

R-Ranch

Board of Director's Meeting

February 15, 2020

Minutes

- I. CALL TO ORDER- 9:30 A.M.-** President, Valorie Lottes –
- II. OPENING PRAYER-** Cecil Pacetti
- III. PLEDGE OF ALLEGIANCE-** Randy Mercier
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA –** Motion to approve by Carolyn Ponte,
Seconded by Ashley Spenner
- V. SUSPEND READING JANUARY 2020 BOD Meeting -** Motion to suspend by Sue Burton,
Seconded by Ron Cagle
- VI. APPROVE/AMEND/ACCEPT JANUARY 2020 BOD MEETING MINUTES -** Motion to approve
by Randy Mercier, Seconded by Marc Armstrong
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith – Report Submitted
 - b. Executive Director's Report - Expanding storage and kitchen areas for Cabins 801/802.
 - 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 – We thank Becky Mooney for all of her hardwork on this committee for the last 3 years. Richard LaLonde will be taking over starting May 1st.
- 2. Covenants/Bylaws/Policy & Guidelines Committee – 2nd Session scheduled on March 8th at 1pm in the Board Room. Marc Armstrong to send recap from previous meeting for reference. Goal is to have a recommendation for Owner's Meeting in April.
- 3. Finance Committee
- 4. Land Use/Fire Wise Committee – Waiting on the weather to continue necessary burns. Lance Leuleitte to create emergency protocol for distribution at Owner's Meeting.
- 5. Marketing Committee – Want to remove Tiny Homes sign, misrepresentation of what they are. Board was all in favor of this change. Bill Poole offered to conduct a class for the Ambassador Program which caters to helping new Owners acclimate.
- 6. Owner's Concerns Committee – N/A
- 7. Nominating Committee – 8 candidates. March 14th Meet & Greet for the Candidates.
Please attend!

8. Strategic Planning committee - Waste Water/Lodge/Mobil Assets have been implemented into the software. Additional asset areas will be added as we go. Total of 11 different asset areas.

9. **BOARD APPOINTED COMMITTEE**

- a) RV6 Committee – Ongoing. March 14th Town Hall to discuss and gain feedback. 1pm – 2:30pm at The Lodge. Please attend to give your thoughts and creative ideas!
- b) Rodeo Committee – Everything is on target for 3rd week of June as usual. Please let us know if you would like to volunteer!

VIII. **OLD BUSINESS –**

- a) Collection Process – Collection Service Agreement was distributed. Board voted to move forward with using this agency. All were in favor.
- b) New Owner Program – In order to “rent” or have temporary memberships we would have to have amendments to the Covenants as well as the Bylaws. This would require a 2/3 vote of the entire ownership base and would take approximately 2 years to complete. Even temporarily, a person would require an actual deed, as an actual Owner to avoid any class actions suits. We can choose to accept those deeds back. Tabled for additional information and discussion.
- c) Chapel Hill – See attachment for options. All in favor to remove Option 1. Request made to add Cindy Simoes and Ed Woolbright a first right of refusal of one year due to all of their efforts in anticipation of joining the CHIG group prior to the Board making amendments. Board was all in favor. Revisiting Option 2 in a week or two with more detail. Option 3 rehab program being reviewed with accommodations to discuss options.

IX. **NEW BUSINESS**

No New Business.

X. **ADJOURN GENERAL MEETING**

Time: ____1:05pm_____

The next meeting of the R-Ranch Board of Directors will be held on March 21, 2020 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION - No

February 15, 2020

OWNER #

Becky Moore	0391
Jim Kaminsky	0626
Lana Lewis Ho	0529
DARRELL HENDRIX	0329
Polia Hoffman	0358
CHRISTY GRIFFIN	1800
Iris Koplen	0544
Glen Emory	0625
Vicky Methven	0831
Jesse Stout	0125
Glori Lee	0053
Cindy Simoes	0653
Chuss Deer	0442

CREDIT BUREAU ASSOCIATES of Georgia

COLLECTION DIVISION NORTH

64 SAILORS DRIVE, SUITE 102 * PO BOX 1095 * ELLIJAY GA 30540-0014 * PH 800-606-2254

Collection Service Agreement

Accounts referred to Credit Bureau Associates of Georgia (CBA), including any interest, service, finance or similar charges added, will be considered just and valid debts assigned to CBA for collection. CBA has the authority to collect and receive all amounts due on accounts assigned to it for collection.

Creditor will discontinue contact and/or correspondence with the consumer in an effort to prevent any confusion or potential conflicts from arising. Any discounts or settlements given to the consumer will be initially authorized by client and the transaction then facilitated by agent.

A commission will be payable to agent at the rate of 35% on all amounts placed, whether payment is made directly to the agent or directly to the creditor. Collection fees will be added only to accounts with said fees specifically stipulated on the consumer's signed application for service. All fees will be added by the original creditor and a copy of the consumer's signature will be included with each account placed.

CBA will discontinue collection activity on any account, upon receiving a written request including documentation of reasonable cause to do so; it is understood that any commission earned by agent is protected.

In all cases, creditor will give immediate notice to agent of all payment to it, so that agent's records agree with those of the creditor at all times. This will ensure accuracy in credit reporting, which is a shared responsibility of both the agency and the creditor.

Commission on payments paid directly to client will be deducted from client's monthly remittance or billed monthly in the event no remittance is due client. Payment is expected from client upon receipt of statement.

Commission on all accounts is constant and will not vary, regardless of account balance, age or degree necessary to collect accounts assigned to CBA.

The creditor or agent may terminate this agreement for any cause upon written notification to the other to do so sixty (60) days prior to such termination. It is understood and agreed that all account balances will be verified and documented by the creditor prior to said termination and any accounts that have been assigned to CBA for legal action will remain with CBA until satisfied.

The client agrees that the provisions as outlined above apply in the consideration of services provided by Credit Bureau Associates of Georgia for collection services on assigned accounts.

**R-Ranch in the Mountains
Owner's Association, Inc.**

Credit Bureau Associates of Georgia

By: _____
Representative

By: _____
John S. Gordon

Date: _____

Date: _____

Chapel Hill Adoption Program Version 1.2.5.3.2

Open to any owner in good standing (including RV'ers) who wishes to extend a "first right of refusal" on their current adoption. (Cabin or RV) Benefit is to have Chapel Hill Cabins in need of repair brought back to standard for Premium adoptions and reservations.

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 (\$1500 value or less), Tier 2 – moderate repair (\$5000 value or less) and Tier 3 – major repairs (\$?????). Cabins will be "adopted" at no extra cost to the Owner.

* 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/RV site.

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/RV site.

? 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 ???? "first right of refusal" for current adopted cabin/RV site.

- 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.

This program is limited in availability to cabins in need of repair per R-Ranch. Approval of 2nd Adoption will be per R-Ranch Executive Director.

