



R-Ranch in the Mountains
Board of Director's Meeting
August 15, 2020
Meeting Minutes

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

Absent: N/A

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 Randy, seconded by Sue
- V. **SUSPEND READING July 2020 BOD Meeting** - Motion to suspend by Randy, seconded by Sue
- VI. **APPROVE/AMEND/ACCEPT July 2020 BOD MEETING MINUTES** - Motion to approve by Becky, seconded by Randy
- 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- Approved updated Mission Statement
- 2. Covenants/Bylaws/Policy & Guidelines Committee- Owner 0434 requested board review of P&G 3.5 Rainbow Lake Cabin Reservation, Board agreed
- 3. Finance Committee-
- 4. Land Use/Fire Wise Committee-
- 5. Marketing Committee-
- 6. Owner's Concerns Committee- Valorie Lottes volunteered to be committee Chairperson, board asked audience for other volunteers, board voted favorably to appoint Valorie Lottes as committee chair
- 7. Nominating Committee-



8. Strategic Planning committee-

9. **BOARD APPOINTED COMMITTEE**

- a) RV6 Committee – **Motion:** To accept the RV6 Special Lottery guidelines to be held September 5, 2020. Motion introduced by Sue second by Randy. Board voted yes in majority.
- b) Rodeo Committee – Valorie Lottes, Chairperson, presented pros and cons of holding Rodeo due to COVID-19. Board decided to table the decision of canceling/ approving the 2020 Mountain Top Rodeo currently scheduled for October 31 and November 1, 2020 until 8/31/2020.

VIII. OLD BUSINESS-

- a) Cabin Adoption Program- Reviewed proposed Chapel Hill Adoption Program details. **Motion:** To approve the proposed Chapel Hill Adoption Cabin Program. Motion introduced by Holly Sell. Motion seconded by Marc Armstrong.
- b) Violation form- Reviewed updated Violation Forms. All directors in favor of moving forward with the new forms with the understanding that minor adjustments need to be made.

IX. NEW BUSINESS- N/A

X. ADJOURN GENERAL MEETING

Time: 1:14PM

The next meeting of the R-Ranch Board of Directors will be held on September 19, 2020 at 9:30 A.M. In the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION- Yes

In attendance: Board, Blaine Griffith and Henry Condrey

CALL TO ORDER- 1:26pm- President, Ashley Spenner

XII. ADJOURN EXECUTIVE SESSION TIME: 2:15PM

XIII. WORKING/ CLOSED SESSION- N/A

CALL TO ORDER-

a)

XIV. ADJOURN WORKING/ CLOSED SESSION Time:

Meeting Notes by Holly Sell

August 15, 2020

OWNER'S NAME:

OWNER #

1800

0434

0434

0538

0945

0509

0445



**R-Ranch in the Mountains
Board of Director's Meeting**

August 15, 2020

Agenda

- I. CALL TO ORDER- 9:30 - President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING JULY 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT JULY 2020 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) Cabin Adoption Program
- b) Violation Form
- c) RV6

IX. NEW BUSINESS-

- a)

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on September 19, 2020 at 9:30 A.M. in the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION - No



**R-Ranch in the Mountains
Board of Director's Meeting**

July 18, 2020

Meeting Minutes

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

Absent: N/A

Meeting type: Virtual

- I. CALL TO ORDER- 9:30 - President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA- Amended to include closed session, motion by Cecil, seconded by Alex**
- V. SUSPEND READING June 2020 BOD Meeting - Motion by Cecil, seconded by Sue**
- VI. APPROVE/AMEND/ACCEPT June 2020 BOD MEETING MINUTES - motion by Cecil, 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- Committee chair shared ideas for improvement and the idea of a volunteer committee to implement beautification recommendations. Committee will also proceed with creating a cabin inspection team to include volunteers and front office staff.**
- 2. Covenants/Bylaws/Policy & Guidelines Committee- 2020 2nd half P&G campaign- Discussed how to best enforce P&Gs via security/ front office. Blaine to communicate a plan for a campaign to drive awareness. Ashley read letter submitted by owner 0434 regarding Increase in P&G violations by owners with no R-Ranch enforcement.**
- 3. Finance Committee**
- 4. Land Use/Fire Wise Committee**



5. Marketing Committee
6. Owner's Concerns Committee- Chair needed for committee
7. Nominating Committee
8. Strategic Planning committee- Chair needed for committee
9. **BOARD APPOINTED COMMITTEE**
 - a) RV6 Committee – Continuing to move forward by obtaining bids on the specific requirements. Third owner email survey to judge interest was sent in July and to date 150 responses with 33 owners showing interest of 5 or 7 year lease.
 - b) Rodeo Committee –

VIII. OLD BUSINESS-

- a) Cabin Adoption Program- Discussed further to implement a new Chapel Hill adoption program. Details of the program are being finalized for board review and consideration.

IX. NEW BUSINESS-

- a) Deed Takeback Program discussion- Blaine discussed the number of active owners requirement of 800 owners associated with this program. With the number of active owners being well below this minimum, no owners are able to take advantage of the program.

Motion: Remove the following verbiage from the current program details: "At any time after such date, Owners may request to qualify for the program given that the R-Ranch has a minimum 800 Owners in Good Standing*. If R-Ranch drops below this threshold, the program will be suspended until it rises back above 800 Owners in Good Standing."

Motion introduced by Marc Armstrong. Motion seconded by Randy Mercier. Vote was 7-1 in favor; motion passed.

X. ADJOURN GENERAL MEETING

Time: _12:11 PM_____

The next meeting of the R-Ranch Board of Directors will be held on August 15, 2020 at 9:30 A.M. in the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION- No

XII. WORKING/ CLOSED SESSION- Yes

CALL TO ORDER- 12:30 - President, Ashley Spenner

- a) Reviewed/ discussed draft verbiage for Cabin Adoption Program
- b) Reviewed/ discussed old Violation Form and recommendations for updated form
- c) Discussed feedback received from latest RV6 survey

XIII. ADJOURN WORKING/ CLOSED SESSION Time: _1:30 PM_____

R-Ranch In The Mountain®
Income Statement
Compared with Budget
July 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	\$ 38,897.38	\$ 31,939.00	6,958.38	\$ 711,607.24	\$ 790,784.00	(79,176.76)
RV Revenue	13,704.57	16,171.00	(2,466.43)	61,183.82	73,496.00	(12,312.18)
Cabin Revenue	13,644.31	11,330.00	2,314.31	41,141.94	60,011.00	(18,869.06)
Lodge Revenue	1,000.00	500.00	500.00	13,580.00	49,940.00	(36,360.00)
Capital Imp Revenue	3,438.91	4,026.00	(587.09)	20,653.31	22,792.00	(2,138.69)
Legal Revenue	0.00	2,112.00	(2,112.00)	70.00	14,284.00	(14,214.00)
Rodeo Revenue	0.00	1,200.00	(1,200.00)	0.00	51,438.00	(51,438.00)
Total Revenues	70,685.17	67,278.00	3,407.17	848,236.31	1,062,745.0	(214,508.69)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	70,685.17	67,278.00	3,407.17	848,236.31	1,062,745.0	(214,508.69)
Expenses						
Employee Expenses	83,894.87	99,312.00	(15,417.13)	438,954.71	544,425.00	(105,470.29)
Admin Expenses	44,176.40	39,225.00	4,951.40	186,913.86	180,303.00	6,610.86
GPM Expenses	11,609.85	16,357.00	(4,747.15)	82,614.31	81,690.00	924.31
Operating Utilities	12,647.17	8,299.00	4,348.17	52,985.28	44,370.00	8,615.28
Sales & Marketing Exp	0.00	800.00	(800.00)	5,821.96	8,350.00	(2,528.04)
Housekeeping Expenses	643.99	748.00	(104.01)	3,508.40	3,819.00	(310.60)
Stable Expenses	3,994.28	4,413.00	(418.72)	25,216.14	26,572.00	(1,355.86)
Owner Expenses	767.34	1,580.00	(812.66)	4,957.31	7,207.00	(2,249.69)
Sponsored Events Exp	(1,385.00)	0.00	(1,385.00)	615.00	0.00	615.00
Misc Exp	274.61	4.00	270.61	784.40	28.00	756.40
RV Expenses	11,536.18	6,578.00	4,958.18	48,444.36	50,126.00	(1,681.64)
Cabin Expenses	1,329.93	4,430.00	(3,100.07)	63,330.77	73,525.00	(10,194.23)
Lodge Expenses	2,540.13	32,751.00	(30,210.87)	57,098.19	67,353.00	(10,254.81)
Capital Imp Exp	3,614.20	0.00	3,614.20	31,718.82	15,700.00	16,018.82
Legal Exp	0.00	2,112.00	(2,112.00)	287.50	14,284.00	(13,996.50)
Rodeo Expenses	3,750.00	3,598.00	152.00	4,270.46	38,392.00	(34,121.54)
Total Expenses	179,393.95	220,207.00	(40,813.05)	1,007,521.4	1,156,144.0	(148,622.53)
Net Operating Income	(108,708.78)	(152,929.00)	44,220.22	(159,285.16)	(93,399.00)	(65,886.16)
Other Income/Expense						
Bad Debt Expense	5,135.27	0.00	5,135.27	124,137.36	0.00	124,137.36
Net Income	\$ (113,844.05)	\$ (152,929.00)	39,084.95	\$ (283,422.52)	\$ (93,399.00)	(190,023.52)

