R-Ranch in the Mountains

Board of Director's Meeting

April 24, 2021

Meeting Minutes

In attendance: Ashley Spenner (President), Marc Armstrong (Vice President), Sue Burton (Treasurer), Alex Griffin, Randy Mercier, Becky Mooney, Cecil Pacetti, and Jesse Stout

Absent: Holly Sell, (Secretary) Remotely: 0

Meeting type: In person

I. **CALL TO ORDER–** 9:37 President, Ashley Spenner

II. **OPENING PRAYER-** Cecil Pacetti

III. **PLEDGE OF ALLEGIANCE-** Randy Mercier

IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA** Motion to accept by Sue , seconded by Randy

V. **SUSPEND READING MARCH 2021 BOD Meeting** Motion to accept by Cecil , seconded by Marc

VI. **APPROVE/AMEND/ACCEPT MARCH 2021 BOD MEETING MINUTES** Motion to accept by Randy, seconded by Marc

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- introduced the candidates which were present.

8. Strategic Planning committee

9. **BOARD APPOINTED COMMITTEE**

a) RV6 Committee

b) Rodeo Committee

VIII. OLD BUSINESS-

a) NA Need to added to next month's agenda to discuss trailer parking.

b) New Arena sites- Last month BOD approved the addition of 4 non-sewage sites. When reviewed during layout, it was identified that the new sites would be close to the sewer cover and that it may be beneficial to add sewage to these sites while the other sewer work is being done. Board was asked if we support the addition of sewage to these 4 sites. To assist in paying for this upgrade, an idea was proposed by Blaine to adopt out 2 of the 4 sites. Discussion – adopt 2 of the 4 sites for 3 years for $4,000. Possibility place in the July Lottery. Motion was made by Sue to adopt 2 of the 4 sites for $4,000 for 3 years. Alex seconded. Vote unanimously.

IX. NEW BUSINESS-

a) NA

X. ADJOURN GENERAL MEETING

Time: 10:28 a.m.

The next meeting of the R-Ranch Board of Directors will be held on May 15, 2021 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION – No

XII. WORKING SESSION – No

Signed, Holly Sell

May 10, 2021

R-Ranch in the Mountains

Owner's Meeting Minutes

April 24, 2021

Agenda

In attendance: Ashley Spenner (President), Marc Armstrong (Vice President), Sue Burton (Treasurer), Alex Griffin, Randy Mercier, Becky Mooney, Cecil Pacetti, and Jesse Stout

Absent: 0 Remote: Holly Sell, (Secretary)

Meeting type: In person

I. CALL TO ORDER- President, Ashley Spenner – 1:13 p.m.
II. Welcome- Ashley Spenner
III. Opening Prayer- Cecil Pacetti
IV. Pledge of Allegiance- Randy Mercier
V. Review Agenda/Amend Agenda/Approve Agenda as written/Accept Agenda as written- Ashley Spenner- Sue, Randy
VI. Honor Military/Veterans/Public Service Personnel- Alex Griffin
VII. Recognize outgoing BOD (Sue Burton, Alex Griffin, and Ashley Spenner) – Marc Armstrong
VIII. Recognize Volunteers- Ashley Spenner
IX. Introduction of R-Ranch Staff – Blaine Griffith
X. Introduction of Nominating Committee- Ashley Spenner
XI. Explanation of Election/Voting Procedures- Christy Griffin
XII. Introduction of Candidates- Christy Griffin
XIII. Ask for Nominations form the Floor- Christy Griffin
XIV. Individual Candidates Speak- Christy Griffin
XV. Adjourn for voting- Ashley Spenner, 20 min
XVI. Reconvene Meeting- Ashley Spenner
XVII. Announce October Owner's Meeting Sat Oct. 23rd /Monthly BOD Meeting 3rd Sat each month- Ashley Spenner
XVIII. Treasurer's Financial Report- Blaine Griffith
XIX. Director's Report- Blaine Griffith
XX. Accommodations Committee- Becky Mooney
XXI. Strategic Planning Committee Report- Holly Sell
XXII. Rodeo Report- Valorie Lottes
XXIII. RV6 Committee-
XXIV. Marketing Committee- Christy Griffin
XXV. Upcoming Activities- Blaine Griffith
XXVI. Announce 2021 – 2022 Nominating Committee- (TBD)- Ashley Spenner
XXVII. Brief Owner's Q & A- Ashley Spenner- No questions submitted

XXVIII. Announce Election Results- Christy Griffin

XXIX. Get the keys from the outgoing BOD- Ashley Spenner

XXX. Instruct BOD to go to the board room to elect executive officers- Ashley Spenner

XXXI. Next BOD Meeting Sat May 15th – Ashley Spenner

XXXII. Adjourn Meeting- Ashley Spenner

XXXIII. ADJOURN GENERAL MEETING

Time: _3:30_____

930 Am

R-Ranch in the Mountains
Board of Director's Meeting
April 24th, 2021

SIGN IN SHEET

OWNER'S NAME:	OWNER #
CHRISTY GRIFFIN	1800
Iris Koplen	0544
Regina Karle	0024
Marty Blessitt	1241
Mary Beth Mike Tannor	0616
Gena Harmon	0366
Vivian Hart	0678
Johnny Hart	0678
Ken Blessitt	1241

R-Ranch In the Mountains

Owner's Meeting

April 24, 2021

Agenda

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V. Review Agenda/Amend Agenda/Approve Agenda as written/Accept Agenda as written- Ashley Spenner
VI. Honor Military/Veterans/Public Service Personnel- Alex Griffin
VII. Recognize outgoing BOD (Sue Burton, Alex Griffin, and Ashley Spenner) – Marc Armstrong
VIII. Recognize Volunteers- Ashley Spenner
IX. Introduction of R-Ranch Staff – Blaine Griffith
X. Introduction of Nominating Committee (Christy Griffin, Celia Hoffman, Hal Barrineau)- Ashley Spenner
XI. Explanation of Election/Voting Procedures- Christy Griffin
XII. Introduction of Candidates- Christy Griffin
XIII. Ask for Nominations form the Floor- Christy Griffin
XIV. Individual Candidates Speak- Christy Griffin
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XXI. Strategic Planning Committee Report- Holly Sell
XXII. Rodeo Report- Valorie Lottes
XXIII. RV6 Committee- Jesse Stout
XXIV. Marketing Committee- Christy Griffin
XXV. Upcoming Activities- Blaine Griffith
XXVI. Announce 2021 – 2022 Nominating Committee -any volunteers? - Ashley Spenner
XXVII. Brief Owner's Q & A- Ashley Spenner
XXVIII. Announce Election Results- Christy Griffin
XXIX. Get the keys from the outgoing BOD- Ashley Spenner

XXX. Instruct BOD to go to the board room to elect executive officers- Ashley Spenner

XXXI. Next BOD Meeting Sat May 15th – Ashley Spenner

XXXII. Adjourn Meeting- Ashley Spenner

XXXIII. ADJOURN GENERAL MEETING

Time: _____

R-Ranch in the Mountains®
Income Statement
Compared with Budget
March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	$ 389,832.74	$ 383,863.00	5,969.74	$ 506,521.25	$ 494,276.00	12,245.25
RV Revenue	7,148.18	7,107.00	41.18	25,686.60	21,167.00	4,519.60
Cabin Revenue	10,173.92	7,909.00	2,264.92	21,118.90	18,406.00	2,712.90
Lodge Revenue	5,825.00	7,520.00	(1,695.00)	15,450.00	15,420.00	30.00
Capital Imp Revenue	1,159.45	2,562.00	(1,402.55)	3,915.06	4,576.00	(660.94)
Legal Revenue	140.00	2,112.00	(1,972.00)	4,685.75	5,836.00	(1,150.25)
Rodeo Revenue	0.00	200.00	(200.00)	500.00	200.00	300.00
Total Revenues	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Expenses						
Employee Expenses	59,909.27	68,798.62	(8,889.35)	176,501.40	206,228.86	(29,727.46)
Admin Expenses	15,047.78	17,512.00	(2,464.22)	82,005.55	71,056.00	10,949.55
GPM Expenses	6,422.63	14,034.00	(7,611.37)	10,411.36	17,704.00	(7,292.64)
Operating Utilities	4,400.50	11,335.00	(6,934.50)	20,587.03	24,046.00	(3,458.97)
Sales & Marketing Exp	1,363.95	3,250.00	(1,886.05)	1,851.45	5,950.00	(4,098.55)
Housekeeping Expenses	517.22	467.00	50.22	879.68	1,222.00	(342.32)
:able Expenses	4,429.50	3,437.00	992.50	7,571.43	8,880.00	(1,308.57)
Owner Expenses	1,827.21	1,733.00	94.21	3,122.13	2,717.00	405.13
Sponsored Events Exp	0.00	0.00	0.00	0.00	0.00	0.00
Misc Exp	0.00	4.00	(4.00)	0.00	12.00	(12.00)
RV Expenses	32,255.31	9,628.00	22,627.31	55,359.27	20,405.00	34,954.27
Cabin Expenses	10,352.70	7,485.00	2,867.70	20,317.79	19,559.00	758.79
Lodge Expenses	3,011.75	6,995.00	(3,983.25)	16,693.07	15,256.00	1,437.07
Capital Imp Exp	2,306.98	0.00	2,306.98	6,556.19	0.00	6,556.19
Legal Exp	(20.00)	2,112.00	(2,132.00)	(75.00)	5,836.00	(5,911.00)
Rodeo Expenses	0.00	467.00	(467.00)	(30.00)	524.00	(554.00)
Total Expenses	141,824.80	147,257.62	(5,432.82)	401,751.35	399,395.86	2,355.49
Net Operating Income	272,454.49	264,015.38	8,439.11	176,126.21	160,485.14	15,641.07
Other Income/Expense						
Bad Debt Expense	(4,622.01)	0.00	(4,622.01)	7,604.71	0.00	7,604.71
Net Income	$ 277,076.50	$ 264,015.38	13,061.12	$ 168,521.50	$ 160,485.14	8,036.36

