



R-Ranch in the Mountains  
Board of Director's  
January 20th, 2024  
Agenda

- I. CALL TO ORDER– Iris Koplen, President
- II. OPENING PRAYER- Monica Hunt *Debi*
- III. PLEDGE OF ALLEGIANCE- Randy Mercier, Vice President
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA
- V. SUSPEND READING November 2023 BOD's Meeting
- VI. APPROVE/AMEND/ACCEPT November 2023 BOD MEETING MINUTES
- VII. REPORTS – Attached where submitted
  - a. Financial Report- Blaine Griffith
  - b. Executive Director's Report
  - c. R-Ranch Grounds Report
  - d. Stables report
  - e. Sales Report
  - f. Events Report
  - g. Treasurer's Report
  - h. President's Report

**STANDING COMMITTEE REPORTS – Attached where submitted**

- 1. Accommodations Committee – *raise \$ for stable rehab*
- 2. Covenants/Bylaws/Policy & Guidelines Committee
- 3. Finance Committee
- 4. Land Use/Fire Wise Committee
- 5. Marketing Committee
- 6. Owner's Concerns Committee
- 7. Nominating Committee
- 8. Strategic Planning committee
- 9. BOARD APPOINTED COMMITTEES

*Apl. 15th  
garage sale  
in perilla*

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*start - Embassier  
program*

*- cameras in  
basement*

*Kent will  
install cameras*

*put-put pasture  
need some work.*

*put  
Flow Meter needs replaced*

VIII. OLD BUSINESS

- a) Update on 803/804 cabins
- b) Status of waste water treatment plant
- JH → c) Work Campers
- d) Plan for 812 replacement - after RV Show
- e) Number of Lottery spots by month

lost Chain, Park Model  
need to get quotes for  
Kind of replacement

→ RV Show

IX. NEW BUSINESS

- a) Gate card procedure during understaffed periods
- b) Change of office hours Sun - Thurs 8am - 6pm and Saturday 8am - 9pm
- c) Social Media

X. OPEN DISCUSSION- Questions submitted by Owners

XI. ADJOURN GENERAL MEETING

Time: \_\_\_\_\_

The next meeting of the R-Ranch BOD will be held on February 17, 2024 at 9:30am in the Board Room

XII. EXECUTIVE SESSION - Yes

XIII. WORKING SESSION - No



R-Ranch in the Mountains  
Board of Director's  
November 18, 2023  
BOD Meeting Minutes

**I. CALL TO ORDER**– Iris Kopen, President at 9:30am

**II. OPENING PRAYER**- Monica Hunt

**III. PLEDGE OF ALLEGIANCE**- Randy Mercier, Vice President

**IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA** – Blaine requested to amend to front load the use of the lodge. Randy motioned to approve and accept, Monica seconded.

**V. SUSPEND READING October 2023 BOD's Meeting** – Amy motioned to approve, Monica seconded.

**VI. APPROVE/AMEND/ACCEPT October 2023 BOD MEETING MINUTES** - Becky motioned to approve and accept, Randy seconded.

**VII. REPORTS** – Attached where submitted

**a. Financial Report- Blaine Griffith**

- Oct 2023 – Revenue budgeted at \$262K actuals received in is \$214K. Majority was everyone had not paid Oct assessments as of yet.
- Expenses budgeted at \$230K, actuals came in at \$239K – \$9K over budget and this included one check of \$62k for pool.
- Overall income YTD (Jan thru Oct) – Budgeted \$2.3M of income and actuals came in at \$2.385K – \$85K to the good
- Overall expenses – YTD budgeted expenses \$2.073M, actual YTD expenses came in at \$2.128M - \$55K over budget, however money was put aside in prior years and spent this year.
- Balance Sheet – Operating account \$303K, Lodge account - \$25K, Cabin account - \$17K, Property Tax (escrow acct) - \$77K, Rodeo account - \$32K, Capital Improvement/Infrastructure account - \$175K, Legal account - \$76K, RV account - \$16K, Operating contingent - \$124K
- Unit Status – 542 active, 8 option program, 178 suspended, 72 in collection, 1 in bankruptcy, 728 in total.
- 178 Suspended breakdown –
  - 5 - \$0 - \$25
  - 43 - \$26 - \$150
  - 14 - \$151 – \$500
  - 58 - \$500 - \$1500
  - 58 - \$1500 - \$2500 – approx. 10 Collection letters will be going out this week. Blaine will give actual numbers on the next report.

Sue – asked Ashley Spenner how much is needed to start the Rodeo. Ashley needs to ask Valerie – Blaine thinks \$10K - \$12K, after talking with Valerie they want to start with at least \$15K

Tiffany Searcy Owner #0877 – are there specific items you aim to use the Rodeo income funds for? Blaine – It is mostly used for new or repaired grounds equipment. It is also used for maintenance to support the grounds for the Rodeo. Cabins, Stable, Equipment, and Roads are all used for the Rodeo.

#### b. Executive Director's Report

- ARW came in and took care of old landscaping around the pool. They also donated some trees, shrubs and bushes. We wanted to expand the grass area for tents and lawn space.
- Work orders are being taken care of timely.
- Working behind the scenes to prep for launching the online reservation tool. Working out the bugs currently. Vince and Macy are working on getting this tool up and running.
- Staffing updates – Tony is working out well and teamed up with Jacob and crossing over with Greg. Adam was hired as a carpenter with 30 years of experience and started working on 803/804 and in 1 week was able to knocked out a ton. Then he realized he was only making \$15/hr and quit immediately. Blaine said he does not know how Adam did not know that. He said he would need \$22/hr and we could not pay him that. Megan shifted to the front office. We have 2 new office staff and they started this week. There are now 5 employees in the stables. The stables are allotted 160 hours per week regardless of how many employees we have. 4 office staff, 6 maintenance staff, someone interested in asset management person he hopes to bring in which will also be the person that will run errands as well.
- Chapel Hill - Electrical - 11 cabins are in the 2024 budget. We plan to get this done next year.
- Wifi in Chapel Hill will be delayed.
- 803/804 – 803 Stairs are up, poly on the walls, all of 804 has been sanded. Again, reference back to staffing issues as to why this is not complete.
- RV 4 Creekside Electrical – budgeted for 2024 so this will be in the 2024 plan.
- Wastewater treatment plant – Very complicated project. Most of the parts needed for the crawler motor must to be fabricated because we cannot just buy parts. The contractor is coming out with the foreman on the job next week and we are planning on completion before the end of the year. Blaine will send out an email about how much the Townley pumping will put us over budget since we were delayed 4 weeks. 50 year old system being rebuilt. Shawn Mchugh – If we put \$100K into what we currently have, will it get us thru the next 15 -20 years? Blaine said yes.
- Pool – header coping is in, sand and filters have been changed, the deck is going in, wiring and lights are going in. The last thing left to do is prep and spraying the liner and they will finish the decking soon. Delay was re-pouring the entire header and weather issues. The new projected completion date is now Dec 8<sup>th</sup>.
- Lodge heat exchanger was replaced this last week and it was \$8500.00
- Water pump system – will be completed sometime in November. We had EPD inspection earlier this year and we had to fix all valves, joints, etc because it is all rusted

and we have a mercury switch that has to be replaced with a digital regulator switch. This should be done soon.

