

R-Ranch in the Mountains Semi-Annual Owner's Meeting

April 25, 2020, 1:00 P.M.

Agenda

1. Welcome- **Valorie Lottes**
2. Opening Prayer- **Cecil Pacetti**
3. Pledge of Allegiance- **Randy Mercier**
4. Review Agenda/Amend Agenda/Approve Agenda as written/Accept Agenda as written- **Valorie Lottes**
5. Honor Military/Veterans/Public Service Personnel- **Valorie Lottes**
6. Recognize outgoing BOD (Valorie Lottes, Carolyn Ponte, Ron Cagle) – **Ashley Spenner**
7. Recognize Volunteers- **Ashley Spenner**
8. Introduction of Nominating Committee (Iris Koplen, Christy Griffin, Hal Barrineau, Celia Hoffman)- **Ashley Spenner**
9. Explanation of Election/Voting Procedures- **Iris Koplen**
10. Introduction of Candidates- **Iris Koplen**
11. Announce Oct Owner's Meeting Sat Oct. 24th /Monthly BOD Meeting 3rd Sat each month- **Valorie Lottes**
12. Treasurer's Financial Report- **Blaine Griffith/Sue Burton**
13. Director's Report- **Blaine Griffith**
14. Strategic Planning Committee Report- **Ron Cagle**
15. RV6 Committee- **Jim Kaminsky**
16. Rodeo Report- **Valorie Lottes**
17. Marketing Committee- **Christy Griffin**
18. Upcoming Activities- **Valorie Lottes**
19. Announce 2020 – 2021 Nominating Committee- (Christy Griffin- Chair)- **Valorie Lottes**
20. Owner's Q & A- **Valorie Lottes/Blaine Griffith**
21. Announce Election Results- **Iris Koplen**
22. Instruct BOD to go to the next video conference to elect executive officers- **Valorie Lottes**
23. Next BOD Meeting Saturday, May 16, 2020 – 9:30am – **Valorie Lottes**
24. Adjourn Meeting- **Valorie Lottes**