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	$ 373,085.67	$ 365,857.00	7,228.67	$ 464,603.21	$ 453,288.00	11,315.21
Admin - Child Rights	0.00	0.00	0.00	500.00	0.00	500.00
Admin - Interest	1.98	7.00	(5.02)	5.27	21.00	(15.73)
Admin - Fines & Fees	(1,523.16)	100.00	(1,623.16)	(611.59)	300.00	(911.59)
Admin - Late Fees & FC	4,107.08	1,964.00	2,143.08	7,181.65	5,407.00	1,774.65
Admin - Ownership Sales	3,485.00	1,990.00	1,495.00	4,831.25	4,975.00	(143.75)
Admin - Ownership Transfer	4,372.00	1,944.00	2,428.00	7,451.50	5,832.00	1,619.50
Admin - Day Use	30.00	0.00	30.00	30.00	0.00	30.00
Admin - Sales - Ice	92.59	104.00	(11.41)	159.25	185.00	(25.75)
Admin - Sales - Propane	832.46	1,017.00	(184.54)	4,748.85	2,700.00	2,048.85
Admin - Sales - Souvenirs	0.00	140.00	(140.00)	0.00	246.00	(246.00)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	3.00	(3.00)
Admin - Sales - Gate Cards	25.00	8.00	17.00	100.00	24.00	76.00
Admin - Sales - Store	195.12	555.00	(359.88)	715.75	1,315.00	(599.25)
Admin - Vending Income	0.00	215.00	(215.00)	921.00	895.00	26.00
Admin - Stables - Riding Pas	830.00	608.00	222.00	1,310.00	1,020.00	290.00
Admin - Stables - Fundraiser	0.00	600.00	(600.00)	40.00	800.00	(760.00)
Admin - Recovery of Bad De	52.00	372.00	(320.00)	1,368.11	2,316.00	(947.89)
Admin - RV Adoptions	2,304.00	6,122.00	(3,818.00)	9,120.00	10,822.00	(1,702.00)
Admin - Cabin Adoptions	1,188.00	1,659.00	(471.00)	2,592.00	3,072.00	(480.00)
Admin - RV Moves	645.00	450.00	195.00	1,285.00	755.00	530.00
Admin - Pet Fees	110.00	150.00	(40.00)	170.00	300.00	(130.00)
RV - Electric - Usage Fee	4,797.00	3,603.00	1,194.00	11,233.00	8,321.00	2,912.00
RV - Electric - Quarterly	585.18	1,029.00	(443.82)	8,060.60	8,415.00	(354.40)
RV - Monthly Adoptions	640.00	350.00	290.00	2,240.00	850.00	1,390.00
RV - Yearly Adoptions	540.00	1,434.00	(894.00)	2,076.00	2,536.00	(460.00)
RV - Guest & Group	586.00	689.00	(103.00)	2,077.00	1,039.00	1,038.00
RV - Interest	0.00	2.00	(2.00)	0.00	6.00	(6.00)
Cabin - Electric - Usage	1,914.00	2,416.00	(502.00)	5,296.00	5,286.00	10.00
Cabin - Electric - Quarterly	262.26	351.00	(88.74)	1,380.92	1,933.00	(552.08)
Cabin - Adoptions	396.00	553.00	(157.00)	814.00	1,024.00	(210.00)
Cabin - Guest & Group	3,207.66	1,859.00	1,348.66	5,512.98	3,448.00	2,064.98
Cabin - Cottage	4,394.00	2,730.00	1,664.00	8,115.00	6,715.00	1,400.00
Lodge - Weddings	5,825.00	5,000.00	825.00	13,600.00	10,000.00	3,600.00
Lodge - Events	0.00	2,520.00	(2,520.00)	1,850.00	5,420.00	(3,570.00)
Capital Improve - RV	756.00	2,009.00	(1,253.00)	3,024.00	3,552.00	(528.00)
Capital Improve - Cabins	396.00	553.00	(157.00)	864.00	1,024.00	(160.00)
Capital Imp - Intrest	7.45	0.00	7.45	27.06	0.00	27.06
Legal - Admin	140.00	2,112.00	(1,972.00)	4,685.75	5,836.00	(1,150.25)
Rodeo - Vendors	0.00	200.00	(200.00)	0.00	200.00	(200.00)
Rodeo - Sponsors	0.00	0.00	0.00	500.00	0.00	500.00
Total Revenues	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Expenses						
Employee - Payroll/Salary	48,382.96	53,554.62	(5,171.66)	143,431.32	160,663.86	(17,232.54)
Employee - Payroll Tax	4,075.17	5,098.00	(1,022.83)	10,616.56	15,294.00	(4,677.44)
Employee - Payroll Fees & E	630.52	585.00	45.52	2,045.73	1,588.00	457.73
Employee - Benefits	3,564.16	5,700.00	(2,135.84)	13,227.95	17,100.00	(3,872.05)

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - IRA	158.46	400.00	(241.54)	633.84	1,200.00	(566.16)
Employee - Workers Comp	2,548.00	3,161.00	(613.00)	5,096.00	9,483.00	(4,387.00)
Employee - Commissions	550.00	300.00	250.00	1,450.00	900.00	550.00
Admin - Bank Fees	(20.00)	51.00	(71.00)	20.00	131.00	(111.00)
Admin - Business Fees	336.95	199.00	137.95	590.95	448.00	142.95
Admin - IT	2,185.52	1,807.00	378.52	4,865.51	5,421.00	(555.49)
Admin - Dues & Subscriptio	220.97	232.00	(11.03)	220.97	596.00	(375.03)
Admin - Emp Develop & Tra	0.00	500.00	(500.00)	0.00	730.00	(730.00)
Admin - Acknowledgements	0.00	50.00	(50.00)	0.00	100.00	(100.00)
Admin - Merchant Services	(779.07)	0.00	(779.07)	(1,005.98)	0.00	(1,005.98)
Admin - Mileage Reimburse	59.85	72.00	(12.15)	79.80	166.00	(86.20)
Admin - Office Build M&R	0.00	30.00	(30.00)	125.00	120.00	5.00
Admin - Office Expense	521.56	503.00	18.56	1,140.62	1,242.00	(101.38)
Admin - Printing / Copying	556.46	739.00	(182.54)	957.52	1,474.00	(516.48)
Admin - Shipping / Postage	607.21	1,152.00	(544.79)	1,091.21	1,768.00	(676.79)
Admin - Cable/Cell/Telepho	1,244.63	1,400.00	(155.37)	3,732.65	4,200.00	(467.35)
Admin - Insurance - PL&A	0.00	0.00	0.00	47,319.00	23,760.00	23,559.00
Admin - Property Taxes	9,159.00	9,159.00	0.00	18,318.00	27,477.00	(9,159.00)
Admin - Sales - Ice	0.00	0.00	0.00	0.00	58.00	(58.00)
Admin - Sales - Propane	607.74	654.00	(46.26)	4,203.34	1,561.00	2,642.34
Admin - Sales - Souvenirs	0.00	282.00	(282.00)	0.00	529.00	(529.00)
Admin - Sales - Gate Cards	0.00	155.00	(155.00)	0.00	155.00	(155.00)
Admin - Sales - Store	319.16	277.00	42.16	319.16	870.00	(550.84)
Admin - Sporting Equipment	27.80	250.00	(222.20)	27.80	250.00	(222.20)
GPM - Equip Rental	0.00	34.00	(34.00)	313.91	102.00	211.91
GPM - Equip Repair	420.16	1,098.00	(677.84)	642.09	1,943.00	(1,300.91)
GPM - Fence / Pasture	0.00	8,000.00	(8,000.00)	0.00	8,009.00	(8,009.00)
GPM - Fuel	2,681.94	1,532.00	1,149.94	4,626.12	1,928.00	2,698.12
GPM - General Maintenance	70.22	204.00	(133.78)	385.43	632.00	(246.57)
GPM - Grounds/Property Re	0.00	600.00	(600.00)	510.80	781.00	(270.20)
GPM - Keys & Locks	23.57	229.00	(205.43)	28.73	231.00	(202.27)
GPM - Pool Chemicals	0.00	1,157.00	(1,157.00)	290.00	1,197.00	(907.00)
GPM - Pool M&R	0.00	49.00	(49.00)	0.00	53.00	(53.00)
GPM - Pest Control Services	543.00	519.00	24.00	543.00	844.00	(301.00)
GPM - Roads M&R	1,230.00	0.00	1,230.00	1,230.00	0.00	1,230.00
GPM - Supplies	101.60	106.00	(4.40)	484.05	409.00	75.05
GPM - Tools	0.00	37.00	(37.00)	40.64	163.00	(122.36)
GPM - Vehicle M&R	248.14	377.00	(128.86)	212.59	1,288.00	(1,075.41)
GPM - Maint. Bldg M&R	0.00	92.00	(92.00)	0.00	124.00	(124.00)
GPM - Operat Security Contr	1,104.00	0.00	1,104.00	1,104.00	0.00	1,104.00
Operating - Util - Electric	2,847.29	2,598.00	249.29	7,424.75	7,978.00	(553.25)
Operating - Util - Propane	578.27	1,375.00	(796.73)	3,744.74	3,458.00	286.74
Operating - Util - STP	0.00	678.00	(678.00)	0.00	678.00	(678.00)
Operating - Util - Trash	875.00	1,032.00	(157.00)	2,950.00	2,380.00	570.00
Operating - Util - Wtr Test	0.00	48.00	(48.00)	1,503.48	948.00	555.48
Operating - Util - Wtr Trt M	99.94	604.00	(504.06)	4,964.06	3,604.00	1,360.06
Operating - Projects & Impro	0.00	5,000.00	(5,000.00)	0.00	5,000.00	(5,000.00)
Sales - Sales & Market Exp	1,363.95	3,000.00	(1,636.05)	1,851.45	5,700.00	(3,848.55)
Sales - Mkt Comm Outreach	0.00	250.00	(250.00)	0.00	250.00	(250.00)
Housekeeping - Supplies	517.22	467.00	50.22	879.68	1,222.00	(342.32)
Stables - Feed	1,536.26	1,220.00	316.26	3,051.68	3,349.00	(297.32)
Stables - Ferrier	960.00	987.00	(27.00)	2,810.00	2,892.00	(82.00)
Stables - General Expense	269.70	70.00	199.70	439.22	440.00	(0.78)
Stables - M&R	50.32	82.00	(31.68)	50.32	263.00	(212.68)
Stables - Tack & Equipment	0.00	75.00	(75.00)	20.99	111.00	(90.01)
Stables - Vet Fees / Medicine	1,613.22	990.00	623.22	2,049.22	1,809.00	240.22
Stables - Jr. Wrangler	0.00	3.00	(3.00)	0.00	3.00	(3.00)