- Basketball courts have all been hauled off our property. We need gravel now 2-4 loads @ \$2K each.
- Deeds- Still working on foreclosures.
- Cabin 812 – The fire marshal will list the cause as undetermined due to their experience and insurance adjuster had a forensic investigator come out to determine if there is a different cause.
- Lodge – Blaine – Oct lodge income - \$25K in weddings and \$2,100 in events. YTD lodge income - \$198K. Lodge YTD profit is approx. \$50 after all expenses. We are able to bring in 30% overall gross income. 15% of that can come from the non-member use of Ranch amenities, such as the Lodge, Rodeo, etc. 20% can come from investments, bonds, etc.

**\*\*\*\*Use of the lodge – Every 3<sup>rd</sup> Saturday for BOD Meetings**

Iris - We hadn't been able to use our facilities as much as we have in the past.

Blaine - There is a day use agreement – Resend out the info regarding the owners use of the lodge.

Blaine - hoping to paint the lodge bathrooms in January.

Stacey – Will be happy to block off certain dates for BOD meetings and/or owner events if she is given a calendar of the dates we want blocked off.

Sue – We need to consider the weddings that we may lose due to the calendar being blocked off. If we lose weddings, then we lose income.

Gabe – Priority is the revenue coming in from weddings. The amount is approx. \$7K per wedding.

Stacy – we have been dropped for weddings due to not being able to use the board room for hair and makeup.

Blaine – Website calendar is wonky. We can post a wedding calendar in the office.

Stacey - Signs will be put out stating wedding in progress.

Blaine – We will be putting heaters into the pavilion bathrooms. We are also getting patio heaters for the pavilion.

Blaine – We are going to address the lodge bathrooms in January.

Send out an email/Facebook post to explain the benefits of the weddings to our bottom line so all owners can understand the importance of us making some needed changes.

**c. Stables Report –**

- Iris – thought we were rehoming Ed. Blaine said we are still working on rehoming a few horses. Jeb still has a hurt leg and is down in the owners pasture. I do believe they are using Ed in the corral.

**d. Sales and Marketing**

- October - We had 69 leads, 55 online, 10 phone, and 4 walked in. We had 1 new sale this month which brings us to 20 for the year. 26 on transfer list and 15 on the deed back list. New tours are saying they want pickleball, they complain about our website and cosmetic issues.
- Reasons for transfer – aging out, rising cost, health reasons, and moving away.

**e. Treasurer report – N/A**

**STANDING COMMITTEE REPORTS – Attached where submitted.**

**1. Accommodations Committee – Jeff Martin**

- a. We are proposing that we be able to level out the number of open lottery spots each month to 11 per month and 12 spots in June and July. Discuss in January.
- b. Work Campers – We are asking for the BOD to vote on this subject. The presentation was provided in September. This will be reviewed in January.
- c. We want to have stable renovation done before the rodeo. We need to take out landscaping and rotted wood, paint the same as stable house. Bathhouse 2 still needs rotted wood to be replaced, Blaine will try to get staff to help with that.

**2. Covenants/Bylaws/Policy & Guidelines Committee**

- 3. Finance Committee – (See attached budget and finance letter) Kori Roddy Finance Committee Chair -** We have had several increases ranging from 3% - 10% increase such as employee benefits, workers comp, regular insurance approx. 10% increase. Payroll increase for hourly employees. - We are doing a special assessment of \$150 that will go into the capital improvement account. This special assessment will be due by March 31<sup>st</sup>. An incentive opportunity is that you get a \$150 referral fee for bringing in a new owner. You can get a \$250 referral fee for a second new owner. All referral fees earned will be applied to your assessments.

RV guest rates will be increased by \$10/night making it \$50/night and group rates are now \$60/night. RV Adoptions increase is \$200 for a total of \$2000/yr. Rainbow premium cabins will be increased by \$5/night. New sales increase of \$300 for a total of \$1295. Deed buyback program will be decreased by \$500 to allow owners to leave (only 6 per month) new total will be \$1500. Transfers will now be \$950.

The people that are on the deed buyback list will be contacted by a Board member to let them know they matter and get feedback on why they are leaving the Ranch.

Shawn Mchugh 0090 – As an owner there is a want, need, desire, or emotional side of being an owner. However, there is a business side to the RRanch that we must consider. We should have funds in the budget to start legal proceedings for owners who are not paying after 6 months. We are not a charity. We cannot just let people walk away from an ownership at no cost or such a low cost.

**7. Nominating Committee** – Ashley Spenner – 7 people signed up for the 2024 BOD election. There are currently 5 open BOD positions available, 3 are a 3 yr term, 1 is a 2 yr term, and 1 is a 1 year term. Feb 3<sup>rd</sup> - Vetting meeting (required), March 16<sup>th</sup> - Meet the candidates, April 26<sup>th</sup> Wine and Cheese social, and April 27<sup>th</sup> – Election during owners meeting.

**8. Strategic Planning committee** – Nobody has signed up for this committee

**9. BOARD APPOINTED COMMITTEES**

**VIII. OLD BUSINESS**

- a) Update on 803/804 cabins – Blaine cannot give a timeline because he does not have the staff to do it.
- b) Pool Status – Our maintenance is working on the lights and there are other updates above in the ED report.
- c) Directional Signage around the Ranch – Blaine agreed to have this done by the January meeting.