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

February 2020 Board Meeting - Lodge

January Income for 2019	
Wedding Cash Accounting	\$5,605
Events Cash Accounting	\$375
Misc. Cash Accounting	\$0
Total Income for January 2019	\$5,980

Total Expenses for January 2019	\$6,980
Income - Expenses =	-\$1,000

Total Value of Weddings in 2020	
Total Budgeted Value of 2019 Weddings Projected	\$85,010
Total Value of 2019 Weddings already Booked	\$31,625
Total amount yet to book	\$53,385

Total Value of Events in 2020	
Total Budgeted Value of 2020 Events Projected	\$15,396
Total Value of 2020 Events already Booked	\$9,350
Total Value of 2020 Pavillion rental	\$375
Amount booked to date	\$9,725

Contact Summary

Contacts: 62	
	Emails
	29 R-Ranch Web Site
	25 Here Comes the Guide
	7 Wedding Wire
	0 Wedding Spot
	0 Wedding Planner
	0 The Knot
	0 Referred by Friend
	1 Phone Calls
	0 Facebook
Total	62

Of the contacts:	
	61 Weddings
	0 Church Groups
	0 Party
	1 Class
62	Total

Of the dates requested:	
27	dates were available
23	dates were not available
12	dates have not yet been chosen
62	Total

Tours Generated:	4 Tours
Source:	2 Ranch, 1 Wedding Wire, 1 Phone
Status of Tours:	1 Booked 2 In Consideration 1 Not Interested

2020 Event Summary				Source of Wedding/events	
Weddings	7			RR Web	1
Events	8			Cham.Expo	0
RR Events	16	Owner Events (NON REVENUE)		HCTG	1
	31	To Date: Total Value of Revenue projecte	\$41,350	Owner	6
<u>The R-Ranch non-revenue events are:</u> Vet 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 include owner events

2021 Event Summary				Source of Wedding/events	
Weddings				RR Web	
Events				Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)		HCTG	
	16	To Date: Total Value of Revenue projected:		Owner	
<u>The R-Ranch non-revenue events are:</u> Vet 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	
				Community	
				Wedding Wire	
				Total	

does not include owner events

R-Ranch

Board of Director's Meeting

February 15, 2020

Agenda

- I. CALL TO ORDER- 9:30 A.M.- President, Valorie Lottes --**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING JANUARY 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT JANUARY 2020 BOD MEETING MINUTES**
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith – Report Submitted
 - 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) Collection Process
- b) New Owner Program
- c) Chapel Hill

IX. NEW BUSINESS

No New Business.

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on March 21, 2020 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION - No

R-Ranch

Board of Director's Meeting

January 18, 2020

Meeting Minutes

- I. CALL TO ORDER- 9:30 A.M.-** President, Valorie Lottes –
 - i. Ron Cagle, Carolyn Ponte, Alex Griffin Not Present
- II. OPENING PRAYER-** Cecil Pacetti
- III. PLEDGE OF ALLEGIANCE-** Randy Mercier
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA-** Motion made by Sue Burton, seconded by Ashley Spenner
- V. SUSPEND READING NOVEMBER 2019 BOD Meeting Minutes –** Motion was made by Marc Armstrong, seconded by Randy Mercier
- VI. APPROVE/AMEND/ACCEPT NOVEMBER 2019 BOD MEETING MINUTES –** Motion was made by Marc Armstrong, seconded by Ashley Spenner
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith – Report Submitted
 - a. Chris Deos 0442 – is Rainbow included in the electric usage for cabins, the heat is left on.
 - i. Eudora – Yes, but adjustments have been made for the 2020 budget
 - b. Executive Director's Report
 - c. R-Ranch Grounds Report
 - a. Asset Management is looking to go live by Feb 1st
 - d. Stables report
 - a. Work with Herb to reduce stable report, exception or variances only.
 - e. Sales Report
 - a. Jeremy (sales) last day is 1/24. Posted opening on InDeed – 7-10 resumes submitted. Looking at making offer to one individual next week.
 - f. Events Report
 - a. Lodge floors are scheduled to be re-done in mid-February.
 - g. Treasurer's Report
 - h. President's Report

STANDING COMMITTEE REPORTS – Attached where submitted

- 1. Accommodations Committee
 - a. Report submitted
- 2. Covenants/Bylaws/Policy & Guidelines Committee
 - a. Revisions are being made to P&G and will be submitted to the board for review and approval.
 - b. All board members site lease ends at their end of term.

3. Finance Committee
4. Land Use/Fire Wise Committee
 - a. Test burn site was completed in December. Humidity was too high and weren't able to get it completed. Looking to do another test site soon, as weather permits.
 - b. Board Members are signing and agreement letting the described burns.
5. Marketing Committee
6. Owner's Concerns Committee
7. Nominating Committee
 - a. Feb 1st – Board Candidate vetting meeting.
 - i. Michael Barrons – 513 – owners under a year.
 - ii. Glem Emory – been around for a few years.
8. Strategic Planning committee – ideas
 - a. Bringing back up the DeeDee house. Possible converting to a bath house/pavilion.
 - b. Archery Range - should be inexpensive.
 - c. More amenities on the south side of the property. Looking to have primitive tent site.

BOARD APPOINTED COMMITTEE

- a) RV6 Committee – Jim Kaminsky
 - a. Biggest question is how to fund the development. Meeting will be held before March, date TBD.
- b) Rodeo Committee –
 - a. Meeting scheduled for department heads will be scheduled in the near future.
 - b. Monkey – Border Colley - Sheep

VIII. OLD BUSINESS –

- a) Collection Process
 - a. Proposal Submitted by Blaine
 - b. Director asking for approval to set up collection accounts. All 6 present board members have approved Director to move forward with collection Proposal.
- b) New Owner Program
 - a. Proposed New Ownership program submitted by Blaine
 - i. Program would be limited at 20 slots
 - ii. Eudora Lalonde 0434 – Do we have the capability to keep track of monthly?

1. Yes – the system will allow us to tag the temporary owner.
- b. Blaine is asking for show price approval of \$895, valid for 60 days after show. 5 of the 6 present board members approved, Sue Burton does not
- c. Director asking for approval to further develop the proposed new ownership program. All 6 present board members have approved.

IX. NEW BUSINESS

No New Business.

X. ADJOURN GENERAL MEETING

Time: 12:40pm

There will be a working session to discuss CHIG and a proposed new program. The recommendations from this working session will be presented to the BOD at a future formal Board Meeting for a motion for approval. This session is open to all R-Ranch Owners.

