

**CATHEDRAL PINES METROPOLITAN DISTRICT
NOTICE OF REGULAR MEETING
BOARD OF DIRECTORS**



Tuesday, October 15, 2024, at 9:00 AM (MST)
Cathedral Pines Lodge
13975 Milam Rd.
Colorado Springs, CO 80908
Or

Please join meeting from your computer, tablet or smartphone.

<https://video.cloudoffice.avaya.com/join/161846385>

You can also dial in using your phone.

United States: [+1 \(213\) 463-4500](tel:+12134634500)

Access Code: 161-846-385

Public Welcome

***We encourage our attendees to participate in person; however, if you choose to join virtually, please have your camera on so we can get to know everyone a little better. Please do not use the Chat option to submit questions.**

Board of Director	Title	Term Expiration
Bill Heeter	President	May 2027
Rich Stauch	Vice President	May 2025
Kevin Combs	Treasurer	May 2027
Ecton Espenlaub	Secretary	May 2025
VACANT	Director	May 2025 (appointed until May 2025)

AGENDA

- 1. Call to Order**
- 2. Declaration of Quorum/Director Qualifications/Reaffirmation of Disclosures**
- 3. Approval of Agenda**
- 4. Approval of Board Meeting Minutes** –Meeting minutes of September 17, 2024 (enclosure)
- 5. Board Member Open Position Update - Bill**
- 6. Financial Update**
 - a. Review and consider approval of Unaudited Financials through July 31, 2024 (enclosure) – Kevin C
 - b. Ratify and consider approval of payables through the period ending August 20, 2024 (enclosure) – Kevin C
- 7. Review and Discuss 2025 Draft Budget**
 - a. Capital Spending and Mill Levy Discussion for 2025 – Rebecca
 - b. Timeline for Approval and Submittal - Rebecca
- 8. Lodge Management Update**
 - a. Review September Lodge Report (enclosure) – Bill

- b. Review and consider acceptance of Asphalt proposal (under separate cover)- Rebecca
- c. Update on New Chair Purchase - Bill

9. Landscaping Matters

- a. Update on Milam Median Landscaping – Ecton
- b. Review and consider acceptance of proposal to collect and dispose of dead trees along trail - Bill

10. Community Matters

- a. Mailbox Fencing update – Rick
- b. Community Roads Update - Bill

11. Legal Matters

- a. Status of 101 Landscaping Issues
- b. Review and Discuss Memo on sale of Barn
- c. Transfer of Holiday decoration from HOA to Metro

12. Public Comment (Items Not on the Agenda Only. Comments are limited to 5 minutes per person and taken in the order in which they appear on the sign-up sheet or if joined virtually in order as they appear on the host screen)

13. Adjournment – The next Scheduled meeting is November 17, 2024, at 6:00 pm – Budget Hearing



**MINUTES OF A REGULAR MEETING OF THE
BOARD OF DIRECTORS OF THE
CATHEDRAL PINES METROPOLITAN DISTRICT
HELD SEPTEMBER 17, 2024, AT 9:00 A.M.**

Pursuant to posted notice, the regular meeting of the Board of Directors of the Cathedral Pines Metropolitan District was held on Tuesday, September 17, at 9:00 a.m., at 13975 Milam Rd, Colorado Springs, CO and virtually via video/teleconference.

In attendance were Directors:

Bill Heeter
Ecton Espenlaub
Rick Stauch
Kevin Combs

Also in attendance were:

Rebecca Harris, WSDM District Managers
Laura Gardner, Gardner Law
Ben Blalock

1. Call to Order: President Heeter called the meeting to order at 9:01 a.m.
2. Declaration of Quorum/Director Qualifications/Reaffirmation of Disclosures: President Heeter confirmed a quorum was present. There were no additional disclosures made by Board Members.
3. Approval of Agenda: President Heeter moved to approve the Agenda; seconded by Director Combs. Motion passed unanimously.
4. Approval of Board Meeting Minutes: Director Espenlaub moved to approve the meeting minutes from August 20, 2024, seconded by Director Stauch. The motion passed unanimously.
5. Financial Update
 - a. Unaudited Financials through August 31, 2024: Ms. Harris presented the unaudited financials. After discussion Ms. Harris indicated she will review the Lodge revenue, go through reclass some items as indicated. Director Stauch moved to approve the unaudited financials as amended; seconded by Director Combs. Motion passed unanimously.
 - b. Approval of payables through the period ending September 16, 2024: After discussion Director Espenlaub motioned to approve the payables with holding off on paying C&H Asphalt until scheduling; seconded by Director Combs. Motion passed unanimously.
6. 2025 Budget and Mill Levy Discussion
 - a. Capital Spending and Mill Levy Discussion: Ms. Harris informed the board the Preliminary Assessed Valuation has been received, WSDM's office has started to draft the 2025 Budget.
7. Lodge Management Update
 - a. Review August Lodge Report: The Board reviewed the August Lodge Report with President Heeter.