**IX. NEW BUSINESS**

- a) Owner use of Lodge – \*\*\*\*See notes at the end of the Executive Director report.
- b) Access to golf cart key – Owners are not on the insurance. Blaine can have a waiver to sign so that an owner can use it for a tour.
- c) Access to housekeeping storage – This room is locked so that we do not have things taken from this room. We can keep limited supplies at the front office for events if needed.
- d) Vote on the budget – Budget was approved.
- e) Owner exit interview process – Blaine will add an option to the transfer and deedback paperwork for a phone call from an owner or BOD member. We want to let them know they matter and ask if there is anything we can help with to keep them.

**X. OPEN DISCUSSION- Questions submitted by Owners**

**XI. ADJOURN GENERAL MEETING**

**Time: 1:53pm**

The next meeting of the R-Ranch BOD will be held on January 20, 2024 at 9:30am in the R-Ranch Lodge.

**XII. EXECUTIVE SESSION – Yes**

**XIII. WORKING SESSION – No**

Kori Roddy – Read the finance letter. This is attached below.

Iris – Are we ready to vote on approving the budget with edits to the finance letter? Debi motioned to approve the 2024 budget and Monica seconded. All in favor.... 6 in favor and 2 opposed. We are passing the 2024 budget that was presented to us by the finance committee.

Iris to Blaine – We need the finance letter and budgets posted to the website, Facebook, and emailed to the owners next week.

#### **4. Land Use/Fire Wise Committee –**

#### **5. Marketing Committee – Tiffany Searcy**

- One goal is to remove the negative toxic behavior off social media. Our goal is to make the Ranch look and feel like a welcoming, loving, inviting place that people can come to raise your family here, enjoy the atmosphere here, and retire here.
- Deed Buyback 6 per month at \$1500.00. \$950 for transfers.
- The marketing committee is asking BOD to approve the attached proposals (Chapal Hill short term adoption and Rehab program). These were voted on and approved with the amended wording. The updated proposals with amended wording are attached.
- Annual fund campaign presented by Tiffany – 501C 3 needs to be setup – Bill Poole thinks it is a great idea and he would be glad to help get it setup. We will need to have a separate foundation account setup. Foundation – People can give contributions and it will go towards things that people can see updated around the Ranch and to events. This will need further discussion.
- Marketing would like to create a welcoming committee for new owners.
- Tiffany asked for the staff to be removed from the FB page. We did not vote on it. Blaine, Judy, President of the BOD currently have access to approve and decline posts and comments. Staff should not be removed as they post current updates and communication for the benefit of the owners. The Executive Director and Judy should be able to post important updates, owner communications, and answer direct questions.
- Who is responsible for our marketing presence and that all R-Ranch media and advertisement ties in as one Ranch instead of multiple arms. The weddings, stables, camping, cabins, and public events needs to be marketed in one place as we are one Ranch.
- RV Show Special Price proposal – Marketing and some BOD will join staff at the RV show. Atlanta Expo Center in Jonesboro Jan 25<sup>th</sup> – Jan 28<sup>th</sup>. Free stay with \$100 background check. We will do 1 ownership giveaway and we will do a new owner rate of \$895 (includes background check) if they found us thru the RV show. They have until 03/31/24 to cash in this special rate. This proposal was approved.

#### **6. Owner's Concerns Committee – NA**

# R-Ranch in the Mountains®

## Budget vs. Actuals: 2023 - FY23 P&L

December 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Income</b>			
4000 Admin - Assessments	18,977.57	17,117.00	1,860.57
4001 Admin - Assessments - DBP	9,999.99		9,999.99
4002 Admin - Child Rights		0.00	0.00
4004 Admin - Interest	0.12	5.00	(4.88)
4006 Admin - Fines & Fees	335.00	100.00	235.00
4007 Admin - Collection Fees - Recouped	(1,222.84)		(1,222.84)
4008 Admin - Late Fees & FC	2,347.84	600.00	1,747.84
4010 Admin - Ownership Sales	1,079.50	1,990.00	(910.50)
4012 Admin - Ownership Transfers	515.25	3,435.00	(2,919.75)
4014 Admin - Day Use		0.00	0.00
4016 Admin - Sales - Ice	112.40	490.00	(377.60)
4018 Admin - Sales - Propane	2,199.64	1,300.00	899.64
4020 Admin - Sales - Souvenirs	137.98	200.00	(62.02)
4022 Admin - Sales - Firewood	40.00	100.00	(60.00)
4024 Admin - Sales - Gate Cards	25.00	0.00	25.00
4026 Admin - Sales - Store	594.50	700.00	(105.50)
4028 Admin - Vending Income	3.00	55.00	(52.00)
4029 Admin - Golf Cart Rental	510.00	240.00	270.00
4030 Admin - Stables - Riding Pass	180.00	345.00	(165.00)
4034 Admin - Stables - Fundraiser		0.00	0.00
4036 Admin - Recovery of Bad Debt	2,002.89	300.00	1,702.89
4038 Admin - RV Adoptions	4,320.00	7,560.00	(3,240.00)
4040 Admin - Cabin Adoptions	900.00	1,080.00	(180.00)
4042 Admin - RV Moves	410.27	500.00	(89.73)
4046 Admin - Sponsored Events		0.00	0.00
4048 Admin - Pet Fees	40.00	50.00	(10.00)
4200 RV - Reservation	5,585.00	3,877.00	1,708.00
4202 RV - Electric - Quarterly	327.60	788.00	(460.40)
4208 RV - Yearly Adoptions	1,440.00	2,520.00	(1,080.00)
4210 RV - Guest & Group	911.00	824.00	87.00
4212 RV - Interest		0.00	0.00
4300 Cabin - Reservation	1,715.00	1,824.00	(109.00)
4302 Cabin - Electric - Quarterly	86.85	310.00	(223.15)
4306 Cabin - Adoptions	1,450.00	360.00	1,090.00
4308 Cabin - Guest & Group	2,190.40	1,019.00	1,171.40
4310 Cabin - Cottage	1,555.00	3,231.00	(1,676.00)
4400 Lodge - Weddings	6,975.00	9,000.00	(2,025.00)
4402 Lodge - Events	1,117.00	270.00	847.00
4500 Capital Improve - RV	1,440.00	2,520.00	(1,080.00)
4502 Capital Improve - Cabins	91,031.25	360.00	90,671.25
4504 Capital Imp - Interest	184.87		184.87
4600 Legal - Admin	587.25	1,184.00	(596.75)
4700 Rodeo - Tickets		0.00	0.00