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Stables - Horses	0.00	0.00	0.00	(850.00)	0.00	(850.00)
Stables - Tools	0.00	10.00	(10.00)	0.00	13.00	(13.00)
Owner - Events	1,037.91	1,100.00	(62.09)	1,047.20	1,600.00	(552.80)
Owner - Board/Meetings	12.72	0.00	12.72	12.72	0.00	12.72
Owner - Sales & Transfers	776.58	633.00	143.58	2,062.21	1,117.00	945.21
Misc. Expense	0.00	4.00	(4.00)	0.00	12.00	(12.00)
RV - M&R	0.00	848.00	(848.00)	0.00	1,322.00	(1,322.00)
RV - Bath Houses	262.05	39.00	223.05	262.05	165.00	97.05
RV - Grounds	210.01	100.00	110.01	210.01	100.00	110.01
RV - Roads	830.00	0.00	830.00	830.00	0.00	830.00
RV - Utilities - Electric	7,013.16	4,311.00	2,702.16	18,525.63	13,946.00	4,579.63
RV - Utilities - Propane	0.00	430.00	(430.00)	456.49	849.00	(392.51)
RV - Utilities - STP	0.00	100.00	(100.00)	0.00	223.00	(223.00)
RV - Projects & Improve	23,940.09	3,800.00	20,140.09	35,075.09	3,800.00	31,275.09
Cabin - M&R	1,500.00	157.00	1,343.00	1,450.00	196.00	1,254.00
Cabin - Pest Control Svc	0.00	0.00	0.00	210.10	0.00	210.10
Cabin - Bath Houses	58.86	412.00	(353.14)	58.86	421.00	(362.14)
Cabin - Rainbow	324.20	599.00	(274.80)	389.20	802.00	(412.80)
Cabin - Chapel Hill	(12.71)	12.00	(24.71)	76.70	17.00	59.70
Cabin - Cottages	52.91	69.00	(16.09)	157.91	73.00	84.91
Cabin - Grounds	445.27	10.00	435.27	445.27	10.00	435.27
Cabin - Roads	2,460.00	0.00	2,460.00	2,460.00	0.00	2,460.00
Cabin - Utilities - Electric	5,368.02	6,013.00	(644.98)	13,709.08	17,626.00	(3,916.92)
Cabin - Utilities - Propane	156.15	213.00	(56.85)	538.28	414.00	124.28
Cabin - Projects & Improve	0.00	0.00	0.00	822.39	0.00	822.39
Lodge - M&R	0.00	250.00	(250.00)	720.00	521.00	199.00
Lodge - Kitchen M&R	0.00	0.00	0.00	725.00	0.00	725.00
Lodge - Event Decor/Improv	0.00	150.00	(150.00)	(572.84)	202.00	(774.84)
Lodge - Event Coord/Staff	560.00	2,800.00	(2,240.00)	1,840.00	3,000.00	(1,160.00)
Lodge - Event Clean/Supply	(314.00)	32.00	(346.00)	(314.00)	99.00	(413.00)
Lodge - Event Security	(525.00)	0.00	(525.00)	(525.00)	0.00	(525.00)
Lodge - Marketing	93.00	50.00	43.00	93.00	373.00	(280.00)
Lodge - Utilities - Electric	2,210.53	1,485.00	725.53	5,835.12	5,450.00	385.12
Lodge - Utilities - Propane	2,529.10	2,228.00	301.10	10,433.67	5,611.00	4,822.67
Lodge - Projects & Improve	(8.55)	0.00	(8.55)	(8.55)	0.00	(8.55)
Lodge - Tax	(1,533.33)	0.00	(1,533.33)	(1,533.33)	0.00	(1,533.33)
Capital - Infra Improve	2,306.98	0.00	2,306.98	6,556.19	0.00	6,556.19
Legal - Admin	(20.00)	2,112.00	(2,132.00)	(75.00)	5,836.00	(5,911.00)
Rodeo - Advertising	0.00	116.00	(116.00)	(80.00)	173.00	(253.00)
Rodeo - In-House Exp	0.00	0.00	0.00	50.00	0.00	50.00
Rodeo - Projects & Improve	0.00	351.00	(351.00)	0.00	351.00	(351.00)
Total Expenses	141,824.80	147,257.62	(5,432.82)	401,751.35	399,395.86	2,355.49
Net Operating Income	272,454.49	264,015.38	8,439.11	176,126.21	160,485.14	15,641.07
Other Income/Expense						
Bad Debt Expense	(4,622.01)	0.00	(4,622.01)	7,604.71	0.00	7,604.71
Net Income	$ 277,076.50	$ 264,015.38	13,061.12	$ 168,521.50	$ 160,485.14	8,036.36

R-Ranch in the Mountains®
Balance Sheet
March 31, 2021

ASSETS

Current Assets			
Petty Cash	$ 200.00		
Register Cash	300.00		
Operating Bank Account	328,359.28		
Lodge Bank Account	9,218.29		
Cabin Bank Account	70,321.72		
Property Tax Escrow Bank Acct	30,119.44		
Payroll Bank Account	436.55		
Rodeo Bank Account	8,742.70		
Capital Improvement / Infrast	82,016.03		
Legal Account	44,740.60		
RV Bank Account	694,508.60		
Operating Contingent	10,017.83		
Accounts Receivable	2,361,344.73		
Allowance for Doubtful Account	(1,797,842.41)		
Total Current Assets			1,842,483.36
Property and Equipment			
Furniture & Fixtures	118,469.31		
Vehicles	35,182.00		
Machinery & Equipment	502,261.93		
Horses & Sports Equipment	62,247.14		
Buildings and Improvements	1,663,166.95		
Fixed Assets - Cabin	57,370.36		
Fixed Assets - Inf	9,041.26		
Fixed Assets - Lodge	52,027.81		
Fixed Assets - RV	105,307.49		
Fixed Assets - RV6	30,902.56		
Fixed Assets - Stable	6,642.34		
Fixed Assets - Rodeo	5,920.50		
Accumulated Depreciation	(1,419,325.34)		
Total Property and Equipment			1,229,214.31
Other Assets			
Unsold Ranch Memberships	787,865.00		
Total Other Assets			787,865.00
Total Assets		$	3,859,562.67

LIABILITIES AND CAPITAL

Current Liabilities			
Prepaid Assessments	$ 37,456.01		
Sales Tax Payable	335.46		
Accrued Property Tax	39,527.98		
Cabin - Refundable Deposit	500.00		
Accrued Property Tax	17,232.00		
Total Current Liabilities			95,051.45
Long-Term Liabilities			
Total Long-Term Liabilities			0.00

Unaudited - For Management Purposes Only

R-Ranch in the Mountains®
Statement of Cash Flow
For the three Months Ended March 31, 2021

		Current Month		Year to Date
Cash Flows from operating activities				
Net Income	$	360,442.93	$	312,222.06
Adjustments to reconcile net income to net cash provided by operating activities				
Accounts Receivable		1,947.42		6,719.43
Allowance for Doubtful Account		(4,722.01)		2,782.70
Prepaid Assessments		12,830.78		(5,645.53)
Sales Tax Payable		78.27		84.86
Accrued Property Tax		9,159.00		18,318.00
Cabin - Refundable Deposit		500.00		500.00
Prepaid Electric		0.00		(50.00)
Total Adjustments		19,793.46		22,709.46
Net Cash provided by Operations		380,236.39		334,931.52
Cash Flows from investing activities				
Used For				
Net cash used in investing		0.00		0.00
Cash Flows from financing activities				
Proceeds From				
Used For				
Net cash used in financing		0.00		0.00
Net increase <decrease> in cash	$	380,236.39	$	334,931.52

Summary				
Cash Balance at End of Period	$	1,278,981.04	$	1,278,981.04
Cash Balance at Beg of Period		(898,744.65)		(944,049.52)
Net Increase <Decrease> in Cash	$	380,236.39	$	334,931.52

April 2021 Owners Meeting

- 3 years, 2 longest tenured since Steve Gooch in 2001.
- Talk to much, so now bullet points.
- Great 3 years, still a lot left to do.
- Love/hate relationship like golf
- Where we came from, where we go.
- History – adopt a pad, programs, staffing, restaurants, etc.
- Business relevance
- Business structure – can we change, do we want to change.
- Important next few years
- Infrastructure – 40 years. storm, but had to be done eventually.
- Buildings – 30 years; rv/cabin: ROI to operate.
- Technology
- Budget
- Misconceptions – public/lodge etc.
- Mobile Assets/vehicles
- Involvement in the Ranch vs no involvement.

R RANCH IN THE MOUNTAINS

UPCOMING 2021 EVENTS

ST. PATRICK'S DAY WEEKEND

MARCH 20TH -CANDIDATE MEET & GREET 3-6 P.M

Bring your own food and drinks and come dance the night away!

ST. PATRICK'S DAY- DJ CLUB RETT 7-11 P.M

Meet & Greet with all the vetted BOD candidates in the Grill Room in the Lodge. (Mature teens welcome)

EASTER WEEKEND

APRIL 3RD-EASTER EGG HUNT

(WITH LUMPKIN CO SHERIFF'S OFFICE 10 A.M

This event is open to the public.

SPRING OWNER'S WEEKEND

APRIL 23RD-MEET THE CANDIDATES RUNNING FOR THE BOARD OF DIRECTORS 7-10 P.M.

APRIL 24TH- OWNER'S MEETING 1-4 P.M AT THE LODGE.

