



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 Mountains
Board of Director's Meeting
July 18, 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 June 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT June 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- 2020 2nd half P&G campaign
- 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) No old business

IX. NEW BUSINESS

- a) Deed Takeback Program update/discussion

X. ADJOURN GENERAL MEETING

Time: _____

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



**R-Ranch In the Mountains
Board of Director's Meeting
June 20, 2020
Meeting Minutes**

- 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- Alex Griffin second by Marc Armstrong**
- V. SUSPEND READING May 2020 BOD Meeting – Marc Armstrong second by Randy Mercier**
- VI. APPROVE/AMEND/ACCEPT May 2020 BOD MEETING MINUTES – Sue Burton second by Marc Armstrong**
- 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- Need new committee to address open item of guest vs group
- 3. Finance Committee
- 4. Land Use/Fire Wise Committee
- 5. Marketing Committee
- 6. Owner's Concerns Committee- Need knowledgeable owner to Chair committee
- 7. Nominating Committee
- 8. Strategic Planning committee
- 9. BOARD APPOINTED COMMITTEE**
 - a) RV6 Committee – Jesse Stout- need to resubmit the owner survey to identify interest. Need more detailed drawings to accurately put out for bid. Such as sewage and drains, etc. Steve has a call into Townly to come out to review. May need to add drainage well



prior to project start. Blaine will get with maintenance to determine drawing for drainage and estimate.

b) Rodeo Committee –

VIII. OLD BUSINESS –

a) COVID-19 procedure update

IX. NEW BUSINESS

a) Disc Golf- Holly Sell- ok to move forward to gauge owner interest

X. ADJOURN GENERAL MEETING

Time: 11:35 a.m.

The next meeting of the R-Ranch Board of Directors will be held on July 18, 2020 at 9:30 A.M. in the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION - No

R-Ranch In The Mountain®
Income Statement
Compared with Budget
June 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	\$ 44,193.79	\$ 33,834.00	10,359.79	\$ 672,124.80	\$ 758,845.00	(86,720.20)
RV Revenue	15,442.60	9,417.00	6,025.60	47,424.25	57,325.00	(9,900.75)
Cabin Revenue	9,314.96	11,188.00	(1,873.04)	27,984.85	48,681.00	(20,696.15)
Lodge Revenue	3,000.00	560.00	2,440.00	12,705.00	49,440.00	(36,735.00)
Capital Imp Revenue	2,619.90	2,211.00	408.90	17,058.40	18,766.00	(1,707.60)
Legal Revenue	0.00	2,112.00	(2,112.00)	70.00	12,172.00	(12,102.00)
Rodeo Revenue	0.00	44,362.00	(44,362.00)	0.00	50,238.00	(50,238.00)
Total Revenues	74,571.25	103,684.00	(29,112.75)	777,367.30	995,467.00	(218,099.70)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	74,571.25	103,684.00	(29,112.75)	777,367.30	995,467.00	(218,099.70)
Expenses						
Employee Expenses	64,093.72	67,733.00	(3,639.28)	355,059.84	445,113.00	(90,053.16)
Admin Expenses	16,275.97	13,457.00	2,818.97	142,545.68	141,078.00	1,467.68
GPM Expenses	17,830.09	14,926.00	2,904.09	71,004.46	65,333.00	5,671.46
Operating Utilities	11,749.10	6,973.00	4,776.10	40,338.11	36,071.00	4,267.11
Sales & Marketing Exp	899.73	450.00	449.73	5,796.96	7,550.00	(1,753.04)
Housekeeping Expenses	833.26	486.00	347.26	2,864.41	3,071.00	(206.59)
Stable Expenses	3,513.95	4,268.00	(754.05)	21,221.86	22,159.00	(937.14)
Owner Expenses	682.65	630.00	52.65	4,189.97	5,627.00	(1,437.03)
Sponsored Events Exp	2,000.00	0.00	2,000.00	2,000.00	0.00	2,000.00
Misc Exp	509.79	4.00	505.79	634.79	24.00	610.79
RV Expenses	4,282.86	8,314.00	(4,031.14)	36,908.18	43,548.00	(6,639.82)
Cabin Expenses	15,513.44	4,417.00	11,096.44	62,000.84	69,095.00	(7,094.16)
Lodge Expenses	4,260.04	5,537.00	(1,276.96)	54,558.06	34,602.00	19,956.06
Capital Imp Exp	1,200.00	0.00	1,200.00	28,104.62	15,700.00	12,404.62
Legal Exp	287.50	2,112.00	(1,824.50)	287.50	12,172.00	(11,884.50)
Rodeo Expenses	325.00	33,767.00	(33,442.00)	520.46	34,794.00	(34,273.54)
Total Expenses	144,257.10	163,074.00	(18,816.90)	828,035.74	935,937.00	(107,901.26)
Net Operating Income	(69,685.85)	(59,390.00)	(10,295.85)	(50,668.44)	59,530.00	(110,198.44)
Other Income/Expense						
Bad Debt Expense	3,395.24	0.00	3,395.24	119,002.09	0.00	119,002.09
Net Income	\$ (73,081.09)	\$ (59,390.00)	(13,691.09)	\$ (169,670.53)	\$ 59,530.00	(229,200.53)