*Ins Check* →

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
4702 Rodeo - Parking		0.00	0.00
4704 Rodeo - Vendors		0.00	0.00
4706 Rodeo - Sponsors		0.00	0.00
4710 Rodeo - Souvenirs	60.00	0.00	60.00
4712 Rodeo - Refreshments		0.00	0.00
4900 Admin - Open Credits	5,135.88		5,135.88
Non Profit Income	100.00		100.00
<b>Total Income</b>	<b>\$165,400.21</b>	<b>\$64,254.00</b>	<b>\$101,146.21</b>
<b>GROSS PROFIT</b>	<b>\$165,400.21</b>	<b>\$64,254.00</b>	<b>\$101,146.21</b>
<b>Expenses</b>			
Payment 1 (Conversion)	(19.99)		(19.99)
<b>Total Expenses</b>	<b>\$ (19.99)</b>	<b>\$0.00</b>	<b>\$ (19.99)</b>
<b>NET OPERATING INCOME</b>	<b>\$165,420.20</b>	<b>\$64,254.00</b>	<b>\$101,166.20</b>
<b>Other Expenses</b>			
6000 Employee - Payroll/Salary	57,523.40	69,294.96	(11,771.56)
6002 Employee - Payroll Tax	4,073.98	6,597.00	(2,523.02)
6004 Employee - Payroll Fees & Exp	1,077.60	970.00	107.60
6006 Employee - Benefits	8,462.84	8,000.00	462.84
6007 Employee - IRA	420.68	1,000.00	(579.32)
6008 Employee - Workers Comp	4,763.00	4,166.00	597.00
6010 Employee - Commissions		650.00	(650.00)
6012 Admin - Accounting Fees		0.00	0.00
6014 Admin - Bank Fees	84.62	60.00	24.62
6016 Admin - Business Fees	307.00	270.00	37.00
6018 Admin - IT / Phone	2,602.49	2,200.00	402.49
6020 Admin - Dues & Subscriptions	2,160.00	700.00	1,460.00
6022 Admin - Emp Develop & Training		227.00	(227.00)
6024 Admin - Acknowledgements		50.00	(50.00)
6026 Admin - Merchant Services	820.67		820.67
6028 Admin - Mileage Reimbursement	54.00	72.00	(18.00)
6030 Admin - Office Build M&R		148.00	(148.00)
6032 Admin - Office Expense	1,092.82	466.00	626.82
6034 Admin - Printing / Copying	802.96	914.00	(111.04)
6036 Admin - Shipping / Postage	0.98	130.00	(129.02)
6038 Admin - Internet / Cell	1,030.28	1,719.00	(688.72)
6044 Admin - Insurance - PL&A	44,215.53	0.00	44,215.53
6046 Admin - Property Taxes	68.72	4,231.00	(4,162.28)
6048 Admin - Sales - Ice Exp		108.00	(108.00)
6050 Admin - Sales - Propane Exp	1,831.28	995.00	836.28
6052 Admin - Sales - Souvenirs Exp		0.00	0.00
6054 Admin - Sales - Gate Cards Exp		0.00	0.00
6056 Admin - Sales - Firewood Exp		0.00	0.00
6058 Admin - Sales - Store Exp	10.38	387.00	(376.62)
6060 Admin - Sporting Equipment		0.00	0.00
6062 GPM - Equip Rental		34.00	(34.00)
6064 GPM - Equip Repair		1,900.00	(1,900.00)
6066 GPM - Fence / Pasture	50.47	259.00	(208.53)
6068 GPM - Fuel	1,637.61	1,600.00	37.61
6070 GPM - General Maintenance	79.33	437.00	(357.67)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6072 GPM - Grounds / Property Repair	1,155.55	700.00	455.55
6074 GPM - Keys & Locks	18.27	8.00	10.27
6076 GPM - Lawn & Landscape Svc		0.00	0.00
6078 GPM - Pool Chemicals	802.35	43.00	759.35
6080 GPM - Pool M&R	4,134.76	1,830.00	2,304.76
6082 GPM - Pest Control Services	553.50	170.00	383.50
6086 GPM - Supplies	257.03	100.00	157.03
6088 GPM - Tools	(56.15)	311.00	(367.15)
6090 GPM - Vehicle M&R	874.69	2,100.00	(1,225.31)
6092 GPM - Vehicle Tags & Titles		0.00	0.00
6094 GPM - Maint. Bldg M&R		100.00	(100.00)
6095 GPM - Safety	578.90	140.00	438.90
6096 GPM - Operat Security Contract		300.00	(300.00)
6098 Operating - Util - Electric	1,759.70	1,918.00	(158.30)
6100 Operating - Util - Propane	2,576.08	3,049.00	(472.92)
6104 Operating - Util - Trash	2,210.00	1,712.00	498.00
6106 Operating - Util - Wtr Sys M&R	1,488.00	1,432.00	56.00
6108 Operating - Util - Wtr Trt M&R	3,970.90	700.00	3,270.90
6110 Operating - Projects & Improve		0.00	0.00
6112 Sales - Sales & Market Exp	2,119.00	500.00	1,619.00
6113 Sales - Mkt Comm Outreach		250.00	(250.00)
6114 Housekeeping - Supplies	1,195.29	837.00	358.29
6116 Stables - Feed	1,386.21	1,400.00	(13.79)
6118 Stables - Ferrier	1,645.00	1,000.00	645.00
6120 Stables - General Expense	407.89	180.00	227.89
6122 Stables - M&R	1,048.22	71.00	977.22
6124 Stables - Tack & Equipment	63.49	20.00	43.49
6126 Stables - Vet Fees / Medicine	3,437.18	1,200.00	2,237.18
6128 Stables - Jr. Wrangler		0.00	0.00
6130 Stables - Horses		0.00	0.00
6132 Stables - Tools	171.35	0.00	171.35
6134 Owner - Events		1,400.00	(1,400.00)
6136 Owner - Board/Meetings		5.00	(5.00)
6138 Owner - Sales & Transfers	748.29	620.00	128.29
6142 Sponsored Events		0.00	0.00
6200 RV - M&R	626.02	290.00	336.02
6204 RV - Bath Houses	614.81	194.00	420.81
6206 RV - Grounds		0.00	0.00
6208 RV - Roads	626.01	0.00	626.01
6210 RV - Utilities - Electric	5,756.33	5,755.00	1.33
6212 RV - Utilities - Propane	691.45	543.00	148.45
6216 RV - Projects & Improve	1,138.08	0.00	1,138.08
6300 Cabin - M&R		176.00	(176.00)
6302 Cabin - Pest Control Svc	181.00	0.00	181.00
6306 Cabin - Bath Houses	173.53	53.00	120.53
6308 Cabin - Rainbow	279.99	358.00	(78.01)
6310 Cabin - Chapel Hill		843.00	(843.00)
6312 Cabin - Cottages		335.00	(335.00)
6314 Cabin - Grounds		33.00	(33.00)
6316 Cabin - Roads	575.00	658.00	(83.00)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6320 Cabin - Utilities - Electric	2,276.97	4,368.00	(2,091.03)
6322 Cabin - Utilities - Propane		957.00	(957.00)
6326 Cabin - Projects & Improve	1,361.23	0.00	1,361.23
6400 Lodge - M&R	72.00	1,200.00	(1,128.00)
6403 Lodge - Pest Control	425.00		425.00
6406 Lodge - Event Decor/Improve	(30.00)	100.00	(130.00)
6408 Lodge - Event Coord/Staff	3,756.00	2,000.00	1,756.00
6410 Lodge - Event Clean/Supply	4,841.86	300.00	4,541.86
6412 Lodge - Event Security	600.00	200.00	400.00
6414 Lodge - Marketing	208.00	100.00	108.00
6416 Lodge - Utilities - Electric	1,221.70	1,864.00	(642.30)
6418 Lodge - Utilities - Propane	6,003.74	5,752.00	251.74
6424 Lodge - Projects & Improve	292.65	0.00	292.65
6500 Capital - Infra Improve	2,498.59	0.00	2,498.59
6600 Legal - Admin Exp	964.99	1,184.00	(219.01)
6700 Rodeo - Stock Contract		0.00	0.00
6702 Rodeo - 4L Ticket Split		0.00	0.00
6704 Rodeo - Prize Money		0.00	0.00
6706 Rodeo - Advertising	599.00	0.00	599.00
6708 Rodeo - Security & EMT		0.00	0.00
6710 Rodeo - Seating		0.00	0.00
6712 Rodeo - Sanitation		0.00	0.00
6714 Rodeo - Souvenirs Expense		0.00	0.00
6716 Rodeo - Sponsors Exp		0.00	0.00
6718 Rodeo - In-House Exp		0.00	0.00
6720 Rodeo - Projects & Improve		0.00	0.00
6724 Rodeo - Rentals		0.00	0.00
6726 Rodeo - Insurance		0.00	0.00
6728 Rodeo - Refreshments Exp		0.00	0.00
6730 Rodeo - Merchant Svc		0.00	0.00
6732 Rodeo - Supplies		0.00	0.00
6900 Bad Debt Expense	2,840.57		2,840.57
<b>Total Other Expenses</b>	<b>\$204,310.66</b>	<b>\$156,943.96</b>	<b>\$47,366.70</b>
<b>NET OTHER INCOME</b>	<b>\$ (204,310.66)</b>	<b>\$ (156,943.96)</b>	<b>\$ (47,366.70)</b>
<b>NET INCOME</b>	<b>\$ (38,890.46)</b>	<b>\$ (92,689.96)</b>	<b>\$53,799.50</b>

