



**R-Ranch in the Mountains
Board of Director's
November 18th, 2023
Agenda**

- I. CALL TO ORDER**– Iris Koplen, President
- II. OPENING PRAYER**- Monica Hunt
- III. PLEDGE OF ALLEGIANCE**- Randy Mercier, Vice President
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING** October 2023 BOD's Meeting
- VI. APPROVE/AMEND/ACCEPT** October 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
- 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**

VIII. OLD BUSINESS

- a) Update on 803/804 cabins
- b) Pool Status
- c) RV Area Signage

IX. NEW BUSINESS

- a) Owner Use of Lodge
- b) Access to golf cart key for tours by owners on Sunday
- c) Access to housekeeping room
- d) Vote on the budget
- e) Owner exit interview process

X. OPEN DISCUSSION- Questions submitted by Owners

XI. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch BOD will be held on January 20, 2024 at 9:00am in the Board Room

XII. EXECUTIVE SESSION – Yes

XIII. WORKING SESSION – No



**R-Ranch in the Mountains
Board of Director's
October 21st, 2023
BOD Meeting Minutes**

I. CALL TO ORDER– Iris Koplen, President at 9:31am

II. OPENING PRAYER- Monica Hunt

III. PLEDGE OF ALLEGIANCE- Randy Mercier, Vice President

IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA – Randy motioned to approve and accept, Monica seconded

V. SUSPEND READING September 2023 BOD's Meeting – Monica motioned to approve, Sue requested amendments below.

- on page 3 there is money in the RV site and should be RV account.
- Finance is in agreement, sue says we are looking at it. Should say that it is being reviewed.
- Annual campaign 150k each owner suggestion and salary cannot be part of the campaign.
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VI. APPROVE/AMEND/ACCEPT Sept 2023 BOD MEETING MINUTES - Amy motioned to approve and accept, Randy seconded.

VII. REPORTS – Attached where submitted

Rob Mundy – Independent Audit Report comments attached.

a. Financial Report- Blaine Griffith

- Sept overall revenue was \$463K vs our projected amount of \$440K– Cash was up \$22K
- Expenses – We had budgeted \$222K and actual spend was \$250K – Over budget by \$28K
- Capital Improvement - \$77K check for the pool was part of that expense.
- Q3 Jan – Sept – We had budgeted revenue \$2.036M and overall \$2.171M – Positive Cash flow of \$134K. We had budgeted expenses at \$1.842M and actual spend was \$1.88M - \$45K over budget. This was money earmarked for the pool.
- Taxes are due Dec 1st.
- Current 560 Active Owners – 8 In option program, 165 suspended, for a total of 733. 72 in collections and they are still deed holders. We still have 800 owners being billed.

Iris asked about the Rodeo bank account. It was stated that we brought in \$34K but there is only \$32K in that account. What has been spent out of there? (Blaine) We budgeted \$10K out of the Rodeo bank account for the skid steer and per my email to you about fixing the bulldozer because it was more important than the skid steer. So that \$10k was put toward the fixing of the bulldozer and I did talk to Valerie about it to confirm.

b. Executive Director's Report

- Labor day was a great success.
- Work orders are being taken care of timely
- Wedding bridge has been painted
- Insurance renewals are due Nov 10th. They are adding 4% value to our buildings and fixed assets.
- Working behind the scenes to prep for launching the online reservation tool. Working out the bugs currently. Vince and Macy are working thru it and testing it.
- Staffing updates – Maintenance - Scott has departed. We hired Tony who has a construction background and went to Lanier Tech for mechanics.
- James and Larry are leaving us and we are looking for some front office staff. David Watson will do our security.
- Macy will be moving into the events manager position. Kaitlyn Ressini has been promoted to front office manager.
- Wifi in Chapel Hill will be delayed
- 803/804 – We still need to install shower, sinks, toilets, and stairs. Tony has been allocated to that project. Owner #0529 - what projected date will this be done? Blaine - Projected date of completion 6 weeks.
- RV Electrical – ½ done this year and the creekside will be budgeted for 2024.
- Waste water treatment plant 10/30/23 – Bring in pump truck to ball field. This will be a 2 week project. 30,000 gallons to pump would be approx. \$20K
- Pool – plumbing issues have been taken care of and Jacob is working on the wiring for the lights. Base header for coping was really bad and had caused concrete issues, it was not up to code and we had a change order for \$13k to rebuild the header. We had to replace all the return drains.
- Back right corner of the wall by the gate base plate completed rotted out and we will need to repair water damage.
- 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.
- Lodge – We need a heat exchanger for the boiler \$9K part ordered and will be here in 2-3 weeks. This was budgeted at \$7500, however the price has gone up.
- Deeds- Working on foreclosures

c. Stables Report –

- Monthly meetings. Working on getting rid of horses we can no longer use. We have brought in 1 new no purchase price lease horse and 1 horse highly recommended by Bill Poole. Logan and Diva were sent back to the owners. Putt putt pasture fence needs immediate repair and it is in the budget.

d. Sales and Marketing

- Slow down from summer to fall. We had 3 new sales which brings us to 19 for the year. 37 on transfer list and 30 on the deed back list. 0466- Why do we not get rid of the alcohol at events. People bring in alcohol of their own. It does bring in income for the Ranch selling it at the Rodeo.

e. Treasurer report – Nothing to report. Still working on the budget.

Iris – How often should the sand be replaced based on the amount of usage of our pool. Blaine – Every 3-5 years. We need to make sure we are budgeting for this every 3 years. We do backwash twice a week. Becky – Can we put this into the asset management system to trigger us to add it to the budget every 3 years.

0442 – Are the lights in the pool energy saving lights and what is the life of the led lights. Are they only on at night? Yes they are LED life span is 10,000 hours and yes they are only on at night. We are putting them on photocell and a timer.

0466- Have we started using the asset management system? Blaine – sent all of the info over Vincent and he wants to hire someone to do the purchasing and working on the asset management system. The software company did not have the training video up anymore – Nectar system Version 6.82

STANDING COMMITTEE REPORTS – Attached where submitted

1. Accommodations Committee – Bathhouse 2 painted, golf cart wash raised \$917, chili cook off, We are at \$1,656.73 for the stable renovations, we had \$1,351 for rainbow cabins, painting bathhouse 3 in the next couple of weeks, changed lottery to give owner to the 10th of the month for a move date, we are leveling out the number of spots available each month to 11 per month and 12 spots available in June and July. 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. We would still like the board to consider the work campers scenario.

2. Covenants/Bylaws/Policy & Guidelines Committee – Brian Babcock is out of town. Iris Back in June P&G 3.4 updated for the re-up program, recently 1.13 was updated and the adoption information program paperwork will be updated with the new move out day of the 10th.

3. Finance Committee – We are at a stand still because we are trying to work off of the actual number of 705 paying owners (which includes suspended accounts owing 1500 or less), so it is down to significantly from last year. We are trying to look at where we can save money, but the biggest thing is payroll as it is 33% of the budget. We have been talking about the camp workers to save money, but we are still looking into that. We are looking at raises in pay for the staff for this year. We have heard from owners that nobody wants a raise in assessments. Possibly cutting back on capital improvements for next year. We have asked for the General Ledger to get expenses to review in detail to see where we can possibly cut back. We feel blind on what is actually being spent and we are blind in regards to payroll so it is hard to figure out what needs to be put in. We currently do not have the budget.