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Six Months Ending June 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 23,449.00	\$ 16,231.00	7,218.00	\$ 582,482.85	\$ 644,091.00	(61,608.15)
Admin - Child Rights	0.00	500.00	(500.00)	400.00	500.00	(100.00)
Admin - Interest	29.45	7.00	22.45	65.12	42.00	23.12
Admin - Fines & Fees	97.51	100.00	(2.49)	2,387.37	600.00	1,787.37
Admin - Late Fees & FC	3,281.90	1,467.00	1,814.90	7,286.92	10,642.00	(3,355.08)
Admin - Ownership Sales	1,990.00	1,990.00	0.00	3,685.00	10,945.00	(7,260.00)
Admin - Ownership Transfer	3,062.36	1,944.00	1,118.36	12,140.56	11,664.00	476.56
Admin - Day Use	75.00	132.00	(57.00)	90.00	197.00	(107.00)
Admin - Sales - Ice	480.55	587.00	(106.45)	801.93	1,468.00	(666.07)
Admin - Sales - Propane	326.72	262.00	64.72	3,311.42	4,166.00	(854.58)
Admin - Sales - Souvenirs	37.03	270.00	(232.97)	299.81	1,009.00	(709.19)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	6.00	(6.00)
Admin - Sales - Gate Cards	0.00	75.00	(75.00)	50.00	140.00	(90.00)
Admin - Sales - Store	212.13	985.00	(772.87)	1,228.83	4,036.00	(2,807.17)
Admin - Vending Income	0.00	276.00	(276.00)	86.50	1,639.00	(1,552.50)
Admin - Stables - Riding Pas	1,065.00	997.00	68.00	1,410.00	3,921.00	(2,511.00)
Admin - Stables - Fundraiser	0.00	0.00	0.00	20.00	900.00	(880.00)
Admin - Recovery of Bad De	1,659.37	75.00	1,584.37	4,413.22	3,091.00	1,322.22
Admin - RV Adoptions	6,679.80	5,275.00	1,404.80	42,438.30	43,944.00	(1,505.70)
Admin - Cabin Adoptions	1,188.00	1,271.00	(83.00)	7,992.00	11,645.00	(3,653.00)
Admin - RV Moves	529.97	1,239.00	(709.03)	1,324.97	3,599.00	(2,274.03)
Admin - Pet Fees	30.00	150.00	(120.00)	210.00	600.00	(390.00)
RV - Electric - Usage Fee	5,250.74	5,157.00	93.74	18,313.66	22,203.00	(3,889.34)
RV - Electric - Quarterly	5,784.56	1,245.00	4,539.56	12,254.54	16,139.00	(3,884.46)
RV - Monthly Adoptions	0.00	100.00	(100.00)	755.00	2,150.00	(1,395.00)
RV - Yearly Adoptions	3,000.30	1,446.00	1,554.30	12,805.05	12,049.00	756.05
RV - Guest & Group	1,407.00	1,467.00	(60.00)	3,296.00	4,772.00	(1,476.00)
RV - Interest	0.00	2.00	(2.00)	0.00	12.00	(12.00)
Cabin - Electric - Usage	3,533.00	3,389.00	144.00	9,216.00	13,543.00	(4,327.00)
Cabin - Electric - Quarterly	1,313.74	314.00	999.74	2,753.91	3,993.00	(1,239.09)
Cabin - Adoptions	396.00	424.00	(28.00)	3,444.00	3,882.00	(438.00)
Cabin - Guest & Group	2,397.22	3,435.00	(1,037.78)	4,685.99	12,248.00	(7,562.01)
Cabin - Cottage	1,675.00	3,626.00	(1,951.00)	7,884.95	15,015.00	(7,130.05)
Lodge - Weddings	3,000.00	0.00	3,000.00	10,205.00	38,340.00	(28,135.00)
Lodge - Events	0.00	560.00	(560.00)	2,500.00	11,100.00	(8,600.00)
Capital Improve - RV	2,223.90	1,787.00	436.90	14,335.65	14,884.00	(548.35)
Capital Improve - Cabins	396.00	424.00	(28.00)	2,664.00	3,882.00	(1,218.00)
Capital Imp - Intrest	0.00	0.00	0.00	58.75	0.00	58.75
Legal - Admin	0.00	2,112.00	(2,112.00)	70.00	12,172.00	(12,102.00)
Rodeo - Tickets	0.00	29,398.00	(29,398.00)	0.00	29,618.00	(29,618.00)
Rodeo - Parking	0.00	3,039.00	(3,039.00)	0.00	3,046.00	(3,046.00)
Rodeo - Vendors	0.00	3,108.00	(3,108.00)	0.00	3,641.00	(3,641.00)
Rodeo - Sponsors	0.00	6,817.00	(6,817.00)	0.00	11,933.00	(11,933.00)
Rodeo - Souvenirs	0.00	2,000.00	(2,000.00)	0.00	2,000.00	(2,000.00)
Total Revenues	74,571.25	103,684.00	(29,112.75)	777,367.30	995,467.00	(218,099.70)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	74,571.25	103,684.00	(29,112.75)	777,367.30	995,467.00	(218,099.70)
Expenses						
Employee - Payroll/Salary	49,226.49	50,644.00	(1,417.51)	281,936.25	340,436.00	(58,499.75)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Six Months Ending June 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - Payroll Tax	4,038.97	4,821.00	(782.03)	24,196.18	32,408.00	(8,211.82)
Employee - Payroll Fees & E	398.22	557.00	(158.78)	3,140.14	3,521.00	(380.86)
Employee - Benefits	6,284.73	6,900.00	(615.27)	24,272.87	39,400.00	(15,127.13)
Employee - Workers Comp	3,395.31	3,161.00	234.31	15,478.31	18,966.00	(3,487.69)
Employee - Commissions	750.00	1,650.00	(900.00)	6,036.09	10,382.00	(4,345.91)