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 15,537.53	\$ 9,089.00	6,448.53	\$ 598,020.38	\$ 653,180.00	(55,159.62)
Admin - Child Rights	0.00	0.00	0.00	400.00	500.00	(100.00)
Admin - Interest	11.38	7.00	4.38	76.56	49.00	27.56
Admin - Fines & Fees	274.99	100.00	174.99	2,712.36	700.00	2,012.36
Admin - Late Fees & FC	2,382.85	909.00	1,473.85	9,669.77	11,551.00	(1,881.23)
Admin - Ownership Sales	2,331.66	1,990.00	341.66	6,016.66	12,935.00	(6,918.34)
Admin - Ownership Transfer	3,569.64	1,944.00	1,625.64	15,710.20	13,608.00	2,102.20
Admin - Day Use	50.00	257.00	(207.00)	140.00	454.00	(314.00)
Admin - Sales - Ice	805.55	692.00	113.55	1,645.33	2,160.00	(514.67)
Admin - Sales - Propane	390.24	324.00	66.24	3,720.47	4,490.00	(769.53)
Admin - Sales - Souvenirs	93.46	188.00	(94.54)	396.24	1,197.00	(800.76)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	7.00	(7.00)
Admin - Sales - Gate Cards	0.00	42.00	(42.00)	50.00	182.00	(132.00)
Admin - Sales - Store	225.08	1,176.00	(950.92)	1,461.28	5,212.00	(3,750.72)
Admin - Vending Income	600.00	53.00	547.00	686.50	1,692.00	(1,005.50)
Admin - Stables - Riding Pas	1,230.00	1,905.00	(675.00)	2,640.00	5,826.00	(3,186.00)
Admin - Stables - Stall Fees	94.00	0.00	94.00	94.00	0.00	94.00
Admin - Stables - Fundraiser	0.00	0.00	0.00	20.00	900.00	(880.00)
Admin - Recovery of Bad De	875.00	391.00	484.00	5,288.22	3,482.00	1,806.22
Admin - RV Adoptions	8,928.00	11,821.00	(2,893.00)	51,366.30	55,765.00	(4,398.70)
Admin - Cabin Adoptions	1,188.00	65.00	1,123.00	9,648.00	11,710.00	(2,062.00)
Admin - RV Moves	180.00	835.00	(655.00)	1,504.97	4,434.00	(2,929.03)
Admin - Sponsored Events	90.00	0.00	90.00	90.00	0.00	90.00
Admin - Pet Fees	40.00	150.00	(110.00)	250.00	750.00	(500.00)
RV - Electric - Usage Fee	6,310.00	4,985.00	1,325.00	24,678.66	27,188.00	(2,509.34)
RV - Electric - Quarterly	2,849.57	5,989.00	(3,139.43)	15,104.11	22,128.00	(7,023.89)
RV - Monthly Adoptions	0.00	600.00	(600.00)	755.00	2,750.00	(1,995.00)
RV - Yearly Adoptions	2,298.00	3,241.00	(943.00)	15,103.05	15,290.00	(186.95)
RV - Guest & Group	2,247.00	1,354.00	893.00	5,543.00	6,126.00	(583.00)
RV - Interest	0.00	2.00	(2.00)	0.00	14.00	(14.00)
Cabin - Electric - Usage	3,160.00	3,268.00	(108.00)	12,321.00	16,811.00	(4,490.00)
Cabin - Electric - Quarterly	285.51	604.00	(318.49)	3,039.42	4,597.00	(1,557.58)
Cabin - Adoptions	396.00	22.00	374.00	3,216.00	3,904.00	(688.00)
Cabin - Guest & Group	7,552.80	4,173.00	3,379.80	12,430.57	16,421.00	(3,990.43)
Cabin - Cottage	2,250.00	3,263.00	(1,013.00)	10,134.95	18,278.00	(8,143.05)
Lodge - Weddings	0.00	0.00	0.00	10,205.00	38,340.00	(28,135.00)
Lodge - Events	1,000.00	500.00	500.00	3,375.00	11,600.00	(8,225.00)
Capital Improve - RV	3,024.00	4,004.00	(980.00)	17,359.65	18,888.00	(1,528.35)
Capital Improve - Cabins	396.00	22.00	374.00	3,216.00	3,904.00	(688.00)
Capital Imp - Intrest	18.91	0.00	18.91	77.66	0.00	77.66
Legal - Admin	0.00	2,112.00	(2,112.00)	70.00	14,284.00	(14,214.00)
Rodeo - Tickets	0.00	0.00	0.00	0.00	29,618.00	(29,618.00)
Rodeo - Parking	0.00	0.00	0.00	0.00	3,046.00	(3,046.00)
Rodeo - Vendors	0.00	0.00	0.00	0.00	3,641.00	(3,641.00)
Rodeo - Sponsors	0.00	1,200.00	(1,200.00)	0.00	13,133.00	(13,133.00)
Rodeo - Souvenirs	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
Total Revenues	70,685.17	67,278.00	3,407.17	848,236.31	1,062,745.0	(214,508.69)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	70,685.17	67,278.00	3,407.17	848,236.31	1,062,745.0	(214,508.69)

