

## Brief Description of How Covid-19 has impacted the Stroudsmoor Country Inn Business Levels:

Since March 19, 2020, our business has experienced two required shutdowns and has operated with severe business restrictions the remaining parts of 2020 and well into 2021 as follows:

March 19, 2020	Required to close property per Governor Wolf's non-essential business order. Furloughed 120 staff within 48 hours.
June 5, 2020	Reopened under the Yellow Phase which allowed outdoor dining only.
June 26, 2020	Advanced to the Green Phase which allowed indoor restaurant dining at 50% occupancy and private events indoors up to 250 persons.
July 15, 2020	The Governor ordered additional Covid measures that limited restaurant occupancy to 25% and limited indoor groups to 25 persons. By this point, most wedding groups had cancelled. We moved forward with a handful of weddings outdoors under tents.
December 1, 2020	No indoor dining or private events. The entire Holiday related season was lost.
January 4, 2021	We resumed indoor dining at 50% and private events at 15% occupancy.
April 4, 2021	Indoor dining increased to 75% with proper social distancing. Private events limited to 25%.

**For the year 2020, revenues decreased \$6,775,000, or 63%, due to the pandemic.**

**For the quarter ended March 31, 2021, revenues are 51% lower than their comparable pre-covid volumes.**

Labor and cleaning costs were higher than historical levels due to extra sanitizing measures taken. We retained two outside cleaning services to supplement our regular cleaning staff to ensure all areas were sanitized regularly.

Stroudsmoor Inn Town Bakery, our separate retail Stroudsburg location, was initially closed and later reopened on a limited schedule once the Covid cases locally had subsided. Takeout services only. No indoor seating. The store continues to operate at 50% pre-covid volumes.

Outlook for remaining 2021:

- Assuming vaccinations continue as planned and we avoid another outbreak, we anticipate volumes bouncing back to historical levels in the latter half of 2021.

- Hiring has been difficult due to the national restart of the economy and the generous unemployment benefits that disincentivize individuals returning to work.
- Insufficient local labor pool has forced us to arrange for temporary out of area staff to meet our needs.
- Additional capital improvements are needed related to outdoor dining as guests continue to view outdoors as a safer option.