

R-Ranch

Board of Director's Meeting

June 15, 2019

Meeting Minutes

- I. CALL TO ORDER- 9:30 A.M.-** President, Valorie Lottes
- II. OPENING PRAYER-** Cecil Pacetti
- III. PPEDGE OF ALLEGIANCE-** Randy Mercier
- IV. Review/APPROVE/AMEND/ACCEPT AGENDA-** Motion was made by Sue Burton to approve, Seconded by Ron Cagle.
- V. SUSPEND READING MAY 2019 BOD Meeting Minutes -** Motion was made by Marc Armstrong, Seconded by Ashley Spenner
- VI. APPROVE/AMEND/ACCEPT MAY 2019 BOD MEETING MINUTES --** Motion was made by Marc Armstrong, Seconded by Sue Burton.
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith – Report Submitted
 - b. Executive Director's Report - Report Submitted. Reviewing Warning & Violations process. It was decided to have a working session to ensure all areas are covered. Suggested to include with assessments so all Owners are aware. The pool smoking area will be moved to the upper right corner of the pool area in the grassy area. We will post this change in Wednesday Wisdom once the area is completed. Discussed new speed bumps (Report/Options Attached). There will be a working session to review all the options. Feedback from Owners:
 - Love the speed bumps, however would like to remove middle speed bumps for golf carts and wheelchairs and motorcycles.
 - The 3" shake things up too much in a motorhome.
 - Think the speed bumps are entirely too high. Prefer the gradual Speed Humps. Also we could build another stable on the other side of the road.
 - When something is new there is always controversy, the number of complaints on speeding golf carts/cars last year. Perhaps add another stop sign in higher traffic areas, or maybe a more formal crosswalk. These options would be preferred over \$70K plus to add a road.
 - Any thought to the digital "This Is Your Speed" signs? We would need to buy one vs. rent for a temporary period. People have a tendency of not liking to be told what to do.
 - Definitely prefer Speed Humps. Back issues and I need to go around them for pain management.
 - Definitely "I'm for the Humps, not the Bumps". I've seen them work in other places.

- Whatever we wind up doing, we're all responsible. We don't need to approach violators but please report them to our Director when you can. Safety and the children are our priority.
 - RV7 still has an open problem. Need to be addressed.
- 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 – Board Liaison - Cecil Pacetti
2. Covenants/Bylaws/Policy & Guidelines Committee- Board Liaison – Alex Griffin
3. Finance Committee – Board Liaison – Sue Burton
4. Land Use/Fire Wise Committee – Board Liaison – Randy Mercier
5. Marketing Committee – Board Liaison – Marc Armstrong
6. Owner's Concerns Committee – Board Liaison – Carolyn Ponte
7. Nominating Committee
8. Strategic Planning committee

BOARD APPOINTED COMMITTEE

- a) Rodeo Committee - First night at Rodeo was very positive, great weather and attendance. Quite a bit over last year. Expecting Saturday night to be busier.
- b) Rainbow Dam Committee – This committee has been closed out! Final touches on the lake are still to come, look for your Wednesday Wisdom for updates!

VIII. OLD BUSINESS – No old business

IX. NEW BUSINESS – No new business

X. ADJOURN GENERAL MEETING

Time: _____12:14pm_____

The next meeting of the R-Ranch Board of Directors will be held on July 20, 2019 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION- YES

R-Ranch

Board of Director's Meeting

June 15, 2019

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 MAY 2019 BOD Meeting Minutes**
- VI. APPROVE/AMEND/ACCEPT MAY 2019 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 – Asset management update
- BOARD APPOINTED COMMITTEE**
 - a) Rodeo Committee
 - b) Rainbow Dam Committee
- VIII. OLD BUSINESS – No old business**
- 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 July 20, 2019 at 9:30 A.M. in the R-Ranch board room.

XI. EXECUTIVE SESSION- Potentially

R-Ranch In The Mountains® 9
Balance Sheet
May 31, 2019

ASSETS

Current Assets		
Petty Cash	\$	200.00
Register Cash		300.00
Operating Bank Account		191,771.44
Lodge Bank Account		1,860.48
Cabin Project Bank Account		56,682.38
Property Tax Escrow Bank Acct		73,950.78
Payroll Bank Account		1,297.77
Rodeo Project Bank Account		25,127.35
Rainbow Dam Bank Account		46,008.57
Cap Imp/Legal Account		130,114.20
RV Bank Account		163,801.28
RV-6 Project Bank Account		11,763.58
Accounts Receivable		429,591.92
Prepaid Expenses		15,003.35
		<hr/>
Total Current Assets		1,147,473.10
Property and Equipment		
Furniture & Fixtures		112,068.44
Vehicles		33,182.00
Machinery & Equipment		381,233.07
Horses & Sports Equipment		61,007.14
Buildings and Improvements		1,440,692.16
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		(1,171,111.03)
		<hr/>
Total Property and Equipment		1,124,284.10
Other Assets		
Unsold Ranch Memberships		608,465.00
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Total Other Assets		608,465.00
		<hr/>
Total Assets	\$	<u>2,880,222.20</u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Sales Tax Payable		293.15
Accrued Property Tax		67,232.00
Special Purchases Earmarked		2,400.00
Prepaid Assessments		39,890.35
Other Payables		(45.90)
		<hr/>
Total Current Liabilities		109,904.85
Long-Term Liabilities		
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Total Long-Term Liabilities		0.00

Unaudited - For Management Purposes Only

R-Ranch In The Mountains® 9
Balance Sheet
May 31, 2019

Total Liabilities		<u>109,904.85</u>
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	2,021,326.08	
Current Year Net Assets Change	<u>(58,880.18)</u>	
Total Capital		<u>2,770,433.06</u>
Total Liabilities & Capital	\$	<u><u>2,880,337.91</u></u>

R-Ranch In The Mountains® 9
Income Statement
Compared with Budget
For the Five Months Ending May 31, 2019