- b. Recap of Labor Day weekend activities, expenses incurred, and corrective action taken: President Heeter updated the Board on the status of Labor Day issues and the expenses incurred by the district.
- c. Update on seal coat/ crack filling of Lodge Drive near Mail Kiosk: President Heeter discussed the concerns with the Asphalt work and the plan to discuss these repairs with the contractor.
- d. Lighting of Lodge Entrance and Monuments: President Heeter provided an update on the lighting of Lodge entrance and monuments.
- e. Status of new Chair Purchase: President Heeter updated the Board the old chairs are being picked up next week and the new chairs are being delivered 3 days after.
- f. Proposal for Holiday Decorating: President Heeter reviewed the proposed cost to install Holiday lights around Lodge. After discussion the Board agreed to authorize President Heeter to negotiate a deal with the contractor and proceed with the Holiday lighting not to exceed \$2,000.
- g. Planned Update of Lodge Bridal Room in 2025: The Board discussed needed updates to the Bridal Room that will be further explored for 2025.
- h. Construction of permanent outdoor benches: Board discussed Director Combs offering to construct the wood benches.
- i. Ice machine maintenance: Ms. Harris reviewed with the board the possible companies to engage on maintaining the ice machine twice a year and the estimated costs would be around \$200 to \$400 depending on the condition of the ice machine when being serviced.

8. Landscaping Matters

- a. Second Chipping event update: Ms. Harris updated the Board on the chipping event and reminder emails will be sent out the next two weeks.
- b. Storage Shed area cleanup: President Heeter informed the Board the storage shed clean-up was canceled, due to lack of volunteers.
- c. Update on Milam Median Landscaping: Director Espenlaub provided an update on the Milam median landscaping. The Board discussed the communication to 101 Landscaping regarding the landscaping issues. Ms. Harris noted she will get bullet points outlined for Ms. Gardner to get a letter out.
- d. Review and consider acceptance of proposal to collect and dispose of dead trees along trail: There was no update.
- e. Snow Removal Contract: Director Stauch reviewed the snow removal contract. Director Combs motioned to accept the snow removal contract pending legal counsel and Director Stauch edits; seconded by Director Espenlaub. Motion passed unanimously.
- f. Drip Valve Proposal: After discussion Director Stach motioned to approve the drip valve proposal; seconded by Director Espenlaub. Motion passed unanimously.

9. Community Matters

- a. Mailbox fencing proposal: The Board discussed the proposed fencing for the mail kiosk and decided to present this to the community at the February meeting to get their input on the design.

10. Legal Matters: There were no legal matters.

11. Other Business

- a. Update on Board Vacancy: Ms. Harris let the Board know there has been no interested

parties.

- b. Update on Storage shed: The Board discussed leasing the shed out to another party, they opened the idea of selling the shed. After discussion the board asked for Mr. Harris and Ms. Gardner to prepare a memo on the steps needed to sell the shed.

12. Public Comment: There was no public comment.

13. Adjournment: President Heeter moved to adjourn the meeting at 11:37 a.m.; seconded by Director Combs. Motion passed unanimously.