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

XI. EXECUTIVE SESSION - No

R-Ranch In The Mountain®
P & L Statement Summary
Compared with Budget
For the One Month Ending January 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Operating Revenue	\$ 19,990.06	\$ 26,580.00	(6,589.94)	\$ 19,990.06	\$ 26,580.00	(6,589.94)
RV Revenue	6,394.26	7,213.00	(818.74)	6,394.26	7,213.00	(818.74)
Cabin Revenue	3,919.55	4,108.00	(188.45)	3,919.55	4,108.00	(188.45)
Lodge Revenue	5,980.00	8,035.00	(2,055.00)	5,980.00	8,035.00	(2,055.00)
Capital Imp Revenue	1,239.38	891.00	348.38	1,239.38	891.00	348.38
Legal Revenue	0.00	1,612.00	(1,612.00)	0.00	1,612.00	(1,612.00)
Rodeo Revenue	0.00	0.00	0.00	0.00	0.00	0.00
Total Revenues	<u>37,523.25</u>	<u>48,439.00</u>	<u>(10,915.75)</u>	<u>37,523.25</u>	<u>48,439.00</u>	<u>(10,915.75)</u>
Expenses						
Operating Expenses	143,242.96	144,867.00	(1,624.04)	143,242.96	144,867.00	(1,624.04)
RV Expenses	3,813.46	5,144.00	(1,330.54)	3,813.46	5,144.00	(1,330.54)
Cabin Expenses	12,861.88	5,008.00	7,853.88	12,861.88	5,008.00	7,853.88
Lodge Expenses	6,980.96	4,270.00	2,710.96	6,980.96	4,270.00	2,710.96
Capital Imp Expenses	4,159.94	0.00	4,159.94	4,159.94	0.00	4,159.94
Legal Expenses	0.00	1,612.00	(1,612.00)	0.00	1,612.00	(1,612.00)
Rodeo Expenses	0.00	57.00	(57.00)	0.00	57.00	(57.00)
Dam Expenses	0.00	0.00	0.00	0.00	0.00	0.00
RV 6 Expenses	0.00	0.00	0.00	0.00	0.00	0.00
Total Expenses	<u>133,535.95</u>	<u>112,519.00</u>	<u>21,016.95</u>	<u>133,535.95</u>	<u>112,519.00</u>	<u>21,016.95</u>
Net Operating Income	<u>(133,535.95)</u>	<u>(112,519.00)</u>	<u>(21,016.95)</u>	<u>(133,535.95)</u>	<u>(112,519.00)</u>	<u>(21,016.95)</u>
Other Income/Expense						
Bad Debt Expense	48,984.34	0.00	48,984.34	48,984.34	0.00	48,984.34
Net Income	<u>\$ (182,520.29)</u>	<u>\$ (112,519.00)</u>	<u>(70,001.29)</u>	<u>\$ (182,520.29)</u>	<u>\$ (112,519.00)</u>	<u>(70,001.29)</u>