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Assessments	\$ 28,127.17	\$ 37,312.07	(9,184.90)	\$ 578,606.78	\$ 570,583.91	8,022.87
Assessment - Special Dam A	0.00	0.00	0.00	1,011.50	1,011.50	0.00
Electric - Usage Fees - RV	4,333.00	4,939.70	(606.70)	16,148.10	17,894.69	(1,746.59)
Electric - Usage Fees - Cabin	1,860.00	1,412.50	447.50	5,774.04	6,871.10	(1,097.06)
Electric - RV Reimbursement	4,241.20	1,214.68	3,026.52	15,303.10	15,088.49	214.61
Electric - Cabin Reimbusem	486.94	401.12	85.82	2,824.98	4,090.14	(1,265.16)
Interest Income	11.25	9.77	1.48	36.39	22.72	13.67
Owner Fines & Fees	100.00	240.00	(140.00)	400.00	922.98	(522.98)
Late Fees & Finance Charges	2,365.97	3,363.01	(997.04)	7,298.71	13,850.89	(6,552.18)
Ownership Sales	2,990.00	998.00	1,992.00	13,415.00	6,598.00	6,817.00
Ownership Transfers	4,486.00	3,654.00	832.00	11,732.52	18,270.00	(6,537.48)
RV Moves	530.00	980.00	(450.00)	1,791.88	2,360.00	(568.12)
Pet Fees	130.00	260.00	(130.00)	390.00	780.00	(390.00)
Day Use Income	160.00	0.00	160.00	160.00	0.00	160.00
Sales - Ice	483.17	451.40	31.77	754.20	804.68	(50.48)
Sales - Propane	335.45	450.01	(114.56)	3,462.39	3,811.60	(349.21)
Sales - Souvenirs	215.88	81.31	134.57	430.82	754.07	(323.25)
Sales - Firewood	90.00	195.00	(105.00)	320.00	470.00	(150.00)
Sales - Gate Cards	50.00	0.00	50.00	100.00	25.00	75.00
Sales - Store	1,028.50	855.50	173.00	3,263.58	3,100.40	163.18
Vending Income	60.00	974.00	(914.00)	794.50	1,869.50	(1,075.00)
RV RI - Monthly Adoption F	760.00	2,217.90	(1,457.90)	1,720.00	5,077.90	(3,357.90)
RV RI - Yearly Adoption Fee	10,777.50	10,800.00	(22.50)	28,005.00	28,800.00	(795.00)
RV RI - Guest & Group Fees	841.00	1,603.70	(762.70)	2,737.00	3,957.70	(1,220.70)
RV-6 Interest	1.90	1.89	0.01	9.24	9.34	(0.10)
Cabin RI - Adoption Fees	2,760.00	1,380.00	1,380.00	8,040.00	9,000.00	(960.00)
Cabin RI - Guest & Group Fe	2,263.59	1,773.47	490.12	7,276.40	9,054.44	(1,778.04)
Cabin RI - Cottage Fees	2,420.40	1,199.60	1,220.80	12,364.25	10,479.92	1,884.33
Cabin - Special Projects (DD	0.00	0.00	0.00	0.00	35.00	(35.00)
Lodge RI - Wedding Fees	(225.00)	13,500.00	(13,725.00)	16,205.00	36,000.00	(19,795.00)
Lodge RI - Group Fees	1,650.00	1,000.00	650.00	6,888.00	3,000.00	3,888.00
Lodge RI - Miscellaneous Fe	0.00	0.00	0.00	60.00	0.00	60.00
RV Adopt - Infra/Cap Imp	10,777.50	10,800.00	(22.50)	28,005.00	28,800.00	(795.00)
Cabin Adopt - Infra/Cap Imp	2,760.00	1,380.00	1,380.00	8,040.00	9,000.00	(960.00)
Dam - Interest	13.31	0.00	13.31	107.38	0.00	107.38
Stables RI - Riding Pass Fees	630.00	885.50	(255.50)	2,580.00	2,639.25	(59.25)
Stables RI - Stall Fees	0.00	30.00	(30.00)	0.00	30.00	(30.00)
Stables RI - Fundraiser Inco	32.00	600.00	(568.00)	917.00	600.00	317.00
Recovery of Bad Debt	50.00	0.00	50.00	2,483.84	0.00	2,483.84
Rodeo Income - Ticket Sales	448.42	2,800.00	(2,351.58)	448.42	2,800.00	(2,351.58)
Rodeo Income - Parking	4.99	0.00	4.99	4.99	0.00	4.99
Rodeo Income - Vendors	0.00	0.00	0.00	500.00	600.00	(100.00)
Rodeo Income - Sponsors	5,950.00	4,950.00	1,000.00	6,650.00	4,950.00	1,700.00
Rodeo Income - T Shirts	0.00	0.00	0.00	8.00	0.00	8.00
Total Revenues	<u>94,000.14</u>	<u>112,714.13</u>	<u>(18,713.99)</u>	<u>797,068.01</u>	<u>824,013.22</u>	<u>(26,945.21)</u>
Cost of Sales						
Total Cost of Sales	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Gross Profit	<u>94,000.14</u>	<u>112,714.13</u>	<u>(18,713.99)</u>	<u>797,068.01</u>	<u>824,013.22</u>	<u>(26,945.21)</u>
Expenses						
Employee - Payroll/Salary Ex	44,184.84	48,390.00	(4,205.16)	227,104.91	266,144.00	(39,039.09)

For Management Purposes Only

R-Ranch In The Mountains® 9
Income Statement
Compared with Budget
For the Five Months Ending May 31, 2019