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Expenses						
Employee - Payroll/Salary	75,232.11	79,716.00	(4,483.89)	357,168.36	420,152.00	(62,983.64)
Employee - Payroll Tax	6,071.88	7,589.00	(1,517.12)	30,268.06	39,997.00	(9,728.94)
Employee - Payroll Fees & E	508.49	546.00	(37.51)	3,648.63	4,067.00	(418.37)
Employee - Benefits	(1,631.00)	6,900.00	(8,531.00)	22,641.87	46,300.00	(23,658.13)
Employee - Workers Comp	3,263.39	3,161.00	102.39	18,741.70	22,127.00	(3,385.30)
Employee - Commissions	450.00	1,400.00	(950.00)	6,486.09	11,782.00	(5,295.91)
Admin - Accounting Fees	2,000.00	1,725.00	275.00	4,075.00	5,325.00	(1,250.00)
Admin - Bank Fees	20.00	40.00	(20.00)	152.10	437.00	(284.90)
Admin - Business Fees	0.00	0.00	0.00	749.00	1,516.00	(767.00)
Admin - IT	6,676.25	1,807.00	4,869.25	17,763.18	13,649.00	4,114.18
Admin - Dues & Subscriptio	0.00	1,050.00	(1,050.00)	1,468.14	2,490.00	(1,021.86)
Admin - Emp Develop & Tra	0.00	0.00	0.00	275.34	952.00	(676.66)
Admin - Acknowledgements	0.00	50.00	(50.00)	181.11	300.00	(118.89)
Admin - Merchant Services	(150.39)	0.00	(150.39)	498.72	0.00	498.72
Admin - Mileage Reimburse	77.70	16.00	61.70	194.95	366.00	(171.05)
Admin - Office Build M&R	0.00	0.00	0.00	0.00	444.00	(444.00)
Admin - Office Expense	329.36	601.00	(271.64)	2,271.90	3,928.00	(1,656.10)
Admin - Printing / Copying	401.06	510.00	(108.94)	6,872.52	3,625.00	3,247.52
Admin - Shipping / Postage	216.65	119.00	97.65	2,249.44	3,105.00	(855.56)
Admin - Cable/Cell/Telepho	1,307.16	1,350.00	(42.84)	8,615.29	9,450.00	(834.71)
Admin - Tax Expense	2,208.03	0.00	2,208.03	2,208.03	0.00	2,208.03
Admin - Insurance - PL&A	21,595.50	21,600.00	(4.50)	70,691.90	64,800.00	5,891.90
Admin - Property Taxes	9,159.00	9,159.00	0.00	64,113.00	60,780.00	3,333.00
Admin - Sales - Ice	336.08	375.00	(38.92)	653.69	1,008.00	(354.31)
Admin - Sales - Propane	0.00	189.00	(189.00)	2,320.33	2,664.00	(343.67)
Admin - Sales - Souvenirs	0.00	36.00	(36.00)	0.00	1,148.00	(1,148.00)
Admin - Sales - Gate Cards	0.00	300.00	(300.00)	486.04	814.00	(327.96)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	3.00	(3.00)
Admin - Sales - Store	0.00	297.00	(297.00)	1,074.18	3,249.00	(2,174.82)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	84.24	34.00	50.24	291.62	238.00	53.62
GPM - Equip Repair	65.10	316.00	(250.90)	1,817.29	7,298.00	(5,480.71)
GPM - Fence / Pasture	564.92	1,500.00	(935.08)	12,003.95	10,685.00	1,318.95
GPM - Fuel	0.00	668.00	(668.00)	5,195.98	6,216.00	(1,020.02)
GPM - General Maintenance	0.00	450.00	(450.00)	921.09	1,584.00	(662.91)
GPM - Grounds/Property Re	0.00	1,000.00	(1,000.00)	1,493.64	3,381.00	(1,887.36)
GPM - Keys & Locks	252.10	0.00	252.10	281.18	266.00	15.18
GPM - Lawn & Landscape S	8,443.93	10,500.00	(2,056.07)	27,373.93	37,800.00	(10,426.07)
GPM - Pool Chemicals	798.66	1,216.00	(417.34)	3,525.87	5,004.00	(1,478.13)
GPM - Pool M&R	345.73	75.00	270.73	1,256.53	1,768.00	(511.47)
GPM - Pool Bathhouse	0.00	0.00	0.00	186.57	0.00	186.57
GPM - Pest Control Services	0.00	70.00	(70.00)	1,296.10	1,548.00	(251.90)
GPM - Roads M&R	63.27	0.00	63.27	63.27	0.00	63.27
GPM - Supplies	488.15	100.00	388.15	1,616.57	1,087.00	529.57
GPM - Tools	21.57	0.00	21.57	929.17	423.00	506.17
GPM - Vehicle M&R	431.02	428.00	3.02	4,785.18	4,208.00	577.18
GPM - Vehicle Tags & Titles	0.00	0.00	0.00	338.00	0.00	338.00
GPM - Maint. Bldg M&R	51.16	0.00	51.16	54.37	184.00	(129.63)
GPM - Operat Security Contr	0.00	0.00	0.00	19,184.00	0.00	19,184.00
Operating - Util - Electric	1,940.60	2,218.00	(277.40)	21,875.55	19,123.00	2,752.55
Operating - Util - Propane	0.00	0.00	0.00	3,698.61	4,593.00	(894.39)
Operating - Util - STP	0.00	808.00	(808.00)	475.00	3,266.00	(2,791.00)
Operating - Util - Trash	1,325.00	1,073.00	252.00	7,225.00	6,279.00	946.00
Operating - Util - Wtr Test	1,602.00	1,200.00	402.00	4,323.87	4,344.00	(20.13)
Operating - Util - Wtr Trt M	3,004.69	3,000.00	4.69	10,261.57	6,765.00	3,496.57
Operating - Projects & Impro	4,774.88	0.00	4,774.88	5,125.68	0.00	5,125.68

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Sales - Sales & Market Exp	0.00	800.00	(800.00)	5,471.96	7,850.00	(2,378.04)
Sales - Mkt Comm Outreach	0.00	0.00	0.00	350.00	500.00	(150.00)
Housekeeping - Supplies	643.99	748.00	(104.01)	3,508.40	3,819.00	(310.60)
Stables - Feed	1,908.14	1,449.00	459.14	8,930.38	9,231.00	(300.62)
Stables - Ferrier	1,040.00	1,573.00	(533.00)	8,090.00	8,331.00	(241.00)
Stables - General Expense	149.40	68.00	81.40	1,838.19	1,235.00	603.19
Stables - M&R	200.53	7.00	193.53	278.29	638.00	(359.71)
Stables - Tack & Equipment	64.19	216.00	(151.81)	277.40	593.00	(315.60)
Stables - Vet Fees / Medicine	632.02	1,100.00	(467.98)	6,301.88	5,719.00	582.88
Stables - Jr. Wrangler	0.00	0.00	0.00	0.00	16.00	(16.00)
Stables - Horses	0.00	0.00	0.00	(500.00)	500.00	(1,000.00)
Stables - Tools	0.00	0.00	0.00	0.00	309.00	(309.00)
Owner - Events	34.24	1,000.00	(965.76)	1,075.17	3,500.00	(2,424.83)
Owner - Board/Meetings	0.00	4.00	(4.00)	467.73	341.00	126.73
Owner - Sales & Transfers	733.10	576.00	157.10	3,414.41	3,366.00	48.41
Sponsored Events	(1,385.00)	0.00	(1,385.00)	615.00	0.00	615.00
Misc. Expense	274.61	4.00	270.61	784.40	28.00	756.40
RV - M&R	0.00	0.00	0.00	1,083.40	2,301.00	(1,217.60)
RV - Bath Houses	0.00	64.00	(64.00)	559.35	486.00	73.35
RV - Grounds	(60.89)	42.00	(102.89)	249.97	1,142.00	(892.03)
RV - Roads	0.00	0.00	0.00	1,763.58	1,700.00	63.58
RV - Utilities - Electric	0.00	6,405.00	(6,405.00)	17,340.45	36,539.00	(19,198.55)
RV - Utilities - Propane	0.00	0.00	0.00	407.50	1,338.00	(930.50)
RV - Utilities - STP	0.00	67.00	(67.00)	0.00	820.00	(820.00)
RV - Projects & Improve	11,597.07	0.00	11,597.07	27,040.11	5,800.00	21,240.11
Cabin - M&R	123.70	250.00	(126.30)	790.08	599.00	191.08
Cabin - Pest Control Svc	0.00	0.00	0.00	210.10	0.00	210.10
Cabin - Bath Houses	0.00	333.00	(333.00)	1,607.54	1,012.00	595.54
Cabin - Rainbow	(342.97)	308.00	(650.97)	1,718.15	2,922.00	(1,203.85)
Cabin - Chapel Hill	77.00	36.00	41.00	322.19	852.00	(529.81)
Cabin - Cottages	355.00	199.00	156.00	1,257.10	397.00	860.10
Cabin - Grounds	0.00	75.00	(75.00)	0.00	582.00	(582.00)
Cabin - Roads	0.00	518.00	(518.00)	4,254.57	2,230.00	2,024.57
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	0.00	2,644.00	(2,644.00)	22,160.15	33,303.00	(11,142.85)
Cabin - Utilities - Propane	0.00	0.00	0.00	699.36	606.00	93.36
Cabin - Utilities - STP	0.00	67.00	(67.00)	0.00	782.00	(782.00)
Cabin - Projects & Improve	1,117.20	0.00	1,117.20	29,615.09	30,240.00	(624.91)
Lodge - M&R	954.96	695.00	259.96	2,871.19	3,016.00	(144.81)
Lodge - Kitchen M&R	0.00	0.00	0.00	437.55	0.00	437.55
Lodge - Event Decor/Improv	0.00	0.00	0.00	1,597.48	402.00	1,195.48
Lodge - Event Coord/Staff	0.00	100.00	(100.00)	1,958.00	6,300.00	(4,342.00)
Lodge - Event Clean/Supply	17.12	13.00	4.12	55.32	345.00	(289.68)
Lodge - Event Security	0.00	0.00	0.00	120.00	262.00	(142.00)
Lodge - Marketing	0.00	50.00	(50.00)	850.00	662.00	188.00
Lodge - Utilities - Electric	1,353.88	1,892.00	(538.12)	10,509.96	13,157.00	(2,647.04)
Lodge - Utilities - Propane	0.00	1.00	(1.00)	6,990.86	7,009.00	(18.14)
Lodge - Projects & Improve	214.17	30,000.00	(29,785.83)	31,707.83	36,200.00	(4,492.17)
Capital - Infra Improve	3,614.20	0.00	3,614.20	31,718.82	15,700.00	16,018.82
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	14,284.00	(14,284.00)
Legal - GPM	0.00	0.00	0.00	287.50	0.00	287.50
Rodeo - Stock Contract	0.00	0.00	0.00	0.00	4,167.00	(4,167.00)
Rodeo - 4L Ticket Split	0.00	0.00	0.00	0.00	14,245.00	(14,245.00)
Rodeo - Prize Money	0.00	0.00	0.00	0.00	4,167.00	(4,167.00)
Rodeo - Advertising	0.00	274.00	(274.00)	0.00	1,487.00	(1,487.00)
Rodeo - Security & EMT	0.00	0.00	0.00	0.00	1,173.00	(1,173.00)
Rodeo - Seating	0.00	0.00	0.00	0.00	4,500.00	(4,500.00)