Respectfully Submitted,

By: Rebecca Harris, District Manager



Cathedral Pines Metropolitan District

Balance Sheet

10/09/24

As of September 30, 2024

Accrual Basis

	Sep 30, 24
ASSETS	
Current Assets	
Checking/Savings	
ECB Debt Service Fund	439,638.09
ECB - General Fund New Reserve	61,945.55
ECB - General Fund New - Other	111,374.64
Total ECB - General Fund New	173,320.19
MM - CSafe Bond Fund UMB	0.53
1071 - Bill.com Money In Clearing	-0.67
Total Checking/Savings	612,958.14
Accounts Receivable	
Accounts Receivable	13,100.00
Total Accounts Receivable	13,100.00
Total Current Assets	626,058.14
Fixed Assets	
Construction in Process	261,368.00
Community Center	
Accum Depreciation	-710,712.00
Original Cost	1,328,384.00
Total Community Center	617,672.00
Equipment	
Accum Depreciation	-2,668.00
Equipment - Other	13,922.00
Total Equipment	11,254.00
Parks, Trails & Monument	
Accum Depreciation	-737,941.00
Parks, Trails & Monument - Other	1,006,154.88
Total Parks, Trails & Monument	268,213.88
Streets, Signs & Lights	60.92
Total Fixed Assets	1,158,568.80
TOTAL ASSETS	1,784,626.94
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	48,838.77
Total Accounts Payable	48,838.77
Other Current Liabilities	
Accrued Interest - DSvc	17,529.00
Deferred Revenue - Lodge Events	65,799.75
Damage Deposits- Lodge Events	750.00
Total Other Current Liabilities	84,078.75
Total Current Liabilities	132,917.52

Cathedral Pines Metropolitan District

Balance Sheet

10/09/24

As of September 30, 2024

Accrual Basis

	Sep 30, 24
Long Term Liabilities	
Bonds Payable 2016	
Bond Premium 2016	
A/A Bond Premium 2016	-141,298.36
Bond Premium 2016 - Other	414,881.70
Total Bond Premium 2016	273,583.34
Bonds Payable 2016 - Other	4,260,000.00
Total Bonds Payable 2016	4,533,583.34
Total Long Term Liabilities	4,533,583.34
Total Liabilities	4,666,500.86
Equity	
Debt Svc / Cap Proj Funds	155,805.00
General Fund-Restricted	8,054.00
General Fund-Unrestricted	33,873.00
Gov't Wide Fund Balance	-3,628,512.79
32000 · Retained Earnings	278,242.51
Net Income	270,664.36
Total Equity	-2,881,873.92
TOTAL LIABILITIES & EQUITY	1,784,626.94

Cathedral Pines Metropolitan District

Profit & Loss Budget vs. Actual

January through September 2024

	TOTAL				
	Sep 24	Jan - Sep 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense					
Income					
1-100 · GF INCOME					
1-105 · GF Prop Tax Revenue	0.00	334,541.79	345,169.00	-10,627.21	96.92%
1-110 · Specific Ownership Taxes	5,305.04	38,784.25	37,100.00	1,684.25	104.54%
1-115 · Delinquent Tax and Interest	0.00	171.85			
1-120 · Rental Income - Lodge Events	-8,125.00	62,934.34	75,000.00	-12,065.66	83.91%
1-127 · Rental Income - Shed	1,000.00	9,000.00	9,000.00	0.00	100.0%
1-130 · Investment Income	0.00	53.00			
1-145 · Sales of Product Income	3,000.00	3,000.00			
Total 1-100 · GF INCOME	<u>1,180.04</u>	<u>448,485.23</u>	<u>466,269.00</u>	<u>-17,783.77</u>	<u>96.19%</u>
2-100 · DS INCOME					
2-105 · DS Prop Tax Revenue	0.00	299,326.86	223,380.00	75,946.86	134.0%
2-115 · Delinquent Tax & Interest	0.00	171.85			
2-130 · DS Interest Income	1,889.45	11,314.52	1,125.00	10,189.52	1,005.74%
Total 2-100 · DS INCOME	<u>1,889.45</u>	<u>310,813.23</u>	<u>224,505.00</u>	<u>86,308.23</u>	<u>138.44%</u>
Total Income	<u>3,069.49</u>	<u>759,298.46</u>	<u>690,774.00</u>	<u>68,524.46</u>	<u>109.92%</u>
Gross Profit	3,069.49	759,298.46	690,774.00	68,524.46	109.92%
Expense					
1-1000 · SERVICES					
1-1005 · Audit	0.00	9,600.00	9,600.00	0.00	100.0%
1-1010 · Management Expense	7,057.60	59,514.45	63,000.00	-3,485.55	94.47%
1-1015 · Maintenance Management	691.67	5,428.35			
1-1012 · Meeting Expense	0.00	263.90			
1-1020 · Legal Fees	0.00	3,875.00	11,250.00	-7,375.00	34.44%
Total 1-1000 · SERVICES	<u>7,749.27</u>	<u>78,681.70</u>	<u>83,850.00</u>	<u>-5,168.30</u>	<u>93.84%</u>
1-2000 · LODGE					
1-2001 · Lodge Management	3,500.00	31,450.00	22,500.00	8,950.00	139.78%
1-2005 · Advertising/ Website	1,750.00	15,750.00	15,750.00	0.00	100.0%
1-2020 · Event Supplies	4,733.77	5,611.65	3,800.00	1,811.65	147.68%
1-2025 · Cleaning	380.00	6,128.60	3,749.00	2,379.60	163.47%
1-2030 · Repairs and Maintenance	3,916.93	47,571.49	8,200.00	39,371.49	580.14%
1-2035 · Utilities	0.00	5,130.75	7,500.01	-2,369.26	68.41%
1-2040 · Security	241.28	1,942.64	1,875.01	67.63	103.61%
1-2043 · Capital Improvements - O&M	0.00	0.00	2,624.00	-2,624.00	0.0%
1-2044 · Landscape Maintenance	0.00	8,700.00	9,000.00	-300.00	96.67%
1-2045 · Snow Removal	0.00	576.00	6,000.00	-5,424.00	9.6%
1-2050 · Trash	275.56	2,480.04	2,250.00	230.04	110.22%
1-2055 · Telephone	204.99	1,844.91	1,876.00	-31.09	98.34%
1-4030 · Lodge Contingency	0.00	0.00	7,501.00	-7,501.00	0.0%
Total 1-2000 · LODGE	<u>15,002.53</u>	<u>127,186.08</u>	<u>92,625.02</u>	<u>34,561.06</u>	<u>137.31%</u>