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - Payroll Tax Expe	4,155.19	4,606.73	(451.54)	22,837.28	25,336.92	(2,499.64)
Employee - Payroll Fees & E	895.80	878.00	17.80	3,154.30	3,172.86	(18.56)
Employee - Benefits	165.93	4,500.00	(4,334.07)	16,366.63	22,500.00	(6,133.37)
Employee - Workers Comp I	2,758.00	3,647.00	(889.00)	9,735.44	20,622.00	(10,886.56)
Commission Expenses	4,016.21	2,213.48	1,802.73	10,997.96	6,883.98	4,113.98
Admin - Accounting Fees	1,900.00	3,500.00	(1,600.00)	3,600.00	4,000.00	(400.00)
Admin - Bank Fees	10.00	94.85	(84.85)	108.00	413.25	(305.25)
Admin - Business Fees	5.00	592.00	(587.00)	1,350.00	1,424.00	(74.00)
Admin - Computer Expense	1,838.59	357.62	1,480.97	5,786.40	5,049.36	737.04
Admin - Dues & Subscriptio	317.57	11.95	305.62	1,189.78	111.70	1,078.08
Admin - Gifts	8.03	20.00	(11.97)	752.29	100.00	652.29
Admin - Legal Fees	0.00	0.00	0.00	0.00	100.00	(100.00)
Admin - Operate Merchant F	533.84	0.00	533.84	(262.57)	0.00	(262.57)
Admin - Mileage Reimburse	0.00	37.00	(37.00)	280.70	185.00	95.70
Admin - Office Build Rep/M	952.90	0.00	952.90	1,011.54	0.00	1,011.54
Admin - Office Expense	184.36	339.89	(155.53)	1,609.43	2,720.79	(1,111.36)
Admin - Printing / Copying E	551.50	536.05	15.45	2,220.78	2,403.44	(182.66)
Admin - Cell Phone Expense	212.44	180.00	32.44	887.84	900.00	(12.16)
Admin - Shipping / Postage	821.98	150.00	671.98	2,418.41	2,350.00	68.41
Admin - Telephone / Cable E	1,384.57	1,450.00	(65.43)	7,056.30	7,250.00	(193.70)
Cleaning - Supply Expense	1,687.26	260.00	1,427.26	3,112.50	1,385.00	1,727.50
GPM - Equip Rental Expense	310.03	33.92	276.11	446.35	919.92	(473.57)
GPM - Equip Repair Expense	706.53	700.00	6.53	7,595.17	4,650.00	2,945.17
GPM - Cabin Repair & Main	252.44	0.00	252.44	531.34	375.00	156.34
GPM - Fence / Pasture Expen	602.52	2,000.00	(1,397.48)	8,234.18	4,400.00	3,834.18
GPM - Fuel Expense	1,830.50	2,700.00	(869.50)	4,817.16	5,400.00	(582.84)
GPM - General Maintenance	147.45	1,200.00	(1,052.55)	857.70	4,200.00	(3,342.30)
GPM - Grounds/Property Re	192.61	100.00	92.61	1,151.93	5,445.00	(4,293.07)
GPM - Keys & Locks	45.98	0.00	45.98	53.40	50.00	3.40
GPM - Lawn Svc & Landscap	6,895.00	6,900.00	(5.00)	10,598.93	10,400.00	198.93
GPM - Lodge Pool Chemical	2,414.95	1,200.00	1,214.95	3,288.26	2,400.00	888.26
GPM - Lodge Pool Repair &	1,238.55	90.00	1,148.55	8,262.10	7,190.00	1,072.10
GPM - Lodge Rep/Maint/Sup	2,061.73	500.00	1,561.73	5,026.41	2,000.00	3,026.41
GPM - Lodge Kitchen Rep/	0.00	80.00	(80.00)	0.00	80.00	(80.00)
GPM - Pest Control Services	210.10	210.00	0.10	955.44	931.00	24.44
GPM - Road Repair Expense	2,656.95	0.00	2,656.95	13,959.05	10,800.00	3,159.05
GPM - Supplies Expense	719.23	100.00	619.23	1,585.96	400.00	1,185.96
GPM - Tools Expense	10.88	0.00	10.88	1,109.87	125.00	984.87
GPM - Vehicle Maint & Rep	1,276.86	900.00	376.86	2,736.78	2,700.00	36.78
GPM - Maintenance Bldg Re	18.75	0.00	18.75	18.75	0.00	18.75
GPM - Operat Security Contr	1,223.75	1,381.78	(158.03)	6,740.24	6,908.90	(168.66)
GPM - RV Security Contract	1,223.75	1,381.78	(158.03)	6,740.27	6,908.90	(168.63)
GPM - Cabin Security Contra	1,223.75	1,381.78	(158.03)	6,740.24	6,908.90	(168.66)
GPM - Lodge Security Contr	1,223.75	1,381.78	(158.03)	4,936.25	6,908.90	(1,972.65)
Owner Events	1,528.96	450.00	1,078.96	1,433.61	1,050.00	383.61
Owners & Board Meeting Ex	281.78	5.00	276.78	308.83	220.00	88.83
Ownership Sales & Transfers	591.00	600.00	(9.00)	1,929.47	2,250.00	(320.53)
Sales & Market Expense	172.45	0.00	172.45	863.44	945.00	(81.56)
Sales Expense - Ice	206.52	158.26	48.26	284.67	251.50	33.17
Sales Expense - Propane	0.00	589.55	(589.55)	1,866.71	3,585.43	(1,718.72)
Sales Expense - Souvenirs	1,689.85	0.00	1,689.85	1,689.85	740.00	949.85
Sales Expense - Gate Cards	401.01	0.00	401.01	401.01	450.00	(48.99)
Sales Expense - Store	400.58	1,041.57	(640.99)	1,914.18	2,214.20	(300.02)
Stables - Feed	1,649.50	1,800.00	(150.50)	6,337.01	5,400.00	937.01
Stables - Ferrier Expense	1,300.00	960.00	340.00	4,800.00	4,725.00	75.00
Stables - General Expense	329.19	300.00	29.19	789.55	834.58	(45.03)
Stables - Repair & Maintena	16.45	50.00	(33.55)	63.60	3,500.00	(3,436.40)

For Management Purposes Only

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Income Statement
Compared with Budget
For the Five Months Ending May 31, 2019