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Rodeo - Sanitation	0.00	542.00	(542.00)	325.00	959.00	(634.00)
Rodeo - Souvenirs	0.00	1,405.00	(1,405.00)	0.00	1,942.00	(1,942.00)
Rodeo - Sponsors Exp	0.00	37.00	(37.00)	0.00	555.00	(555.00)
Rodeo - In-House Exp	3,750.00	109.00	3,641.00	3,750.00	2,461.00	1,289.00
Rodeo - Projects & Improve	0.00	0.00	0.00	195.46	1,164.00	(968.54)
Rodeo - Rentals	0.00	0.00	0.00	0.00	67.00	(67.00)
Rodeo - Insurance	0.00	350.00	(350.00)	0.00	350.00	(350.00)
Rodeo - Merchant Svc	0.00	724.00	(724.00)	0.00	736.00	(736.00)
Rodeo - Supplies	0.00	157.00	(157.00)	0.00	419.00	(419.00)
Total Expenses	179,393.95	220,207.00	(40,813.05)	1,007,521.4	1,156,144.0	(148,622.53)
Net Operating Income	(108,708.78)	(152,929.00)	44,220.22	(159,285.16)	(93,399.00)	(65,886.16)
Other Income/Expense						
Bad Debt Expense	5,135.27	0.00	5,135.27	124,137.36	0.00	124,137.36
Net Income	\$ (113,844.05)	\$ (152,929.00)	39,084.95	\$ (283,422.52)	\$ (93,399.00)	(190,023.52)

For Management Purposes Only

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

ASSETS

Current Assets		
Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		17,944.85
Lodge Bank Account		933.49
Cabin Bank Account		22,862.48
Property Tax Escrow Bank Acct		64,667.35
Payroll Bank Account		1,657.14
Rodeo Bank Account		3,425.67
Capital Improvement / Infrast		111,567.85
Legal Account		17,664.00
RV Bank Account		210,490.70
Operating Contingent		10,002.40
Accounts Receivable		357,258.78
Allowance for Doubtful Account		(322,146.33)
Total Current Assets		496,778.38
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	\$	2,405,425.39

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Prepaid Assessments		52,302.43
Sales Tax Payable		706.18
Accrued Property Tax		74,113.00
Special Purchases Earmarked		(188.59)
Prepaid Electric		378.97
Accrued Property Tax		17,232.00
Total Current Liabilities		144,679.24
Long-Term Liabilities		

Unaudited - For Management Purposes Only

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

Total Long-Term Liabilities		0.00
Total Liabilities		144,679.24
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	1,736,181.51	
Current Year Net Assets Change	(283,422.52)	
Total Capital		2,260,746.15
Total Liabilities & Capital	\$	2,405,425.39

R-Ranch In The Mountain®
Statement of Cash Flow
For the seven Months Ended July 31, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (113,844.05)	\$ (283,422.52)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	25.00
Allowance for Doubtful Account	2,048.48	123,243.62
Prepaid Assessments	7,749.39	14,706.23
Sales Tax Payable	374.22	419.77
Accrued Property Tax	9,159.00	64,113.00
Prepaid Electric	0.00	(957.19)
Total Adjustments	19,331.09	201,550.43
Net Cash provided by Operations	(94,512.96)	(81,872.09)
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	\$ (94,512.96)	\$ (81,872.09)
Summary		
Cash Balance at End of Period	\$ 461,665.93	\$ 461,665.93
Cash Balance at Beg of Period	(556,178.89)	(543,538.02)
Net Increase <Decrease> in Cash	\$ (94,512.96)	\$ (81,872.09)

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

Active	755	791	808	825	795	839	735	769	814	828	817	837	665	727	765
Suspended	265	229	208	191	224	174	270	246	202	188	202	186	355	296	252
Litigation	81	81	86	88	86	94	94	93	102	102	102	101	111	109	109
Howe	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
R-Ranch/Invent	190	188	191	187	185	188	198	191	184	185	183	180	178	177	183
BD W/O	90	90	88	88	88	83	82	82	77	77	77	77	71	71	71
Hardship	8	9	7	7	8	6	5	4	6	5	5	5	6	6	6
Bankruptcy	10	11	11	12	12	13	13	13	13	13	12	12	12	12	12
Closed	168	168	168	169	169	170	170	169	169	169	169	169	169	169	169
Research/Problem	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22
TOTAL UNITS	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600
Status as of:	10/23/15	11/20/15	12/18/15	1/16/16	2/19/16	3/18/16	4/22/16	5/20/16	6/24/16	7/15/16	8/19/16	9/16/16	10/21/16	11/18/16	12/16/16

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

Active	782	786	815	703	775	800	810	802	828	700	685	735	792	783	831
Suspended	245	213	198	308	240	218	211	225	201	331	347	304	259	313	252
Litigation	108	132	130	129	128	126	123	122	121	120	115	110	108	45	43
R-Ranch/Invent	174	178	166	164	161	159	159	155	157	156	0	0	0	0	0
BD W/O	71	71	71	71	71	71	69	69	69	69	70	69	70	71	70
Hardship	6	6	6	12	11	13	14	14	10	10	5	5	3	7	6
Bankruptcy	11	11	11	11	11	10	10	9	9	9	14	14	12	9	7
Closed	169	169	169	169	169	169	170	170	171	171	171	171	172	173	172
Research/Problem	22	22	22	22	22	22	22	22	22	22	22	22	21	21	21
TOTAL UNITS	1600	1600	1600	1601	1600	1600	1600	1600	1600	1600	1247	1441	1448	1433	1402
Status as of:	1/20/17	2/17/17	3/17/17	4/21/17	5/19/17	6/19/17	7/14/17	8/18/17	9/22/17	10/20/17	11/17/17	12/21/17	1/19/18	2/16/18	3/16/18

Goal is 1200 units

Active	773	802	830	840	822	832	735	760	784	797	781	805	731	751	793
Suspended	283	258	221	203	217	200	292	259	235	221	234	212	258	239	200
TOTAL UNITS	1056	1060	1051	1043	1039	1032	1027	1019	1019	1018	1015	1017	989	990	993
Status as of:	4/27/18	5/18/18	6/22/18	7/21/18	8/17/18	9/14/18	10/26/18	11/16/18	12/23/18	1/18/19	2/15/19	3/15/19	4/27/19	5/17/19	6/14/19

Goal is 1200 units

Active	807	793	819	734	753	762	772	736	775	639	674	720	713	743	
Suspended	186	205	24	109	87	79	70	106	69	178	149	104	112	85	
TOTAL UNITS	993	998	843	843	840	841	842	842	844	817	823	824	825	828	0
Status as of:	7/19/19	8/16/19	9/20/19	10/25/19	11/15/19	12/18/19	1/17/20	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20	7/15/20	8/12/20	

Goal is 1200 units



Executive Director Board Report

Aug Meeting

- July kicked off with an awesome concert for 4th of July. Overall, it was a great weekend and many positives came out of the first-time experience.
- Unfortunately, it seems we were so busy that we had numerous incidents in our bathhouses of extremely unsanitary conditions.
- Starting meeting weekly with the RV6 committee and meeting with contractors
- New old Owner's pasture fencing was taken down and prepped to move to new location as soon as hay is cut and baled.
- Continuous meetings with Accommodations chair on various projects around the Ranch and amenities.
- New chlorination pumps were finally installed.
- As everyone has probably known by now, we were able to book a musical for the lodge to generate some much needed revenue.
- Continuing to postpone all future projects and approved itemized budget items. Only absolute emergencies as needed.
- Monitoring financials closely as we look to stabilize and have successful second half of the year.
- Promo video crew returned to shoot more scenes for the video. We have two more scenes to shoot, as we had drone issues. Working to schedule that along with finalizing the script.
- Worked with our payroll system to simplify and combine our payroll and T&A system to streamline the process.
- Deeds – continuous project. Currently do not have the staffing to work 100% on this. Looking for PT staff members to help with this task along with other clerical work.
- Unfortunately, we lost a member of maintenance and are actively looking for another maintenance tech.
- Project updates:
 - 1) WiFi – on hold
 - 2) Chapel Hill – on hold till fall
 - 3) Arena RV – A12 waiting to be upgraded
 - 4) Land Conservation – looking to get survey done this year and have application ready to submit for spring.