4. Land Use/Fire Wise Committee – Lance is scheduling a prescribed burn this year and we are going to team up with Lanier Tech to have 2 classes out here for our points system this year. We need an estimate of hours from the staff here for our points system because we are teaching an outside agency. areas looked at request for that is dumpsters removal of dumpsters, large machines, debris, etc. We can store asphalt on property as long as it is not stored near a watershed area such as creeks and streams. We must keep it at least 100 ft from creeks and streams. Thank you for removing the shower out of the woods by the DeDe house.

5. Marketing Committee – Stacey we met with Blaine over the summer and he gave us a comprehensive status on where everything was. The first order of business is a revamp of the deedback and transfer programs but we do not know where that stands. It is pending the finance committee due to budgeting. It is difficult for the sales person to sell a new ownership. We want people to be able to leave when they want to leave at a more affordable price. We need more value in the deeds. We would like to get away from so many transfers, especially giving them away. We are really trying to get the owners to leave a great review in google reviews so that we can promote our Ranch. Tiffany needs to send Blaine the new Instagram handle. We want to do a campaign to have owners share photos and put positivity out on Social Media to draw attention to the RRanch. We need a plan to handle posts that go sideways to keep the negativity off of Social media.

Blaine – The overall annual budget for this year was \$10K

6. Owner's Concerns Committee - NA

7. Nominating Committee - NA

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

9. BOARD APPOINTED COMMITTEES

VIII. OLD BUSINESS

a) Update on 803/804 cabins

b) Pool Status

c) Directional Signage around the Ranch

Blaine - Waiting on pricing from the sign vendor.

We need to at least paint the arrow for RV4 and we need a sign for RV6.

d) Update on securing the RV 4 bridge

Blaine - This has been secured and he believes they have drove stuff in the ground to secure it. We also have a wider bridge over by the treatment plant. It is an 8ft vs a 6ft. It is an option.

e) Status of ice machine

Vince - It has been up and working but there is a service call in for it now. The service call was placed on Tuesday and we followed up on Friday. They are coming out on Monday.

IX. NEW BUSINESS

- a) CPA Audit – See attached detail from the CPA report

X. OPEN DISCUSSION- Questions submitted by Owners

We are low on picnic tables and we have budgeted for 35 next year

0090 Sean – It is strange to have our accountant come in here every year and paint a great picture of our standing and then for 11 months we don't have money to do anything. Then the next year we are on solid ground. We have an accrual system in the accounting world tax world and business world, but then we have a cash system to run day by day. The accrual system is based on the 800 owners paying. We are finding out that we are in reality at 580 owners. I would like to see both scenarios of the 800 and the 600 scenario. Min 2:10

XI. ADJOURN GENERAL MEETING

Time: 11:47am

The next meeting of the R-Ranch BOD will be the owners meeting held on October 21, 2023 at 1:00pm in the R-Ranch Lodge.

XII. EXECUTIVE SESSION – Yes 8:00am – Board Members Only

XIII. WORKING SESSION – No

Rob Mundy CPA – Independent audit report comments

- He completed field work a few months back for 2022 audit
- R-Ranch had a very good year and we are in a good position. We did a software conversion from sage to quickbooks which caused a little bit of a delay. Everything did get cleaned up and looks good.
- R-Ranch is very strong for a non-profit organization
- R-Ranch has assets of a little over \$3M and liabilities of only \$66K - 50 times more assets than things that weigh us down
- Operating cash flow was up about 35% which is cash equivalent \$160K – that is a wonderful sign. This is a result of good billings and timely collections.
- Net property and equipment is a little over \$2M and was up about 29% and was a result of RV6.
- Restricted cash is from various projects funds \$400k was down from \$680K last year and was supposed to be because a lot of it was earmarked from the RV fund.
- Rob tests over 300 transactions of R-Ranch expenses and had no exceptions and no findings. Everything is paid timely and we have plenty of money in the bank.
- Total revenue was \$3.3M and balanced
- The high ticket items are salary and benefits - 33% on salary and benefits.
- Utilities are high and repairs/maintenance is high
- Statement of cash flow – positive cash flow from operations \$453K where the last 3 years have been over \$500K
- Recommendations – Judy does everything and she needs to have a backup in the office that can cover her if she is out. The new software is quick books and we need to get her training. Get a check scanner to make deposits daily.
- It is important to design and establish a long term plan (3-5 yrs) and keep updating that plan for your fixed asset additions. Have that plan in mind when budgeting going forward.

Owner #0466 – Kori Roddy – on the assessments that you used of \$2.2M does that include the bad debt? (Rob) That is the gross and then the bad debt comes out of that number. (Kori) There is a difference of what was on R-Ranch P&L at the end of the year of about \$271K. (Rob) This audit report is accrual based. I am accruing revenue not received yet and expenses that haven't been paid out yet. It is based on billings and receivables. The R-Ranch financials are on a cash basis. (Kori) Is the accrual based on the 800 owners or the 700 owners that we actually have? (Rob) The accrual is based on the people that are on the roster of active owners that the R-Ranch bills if they hold a deed. Judy gets the JE's from the payroll company and that is what is used for the payroll accrual.

466 Chuck Roddy – Just curious about the percentage of 33% of payroll.....33% of what? (Rob) It is 33% of the total expenses of the Ranch