Admin - Accounting Fees	0.00	0.00	0.00	2,075.00	3,600.00	(1,525.00)
Admin - Bank Fees	10.00	55.00	(45.00)	132.10	397.00	(264.90)
Admin - Business Fees	30.00	273.00	(243.00)	749.00	1,516.00	(767.00)
Admin - IT	2,014.29	1,807.00	207.29	11,086.93	11,842.00	(755.07)
Admin - Dues & Subscriptio	267.92	233.00	34.92	1,468.14	1,440.00	28.14
Admin - Emp Develop & Tra	121.26	188.00	(66.74)	275.34	952.00	(676.66)
Admin - Acknowledgements	99.89	50.00	49.89	181.11	250.00	(68.89)
Admin - Merchant Services	130.22	0.00	130.22	457.33	0.00	457.33
Admin - Mileage Reimburse	0.00	70.00	(70.00)	117.25	350.00	(232.75)
Admin - Office Build M&R	0.00	0.00	0.00	0.00	444.00	(444.00)
Admin - Office Expense	260.87	469.00	(208.13)	1,942.54	3,327.00	(1,384.46)
Admin - Printing / Copying	459.81	743.00	(283.19)	6,471.46	3,115.00	3,356.46
Admin - Shipping / Postage	680.74	681.00	(0.26)	2,032.79	2,986.00	(953.21)
Admin - Cable/Cell/Telepho	1,298.61	1,350.00	(51.39)	7,308.13	8,100.00	(791.87)
Admin - Insurance - PL&A	0.00	0.00	0.00	49,096.40	43,200.00	5,896.40
Admin - Property Taxes	9,159.00	5,826.00	3,333.00	54,954.00	51,621.00	3,333.00
Admin - Sales - Ice	317.61	355.00	(37.39)	317.61	633.00	(315.39)
Admin - Sales - Propane	432.91	170.00	262.91	2,320.33	2,475.00	(154.67)
Admin - Sales - Souvenirs	0.00	134.00	(134.00)	0.00	1,112.00	(1,112.00)
Admin - Sales - Gate Cards	486.04	225.00	261.04	486.04	514.00	(27.96)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	2.00	(2.00)
Admin - Sales - Store	506.80	827.00	(320.20)	1,074.18	2,952.00	(1,877.82)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	34.89	34.00	0.89	207.38	204.00	3.38
GPM - Equip Repair	1,163.26	1,492.00	(328.74)	1,752.19	6,982.00	(5,229.81)
GPM - Fence / Pasture	283.98	500.00	(216.02)	11,439.03	9,185.00	2,254.03
GPM - Fuel	1,629.07	1,200.00	429.07	5,195.98	5,548.00	(352.02)
GPM - General Maintenance	122.00	200.00	(78.00)	921.09	1,134.00	(212.91)
GPM - Grounds/Property Re	441.87	1,000.00	(558.13)	1,493.64	2,381.00	(887.36)
GPM - Keys & Locks	0.00	16.00	(16.00)	29.08	266.00	(236.92)
GPM - Lawn & Landscape S	8,400.00	8,400.00	0.00	18,930.00	27,300.00	(8,370.00)
GPM - Pool Chemicals	1,863.85	849.00	1,014.85	2,727.21	3,788.00	(1,060.79)
GPM - Pool M&R	693.36	418.00	275.36	910.80	1,693.00	(782.20)
GPM - Pool Bathhouse	28.70	0.00	28.70	186.57	0.00	186.57
GPM - Pest Control Services	543.10	341.00	202.10	1,296.10	1,478.00	(181.90)
GPM - Supplies	345.03	0.00	345.03	1,128.42	987.00	141.42
GPM - Tools	203.43	0.00	203.43	907.60	423.00	484.60
GPM - Vehicle M&R	2,077.55	422.00	1,655.55	4,354.16	3,780.00	574.16
GPM - Vehicle Tags & Titles	0.00	0.00	0.00	338.00	0.00	338.00
GPM - Maint. Bldg M&R	0.00	54.00	(54.00)	3.21	184.00	(180.79)
GPM - Operat Security Contr	0.00	0.00	0.00	19,184.00	0.00	19,184.00
Operating - Util - Electric	10,259.22	3,047.00	7,212.22	19,934.95	16,905.00	3,029.95
Operating - Util - Propane	10.00	222.00	(212.00)	3,698.61	4,593.00	(894.39)
Operating - Util - STP	0.00	1,500.00	(1,500.00)	475.00	2,458.00	(1,983.00)
Operating - Util - Trash	1,000.00	930.00	70.00	5,900.00	5,206.00	694.00
Operating - Util - Wtr Test	0.00	1,200.00	(1,200.00)	2,721.87	3,144.00	(422.13)
Operating - Util - Wtr Trt M	479.88	74.00	405.88	7,256.88	3,765.00	3,491.88
Operating - Projects & Impro	0.00	0.00	0.00	350.80	0.00	350.80
Sales - Sales & Market Exp	899.73	200.00	699.73	5,446.96	7,050.00	(1,603.04)
Sales - Mkt Comm Outreach	0.00	250.00	(250.00)	350.00	500.00	(150.00)
Housekeeping - Supplies	833.26	486.00	347.26	2,864.41	3,071.00	(206.59)
Stables - Feed	1,438.23	1,160.00	278.23	7,022.24	7,782.00	(759.76)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Six Months Ending June 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Stables - Ferrier	1,620.00	1,243.00	377.00	7,050.00	6,758.00	292.00
Stables - General Expense	566.81	329.00	237.81	1,688.79	1,167.00	521.79
Stables - M&R	0.00	320.00	(320.00)	77.76	631.00	(553.24)
Stables - Tack & Equipment	0.00	32.00	(32.00)	213.21	377.00	(163.79)
Stables - Vet Fees / Medicine	388.91	1,100.00	(711.09)	5,669.86	4,619.00	1,050.86
Stables - Jr. Wrangler	0.00	0.00	0.00	0.00	16.00	(16.00)