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the One Month Ending January 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 10,719.58	\$ 16,102.00	(5,382.42)	\$ 10,719.58	\$ 16,102.00	(5,382.42)
Admin - Interest	1.34	7.00	(5.66)	1.34	7.00	(5.66)
Admin - Fines & Fees	400.00	100.00	300.00	400.00	100.00	300.00
Admin - Late Fees & FC	1,630.51	1,802.00	(171.49)	1,630.51	1,802.00	(171.49)
Admin - Ownership Sales	0.00	995.00	(995.00)	0.00	995.00	(995.00)
Admin - Ownership Transfer	1,474.00	1,944.00	(470.00)	1,474.00	1,944.00	(470.00)
Admin - Sales - Ice	12.96	33.00	(20.04)	12.96	33.00	(20.04)
Admin - Sales - Propane	819.73	1,048.00	(228.27)	819.73	1,048.00	(228.27)
Admin - Sales - Souvenirs	89.81	30.00	59.81	89.81	30.00	59.81
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	1.00	(1.00)
Admin - Sales - Gate Cards	0.00	8.00	(8.00)	0.00	8.00	(8.00)
Admin - Sales - Store	283.15	338.00	(54.85)	283.15	338.00	(54.85)
Admin - Vending Income	60.00	64.00	(4.00)	60.00	64.00	(4.00)
Admin - Stables - Riding Pas	0.00	185.00	(185.00)	0.00	185.00	(185.00)
Admin - Recovery of Bad De	652.98	1,094.00	(441.02)	652.98	1,094.00	(441.02)
Admin - RV Adoptions	2,232.00	2,101.00	131.00	2,232.00	2,101.00	131.00
Admin - Cabin Adoptions	1,404.00	538.00	866.00	1,404.00	538.00	866.00
Admin - RV Moves	150.00	140.00	10.00	150.00	140.00	10.00
Admin - Pet Fees	60.00	50.00	10.00	60.00	50.00	10.00
RV - Electric - Usage Fee	2,079.00	2,269.00	(190.00)	2,079.00	2,269.00	(190.00)
RV - Electric - Quarterly	2,780.26	3,968.00	(1,187.74)	2,780.26	3,968.00	(1,187.74)
RV - Monthly Adoptions	480.00	250.00	230.00	480.00	250.00	230.00
RV - Yearly Adoptions	612.00	576.00	36.00	612.00	576.00	36.00
RV - Guest & Group	443.00	148.00	295.00	443.00	148.00	295.00
RV - Interest	0.00	2.00	(2.00)	0.00	2.00	(2.00)
Cabin - Electric - Usage	1,105.00	1,287.00	(182.00)	1,105.00	1,287.00	(182.00)
Cabin - Electric - Quarterly	252.90	566.00	(313.10)	252.90	566.00	(313.10)
Cabin - Adoptions	468.00	179.00	289.00	468.00	179.00	289.00
Cabin - Guest & Group	478.70	589.00	(110.30)	478.70	589.00	(110.30)
Cabin - Cottage	1,614.95	1,487.00	127.95	1,614.95	1,487.00	127.95
Lodge - Weddings	5,605.00	7,085.00	(1,480.00)	5,605.00	7,085.00	(1,480.00)
Lodge - Events	375.00	950.00	(575.00)	375.00	950.00	(575.00)
Capital Improve - RV	756.00	712.00	44.00	756.00	712.00	44.00
Capital Improve - Cabins	468.00	179.00	289.00	468.00	179.00	289.00
Capital Imp - Intrest	15.38	0.00	15.38	15.38	0.00	15.38
Legal - Admin	0.00	1,612.00	(1,612.00)	0.00	1,612.00	(1,612.00)
Total Revenues	37,523.25	48,439.00	(10,915.75)	37,523.25	48,439.00	(10,915.75)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	37,523.25	48,439.00	(10,915.75)	37,523.25	48,439.00	(10,915.75)
Expenses						
Employee - Payroll/Salary	68,261.19	77,216.00	(8,954.81)	68,261.19	77,216.00	(8,954.81)
Employee - Payroll Tax	6,218.58	7,351.00	(1,132.42)	6,218.58	7,351.00	(1,132.42)
Employee - Payroll Fees & E	962.16	658.00	304.16	962.16	658.00	304.16
Employee - Benefits	3,477.48	6,500.00	(3,022.52)	3,477.48	6,500.00	(3,022.52)
Employee - Workers Comp	0.00	3,161.00	(3,161.00)	0.00	3,161.00	(3,161.00)
Employee - Commissions	2,010.57	1,355.00	655.57	2,010.57	1,355.00	655.57
Admin - Bank Fees	32.00	38.00	(6.00)	32.00	38.00	(6.00)
Admin - Business Fees	269.00	226.00	43.00	269.00	226.00	43.00
Admin - IT	1,650.75	1,807.00	(156.25)	1,650.75	1,807.00	(156.25)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the One Month Ending January 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Admin - Dues & Subscriptio	412.86	20.00	392.86	412.86	20.00	392.86
Admin - Acknowledgements	81.22	0.00	81.22	81.22	0.00	81.22
Admin - Merchant Services	182.99	0.00	182.99	182.99	0.00	182.99
Admin - Mileage Reimburse	0.00	32.00	(32.00)	0.00	32.00	(32.00)
Admin - Office Expense	152.44	137.00	15.44	152.44	137.00	15.44
Admin - Printing / Copying	746.40	338.00	408.40	746.40	338.00	408.40
Admin - Shipping / Postage	355.85	195.00	160.85	355.85	195.00	160.85
Admin - Cable/Cell/Telepho	817.93	1,350.00	(532.07)	817.93	1,350.00	(532.07)
Admin - Insurance - PL&A	27,083.90	21,600.00	5,483.90	27,083.90	21,600.00	5,483.90
Admin - Property Taxes	9,159.00	9,159.00	0.00	9,159.00	9,159.00	0.00
Admin - Sales - Propane	416.60	594.00	(177.40)	416.60	594.00	(177.40)
Admin - Sales - Store	242.15	58.00	184.15	242.15	58.00	184.15
GPM - Equip Rental	34.89	34.00	0.89	34.89	34.00	0.89
GPM - Equip Repair	104.75	17.00	87.75	104.75	17.00	87.75
GPM - Fence / Pasture	0.00	7.00	(7.00)	0.00	7.00	(7.00)
GPM - Fuel	4.00	306.00	(302.00)	4.00	306.00	(302.00)
GPM - General Maintenance	476.14	74.00	402.14	476.14	74.00	402.14
GPM - Grounds/Property Re	0.00	135.00	(135.00)	0.00	135.00	(135.00)
GPM - Supplies	25.00	146.00	(121.00)	25.00	146.00	(121.00)
GPM - Tools	110.04	26.00	84.04	110.04	26.00	84.04
GPM - Vehicle M&R	396.79	211.00	185.79	396.79	211.00	185.79
GPM - Operat Security Contr	6,358.00	0.00	6,358.00	6,358.00	0.00	6,358.00
Operating - Util - Electric	2,792.36	2,693.00	99.36	2,792.36	2,693.00	99.36
Operating - Util - Propane	1,069.50	1,494.00	(424.50)	1,069.50	1,494.00	(424.50)
Operating - Util - Trash	1,325.00	533.00	792.00	1,325.00	533.00	792.00
Operating - Util - Wtr Test	0.00	874.00	(874.00)	0.00	874.00	(874.00)
Operating - Util - Wtr Trt M	3,004.69	3,000.00	4.69	3,004.69	3,000.00	4.69
Sales - Sales & Market Exp	62.16	200.00	(137.84)	62.16	200.00	(137.84)
Housekeeping - Supplies	412.68	500.00	(87.32)	412.68	500.00	(87.32)
Stables - Feed	1,647.21	1,200.00	447.21	1,647.21	1,200.00	447.21
Stables - Ferrier	1,100.00	1,205.00	(105.00)	1,100.00	1,205.00	(105.00)
Stables - General Expense	147.51	159.00	(11.49)	147.51	159.00	(11.49)
Stables - M&R	77.76	0.00	77.76	77.76	0.00	77.76
Stables - Tack & Equipment	213.21	0.00	213.21	213.21	0.00	213.21
Stables - Vet Fees / Medicine	724.11	64.00	660.11	724.11	64.00	660.11
Stables - Tools	0.00	3.00	(3.00)	0.00	3.00	(3.00)
Owner - Events	40.93	0.00	40.93	40.93	0.00	40.93
Owner - Board/Meetings	7.24	0.00	7.24	7.24	0.00	7.24
Owner - Sales & Transfers	575.92	187.00	388.92	575.92	187.00	388.92
Misc. Expense	0.00	4.00	(4.00)	0.00	4.00	(4.00)
RV - M&R	63.40	117.00	(53.60)	63.40	117.00	(53.60)
RV - Utilities - Electric	3,645.70	4,687.00	(1,041.30)	3,645.70	4,687.00	(1,041.30)
RV - Utilities - Propane	104.36	322.00	(217.64)	104.36	322.00	(217.64)
RV - Utilities - STP	0.00	18.00	(18.00)	0.00	18.00	(18.00)
Cabin - Pest Control Svc	210.10	0.00	210.10	210.10	0.00	210.10
Cabin - Bath Houses	784.67	0.00	784.67	784.67	0.00	784.67
Cabin - Rainbow	508.10	0.00	508.10	508.10	0.00	508.10
Cabin - Roads	1,348.79	0.00	1,348.79	1,348.79	0.00	1,348.79
Cabin - Utilities - Electric	5,728.65	4,868.00	860.65	5,728.65	4,868.00	860.65
Cabin - Utilities - Propane	121.63	140.00	(18.37)	121.63	140.00	(18.37)
Cabin - Projects & Improve	4,159.94	0.00	4,159.94	4,159.94	0.00	4,159.94
Lodge - M&R	0.00	231.00	(231.00)	0.00	231.00	(231.00)
Lodge - Event Decor/Improv	550.88	0.00	550.88	550.88	0.00	550.88
Lodge - Event Coord/Staff	1,408.00	100.00	1,308.00	1,408.00	100.00	1,308.00
Lodge - Event Clean/Supply	14.51	67.00	(52.49)	14.51	67.00	(52.49)
Lodge - Event Security	120.00	0.00	120.00	120.00	0.00	120.00
Lodge - Marketing	395.00	240.00	155.00	395.00	240.00	155.00