R-Ranch in the Mountains®

Budget vs. Actuals: 2023 - FY23 P&L

October 2023

	ACTUAL	TOTAL	
		BUDGET	OVER BUDGET
Income			
4000 Admin - Assessments	123,776.89	201,775.00	(77,998.11)
4001 Admin - Assessments - DBP	4,000.00		4,000.00
4002 Admin - Child Rights	666.67	0.00	666.67
4004 Admin - Interest	73.75	5.00	68.75
4006 Admin - Fines & Fees	100.00	100.00	0.00
4007 Admin - Collection Fees - Recouped	(10.29)		(10.29)
4008 Admin - Late Fees & FC	6,399.12	600.00	5,799.12
4010 Admin - Ownership Sales	995.00	1,990.00	(995.00)
4012 Admin - Ownership Transfers	2,160.00	3,435.00	(1,275.00)
4014 Admin - Day Use		0.00	0.00
4016 Admin - Sales - Ice	370.37	380.00	(9.63)
4018 Admin - Sales - Propane	1,033.85	1,200.00	(166.15)
4020 Admin - Sales - Souvenirs	306.59	116.00	190.59
4022 Admin - Sales - Firewood	272.00	140.00	132.00
4024 Admin - Sales - Gate Cards	100.00	17.00	83.00
4026 Admin - Sales - Store	1,048.64	900.00	148.64
4028 Admin - Vending Income	968.00	120.00	848.00
4029 Admin - Golf Cart Rental	585.00	300.00	285.00
4030 Admin - Stables - Riding Pass	2,680.00	1,100.00	1,580.00
4034 Admin - Stables - Fundraiser	(47.95)	0.00	(47.95)
4036 Admin - Recovery of Bad Debt		300.00	(300.00)
4038 Admin - RV Adoptions		2,160.00	(2,160.00)
4040 Admin - Cabin Adoptions	2,088.00	2,160.00	(72.00)
4042 Admin - RV Moves	887.45	900.00	(12.55)
4046 Admin - Sponsored Events		600.00	(600.00)
4048 Admin - Pet Fees	40.00	100.00	(60.00)
4200 RV - Reservation	9,080.00	8,224.00	856.00
4202 RV - Electric - Quarterly	9,233.99	5,582.00	3,651.99
4208 RV - Yearly Adoptions	50.00	720.00	(670.00)
4210 RV - Guest & Group	2,988.00	4,339.00	(1,351.00)
4212 RV - Interest		1.00	(1.00)
4300 Cabin - Reservation	2,310.00	2,600.00	(290.00)
4302 Cabin - Electric - Quarterly	1,739.30	988.00	751.30
4306 Cabin - Adoptions	696.00	720.00	(24.00)
4308 Cabin - Guest & Group	5,014.81	5,305.00	(290.19)
4310 Cabin - Cottage	2,385.00	3,207.00	(822.00)
4400 Lodge - Weddings	24,937.00	9,000.00	15,937.00
4402 Lodge - Events	2,137.50	813.00	1,324.50
4500 Capital Improve - RV		720.00	(720.00)
4502 Capital Improve - Cabins	696.00	720.00	(24.00)
4504 Capital Imp - Interest	93.73		93.73
4600 Legal - Admin	100.00	1,184.00	(1,084.00)
4700 Rodeo - Tickets		0.00	0.00

	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	10.00	0.00	10.00
4712 Rodeo - Refreshments		0.00	0.00
4900 Admin - Open Credits	4,411.11		4,411.11
Total Income	\$214,375.53	\$262,521.00	\$ (48,145.47)
GROSS PROFIT	\$214,375.53	\$262,521.00	\$ (48,145.47)
Expenses			
Payment 1 (Conversion)	(104.69)		(104.69)
Total Expenses	\$ (104.69)	\$0.00	\$ (104.69)
NET OPERATING INCOME	\$214,480.22	\$262,521.00	\$ (48,040.78)
Other Expenses			
6000 Employee - Payroll/Salary	56,230.64	69,294.96	(13,064.32)
6002 Employee - Payroll Tax	4,665.58	6,597.00	(1,931.42)
6004 Employee - Payroll Fees & Exp	1,060.20	970.00	90.20
6006 Employee - Benefits	7,673.13	8,000.00	(326.87)
6007 Employee - IRA	319.08	1,000.00	(680.92)
6008 Employee - Workers Comp	3,550.00	4,166.00	(616.00)
6010 Employee - Commissions		650.00	(650.00)
6012 Admin - Accounting Fees	2,500.00	0.00	2,500.00
6014 Admin - Bank Fees	56.75	52.00	4.75
6016 Admin - Business Fees	20.00	0.00	20.00
6018 Admin - IT / Phone	3,250.77	2,200.00	1,050.77
6020 Admin - Dues & Subscriptions	937.99	33.00	904.99
6022 Admin - Emp Develop & Training		0.00	0.00
6024 Admin - Acknowledgements	154.07	50.00	104.07
6026 Admin - Merchant Services	(85.82)		(85.82)
6028 Admin - Mileage Reimbursement	24.00	12.00	12.00
6030 Admin - Office Build M&R		46.00	(46.00)
6032 Admin - Office Expense	229.94	278.00	(48.06)
6034 Admin - Printing / Copying	1,628.73	556.00	1,072.73
6036 Admin - Shipping / Postage	13.03	140.00	(126.97)
6038 Admin - Internet / Cell	1,916.06	1,719.00	197.06
6044 Admin - Insurance - PL&A		33,767.00	(33,767.00)
6046 Admin - Property Taxes		10,826.00	(10,826.00)
6048 Admin - Sales - Ice Exp	251.60	373.00	(121.40)
6050 Admin - Sales - Propane Exp		521.00	(521.00)
6052 Admin - Sales - Souvenirs Exp		0.00	0.00
6054 Admin - Sales - Gate Cards Exp		0.00	0.00
6056 Admin - Sales - Firewood Exp	121.99	0.00	121.99
6058 Admin - Sales - Store Exp	1,082.20	459.00	623.20
6059 Admin - Golf Cart Rental Exp	595.00		595.00
6060 Admin - Sporting Equipment		0.00	0.00
6062 GPM - Equip Rental		634.00	(634.00)
6064 GPM - Equip Repair	5,854.04	484.00	5,370.04
6066 GPM - Fence / Pasture	3,267.84	289.00	2,978.84
6068 GPM - Fuel	1,598.58	2,400.00	(801.42)
6070 GPM - General Maintenance	224.83	400.00	(175.17)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6072 GPM - Grounds / Property Repair	1,468.06	1,200.00	268.06
6074 GPM - Keys & Locks	30.71	8.00	22.71
6076 GPM - Lawn & Landscape Svc	9,600.00	9,600.00	0.00
6078 GPM - Pool Chemicals	347.99	200.00	147.99
6080 GPM - Pool M&R	218.92	36.00	182.92
6082 GPM - Pest Control Services	118.00	346.00	(228.00)
6086 GPM - Supplies	135.89	200.00	(64.11)
6088 GPM - Tools	1,643.15	500.00	1,143.15
6090 GPM - Vehicle M&R	152.62	1,400.00	(1,247.38)
6092 GPM - Vehicle Tags & Titles		0.00	0.00
6094 GPM - Maint. Bldg M&R		0.00	0.00
6095 GPM - Safety	171.07	140.00	31.07
6096 GPM - Operat Security Contract		0.00	0.00
6098 Operating - Util - Electric	2,293.91	1,478.00	815.91
6100 Operating - Util - Propane	490.55	211.00	279.55
6104 Operating - Util - Trash	1,765.00	1,113.00	652.00
6106 Operating - Util - Wtr Sys M&R		1,250.00	(1,250.00)
6108 Operating - Util - Wtr Trt M&R	650.00	700.00	(50.00)
6110 Operating - Projects & Improve	4,115.67	0.00	4,115.67
6112 Sales - Sales & Market Exp		500.00	(500.00)
6113 Sales - Mkt Comm Outreach		0.00	0.00
6114 Housekeeping - Supplies	900.08	550.00	350.08
6116 Stables - Feed	1,173.60	900.00	273.60
6118 Stables - Ferrer	1,380.00	1,200.00	180.00
6120 Stables - General Expense	375.57	500.00	(124.43)
6122 Stables - M&R		180.00	(180.00)
6124 Stables - Tack & Equipment		0.00	0.00
6126 Stables - Vet Fees / Medicine	900.37	1,000.00	(99.63)
6128 Stables - Jr. Wrangler		0.00	0.00
6130 Stables - Horses		0.00	0.00
6132 Stables - Tools	216.00	75.00	141.00
6134 Owner - Events		600.00	(600.00)
6136 Owner - Board/Meetings		10.00	(10.00)
6138 Owner - Sales & Transfers	762.93	620.00	142.93
6142 Sponsored Events		54.00	(54.00)
6200 RV - M&R		150.00	(150.00)
6204 RV - Bath Houses	48.00	30.00	18.00
6206 RV - Grounds		100.00	(100.00)
6208 RV - Roads	527.00	0.00	527.00
6210 RV - Utilities - Electric	10,642.63	4,967.00	5,675.63
6212 RV - Utilities - Propane		157.00	(157.00)
6216 RV - Projects & Improve		19,890.00	(19,890.00)
6300 Cabin - M&R		125.00	(125.00)
6302 Cabin - Pest Control Svc	51.00	0.00	51.00
6306 Cabin - Bath Houses	18.30	378.00	(359.70)
6308 Cabin - Rainbow	260.38	257.00	3.38
6310 Cabin - Chapel Hill	44.26	400.00	(355.74)
6312 Cabin - Cottages	211.42	246.00	(34.58)
6314 Cabin - Grounds		250.00	(250.00)
6316 Cabin - Roads		839.00	(839.00)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6320 Cabin - Utilities - Electric	2,893.33	1,964.00	929.33
6322 Cabin - Utilities - Propane	201.89	235.00	(33.11)
6326 Cabin - Projects & Improve	7,614.63	10,138.00	(2,523.37)
6400 Lodge - M&R	526.96	1,200.00	(673.04)
6403 Lodge - Pest Control	128.00		128.00
6406 Lodge - Event Decor/Improve	186.66	200.00	(13.34)
6408 Lodge - Event Coord/Staff	7,528.50	2,000.00	5,528.50
6410 Lodge - Event Clean/Supply	2,352.48	200.00	2,152.48
6412 Lodge - Event Security	625.00	200.00	425.00
6414 Lodge - Marketing	190.00	100.00	90.00
6416 Lodge - Utilities - Electric	2,315.28	1,530.00	785.28
6418 Lodge - Utilities - Propane		915.00	(915.00)
6424 Lodge - Projects & Improve		3,075.00	(3,075.00)
6500 Capital - Infra Improve	77,281.36	9,396.00	67,885.36
6600 Legal - Admin Exp		1,184.00	(1,184.00)
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		0.00	0.00
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
Total Other Expenses	\$239,697.40	\$230,613.96	\$9,083.44
NET OTHER INCOME	\$ (239,697.40)	\$ (230,613.96)	\$ (9,083.44)
NET INCOME	\$ (25,217.18)	\$31,907.04	\$ (57,124.22)