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Three Months Ending March 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 311,374.59	\$ 358,607.00	(47,232.41)	\$ 400,905.12	\$ 451,421.00	(50,515.88)
Admin - Child Rights	0.00	0.00	0.00	350.00	0.00	350.00
Admin - Interest	2.08	7.00	(4.92)	5.25	21.00	(15.75)
Admin - Fines & Fees	575.00	100.00	475.00	1,525.00	300.00	1,225.00
Admin - Late Fees & FC	850.37	1,964.00	(1,113.63)	3,103.56	5,407.00	(2,303.44)
Admin - Ownership Sales	1,495.00	1,990.00	(495.00)	1,595.00	4,975.00	(3,380.00)
Admin - Ownership Transfer	2,923.00	1,944.00	979.00	4,597.00	5,832.00	(1,235.00)
Admin - Day Use	15.00	0.00	15.00	15.00	0.00	15.00
Admin - Sales - Ice	95.37	104.00	(8.63)	142.58	185.00	(42.42)
Admin - Sales - Propane	715.48	1,017.00	(301.52)	2,508.74	2,700.00	(191.26)
Admin - Sales - Souvenirs	55.55	140.00	(84.45)	224.06	246.00	(21.94)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	3.00	(3.00)
Admin - Sales - Gate Cards	0.00	8.00	(8.00)	0.00	24.00	(24.00)
Admin - Sales - Store	286.44	555.00	(268.56)	911.57	1,315.00	(403.43)
Admin - Vending Income	6.50	215.00	(208.50)	86.50	895.00	(808.50)
Admin - Stables - Riding Pas	165.00	608.00	(443.00)	345.00	1,020.00	(675.00)
Admin - Stables - Fundraiser	0.00	600.00	(600.00)	0.00	800.00	(800.00)
Admin - Recovery of Bad De	25.00	372.00	(347.00)	677.98	2,316.00	(1,638.02)
Admin - RV Adoptions	5,186.30	5,931.00	(744.70)	11,336.70	10,486.00	850.70
Admin - Cabin Adoptions	2,808.00	1,659.00	1,149.00	4,212.00	3,072.00	1,140.00
Admin - RV Moves	100.00	450.00	(350.00)	300.00	755.00	(455.00)
Admin - Pet Fees	30.00	150.00	(120.00)	140.00	300.00	(160.00)
RV - Electric - Usage Fee	4,143.00	3,603.00	540.00	8,732.92	8,321.00	411.92
RV - Electric - Quarterly	538.82	1,029.00	(490.18)	6,034.72	8,415.00	(2,380.28)
RV - Monthly Adoptions	275.00	350.00	(75.00)	755.00	850.00	(95.00)
RV - Yearly Adoptions	1,422.05	1,626.00	(203.95)	3,108.45	2,875.00	233.45
RV - Guest & Group	617.00	689.00	(72.00)	1,601.00	1,039.00	562.00
RV - Interest	0.00	2.00	(2.00)	0.00	6.00	(6.00)
Cabin - Electric - Usage	1,294.00	2,416.00	(1,122.00)	3,653.00	5,286.00	(1,633.00)
Cabin - Electric - Quarterly	410.30	351.00	59.30	1,311.07	1,933.00	(621.93)
Cabin - Adoptions	936.00	553.00	383.00	1,404.00	1,024.00	380.00
Cabin - Guest & Group	1,014.82	1,859.00	(844.18)	2,480.55	3,448.00	(967.45)
Cabin - Cottage	1,975.00	2,730.00	(755.00)	4,739.95	6,715.00	(1,975.05)
Lodge - Weddings	0.00	7,085.00	(7,085.00)	6,605.00	21,255.00	(14,650.00)
Lodge - Events	0.00	2,520.00	(2,520.00)	2,125.00	5,510.00	(3,385.00)
Capital Improve - RV	1,756.65	2,009.00	(252.35)	3,839.85	3,552.00	287.85
Capital Improve - Cabins	936.00	553.00	383.00	1,404.00	1,024.00	380.00
Capital Imp - Intrest	11.87	0.00	11.87	44.37	0.00	44.37
Legal - Admin	0.00	2,112.00	(2,112.00)	70.00	5,836.00	(5,766.00)
Rodeo - Vendors	0.00	200.00	(200.00)	0.00	200.00	(200.00)
Total Revenues	342,039.19	406,109.00	(64,069.81)	480,889.94	569,362.00	(88,472.06)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	342,039.19	406,109.00	(64,069.81)	480,889.94	569,362.00	(88,472.06)
Expenses						
Employee - Payroll/Salary	42,551.48	53,144.00	(10,592.52)	153,361.67	183,504.00	(30,142.33)
Employee - Payroll Tax	3,632.22	5,059.00	(1,426.78)	13,667.88	17,469.00	(3,801.12)
Employee - Payroll Fees & E	455.68	726.00	(270.32)	1,876.30	1,821.00	55.30
Employee - Benefits	5,292.42	6,500.00	(1,207.58)	12,596.05	19,500.00	(6,903.95)
Employee - Workers Comp	2,869.00	3,161.00	(292.00)	5,607.00	9,483.00	(3,876.00)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Three Months Ending March 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - Commissions	1,452.53	2,044.00	(591.47)	5,117.93	4,954.00	163.93