# R-Ranch in the Mountains®

## Budget vs. Actuals: 2023 - FY23 P&L

January - December 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4000 Admin - Assessments	1,431,141.01	1,600,000.00	(168,858.99)
4001 Admin - Assessments - DBP	123,449.99		123,449.99
4002 Admin - Child Rights	2,766.67	3,927.00	(1,160.33)
4004 Admin - Interest	431.85	60.00	371.85
4006 Admin - Fines & Fees	2,001.17	1,200.00	801.17
4007 Admin - Collection Fees - Recouped	(139.03)		(139.03)
4008 Admin - Late Fees & FC	37,106.49	7,200.00	29,906.49
4010 Admin - Ownership Sales	23,369.50	26,865.00	(3,495.50)
4012 Admin - Ownership Transfers	23,175.32	41,220.00	(18,044.68)
4014 Admin - Day Use	160.00	531.00	(371.00)
4016 Admin - Sales - Ice	3,657.71	5,320.00	(1,662.29)
4018 Admin - Sales - Propane	14,649.16	11,352.00	3,297.16
4020 Admin - Sales - Souvenirs	2,332.80	1,992.00	340.80
4022 Admin - Sales - Firewood	2,280.00	1,140.00	1,140.00
4024 Admin - Sales - Gate Cards	625.00	215.00	410.00
4026 Admin - Sales - Store	15,265.76	11,600.00	3,665.76
4028 Admin - Vending Income	5,209.80	3,160.00	2,049.80
4029 Admin - Golf Cart Rental	9,875.00	3,180.00	6,695.00
4030 Admin - Stables - Riding Pass	12,881.20	14,277.00	(1,395.80)
4032 Admin - Stables - Stall Fees	45.00		45.00
4034 Admin - Stables - Fundraiser	(24.55)	900.00	(924.55)
4036 Admin - Recovery of Bad Debt	46,555.10	4,960.00	41,595.10
4038 Admin - RV Adoptions	101,124.00	102,600.00	(1,476.00)
4040 Admin - Cabin Adoptions	21,096.00	33,840.00	(12,744.00)
4042 Admin - RV Moves	8,696.96	11,810.00	(3,113.04)
4046 Admin - Sponsored Events		600.00	(600.00)
4048 Admin - Pet Fees	350.00	1,200.00	(850.00)
4200 RV - Reservation	92,447.50	96,911.00	(4,463.50)
4202 RV - Electric - Quarterly	58,108.84	40,104.00	18,004.84
4208 RV - Yearly Adoptions	34,360.00	34,200.00	160.00
4210 RV - Guest & Group	36,306.00	22,577.00	13,729.00
4212 RV - Interest		18.00	(18.00)
4300 Cabin - Reservation	28,540.00	34,555.00	(6,015.00)
4302 Cabin - Electric - Quarterly	11,039.01	10,701.00	338.01
4306 Cabin - Adoptions	9,721.68	11,280.00	(1,558.32)
4308 Cabin - Guest & Group	55,416.98	35,862.00	19,554.98
4310 Cabin - Cottage	37,304.38	35,844.00	1,460.38
4400 Lodge - Weddings	201,855.00	96,500.00	105,355.00
4402 Lodge - Events	11,399.00	10,496.00	903.00
4500 Capital Improve - RV	33,698.00	34,200.00	(502.00)
4502 Capital Improve - Cabins	97,763.25	11,280.00	86,483.25
4504 Capital Imp - Interest	1,296.22		1,296.22
4600 Legal - Admin	11,459.07	14,208.00	(2,748.93)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
4700 Rodeo - Tickets	67,785.43	55,536.00	12,249.43
4702 Rodeo - Parking	5,604.35	3,740.00	1,864.35
4704 Rodeo - Vendors	5,093.82	5,033.00	60.82
4706 Rodeo - Sponsors	13,060.00	8,633.00	4,427.00
4710 Rodeo - Souvenirs	1,240.00	2,500.00	(1,260.00)
4712 Rodeo - Refreshments	7,852.78	5,540.00	2,312.78
4900 Admin - Open Credits	(982.74)		(982.74)
Non Profit Income	100.00		100.00
<b>Total Income</b>	<b>\$2,708,550.48</b>	<b>\$2,458,867.00</b>	<b>\$249,683.48</b>
<b>GROSS PROFIT</b>	<b>\$2,708,550.48</b>	<b>\$2,458,867.00</b>	<b>\$249,683.48</b>
<b>Expenses</b>			
Payment 1 (Conversion)	0.00		0.00
Uncategorized Expense	1,852.16		1,852.16
<b>Total Expenses</b>	<b>\$1,852.16</b>	<b>\$0.00</b>	<b>\$1,852.16</b>
<b>NET OPERATING INCOME</b>	<b>\$2,706,698.32</b>	<b>\$2,458,867.00</b>	<b>\$247,831.32</b>
<b>Other Expenses</b>			
6000 Employee - Payroll/Salary	701,565.87	900,834.48	(199,268.61)
6002 Employee - Payroll Tax	61,854.92	85,760.00	(23,905.08)
6004 Employee - Payroll Fees & Exp	82,149.28	12,610.00	69,539.28
6006 Employee - Benefits	91,122.46	91,500.00	(377.54)
6007 Employee - IRA	5,176.60	12,000.00	(6,823.40)
6008 Employee - Workers Comp	47,468.36	49,992.00	(2,523.64)
6010 Employee - Commissions		7,800.00	(7,800.00)
6012 Admin - Accounting Fees	4,500.00	4,085.00	415.00
6014 Admin - Bank Fees	772.72	520.00	252.72
6016 Admin - Business Fees	832.00	1,981.00	(1,149.00)
6018 Admin - IT / Phone	40,040.15	27,400.00	12,640.15