R-Ranch in the Mountains®

Budget vs. Actuals: 2023 - FY23 P&L

January - October, 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4000 Admin - Assessments	1,384,554.95	1,549,261.00	(164,706.05)
4001 Admin - Assessments - DBP	91,450.00		91,450.00
4002 Admin - Child Rights	2,100.00	3,366.00	(1,266.00)
4004 Admin - Interest	332.57	50.00	282.57
4006 Admin - Fines & Fees	1,666.17	1,000.00	666.17
4007 Admin - Collection Fees - Recouped	843.17		843.17
4008 Admin - Late Fees & FC	31,600.97	6,000.00	25,600.97
4010 Admin - Ownership Sales	22,506.25	22,885.00	(378.75)
4012 Admin - Ownership Transfers	23,838.39	34,350.00	(10,511.61)
4014 Admin - Day Use	160.00	519.00	(359.00)
4016 Admin - Sales - Ice	3,388.74	4,691.00	(1,302.26)
4018 Admin - Sales - Propane	10,712.60	8,752.00	1,960.60
4020 Admin - Sales - Souvenirs	2,140.53	1,675.00	465.53
4022 Admin - Sales - Firewood	1,920.00	900.00	1,020.00
4024 Admin - Sales - Gate Cards	550.00	215.00	335.00
4026 Admin - Sales - Store	13,741.24	10,200.00	3,541.24
4028 Admin - Vending Income	5,206.80	2,580.00	2,626.80
4029 Admin - Golf Cart Rental	9,195.00	2,700.00	6,495.00
4030 Admin - Stables - Riding Pass	10,821.20	12,932.00	(2,110.80)
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	44,552.21	4,000.00	40,552.21
4038 Admin - RV Adoptions	81,684.00	88,560.00	(6,876.00)
4040 Admin - Cabin Adoptions	18,216.00	31,680.00	(13,464.00)
4042 Admin - RV Moves	7,942.15	10,610.00	(2,667.85)
4046 Admin - Sponsored Events		600.00	(600.00)
4048 Admin - Pet Fees	270.00	1,100.00	(830.00)
4200 RV - Reservation	80,322.50	84,934.00	(4,611.50)
4202 RV - Electric - Quarterly	49,609.13	34,103.00	15,506.13
4208 RV - Yearly Adoptions	27,880.00	29,520.00	(1,640.00)
4210 RV - Guest & Group	33,194.00	20,105.00	13,089.00
4212 RV - Interest		18.00	(18.00)
4300 Cabin - Reservation	24,610.00	30,328.00	(5,718.00)
4302 Cabin - Electric - Quarterly	9,920.30	8,424.00	1,496.30
4306 Cabin - Adoptions	7,611.68	10,560.00	(2,948.32)
4308 Cabin - Guest & Group	48,333.05	32,220.00	16,113.05
4310 Cabin - Cottage	33,124.38	29,322.00	3,802.38
4400 Lodge - Weddings	163,700.00	78,000.00	85,700.00
4402 Lodge - Events	9,844.50	9,146.00	698.50
4500 Capital Improve - RV	27,218.00	29,520.00	(2,302.00)
4502 Capital Improve - Cabins	6,072.00	10,560.00	(4,488.00)
4504 Capital Imp - Interest	1,017.24		1,017.24
4600 Legal - Admin	5,267.50	11,840.00	(6,572.50)