Cathedral Pines Metropolitan District Profit & Loss Budget vs. Actual January through September 2024

Income

1-100 · GF INCOME

1-3000 · GF EXPENSES

1-3002 · License & Fees	0.00	1,176.60	800.00	376.60	147.08%
1-3005 · Landscape Maintenance					0.0%
1-3008 · Landscape Upgrade	0.00	0.00	50,000.00	-50,000.00	0.0%
1-3010 · Repair & Maintenance - O&M	358.04	10,864.07	14,999.00	-4,134.93	72.43%
1-3015 · Snow Removal - O&M	0.00	7,497.67	6,000.00	1,497.67	124.96%
1-3020 · Utilities - O&M	4,300.54	19,144.81	11,250.00	7,894.81	170.18%
1-3035 · GF - Contingency	630.00	3,269.20	7,501.00	-4,231.80	43.58%

Total 1-3000 · GF EXPENSES	5,288.58	53,332.44	112,214.00	-58,881.56	47.53%
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1-4000 · OTHER

1-4005 · Bank Charges	20.00	20.00			
1-4010 · Insurance/ Fees	0.00	495.00	0.00	495.00	100.0%
1-4015 · Office Expenses	0.00	401.56	751.00	-349.44	53.47%
1-4020 · Collection Fee GF(Treasurer)	0.00	5,020.86	5,179.00	-158.14	96.95%

Total 1-4000 · OTHER	20.00	5,937.42	5,930.00	7.42	100.13%
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2-1000 · DS EXPENSES

2-1005 · Trustee Fees	0.00	400.00	599.94	-199.94	66.67%
2-1010 · Collection Fee DS (Treasurer)	0.00	4,492.34	3,350.97	1,141.37	134.06%
2-1015 · Bond Principal Pmts	0.00	0.00	63,749.97	-63,749.97	0.0%
2-1030 · Interest Expense DS	0.00	105,175.00	157,762.53	-52,587.53	66.67%