Admin - Accounting Fees	375.00	0.00	375.00	375.00	0.00	375.00
Admin - Bank Fees	(10.00)	51.00	(61.00)	42.00	131.00	(89.00)
Admin - Business Fees	0.00	199.00	(199.00)	269.00	448.00	(179.00)
Admin - IT	1,664.69	1,807.00	(142.31)	5,005.68	5,421.00	(415.32)
Admin - Dues & Subscriptio	220.97	232.00	(11.03)	965.30	596.00	369.30
Admin - Emp Develop & Tra	154.08	500.00	(345.92)	154.08	730.00	(575.92)
Admin - Acknowledgements	0.00	50.00	(50.00)	81.22	100.00	(18.78)
Admin - Merchant Services	(276.11)	0.00	(276.11)	(31.33)	0.00	(31.33)
Admin - Mileage Reimburse	0.00	72.00	(72.00)	117.25	166.00	(48.75)
Admin - Office Build M&R	0.00	30.00	(30.00)	0.00	120.00	(120.00)
Admin - Office Expense	336.41	853.00	(516.59)	1,394.38	1,652.00	(257.62)
Admin - Printing / Copying	831.06	739.00	92.06	2,517.13	1,474.00	1,043.13
Admin - Shipping / Postage	604.19	1,152.00	(547.81)	1,220.43	1,768.00	(547.57)
Admin - Cable/Cell/Telepho	1,298.23	1,350.00	(51.77)	3,414.14	4,050.00	(635.86)
Admin - Insurance - PL&A	21,284.50	0.00	21,284.50	48,368.40	21,600.00	26,768.40
Admin - Property Taxes	9,159.00	9,159.00	0.00	27,477.00	27,477.00	0.00
Admin - Sales - Ice	0.00	0.00	0.00	0.00	58.00	(58.00)
Admin - Sales - Propane	645.45	654.00	(8.55)	1,656.53	1,561.00	95.53
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	290.78	277.00	13.78	567.38	870.00	(302.62)
Admin - Sporting Equipment	0.00	250.00	(250.00)	0.00	250.00	(250.00)
GPM - Equip Rental	33.58	34.00	(0.42)	103.36	102.00	1.36
GPM - Equip Repair	71.06	2,207.00	(2,135.94)	264.89	3,152.00	(2,887.11)
GPM - Fence / Pasture	0.00	8,000.00	(8,000.00)	0.00	8,009.00	(8,009.00)
GPM - Fuel	2,599.78	1,736.00	863.78	2,621.29	2,438.00	183.29
GPM - General Maintenance	75.30	204.00	(128.70)	579.56	632.00	(52.44)
GPM - Grounds/Property Re	1,000.00	750.00	250.00	1,000.00	931.00	69.00
GPM - Keys & Locks	20.35	229.00	(208.65)	29.08	231.00	(201.92)
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 - Supplies	76.10	106.00	(29.90)	362.51	409.00	(46.49)
GPM - Tools	21.47	37.00	(15.53)	137.33	163.00	(25.67)
GPM - Vehicle M&R	323.74	377.00	(53.26)	1,706.74	1,493.00	213.74
GPM - Vehicle Tags & Titles	338.00	0.00	338.00	338.00	0.00	338.00
GPM - Maint. Bldg M&R	3.21	92.00	(88.79)	3.21	124.00	(120.79)
GPM - Operat Security Contr	7,370.00	0.00	7,370.00	18,480.00	0.00	18,480.00
Operating - Util - Electric	2,539.31	2,973.00	(433.69)	7,833.94	8,723.00	(889.06)
Operating - Util - Propane	1,047.15	1,375.00	(327.85)	3,243.40	3,458.00	(214.60)
Operating - Util - STP	475.00	678.00	(203.00)	475.00	678.00	(203.00)
Operating - Util - Trash	825.00	1,032.00	(207.00)	3,150.00	2,380.00	770.00
Operating - Util - Wtr Test	0.00	48.00	(48.00)	1,312.71	948.00	364.71
Operating - Util - Wtr Trt M	2,675.54	604.00	2,071.54	5,680.23	3,604.00	2,076.23
Sales - Sales & Market Exp	3,150.55	5,300.00	(2,149.45)	3,726.29	5,700.00	(1,973.71)
Sales - Mkt Comm Outreach	350.00	250.00	100.00	350.00	250.00	100.00
Housekeeping - Supplies	447.25	467.00	(19.75)	1,248.52	1,222.00	26.52
Stables - Feed	1,179.12	1,340.00	(160.88)	4,520.54	3,769.00	751.54
Stables - Ferrier	410.00	987.00	(577.00)	2,490.00	2,992.00	(502.00)
Stables - General Expense	655.08	70.00	585.08	978.23	440.00	538.23
Stables - M&R	0.00	82.00	(82.00)	77.76	263.00	(185.24)
Stables - Tack & Equipment	0.00	75.00	(75.00)	213.21	111.00	102.21
Stables - Vet Fees / Medicine	3,651.21	1,100.00	2,551.21	5,149.60	1,919.00	3,230.60
Stables - Jr. Wrangler	0.00	3.00	(3.00)	0.00	3.00	(3.00)
Stables - Tools	0.00	10.00	(10.00)	0.00	13.00	(13.00)
Owner - Events	1,000.00	1,000.00	0.00	1,040.93	1,500.00	(459.07)