	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	1,180.00	2,500.00	(1,320.00)
4712 Rodeo - Refreshments	7,852.78	5,540.00	2,312.78
4900 Admin - Open Credits	(11,801.54)		(11,801.54)
Total Income	\$2,385,912.51	\$2,299,108.00	\$86,804.51
GROSS PROFIT	\$2,385,912.51	\$2,299,108.00	\$86,804.51
Expenses			
Payment 1 (Conversion)	109.99		109.99
Uncategorized Expense	1,852.16		1,852.16
Total Expenses	\$1,962.15	\$0.00	\$1,962.15
NET OPERATING INCOME	\$2,383,950.36	\$2,299,108.00	\$84,842.36
Other Expenses			
6000 Employee - Payroll/Salary	628,561.50	727,597.08	(99,035.58)
6002 Employee - Payroll Tax	51,108.08	69,268.00	(18,159.92)
6004 Employee - Payroll Fees & Exp	9,213.10	10,185.00	(971.90)
6006 Employee - Benefits	75,723.98	75,500.00	223.98
6007 Employee - IRA	4,447.87	10,000.00	(5,552.13)
6008 Employee - Workers Comp	38,158.36	41,660.00	(3,501.64)
6010 Employee - Commissions		6,500.00	(6,500.00)
6012 Admin - Accounting Fees	4,500.00	4,085.00	415.00
6014 Admin - Bank Fees	579.82	418.00	161.82
6016 Admin - Business Fees	525.00	1,578.00	(1,053.00)
6018 Admin - IT / Phone	33,012.07	22,400.00	10,612.07
6020 Admin - Dues & Subscriptions	9,529.56	2,665.00	6,864.56
6022 Admin - Emp Develop & Training	1,171.80	1,682.00	(510.20)
6024 Admin - Acknowledgements	991.99	450.00	541.99
6026 Admin - Merchant Services	(685.51)		(685.51)
6028 Admin - Mileage Reimbursement	57.00	414.00	(357.00)
6030 Admin - Office Build M&R	1,144.75	832.00	312.75
6032 Admin - Office Expense	3,525.20	4,100.00	(574.80)
6034 Admin - Printing / Copying	6,322.03	5,322.00	1,000.03
6036 Admin - Shipping / Postage	1,852.12	2,725.00	(872.88)
6038 Admin - Internet / Cell	9,395.52	17,190.00	(7,794.48)
6044 Admin - Insurance - PL&A	103,342.10	135,068.00	(31,725.90)
6046 Admin - Property Taxes	64,113.00	89,924.00	(25,811.00)
6048 Admin - Sales - Ice Exp	2,410.20	2,502.00	(91.80)
6050 Admin - Sales - Propane Exp	8,551.30	6,128.00	2,423.30
6052 Admin - Sales - Souvenirs Exp	1,529.00	1,395.00	134.00
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	6,971.93	5,316.00	1,655.93
6059 Admin - Golf Cart Rental Exp	4,340.00		4,340.00
6060 Admin - Sporting Equipment		400.00	(400.00)
6062 GPM - Equip Rental	4,174.31	1,540.00	2,634.31
6064 GPM - Equip Repair	22,870.10	9,778.08	13,092.02
6066 GPM - Fence / Pasture	16,171.18	13,374.00	2,797.18

TOTAL

	ACTUAL	BUDGET	OVER BUDGET
6068 GPM - Fuel	18,994.89	17,400.00	1,594.89
6070 GPM - General Maintenance	2,985.64	3,025.00	(39.36)
6072 GPM - Grounds / Property Repair	9,125.93	5,024.00	4,101.93
6074 GPM - Keys & Locks	640.47	321.00	319.47
6076 GPM - Lawn & Landscape Svc	65,200.00	68,800.00	(3,600.00)
6078 GPM - Pool Chemicals	7,147.40	5,791.00	1,356.40
6080 GPM - Pool M&R	1,580.81	2,432.00	(851.19)
6082 GPM - Pest Control Services	1,774.95	2,545.00	(770.05)
6084 GPM - Roads M&R	1,833.34		1,833.34
6086 GPM - Supplies	5,723.11	4,400.00	1,323.11
6088 GPM - Tools	2,222.41	1,584.00	638.41
6090 GPM - Vehicle M&R	11,260.70	11,100.00	160.70
6092 GPM - Vehicle Tags & Titles	792.68	255.00	537.68
6094 GPM - Maint. Bldg M&R	408.82	446.00	(37.18)
6095 GPM - Safety	2,636.79	1,400.00	1,236.79
6096 GPM - Operat Security Contract		200.00	(200.00)
6098 Operating - Util - Electric	23,563.83	18,893.00	4,670.83
6100 Operating - Util - Propane	6,778.70	5,514.00	1,264.70
6104 Operating - Util - Trash	14,382.16	11,430.00	2,952.16
6106 Operating - Util - Wtr Sys M&R	14,670.43	17,695.00	(3,024.57)
6108 Operating - Util - Wtr Trt M&R	9,903.54	8,361.00	1,542.54
6110 Operating - Projects & Improve	17,973.47	55,000.00	(37,026.53)
6112 Sales - Sales & Market Exp	17,599.43	9,000.00	8,599.43
6113 Sales - Mkt Comm Outreach	750.00	750.00	0.00
6114 Housekeeping - Supplies	8,892.59	6,650.00	2,242.59
6116 Stables - Feed	15,600.92	11,955.00	3,645.92
6118 Stables - Ferrier	15,145.00	12,987.00	2,158.00
6120 Stables - General Expense	3,918.26	2,555.00	1,363.26
6122 Stables - M&R	218.17	1,023.00	(804.83)
6124 Stables - Tack & Equipment	427.18	819.00	(391.82)
6126 Stables - Vet Fees / Medicine	14,587.82	9,000.00	5,587.82
6128 Stables - Jr. Wrangler		740.00	(740.00)
6130 Stables - Horses		1,000.00	(1,000.00)
6132 Stables - Tools	1,227.94	384.00	843.94
6134 Owner - Events	12,397.19	13,700.00	(1,302.81)
6136 Owner - Board/Meetings	102.93	70.00	32.93
6138 Owner - Sales & Transfers	8,561.89	4,822.00	3,739.89
6142 Sponsored Events		54.00	(54.00)
6200 RV - M&R	2,600.04	2,718.00	(117.96)
6204 RV - Bath Houses	13,214.63	641.00	12,573.63
6206 RV - Grounds	1,292.63	2,254.00	(961.37)
6208 RV - Roads	10,881.03	9,400.00	1,481.03
6210 RV - Utilites - Electric	80,177.50	65,210.00	14,967.50
6212 RV - Utilities - Propane	1,329.18	1,882.00	(552.82)
6216 RV - Projects & Improve	69,821.09	88,580.00	(18,758.91)
6300 Cabin - M&R	215.21	757.00	(541.79)
6302 Cabin - Pest Control Svc	6,719.48	6,000.00	719.48
6306 Cabin - Bath Houses	367.09	1,467.00	(1,099.91)
6308 Cabin - Rainbow	4,356.44	4,051.00	305.44
6310 Cabin - Chapel Hill	1,926.21	3,933.00	(2,006.79)

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6312 Cabin - Cottages	2,107.36	1,598.00	509.36
6314 Cabin - Grounds	450.00	1,119.00	(669.00)
6316 Cabin - Roads	5,750.00	6,405.00	(655.00)
6320 Cabin - Utilities - Electric	35,403.92	41,407.00	(6,003.08)
6322 Cabin - Utilities - Propane	351.70	1,089.00	(737.30)
6326 Cabin - Projects & Improve	68,715.37	45,276.00	23,439.37
6400 Lodge - M&R	20,687.11	7,725.00	12,962.11
6402 Lodge - Kitchen M&R	1,331.90		1,331.90
6403 Lodge - Pest Control	482.50		482.50
6406 Lodge - Event Decor/Improve	5,875.45	1,550.00	4,325.45
6408 Lodge - Event Coord/Staff	35,927.00	20,000.00	15,927.00
6410 Lodge - Event Clean/Supply	16,939.48	5,950.00	10,989.48
6412 Lodge - Event Security	3,625.00	1,200.00	2,425.00
6414 Lodge - Marketing	1,150.95	1,450.00	(299.05)
6416 Lodge - Utilities - Electric	20,101.35	18,415.00	1,686.35
6418 Lodge - Utilities - Propane	13,208.33	10,465.00	2,743.33
6424 Lodge - Projects & Improve	11,049.82	21,150.00	(10,100.18)
6500 Capital - Infra Improve	156,479.62	43,792.00	112,687.62
6600 Legal - Admin Exp	2,132.24	11,840.00	(9,707.76)
6602 Legal - GPM	(4,109.50)		(4,109.50)
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	1,060.60	853.00	207.60
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	8,724.17		8,724.17
Total Other Expenses	\$2,128,366.51	\$2,073,413.16	\$54,953.35
NET OTHER INCOME	\$ (2,128,366.51)	\$ (2,073,413.16)	\$ (54,953.35)
NET INCOME	\$255,563.85	\$225,694.84	\$29,869.01