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the One Month Ending January 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Lodge - Utilities - Electric	2,250.18	1,726.00	524.18	2,250.18	1,726.00	524.18
Lodge - Utilities - Propane	2,242.39	1,906.00	336.39	2,242.39	1,906.00	336.39
Capital - Infra Improve	4,159.94	0.00	4,159.94	4,159.94	0.00	4,159.94
Legal - Admin	0.00	1,612.00	(1,612.00)	0.00	1,612.00	(1,612.00)
Rodeo - Advertising	0.00	57.00	(57.00)	0.00	57.00	(57.00)
Total Expenses	<u>171,059.20</u>	<u>160,958.00</u>	<u>10,101.20</u>	<u>171,059.20</u>	<u>160,958.00</u>	<u>10,101.20</u>
Net Operating Income	<u>(133,535.95)</u>	<u>(112,519.00)</u>	<u>(21,016.95)</u>	<u>(133,535.95)</u>	<u>(112,519.00)</u>	<u>(21,016.95)</u>
Other Income/Expense						
Bad Debt Expense	<u>48,984.34</u>	<u>0.00</u>	<u>48,984.34</u>	<u>48,984.34</u>	<u>0.00</u>	<u>48,984.34</u>
Net Income	<u>\$ (182,520.29)</u>	<u>\$ (112,519.00)</u>	<u>(70,001.29)</u>	<u>\$ (182,520.29)</u>	<u>\$ (112,519.00)</u>	<u>(70,001.29)</u>

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

ASSETS

Current Assets		
Petty Cash	\$	200.00
Register Cash		300.00
Operating Bank Account		(2,955.26)
Lodge Bank Account		710.18
Cabin Bank Account		58,203.65
Property Tax Escrow Bank Acct		2,525.65
Payroll Bank Account		311.69
Rodeo Bank Account		7,696.13
Capital Improvement / Infrast		118,477.72
Legal Account		14,004.00
RV Bank Account		215,939.36
Operating Contingent		9,988.93
Accounts Receivable		357,283.78
Allowance for Doubtful Account		(247,887.05)
Total Current Assets		534,798.78
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	\$	2,443,445.79

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Prepaid Assessments		44,933.01
Sales Tax Payable		130.39
Accrued Property Tax		19,159.00
Special Purchases Earmarked		(188.59)
Accrued Expenses		(345.60)
Prepaid Electric		650.72
Accrued Property Tax		17,232.00
Total Current Liabilities		81,706.18
Long-Term Liabilities		

Unaudited - For Management Purposes Only

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

Total Long-Term Liabilities		0.00
Total Liabilities		81,706.18
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	1,736,272.74	
Current Year Net Assets Change	(182,520.29)	
Total Capital		2,361,739.61
Total Liabilities & Capital	\$	2,443,445.79

R-Ranch In The Mountain®
Statement of Cash Flow
For the one Month Ended January 31, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (182,520.29)	\$ (182,520.29)
Adjustments to reconcile net income to net cash provided by operating activities		
Allowance for Doubtful Account	48,984.34	48,984.34
Prepaid Assessments	7,374.31	7,374.31
Sales Tax Payable	(156.02)	(156.02)
Accrued Property Tax	9,159.00	9,159.00
Accrued Expenses	(345.60)	(345.60)
Prepaid Electric	(685.44)	(685.44)
Total Adjustments	64,330.59	64,330.59
Net Cash provided by Operations	(118,189.70)	(118,189.70)
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	\$ (118,189.70)	\$ (118,189.70)
Summary		
Cash Balance at End of Period	\$ 425,402.05	\$ 425,402.05
Cash Balance at Beg of Period	(543,591.75)	(543,591.75)
Net Increase <Decrease> in Cash	\$ (118,189.70)	\$ (118,189.70)

January 2020

Collections and other tasks: Summary for the month of January:

1. Chapel Hill Adoptions (All adoptions including CHIG members):
 - A. 1 renewal for this period.

2. Quarterly Meter Readings and Billing:
 - A. Generated, printed, and mailed 334 statements for accounts with past due amounts (includes all account types: active, suspended, pre-foreclosure, foreclosure, and litigate).
 - B. Read 134 meters, printed and mailed 4th Quarter Electric Bills

3. Collections Summary:
 - A. Deed Back Program-Added 1 owner to the list.
 - B. Collection Total through January 31st, 2020: **\$12,498.72**
 - C. Brought 7 owners back to active status (including 2 from pre-foreclosure).

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	172	173	172
Research/Problem	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							
Suspended	186	205	24	109	87	79	70	106							
TOTAL UNITS	993	998	843	843	840	841	842	842	0	0	0	0	0	0	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	1/14/20							

Goal is 1200 units



Executive Director Board Report

Feb Meeting

- January was a quiet and mostly mild month on the Ranch, but coming out of the New Year's Eve party, we hit the ground running.
- The first week or so was dedicated to working with the accounting team to input the new budget with the streamlined GL codes that were modified to be more grouped together and deleting the GLs that were unnecessary.
- The maintenance team started back on the bathhouse ceiling project in Chapel Hill and was able to complete one side of BH1
- As last months report indicated that we started the year at full strength for staff, I should have known it would not have lasted. We lost one Maintenance Tech and lost another Sales and Marketing Director but was able to find a great replacement rather quickly to be ready for the RV shows.
- We are still scheduled for the RV5 storm drains in the next 2 weeks but are battling weather.
- Major drainage issue across from maintenance with a price tag of about \$10k to fix, have two quotes and two different designs. Will be going with the one from Townley that will move the drains underground and put in a storm drain with a curb.
- We have ordered new chlorination pumps for our water wells. We are still waiting for them to come in but are using temporary loaner pumps.
- RV show in Jonesboro was a great success and a lot of leads. We are currently working them to get any potential Owners in for tours, their free weekend and possible waiving of the initial fee.
- Vehicles: Looking for a housekeeping van, will need one soon. Must be 12 pax with no automatic doors. Security truck zonked out again. If repair is reasonable will try and keep it going as many months as possible. Red maintenance truck went down and had to replace batteries, while the grey maintenance truck went down and needed some TLC with the fuel pump.
- 801/802 project kicked off at the end of January. As the project started, there was of course obstacles and issues that were found which increased the cost as most projects do.
- Locked in the contractor with an agreement for a February 19th start date for lodge floors.
- Continued work with our accounting department for the deed cleanup project. Working through the "pre-foreclosure" category to determine if we can settle in-house or move to foreclosure. We are looking at about 450 to go through that are in "old Owner's names". Once collection policy is in place, we will be able to get through them a little faster.
- Project updates: (to be updated at Owner's meeting)
 - 1) Rainbow – will continue landscaping in spring. Drainage is working great and will be adding more fish in May.
 - 2) WiFi – will start phase 3 & 4 this upcoming spring
 - 3) RV Expansion – next step is "townhall" in March. Financing ideas for plan to present.
 - 4) Chapel Hill – Phase 1 (wire pulled, and meters hooked up) complete. Identify Phase 2 cabins.
 - 5) Land Conservation – meeting upcoming with tax commissioner for details on survey; survey budgeted for February
 - 6) Asset Management – inputting data now; going live in next few weeks.

JANUARY Monthly Report MAINT.