Monthly Report for July

Began Trimming Creek Banks in RV's Added grate /
Roadway also site 202 in RV #2, Removed Tree
Temporary Cleanup later between 511 & 513. Cleaned
sewer line at log cabin area 813, Reshaped
ditch to lodge due to wash out, Hauled debris
from Chapel Hill to dumpster, Bush hogged RV # 6
met with Contractors for RV # 6, Replaced
Hot Water Heater in Stable Horse, Had welder
to put patch on Treatment plant Air Chamber

Regular Maint. Cut grass

R-Ranch Stable Report

**JULY
2020**

Summary:

Well we had our best month yet for Ride #s for the calendar year 2020!!! It's good to see so many people getting out and enjoying themselves. We conducted nearly 90% of our 5-year average Rides for the month of July even with people's caution due to COVID-19 and the higher temperatures.

Thankfully the 1st Hay cutting went well also. Since we only produced Round-bales we did not request help from Owners. The Maintenance and Stable Teams worked well together as usual. June 1-3 we produced and stored 97 Round-bales from Lodge, Office, Little, and Rodeo pastures/fields. We will definitely need help during the 2nd cutting since we will also produce Square-bales.

It's been a long time coming but we reopened another part of Rainbow pasture for grazing. The horses like the additional space and grass and we can let Chapel Hill Pasture recover.

Everyone seems to be adjusting to our summer hours and enjoying the earlier/cooler ride times. We have had to cancel the 4th ride of the day on several days due to high heat index...most people decide to go to the pool, go tubing or just stay out of the heat anyway.

As mentioned last report we rehomed Frodo and Kilinger. As you may know both of these horses have made significant contributions to the Ranch. They have been semi-retired for several years here but continued to contribute by helping very small or very nervous riders gain confidence. We will miss Frodo & Klinger but are pleased that they will finish out their days in a nice loving home.

Pickles is doing well in his new home with Austin Tibbs of Chatsworth, GA. He has a much lighter schedule there.

We are prepping for our 2nd cutting of hay. We moved 100 square bales from our metal hay barn to the stable for distribution to our herd while in the barn.

We were long overdue to get teeth done on more than a few of our horses. Our current Vet is more willing to perform necessary dental care. The end result is we should have a healthier and happier herd.

Finally, in support of the RV-6 development the Stable Team along with some much appreciated help from the Haag family we removed the fencing from Owners pasture on Jul 23-24. We harvested all serviceable material to reuse in building the fence for "New" Owner's Pasture fence line.

R-Ranch Stable Report

JULY

2020

Events:

❖ **COVID-19**

- JUN 25-: R-R Phase-III continuing; allowing additional volunteers; maintaining S-D and use of PPE.

Projects:

❖ **Fencing/Pastures:**

- **New Owners Pasture:**
 - We will construct a proper fence enclosing the new location for Owners Pasture after 2nd cutting of hay in AUG.
- **Barn Pasture:**
 - Removed a large pine that fell on the fence.
- **Back Pasture:**
 - Due to the extremely wet conditions some mold has grown on the Dallas-grass. Several of our horse consumed it and got the Staggers. We have pulled them off of this pasture until I can Bushog it.
 - Still need to fell a couple of large Poplar trees that are cracked and splitting.
- **Office Pasture:**
 - NSTR.
- **Rainbow Pasture:**
 - **Rainbow-W**
 - The Fence running N-S from the Dog Park then E-W behind the cabins is in terrible shape. We will replace with material harvested from the divider fence and material on hand.
 - **Rainbow-Center**
 - On JUL 31st we removed the Temporary fence between Rainbow-W & Rainbow-Center. I
 - **Rainbow-E**
 - We discovered "Fox Tail grass" in Rainbow-E. The seed pods have sharp points in them that can cause severe Irritation to a horse's mouth if eaten. We will keep this pasture closed until I can determine the best course of action (COA).
- **Lodge Pasture:**
 - Will harvest 2nd cutting of hay in AUG.
- **Chapel Hill:**
 - We discovered some Fox Tail Grass in this pasture as well.
- **Old Owner's Pasture:**
 - Completed Bush hogging this month.

Maintenance:

R-Ranch Stable Report

JULY

2020

❖ **F-350:**

- The Brakes were not performing properly and the truck was unsafe to drive let alone pull a horse trailer. On JUL 20th we took it to a professional mechanic for a proper repair. They work great now.
- I serviced the truck this month. I changed the Oil, Oil filter and air filter. I added "Stop Leak" to the motor and it seems to have resolved the leaking rear main seal...at least for now. We used to have to add a quart of engine oil per week. Since the service we have yet to have to add engine oil.

❖ **Kubota ATV:**

- Next service was due at 850 hrs. The oil still looks good so we will wait until 900 hrs to service.
- Rear tires are getting pretty worn and will need to be replaced soon. We are having difficulty traversing to trails when conducting trail checks or maintenance.

❖ **Chainsaws:**

- NSTR

❖ **Stock Trailer**

- The front wall is rusting through near the floor. I will work with Steve and his Maint Team to determine the best fix.

❖ **Manure Wagon:**

- Still works great.
- We will service it every 50 hours of use.

Equine Care:

❖ **Dewormer: (Due again NOV 2020)**

- We last Dewormed on JUL 26, 2020 using Ivermectin.
- This Fall following the 1st hard freeze we will Deworm for Tape along with other parasites.

❖ **Vaccine: (Due again OCT 2020)**

- We administered the 5-Way Semi-annual Vaccine to all our horses on APRIL 7, 2020. This protects them from:
 - Eastern Equine Encephalitis (EEE).
 - Western Equine Encephalitis (WEE).
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.
 - West Nile virus.

R-Ranch Stable Report

**JULY
2020**

❖ **Farrier / Hoof Care:**

- The average interval between Farrier service of individual horse has decreased to 5-6 weeks for shoes and 7-9 weeks for Trims.

❖ **Vet:**

- Two (2) Horses are currently "Off Line" due to shoulder injury and a blown sheath on the RF superficial Tendon. They are Leo and Dakota. and Raquel. I hope to bring them on line in a few more weeks.

Herd development/training:

- Our herd count is now **26**. 17 are Geldings and 9 are Mares. Eight (8) are Beginner, 12 are Intermediate, and seven (6) are Experienced. (See Encl-1 Horse Roster & Ride Times).

Rider & Pass #s:

2020									2015-2019 (5-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	24	0	24	0					JAN	115	16	119	16
FEB	123	15	147	15					FEB	84	7	199	65
MAR	86	5	233	20	CO	VID	19		MAR	122	23	352	44
APR	0	0	233	20	CO	VID	19		APR	340	58	682	105
MAY	175	0	408	20	CO	VID	19		MAY	302	37	996	139
JUN	356	40	764	60					JUN	362	46	1,322	185
JUL	418	43	1,182	103					JUL	472	68	1,794	253
AUG									AUG	240	26	2,005	279
SEP									SEP	319	45	2,288	326
OCT									OCT	271	39	2,569	385
NOV									NOV	236	31	2,806	416
DEC									DEC	54	5	2,860	422

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

R-Ranch Stable Report

JULY

2020

◆ **Trails:**

- We continue to focus on trimming back limbs that pose a hazard to horses and Riders.
- Upper Creek Side is going to need some more work to improve drainage.
- Specific Trail's status is shown in the Trail Status table below.