Total 2-1000 · DS EXPENSES	0.00	110,067.34	225,463.41	-115,396.07	48.82%
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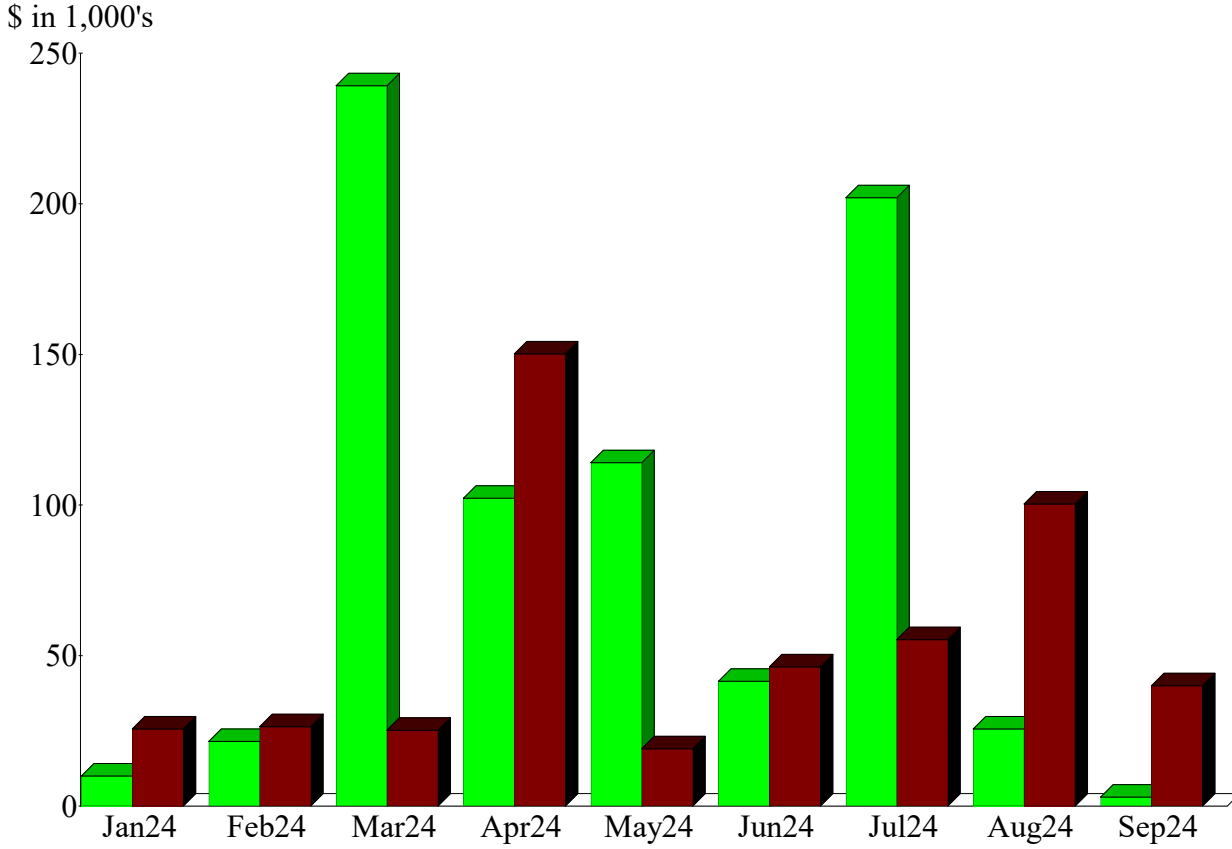
Total Expense	28,060.38	375,204.98	520,082.43	-144,877.45	72.14%
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Net Ordinary Income	-24,990.89	384,093.48	170,691.57	213,401.91	225.02%
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Net Income	<u>-24,990.89</u>	<u>384,093.48</u>	<u>170,691.57</u>	<u>213,401.91</u>	<u>225.02%</u>
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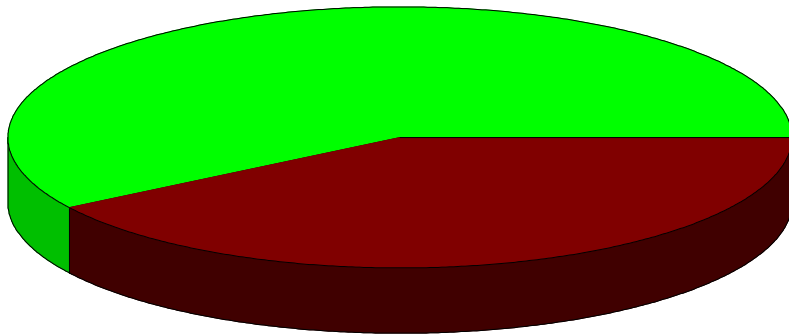
Income and Expense by Month
January through September 2024