Finished ceiling in Chapel Hill bathhouse #1
Installed new toilet, Made Repairs on
Round trailer Also Repairs on square trailer
Removed lumber & debris from Chapel Hill
Cabins due to Cabin upgrade Worked All
Roads put down gravel on Rainbow Road
general MAINT.

R-Ranch Stable Report

JANUARY 2020

Summary:

Well what else can I say but that I'm glad JAN is behind us. It was extremely wet and COLD which is directly reflected in our below average rider numbers. Record Rain fall has make the entire Ranch a muddy mess including our Trails. To my surprise and delight there have been few newly fallen trees. Most of the tree cutting we have done was previously fallen trees that we had not had the opportunity to get to. With that said I expect to find numerous newly fallen trees soon due to the soggy ground conditions.

27 JAN Marilyn & I rehomed Dodge. He is a pasture Buddy for Charlie who we retired from R-Ranch several years ago. They remember each other and are doing well enjoying the retired life. Counting ours there are four (4) Retired/Semi-Retired Ex-R-Ranch Horses boarded at Trahlyta Farms.

31 JAN we lost one of our horses. Jake was a beloved and dependable friend. Jake suffered a catastrophic event involving gut and heart. Our staff provided immediate care and I requested that Dr. Pam, our Ranch Veterinarian come immediately. Jake lost his fight despite all reasonable efforts to save him. We were able to make him more comfortable and stayed with him until the end.

Jake was a 22-25 y/o, Gelding, Buckskin/Grulla, Quarter Horse. He served us as a "Beginner" horse and was loved by all who knew him.

Events:

❖ NSTR

Projects:

❖ Trails:

- We have recently reopened four (4) Intermediate to Experienced Level Trails!!! We also added a cut-through that makes them accessible from two (2) different areas of the Ranch giving us more options during Trail Rides.
- We keep our most frequently used trails cleared and trimmed back..
- Specific Trail's status is shown in the Trail Status table further down in this report.

❖ Fencing/Pastures:

- Barn Pasture:
 - Troy and I had to remove a big log jam in Walker Creek in Barn Pasture. It had created a major flood and caused the water level at our 1st fording site to raise to a level that it was dangerous for horses to cross. It is flowing well now and we will remove the debris piles once the pasture dries out a bit.
- Back Pasture:
 - NSTR
- Office Pasture:
 - Despite the muddy conditions we have managed minimized damage to pasture while putting out Round Bales of hay. .
- Rainbow Pasture:

R-Ranch Stable Report

JANUARY 2020

- We have been fertilizing with horse dung but reseeding will be required come spring to achieve a decent crop of grass for grazing.

Projects continued:

❖ Fencing/Pastures continued:

- Lodge Pasture:

- NSTR

- Chapel Hill:

- The Run In does a great job keep two (2) of our Round Bales dry. The 3rd is exposed to the elements. The hay Rings have greatly decreased wasted hay.



- Old Owner's Pasture:

- NSTR

Maintenance:

❖ F-350:

- Replaced badly worn Front Tires
- Rear Tires are pretty badly worn as well and will need to be replaced in the near future.

❖ Kubota ATV:

- Next service due at 650 hrs. Will complete this in FEB.
- We have a short the keeps knocking out the Horn and the Lights. I conducted a cursory inspection of the wiring and found no obvious cause. I will have to perform a thorough inspection and testing to find the cause.
- 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 FEB 2020)

- We deworm quarterly, the next treatment will be Mid FEB 2020.

R-Ranch Stable Report

JANUARY 2020

Equine Care continued:

❖ Vaccine: (Due again APR 2020)

- We administered the 5-Way Semi-annual Vaccine to all our horses on SEP 30th, 2019. This protects them from:
 - Eastern Equine Encephalitis (EEE).
 - Western Equine Encephalitis (WEE).
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.
 - West Nile virus.

❖ Farrier / Hoof Care:

- With the arrival of winter and the change in our horse's metabolism the average interval between shoeing has decreased to between 8 & 12 weeks.

❖ Vet:

- The Herd as a whole is in good health. We continue to have two (2) horses that are having some respiratory difficulty. We are treating them with meds and are look forward to their recovery.
- We continue to battle Rain Rot and pastern dermatitis. Most cases are remedied with cleansing and topical meds.
- We had a couple of injuries that required Veterinary care/treatment. These horses are doing well now.
- For most issues I'm able to converse with our Vet Dr. Pam and treat the horse myself.
- Currently there are no significant injuries or illnesses.

Herd development/training:

- Our herd count remains at 30. (See Encl-1 Horse Roster & Ride Times).
- We have brought all horses "On Line".
- We continue to develop our herd and have changed the ratings of several horses in our Experience categories. We currently have 2x Corral Horses, 9x Beginners, 12x Intermediate, 7x Experienced.

R-Ranch Stable Report

JANUARY 2020

Rider & Pass #s:

2019									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									FEB	84	7	199	65
MAR									MAR	122	23	352	44
APR									APR	340	58	682	105
MAY									MAY	302	37	996	139
JUN									JUN	362	46	1,322	185
JUL									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

JANUARY 2020

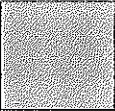
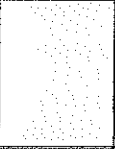
Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop			
Waterfall			Cleared 3.5 Miles of Extensive tree damage
Knee Knocker			
Indian Mound			
Wild Turkey			
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
High Meadow			
Satterfield			
Jarad			
Burnt Out			
RV-7 Bypass			
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			
Tire Tree			
Gooch Gap			
Piano			
Lake			

KEY:

R-Ranch Stable Report

JANUARY 2020

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:

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

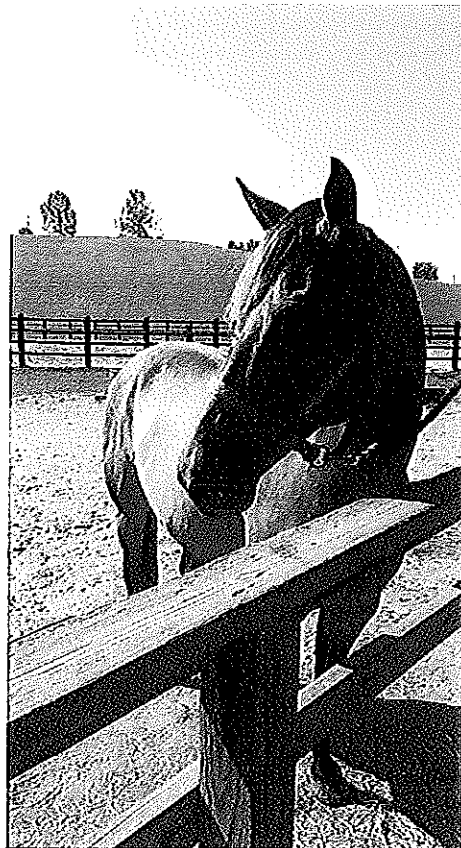
Enclosures:

Encl-1: Horse Roster (recommend "By Herd" tab/sheet).