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Stables - Tack & Equipment	531.02	100.00	431.02	7,422.21	7,400.00	22.21
Stables - Vet Fees / Medicine	386.60	1,500.00	(1,113.40)	6,139.32	4,960.00	1,179.32
Stables - Jr. Wrangler Expens	0.00	0.00	0.00	9.42	100.00	(90.58)
Stables - Horses	0.00	0.00	0.00	1,640.00	0.00	1,640.00
Stables - Tools	35.49	0.00	35.49	74.89	200.00	(125.11)
RV - Bath Houses	66.51	1,000.00	(933.49)	665.26	1,100.00	(434.74)
RV - Pad Improvements	199.53	0.00	199.53	199.53	2,000.00	(1,800.47)
RV - Grounds	0.00	0.00	0.00	2,710.70	2,500.00	210.70
RV - Roads	428.03	0.00	428.03	428.03	350.00	78.03
RV - Improvements	0.00	0.00	0.00	209.02	400.00	(190.98)
RV - Miscellaneous	0.00	0.00	0.00	(20.55)	0.00	(20.55)
Cabin - Bath Houses	0.00	0.00	0.00	1,419.65	100.00	1,319.65
Cabin - Rainbow Cabins	901.84	0.00	901.84	2,971.50	1,365.00	1,606.50
Cabin - Chapel Hill Cabins	0.00	30.00	(30.00)	50.88	1,260.00	(1,209.12)
Cabin - Cottages	(42.00)	0.00	(42.00)	7.95	380.00	(372.05)
Cabin - Grounds	0.00	100.00	(100.00)	3,534.88	500.00	3,034.88
Cabin - Roads	5,136.01	0.00	5,136.01	5,136.01	2,975.00	2,161.01
Cabin - Improvements	0.00	0.00	0.00	750.00	2,500.00	(1,750.00)
Lodge - Event Decor/Improv	3,060.15	170.00	2,890.15	5,157.33	1,714.00	3,443.33
Lodge - Event Coord/Staff	2,554.96	1,600.00	954.96	14,356.47	4,550.00	9,806.47
Lodge - Event Clean/Supply	13.69	40.00	(26.31)	40.77	200.00	(159.23)
Lodge - Event Security	132.00	150.00	(18.00)	220.00	300.00	(80.00)
Lodge - Event Improvements	267.49	0.00	267.49	362.24	0.00	362.24
Lodge - Event Marketing	50.00	295.00	(245.00)	488.65	445.00	43.65
Dam Reserve Expense	40.66	0.00	40.66	40.66	0.00	40.66
Dam Expenses	50,144.35	50,144.35	0.00	55,077.54	55,077.54	0.00
Legal Expenses	0.00	0.00	0.00	1,947.50	0.00	1,947.50
Rodeo Expense - Advertising	80.25	460.00	(379.75)	80.25	460.00	(379.75)
Rodeo Expense - T-Shirts	180.00	0.00	180.00	180.00	0.00	180.00
Rodeo Expense - Sponsors E	188.32	0.00	188.32	188.32	0.00	188.32
Rodeo Expense - Upgrades	0.00	750.00	(750.00)	1,052.94	750.00	302.94
Rodeo Expense - Merchant F	19.00	0.00	19.00	19.00	0.00	19.00
Rodeo Expense - Supplies	0.00	125.00	(125.00)	0.00	125.00	(125.00)
Utilities - Electricity-Opera	2,617.65	2,247.85	369.80	15,267.49	12,839.51	2,427.98
Utilities - Electricity-RV	4,647.17	4,287.15	360.02	21,602.20	22,668.42	(1,066.22)
Utilities - Electricity-Cabins	2,447.00	5,498.97	(3,051.97)	23,653.44	31,544.28	(7,890.84)
Utilities - Electricity-Lodge	1,779.68	1,755.81	23.87	9,264.06	9,893.55	(629.49)
Utilities - Propane-Operating	0.00	0.00	0.00	4,523.58	5,203.85	(680.27)
Utilities - Propane-RV	0.00	215.06	(215.06)	1,052.86	1,357.63	(304.77)
Utilities - Propane-Cabins	0.00	0.00	0.00	726.64	860.38	(133.74)
Utilities - Propane-Lodge	10.70	0.00	10.70	6,770.47	7,668.37	(897.90)
Utilities O - Sewer Treat Plnt	5.99	0.00	5.99	5.99	0.00	5.99
Utilities RV- Sewer Treat Pln	0.00	200.00	(200.00)	368.84	600.00	(231.16)
Utilities C - Sewer Treat Plnt	0.00	200.00	(200.00)	0.00	600.00	(600.00)
Utilities - Trash Removal	1,318.00	930.00	388.00	3,853.00	4,420.00	(567.00)
Utilities - Water Testing Fees	38.81	161.43	(122.62)	216.93	2,820.52	(2,603.59)
Utilities - Water Treatment R	0.00	0.00	0.00	3,004.69	3,234.79	(230.10)
Insurance - Property	0.00	7,200.00	(7,200.00)	39,319.50	36,000.00	3,319.50
Property Taxes	10,000.00	10,000.00	0.00	50,000.00	50,000.00	0.00
Operating - Infrastructure	1,523.31	0.00	1,523.31	5,712.54	0.00	5,712.54
RV - Infrastructure	714.44	13,974.00	(13,259.56)	3,865.73	30,410.00	(26,544.27)
Cabin - Infrastructure	904.45	0.00	904.45	3,911.66	0.00	3,911.66
Total Expenses	192,018.46	203,094.61	(11,076.15)	746,065.62	801,152.37	(55,086.75)
Net Operating Income	(98,018.32)	(90,380.48)	(7,637.84)	51,002.39	22,860.85	28,141.54

For Management Purposes Only

R-Ranch In The Mountains® 9
 Income Statement
 Compared with Budget
 For the Five Months Ending May 31, 2019