Stables - Horses	(500.00)	0.00	(500.00)	(500.00)	500.00	(1,000.00)
Stables - Tools	0.00	84.00	(84.00)	0.00	309.00	(309.00)
Owner - Events	0.00	0.00	0.00	1,040.93	2,500.00	(1,459.07)
Owner - Board/Meetings	45.00	12.00	33.00	467.73	337.00	130.73
Owner - Sales & Transfers	637.65	618.00	19.65	2,681.31	2,790.00	(108.69)
Sponsored Events	2,000.00	0.00	2,000.00	2,000.00	0.00	2,000.00
Misc. Expense	509.79	4.00	505.79	634.79	24.00	610.79
RV - M&R	1,020.00	77.00	943.00	1,083.40	2,301.00	(1,217.60)
RV - Bath Houses	191.00	92.00	99.00	559.35	422.00	137.35
RV - Grounds	310.86	400.00	(89.14)	310.86	1,100.00	(789.14)
RV - Roads	0.00	0.00	0.00	1,763.58	1,700.00	63.58
RV - Utilities - Electric	2,674.97	7,391.00	(4,716.03)	17,340.45	30,134.00	(12,793.55)
RV - Utilities - Propane	0.00	154.00	(154.00)	407.50	1,338.00	(930.50)
RV - Utilities - STP	0.00	200.00	(200.00)	0.00	753.00	(753.00)
RV - Projects & Improve	86.03	0.00	86.03	15,443.04	5,800.00	9,643.04
Cabin - M&R	0.00	0.00	0.00	666.38	349.00	317.38
Cabin - Pest Control Svc	0.00	0.00	0.00	210.10	0.00	210.10
Cabin - Bath Houses	11.04	0.00	11.04	1,607.54	679.00	928.54
Cabin - Rainbow	1,209.93	130.00	1,079.93	2,061.12	2,614.00	(552.88)
Cabin - Chapel Hill	177.25	266.00	(88.75)	245.19	816.00	(570.81)
Cabin - Cottages	830.12	125.00	705.12	902.10	198.00	704.10
Cabin - Grounds	0.00	0.00	0.00	0.00	507.00	(507.00)
Cabin - Roads	260.44	0.00	260.44	4,254.57	1,712.00	2,542.57
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	2,962.14	3,692.00	(729.86)	22,160.15	30,659.00	(8,498.85)
Cabin - Utilities - Propane	162.52	4.00	158.52	699.36	606.00	93.36
Cabin - Utilities - STP	0.00	200.00	(200.00)	0.00	715.00	(715.00)
Cabin - Projects & Improve	9,900.00	0.00	9,900.00	28,497.89	30,240.00	(1,742.11)
Lodge - M&R	510.00	50.00	460.00	1,916.23	2,321.00	(404.77)
Lodge - Kitchen M&R	0.00	0.00	0.00	437.55	0.00	437.55
Lodge - Event Decor/Improv	950.00	0.00	950.00	1,597.48	402.00	1,195.48
Lodge - Event Coord/Staff	550.00	2,600.00	(2,050.00)	1,958.00	6,200.00	(4,242.00)
Lodge - Event Clean/Supply	23.69	93.00	(69.31)	38.20	332.00	(293.80)
Lodge - Event Security	0.00	88.00	(88.00)	120.00	262.00	(142.00)
Lodge - Marketing	150.00	50.00	100.00	850.00	612.00	238.00
Lodge - Utilities - Electric	1,190.60	2,392.00	(1,201.40)	9,156.08	11,265.00	(2,108.92)
Lodge - Utilities - Propane	813.01	264.00	549.01	6,990.86	7,008.00	(17.14)
Lodge - Projects & Improve	72.74	0.00	72.74	31,493.66	6,200.00	25,293.66
Capital - Infra Improve	1,200.00	0.00	1,200.00	28,104.62	15,700.00	12,404.62
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	12,172.00	(12,172.00)
Legal - GPM	287.50	0.00	287.50	287.50	0.00	287.50
Rodeo - Stock Contract	0.00	4,167.00	(4,167.00)	0.00	4,167.00	(4,167.00)
Rodeo - 4L Ticket Split	0.00	14,245.00	(14,245.00)	0.00	14,245.00	(14,245.00)
Rodeo - Prize Money	0.00	4,167.00	(4,167.00)	0.00	4,167.00	(4,167.00)
Rodeo - Advertising	0.00	860.00	(860.00)	0.00	1,213.00	(1,213.00)
Rodeo - Security & EMT	0.00	1,173.00	(1,173.00)	0.00	1,173.00	(1,173.00)
Rodeo - Seating	0.00	4,500.00	(4,500.00)	0.00	4,500.00	(4,500.00)
Rodeo - Sanitation	325.00	417.00	(92.00)	325.00	417.00	(92.00)
Rodeo - Souvenirs	0.00	537.00	(537.00)	0.00	537.00	(537.00)
Rodeo - Sponsors Exp	0.00	432.00	(432.00)	0.00	518.00	(518.00)
Rodeo - In-House Exp	0.00	2,277.00	(2,277.00)	0.00	2,352.00	(2,352.00)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Six Months Ending June 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Rodeo - Projects & Improve	0.00	713.00	(713.00)	195.46	1,164.00	(968.54)
Rodeo - Rentals	0.00	67.00	(67.00)	0.00	67.00	(67.00)
Rodeo - Merchant Svc	0.00	12.00	(12.00)	0.00	12.00	(12.00)
Rodeo - Supplies	0.00	200.00	(200.00)	0.00	262.00	(262.00)
Total Expenses	144,257.10	163,074.00	(18,816.90)	828,035.74	935,937.00	(107,901.26)
Net Operating Income	(69,685.85)	(59,390.00)	(10,295.85)	(50,668.44)	59,530.00	(110,198.44)
Other Income/Expense						
Bad Debt Expense	3,395.24	0.00	3,395.24	119,002.09	0.00	119,002.09
Net Income	\$ (73,081.09)	\$ (59,390.00)	(13,691.09)	\$ (169,670.53)	\$ 59,530.00	(229,200.53)