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For the Three Months Ending March 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Owner - Board/Meetings	222.04	18.00	204.04	229.28	27.00	202.28
Owner - Sales & Transfers	381.79	633.00	(251.21)	1,313.47	1,117.00	196.47
Misc. Expense	0.00	4.00	(4.00)	0.00	12.00	(12.00)
RV - M&R	0.00	848.00	(848.00)	63.40	1,322.00	(1,258.60)
RV - Bath Houses	58.98	39.00	19.98	183.98	165.00	18.98
RV - Grounds	0.00	100.00	(100.00)	0.00	100.00	(100.00)
RV - Utilities - Electric	3,436.18	4,311.00	(874.82)	10,842.90	13,946.00	(3,103.10)
RV - Utilities - Propane	303.14	430.00	(126.86)	407.50	849.00	(441.50)
RV - Utilities - STP	0.00	100.00	(100.00)	0.00	223.00	(223.00)
RV - Projects & Improve	2,937.95	0.00	2,937.95	15,161.54	0.00	15,161.54
Cabin - M&R	200.72	157.00	43.72	200.72	196.00	4.72
Cabin - Pest Control Svc	0.00	0.00	0.00	210.10	0.00	210.10
Cabin - Bath Houses	28.88	412.00	(383.12)	1,320.87	421.00	899.87
Cabin - Rainbow	84.56	599.00	(514.44)	729.71	802.00	(72.29)
Cabin - Chapel Hill	25.44	12.00	13.44	47.03	17.00	30.03
Cabin - Cottages	0.00	69.00	(69.00)	0.00	73.00	(73.00)
Cabin - Grounds	0.00	10.00	(10.00)	0.00	10.00	(10.00)
Cabin - Roads	0.00	0.00	0.00	1,348.79	0.00	1,348.79
Cabin - Special Projects	696.44	0.00	696.44	696.44	0.00	696.44
Cabin - Utilities - Electric	5,095.06	6,013.00	(917.94)	16,904.71	17,626.00	(721.29)
Cabin - Utilities - Propane	77.26	213.00	(135.74)	436.49	414.00	22.49
Cabin - Projects & Improve	525.81	7,900.00	(7,374.19)	12,689.06	7,900.00	4,789.06
Lodge - M&R	1,306.39	250.00	1,056.39	1,358.04	521.00	837.04
Lodge - Kitchen M&R	0.00	0.00	0.00	20.55	0.00	20.55
Lodge - Event Decor/Improv	25.14	150.00	(124.86)	624.68	202.00	422.68
Lodge - Event Coord/Staff	0.00	2,800.00	(2,800.00)	1,408.00	3,000.00	(1,592.00)
Lodge - Event Clean/Supply	0.00	32.00	(32.00)	14.51	99.00	(84.49)
Lodge - Event Security	0.00	0.00	0.00	120.00	0.00	120.00
Lodge - Marketing	175.00	50.00	125.00	525.00	373.00	152.00
Lodge - Utilities - Electric	2,125.76	1,485.00	640.76	6,642.70	5,450.00	1,192.70
Lodge - Utilities - Propane	1,492.53	2,228.00	(735.47)	6,105.31	5,611.00	494.31
Lodge - Projects & Improve	20,335.76	6,200.00	14,135.76	30,556.38	6,200.00	24,356.38
Capital - Infra Improve	1,333.57	4,000.00	(2,666.43)	20,247.66	6,500.00	13,747.66
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	5,836.00	(5,836.00)
Rodeo - Advertising	0.00	116.00	(116.00)	0.00	173.00	(173.00)
Rodeo - Projects & Improve	0.00	351.00	(351.00)	195.46	351.00	(155.54)
Total Expenses	164,580.78	162,979.00	1,601.78	484,374.03	443,174.00	41,200.03
Net Operating Income	177,458.41	243,130.00	(65,671.59)	(3,484.09)	126,188.00	(129,672.09)
Other Income/Expense						
Bad Debt Expense	27,133.35	0.00	27,133.35	113,736.05	0.00	113,736.05
Net Income	\$ 150,325.06	\$ 243,130.00	(92,804.94)	\$ (117,220.14)	\$ 126,188.00	(243,408.14)