R-Ranch in the Mountains®

Balance Sheet

As of November 15, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1020 Operating Bank Account	303,535.18
1025 Lodge Bank Account	25,211.13
1030 Cabin Bank Account	17,474.56
1040 Property Tax Escrow Bank Acct	77,396.08
1045 Payroll Bank Account	1,827.79
1050 Rodeo Bank Account	32,060.26
1055 Capital Improvement / Infrast	175,183.20
1060 Legal Account	76,360.16
1065 RV Bank Account	16,362.27
1070 Operating Contingent	124,751.38
Total Bank Accounts	\$850,162.01
Other Current Assets	
1700 Accumulated Depreciation	-126,163.98
1900 Unsold Ranch Memberships	343,275.00
Uncategorized Asset	1.00
Undeposited Funds	0.00
Total Other Current Assets	\$217,112.02
Total Current Assets	\$1,067,274.03
Fixed Assets	
1530 Vehicles	36,719.64
1535 Machinery & Equipment	42,932.80
1540 Horses & Sports Equipment	-850.00
1545 Buildings and Improvements	649,172.79
Total Fixed Assets	\$727,975.03
TOTAL ASSETS	\$1,795,249.06
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2050 Prepaid Assessments	0.00
2060 Sales Tax Payable	-163.25
2070 Accrued Property Tax	53,018.72
2095 In-House ATM for Events	0.00
2350 Cabin - Refundable Deposit	10,230.00
2470 Prepaid - Other	100.00
Total Other Current Liabilities	\$63,185.47
Total Current Liabilities	\$63,185.47
Total Liabilities	\$63,185.47

CUSTOMER ACCOUNT STATUS/ UNIT STATUS

Active	772	736	775	639	674	720	713	743	746	657	659	729
Suspended	70	106	69	178	149	104	112	85	77	164	163	97
TOTAL UNITS	842	842	844	817	823	824	825	828	823	821	822	826
Status as of:	1/17/20	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20	7/15/20	8/12/20	9/17/20	10/19/20	11/19/20	12/19/20

Goal is 1200 units

Active	743	755	760	722	733	729	758	776	752	610	659	
Option Program					6	6	8	8	8	8	8	
Suspended	86	68	63	88	72	80	51	44	61	203	155	
TOTAL:	829	823	823	810	811	815	817	828	821	821	822	0
Collections	33	40	38	58	57	53	49	43	43	43	43	
TOTAL UNITS	862	863	861	868	868	868	866	871	864	864	865	0
Status as of:	1/15/21	2/18/21	3/18/21	4/22/21	5/13/21	6/18/21	7/16/21	8/20/21	9/16/21	10/21/21	11/17/21	

Goal is 1200 units

Active	677	699	705	609	645	678	692	711	697	578	636	
Option Program	7	6	5	3	3	3	3	4	4	7	6	
Suspended	118	101	90	189	142	112	102	89	100	211	152	
TOTAL:	802	806	800	801	790	793	797	804	801	796	794	0
Collections	63	54	56	55	55	55	55	53	53	53	52	
TOTAL UNITS	865	860	856	856	845	848	852	857	854	849	846	0
Status as of:	1/12/22	2/18/22	3/16/22	4/22/22	5/18/22	6/17/22	7/14/22	8/17/22	9/14/22	10/19/22	11/16/22	

Goal is 1200 units

Active	647	628	651	574	608		657	647	644	560	542	
Option Program	10	11	11	12	12		14	12	9	8	8	
Suspended	98	111	77	158	123		78	86	88	167	178	
TOTAL:	755	750	739	744	743	0	749	745	741	735	728	0
Bankruptcy	1	1	1	1	1		4	3	1	1	1	
Collections	65	84	82	81	80		72	72	71	72	72	
TOTAL UNITS	820	835	821	825	823	0	821	817	812	807	800	0
Status as of:	1/19/23	2/16/23	3/16/23	4/20/23	5/17/23		7/14/23	8/16/23	9/14/23	10/19/23	11/16/23	

Goal is 1200 units



Executive Director Board Report – November Meeting

- October was fast and furious and went by in a blur and personally am glad it's over.
- Ended our grass cutting season, will begin again at the end of March/beginning of April.
- Work orders continued and have been kept up with.
- We had wonderful ARW that came in and volunteered to help with taking out the old, overgrown, and dying landscaping around the lodge and pool. They even donated a few trees/shrubs/bushes to get us started back. There is funding in the budget to put back a minimalist hardscape to keep trash and leaves out the new pool, while making it look better and expanding the grass area as we have so much more active Owners.
- Continued to prepare for insurance renewals and were completed by our renewal period of November 10th.
- Looking to get back on track to get the online reservation portion up, unfortunately I have been tied up with insurance and budget and Vince has been tied up with Cabins and front desk and HR.
- Staffing updates:
 - 1) Tony is working well, he is teamed up with Jacob at times and have had him crossover with Greg.
 - 2) Brought in Adam as a carpenter with 30 years of experience. He worked with Greg on 803 and knocked out a ton in one week and then realized he only started at \$15/hr and quit immediately. This was listed on indeed and discussed during interviews. Continuing to look for staff.
 - 3) Meaghan has shifted to the front office and we are looking for a Stable Hand.
 - 4) We have two front office personnel starting next weekend.
- Project updates:
 - 1) Wi-Fi – Chapel Hill only, did not make budget cuts.
 - 2) Chapel Hill Electrical – We have 11 cabins left to be finished with the project, in budget currently for next year.
 - 3) Rainbow – working on 803/804 – stairs put in 803, railing going up, poly on walls and floor and all of 804 sanded. Reference back to staffing.
 - 4) RV4 electrical upgrade – Creekside to be budgeted for 2024.
 - 5) Wastewater Treatment Plant – contractor has come out numerous times taking measurements and discussing the project. It is very complicated. It was decided the best approach was to prefab as much as possible before shutdown to limit the time frame the plant is down. Will begin shutdown after thanksgiving.
 - 6) Pool – header and coping is in, sand in the filters has been changed, deck is going in, wiring and lights almost complete, last piece is prep and spraying of inside. The additional work of the new header and new piping for skimmers, etc cause a delay which we were unfortunately not able to overcome along with a few days rain. New projected date, December 8th.
 - 7) Water pump system – waiting on contractor, says it will be soon. They came out this past week.
 - 8) Lodge – had the heat disperser changed. Cost of \$8500.
 - 9) Basketball courts complete, just need gravel, 2-4 loads. Estimated at \$2k, plus or minus.
 - 10) Deeds – still working foreclosures and with the PI. Saw some foreclosures listed in the Dahlonge Nugget. Slow but steady progress. Key is to not add anymore to the pile.