6020 Admin - Dues & Subscriptions	12,010.45	3,576.00	8,434.45
6022 Admin - Emp Develop & Training	1,171.80	2,509.00	(1,337.20)
6024 Admin - Acknowledgements	991.99	550.00	441.99
6026 Admin - Merchant Services	1,824.61		1,824.61
6028 Admin - Mileage Reimbursement	111.00	513.00	(402.00)
6030 Admin - Office Build M&R	1,144.75	1,020.00	124.75
6032 Admin - Office Expense	4,756.74	4,998.00	(241.26)
6034 Admin - Printing / Copying	7,526.05	7,015.00	511.05
6036 Admin - Shipping / Postage	2,143.56	2,971.00	(827.44)
6038 Admin - Internet / Cell	11,456.08	20,628.00	(9,171.92)
6044 Admin - Insurance - PL&A	148,743.63	135,068.00	13,675.63
6046 Admin - Property Taxes	91,636.76	100,921.00	(9,284.24)
6048 Admin - Sales - Ice Exp	2,747.34	2,874.00	(126.66)
6050 Admin - Sales - Propane Exp	11,438.66	7,810.00	3,628.66
6052 Admin - Sales - Souvenirs Exp	1,529.00	1,563.00	(34.00)
6054 Admin - Sales - Gate Cards Exp		814.00	(814.00)
6056 Admin - Sales - Firewood Exp	821.99	900.00	(78.01)
6058 Admin - Sales - Store Exp	7,582.87	6,036.00	1,546.87
6059 Admin - Golf Cart Rental Exp	5,080.00		5,080.00
6060 Admin - Sporting Equipment		400.00	(400.00)
6062 GPM - Equip Rental	4,174.31	1,608.00	2,566.31
6064 GPM - Equip Repair	25,681.37	13,578.08	12,103.29

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6066 GPM - Fence / Pasture	22,183.85	13,639.00	8,544.85
6068 GPM - Fuel	20,750.76	19,750.00	1,000.76
6070 GPM - General Maintenance	3,064.97	3,812.00	(747.03)
6072 GPM - Grounds / Property Repair	10,281.48	5,924.00	4,357.48
6074 GPM - Keys & Locks	736.19	329.00	407.19
6076 GPM - Lawn & Landscape Svc	70,000.00	76,000.00	(6,000.00)
6078 GPM - Pool Chemicals	8,179.03	6,087.00	2,092.03
6080 GPM - Pool M&R	6,545.46	4,385.00	2,160.46
6082 GPM - Pest Control Services	2,743.45	2,925.00	(181.55)
6084 GPM - Roads M&R	1,833.34		1,833.34
6086 GPM - Supplies	6,293.17	4,740.00	1,553.17
6088 GPM - Tools	2,396.28	2,091.00	305.28
6090 GPM - Vehicle M&R	12,556.66	13,950.00	(1,393.34)
6092 GPM - Vehicle Tags & Titles	792.68	255.00	537.68
6094 GPM - Maint. Bldg M&R	790.71	546.00	244.71
6095 GPM - Safety	3,215.69	1,680.00	1,535.69
6096 GPM - Operat Security Contract		700.00	(700.00)
6098 Operating - Util - Electric	27,282.68	21,831.00	5,451.68
6100 Operating - Util - Propane	9,817.92	9,792.00	25.92
6104 Operating - Util - Trash	18,807.16	14,037.00	4,770.16
6106 Operating - Util - Wtr Sys M&R	16,994.77	19,850.00	(2,855.23)
6108 Operating - Util - Wtr Trt M&R	14,725.32	9,761.00	4,964.32
6110 Operating - Projects & Improve	17,973.47	55,000.00	(37,026.53)
6112 Sales - Sales & Market Exp	21,313.43	10,000.00	11,313.43
6113 Sales - Mkt Comm Outreach	870.00	1,000.00	(130.00)
6114 Housekeeping - Supplies	10,836.16	8,187.00	2,649.16
6116 Stables - Feed	17,959.93	14,355.00	3,604.93
6118 Stables - Ferrier	17,560.00	14,787.00	2,773.00
6120 Stables - General Expense	4,734.73	2,875.00	1,859.73
6122 Stables - M&R	1,266.39	1,196.00	70.39
6124 Stables - Tack & Equipment	513.92	857.00	(343.08)
6126 Stables - Vet Fees / Medicine	18,759.88	11,200.00	7,559.88
6128 Stables - Jr. Wrangler		740.00	(740.00)
6130 Stables - Horses		1,000.00	(1,000.00)
6132 Stables - Tools	1,790.09	384.00	1,406.09
6134 Owner - Events	12,476.62	15,500.00	(3,023.38)
6136 Owner - Board/Meetings	102.93	80.00	22.93
6138 Owner - Sales & Transfers	10,074.23	5,942.00	4,132.23
6142 Sponsored Events		168.00	(168.00)
6200 RV - M&R	4,706.85	3,360.00	1,346.85
6204 RV - Bath Houses	13,877.44	1,002.00	12,875.44
6206 RV - Grounds	1,292.63	2,354.00	(1,061.37)
6208 RV - Roads	11,507.04	9,400.00	2,107.04
6210 RV - Utilities - Electric	93,067.88	77,694.00	15,373.88
6212 RV - Utilities - Propane	2,420.89	2,618.00	(197.11)
6216 RV - Projects & Improve	70,959.17	88,580.00	(17,620.83)
6300 Cabin - M&R	215.21	938.00	(722.79)
6302 Cabin - Pest Control Svc	7,615.48	6,000.00	1,615.48
6306 Cabin - Bath Houses	540.62	1,520.00	(979.38)
6308 Cabin - Rainbow	5,970.72	4,458.00	1,512.72