Come find out all the new info for owners and about the R-Ranch business, also to cast your vote for new board members

MEMORIAL DAY WEEKEND

MAY 30TH-POOLSIDE PARTY WITH DJ RETT 3-7 P.M.

GOLF CART PARADE

TBD

THANKSGIVING

NOVEMBER 25TH-THANKSGIVING LUNCH

More details to come.

BREAKFAST WITH SANTA

DECEMBER 4TH

R-Ranch in conjunction with the Lumpkin County Sheriff's Office will hold the Annual Breakfast with Santa. More details to come. (This event is opened to the public)

NEW YEAR'S EVE CELEBRATION

DECEMBER 31ST

More details to come.

1:00 PM

Semi-Annual owners
Meeting

R-Ranch in the Mountains
Owner's Meeting
April 24th, 2021

SIGN IN SHEET

OWNER'S NAME:	OWNER #
CHRISTY & ALEX GRIFFIN	1800
Celia + Terry Hoffman	0538
Christine Deos	0442
STEVE FRY	0848
Ellen Boyer	0633
Regina Kurle	0024
Kenneth Mann Blessitt	1241
Kristina Hammick	0870
Lenny Caldwell	1582
CAROLE HUTCHESON	0160
Michael England	0596
Valerie Collins	0250
Emma Harmon	0346
[illegible]	0981
Iris Kaplen	0544
Batilla Grizzle	0445
Helen Rhule	0499
Matt Rhule	0499
Eugene LaLonde	0434
Richard LaLonde	0434
Avery T. Howell	0038
Brandon Harmon	0366
Shawn McHart	0090
STEVEN GILREATH	1226
Mary Beth Fannin	0616
Michael R Fannin	0616
Jodie + Tom Hart	0673
Vivian + Johnny Hart	0678
Lance Leulett	0529
Danielle Edmond	0409
George + Sandra Askew	0243
Patrick Halloran + Sandra Jarrett	0225

Angie Jones 0055

John Eppers 861

Colleen Fissmann 0736

Kelly 0548

Angie Jones 0055

John Eppers 861

Colleen Fissmann 0736

Kelly 0548

R-Ranch in the Mountains

Owner's Meeting

April 24th, 2021

SIGN IN SHEET

OWNER'S NAME:	OWNER #
Ashley Spenner	1142
Becky Mooney	0391
Jesse Stout	0125
Chris Pacem	1357
Randy Mercer	1209
Troy Mercer	1209
[illegible] Olich	1074
[illegible] Kellar	0825
Tayla J Turner	1001
Bill Poole	1050
Robert Suddath	662
Andrew Spenner	1142
Bruce & Carina Morton	0064
Larry T. Williams	0400

R-Ranch in the Mountains

Board of Director's Meeting

April 24, 2021

Agenda

I. **CALL TO ORDER–** President, Ashley Spenner

II. **OPENING PRAYER-** Cecil Pacetti

III. **PLEDGE OF ALLEGIANCE-** Randy Mercier

IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA**

V. **SUSPEND READING MARCH 2021 BOD Meeting**

VI. **APPROVE/AMEND/ACCEPT MARCH 2021 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 COMMITTEE**

a) RV6 Committee
b) Rodeo Committee

VIII. OLD BUSINESS-

a) NA

IX. NEW BUSINESS-

a) NA

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on May 15, 2021 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION – No

XII. WORKING SESSION – No

R-Ranch In the Mountains

Board of Director's Meeting

March 20, 2021

Meeting Minutes

In attendance: Ashley Spenner (President), Marc Armstrong (Vice President), Sue Burton (Treasurer), Alex Griffin, Randy Mercier, Becky Mooney, Cecil Pacetti, Holly Sell (Secretary), and Jesse Stout

Absent: 0 Remotely: 0

Meeting type: In person

I. **CALL TO ORDER**– 9:32 President, Ashley Spenner

II. **OPENING PRAYER-** Cecil Pacetti

III. **PLEDGE OF ALLEGIANCE-** Randy Mercier

IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA-** Motion to accept by Cecil, seconded by Holly

V. **SUSPEND READING FEBRUARY 2020 BOD Meeting-** Motion to accept by Sue, seconded by Randy

VI. **APPROVE/AMEND/ACCEPT FEBRUARY 2020 BOD MEETING MINUTES-** Motion to accept by Marc, seconded by Sue

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/Firewise Committee- Committee chair notified board of an available grant from Firewise to put in a fire contingency line. This is 6.5-foot-wide line that would add a fire barrier between the national forest and R-Ranch property. The board agreed to review further detail once available to vote as appropriate. June 1st is the deadline to submit for this grant.

5. Marketing Committee
6. Owner's Concerns Committee
7. Nominating Committee-
8. Strategic Planning committee

9. **BOARD APPOINTED COMMITTEE**

VIII. RV6 Committee- Based on lack of available sites, Blaine asked the board for $3k to create 4 new arena sites (to the right of the arena) by adding three sides of timber plus gravel. This would allow for four site with only electrical connection. These would then be added to the reservation system at the standard rate. Motion to accept was made by Sue, seconded by Alex.

a) Rodeo Committee

IX. OLD BUSINESS-

a) Disc golf- Fellow owners Gordy and Monica Hunt provided the board with a proposed course layout and general update on the progress. They asked the board for approval to proceed and board gave unanimous approval. Course completion is anticipated by end of May.

b) Trailer and golf cart parking- Board reviewed P&G Section 11.14 Vehicle/ utility trailer parking. Conversation regarding updating terminology around what is considered appropriate "designated parking sites", "common parking areas", and "overflow parking took place. Board also discussed what vehicle/ utility trailer should, should not be permitted to stay at the owner's adopted site when the owner is not present or under a reservation. Board agreed to wait until further guidance from P&G committee is obtained prior to continuing the conversation.

X. NEW BUSINESS-

a) Horse riding lessons proposal by stables and fellow owner. Board reviewed the R-Ranch Lesson Proposal 2021, attached, which was crafted by Presley Sutton (employee) and Kiley Merritt (fellow owner's daughter). Board discussed the potential complications associated with an owner charging for a service that may or may not be insured or licensed. The Board decided to continue the conversation as there were more questions for consideration. Blaine agreed to investigate topics related to insurance and identify a proper way to establish and manage the relationship.

XI. ADJOURN GENERAL MEETING

Time: _12:11 PM_____

The next meeting of the R-Ranch Board of Directors will be held on April 24, 2021 at 9:30 A.M. in the R-Ranch lodge. Followed by the Owner's meeting at 1:00 PM.

XII. EXECUTIVE SESSION – No

XIII. WORKING SESSION- No

Signed: Holly Sell (Secretary) 4/19/2021

R-Ranch in the Mountains®
Income Statement
Compared with Budget
March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	$ 389,832.74	$ 383,863.00	5,969.74	$ 506,521.25	$ 494,276.00	12,245.25
RV Revenue	7,148.18	7,107.00	41.18	25,686.60	21,167.00	4,519.60
Cabin Revenue	10,173.92	7,909.00	2,264.92	21,118.90	18,406.00	2,712.90
Lodge Revenue	5,825.00	7,520.00	(1,695.00)	15,450.00	15,420.00	30.00
Capital Imp Revenue	1,159.45	2,562.00	(1,402.55)	3,915.06	4,576.00	(660.94)
Legal Revenue	140.00	2,112.00	(1,972.00)	4,685.75	5,836.00	(1,150.25)
Rodeo Revenue	0.00	200.00	(200.00)	500.00	200.00	300.00
Total Revenues	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Expenses						
Employee Expenses	59,909.27	68,798.62	(8,889.35)	176,501.40	206,228.86	(29,727.46)
Admin Expenses	15,047.78	17,512.00	(2,464.22)	82,005.55	71,056.00	10,949.55
GPM Expenses	6,422.63	14,034.00	(7,611.37)	10,411.36	17,704.00	(7,292.64)
Operating Utilities	4,400.50	11,335.00	(6,934.50)	20,587.03	24,046.00	(3,458.97)
Sales & Marketing Exp	1,363.95	3,250.00	(1,886.05)	1,851.45	5,950.00	(4,098.55)
Housekeeping Expenses	517.22	467.00	50.22	879.68	1,222.00	(342.32)
Stable Expenses	4,429.50	3,437.00	992.50	7,571.43	8,880.00	(1,308.57)
Owner Expenses	1,827.21	1,733.00	94.21	3,122.13	2,717.00	405.13
Sponsored Events Exp	0.00	0.00	0.00	0.00	0.00	0.00
Misc Exp	0.00	4.00	(4.00)	0.00	12.00	(12.00)
RV Expenses	32,255.31	9,628.00	22,627.31	55,359.27	20,405.00	34,954.27
Cabin Expenses	10,352.70	7,485.00	2,867.70	20,317.79	19,559.00	758.79
Lodge Expenses	3,011.75	6,995.00	(3,983.25)	16,693.07	15,256.00	1,437.07
Capital Imp Exp	2,306.98	0.00	2,306.98	6,556.19	0.00	6,556.19
Legal Exp	(20.00)	2,112.00	(2,132.00)	(75.00)	5,836.00	(5,911.00)
Rodeo Expenses	0.00	467.00	(467.00)	(30.00)	524.00	(554.00)
Total Expenses	141,824.80	147,257.62	(5,432.82)	401,751.35	399,395.86	2,355.49
Net Operating Income	272,454.49	264,015.38	8,439.11	176,126.21	160,485.14	15,641.07
Other Income/Expense						
Bad Debt Expense	(4,622.01)	0.00	(4,622.01)	7,604.71	0.00	7,604.71
Net Income	$ 277,076.50	$ 264,015.38	13,061.12	$ 168,521.50	$ 160,485.14	8,036.36