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop		>2 Weeks	
Waterfall		>2 Weeks	Cleared 3.5 Miles of Extensive tree damage
Knee Knocker		>2 Weeks	
Indian Mound		>2 Weeks	
Wild Turkey		>2 Weeks	
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
High Meadow		> 2 Weeks	Tree down
Satterfield		> 2 Weeks	
Jarad		> 2 Weeks	
Burnt Out		> 2 Weeks	
RV-7 Bypass		> 2 Weeks	
Nemo			
Crystal			
Pennywise			
Nickum's Blunder			
Rustic; Outer & Inner Loops			
Archery			
Wagon Wheel			
Upper Creek Side			Soft/Soggy spot
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			
Ed Owen		> 2 Weeks	
Tire Tree		> 2 Weeks	
Gooch Gap		> 2 Weeks	
Plano		>2 Weeks	
Lake			

R-Ranch Stable Report

JULY

2020

KEY:

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
IVO	=	In vicinity of
NSTR	=	Nothing significant to report
OOA	=	On or about
TBD	=	To be determined

Enclosures:

Encl-1: Herd Roster

Horse Roster, Max-WGT and Ride Times

Status			Horse Info						Ride Times				As of: JULY 13, 2020_v2	
PR	S	In	(0)	Corral:		Age	WGT	WL	9:00	10:30	12:00	1:30	Corral:	(0)
PR	S	In	(7)	Beginner:					9:00	10:30	12:00	1:30	Beginner:	(7)
			1	Captain	G	21	1050	181					Captain	1
			2	Cash	G	20	960	162					Cash	2
			3	Cooley	G	16	1070	193					Cooley	3
			4	Fancy	M	16	960	168					Fancy	4
			5	Feather	M	15	930	168					Feather	5
			6	Leonardo	G	14	930	166					Leonardo	6
			7	Rain	M	13	807	143					Rain	7
PR	S	In	(12)	Intermediate:					9:00	10:30	12:00	1:30	Intermediate:	(12)
			8	Ed	G	23	995	182					Ed	8
			9	Fiona	M	16	1050	185					Fiona	9
			10	Jeb	G	13	1045	187					Jeb	10
			11	Levi	G	7	900	145					Levi	11
			12	Nugget	G	17	945	168					Nugget	12
			13	Pita	M	14	680	126					Pita	13
			14	Queenie	M	23	1234	217					Queenie	14
			15	Raquel	M	19	1098	190					Raquel	15
			16	Scarlett	M	20	1260	216					Scarlett	16
			17	Spirit	G	21	688	118					Spirit	17
			18	Tonka	G	20	990	179					Tonka	18
PR	S	In	(6)	Experienced:					9:00	10:30	12:00	1:30	Experienced:	(6)
			19	Chilli	M	18	995	182					Chilli	19
			20	Romeo	G	8	969	174					Romeo	20
			21	Samson	G	11	1220	214					Samson	21
			22	Skywalker	G	4	779	136					Skywalker	22
			23	Scoot	G	12	970	171					Scoot	23
			24	TJ	G	13	970	174					TJ	24
PR	S	In	(1)	Offline:					9:00	10:30	12:00	1:30	Offline:	(1)
			25	Leo	G	16	1300	239	R-Shoulder Injury				Leo	25
			26	Dakota	G	15	1030	188	RF-Tendon Injury				Dakota	26

August 2020 Board Meeting - Lodge

July Income for 2020	
Wedding Cash Accounting	\$3,000
Events Cash Accounting	\$1,000
Misc. Cash Accounting	\$0
Total Income for the month	\$4,000

Total Expenses for the month	\$2,780
Income - Expenses =	\$1,220

Total Value of Weddings In 2020	
Total Budgeted Value of 2020 Weddings Projected	\$85,010
Total Value of 2020 Weddings already Booked	\$32,065
Total amount yet to book	\$52,945

Total Value of Events In 2020	
Total Budgeted Value of 2020 Events Projected	\$15,396
Total Value of 2020 Events already Booked	\$8,425
Amount booked to date	\$6,971

Contact Summary

Contacts:	37	
	Emails	
	26	R-Ranch Web Site
	0	Here Comes the Guide
	0	Wedding Wire
	1	Referred by Friend
	2	Phone Calls
	0	Facebook
Total	29	

Of the contacts:		
	28	Weddings
	0	Church Groups
	1	Party
	0	Class
	29	Total

Of the dates requested:		
	17	dates were available
	5	dates were not available
	7	dates have not yet been chosen
	29	Total

Tours Generated: to	7 Tours
Source:	7 Ranch, 0 Wedding Wire, 0Phone
Status of Tours:	2 Booked 7 In Consideration 0 Not Interested

2020 Event Summary				Source of Wedding/events	
Weddings	6			RR Web	1
Events	9			Cham.Expo	0
RR Events	16	Owner Events (NON REVENUE)		HCTG	1
	31	To Date: Total Value of Revenue projected: \$750	\$52,945	Owner	6
<i>The R-Ranch non-revenue events are:</i> Meet 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 R-Life parties will be in conjunction with R-Ranch Holidays				Phone	3
				Community	3
				Wedding Wire	1
				Total	15

does not in

2021 Event Summary				Source of Wedding/events	
Weddings	3		\$9,950	RR Web	2
Events				Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)		HCTG	
	19	To Date: Total Value of Revenue projected:	\$9,950	Owner	
<i>The R-Ranch non-revenue events are:</i> Meet 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 R-Life parties will be in conjunction with R-Ranch Holidays				Phone	1
				Community	
				Wedding Wire	
				Total	

does not in

Sales & Marketing Report

July 2020

Sales:

Tours - 10

New Sales -2

YTD Total -6

Transfers - 6

YTD Total - 26

Tour Feedback:

The Good:

- 1) Positive feedback on Stables. Barn staff has assisted with tours and received good feedback.
- 2) Positive feedback on RV 6 plans.
- 3) Many comments on the quality of our landscaping. ARW contractor should be commended.

The Bad:

- 1) Condition of cabins in general; age of cabins
- 2) Concern over number of lease sites vs. reservations. People question whether they will be able to reserve a spot.

Marketing:

- Have an Expo tentatively scheduled for September in Duluth...still waiting out COVID issues
- Continuing to utilize Facebook and Instagram to create brand awareness. June saw an increase in "likes" on both platforms.
- Staged outdoor concert for Fourth of July hoping to attract potential owners. Received positive feedback from the public and performers.
- Worked with production company on marketing video; hope to have completed in August
- Have decided to begin offering limited food items for sale in pool area on select occasions. This is a common question during tours.

July 2020

Sales Department	Email: R-Ranch in the Mountains	7/16/2020	Normal	Completed	TRUE	Whiskey Grizzle	Whiskey Grizzle
Sales Department	Email: R-Ranch in the Mountains	7/16/2020	Normal	Completed	TRUE	Don McWhorter	Don McWhorter
Sales Department	Email: R-Ranch in the Mountains	7/21/2020	Normal	Completed	TRUE	Eric Timms	Eric Timms
Sales Department	None	7/21/2020	Normal	Not Started	TRUE	info@ranchinthe.com	claudia r/r
Sales Department	Email: R-Ranch in the Mountains	7/21/2020	Normal	Completed	TRUE	Michael Echard	Michael Echard
Sales Department	Email: R-Ranch in the Mountains	7/21/2020	Normal	Completed	TRUE	Dawn Alston	Dawn Alston
Sales Department	Email: R-Ranch in the Mountains	7/21/2020	Normal	Completed	TRUE	Dennis Stowe	Dennis Stowe
Sales Department	Email: R-Ranch in the Mountains	7/22/2020	Normal	Completed	TRUE	Kristi Bellus	Kristi Bellus
Sales Department	Email: R-Ranch in the Mountains	7/22/2020	Normal	Completed	TRUE	Jack Moborg	Jack Moborg
Sales Department	Email: R-Ranch in the Mountains	7/28/2020	Normal	Completed	TRUE	Robin Brooks	Robin Brooks
Sales Department	Email: R-Ranch in the Mountains	7/28/2020	Normal	Completed	TRUE	Donna Pittman	Donna Pittman
Sales Department	Email: R-Ranch in the Mountains	7/28/2020	Normal	Completed	TRUE	Thomas Bowers	Thomas Bowers
Sales Department	Email: R-Ranch in the Mountains	7/29/2020	Normal	Completed	TRUE	Catherine Kelly	Catherine Kelly