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6310 Cabin - Chapel Hill	1,926.21	5,176.00	(3,249.79)
6312 Cabin - Cottages	2,107.36	2,013.00	94.36
6314 Cabin - Grounds	450.00	1,402.00	(952.00)
6316 Cabin - Roads	6,325.00	8,116.00	(1,791.00)
6320 Cabin - Utilities - Electric	39,663.97	48,356.00	(8,692.03)
6322 Cabin - Utilities - Propane	488.25	2,318.00	(1,829.75)
6326 Cabin - Projects & Improve	75,517.02	45,276.00	30,241.02
6400 Lodge - M&R	29,879.74	9,325.00	20,554.74
6402 Lodge - Kitchen M&R	1,955.83		1,955.83
6403 Lodge - Pest Control	1,035.50		1,035.50
6406 Lodge - Event Decor/Improve	6,201.42	1,750.00	4,451.42
6408 Lodge - Event Coord/Staff	42,973.00	24,000.00	18,973.00
6410 Lodge - Event Clean/Supply	25,387.20	6,550.00	18,837.20
6412 Lodge - Event Security	4,825.00	1,600.00	3,225.00
6414 Lodge - Marketing	1,656.95	1,635.00	21.95
6416 Lodge - Utilities - Electric	23,025.99	22,189.00	836.99
6418 Lodge - Utilities - Propane	21,838.13	17,602.00	4,236.13
6424 Lodge - Projects & Improve	11,342.47	21,150.00	(9,807.53)
6500 Capital - Infra Improve	158,978.21	43,792.00	115,186.21
6600 Legal - Admin Exp	3,572.23	14,208.00	(10,635.77)
6602 Legal - GPM	(3,123.75)		(3,123.75)
6700 Rodeo - Stock Contract	4,000.00	4,167.00	(167.00)
6702 Rodeo - 4L Ticket Split	31,156.48	28,000.00	3,156.48
6704 Rodeo - Prize Money	6,400.00	4,500.00	1,900.00
6706 Rodeo - Advertising	1,659.60	853.00	806.60
6708 Rodeo - Security & EMT	2,020.00	1,500.00	520.00
6710 Rodeo - Seating	5,500.00	5,500.00	0.00
6712 Rodeo - Sanitation	1,871.00	1,145.00	726.00
6714 Rodeo - Souvenirs Expense	1,350.00	2,400.00	(1,050.00)
6716 Rodeo - Sponsors Exp	1,439.00	700.00	739.00
6718 Rodeo - In-House Exp	651.76	2,468.00	(1,816.24)
6720 Rodeo - Projects & Improve	30,166.68	1,500.00	28,666.68
6724 Rodeo - Rentals	553.48	450.00	103.48
6726 Rodeo - Insurance	945.00	1,000.00	(55.00)
6728 Rodeo - Refreshments Exp	3,431.05	2,100.00	1,331.05
6730 Rodeo - Merchant Svc	1,806.95	736.00	1,070.95
6732 Rodeo - Supplies	3,271.47	455.00	2,816.47
6900 Bad Debt Expense	11,564.74		11,564.74
<b>Total Other Expenses</b>	<b>\$2,550,265.54</b>	<b>\$2,417,045.56</b>	<b>\$133,219.98</b>
<b>NET OTHER INCOME</b>	<b>\$ (2,550,265.54)</b>	<b>\$ (2,417,045.56)</b>	<b>\$ (133,219.98)</b>
<b>NET INCOME</b>	<b>\$156,432.78</b>	<b>\$41,821.44</b>	<b>\$114,611.34</b>

# R-Ranch in the Mountains®

## Balance Sheet

As of December 31, 2023

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1020 Operating Bank Account	31,129.11
1025 Lodge Bank Account	37,783.79
1030 Cabin Bank Account	22,197.25
1040 Property Tax Escrow Bank Acct	406.46
1045 Payroll Bank Account	1,083.49
1050 Rodeo Bank Account	31,607.26
1055 Capital Improvement / Infrast	280,209.80
1060 Legal Account	78,376.09
1065 RV Bank Account	45,503.82
1070 Operating Contingent	160,910.32
<b>Total Bank Accounts</b>	<b>\$689,207.39</b>
Other Current Assets	
1700 Accumulated Depreciation	-126,163.98
1900 Unsold Ranch Memberships	343,275.00
Uncategorized Asset	1.00
Undeposited Funds	10,340.72
<b>Total Other Current Assets</b>	<b>\$227,452.74</b>
<b>Total Current Assets</b>	<b>\$916,660.13</b>
Fixed Assets	
1530 Vehicles	36,719.64
1535 Machinery & Equipment	42,932.60
1540 Horses & Sports Equipment	-850.00
1545 Buildings and Improvements	649,172.79
<b>Total Fixed Assets</b>	<b>\$727,975.03</b>
<b>TOTAL ASSETS</b>	<b>\$1,644,635.16</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2050 Prepaid Assessments	0.00
2060 Sales Tax Payable	33.87
2070 Accrued Property Tax	-11,094.28
2095 In-House ATM for Events	0.00
2350 Cabin - Refundable Deposit	9,980.00
2470 Prepaid - Other	100.00
<b>Total Other Current Liabilities</b>	<b>\$ -980.41</b>
<b>Total Current Liabilities</b>	<b>\$ -980.41</b>
<b>Total Liabilities</b>	<b>\$ -980.41</b>

