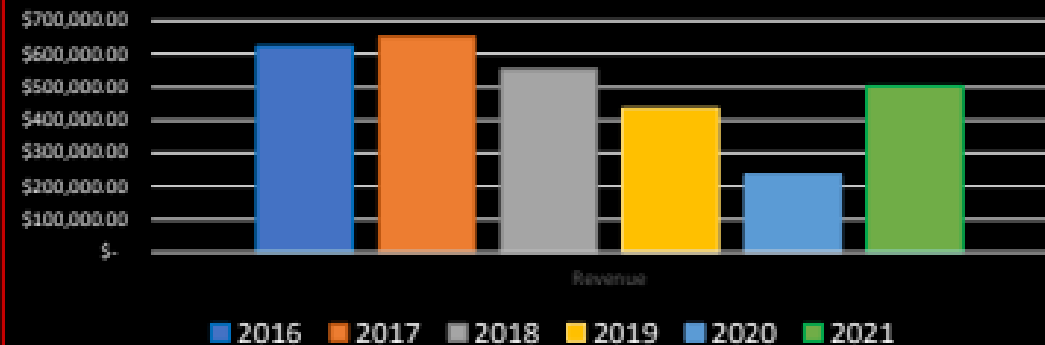
13346

of Orders 711

Percent Capacity:

Jan 0%
Feb 25%
Mar-May 50%
Jun-Dec 100%

Total Revenue 2016 - 2021



Cost of Labor

\$202,570.55

40.23%

Industry Average: 30-35%

Net Income

-\$83,740.05

Average Ticket Amount

\$41.72

Average Income Per Customer

\$37.72

Average Cost / Customer

\$44.00

Prime Cost

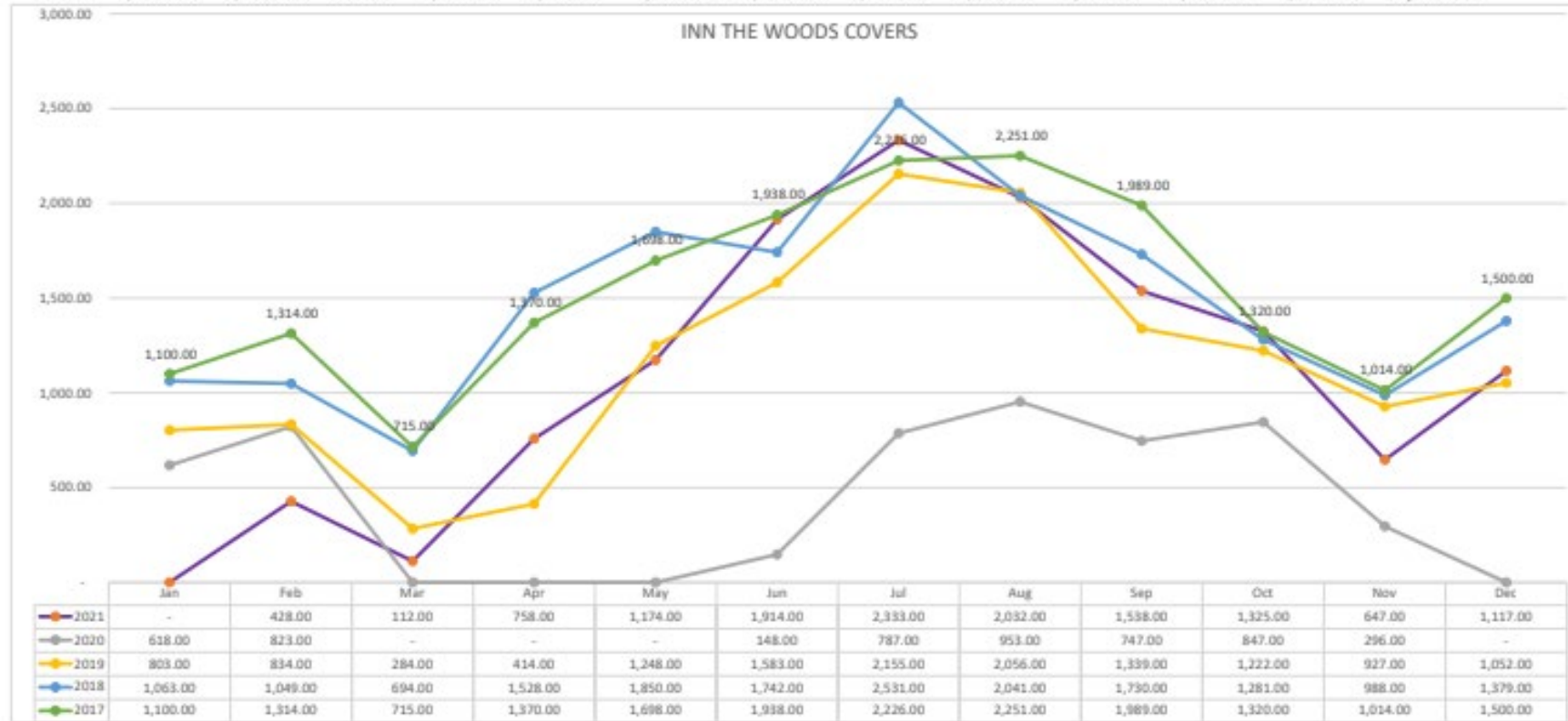
\$388,959.54

77.26%

Industry Average: 60-65%

Inn The Wood's Covers

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total
2021	-	428.00	112.00	758.00	1,174.00	1,914.00	2,333.00	2,032.00	1,538.00	1,325.00	647.00	1,117.00	11,614.00
2020	618.00	823.00	-	-	-	148.00	787.00	953.00	747.00	847.00	296.00	-	4,923.00
2019	803.00	834.00	284.00	414.00	1,248.00	1,583.00	2,155.00	2,056.00	1,339.00	1,222.00	927.00	1,052.00	11,938.00
2018	1,063.00	1,049.00	694.00	1,528.00	1,850.00	1,742.00	2,531.00	2,041.00	1,730.00	1,281.00	988.00	1,379.00	15,509.00
2017	1,100.00	1,314.00	715.00	1,370.00	1,698.00	1,938.00	2,226.00	2,251.00	1,989.00	1,320.00	1,014.00	1,500.00	15,921.00





MICHAYWÉ PINES GOLF COURSE PREMIER AMENITY

PINES PERFORMANCE DASHBOARD

PINES GOLF COURSE PERFORMANCE DASHBOARD

2021

Total Revenue

\$854,327.35

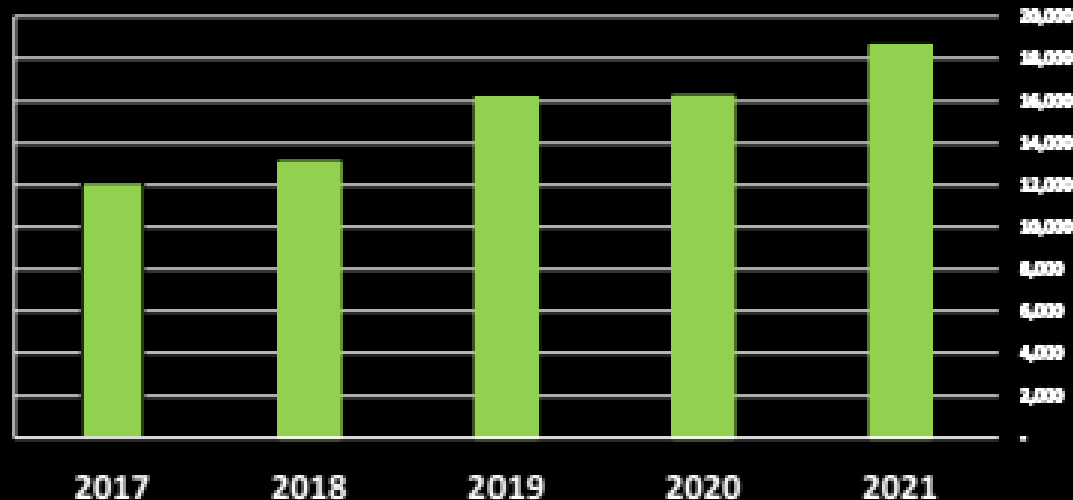
60% Green Fees & Carts
19% Food & Beverage
11% Membership
10% Merchandise

Total Rounds

16,624

98% Public Rounds
14% Member Rounds

Total Rounds 2017 - 2021



Cost of Goods F&B

\$48,372.02

29%

Cost of Goods Merch

\$64,329.29

72.69%

(FB 35-40% , Merch 75-80%)

Cost of Labor

\$360,606.52

42.21%

Industry standard 35 - 40%

Net Income

\$58,779.58

Average Revenue / Round

(golf revenue only, excludes F&B & Merchandise)