	<u>Month Actual</u>	<u>Month Budget</u>	<u>Month Variance</u>	<u>Year to Date Actual</u>	<u>Year to Date Budget</u>	<u>Year to Date Variance</u>
Other Income/Expense	885.27	0.00	885.27	109,882.57	0.00	109,882.57
Bad Debt Expense	885.27	0.00	885.27	109,882.57	0.00	109,882.57
Net Income	<u>\$ (98,903.59)</u>	<u>\$ (90,380.48)</u>	<u>(8,523.11)</u>	<u>\$ (58,880.18)</u>	<u>\$ 22,860.85</u>	<u>(81,741.03)</u>

R-Ranch In The Mountains® 9
Statement of Cash Flow
For the five Months Ended May 31, 2019

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (98,903.59)	\$ (58,880.18)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	(25.00)	47,020.04
Prepaid Expenses	2,143.33	(15,003.35)
Accounts Payable	0.00	135.25
Sales Tax Payable	15.31	182.39
Accrued Property Tax	10,000.00	50,000.00
Special Purchases Earmarked	0.00	(88.59)
Prepaid Assessments	4,354.18	5,642.15
Other Payables	(288.90)	(1,444.50)
	<hr/>	<hr/>
Total Adjustments	16,198.92	86,443.39
	<hr/>	<hr/>
Net Cash provided by Operations	(82,704.67)	27,563.21
	<hr/>	<hr/>
Cash Flows from investing activities		
Used For		
	<hr/>	<hr/>
Net cash used in investing	0.00	0.00
	<hr/>	<hr/>
Cash Flows from financing activities		
Proceeds From		
Used For		
	<hr/>	<hr/>
Net cash used in financing	0.00	0.00
	<hr/>	<hr/>
Net increase <decrease> in cash	\$ (82,704.67)	\$ 27,563.21
	<hr/>	<hr/>
Summary		
Cash Balance at End of Period	\$ 702,877.83	\$ 702,877.83
Cash Balance at Beg of Period	(784,812.94)	(610,467.80)
	<hr/>	<hr/>
Net Increase <Decrease> in Cash	\$ (81,935.11)	\$ 92,410.03
	<hr/>	<hr/>

Unaudited - For Internal Use Only.



Executive Director Board Report

Jun Meeting

- May was a fast and furious month. The rain moved out and we were able to accomplish a lot on the Ranch grounds
- We kicked off the month with three weddings in a row the first three Saturdays.
- Had to push the landscape company to do the work they are contracted for up to and including putting them on notice if they did not do their job.
- Continued working to ensure every project budgeted was on track and purchases needed to be done if funds available.
- Started to spray the rainbow cabins with the bug killer we budgeted for. Along with housekeeping's direct spraying, seems to be working and keeping them under control.
- Will need to get with a cabin company this summer for options on fixing Rainbow cabins.
- Memorial weekend went great. All events were very successful, and I believe everyone had a great time.
- Project updates:
 - 1) Rainbow – with all the no rain, the light is at the end of the tunnel
 - 2) Windstream/Wi-Fi – Fiber modem was installed, waiting for a changeover date and phone system install. WiFi will be installed shortly thereafter.
 - 3) RV Expansion – talked with Jason Davis of Davis engineering. Moving forward with RV6 plans. Will be submitting to Lumpkin County Planners office and hopefully will be ready for permitting. Will be valid for three years. Engineering cost estimate will be present in the next 4-6 weeks.
 - 4) Chapel Hill – CHIG was able to pull wire to the remaining of the 24 Phase 1 cabins. Ricky just needs to go back now and add meters and terminate into the cabins. No change.
 - 5) Land Conservation – Ron can update
 - 6) Asset Management – Ron can update
 - 7) Deed cleanup – will be working with the accounting team to put together our list. Will then work with Bill Poole to view options to proceed

MAINT. Report Month MAY
CUT HAY WORKED ON RAINBOW LAKE
POWER UP GRADE IN COUPLE OF RV SITES
WORKED ROADS OVER PROPERTY PUT GRAVEL AROUND SEVERAL
CABINS & PARKING AREAS IN OLD CABINS. SPRAYED FOR CARPENTRY
BEES ON ALL LOG CABIN'S ALSO SPRAYED BLEACH ON PORCHES &
RAMPS AT LOG CABINS CUT GRASS & GENERAL MAINT.

R-Ranch Stable Report

MAY 01-31, 2019

Summary:

We had our best month this year for rider numbers. We only lost 5 of 22 ride-days due to rain or wet ground conditions. We are still below our YTD 4-year average due to all the rain earlier in the year. I am optimistic for the upcoming summer numbers.

I am pleased to announce that on MAY 2nd Troy Griffen began working at the Stable. His Job title is Sr. Stable Hand. Along with his significant experience with horses he is quite proficient in operating our equipment. This capability was sorely needed since Brandon's departure last year.

With Troy's arrival and Presley handling sign ups along with help from a few wonderful owners I was able to take enough time off to drive out to NE. Our eldest daughter had another son (4th) and my Son got married. It was a rush trip but a wonderful experience. I would like to thank those wonderful owners without who's help I would not have felt comfortable going to NE for my son's wedding considering that it was only Troy's 3rd week at the ranch. Tracy Hennessee, Eric Watson, Daniel, Nella and Erica Lieberman. They're help was greatly appreciated.

Sydney's last day with us was MAY 23rd. Richard (Jay) Cash will start in early JUN.

The 1st cutting of hay this year has been pretty disappointing. The fields/pastures only produced about 50% of normal harvest. Planting was delayed due the significant amount of rain and consecutive days of rain we received earlier this year. We are hoping that fertilizing after the 1st cutting is complete will increase out 2nd cut production later this summer. The unavoidable delay in seeding along with the loss of most of Rainbow pasture to excavation for the Island has prevented me from rotating horses as needed for grazing. As a result, I have not been able to reduce daily feed portions to our summer quantity. It is typical that our herd losses some weight over the winter but nearly all our horses have lost 50 lbs or more. Once we complete our 2nd cutting of hay and I can rotate pastures as needed and they will put weight back on.