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	$ 373,085.67	$ 365,857.00	7,228.67	$ 464,603.21	$ 453,288.00	11,315.21
Admin - Child Rights	0.00	0.00	0.00	500.00	0.00	500.00
Admin - Interest	1.98	7.00	(5.02)	5.27	21.00	(15.73)
Admin - Fines & Fees	(1,523.16)	100.00	(1,623.16)	(611.59)	300.00	(911.59)
Admin - Late Fees & FC	4,107.08	1,964.00	2,143.08	7,181.65	5,407.00	1,774.65
Admin - Ownership Sales	3,485.00	1,990.00	1,495.00	4,831.25	4,975.00	(143.75)
Admin - Ownership Transfer	4,372.00	1,944.00	2,428.00	7,451.50	5,832.00	1,619.50
Admin - Day Use	30.00	0.00	30.00	30.00	0.00	30.00
Admin - Sales - Ice	92.59	104.00	(11.41)	159.25	185.00	(25.75)
Admin - Sales - Propane	832.46	1,017.00	(184.54)	4,748.85	2,700.00	2,048.85
Admin - Sales - Souvenirs	0.00	140.00	(140.00)	0.00	246.00	(246.00)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	3.00	(3.00)
Admin - Sales - Gate Cards	25.00	8.00	17.00	100.00	24.00	76.00
Admin - Sales - Store	195.12	555.00	(359.88)	715.75	1,315.00	(599.25)
Admin - Vending Income	0.00	215.00	(215.00)	921.00	895.00	26.00
Admin - Stables - Riding Pas	830.00	608.00	222.00	1,310.00	1,020.00	290.00
Admin - Stables - Fundraiser	0.00	600.00	(600.00)	40.00	800.00	(760.00)
Admin - Recovery of Bad De	52.00	372.00	(320.00)	1,368.11	2,316.00	(947.89)
Admin - RV Adoptions	2,304.00	6,122.00	(3,818.00)	9,120.00	10,822.00	(1,702.00)
Admin - Cabin Adoptions	1,188.00	1,659.00	(471.00)	2,592.00	3,072.00	(480.00)
Admin - RV Moves	645.00	450.00	195.00	1,285.00	755.00	530.00
Admin - Pet Fees	110.00	150.00	(40.00)	170.00	300.00	(130.00)
RV - Electric - Usage Fee	4,797.00	3,603.00	1,194.00	11,233.00	8,321.00	2,912.00
V - Electric - Quarterly	585.18	1,029.00	(443.82)	8,060.60	8,415.00	(354.40)
V - Monthly Adoptions	640.00	350.00	290.00	2,240.00	850.00	1,390.00
RV - Yearly Adoptions	540.00	1,434.00	(894.00)	2,076.00	2,536.00	(460.00)
RV - Guest & Group	586.00	689.00	(103.00)	2,077.00	1,039.00	1,038.00
RV - Interest	0.00	2.00	(2.00)	0.00	6.00	(6.00)
Cabin - Electric - Usage	1,914.00	2,416.00	(502.00)	5,296.00	5,286.00	10.00
Cabin - Electric - Quarterly	262.26	351.00	(88.74)	1,380.92	1,933.00	(552.08)
Cabin - Adoptions	396.00	553.00	(157.00)	814.00	1,024.00	(210.00)
Cabin - Guest & Group	3,207.66	1,859.00	1,348.66	5,512.98	3,448.00	2,064.98
Cabin - Cottage	4,394.00	2,730.00	1,664.00	8,115.00	6,715.00	1,400.00
Lodge - Weddings	5,825.00	5,000.00	825.00	13,600.00	10,000.00	3,600.00
Lodge - Events	0.00	2,520.00	(2,520.00)	1,850.00	5,420.00	(3,570.00)
Capital Improve - RV	756.00	2,009.00	(1,253.00)	3,024.00	3,552.00	(528.00)
Capital Improve - Cabins	396.00	553.00	(157.00)	864.00	1,024.00	(160.00)
Capital Imp - Intrest	7.45	0.00	7.45	27.06	0.00	27.06
Legal - Admin	140.00	2,112.00	(1,972.00)	4,685.75	5,836.00	(1,150.25)
Rodeo - Vendors	0.00	200.00	(200.00)	0.00	200.00	(200.00)
Rodeo - Sponsors	0.00	0.00	0.00	500.00	0.00	500.00
Total Revenues	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	414,279.29	411,273.00	3,006.29	577,877.56	559,881.00	17,996.56
penses						
nployee - Payroll/Salary	48,382.96	53,554.62	(5,171.66)	143,431.32	160,663.86	(17,232.54)
Employee - Payroll Tax	4,075.17	5,098.00	(1,022.83)	10,616.56	15,294.00	(4,677.44)
Employee - Payroll Fees & E	630.52	585.00	45.52	2,045.73	1,588.00	457.73
Employee - Benefits	3,564.16	5,700.00	(2,135.84)	13,227.95	17,100.00	(3,872.05)

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - IRA	158.46	400.00	(241.54)	633.84	1,200.00	(566.16)
Employee - Workers Comp	2,548.00	3,161.00	(613.00)	5,096.00	9,483.00	(4,387.00)
Employee - Commissions	550.00	300.00	250.00	1,450.00	900.00	550.00
Admin - Bank Fees	(20.00)	51.00	(71.00)	20.00	131.00	(111.00)
Admin - Business Fees	336.95	199.00	137.95	590.95	448.00	142.95
Admin - IT	2,185.52	1,807.00	378.52	4,865.51	5,421.00	(555.49)
Admin - Dues & Subscriptio	220.97	232.00	(11.03)	220.97	596.00	(375.03)
Admin - Emp Develop & Tra	0.00	500.00	(500.00)	0.00	730.00	(730.00)
Admin - Acknowledgements	0.00	50.00	(50.00)	0.00	100.00	(100.00)
Admin - Merchant Services	(779.07)	0.00	(779.07)	(1,005.98)	0.00	(1,005.98)
Admin - Mileage Reimburse	59.85	72.00	(12.15)	79.80	166.00	(86.20)
Admin - Office Build M&R	0.00	30.00	(30.00)	125.00	120.00	5.00
Admin - Office Expense	521.56	503.00	18.56	1,140.62	1,242.00	(101.38)
Admin - Printing / Copying	556.46	739.00	(182.54)	957.52	1,474.00	(516.48)
Admin - Shipping / Postage	607.21	1,152.00	(544.79)	1,091.21	1,768.00	(676.79)
Admin - Cable/Cell/Telepho	1,244.63	1,400.00	(155.37)	3,732.65	4,200.00	(467.35)
Admin - Insurance - PL&A	0.00	0.00	0.00	47,319.00	23,760.00	23,559.00
Admin - Property Taxes	9,159.00	9,159.00	0.00	18,318.00	27,477.00	(9,159.00)
Admin - Sales - Ice	0.00	0.00	0.00	0.00	58.00	(58.00)
Admin - Sales - Propane	607.74	654.00	(46.26)	4,203.34	1,561.00	2,642.34
Admin - Sales - Souvenirs	0.00	282.00	(282.00)	0.00	529.00	(529.00)
Admin - Sales - Gate Cards	0.00	155.00	(155.00)	0.00	155.00	(155.00)
Admin - Sales - Store	319.16	277.00	42.16	319.16	870.00	(550.84)
Admin - Sporting Equipment	27.80	250.00	(222.20)	27.80	250.00	(222.20)
GPM - Equip Rental	0.00	34.00	(34.00)	313.91	102.00	211.91
GPM - Equip Repair	420.16	1,098.00	(677.84)	642.09	1,943.00	(1,300.91)
GPM - Fence / Pasture	0.00	8,000.00	(8,000.00)	0.00	8,009.00	(8,009.00)
GPM - Fuel	2,681.94	1,532.00	1,149.94	4,626.12	1,928.00	2,698.12
GPM - General Maintenance	70.22	204.00	(133.78)	385.43	632.00	(246.57)
GPM - Grounds/Property Re	0.00	600.00	(600.00)	510.80	781.00	(270.20)
GPM - Keys & Locks	23.57	229.00	(205.43)	28.73	231.00	(202.27)
GPM - Pool Chemicals	0.00	1,157.00	(1,157.00)	290.00	1,197.00	(907.00)
GPM - Pool M&R	0.00	49.00	(49.00)	0.00	53.00	(53.00)
GPM - Pest Control Services	543.00	519.00	24.00	543.00	844.00	(301.00)
GPM - Roads M&R	1,230.00	0.00	1,230.00	1,230.00	0.00	1,230.00
GPM - Supplies	101.60	106.00	(4.40)	484.05	409.00	75.05
GPM - Tools	0.00	37.00	(37.00)	40.64	163.00	(122.36)
GPM - Vehicle M&R	248.14	377.00	(128.86)	212.59	1,288.00	(1,075.41)
GPM - Maint. Bldg M&R	0.00	92.00	(92.00)	0.00	124.00	(124.00)
GPM - Operat Security Contr	1,104.00	0.00	1,104.00	1,104.00	0.00	1,104.00
Operating - Util - Electric	2,847.29	2,598.00	249.29	7,424.75	7,978.00	(553.25)
Operating - Util - Propane	578.27	1,375.00	(796.73)	3,744.74	3,458.00	286.74
Operating - Util - STP	0.00	678.00	(678.00)	0.00	678.00	(678.00)
Operating - Util - Trash	875.00	1,032.00	(157.00)	2,950.00	2,380.00	570.00
Operating - Util - Wtr Test	0.00	48.00	(48.00)	1,503.48	948.00	555.48
Operating - Util - Wtr Trt M	99.94	604.00	(504.06)	4,964.06	3,604.00	1,360.06
Operating - Projects & Impro	0.00	5,000.00	(5,000.00)	0.00	5,000.00	(5,000.00)
Sales - Sales & Market Exp	1,363.95	3,000.00	(1,636.05)	1,851.45	5,700.00	(3,848.55)
Sales - Mkt Comm Outreach	0.00	250.00	(250.00)	0.00	250.00	(250.00)
Housekeeping - Supplies	517.22	467.00	50.22	879.68	1,222.00	(342.32)
Stables - Feed	1,536.26	1,220.00	316.26	3,051.68	3,349.00	(297.32)
Stables - Ferrier	960.00	987.00	(27.00)	2,810.00	2,892.00	(82.00)
Stables - General Expense	269.70	70.00	199.70	439.22	440.00	(0.78)
Stables - M&R	50.32	82.00	(31.68)	50.32	263.00	(212.68)
Stables - Tack & Equipment	0.00	75.00	(75.00)	20.99	111.00	(90.01)
Stables - Vet Fees / Medicine	1,613.22	990.00	623.22	2,049.22	1,809.00	240.22
Stables - Jr. Wrangler	0.00	3.00	(3.00)	0.00	3.00	(3.00)