I'm sad to report that on JAN 31st, 2020 we lost one of our horses, Jake a beloved and dependable friend. Jake suffered a catastrophic event involving gut and heart. Our staff provided immediate care and I requested that Dr. Pam, our Ranch Veterinarian come immediately. Jake lost his fight despite all reasonable efforts to save him. We were able to make him more comfortable and stayed with him until the end.

Jake was a 22-25 y/o, Gelding, Buckskin/Grulla, Quarter Horse. He served us as a "Beginner" horse and was loved by all who knew him.



Respectfully,

Herbert L. Kirkover
CSM (Ret) US Army
Stable Manager
R-Ranch in the Mountains

Sales & Marketing Report

January 2020

Sales:

Tours - 3

New Sales – 0

YTD Total – 0

Transfers – 2

YTD Total – 2

Tour Feedback:

The Good:

- 1) Likes the adoption programs
- 2) Feels the community is just isolated enough to feel secluded while being close to downtown/attractions
- 3) Enjoy that we are family orientated

The Bad:

- 1) What new amenities are we offering
- 2) Wanting more handicap accessible cabins
- 3) Most hesitant about the lifetime membership, worried there isn't an easy way to sell ownership

Marketing:

- Have an Outdoor Expo scheduled for March 14th in Gainesville.
- Audiences set for email campaigns. Currently emailing/calling RV show winners of free membership and free weekends.
- Jonesboro Show: Around 125 leads (quantity over quality), will follow up with those we offered a free weekend and ownership to.
- Cobb Show : 57 new leads (more quality)
- Continuing to utilize Facebook and Instagram to create brand awareness through mostly unpaid, organic posts.
- Will start emailing campaigns for our family day on April 18th next week.
- Will look to start advertising for corporate events in the lodge again once flooring is complete.

Front Office Monthly Report January 2020

RESERVATIONS

Adopted cabins: 36

Reservations for Cabins: 88

Chapel Hill: 48

Cottage: 9

Duplex: 5

Singles: 26

Adopted RV sites: 104

Reservations for RV: 168

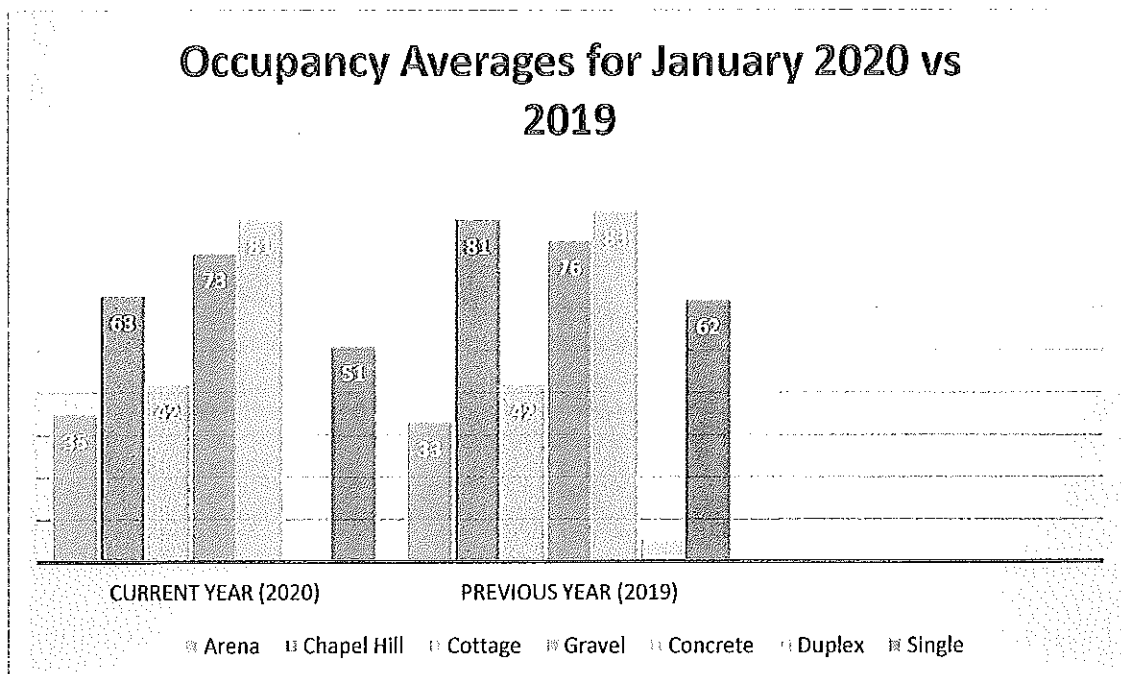
RV Gravel Sites: 93

RV Concrete Sites: 73

OCCUPANCY

DATE (2020)	ARENA	CHAPEL HILL	COTTAGE	RV GRAVEL	RV CONCRETE	DUPLEX RAINBOW	SINGLE RAINBOW
JAN 5th	42%	63%	100%	75%	90%	0%	72%
JAN 11th	33%	63%	33%	73%	74%	0%	10%
JAN 18th	33%	63%	33%	73%	78%	0%	60%
JAN 25th	33%	61%	33%	73%	81%	0%	60%

Occupancy Averages for January 2020 vs 2019



Front Office Monthly Report January 2020

Analysis

- Reservations remained fairly steady relative to this time last year.
- The only significant drop is an 18% decrease in Chapel Hill rentals.

Revenue

• Arena	\$580.00
• RV Concrete	\$4610.00
• RV Gravel	\$7950.00
• Chapel Hill	\$2885.00
• Cottage	\$2640.00
• Duplex	\$95.00
• Single	\$1350.00

<u>MONTHLY TOTAL</u>	<u>\$20,110.00</u>
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Front Office Situation Report

- We are tentatively finalizing plans to bring Security in-house and under the direction of the Office Manager. Preliminary projection is 1 April 2020 to have one full-time and two part-time staff hired and trained.

Housekeeping Report January 2020

We Cleaned 22 singles, 6 Duplex, 8 Cottages and 11 Chapel Hill for a total of 47 Cabins cleaned this month.

We have completed deep clean of lodge bathrooms and youth center.

We have completed a total of 9 of 23 deep cleans.

We welcome a new staff member to our department. Ann Harris has several years' experience in cleaning and is a good fit to our team.

February 2020 Report Accommodations Committee

- February 2020 Lottery: Saturday 2/1/2020
 - 12 owners (including 3 Proxy's)
 - 5 of 5 RV spots leased for one year
 - 2 Monthlies RV sites (1 in the arena)
 - 0 Premium Cabin
 - 0 Total Rehab Cabin

- March will have 6 RV's sites available for adoption, 2 Premium Cabin, and 3 Total Rehab Cabins.