Front Office Monthly Report July 2020

RESERVATIONS

Adopted cabins: 37

Reservations for Cabins: 203

Chapel Hill: 91

Cottage: 15

Duplex: 42

Singles: 55

Adopted RV sites: 104

Reservations for RV: 313

RV Gravel Sites: 193

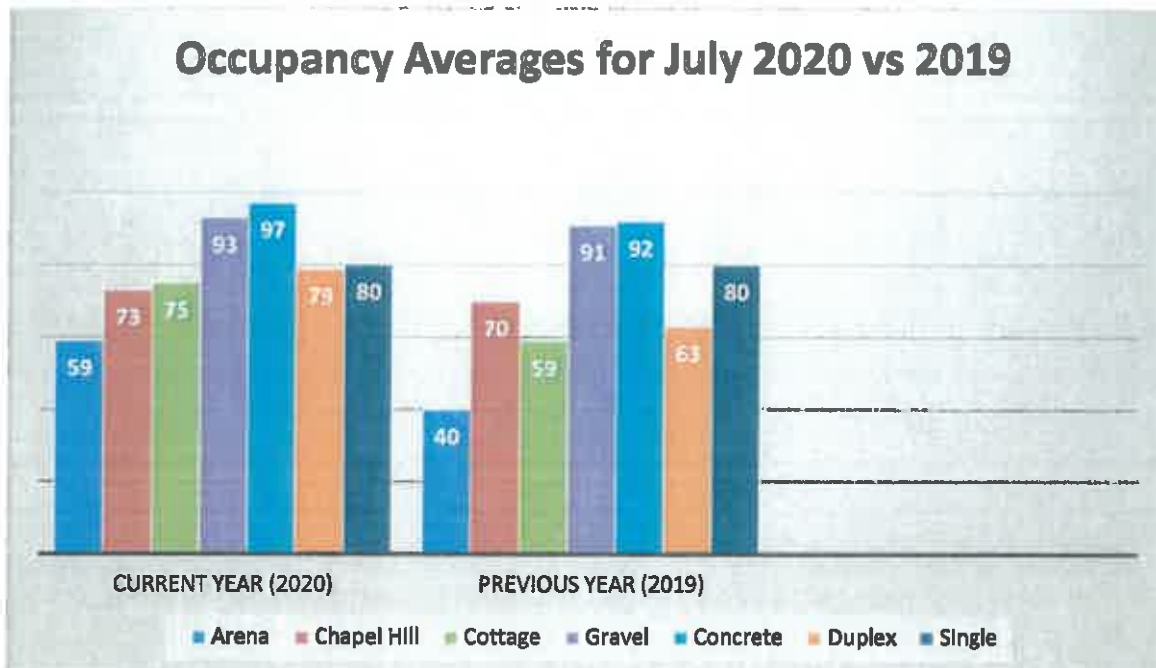
RV Concrete Sites: 100

RV Arena Sites: 20

OCCUPANCY

DATE (2020)	ARENA	CHAPEL HILL	COTTAGE	RV GRAVEL	RV CONCRETE	DUPLEX RAINBOW	SINGLE RAINBOW
July 4th	92%	86%	67%	100%	100%	88%	90%
July 11th	50%	63%	67%	90%	96%	50%	80%
July 18th	42%	61%	100%	94%	92%	88%	80%
July 25th	50%	82%	67%	89%	100%	88%	70%

Occupancy Averages for July 2020 vs 2019



Front Office Monthly Report July 2020

Analysis

- Reservations are on track with July 2019, with some increase seen in Arena and Cottage rentals.

Revenue

• Arena	\$850.00
• RV Concrete	\$6045.00
• RV Gravel	\$12080.00
• Chapel Hill	\$4365.00
• Cottage	\$4655.00
• Duplex	\$3760.00
• Single	\$4665.00

MONTHLY TOTAL	\$36,420.00
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Front Office Situation Report

Nothing significant to report for July

Housekeeping Report

July 2020

We Cleaned 50 Single, 37 Duplex, 58 Chapel Hill and 13 Cottages. This is a total of 158 cabins cleaned this month.

We continue to complete extra sanitizing of the pool Bath houses.

Accommodations August Board Report

Lottery report:

August lottery had 27 participants (10 proxy)

7 RV sites were selected

September lottery will have only 1 RV site up for adoption

Accomplishments and on-going projects:

RV Park:

Sign cleaning continues

Violations are being reported

Identification of overflow parking and adding signage

Dump station fence will be repaired and painted in the coming weeks

Chapel Hill:

General cleanup and report of violations

Sign cleaning

Worked with adopters for compliance with rehab guidelines

Identified 2 cabins to be offered as premiums in the lottery

Implemented Facebook marketing of premium and rehab cabins in September lottery

Over next month will be selecting cabins for rehab program through the inspection process

Working with Director to inspect currently adopted rehab cabins that have not met the terms of their agreement

Rainbow Lake:

Working with Director to complete duplex project and have unit reservable

Stable House:

Have obtained estimates for repair and am compiling options for review

Arena Bldg:

Scraping and pressure washing is completed. Trim work, stair repair and painting will begin this month

Revised Cabin Inspection Form with Executive Director to be more specific

Coordinated with CHIG to provide A/C units and refrigerators to housekeeping pulled from CHIG container in Chapel Hill

Worked with CHIG by designating nine cabins that needed the decks pressure washed and stained. The project is ongoing. They have done a great job.

Received donations of handheld shower heads from the Standridge family for installation in the RV 5 women's restroom.

**R-Ranch in the Mountains
Marketing Committee Minutes
August 8, 2020**

I. Call to order

Christy called to order the regular meeting of the Marketing Committee at 10:10 am. We met at the Buddy Shack in RV 4 for those who could attend in person.

II. Roll call

Celia conducted a roll call. The following persons were present: Mike Bray, Alan Glazier, Celia Hoffmann, Rich Miramonte, absent, Sheila Preston, absent, Marc Armstrong, Christy Griffin, Amber Stover, absent, and Henry Conravey.

III. Approval of minutes from last meeting

Celia read the minutes from the last meeting. The minutes were approved as read.

IV. Monthly Sales Report: New Owners 2 Transfers 5 Tours

V. Old Business

- a) Discussion: Henry updated us on Sales, Marketing and Events. Since Amber wasn't present, we didn't have a report from our sales force. Henry did say Amber is working very hard, and she has some good ideas she would like to implement. He said she would like to do several small events a couple times a month such as Bingo, painting, or a movie night. Labor Day a movie night is planned, and if it goes well there is hope it could become a regular event next summer with the ability to serve food and drinks. These are certainly events that will be attractive to new owners from a marketing standpoint.

Action: Our committee will continue to work closely with sales, marketing and events to help with advertising and publicity and assist with events to help market the Ranch.

- b) Discussion: There was a discussion regarding Passport America. We told the member who inquired, we are no longer affiliated with them, but we do have an affiliation with Coast to Coast. Henry said we don't get much from these campers, however, there have been a few of these campers who have become owners.

Action: A suggestion was made when a Coast to Coast customer comes in we should identify them by putting a sign at their camp site that states Coast to Coast Guest or just Guest, so we can welcome them to the Ranch and offer them a tour.

- c) Discussion: Regarding the Billboard located at highway 19 and 369, Christy found out we would have to agree to a two year contract for the \$300/month fee.

Action It was decided we would not make the commitment at this time.

Christy and I hope to revisit some of our strategic alliances in the next week or two. Some of our signs need to be updated. Also, we feel we should invite these alliances to send some of their folks to our property so they can really see the Ranch and get a real feel of what it is.

NEW BUSINESS:

- d) Per Blaine, he will be meeting with a Marketing Team who will assess our current brochures. This team will make recommendations of how we should best update our brochures, our website, and pictures.
- e) It was suggested our trails be updated in the brochures, so owners and guest have a clearer picture where our trails are. Also, a suggestion was made we list other places of interest in the area, such as tubing, Helen, etc.
- f) Per Christy, the promo video started filming last month.
- g) The committee did discuss the idea of a clean- up day at the Ranch. At the moment there is not a firm plan or date to do this.

UPCOMING EVENTS

There are no upcoming events. Per Henry our main sponsor for the Rodeo, Dodge Ram, has backed out.