MAINT Report

Worked with LAND SCAPERS ON Removing bushes
Around pool put out grass seed ALSO lined ALL
PASTURES ALSO RV # 6 done some rewiring AT
TREATMENT PLANT ALSO Replaced belts ON #2 blower
Worked with CONTRACTORS ON CLEANING WATER TOWER
ALSO sewage TREATMENT PLANT capped sewer line
for demo 8/2 cut dead trees in RV # 1 began
some ROAD WORK began wiring for pool lights
ALSO emptied SAND filters plumbed water
line for pool Als Repaired water line for out
side spickett The list goes ON & ON
ALSO general MAINT

ALSO water line repairs in ROAD
Old CABIN AREA.

R-Ranch Stable Report

October 2023

Summary:

October was a very good month for the Stable. The Weather was great for riding. We exceeded our monthly average for both Riders (+64) and Passes (+16). We're nearly caught up on our to date Yearly average and we exceeded our yearly average for Passes so far. Please refer to the table inserted further down in this report.

It has been a challenge with the small herd size of 23 horses. We have every horse online now except for Jeb who is recovering from a leg injury. I'm frequently unable to offer rides for our third ride of the day because every available horse did back-to-back rides for the first two rides. I'm doing my best to provide "a" ride to everyone that comes in, while trying to preserve our wonderful animals (who are Staff) for continued use.

Meaghan has been with us for two years now and has been a real asset. She has been working at the Front Office as well. Next month she will be working exclusively at the Front Office.

Steve, jeff and their Maintenance Team continue to be of significant help when needed.

Numerous owners help from time to time, and all are very nice. I would like to mention a few Owners who helped out a lot lately. Kim Nurmi has been helping groom and tac and even took out a Gold Card Ride. Ed & Sue Messer are just wonderful. They too have been helping groom and tac (mostly Sue LoL) as well as taking out rides when I'm short staffed. THANKS GUYS!!!!

Events:

- ❖ Oct 9. (MON): Columbus Day
 - Cool mornings but beautiful weather for riding during the day.
- ❖ OCT 14. (SAT): New Beginning Church Group Ride
 - Eric Miller sponsored the New Beginnings Church which brought a group of High School Students to the R-Ranch for several activities to include Horse back riding. They were a great bunch of kids and very polite. They seemed to have a very good time. We hope they come again.
- ❖ OCT 21. (SAT) Big Owner's Meeting:
 - A while back I decided to keep the Stable open for rides instead of attending these meets as we did in the past.
 - We had a good weekend for rides.

Projects:

- ❖ Hay: As of 25 AUG, Total hay on Hand = 94 Round Bales; 450 Square Bales.
- ❖ Stable/Barn:
 - Repainting is apparently cancelled once again.
 - We have a roof leak IVO the steeple.
- ❖ Trail Marking:
 - This project is ongoing. I hope to make some progress on this soon.
- ❖ Pasture Fence Painting:
 - Apparently, the exposed fiberglass that puts both horses and people at risk is not an issue to the R-Ranch. This project has been cancelled as well. It doesn't do much for your curb-appeal either...just saying.

R-Ranch Stable Report

October 2023

Fencing/Pastures:

- ❖ **All Pastures:** Steve finished bushhogging the pastures for me so that they could start treating the pastures and reseeded them. Jeff was able to reseed the pastures and fields we use for hay production with Bermuda grass. Then on OCT 25th Steve and Jeff started treating all the pastures with lime. Come NOV when the seeder is repaired, they will seed the grazing pastures with Winter Rye. Hopefully this will give us better grazing this winter.
 - **Owners Pasture (New):**
 - In the first part of OCT we were still using Owners pasture to quarantine two new horses, Sylvan a No-Cost-Lease horse from Nancy Swartz, and Boone a great horse we got at a highly discounted cost thanks to Bill Poole's generosity. We also use this time to Buddy them up with a horse from the herd (Sky) we intend to insert them into. This really reduces the drama.
 - Once we moved them into Red-Herd this pasture was vacant.
 - **Barn Pasture:**
 - Blue Herd was grazing on this pasture(s) (Barn, Back, and Office Pastures).
 - **Back Pasture:**
 - Blue Herd was grazing on this pasture(s) (Barn, Back, and Office Pastures).
 - **Rainbow Pasture:**
 - Bush Hogged.
 - Moved Red Herd to this pasture.
 - **Chapel Hill:**
 - Bushhogged.
 - **Old Owner's Pasture:**
 - This pasture is currently set aside for Hay production.
 - In May I had to cut several fallen trees off of the NE corner. I still need to reset this corner.
 - Steeve and his crew have filled in the deep erosion cuts to reduce the abuse to our hay equipment.
 - **Lodge Pasture:**
 - Red Herd was grazing on this pasture in the beginning of the month.
 - The Rest of OCT this pasture was in recovery.
 - **Office Pasture:**
 - Blue Herd was grazing on this pasture(s) (Barn, Back, and Office Pastures) in OCT.
 - **Putt Putt Pasture:**
 - We will rotate horses back onto this pasture once we get some rain. Currently the creek is insufficient to provide water for the herd.
 - I still have to make a more deliberate repair or modification to the fence near the gully just South of the Putt Putt golf course due to previous significant erosion. We installed a temporary section of fence to keep the horses safe.
 - The old Barbed wire section of fence (E-side) has deteriorated even more and is no longer an effective barrier/containment. This section of fence must be rebuilt NOW.
 - Additionally, we need to rebuild the small berm/dam on the intermittent stream that provides drinking water for our horses to create a small drinking pool.

R-Ranch Stable Report

October 2023

Maintenance:

- ❖ F-350 (Next Service due Fall 2023):
 - **Service is due NOW.**
 - Whatever was causing the engine to frequently stall has stopped being a problem at least for no.
 - Still using/leaking engine oil, about a quart a week.
 - The front seal of the Transmission is leaking worse. We are using approx. one (1) pint every two (2) weeks. We continue to monitor all fluid levels and add as needed.
 - I was able to repair the old window regulator for the driver's window so I returned the new regulator we purchased a while back and got a refund for the Ranch.
 - *** Both Rear Windows are still inoperable***. This makes it very miserable for staff/passengers in the back seat.
- ❖ Stock Traller
 - NSTR
 - 5 May we replaced the four (4) worn out tires .
- ❖ Kubota ATV (Next Service due at 2,200 hr):
 - Last serviced at 2,100 hours, Due NOW.
 - Replaced worn out front tires.
 - The throttle body is worn out and there's another undiagnosed issue...it will most likely need to go to repair shop to pinpoint and repair the problem. I performed a upper cylinder carbon removal treatment which has helped some...
- ❖ Manure Wagon (Next Service due MAR-APR 2024):
 - I adjusted and lubricated the sweeper chains and greased the bearings in SEP 2023.
- ❖ Chainsaws:
 - MS-211: NSTR.
 - MS-311: NSTR.

Equine Care:

- ❖ Dewormer: (Due again JAN 2023)
 - We conducted our most recent Deworming in NOV 2, 2023 for Tape Worms.
 - We will Deworm for Tape Worms following the 1st hard frost in NOV 2023
- ❖ Coggins (Equine Herpes Virus or EHV test): (Due In MAR 2024)
 - Dr Pam Milligan of Chattahoochee Veterinary Clinic came out on MAR 25th to draw blood for Coggins test and administered Rabies Vaccine to our entire herd.