We have been limited to rotating Red Herd back and forth from Chapel Hill & Old Owners pastures to what I'm calling Rainbow-West. We will fence in the small portion of the east side of Rainbow (Rainbow-East) that I will add to their grazing rotation plan.

We have been rotating Blue herd from Barn and Back pastures to Putt Putt pasture. This is proving inadequate though.

Events:

❖ May 04: Jr, Wrangler

- We had another good turnout. Presley had several activities and classes. The kids had a blast. I attached some pictures of the horse painting the kids did...mostly using traditional Native American symbols.

❖ May 11: Wedding

- Unfortunately, we had to cancelled the wedding carriage due to slick ground conditions on the approach to the wedding site from the previous night's 2" of rain along with some additional rain that morning.

R-Ranch Stable Report

MAY 01-31, 2019

Events continued:

- ❖ May 23-27: Memorial Day Weekend at R-Ranch.
 - We stayed busy and had 78 owners come out and ride in addition to attending activities at the Ranch.

Projects:

- ❖ Hay:
 - WED, MAY 29th: Steve and his maintenance crew put up approx. 18 Round-bales.
 - THU, MAY 30th: The Maintenance & Stable Teams worked together to Organize hay from WED then bale and store hay from Putt Putt Pasture.
 - Hay from Office and Lodge Pastures along with the Little field at the East side of the Ranch will be done on MON, JUN 3rd.

- ❖ Trails:
 - I have been coordinating with the Georgia Appalachian Trail Club (GATC). They will be coming in JUN to provide us they're annual 100 man-hours of Trail work. Troy and I did some initial clearing/widening on Satterfield that will allow us to transit this trail with our ATV. This will allow us better to support in the event of an emergency. The GATC will trim back vegetation, improve drainage and remove other hazards to our Horses and riders on Satterfield and Burt Out Trails.
 - Specific Trail's status is shown in the Trail Status table further down in this report.

- ❖ Fencing/Pastures:
 - Barn Pasture:
 - As yet not seeded.
 - Moved Blue herd out after a previously identified 40 ft section of fence line fell into the Walker creek due to erosion. I have had discussions with both Steve and Mr. Blaine and we are developing a course of action (COA) to repair this area and reposition the fence line.
 - The Temporary fencing that we previously erected should keep the horses out of the eroded area.
 - Back Pasture:
 - As yet not seeded.
 - Office Pasture:
 - Remains closed for Hay production. 2nd cutting date TBD.

R-Ranch Stable Report

MAY 01-31, 2019

Projects continued:

❖ Fencing/Pastures continued:

• Rainbow Pasture:

- The construction crew reshaped/tapered the Western excavation site. They will do the same when they complete removal of dirt from the Eastern half of the pasture.
- Troy, Presley and I have reset T-Posts every 10 ft and installed wooden posts every 50 ft from the maintenance road to 100 ft West to Jarad Creek. We will install high tension wire once we determine how much of the Eastern portion of Rainbow pasture will be usable for grazing.

• Lodge Pasture:

- Remains closed for Hay production. 2nd cutting date TBD.

❖ Fencing/Pastures continued:

• Chapel Hill:

- Steve reseeded and we are doing our best to sequence the rotation of Red Herd to allow the new grass time to mature sufficiently.
- We still need to add a single stand of electrified slick wire at the top to prevent the horses from re-damaging the fence and ensuring their containment.

• Old Owner's Pasture:

- Steve reseeded and we are doing our best to sequence the rotation of Red Herd to allow the new grass time to mature sufficiently.
- We still need to add a single stand of electrified slick wire at the top to prevent the horses from re-damaging the fence and ensuring their containment.

❖ Stable Gutters & Rotten Barn wood:

- Funding has been approved and we will schedule the repair for the approved date, OCT 2019.
- BLUF. We need to find a new contractor for our Stable barn repairs. The one we had is no longer in the business.

Maintenance:

❖ F-350:

- Still has a fuel leak above the intake manifold.

❖ Kubota ATV:

- Next service due in approx. 50 hours.

❖ Chainsaws:

- NSTR

R-Ranch Stable Report

MAY 01-31, 2019

Maintenance continued:

- ❖ Stock Trailer
 - Tires are getting pretty worn and will need to replace soon.
- ❖ Manure Wagon:
 - Works great. Continuing to disperse the mountain of poo we've accumulated.
 - We will service it every 50 hours of use.

Equine Care:

- ❖ EIA testing (Coggins) & Rabies Vaccine: (Due Annually in MAR)
 - MAR 28, 2019 Dr. Eddy drew blood for the Coggins and administered Rabies Vaccine to the entire herd.
 - New Coggins reports are on file.
- ❖ Dewormer: (Due again AUG 2019)
 - MAY 09, 2019 we Dewormed the entire Herd with Ivermectin.
 - We deworm quarterly, the next treatment will be AUG 2019

Equine Care continued:

- ❖ Vaccine: (Due again OCT 2019)
 - We administered the 5-Way Semi-annual Vaccine to all our horses on APR 4st, 2019 and the West Nile Vaccine on APR 11th, 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:
 - Our interval between shoeing is about six to seven (6-7) weeks. We currently have five (5) horse we are able to keep barefoot. I've attached the Horseshoeing List as Encl-2.
- ❖ Vet:
 - The Herd as a whole is in good health. We've gotten most of the Rain Rot and Pastern dermatitis under control. Currently there are no significant injuries or illnesses.
 - Queenie had another incident of "Choke". It required an Emergency Vet call and medication. The cause for this is her tendency to "bolt" (gobble) her food down and food gets lodged in her throat. Dr. Amy Scoot informed me she has seen a dramatic increase in choke this time of year. As a result, I have made further modifications to her food quantity and preparation. We believe we have it in hand at this time.