For Management Purposes Only

R-Ranch In The Mountain®
Statement of Cash Flow
For the six Months Ended June 30, 2020

Current Month Year to Date

Cash Flows from operating activities		
Net Income	\$ (73,081.09)	\$ (169,603.53)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	25.00
Allowance for Doubtful Account	8,480.24	121,195.14
Prepaid Assessments	5,845.05	7,006.84
Sales Tax Payable	271.96	45.55
Accrued Property Tax	9,159.00	54,954.00
Prepaid Electric	(46.20)	(957.19)
Total Adjustments	23,710.05	182,269.34
Net Cash provided by Operations	(49,371.04)	12,665.81
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	\$ (49,371.04)	\$ 12,665.81
Summary		
Cash Balance at End of Period	\$ 556,203.83	\$ 556,203.83
Cash Balance at Beg of Period	(605,574.87)	(543,538.02)
Net Increase <Decrease> in Cash	\$ (49,371.04)	\$ 12,665.81

Unaudited - For Internal Use Only.

R-Ranch In The Mountain®
Balance Sheet
June 30, 2020

ASSETS

Current Assets		
Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		125,042.29
Lodge Bank Account		933.49
Cabin Bank Account		19,112.35
Property Tax Escrow Bank Acct		55,498.58
Payroll Bank Account		453.51
Rodeo Bank Account		7,175.67
Capital Improvement / Infrast		111,044.94
Legal Account		17,664.00
RV Bank Account		208,829.21
Operating Contingent		9,999.79
Accounts Receivable		357,258.78
Allowance for Doubtful Account		(320,097.85)
Total Current Assets		593,364.76
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		\$ 2,502,011.77

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Prepaid Assessments		44,603.04
Sales Tax Payable		331.96
Accrued Property Tax		64,954.00
Special Purchases Earmarked		(188.59)
Prepaid Electric		378.97
Accrued Property Tax		17,232.00
Total Current Liabilities		127,446.63
Long-Term Liabilities		

Unaudited - For Management Purposes Only

R-Ranch In The Mountain®
Balance Sheet
June 30, 2020

Total Long-Term Liabilities		<u>0.00</u>
Total Liabilities		127,446.63
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	<u>(169,603.53)</u>	
Total Capital		<u>2,374,565.14</u>
Total Liabilities & Capital	\$	<u><u>2,502,011.77</u></u>

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		
Suspended	186	205	24	109	87	79	70	106	69	178	149	104	112		
TOTAL UNITS	993	998	843	843	840	841	842	842	844	817	823	824	825	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	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20	7/15/20		

Goal is 1200 units



Executive Director Board Report

Jul Meeting

- June was surprisingly busy for us at the Ranch all things considering.
- Could be certainly that we allowed guests back on property.
- Successfully had the first wedding at the lodge. Appreciate everyone's support.
- Very much trying to work with all departments to ensure everything is running smoothly yet keeping one and all safe and healthy. Owners and Staff alike.
- Hay cutting and baling was successful. Had a little bit of a rocky start but worked out wonderfully in the end.
- Worked towards the end of the month for continuous phases of re-opening.
- 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.
- 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.
- Housekeeping is continuing to struggle to keep disinfectant spray in stock. We are doing the best we can.
- Stables – needs to roof. Have about 15 leaks and the plastic “skylights” are no longer any good. Working on quotes.
- Starting planning for 4th of July before I left.
- Worked with promo video film crew to schedule shoot of the first part of the video at beginning of July.
- 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.
- Executive Director took a much needed “vacation” to places that no one should go during the summer. I ask myself why I do it every year.
- Project updates:
 - 1) WiFi – on hold
 - 2) Chapel Hill – on hold till fall
 - 3) Arena RV – all upgraded to 50 Amp except A12. (Need to run new wire)
 - 4) Land Conservation – looking to get survey done this year and have application ready to submit for spring.