Income
Expense



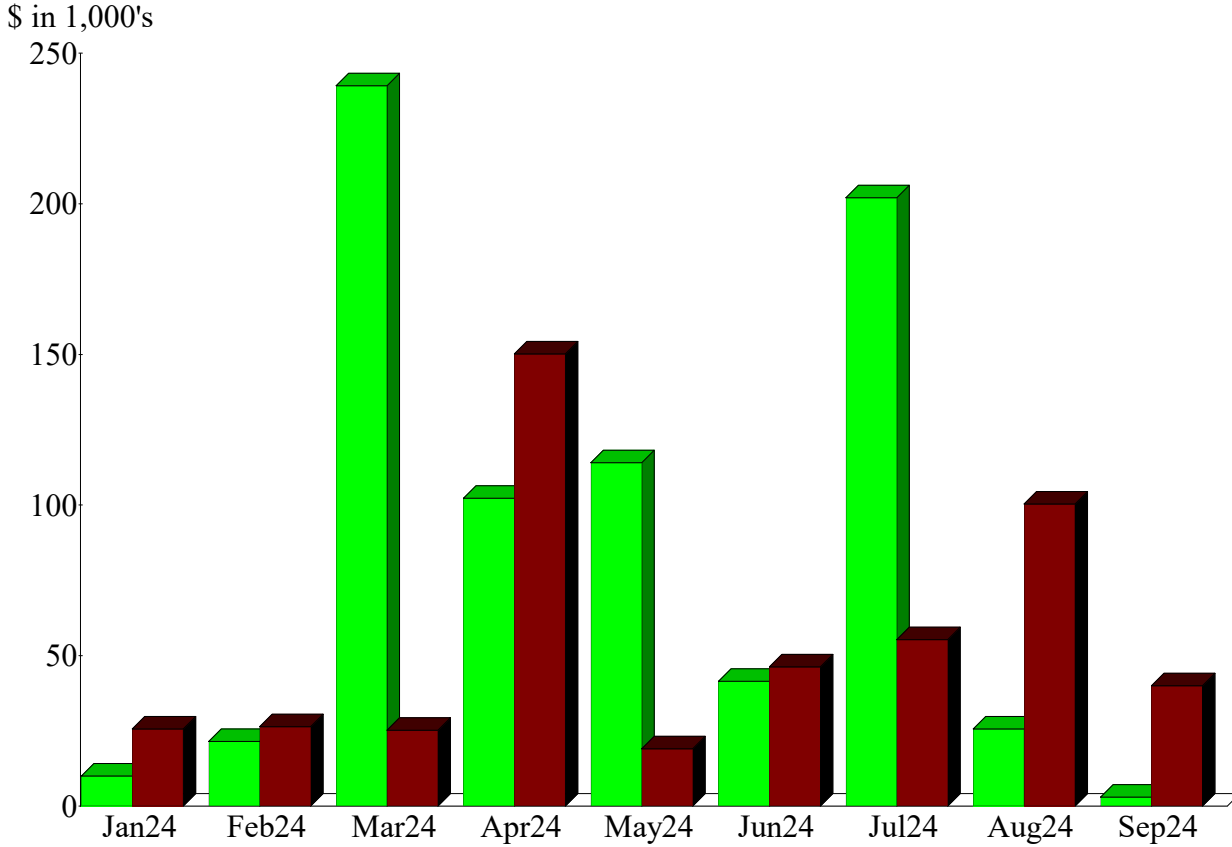
Income Summary
January through September 2024

1-100 · GF INCOME	59.07%
2-100 · DS INCOME	40.93
Total	\$759,298.46



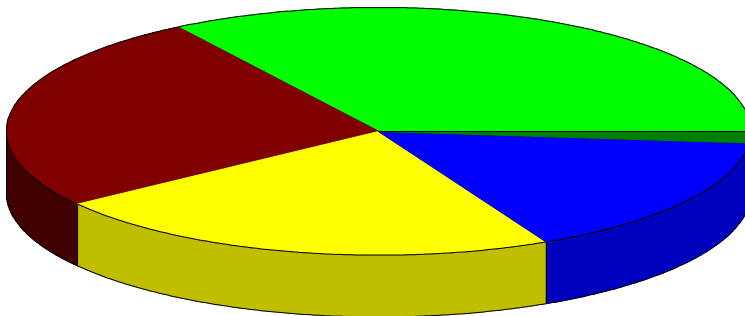
By Account

Income and Expense by Month
January through September 2024



Expense Summary
January through September 2024

1-3000 · GF EXPENSES	34.13%
1-2000 · LODGE	26.03
2-1000 · DS EXPENSES	22.53
1-1000 · SERVICES	16.10
1-4000 · OTHER	1.22
Total	\$488,634.10