Topics and Discussions during Committee Meeting:

- No update: same information from last report.
- Committee was asked to review several 'unwritten rules/guidelines' to investigate where in P&G these could be added. We are working on this to submit to the P&G Committee.
- When weather breaks, we planned to purchase the post to replace RV 1 and RV 3 site numbers/post. We will cut these and let dry prior to painting and placing the reflective numbers on them. It will be Spring before complete. Goal is by Owners' Meeting.

Becky Mooney
Accommodation Committee - Chair

MARKETING COMMITTEE AGENDA Jan 2020

ROLL CALL: -Jeanine Stehr(Phone), -Cindy Simoes (Phone), Mike Bray (Phone), Celia Hoffman(Phone).
Marc Armstrong-, Christy Griffin (phone), Jeremy Satterfield, Blaine Griffith

SALES Report OCTOBER- DECEMBER Jeremy

New Sales 2 Transfers 6 Tours

4 transfers pending

2 sales in the works, with a potential 3rd.

Saturday 1/4- had a walk in that could be a potential sale. They seemed like the ideal owner, from Augusta.

Blaine did a wedding tour!!! Feedback was that The Ranch has a good name in the community.

We are averaging 840 active owners, which includes suspended owners. 17% or 107 owners that are from Lumpkin County. The rest of the owners are located outside. 16% of the owners are from out of state.

2019 Deed takeback program – we had 8.

List of new owners will be sent out from Blaine. We can ambassador the new owners and see if they have any questions we can answer.

Marketing Report October-December Jeremy

List of New owners for team to contact

Strategic Alliances:

Mark Tuggle RV – Blaine to reach out before the end of the month to partner for the RV shows.

Campers Inn -

Camp Oaks RV & Outdoors – Dahlonega (Old Jeep Place) – made few attempts for a meeting, but never was able to set anything up. Kimberly Seizmore is the contact there. Jeremy will send

Sakets Western Wear has been interested in partnering. We have talked about bringing a horse down there and

Booth Museum -

Jeanine Stehr to reach out to a local winery to see what the possible partnership is going to be.

NEW BUSINESS: Please take a few minutes to read and offer any comments or suggestions on the attached

Celia like the proposal – agrees with not being able to vote or did enter the lottery.

Can't use storage

\$10 horse rides

You are entitled to come and enjoy all the social aspects of the ranch.

Cindy – treated more as childrens rights. Should be streamlined though as we don't need more confusing programs.

Trial periods would not reflect into the yearly budget.

Previous RV shows – we have offered free ownerships. Some of which have been long time owners now.

UPCOMING EVENTS: - RV Show schedule attached.

Atlanta Camping & RV Show January 24-26, 2020

RV Show Feb 7-9, 2020 Cobb Galleria

April 18th Open House

NEXT MEETING: Wednesday Feb 12th – Next Meeting. 3:30pm – Conf call info to be sent out.

MARKETING COMMITTEE AGENDA Feb 12, 2020

ROLL CALL: -Jeanine Stehr, -Cindy Simoes, Mike Bray, Celia Hoffman. Marc Armstrong, Christy Griffin, Samantha Cavallaro; Blaine Griffith

Blaine: Intro Samantha

MONTHLY SALES REPORT: NEW OWNERS _____ TRANSFERS _____

No rollovers from last month. Were three prospects, one was a no-go, the other two became transfers.

Strategic Alliances:

Mark Tuggle RV Blaine

Gift Certificates:

20 more to go to Ashey/Kathy to be given out

Camper City, Buford, GA: (Mike Smith)

Giving out gift certificates, sponsoring summer rodeo

Still need to contact Twin Oaks

Camp Oaks RV & Outdoors Blaine

Sacketts Western Wear/ Booth Museum Valerie

Winery Jeanine

Revisit Ambassador Program.

Ambassador Program

Letter for new transfers/owners giving permission to contact (email/phone) include who to go to for certain questions Thinking about hosting a mentorship or orientation so new owners can be well informed on the policies and guidelines for the ranch.

Blaine is tasked with gathering the right information that can be used. Looking to start with a group of five or six current owners

When giving tours:

Stop and talk to owners, shows potential buyers the community that we have built.

Proposed Ownership Program

Sample contract for the board meeting on the 15th.

"Try it before you buy it" with a possible interest in the military program. Concerns on it diluting the owner pool we currently have. Worried about qualifications: they will have to pass a background and credit check.

Overall, the purpose of the program is to highlight the benefits of ownership

PAST EVENTS:

Atlanta Camping & RV Show January 24-26, 2020 Debrief

Around 125 leads (quantity over quality), will follow up with those we offered a free weekend and ownership to 02/14/2020. Looking to order new displays. Get new photos for the tv to have at shows.

RV Show Feb 7-9, 2020 Cobb Galleria Debrief

57 new leads (more quality)

Drawing people in to do tours; Cindy has offered to show the cabin she is almost done rehabing

NEW BUSINESS

Branded Stickers:

Cindy offered to do a prototype. Other resorts selling their merch online (possibly try in the future). Other new merchandise ideas: jewelry, sun shirts, key chains that look like our new sign, lightweight hoodies. Maybe do a survey online to see what people would like.

New show worksheet

The Log & Timber Home Show March 7-8, 2020 Atlanta, GA Samantha Watters
swatters@aimmedia.com

GON Outdoor Blast July 24-26, 2020 Duluth, GA GONE, Inc. burns@gon.com
800-438-4663 \$400-700 a booth(10x20), (depends on location of booth, price is for the weekend). \$800 for 10x20 booth. \$80 for power, link to floor plan included:
<https://www.gon.com/media/2019/08/2020BlastFloorplan.pdf> 50% deposit, remaining 50% payment due by May 8th

Outdoor Expo 2020 March 14th, 2020 Gainesville, GA Leah Nelson
lnelson@gainesvilletimes.com 770-535-6330 02/09/2020 Premium: \$500- 2 tables, tablecloths, 4 chairs, first come first served choice of exhibit area. Standard: \$250- 10x10, 1 table, tablecloth, 2 chairs. Outdoor: \$150 reserved space only Registration: \$50 late fee applies after Feb. 1st
RESERVED; PAID

Suggested editing and redoing some brochures. Word of Mouth is our current best form of marketing, it is extremely helpful to have owners volunteer for our RV shows.

Reached out and reserved a spot at the Gainesville Outdoor Show

VIC- INFORMATION CHANN

Scrapped the idea of the tv channel video for marketing, no real way to track how effective it was. EL

FAQ

PRODUCTION PRICING

April 18th Open House

FAMILY FUN DAY, APRIL 18TH, START A CAMPAIGN NEXT WEEK.

NEXT MEETING: MARCH_19th_____2020