Maint. Board Report for JUNE

CUT & BAILED HAY Replumbed Air Compressor
for shop Hauled dirt & shaped around side
WALK WAY at lodge Installed Contractor's for
CRAWLER at Treatment plant. Began Trimming
All Roadways Throught out RANCH MADE Repairs
To pool gate Worked on Roads Throught out
RANCH due TO Heavy Rain ALSO All Colverts
Pvt out Fertilizer on Hay fields
Began Rewiring Arcata RV sites Installed
grinder motor at Treatment plant. Repaired
light at lodge Worked in Chapel Hill Cabins
Plumbing & Carpentry

General Maint. Mowed GRASS

R-Ranch Stable Report

JUNE 2020

Summary: I'm very happy to say that June was a very good month for the Stables. It was our best month this year with 356 Riders & 40 Passes. We were within six (6) Rides of our 5-year monthly average for the month of June! We want to thank everyone for complying with our Risk Mitigating procedures that we put in place. Everyone is glad to get out and enjoy all that the Ranch has to offer. Even the horses and Tori (Barn Cat) seem to be glad to have everyone back. That may change as the Temperatures rise next month LoL.

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.

Although it doesn't fall within this reporting period there are several items of significance that I want to inform you of now vs next report.

- On JULY 9th we changed to our Summer Schedule in order to compensate for the higher temperatures and humidity. This allows us to provide continue to provide 3-4 rides per day. When the Heat Index reaches 90 we cancel our rides to prevent our horses from having Heat Stroke. Sign-ups will begin at 7:30. Ride times will be 9:00, 10:30, 12:00, & 1:30.
- Also on July 9, 2020 Rehomed Frodo and Kilinger. As you may know both of these horses have made significant contributions to the Ranch. I can't begin to say how many kids were introduced to riding on one or the other of these gentle and kind animals. Both of these wonderful animals were old when I began working here. They have been semi-retired for several years here but continued to contribute by helping very small or very nervous riders gain confidence. I've been trying for some time now to find a good home for them. Michelle Crumbley has provided them a loving home in Aragon, GA. Back in 2012 Michelle accepted four (4) other retired horses from R-Ranch, Rhubarb, Molly Molly, Sugar, and Captain Jack. We will miss Frodo & Klinger but are pleased that they will finish out their days in a nice loving home.
- On July 13, 2020 we sold Pickles to Austin Tibbs of Chatsworth, GA. Pickles is an interesting horse. He became the Lead Gelding in Blue Herd in 2015 when we lost Littleman. Pickles is aging out for the job we expect of him but should be excellent for what Austin needs him for.

Events:

❖ COVID-19

- APR 01-30: POTUS extended the Slow-the-Spread /Flatten-the-Curve Directive
- APR 03-13: GA, Shelter-in-place directive. Modified manning.
- APR 08-30: GA extended Shelter-in-place to end of the month.
- MAY 01-07: R-R: Started Phase-1 of Return to Normal. (Employees Return)
- MAY 08-TBD: R-R Started Phase-2 of Return to Normal. (Resume Ride, Limit 10 per group).
- MAY 22-: R-R Increased attendance while enforcing Social Distancing and use of PPE.
- JUN 02: R-R Started Phase-III of Return to Normal. (Increased allowable Group size to 20; continued Social Distancing (S-D) and the use of PPE when unable to S-D; allow limited # of volunteers.
- JUN 25-: R-R Phase continuing; allowing additional volunteers; maintaining S-D and use of PPE.

R-Ranch Stable Report

JUNE 2020

Projects:

❖ **Fencing/Pastures:**

- **All Pastures:**
 - All pastures are looking much better since Ricky sprayed remaining pasture to eradicate the Butter Cups.
 - I will start bush hogging outer perimeter of pastures and pastures as needed.
- **Barn Pasture:**
 - Looking much better now.
- **Back Pasture:**
 - Still need to fell a couple of large Poplar trees that are cracked and splitting.
- **Office Pasture:**
 - JUN 2nd harvested 22 Round-bales.
 - Reopened for grazing.
- **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**
 - The grass is coming in fairly well on the areas where dirt was removed for the Island.
 - We will start removing the interim fence separating Rainbow-E from Rainbow-Center in JUN/JUL. We will harvest the material to use in the replacement of S fence in Rainbow-W.
 - **Rainbow-E**
 - Looks much better since Ricky sprayed for Butter Cups.
- **Lodge Pasture:**
 - JUN 1-2 harvested 34 Round-bales.
- **Chapel Hill:**
 - Ricky sprayed the Butter Cups or Yellow Flowers (weeds), they all appear to have wilted.
 - Red Herd is on this pasture and Old Owners.
- **Old Owner's Pasture:**
 - Has been sprayed but needs to be bush hogged.

R-Ranch Stable Report

JUNE 2020

Maintenance:

❖ **F-350:**

- JUN 16-17: The maintenance guys coordinated the replacement of the badly worn brakes. They were able to reuse the Front rotors but replaced the pads. The Rear drums were ruined and had to be replaced along with the rear brake shoes.
- The Rear brakes need additional adjustment and the park brake is still insufficient.
- JUN 25: We had the bald rear tires replaced.
- Service is due.
- Rear main seal leak is getting worse. Will continue to monitor oil level and severity of leak. Currently a Class 2 leak.

❖ **Kubota ATV:**

- Next service due at 850 hrs.
- 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 MAY 2020)**

- We last Dewormed on FEB 6, 2020 using Ivermectin. We are way overdue because of the financial freeze at the onset of the COVID-19 Outbreak and now because of the lack of a credit card. I normally order through Jeffers on line but I am no placing an order with Anderson Feed.
- We normally deworm quarterly.