By Account



Cathedral Pines Metropolitan District

PAYMENT REQUEST

10/15/2024

GENERAL FUND ACCOUNT

Company	Invoice	Date	Amount	Comments
American 1 Portable Restrooms	2249	9/1/2024	\$ 650.00	
Black Hills Energy	5715886192	10/3/2024	\$ 44.57	Auto Pay
Colorado Springs Cleaning Supply	94790	9/15/2024	\$ 481.24	
Colorado Springs Cleaning Supply	94799	9/20/2024	\$ 52.53	
EE Cleaning	11763	9/30/2024	\$ 380.00	
EE Cleaning	11775	10/2/2024	\$ 1,868.00	
LandTech	11374	9/17/2024	\$ 6,725.00	
LandTech	11487	9/27/2024	\$ 1,900.45	
LandTech	11566	10/1/2024	\$ 3,334.00	
Mister Sparky	1499684	9/7/2024	\$ 3,259.63	
Mountain View Electric	360501	9/18/2024	\$ 360.24	Utilities - O&M
Mountain View Electric	360601	9/18/2024	\$ 2,769.00	Utilities - O&M
Mountain View Electric	404701	9/18/2024	\$ 49.70	Utilities - O&M
Mountain View Electric	103043401	9/18/2024	\$ 570.37	Utilities - Lodge
Mountain View Electric	103045401	9/18/2024	\$ 41.93	Utilities - O&M
Mountain View Electric	103047401	9/18/2024	\$ 37.50	Utilities - O&M
Mountain View Electric	103051401	9/18/2024	\$ 40.09	Utilities - O&M
Mountain View Electric	103051901	9/18/2024	\$ 37.75	Utilities - O&M
Mountain View Electric	103161601	9/18/2024	\$ 38.86	Utilities - O&M
Mountain View Electric	103162001	9/18/2024	\$ 45.14	Utilities - O&M
Mountain View Electric	103470400	9/18/2024	\$ 39.00	Utilities - O&M
Mountain View Electric	103470800	9/18/2024	\$ 200.00	Utilities - O&M
Mountain View Electric	103484500	9/18/2024	\$ 44.00	Utilities - O&M
Solitude Lake Management	PSI114002	10/1/2024	\$ 691.67	
Stratus IQ	100124	10/1/2024	\$ 204.99	
Tall Timbers Tree & Schrub Services	658356	10/7/2024	\$ 4,800.00	
Thrifty Thrones	110831	9/10/2024	\$ 630.00	
TWM	107898	10/1/2024	\$ 1,750.00	
Waste Connection	5225091V315	10/1/2024	\$ 275.56	Auto Payment
WSDM District Managers	436	9/30/2024	\$ 7,057.60	
TOTAL			\$ 38,378.82	

TOTAL \$ 38,378.82

Director _____

Eastern Colorado Bank 10/15/2024	\$	172,476.50
This Months Payables	\$	(38,378.82)
Eastern Colorado Bank After Draw	\$	134,097.68



Lodge Traffic September 2024

Venue Tours

#	Tour Name	Tour Date	Schedule Method	Event Type	Desired Date	Anticipated Guest Count	Booked?	Date Booked	Notes

Resident Tours

Tour Name	Tour Date	Event Date	Resident Sponsor

Resident Events

Event Name	Event Date	Event Type	Resident Sponsor
Resident Shankar Event	September 5, 2024	Wedding Rehearsal Dinner	Maithili Shankar
Shalece's Event	September 8, 2024	Bridal Shower Dinner	Shalece Buchholtz
Resident Dulski Event	September 13, 2024	Cross Country Team Dinner	Lisa Dulski

Outside Events

Event Name	Event Date	Event Type	Rental Type
Ziegler/Lewis Wedding	September 1, 2024	Wedding	12 Hour Venue Only Rental
Llana/Hayes Wedding	September 2, 2024	Wedding	12 Hour Venue Only Rental
Moore/Foushee Wedding	September 6, 2024	Wedding	8 Hour Venue Only Rental
Hartman/Russell Wedding	September 14, 2024	Wedding	12 Hour Venue Only Rental
Scarberry/McPherson Wedding	September 21, 2024	Wedding	12 Hour Venue Only Rental