\$35.08

Average Total Revenue / Round

\$51.39

Average Cost / Round

(total operating costs)

\$47.86

Total Operating Costs

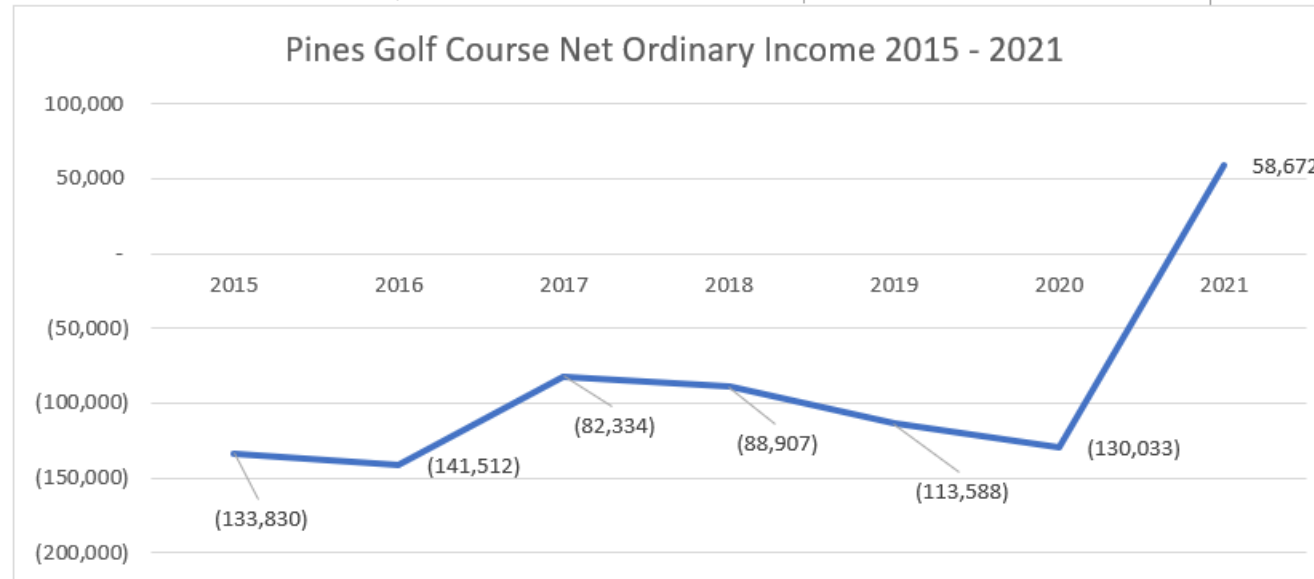
\$795,547.77



PINES GOLF COURSE



Net Ordinary Income						
2015	2016	2017	2018	2019	2020	2021
(133,830)	(141,512)	(82,334)	(88,907)	(113,588)	(130,033)	58,672



Positive increase of bottom line in 2021 \$ 188,705



Pines Golf Course YTD KPI Scorecard 2021									
	May	June	July	August	September	October	2021 Totals		
	9 Days	30 days	31 days	30 days	31 days	17 days	155 days		
2021 Available Rounds	4,080	7,008	7,248	7,248	7,008	3,408	36,000		
Booked Rounds	2,296	3,443	4,083	4,156	3,048	795	17,821		
Occupancy Percentage	56.27%	49.13%	56.33%	57.34%	43.49%	23.33%	47.65%		
2021 Available Revenue	\$93,816	\$351,509	\$365,813	\$364,349	\$277,181	\$97,061	\$1,549,728		
Booked Revenue	\$94,798	\$114,809	\$127,967	\$123,973	\$88,578	\$33,058	\$583,182		
	101%	33%	35%	34%	32%	34%	38%		
2021 KPIs	May	June	July	August	September	October	<i>Pines Averages</i>	<i>National Average</i>	<i>Chicago Area Average</i>
Occupancy Percentage	56.27%	49.13%	56.33%	57.34%	43.49%	23.33%	47.65%	50.00%	51.20%
Average Rate Per Round	\$41.29	\$33.35	\$31.34	\$29.83	\$29.06	\$41.58	\$34.41	\$42.24	\$30.58
RevPAR	\$23.23	\$16.38	\$17.66	\$17.10	\$12.64	\$9.70	\$16.12	\$21.14	\$15.65

National and Chicago Averages data source: Sagacity Golf, 11/27/2019