R-Ranch in the Mountains®
P & L - No RV 6
Compared with Budget
For the Three Months Ending March 31, 2021

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Stables - Horses	0.00	0.00	0.00	(850.00)	0.00	(850.00)
Stables - Tools	0.00	10.00	(10.00)	0.00	13.00	(13.00)
Owner - Events	1,037.91	1,100.00	(62.09)	1,047.20	1,600.00	(552.80)
Owner - Board/Meetings	12.72	0.00	12.72	12.72	0.00	12.72
Owner - Sales & Transfers	776.58	633.00	143.58	2,062.21	1,117.00	945.21
Misc. Expense	0.00	4.00	(4.00)	0.00	12.00	(12.00)
RV - M&R	0.00	848.00	(848.00)	0.00	1,322.00	(1,322.00)
RV - Bath Houses	262.05	39.00	223.05	262.05	165.00	97.05
RV - Grounds	210.01	100.00	110.01	210.01	100.00	110.01
RV - Roads	830.00	0.00	830.00	830.00	0.00	830.00
RV - Utilities - Electric	7,013.16	4,311.00	2,702.16	18,525.63	13,946.00	4,579.63
RV - Utilities - Propane	0.00	430.00	(430.00)	456.49	849.00	(392.51)
RV - Utilities - STP	0.00	100.00	(100.00)	0.00	223.00	(223.00)
RV - Projects & Improve	23,940.09	3,800.00	20,140.09	35,075.09	3,800.00	31,275.09
Cabin - M&R	1,500.00	157.00	1,343.00	1,450.00	196.00	1,254.00
Cabin - Pest Control Svc	0.00	0.00	0.00	210.10	0.00	210.10
Cabin - Bath Houses	58.86	412.00	(353.14)	58.86	421.00	(362.14)
Cabin - Rainbow	324.20	599.00	(274.80)	389.20	802.00	(412.80)
Cabin - Chapel Hill	(12.71)	12.00	(24.71)	76.70	17.00	59.70
Cabin - Cottages	52.91	69.00	(16.09)	157.91	73.00	84.91
Cabin - Grounds	445.27	10.00	435.27	445.27	10.00	435.27
Cabin - Roads	2,460.00	0.00	2,460.00	2,460.00	0.00	2,460.00
Cabin - Utilities - Electric	5,368.02	6,013.00	(644.98)	13,709.08	17,626.00	(3,916.92)
Cabin - Utilities - Propane	156.15	213.00	(56.85)	538.28	414.00	124.28
Cabin - Projects & Improve	0.00	0.00	0.00	822.39	0.00	822.39
Lodge - M&R	0.00	250.00	(250.00)	720.00	521.00	199.00
Lodge - Kitchen M&R	0.00	0.00	0.00	725.00	0.00	725.00
Lodge - Event Decor/Improv	0.00	150.00	(150.00)	(572.84)	202.00	(774.84)
Lodge - Event Coord/Staff	560.00	2,800.00	(2,240.00)	1,840.00	3,000.00	(1,160.00)
Lodge - Event Clean/Supply	(314.00)	32.00	(346.00)	(314.00)	99.00	(413.00)
Lodge - Event Security	(525.00)	0.00	(525.00)	(525.00)	0.00	(525.00)
Lodge - Marketing	93.00	50.00	43.00	93.00	373.00	(280.00)
Lodge - Utilities - Electric	2,210.53	1,485.00	725.53	5,835.12	5,450.00	385.12
Lodge - Utilities - Propane	2,529.10	2,228.00	301.10	10,433.67	5,611.00	4,822.67
Lodge - Projects & Improve	(8.55)	0.00	(8.55)	(8.55)	0.00	(8.55)
Lodge - Tax	(1,533.33)	0.00	(1,533.33)	(1,533.33)	0.00	(1,533.33)
Capital - Infra Improve	2,306.98	0.00	2,306.98	6,556.19	0.00	6,556.19
Legal - Admin	(20.00)	2,112.00	(2,132.00)	(75.00)	5,836.00	(5,911.00)
Rodeo - Advertising	0.00	116.00	(116.00)	(80.00)	173.00	(253.00)
Rodeo - In-House Exp	0.00	0.00	0.00	50.00	0.00	50.00
Rodeo - Projects & Improve	0.00	351.00	(351.00)	0.00	351.00	(351.00)
Total Expenses	141,824.80	147,257.62	(5,432.82)	401,751.35	399,395.86	2,355.49
Net Operating Income	272,454.49	264,015.38	8,439.11	176,126.21	160,485.14	15,641.07
Other Income/Expense						
Bad Debt Expense	(4,622.01)	0.00	(4,622.01)	7,604.71	0.00	7,604.71
Net Income	$ 277,076.50	$ 264,015.38	13,061.12	$ 168,521.50	$ 160,485.14	8,036.36

R-Ranch in the Mountains®
Balance Sheet
March 31, 2021

ASSETS

Current Assets			
Petty Cash	$ 200.00		
Register Cash	300.00		
Operating Bank Account	328,359.28		
Lodge Bank Account	9,218.29		
Cabin Bank Account	70,321.72		
Property Tax Escrow Bank Acct	30,119.44		
Payroll Bank Account	436.55		
Rodeo Bank Account	8,742.70		
Capital Improvement / Infrast	82,016.03		
Legal Account	44,740.60		
RV Bank Account	694,508.60		
Operating Contingent	10,017.83		
Accounts Receivable	2,361,344.73		
Allowance for Doubtful Account	(1,797,842.41)		
Total Current Assets			1,842,483.36
Property and Equipment			
Furniture & Fixtures	118,469.31		
Vehicles	35,182.00		
Machinery & Equipment	502,261.93		
Horses & Sports Equipment	62,247.14		
Buildings and Improvements	1,663,166.95		
Fixed Assets - Cabin	57,370.36		
Fixed Assets - Inf	9,041.26		
Fixed Assets - Lodge	52,027.81		
Fixed Assets - RV	105,307.49		
Fixed Assets - RV6	30,902.56		
Fixed Assets - Stable	6,642.34		
Fixed Assets - Rodeo	5,920.50		
Accumulated Depreciation	(1,419,325.34)		
Total Property and Equipment			1,229,214.31
Other Assets			
Unsold Ranch Memberships	787,865.00		
Total Other Assets			787,865.00
Total Assets		$	3,859,562.67

LIABILITIES AND CAPITAL

Current Liabilities			
Prepaid Assessments	$ 37,456.01		
Sales Tax Payable	335.46		
Accrued Property Tax	39,527.98		
Cabin - Refundable Deposit	500.00		
Accrued Property Tax	17,232.00		
Total Current Liabilities			95,051.45
Long-Term Liabilities			
Total Long-Term Liabilities			0.00

Unaudited - For Management Purposes Only

R-Ranch in the Mountains®
Statement of Cash Flow
For the three Months Ended March 31, 2021

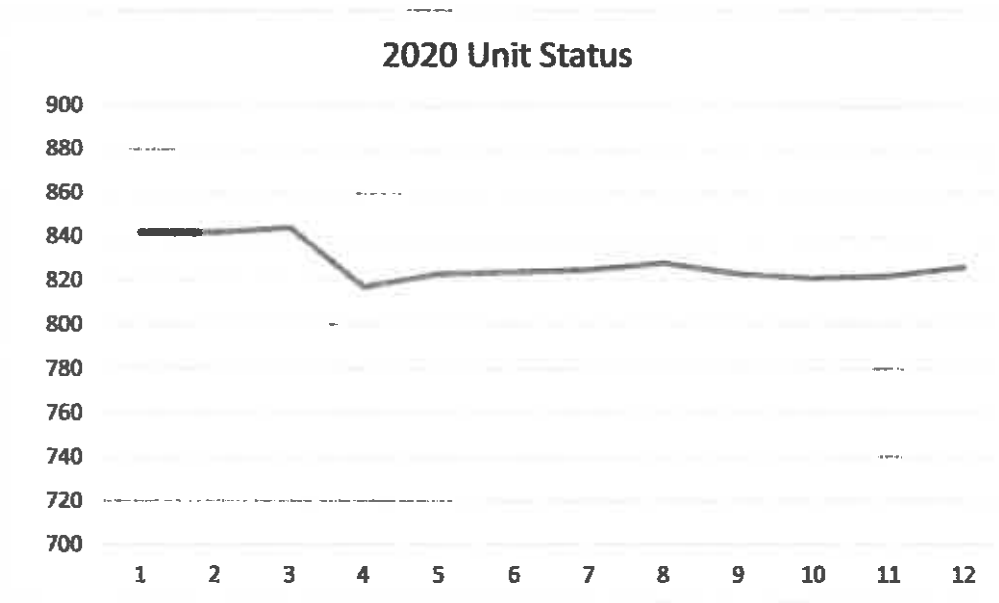
	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	$ 360,442.93	$ 312,222.06
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	1,947.42	6,719.43
Allowance for Doubtful Account	(4,722.01)	2,782.70
Prepaid Assessments	12,830.78	(5,645.53)
Sales Tax Payable	78.27	84.86
Accrued Property Tax	9,159.00	18,318.00
Cabin - Refundable Deposit	500.00	500.00
Prepaid Electric	0.00	(50.00)
Total Adjustments	19,793.46	22,709.46
Net Cash provided by Operations	380,236.39	334,931.52
Cash Flows from investing activities		
Used For		
Net cash used in investing	0.00	0.00
Cash Flows from financing activities		
ceeds From		
ed For		
Net cash used in financing	0.00	0.00
Net increase <decrease> in cash	$ 380,236.39	$ 334,931.52

