

## **Rental Program Report**

In 2018, we evaluated our Rental Program and realised our prices were not reasonable for successful and viable business and so worked out a general increase. The new rates were applied to all new rentals going forward of May 2018, with those already on the books as confirmed clients being given their booking rate at the old price.

We have not experienced a fall in clients, but instead find ourselves in conversations with new ones who haven't stayed with us before. Our biggest advantage at this point, I believe, is the fact that we offer quality meals and service from our Kitchen and Maintenance staff. In order to not have to increase prices too drastically, we developed a menu that remains wholesome and delicious, but does not require more expensive ingredients. In addition we provide the option for clients to choose the premium meals at an extra cost if they wish.

From a rental perspective, when people come to preview our site, they are impressed with the location. However, the bathrooms have been a deterrent for a couple of larger (and bigger revenue clients) and so I would recommend they are considered for an upgrade or renovation in the immediate future (as funds permit, of course).

Looking to 2019, we have a fairly solid rental booking with our largest client -the Coop - requesting extra days bringing their total to 17 from 10 last year. Our second largest rental, wrestling camp, came for 5 days last year and requested one extra this year. After our regular camp season, we have groups booked from September to December fairly solidly with just a couple weekends still available. Having the Deeper Life tent available for clients to rent is also a great asset to our rental program, so many thanks to them for that availability as well.

Respectfully submitted,

Lavina Wagner