❖ **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

JUNE 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:

- Three (3) Horses are currently "Off Line" due to shoulder injury, a ligament strain, and a Mare fight. They are Leo, Dakota, and Raquel. We expect a full recovery but it may be 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:

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	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									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

JUNE 2020

❖ Trails:

- We continue to focus on trimming back limbs that pose a hazard to horses and Riders.
- Steve's improvement to Upper Creekside Trail is working out very well but needs some more work for drainage. This trail runs due E from the Stable and gives quicker access to our Eastern trail network. I will apply a bit of gravel to a small section and we should be good for use.
- Specific Trail's status is shown in the Trail Status table further down in this report.

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		> 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	
Piano			
Lake			

R-Ranch Stable Report

JUNE 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:

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

Sales & Marketing Report

June 2020

Sales:

Tours - 12

New Sales –2

YTD Total –4

Transfers – 5

YTD Total – 20

Tour Feedback:

The Good:

- 1) Positive feedback on Stables and trail rides**
- 2) Number of RV sites; comments on spacious RV sections**
- 3) Positive comments on new floors in Lodge**

The Bad:

- 1) Condition of cabins in general; age of cabins**
- 2) Putt-Putt Course and Basketball Court need repairs/upgrades**
- 3) Many question pricing structure, particularly the price gap between RV sites/cabins and Cottages**

Marketing:

- Have an Expo scheduled for September in Duluth**
- 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.**
- Created a flyer for the new try before you buy program, as well as the military program. Director met with military personnel in the area to promote the program.**

July 2020 Board Meeting - Lodge

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

Total Expenses for the month	\$4,112
Income - Expenses =	-\$1,112

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	\$7,825
Amount booked to date	\$7,473

Contact Summary

Contacts:	37
	Emails
	13 R-Ranch Web Site
	0 Here Comes the Guide
	5 Wedding Wire
	5 Referred by Friend
	14 Phone Calls
	0 Facebook
Total	37

Of the contacts:	31	Weddings
	1	Church Groups
	5	Party
	0	Class
	37	Total

Of the dates requested:	23	dates were available
	9	dates were not available
	5	dates have not yet been chosen
	37	Total

Tours Generated: to	6 Tours
Source:	2 Ranch, 1 Wedding Wire, 3 Phone
Status of Tours:	3 Booked 3 In Consideration 0 Not Interested

2020 Event Summary				Source of Wedding/events	
Weddings	8			RR Web	1
Events	10			Cham.Expo	0
RR Events	17	Owner Events (NON REVENUE)		HCTG	1
	95	To Date: Total Value of Revenue projected: \$750	\$41,350	Owner	6
<i>The R-Ranch non-revenue events are:</i>				Phone	9
Val the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,				Community	9
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,				Wedding Wire	1
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party					
R-Life parties will be in conjunction with R-Ranch Holidays				Total	15

does not in

2021 Event Summary				Source of Wedding/events	
Weddings	2			RR Web	
Events				Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)		HCTG	
	18	To Date: Total Value of Revenue projected:		Owner	
<i>The R-Ranch non-revenue events are:</i>				Phone	
Val the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,				Community	
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,				Wedding Wire	
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party					
R-Life parties will be in conjunction with R-Ranch Holidays				Total	

does not in

Housekeeping Report

June 2020

We cleaned 45 Single, 27 Duplex, 16 Chapel Hill and 7 Cottages. This is a total of 95 Cabins cleaned this month.

We have added extra sanitizing to the pool area due to the Covid-19.

We put new larger refrigerators in 801 and 802. We also have been looking for furniture to put into these cabins.

Front Office Monthly Report June 2020

RESERVATIONS

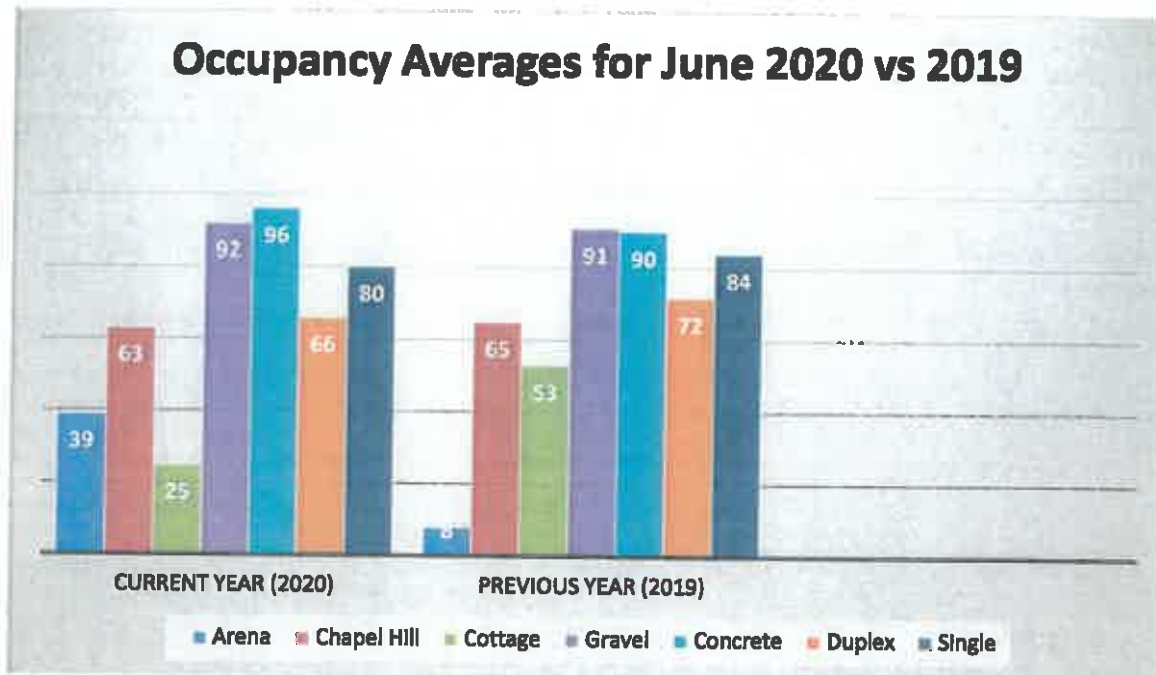
Adopted cabins: 37
 Reservations for Cabins: 149
 Chapel Hill: 62
 Cottage: 8
 Duplex: 27
 Singles: 52