Summary		
Cash Balance at End of Period	$ 1,278,981.04	$ 1,278,981.04
Cash Balance at Beg of Period	(898,744.65)	(944,049.52)
Net Increase <Decrease> in Cash	$ 380,236.39	$ 334,931.52

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								
Suspended	86	68	63	88								
TOTAL:	829	823	823	810	0	0	0	0	0	0	0	0
Collections	33	40	38	58								
TOTAL UNITS	862	863	861	868	0	0	0	0	0	0	0	0
Status as of:	1/15/21	2/18/21	3/18/21	4/22/21								

Goal is 1200 units

Executive Director Board Report

Apr Meeting

- March was a good month up to our storm of the century.
- Worked on storm damage immediately following the event to get the most critical issues tackled and develop a recovery plan. Maintenance did a great job working on this.
- We had a good St. Patrick's event. Very happy to see us back into the swing of things.
- Continued working on benefits for the employees as renewal is around the corner. I have shopped it out to four different companies. I did find a company that looks like we will be able to have great benefits at or below our current prices.
- Continuing to work on obtaining quotes for various project around the Ranch for either this year's budget or to prepare for the next.
- Worked on planning for 2021 with events, projects, processes, and procedures to ensure we are as close to a normal year as we can, but also that we are going to be able to properly forecast projects and expenditures per the FY21 budget or to prep for FY22.
- Continued to finish up the front office to be ready for April. Sales will be moving back up front to be available for all Owners and potential Owners.
- Continuing to monitor the budget closely as to ensure we are being financially prudent.
- Deeds – continuous project. Progress has slowed a little, but we are still moving forward. We have received in about 4-5 deeds in the past month. Collections is still working well.
- We have 10 deeds ready for foreclosure. These are deeds that are impossible to locate Owners or are impossible to deal with.
- Continued to work with the Staff/Departments to identify areas, projects that can be focused on/changed and/or improved as we moved into the offseason looking to prepare for peak-season 2021.
- Continuing to look at streamlining office processes/software including the ability for Owners to access their account on the website, POS system and the ability to see our RV site/cabin availability online.
- Personnel changes: we have continued to shuffle personnel in the front office. Will have a few more changes. In-house security continues to be challenge.
- Looking to bring back Tantrum and possibly one other brewery for Rodeo and 4th of July. Not doing the full license this year but stay with the special event license for two events.
- Project updates:
  1) WiFi – looking to continue this project this year, budget dependent.
  2) Chapel Hill – identified next phase of cabins. Supplies have been ordered. Will have on hand if we get a chance to work on this project with a week of no rain.

MAINT. Report for March & April

MAKING Repairs After Flood damage RV sites
Roads & Creek BANKS Also Rodeo Corral Project.
general MAINT.

R-Ranch Stable Report
MAR 2021

Summary:

March has been a very good month for riders. We exceed our 7-year average by nearly 100 riders. We also surpassed our average # of passes. In one (1) day, Saturday March 13th we had 54 riders. Despite their inexperience the new Crew, Mariah Yori and Payton Coleman did an exceptional job. They are GREAT additions to the Team. You, your families and I are lucky to have them.

We felled (cut down) 21 more Hazardous Trees in the Chapel Hill cabin area this month with the assistance of Steve and his Maintenance Team. More info is listed under Projects below.

As everyone is painfully aware the Storm on March 25th did significant damage to the Ranch. The damage impacting Equine infrastructure was insignificant compared to the RV and other areas.

Luckily five (5) days prior to the storm I was able to add more fill dirt and apply a full load of Crush and Run to Upper Creekside Trail. This has been an 18-month project that I've been working on to give us better access to our Eastern and Southern trail networks. It held up GREAT!!!

We have been pretty successful in keeping our Trails open and safe but we can always use some assistance with Trail Maintenance.

Events:

- COVID-19
  - JUN 25, 2020-Ongoing: R-R Phase-III continuing; allowing volunteers; maintaining S-D, use of PPE, and sanitizing.
  - We will continue to enforce CDC recommended protocols as long as the CDC continues to recommend them.

Projects:

- Chapel Hill Hazardous Tree Removal:
  - This April we felled an additional 21 Hazardous Trees raising our total trees felled and removed to 47.
  - There are at least 8 Hazardous trees remaining that we are capable of felling and 11 requiring a professional tree service.
  - Now that Peek Season has begun I'm not sure when/if we'll get a chance to finish.
- Fencing/Pastures:
  - All Pastures:
    - Steve has seeded all pastures and Hay fields for this year's Hay and grass production.
  - Owners Pasture (New):
    - We will begin constructing the new fence very soon.
    - I believe we have the majority of the material on hand to complete this project.

R-Ranch Stable Report
MAR 2021

Projects continued:

- **Fencing/Pastures continued:**
  - **Barn Pasture:**
    - The Spring Grass is coming in.
    - We've moved Blue Herd to Putt Putt pasture
    - Steve removed the tree debris and leveled out the stream crossing site in the pasture as well as the one providing access to our Western trails.
    - Troy and I reconstructed the Western fence line and installed a larger maintenance access gate after removing a portion to allow Steve's bulldozer access.
  - **Back Pasture:**
    - The Spring Grass is coming in.
  - **Rainbow Pasture:**
    - Red Herd is currently Grazing on this pasture.
  - **Lodge Pasture:**
    - This pasture is now set aside for Hay production.
  - **Chapel Hill:**
    - The Spring Grass is coming in.
    - We will Rotate Red herd back to this pasture once we repair the fence which was damaged on APR 25 from the Biblical Rain.
  - **Old Owner's Pasture:**
    - The Spring Grass is coming in.

Maintenance:

- **F-350:**
  - Several oil/fluid leaks. I cleaned the engine and under carriage. We are monitoring and add fluid(s) as needed.
- **Kubota ATV:**
  - Next service due at 1100 hours.
  - The crank case oil is getting contaminated with fuel. I'm coordinating with the Small engine repair technician at Nelson Tractor to determine what the cause may be.
  - The fuel source can only be the Throttle Body. I will service the Throttle Body next month and attempt to determine the fault...you don't want to know how much a new one is...
- **Stock Trailer**
  - The front wall is rusting through near the floor. I'm still wanting the Maint Team to determine the best fix. (Cut out rusty metal, weld in new metal...)
- **Manure Wagon:**
  - I serviced it in JAN 2021.
  - Working fine.

R-Ranch Stable Report
MAR 2021

Maintenance continued:

- **Chainsaws:**
  - NSTR, running great

Equine Care:

- Dewormer: **(Due again MAY 2021)**
  - We Dewormed on FEB 26, 2021.
- Coggins (Equine Herpes Virus or EHV test): **(Due in MAR 2022)**
  - On MAR 04 Dr Pam Milligan of Chattahoochee Veterinary Clinic drew blood for our Coggins test and administered Rabies Vaccine to our entire herd.
- **Vaccine: (Due again APR 2021)**
  - We administered the 5-Way Semi-annual Vaccine to all our horses in OCT, 2020. This protects them from:
    - Eastern Equine Encephalitis (EEE).
    - Western Equine Encephalitis (WEE).
    - Tetanus.
    - Rhino (EHV 1 & 4).
    - Influenza.
    - West Nile virus.
- **Farrier / Hoof Care:**
  - This time of year the average interval between Farrier service of shod horses is 5-10 weeks.
  - The Horses are starting to shed. Their metabolism is changing with the season and hoof growth will continue to accelerate soon.

- **Vet:**
  - NSTR

Herd development/training:

- No Change to the Herd Roster.
- Our herd count is now **25**. 16 are Geldings and 9 are Mares. Eight (9) are Beginner, 11 are Intermediate, and seven (5) are Experienced.
- We are looking for a couple of horses to supplement the herd and reduce the daily work load on the ones we have.

R-Ranch Stable Report

MAR 2021

Rider & Pass #s:

2021									2014-2020 (7-Year Average)				
Month	Month Riders	Month Passes	Year Riders	Year Passes	TREND MR	TREND MP	TREND YR	TREND YP	Month	Month Riders	Month Passes	Year Riders	Year Passes
JAN	125	11	125	11					JAN	97	11	97	11
FEB	53	3	178	64					FEB	86	8	183	20
MAR	234	29	412	93					MAR	149	19	340	39
APR									APR	334	43	622	82
MAY									MAY	281	35	906	117
JUN									JUN	338	46	1,247	164
JUL									JUL	468	62	1,713	227
AUG									AUG	249	25	1,941	1,771
SEP									SEP	308	42	2,224	296
OCT									OCT	269	42	2,461	359
NOV									NOV	241	31	2,702	390
DEC									DEC	74	9	2,776	399

KEY
: Above Average
: Equal / Nearly Equal to Average
: Slight Decrease
: Below Average

R-Ranch Stable Report
MAR 2021

- **Trails:**
  - Trail clearing is ongoing and constant due to weather events.
  - Of our 27 Named Trails 25 are in a GREEN status.