R-Ranch Stable Report

MAY 01-31, 2019

Herd development/training:

- Our herd count remains at 28. (See Encl-1 Horse Roster & Ride Times).
- As a whole our herd continues to do well. We have pushed to bring our newer horses on line. Presley and Troy have been doing a wonderful job working with them.
- Pita is a real hit with kids for ponying (leading) in the corral.
- Little Leo (Leonardo, Sydney's horse) is doing great with our beginner kids both in the corral and on the trail.
- Samson (Sam) is doing GREAT as a guide horse and for rides with experienced riders.
- Leia, we have determined will not be a good fit here after all. We have a couple of potential buyers for her and hope to move her soon.

Rider & Pass #s:

2019					2014-2018 Average (5-Year Ave.)								
Month	Month Riders	Month Passes	Year Riders	Year Passes	TREND				Month	Month Riders	Month Passes	Year Riders	Year Passes
					MR	MP	YR	YP					
JAN	61	2	61	2					JAN	119	16	119	16
FEB	64	0	125	2					FEB	104	11	202	24
MAR	177	26	302	28					MAR	156	21	370	45
APR	215	40	517	68					APR	353	53	721	98
MAY	236	21	753	89					MAY	311	45	1037	143
JUN									JUN	344	50	1380	194
JUL									JUL	499	70	1879	264
AUG									AUG	261	26	2111	290
SEP									SEP	309	40	2386	333
OCT									OCT	287	38	2664	411
NOV									NOV	237	32	2902	443
DEC									DEC	62	5	2968	448

KEY	
	: Above Average
	: Equal to Average
	: Below Average

R-Ranch Stable Report

MAY 01-31, 2019

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop			Recently Cleared
Waterfall			Cleared 2.5-3 Miles of Extensive tree damage
Knee Knocker			> 2 Weeks since last Ridden / Cleared
Indian Mound			> 2 Weeks since last Ridden / Cleared
Wild Turkey			> 2 Weeks since last Ridden / Cleared
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
High Meadow			> 2 Weeks since last Ridden / Cleared
Satterfield			> 2 Weeks since last Ridden / Cleared
Jarad			> 2 Weeks since last Ridden / Cleared
Burnt Out			Overgrowth
RV-7 Bypass			> 2 Weeks since last Ridden / Cleared
Nemo			
Crystal			
Pennywise			
Nickum's Blunder			
Rustic; Outer & Inner Loops			
Archery			Fallen Trees
Wagon Wheel			Fallen Trees
Upper Creek Side			We need to fill a few holes
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			Due to Island Project
Ed Owen			> 2 Weeks since last Ridden / Cleared
Tire Tree			> 2 Weeks since last Ridden / Cleared
Gooch Gap			
Piano			
Lake			> 2 Weeks since last Ridden / Cleared

KEY:

R-Ranch Stable Report

MAY 01-31, 2019

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:

GATC = Georgia Appalachian Trail Club
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).
Encl-2: Farrier List (2017)
Encl-3: Jr. Wrangler Report
Encl-4: Jr Wrangler pictures

Horse Roster by herd

As of: MAY 31, 2019

Blue Herd (15)					
	Sex	Age	Level	Remarks	
1	Captain	G	20	<i>Beginner</i>	
2	Chili	F	17	<i>Experienced</i>	
3	Ed	G	20	<i>Experienced</i>	
4	Fancy	F	15	<i>Intermediate</i>	
5	Feather	F	14	<i>Intermediate</i>	
6	Frodo	G	18	<i>Corral:</i>	
7	Jake	G	10	<i>Beginner</i>	
8	Klinger	G	29	<i>Corral:</i>	
9	Leia	F	18	<i>Off/line</i>	
10	Leonardo	G	13	<i>Beginner</i>	
11	Pickles	G	15	<i>Experienced</i>	
12	Pita	F	13	<i>Intermediate</i>	Corral if led.
13	Queenie	F	12	<i>Working (B)</i>	
14	Skywalker	G	3	<i>Working (B)</i>	
15	Spirit	G	17	<i>Intermediate</i>	
Red Herd (13)					
	Sex	Age	Level	Remarks	
1	Cash	G	19	<i>Beginner</i>	
2	Cooley	G	15	<i>Intermediate</i>	
3	Cougar	F	17	<i>Experienced</i>	
4	Dakota	G	14	<i>Intermediate</i>	
5	Dodge	G	21	<i>Experienced</i>	
6	Fancy-Girl	F	19	<i>Intermediate</i>	
7	Jeb	G	12	<i>Intermediate</i>	
8	Leo	G	15	<i>Beginner</i>	
9	Nugget	G	16	<i>Intermediate</i>	
10	Samson	G	10	<i>Working (Exp)</i>	
11	Scarlett	F	19	<i>Intermediate</i>	
12	Scoot	F	12	<i>Experienced</i>	
13	Tonka	G	19	<i>Intermediate</i>	