	TOTAL
Equity	
3802 RV Retained Earnings	0.00
3905 Undesignated Net Assets	-12,621.37
Equity (Conversion)	871,618.76
Retained Earnings	630,185.40
Net Income	156,432.78
Total Equity	\$1,645,615.57
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,644,635.16</b>





## Executive Director Board Report – January Meeting

- Worked with accounting/ collections on getting accounts caught up and properly designated.
- Completed full deed audit before January 1<sup>st</sup>.
- Worked Indeed to search for Front Desk Manager, PT Front Desk Agent, Security, Maintenance
- Conducted Interviews and hired Front Desk Manager and worked directly with training.
- Signed up for the CE HR Class: "Achieving Success with Difficult People". Self-paced online class with 90 days to complete.
- Staffing updates:
  - 1) Front Desk: Elizabeth has started as new Front Desk Manager, Caitlyn has left us, hiring for PT Front Desk Agents
  - 2) Maintenance: Greg has left us, Johnny has started to be our Asset/Inventory/Parts Tech, will try and see about hiring for FT carpenters - *inter. Tues*
  - 3) Housekeeping: Curtis has left, Hiring for FT Housekeeper
  - 4) Stables: Stephanie has left, hiring for PT Stable Hand
- Project updates:
  - 1) Wi-Fi – Chapel Hill only, did not make 2024 budget
  - 2) Chapel Hill Electrical – We have 11 cabins to trench and an additional 2 to pull. The 2 to pull have had power issues. Will front load these over the next few weeks to get them completed. The remainder is scheduled for this summer.
  - 3) Rainbow – working on 803/804 – 803 almost completed, 804 will hopefully be right behind. Water damage already in 803 that is coming in through logs. Have 2 quotes for log companies to restore, will have to look at these further and discuss.
  - 4) Wastewater Treatment Plant – start date of January 29<sup>th</sup>, estimated 2 weeks to complete as long as no additional problems found/change orders
  - 5) Pool – completed
  - 6) Lodge – painting bathrooms, found roof leak in Women's bathroom, rotted out wall and black mold. The OSB board that the shakes are attached to is rotted like the backside of the lodge by the kitchen. Waiting on quotes for gutter for backside of lodge to prevent the new deck from being messed up.

*waiting on quite quotes*

*Follow through*

*stay on top of  
no cost  
or  
delay*

## Maint. Report

Repaired broken water lines in Road in old  
Cabins Two different places Also Repaired Road  
Repaired broken water line in RY#4 Also Repaired  
Roadway worked on swimming pool lights sand  
filter & pool pump Also Ran plumbing for Auto Filler  
Done Road Maint. worked on Hill side behind Shop  
Began servicing some equipment. Worked some in  
log Cabins

Also General Maint.

# Sales & Marketing Report January 2024 (Nov & Dec 2023)

## Sales:

Leads: 100 Online: 82 Phone: 10 Walk-in: 3 Transfer: 5 Tours: 14

New Sales: 0 YTD: 18

Option Program: 2 YTD: 8 Total in Program: 8

Transfers: 3 YTD: 41

Transfer List: 28 Deedback waitlist: 38 Both list: 14

## Tour Feedback:

### **The Good:**

- 1) Stables/Horseback Riding
- 2) scenery
- 3) RV Storage

### **The Bad:**

- 1) Have heard that events are cancelled for 2024
- 2) Website confusing
- 3) Cosmetic issues: woodpecker damage on Rainbow Lake Cabins
- 4) Want to live here

## Reasons for Transfer:

- Rising Costs/can't afford.
- Just don't use anymore.
- Moved away.
- Aging Out/Health

## Marketing:

- Digital Marketing: gearing up for spring campaigns to start after RV show
- RV Show next weekend January 25-28

### January 2024 BOD Lodge Report

Nov. & Dec. 2023 Income	
Wedding	\$38,155
Events	\$623
Misc.	\$0
	\$38,778

Nov. & Dec. 2023 Income	
Total Expenses for the month	\$37,774
Net Revenue	\$1,004

(add)  
- boiler repair

Wedding P&L 2023	
YTD Wedding Revenue	\$201,855
Projected Revenue of Weddings 2023	\$96,500
Total amount yet to book	\$105,355

Event P&L 2023	
YTD Event Revenue	\$10,467
Projected Revenue of Events 2023	\$10,496
Total amount yet to book	\$29

#### Contact Summary

<b>Contacts:</b>	<b>122</b>
	Emails
	69
	15
	26
	0
	12
	0
<b>Total</b>	<b>122</b>

<b>Of the contacts:</b>	
	122
	Weddings
	Groups
	Party
	Reunion/School
122	Total

<b>Wedding Tours:</b>	<b>34</b>
<b>Source:</b>	8 Website, 2 Wedding Wire/ 2 Knot/0 HCTG, 2 Phone, Referred
<b>Status of Tours:</b>	3 booked ( 0 HCTG, 0 WW, 0 Knot, 2 Web, 1 Phone)

2024 Summary	
Weddings	29 <del>32</del>
Events	17
RR Events	16
	62
<b>Owner Events (NON REVENUE)</b>	
<i>The R-Ranch non-revenue events are:</i>	
Meet the Candidates, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Owner's Weekend Oct, Thanksgiving and New Year's Eve party	

2025 Summary	
Weddings	0 <del>1</del>
Events	8
RR Events	16
	24
<b>Owner Events (NON REVENUE)</b>	
<i>The R-Ranch non-revenue events are:</i>	
Meet the Candidates, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Owner's Weekend Oct, Thanksgiving, and New Year's Eve party	

# Housekeeping Report

Nov 2023

We cleaned 15 Cottages, 35 Single, 19 Duplex, And 15 Chapel hill cabins.

This is a total of 84 Cabins cleaned this month.