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop			
Waterfall			Cleared all fallen trees. Needs more trimming
Knee Knocker			
Indian Mound			
Wild Turkey			
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Upper Creek Side			
Satterfield			
Nemo			
Jarad			
Burnt Out			
High Meadow			Bridge unsafe for Horses
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			
Gooch Gap			
Piano			
Lake			

KEY to Trail List:

R-Ranch Stable Report

MAR 2021

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

v/r

Herbert L. Kirkover
CSM USA (RET)
Stable Manager

Key:

COA	=	Course of action
IOT	=	In order to
IVO	=	In vicinity of
NSTR	=	Nothing significant to report
OOA	=	On or about
TBD	=	To be determined

Enclosures:
Encl-1 Horse Roster

Horse Roster, Max-WGT and Ride Times

Status			Horse Info						Ride Times				As of: MAR 28, 2021	
PR	S	In	(1)	*Corral:*		*Age*	*WGT*	*WL*	10:00	11:30	1:00	2:30	*Corral:*	(1)
			1	Queenie	M	28	1234	217					Queenie	1
PR	S	In	(8)	*Beginner:*					10:00	11:30	1:00	2:30	*Beginner:*	(8)
			2	Captain	G	23	1050	181					Captain	2
			3	Cash	G	22	960	114					Cash	3
			4	Cooley	G	18	1070	193					Cooley	4
			5	Fancy	M	18	960	168					Fancy	5
			6	Feather	M	15	930	168					Feather	6
			7	Leo	G	18	1300	239					Leo	7
			8	Leonardo	G	15	930	166					Leonardo	8
			9	Rain	M	17	807	143					Rain	9
PR	S	In	(11)	*Intermediate:*					10:00	11:30	1:00	2:30	*Intermediate:*	(11)
			10	Dakota	G	17	1030	137					Dakota	10
			11	Ed	G	25	995	132					Ed	11
			12	Fiona	M	17	1050	185					Fiona	12
			13	Jeb	G	15	1045	187					Jeb	13
			14	Levi	G	8	900	145					Levi	14
			15	Nugget	G	19	945	168					Nugget	15
			16	Pita	M	15	680	126					Pita	16
			17	Raquel	M	20	1098	190					Raquel	17
			18	Remy	G	13		0					Remy	18
			19	Scarlett	M	22	1260	216					Scarlett	19
			20	Skywalker	G	5	779	136					Skywalker	20
PR	S	In	(5)	*Experienced:*					10:00	11:30	1:00	2:30	*Experienced:*	(5)
			20	Chilli	M	20	995	182					Chilli	22
			21	Romeo	G	9	969	174					Romeo	23
			22	Samson	G	12	1220	214					Samson	24
			24	Scoot	G	15	970	171					Scoot	26
			25	TJ	G	14	970	174					TJ	27
PR	S	In	(0)	*Offline:*					10:00	11:30	1:00	2:30	*Offline:*	(0)

Sales & Marketing Report

March 2021

Sales:

Salesforce Leads: 43	Tours: 5	Website: 16	Landing Page: 27
New Sales: 2	YTD: 2		
Option Program-3	YTD: 3		
Transfers – 6	YTD: 15		

Tour Feedback:

The Good:

1) Positive feedback on Stables. Barn staff has assisted with tours and received good feedback.

2) Positive feedback on RV6.

3) People seem to like how it is a family-oriented community and there's activities for the kids.

The Bad:

1) Condition of putt-putt area, basketball court, and the volleyball area.

2) Concern over number of RVs on sites. People question whether they will be able to reserve a spot.

3) Most people want to be able to stay longer then the max stay allotted.

Marketing:

- Cobb Galleria sent invitation for September?
- We have an ad on the Atlanta RV Show (Jonesboro) virtual camping show website. Very inexpensive for 12 months.
- We are receiving a lot of positive feedback on the website and landing page. There are contact forms on both sites, and we are seeing about a 75/25 ratio in inquiries from landing page/website.
- Looking to revamp all separate marketing prints into a main digital print magazine. Can still be printed for front office and trade shows. This will be picked up towards the end of the year.
- Our "digital marketing" for the next four months will begin soon. This will help us specifically utilize our new promo video to the max extent. Expecting great results.
- "ad grant" through google worth $10k, was unfortunately not approved.

April 2021 Board Meeting - Lodge

March Income for 2021	
Wedding Cash Accounting	$5,825
Events Cash Accounting	$0
Misc. Cash Accounting	$0
Total Income for the month	$5,825

Total Expenses for the month	$5,729
Income - Expenses =	$96

Total Value of Weddings in 2021	
Budgeted Value of 2021 Weddings Projected Goal	$57,670
Total Value of 2021 Weddings already Booked	$67,250
Total amount yet to book	-$9,580

Total Value of Events in 2021	
Bugeted Average Value of 2021 Events Projected Goal	$15,396
Total Value of 2021 Events already Booked	$6,352
Amount booked to date	$9,044

Contact Summary

Contacts:	40		
		Emails	
		11	R-Ranch Web Site
		7	Here Comes the Guide
		15	Wedding Wire/ The Knot / The Spot/ Zola
		3	Referred by Friend
		3	Phone Calls
		1	Facebook
Total		40	

Of the contacts:		
	37	Weddings
	0	Church Groups
	3	Party
	0	Class
	40	Total

Of the dates requested:		
	27	dates were available
	9	dates were not available
	4	dates have not yet been chosen/ to far/ out of budget
	40	Total

Tours Generated:	7 Tours		
Source:	2 Website, 2 Wedding Wire/Knot, 1 Here Comes, 1 Phone, 1 Web, 0 Referred		
Status of Tours:	3 Booked	2 In Consideration	2 Not Interested

2021 Event Summary			Source of Wedding/events	
Weddings	15		RR Web	6
Events	8		Cham.Expo	0
RR Events	16	Owner Events (NON REVENUE)	HCTG	2
	39		Owner	8
The R-Ranch non-revenue events are:			Phone	1
Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,			Community	2
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,			Wedding Wire	4
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party				
R-Life parties will be in conjunction with R-Ranch Holidays			Total	23

2022 Event Summary			Source of Wedding/events	
Weddings	3		RR Web	1
Events	0		Cham.Expo	0
RR Events	16	Owner Events (NON REVENUE)	HCTG	0
	19		Owner	0
The R-Ranch non-revenue events are:			Phone	0
Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,			Community	0
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,			Wedding Wire	2
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party				
R-Life parties will be in conjunction with R-Ranch Holidays			Total	3

0

Housekeeping Report
March 2021

We cleaned 41 Single, 28 Duplex, 27 Chapel Hill, and 7 Cottages. This is a total of 103 cabins clean this month.

We completed all deep cleans this year along with deep cleaning all bathhouses. Stripped and waxed floors in bathhouse 1,2 and 3.

Accommodations Report Update

Acc team is involved in lottery operations as well as identifying and improving areas needing attention ranch wide.

Acc team members put in well over 800 collective hours of work around the ranch to improve facilities.

Owners adopted 5 rehab cabins in Chapel Hill since July

Rv site lottery remains popular. Chances should improve once rv 6 is completed.

Projects are ongoing.

If interested in being on the committee, signup is available at owners meeting.

If interested in participating as a project volunteer, please leave name number email address along with area of interest and diy skills in acc box in front office.

R-Ranch In [illegible] Mountains®
General Ledger
For the Period From Sep 1, 2020 to Jan 31, 2021

Filter Criteria includes: 1) IDs: Multiple IDs. Report order is by ID. Report is printed with shortened

RV 6 Tracker

RV6 Capital PTD

Account ID	Account Description	Date	Reference	Jrnl	Trans Description	Debit Amt	Credit Amt	Balance
4214	RV 6 Project Restricted	12/31/20						-387,520.13
4214	RV 6 Project Restricted	2/1/21						-31,250.00
4214	RV 6 Project Restricted						36,000.00	-36,000.00
4214	RV 6 Project Restricted						91,750.00	-91,750.00
								-546,520.13

RV6 Expenses PTD

Account ID	Account Description	Date	Reference	Jrnl	Trans Description	Debit Amt	Credit Amt	Balance	
6218	RV6 Expenses	10/16/20	EP 10/16/20 1	CDJ	THE EVERYWHERE CARD - PERMIT	50.00			Not budgeted
6218	RV6 Expenses	10/20/20	EP 10/20/20 1	CDJ	DRINKING WATER FEES - STORMWATER PERMIT	308.00			
6218	RV6 Expenses	10/30/20	2842	CDJ	DAVIS ENGINEERING & SURVEYING	100.00			
6218	RV6 Expenses	11/13/20	2846	CDJ	ROBERT GRINDLE CONCRETE CONST. - Invoice: 11112020	993.82			
6218	RV6 Expenses	11/18/20	EP 11/18/20 3	CDJ	BLUETARP FINANCIAL, INC - Invoice: 5073901	34.54			
6218	RV6 Expenses	12/1/20	EP 12/1/20	CDJ	THE EVERYWHERE CARD - Invoice: LUMP CO RV6 PERMIT	150.00			
6218	RV6 Expenses	12/4/20	2848	CDJ	DAHLONEGA ELECTRIC SUPPLY - Invoice: 79488	196.68			
6218	RV6 Expenses	12/11/20	28924	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 129171	50.00			
6218	RV6 Expenses	12/18/20	2849	CDJ	DAVIS ENGINEERING & SURVEYING - Invoice: RV 7218	1,600.00			
6218	RV6 Expenses	12/18/20	2850	CDJ	CITY PLUMBING & ELECTRIC - Invoice: 4071878	920.13		4,403.17	
6218	RV6 Expenses	1/29/21	29008	CDJ	THE WATER AUTHORITY, LLC - Invoice: RV6 / RR2021 - D1	4,944.00		4,944.00	
6218	RV6 Expenses	2/5/21	EP 2/5/21 5	CDJ	HOME DEPOT / GECF - Invoice: 9024907	13.57			
6218	RV6 Expenses	2/5/21	EP 2/5/21 5	CDJ	HOME DEPOT / GECF - Invoice: 5024335	33.30			
6218	RV6 Expenses	2/12/21	2854	CDJ	DAVIS ENGINEERING & SURVEYING - Invoice: 7405	1,925.00			
6218	RV6 Expenses				Current Period Change	1,971.87		1,971.87	
6218	RV6 Expenses	3/4/21	EP 3/4/21 5	CDJ	THE EVERYWHERE CARD - Invoice: SAFETYSIGN	101.65			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	298.00			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	25.98			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: RV 137004	19.99			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: RV 136906	22.98			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	169.00			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: RV 137079	416.50			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	53.82			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	49.99			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	24.95			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: RV 137005	41.99			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	13.47			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	39.98			
6218	RV6 Expenses	3/4/21	29093	CDJ	ANDERSON FEED & HARDWARE, INC. - Invoice: 136650	59.85			
6218	RV6 Expenses	3/12/21	2857	CDJ	THE UPS STORE - Invoice: 2/16/21	12.96			
6218	RV6 Expenses	3/12/21	2857	CDJ	THE UPS STORE - Invoice: 12102163434B002013	32.46			
6218	RV6 Expenses				Current Period Change	1,383.57		1,383.57	
								12,702.61	