Continue to think of goals we need to achieve for the 2020 – 2021 year. We are definitely challenged to think outside the box with covid-19.

Continue to think about our budget as well and send any of your ideas, and your wish list to Christy.

Next meeting: September 12, 2020.

VI. Adjournment

Christy adjourned the meeting at 12:00 noon.

.Minutes submitted by: Celia Hoffman

Commented [CH1]:

Chapel Hill Adoption Program Version V_Final

The Chapel Hill adoption program was created to offer an incentive to owners that are in a current Chapel Hill adoption to help get cabins in significant disrepair back on-line so that they can create revenue for the Ranch, either through reservation or adoption. This program is open to any owner in good standing who wishes to have the benefit of a "first right of refusal" on their current cabin adoption. The benefit of this program is to have Chapel Hill Cabins in need of repair brought back to pre-determined standards, as set forth by R-Ranch and/or the Accommodations Committee, for premium adoptions and to maintain our current block of reservation cabins.

Owner in good standing can choose from a list of cabins provided by the Ranch, in which need work. There will be three levels: Tier 1 – minor repair (>\$2000), Tier 2 – moderate repair (>\$3500 value) and Tier 3 – major repairs (>\$5000). Cabins will be "adopted" at no extra cost to the Owner.

Cabin projects would be outlined by the Ranch/Accommodations ahead of time and a walk through would be conducted before project started. Proposals for work must then be submitted to the Ranch/Accommodations for approval before work is started.

Owners who adopt a rehab project may have first rights of adopting the cabin after work is completed, provided that it is not a reservation cabin.

* all substructure and roof repairs are the responsibility of the Ranch.

** All work must be completed, inspected, and passed NLT 30 days prior to lottery that cabin/site adoption would be included.

Tier 1 – Adoption will be for a period of four months. Adoption of a tier 1 cabin will require all repairs outlined by the Ranch per inspection sheet to be completed within a four-month timeframe. All work will be presented to the Ranch for approval and must be inspected periodically. Resulting benefit will be one-year "first right of refusal" for current adopted cabin site at the prevailing rate.

Tier 2 – Adoption will be for a period of six months. Adoption of a tier 2 cabin will require all repairs outlined by the Ranch per inspection sheet to be completed within a six-month timeframe. All work will be presented to the Ranch for approval and must be inspected periodically. Resulting benefit will be two-year "first right of refusal" for current adopted cabin at the prevailing rate.

Tier 3 – Adoption will be for a period of 10 months. Adoptions of a tier 3 cabin will require all repairs outlined by the Ranch per inspection sheet to be completed within a ten-month timeframe. All work will be presented to the Ranch for approval and must be inspected periodically. Resulting benefit will be a three-year "first right of refusal" for current adopted cabin at the prevailing rate.

- No Owner can have more than 7 years of first right of refusals at one time.
- Any work for decks must be done to standard building codes.
- All electrical work must be done with a certified electrician and approved by the Ranch.
- Receipts for materials, appliances, furniture, etc. should be kept and may be requested by the Ranch/Accommodations.

This program is limited in availability to cabins in need of repair and/or rehabilitation per R-Ranch. Limit of one cabin per Owner at a time. Credit for repair will go to Owner/Owner number with whom adopted the cabin for the repairs.

If extreme interest in this program is to be found, cabins may be included in monthly lottery.



R-RANCH IN THE MOUNTAINS® VIOLATION FORM

7/20/2020

TIME: _____ (AM) (PM)

DATE: _____

VIOLATOR'S NAME: _____
First Last

OWNER #: _____

LOCATION OF OFFENSE: _____

If Applicable:

MAKE OF VEHICLE: _____ YEAR: _____ MODEL: _____

VEHICLE LICENSE #: _____ STATE: _____ YEAR: _____

DESCRIPTION OF VEHICLE: _____
(color, length, motor home, fifth wheel, golf cart, moped, motorcycle, etc.)

VIOLATIONS

- ____ MOVING VIOLATION DESCRIPTION _____ MPH: _____
- ____ DISORDERLY CONDUCT _____
- ____ POOL _____
- ____ ALCOHOL IN UNAUTHORIZED AREA _____
- ____ PETS _____
- ____ QUIET TIME/NOISE _____
- ____ OTHER _____

	1st	2nd	3rd
Speeding	Warning	\$50.00	\$100.00
Excessive Speeding	\$50.00	\$100.00	\$200.00**
Erratic/Dangerous Driving	\$100.00	\$200.00**	\$300.00***

** Must appear before Board of Directors before privileges are reinstated.

*** 6 Month Suspension of Ownership Privileges

OWNER SIGNATURE: _____

IF REFUSAL TO SIGN; AUTOMATIC SUSPENSION OF PRIVILEGES.

R-RANCH REPRESENTATIVE ISSUING VIOLATION: _____

Name

Position

Fines must be paid within 30 days or account will be suspended.
Violations are Valid for 6 month from the date of the last offense.

FOR OFFICE USE ONLY



**R-RANCH IN THE MOUNTAINS®
SITE INSPECTION VIOLATION FORM**

7/20/2020

TIME: _____ (AM) (PM)

DATE: _____

VIOLATOR'S NAME: _____
First Last

OWNER #: _____

LOCATION OF OFFENSE: _____

DESCRIPTION OF VEHICLE: _____
(color, length, motor home, fifth wheel, golf cart, moped, motorcycle, etc.)

VIOLATIONS

- ____ NO OWNER # ON RV/ CART, ETC _____
- ____ UNAUTHORIZED USE OF FACILITY _____
- ____ UNAUTHORIZED STAY _____
- ____ IMPROPER PARKING _____
- ____ SITE/CABIN VIOLATION _____
- ____ UNAUTHORIZED GUESTS ON PREMISES _____
- ____ OTHER _____

1ST OFFENSE: WARNING

2ND OFFENSE: \$50 FINE*

3RD OFFENSE: \$100 FINE AND 2 WEEK SUSPENSION OF RANCH PRIVILEGES*

4TH OFFENSE: \$250 FINE AND 2 MONTHS SUSPENSION OF RANCH PRIVILEGES**

* Fines must be paid within 30 days or account will be suspended.

** Must appear before Board of Directors before privileges are reinstated.

OWNER SIGNATURE: _____

IF REFUSAL TO SIGN; AUTOMATIC SUSPENSION OF PRIVILEGES.

R-RANCH REPRESENTATIVE ISSUING VIOLATION: _____

Name

Position

Fines must be paid within 30 days or account will be suspended.

Violations are Valid for 6 month from the date of the last offense.

FOR OFFICE USE ONLY

Accommodations Committee

Mission Statement

The members of this committee shall be familiar with all accommodation types of the R-Ranch. The committee shall strive to include members from all of the usage groups of the Ranch.

This committee shall:

- Help monitor the Ranch accommodations and report to the Executive Director/Operations Manager any needed upgrades and repairs.
- Work with the Executive Director to create and propose guidelines and changes as necessary for the adoption program. Assist staff with monthly lottery as needed for RV and cabin adoptions.
- Assist staff to maintain RV/cabin amenities and help monitor and record any accommodation misuse/abuse.
- Assist staff with inspections of all cabins to assure adherence to guidelines and adoption terms for safety, functionality, and visual appeal. This committee shall be the point of contact for all cabin rehab questions and concerns.
- Assist Strategic Planning Committee with developing a working Master Plan of upgrades and expansions of all types of Ranch accommodations. This plan should be in writing and on record with the Strategic Planning Committee.
- Assist Housekeeping with identifying and managing any needed donations from owners for any reservation accommodations or common areas.
- Assign and manage volunteers ranch wide for Accommodations led projects. Assist in oversight of any BOD approved Accommodations related project as needed.

Mission Statement: Nominating Committee

It is our purpose and task to ensure there is a sufficient number of candidates to fill director's positions that are becoming vacant during the April Owners' Meeting. We also are charged with the task of running a smooth and fair campaign season and election. It is not our purpose to select or forbid any eligible candidate from nomination. We will merely seek to uphold and confirm the one eligibility requirement of being an owner in good standing. Our goal is to guide candidates through the campaign and election process and to make sure each candidate is well informed regarding the campaign and election process as well as the expectations and responsibilities of a ROA board member. The chairman of the Nominating Committee will be in charge of the election and results portion of the Owners' Meeting and will facilitate the election of the new president by the new board.

18. 1/16/2017

