

Tall Oaks Revenue Scenarios from Lodging/Meals - 2022

Cottages	Guest Minimum	Per Person	1 Night	110 Days (30%/Yr)	146 Days (40%/Yr)	182 Days (50%/Yr)	219 Days (60%/Yr)
Koinonia w/3 meals	18 guests	\$85.25	\$1,534.50	\$168,795.00	\$224,037.00	\$279,279.00	\$336,055.50
Campbell w/3 meals	9 guests	\$85.25	\$767.25	\$84,397.50	\$112,018.50	\$139,639.50	\$168,027.75
Shalom w/3 meals - Kitchen - 50% meals	9 guests	\$69.00	\$621.00	\$68,310.00	\$90,666.00	\$113,022.00	\$135,999.00
Delaware w/3 meals	18 guests	\$85.25	\$1,534.50	\$168,795.00	\$224,037.00	\$279,279.00	\$336,055.50
Milagro w/3 meals - Kitchen - 50% meals	8 guests	\$69.00	\$552.00	\$60,720.00	\$80,592.00	\$100,464.00	\$120,888.00
Sojourner - Kitchen - 50% meals	1 guest	\$69.00	\$69.00	\$7,590.00	\$10,074.00	\$12,558.00	\$15,111.00
			Cottage Sum	\$558,607.50	\$741,424.50	\$924,241.50	\$1,112,136.75
LLC	Guest Minimum	Per Person	1 Night	110 Days (30%/Yr)	146 Days (40%/Yr)	182 Days (50%/Yr)	219 Days (60%/Yr)
Meal Service							
LLC per night (DBL Room w/Meals)	24 guests	\$94.10	\$2,258.40	\$248,424.00	\$329,726.40	\$411,028.80	\$494,589.60
			<u>*Annual Total</u>	<u>\$807,031.50</u>	<u>\$1,071,150.90</u>	<u>\$1,335,270.30</u>	<u>\$1,606,726.35</u>

Does Not Include Day Revenue From...

Day Camps
 Weddings
 Family Reunions
 Office Retreats
 Tent Camping
 Swim Events
 Ropes Course
 Outside Catering

**This data suggests that breakeven for Tall Oaks lies at approximately 35% annual usage at current occupancy minimums dictated by UCCR.

GM/Sales/Marketing/Bookings	\$104,000.00
Chef	\$65,000.00
Operations + housing	\$78,000.00
Housekeeping	\$52,000.00
SUM	\$299,000.00

***Does not include Regional Lesion