For Management Purposes Only

R-Ranch In The Mountain®
Balance Sheet
March 31, 2020

ASSETS

Current Assets		
Petty Cash	\$	200.00
Register Cash		300.00
Operating Bank Account		237,862.82
Lodge Bank Account		367.38
Cabin Bank Account		47,741.09
Property Tax Escrow Bank Acct		2,526.44
Payroll Bank Account		493.44
Rodeo Bank Account		7,500.67
Capital Improvement / Infrast		67,657.66
Legal Account		16,827.00
RV Bank Account		175,053.72
Operating Contingent		9,992.05
Accounts Receivable		357,258.78
Allowance for Doubtful Account		(309,746.81)
Total Current Assets		614,034.24
Property and Equipment		
Furniture & Fixtures		118,469.31
Vehicles		33,182.00
Machinery & Equipment		431,028.46
Horses & Sports Equipment		61,007.14
Buildings and Improvements		1,531,774.26
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		(1,290,496.48)
Total Property and Equipment		1,152,177.01
Other Assets		
Unsold Ranch Memberships		756,470.00
Total Other Assets		756,470.00
Total Assets		\$ 2,522,681.25

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Prepaid Assessments		28,253.83
Sales Tax Payable		167.81
Accrued Property Tax		37,477.00
Other Payables		12,327.00
Special Purchases Earmarked		(188.59)
Prepaid Electric		290.92
Accrued Property Tax		17,232.00
Total Current Liabilities		95,695.22
Long-Term Liabilities		

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Balance Sheet
March 31, 2020

Total Long-Term Liabilities		0.00
Total Liabilities		95,695.22
Capital		
Lodge Retained Earning	114,029.32	
RV Retained Earnings	176,067.78	
RV 6 Retained Earnings	93,672.97	
Cabin Retained Earning	117,338.80	
Stable Retained Earnings	16,177.37	
Infrastructure Retained Earn	16,415.49	
Legal Retained Earnings	23,995.81	
Dam Retained Earnings	250,289.62	
Undesignated Net Assets	1,736,219.01	
Current Year Net Assets Change	(117,220.14)	
Total Capital		2,426,986.03
Total Liabilities & Capital	\$	2,522,681.25

Unaudited - For Management Purposes Only



April 2020 Owners Meeting

Welcome to the April Owner's meeting. I know that we would have never expected in a million years to be meeting in this way.

These are unprecedented times that no one could have imagined that we would ever be going through. I want to thank those that have been patient, understanding and supportive of our efforts to keep our Owners and Staff safe. The Board has had to make such hard choices in actions that have been put in place to protect one and all and I know it wasn't easy. Their time away from their families and dedicated selfless service to the Ranch has been profound. I know the past few years when they were campaigning for the board, they did not think they would have to be making these types of choices. I want the Board to know that I have been advocating for an increase in their pay for them through these times.

We are all hoping that as we navigate these murky waters that somehow, we will be able to get back to a form of normality where everyone is back enjoying themselves at the Ranch without the worry of endangering themselves or others. That is the most difficult point of all of this is all of the unknowns. It is very hard for us to plan the remainder of the year, when at this point, we just don't know what will happen.

But let us talk about the past six months. We had a relatively quiet fall as far as projects as we closed out the year. I believe we did put the new decks on the stable house to replace the old and unsafe ones that were on there. We had to do a few projects that were for infrastructure and safety reasons such as the new drains in RV5 and across from maintenance. These have been great fixes and improvements that will last for another 20-30 years.

We closed out the fall with a lot of great events, from the Halloween weekend party, Thanksgiving, Breakfast with Santa and a fantastic New Year's Eve party! We were able to squeeze in a nice Valentines social this year before it all hit. We were looking forward to a fantastic St. Patrick's Day weekend when all the changes started.

Coming into 2020, I was super excited. We started off the year with the best college football team in the nation, the LSU Tigers, blowing out the competition and winning it all!

The finance committee put together a great budget and projects for this year and our wonderful board had gotten it approved. We started the year with two major projects in that we were able to rip out the old carpet in the lodge and put down a super nice floor that will draw a lot of events in to make some money for the lodge to continue the improvements.

We also started on the 801/802 project of repairing and rehabbing. No major maintenance or repair had been done on the Rainbow cabins since they were first built. We learned a lot about what will work best and what needs to be done and in what priority order for the remainder of



the cabins from this project. The goal of the project was to repair all the damage and ensure the integrity of the cabin from the elements. We then looked at how to improve the sound between the two duplexes, which was one of the biggest complaints and then next we looked at functionality. We hope to have a finished product soon that as we open back up, one and all can enjoy them.

I did mention that before we have postponed any future projects until we are more sure of what the outcome of the current events are. We had plans Phase 3 and 4 of the Wifi, which were going into Chapel Hill and Rainbow Cabins. We had then planned to have the gate installed on Rainbow Drive to protect and secure the southern plat of our property. We were looking to get the stables painted, Chapel Hill cabins leveled out and substructure rebuilt for safety and rehabilitation and more picnic tables among other projects.

The finance committee and I have been meeting every few weeks as we talk about our current budget and how we should proceed into the future. We are being good stewards of the Ranch's finances and are protecting our assets. We are hoping this is merely a temporary solution that we will come out of this stronger and better.

The Marketing Committee has been working hard to ensure our success to bring New Owner's to the Ranch which will allow us to do more. With pricing adjustments to the current market and New Owner programs, I foresee great success!

Again, we ask for everyone's patience as we look to the future and as the situation becomes more clear, we will make the appropriate decisions, to not only get us realigned with what our budget and projects should have been, but once again looking to the future and what is our Premier North Georgia Resort.

Geaux Tigers!