Community Events

Event Type	Event Date	Resident Sponsor
HOA Bunco Night	September 11, 2024	HOA
Metro Board Meeting	September 17, 2024	Metro Board
HOA/ACC Meeting	September 18, 2024	HOA
HOA/ACC Meeting	September 18, 2024	HOA
Community Recycling Event	September 28, 2024	HOA

Bookings

Event Type	Renter Name	Event Date	Rental Type	Resident Sponsor	Date Booked	Tour Date
50th Wedding Anniversary Party	David Peak	December 29, 2024	Venue Only 4 Hour Rental	-	September 1, 2024	August 18, 2024
Cross Country Dinner	Lisa Dulski	September 13, 2024	Resident Rental	Lisa Dulski	September 8, 2024	-
School Dance	Chris Meacham	October 25, 2024	Resident Rental	Chris Meacham	September 8, 2024	-
Wedding	Jordyn Probst-Miller and Trevor Miller	August 30, 2025	Venue Only 12 Hour Rental	-	September 16, 2024	August 18, 2024

Manager's Notes

Current Revenue - \$134,275 (after refunded events: \$125,025)

Number of Inquiries - 93 (as of September 15)

Labor Day Weekend Events

We had some issues with the Lodge over Labor day weekend. The toilets began backing into the bathrooms, and the rest of the drains in the building began following suit. We were able to get things fixed, but because it was Labor day weekend the vendors were emergency and the parts had to be ordered. The events were less than thrilled about how their wedding days turned out, but they were refunded for their troubles.

The electrician still needs us to have a plumber come out to finish the connection to the floats in the septic tank, and he recommends we have them scope all the lines coming out of the building - to the septic, grease trap, etc. He said he notices some similarities to issues we are having with another large client of his, and they had tree roots growing through their lines. A rental client also noticed a smell and a dead, soggy patch of grass on the north side of the building that he said is consistent with a leaking pipe or leach field from a septic tank or grease trap.

Baby Vallah

I welcomed my baby girl Vallah on August 28! She is the easiest baby, and has a great big brother Einon to help take care of her! She has been such a trooper coming with me for the wedding emergencies also - starting her early!



Lodge Email

I have been running out of room on the Google email recently, and no matter what I do to rectify it I can;t seem to make enough room. I have removed all photos from the drive, I have deleted as many old emails as I can, and have loaded everything to a couple flash drives, but I am still out of space. Our free plan is 15 GB right now, to upgrade to 100 GB is 49 cents for 3 months right now (\$1.99 a month afterward) or to upgrade to 200 GB is 79 cents for 3 months (\$2.99 a month afterward). I think it would be worth exploring a plan, because once I reach capacity I will no longer be able to send or receive emails from the Lodge account. I was able to delete enough information to get us by for a bit, but we are still at 98% full.

Office and Lodge Needs

- Scotch tape - [Amazon.com : MJUNM 12 Rolls Transparent Tape Refills Rolls 3/4-Inch x 1000 inch, 1 inch Core, Clear Gift Wrapping Tape Refill Roll for Office, Home, School : Office Products](#) - \$9.69
- Painter's tape - [COSIMIXO Blue Original Multi-Surface Painter's Tape, 0.94 inches x 60 Yards 6 Rolls Residue Free Wall Painting Blue Masking Tape with Sharp Lines: Amazon.com: Tools & Home Improvement](#) - \$15.95
- Black Permanent Markers - [Amazon.com : Black Permanent Markers, 30 Count Permanent Markers Bulk, Quick Drying Marker, Waterproof, Smooth, Durable, Works on Packing, Wood, Glass for Kids Adult Doodling, Marking : Office Products](#) - \$8.99
- Pens - [Amazon.com : BIC Round Stic Xtra Life Ballpoint Ink Pens, Medium Point \(1.0mm\), Black Pens, Flexible Round Barrel For Writing Comfort, 144-Count : Office Products](#) - \$14.78

Goals

Sales and traffic goals for the Lodge this month:

- Begin October with 15 tours (currently at 8)
- Makeup sales for refunded events (3-5 bookings)
- Continue to boost bookings for next year (7 bookings so far)

End-of-Year Goals:

75 total events (current: 68) \$155,000 in revenue (current: \$134,025/\$125,025)