R-Ranch Stable Report

October 2023

Equine Care continued:

❖ Vaccine: (Due again OCT 2023)

- **Due Now.** We will do this in NOV 2023.
- We administered our Semi-annual 5-Way Vaccine to all our horses on MAY 18th, 2023. This protects them from:
 - Eastern Equine Encephalitis (EEE).
 - Western Equine Encephalitis (WEE).
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.
- We administered the West Nile Vaccine to all our horses on JUN 1st, 2023.
 - West Nile virus.

❖ Farrier / Hoof Care:

- The interval between Farrier service to shod horses is increasing now that Fall is upon us. We are averaging 6-8 weeks for shod horses and 8-10 weeks for barefoot horses.

❖ Vet:

- **We were able to get a bunch of weight back on Ed!!!** He looks great for a horse of his age.
- The Pulse-therapy for EPM has resolved Jeb's coordination issues. We were in the process of reconditioning him when he injured his RR-leg on a power pole anchor cable. His stitches will be coming out on 23 OCT. He is healing but it's taking a while due to the location of the injury

Herd development/training:

- Our herd count is now 24. Three (3) are No-Cost-Lease. 15 are Geldings and nine (9) are Mares. One (1) is Corral Only (Ed), eight (8) are Beginner, seven (7) are Intermediate, seven (7) are Experienced, one (1) is currently off line.

R-Ranch Stable Report

October 2023

Rider & Pass #s:

2023									2020-2022 (3-Year Average)				
Month	Month Riders	Month Passes	Year Riders	Year Passes	TREND				Month	Month Riders	Month Passes	Year Riders	Year Passes
					MR	MP	YR	YP					
JAN	84	12	84	12	Green	Green	Green	Green	JAN	61	5	61	5
FEB	121	25	205	37	Green	Green	Green	Blue	FEB	98	16	159	37
MAR	79	23	284	60	Orange	Green	Green	Green	MAR	124	14	283	52
APR	172	22	450	79	Green	Orange	Green	Green	APR	167	55	372	61
MAY	184	17	634	96	Orange	Orange	Green	Blue	MAY	251	25	623	96
JUN	224	35	858	131	Orange	Orange	Orange	Blue	JUN	297	40	920	126
JUL	293	40	1,151	171	Orange	Orange	Orange	Blue	JUL	340	73	1,261	170
AUG	121	16	1,272	187	Orange	Orange	Orange	Orange	AUG	164	30	1,425	200
SEP	230	31	1,502	218	Blue	Blue	Orange	Orange	SEP	229	31	1,655	232
OCT	314	65	1,816	283	Green	Green	Orange	Blue	OCT	250	49	1,906	281
NOV									NOV	211	39	2,117	320
DEC									DEC	75	12	6,577	333

KEY	
	: Above Average
	: Equal / Slight Increase
	: Slight Decrease
	: Below Average

R-Ranch Stable Report

October 2023

Trails status current as of publication of this report:

- Trail clearing is an ongoing recurring project that requires constant effort.
- 24x Green, 1x Yellow, 2x Red Status.

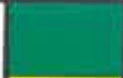


Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop			
Waterfall			>Than 2 weeks since last ridden
Knee Knocker			
Indian Mound			
Wild Turkey			Felled several dead trees
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Upper Creek Side			
Satterfield			
Nemo			
Jarad			
Burnt Out			
High Meadow			Dangerous Trees
RV-7 Bypass			
Crystal			
Pennywise			
Nickum's Blunder			
Rustic; Outer & Inner Loops			
Archery			
Wagon Wheel			
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			
Ed Owen			
Tire Tree			>Than 2 weeks since last ridden
Gooch Gap			
Piano			
Lake			

R-Ranch Stable Report

October 2023

KEY to Trail List:

Trail Clearance Status Key:		< 2 weeks since last Ridden / Cleared; No adverse WX
		> 2 Weeks since last Ridden / Cleared; Adverse WX event or Minor Obstacle
		= Reported / Observed Hazard

V/R Herbert Kirkover

Key:

- COA = Course of action
- GATC = Georgia Appalachian Trail Club
- IOT = In order to
- IVO = In vicinity of
- NSTR = Nothing significant to report
- ODA = US Army Special Forces Operational Detachment Alpha
- OOA = On or about
- TBD = To be determined
- WX = Weather

Enclosures:

Encl-1 Herd Roster

November 2023 BOD Lodge Report

October 2023 Income	
Wedding	\$24,937
Events	\$2,138
Misc.	\$0
	\$27,075

October 2023 Income	
Total Expenses for the month	\$13,725
Net Revenue	\$13,350

Wedding P&L 2023	
YTD Wedding Revenue	\$188,155
Projected Revenue of Weddings 2023	\$96,500
Total amount yet to book	\$91,655

Event P&L 2023	
YTD Event Revenue	\$10,095
Projected Revenue of Events 2023	\$10,496
Total amount yet to book	\$401

Contact Summary

Contacts:		80
	Emails	
	42	R-Ranch Web Site
	10	Here Comes the Guide
	24	Wedding Wire/ The Knot
	0	Direct Emails
	4	Phone Calls
	0	Social Media
Total	80	

Of the contacts:		
	80	Weddings
		Groups
		Party
		Reunion/School
Total	80	Total

Wedding Tours:		14
Source:	8 Website, 2 Wedding Wire/ 2 Knot/0 HCTG, 2 Phone, Referred	
Status of Tours:	4 booked (0 HCTG, 0 WW, 0 Knot, 4 Web, 0 Phone)	

2023 Summary		
Weddings	34	
Events	17	
RR Events	16	Owner Events (NON REVENUE)
	67	
<p style="color: red; margin: 0;">The R-Ranch non-revenue events are:</p> <p style="margin: 0;">Met the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party</p>		

2024 Summary		
Weddings	27	
Events	8	
RR Events	16	Owner Events (NON REVENUE)
	51	
<p style="color: red; margin: 0;">The R-Ranch non-revenue events are:</p> <p style="margin: 0;">Met the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party</p>		

Sales & Marketing Report

November 2023 (for October)

Sales:

Leads: 69 Online: 55 Phone: 10 Walk-in: 4 Tours: 13

New Sales: 1 YTD: 20

Option Program: 0 YTD: 7 Total in Program: 9

Transfers: 3 YTD: 39

Transfer List: 26 Deedback waitlist: 15 Both list: 6

Tour Feedback:

The Good:

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

The Bad:

- 1) Want Pickle Ball
- 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: fall campaigns have are up and running. About to change to winter campaigns.
- Finishing up new marketing brochure by just combining all of our different printouts into one booklet. Cleaner, neater and more organized. Looking to launch for 2024

Housekeeping Report

Oct. 2023

We cleaned 24 Chapel Hill cabins, 9 Cottages, 44 Single, and 39 Duplex cabins.

This is a total of 116 cabins cleaned this month. We also completed deep cleans on 907,912,927,932,967 Chapel hill cabins.