Adopted RV sites: 104
 Reservations for RV: 297
 RV Gravel Sites: 177
 RV Concrete Sites: 106
 RV Arena Sites: 14

OCCUPANCY

DATE (2020)	ARENA	CHAPEL HILL	COTTAGE	RV GRAVEL	RV CONCRETE	DUPLEX RAINBOW	SINGLE RAINBOW
June 6th	42%	64%	0%	91%	98%	38%	80%
June 13th	33%	59%	33%	93%	96%	88%	100%
June 20th	33%	61%	33%	93%	94%	88%	80%
June 27th	46%	69%	33%	89%	94%	50%	60%

Occupancy Averages for June 2020 vs 2019



Front Office Monthly Report June 2020

Analysis

- Reservations are on track with June 2019 despite not having the rodeo this year. This seems to be due in large part to the relaxing of COVID restrictions and the increase in popularity of outdoor activities.

Revenue

• Arena	\$570.00
• RV Concrete	\$5935.00
• RV Gravel	\$11250.00
• Chapel Hill	\$3090.00
• Cottage	\$2830.00
• Duplex	\$1570.00
• Single	\$2740.00

MONTHLY TOTAL	\$27,985.00
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Front Office Situation Report

- The front office is back to normal operating hours with some distancing measures still in place. We will monitor the situation to determine our next phase of operations.
- We have implemented and are enforcing a policy of checking identification upon check-in. We have had several instances of people attempting to use others' owner info to make reservations and stay on property. Additionally, we have new people in the front office who do not know everyone by sight. I understand this policy has not been popular with many, but it appears to be necessary. It is also standard practice at most hotels and resorts.
- Again, it is HIGHLY recommended that we secure additional licenses for the security gate system.

***R-Ranch in the Mountains
Marketing Committee Minutes
July 11, 2020***

I. Call to order

Christy called to order the regular meeting of the Marketing Committee at 10:10 on July 11 at our first open meeting at the Ranch since the pandemic.

II. Roll call

Celia conducted a roll call. The following persons were present: Celia Hoffman, Mike Bray, Marc Armstrong, Christy Griffin, Cindy Simoes, and Blaine Griffith.

Absent: Alan Glazier, Rich Miramonti, ,Sheila Preston, and our new Sales Director, Amber Stover.

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:

There is no report for month due to the absence of the Marketing and Sales Person.

OLD BUSINESS

We Reviewed the Marketing Committee Mission Statement. We agreed the Mission Statement reflects the purpose of the Marketing Committee. We just need to get better representation from the office to accomplish our goals. Mark Armstrong is going to work with Blaine to make sure we get participation from sales/marketing.

The Ambassador program has been launched, and Christy will be meeting with Danielle Evans today. This will be her first visit to the Ranch. Blaine sent Christy her information, and she was delighted to have a person who could help her get acquainted with our beautiful home away from home.

We discussed T-shirts. We have found a place in Blairsville who can order, screen print, or embroidery whatever we want at a very reasonable price. We are going to go ahead and have them design what we want and then offer pre-sales on the shirts.

STRATEGIC ALLIANCES:

Christy and I met with Kathy at Mark Tuggle RV and also spoke with Mark briefly. They are still interested in maintaining a relationship with the Ranch. Kathy said she

had been out of fliers and gift certificates for a long time. We gave her some and told her there would be more coming.

We also visited Camping World in Oak Wood. The General Manager was out, but we spoke with a Sales Manager who said he would pass the information to his manager. We were allowed to leave some of our brochures. If we are able to form a relationship with them, we will need to get one of our signs to them.

We didn't visit Camp Oaks RV & Outdoors, but Blaine said he had been by to talk with Aaron, the Manager, and he wants to be a Rodeo sponsor. He is also very interested in forming a relationship with the Ranch. Christy and I will plan to visit there business in the near future.

Next month we plant to look ahead to 2020/2021 and work on our budget. We ask everyone to focus on what they feel our needs are and submit those items to our Committee.

UPCOMING EVENTS

GON Outdoor Blast July 24-26: Christy will represent us at this event if it still takes place.

Rodeo Oct. 30-31 Marketing Committee will man Marketing/ T-shirt booth

Next meeting August 8, 2020 at 10 am

Adjournment

Christy adjourned the meeting at 11:05

Minutes submitted by: Celia Hoffman

Approved by Christy Griffin