28 Total # Horses

As of: JUN 10

Status	Horse	#	5/2/2019	5/9/2019/	5/16/2019	5/23/2019	5/30/2019	6/6/2019	6/13/2019	6/20/2019	6/27/2019
	Captain	1	5-WK	70	1-WK	2-WK	3-WK	4-WK	5-WK		
	Chili	2	3-WK	4-WK	5-WK	6-WK	70	1-WK	2-WK		
	Ed	3	3-WK	4-WK	5-WK	1-WK	2-WK	70	3-WK		
	Fancy	4	5-WK	6-WK	70	1-WK	2-WK	3-WK	4-WK		
	Feather	5	70	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Frodo	6	3-WK	4-WK	30	1-WK	2-WK	3-WK	4-WK		
	Jake	7	70	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Klinger	8	30	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Leia	9	2-WK	3-WK	4-WK	70	1-WK	2-WK	3-WK		
	Leonardo	10	3-WK	4-WK	70	1-WK	2-WK	3-WK	4-WK		
	Pickles	11	3-WK	4-WK	5-WK	6-WK	7-WK	8-WK	9-WK		
	Pita	12	2-WK	3-WK	4-WK	5-WK	6-WK	7-WK	8-WK		
	Queenie	13				40	1-WK	2-WK	3-WK		
	Skywalker	14	3-WK	4-WK	5-WK	6-WK	70	1-WK	2-WK		
	Spirit	15	30	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Cash	16	10-WK	70	1-WK	2-WK	3-WK	4-WK	5-WK		
	Cooley	17	2-WK	3-WK	4-WK	5-WK	6-WK	70	1-WK		
	Cougar	18	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK	7-WK		
	Dakota	19	2-WK	3-WK	4-WK	5-WK	6-WK	7-WK	8-WK		
	Dodge	20	2-WK	3-WK	4-WK	5-WK	70	1-WK	2-WK		
	Fancy-Girl	21	1-WK	2-WK	3-WK	4-WK	5-WK	70	1-WK		
	Jeb	22	2-WK	3-WK	4-WK	70	1-WK	2-WK	3-WK		
	Leo	23	70	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Nugget	24	3-WK	4-WK	5-WK	6-WK	7-WK	8-WK	9-WK		
	Samson	25	2-WK	3-WK	4-WK	90	1-WK	2-WK	3-WK		
	Scarlett	26	1-WK	2-WK	3-WK	120	1-WK	2-WK	3-WK		
	Scoot	27	70	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		
	Tonka	28	30	1-WK	2-WK	3-WK	4-WK	5-WK	6-WK		

Total: \$370.00 Carried Fwd \$310.00 \$390.00 Carried Fwd \$210 CF \$420.00

Key 1:	A = Acrylic
	T = Trim
	S = Shoe
	SW = Shoe + Wedge
	BS = Bar shoe
	4S = 4 Shoes
	DH = Draft horse
	DR = Draft Reset

Key 2:	: Projected for Farrier / Monitor
	: Scheduled for Farrier / Shod



May 04, 2019 Jr. Wrangler



Sales & Marketing Report

May 2019

New Sales – 2 YTD Total – 8
Transfers – 4 YTD Total – 16

In the pipeline:

New Sales – 0
Transfers – 5

Marketing:

Facebook: Engagements +35%

 Page "likes" +13%

 Page "followers" +9%

Facebook "likes" April 1st 2018 – 3016

Facebook "likes" June 12th 2019 – 4630

Continue to work on Networking and relationship building with other business leaders and leaders of Dahlonega along with building a strong relationship with Lumpkin County Chamber of Commerce. This will allow the Ranch to have greater exposure within the community and thus drive more business to the Ranch.

Subject	Date	Priority	Task	Company / Account	Contact	Lead	Opportunity	Assigned	Status
Email: R-Ranch in the Mountains	6/10/2019	Normal	1	Joshua Newby	Joshua Newby	Joshua Newby		Sales Department	Completed
Email: R-Ranch in the Mountains	6/10/2019	Normal	1	James MacDowell	James MacDowell	James MacDowell		Sales Department	Completed
Email: R-Ranch in the Mountains	6/8/2019	Normal	1	Dan Tervo	Dan Tervo	Dan Tervo		Sales Department	Completed
Email: R-Ranch in the Mountains	6/8/2019	Normal	1	Kim Hopkins-Penny	Kim Hopkins-Penny	Kim Hopkins-Penny		Sales Department	Completed
Email: R-Ranch in the Mountains	6/8/2019	Normal	1	Lynette Hunt	Lynette Hunt	Lynette Hunt		Sales Department	Completed
Email: R-Ranch in the Mountains	6/8/2019	Normal	1	Gail Day	Gail Day	Gail Day		Sales Department	Completed
Email: R-Ranch in the Mountains	6/8/2019	Normal	1	Kristen Fortenberry	Kristen Fortenberry	Kristen Fortenberry		Sales Department	Completed
Email: R-Ranch in the Mountains	6/7/2019	Normal	1	Lindy Start	Lindy Start	Lindy Start		Sales Department	Completed
Email: R-Ranch in the Mountains	6/7/2019	Normal	1	Weston Fuller	Weston Fuller	Weston Fuller		Sales Department	Completed
Email: R-Ranch in the Mountains	5/31/2019	Normal	1	Neil Richey	Neil Richey	Neil Richey		Sales Department	Completed
Email: R-Ranch in the Mountains	5/31/2019	Normal	1	Carmen Cunningham	Carmen Cunningham	Carmen Cunningham		Sales Department	Completed
Email: R-Ranch in the Mountains	5/29/2019	Normal	1	Rachael Auyer	Rachael Auyer	Rachael Auyer		Sales Department	Completed
Email: R-Ranch in the Mountains	5/29/2019	Normal	1	Scott Seibert	Scott Seibert	Scott Seibert		Sales Department	Completed
Email: R-Ranch in the Mountains	5/29/2019	Normal	1	Samantha Wade	Samantha Wade	Samantha Wade		Sales Department	Completed
Email: R-Ranch in the Mountains	5/24/2019	Normal	1	Ron Adams	Ron Adams	Ron Adams		Sales Department	Completed
Email: R-Ranch in the Mountains	5/24/2019	Normal	1	Kasey Frisbee	Kasey Frisbee	Kasey Frisbee		Sales Department	Completed
Email: R-Ranch in the Mountains	5/24/2019	Normal	1	Meredith Higgins	Meredith Higgins	Meredith Higgins		Sales Department	Completed
Email: R-Ranch in the Mountains	5/24/2019	Normal	1	Merre Vandegrift	Merre Vandegrift	Merre Vandegrift		Sales Department	Completed
Email: R-Ranch in the Mountains	5/22/2019	Normal	1	Lauren Clickner	Lauren Clickner	Lauren Clickner		Sales Department	Completed
Email: R-Ranch in the Mountains	5/22/2019	Normal	1	Matt McConnell	Matt McConnell	Matt McConnell		Sales Department	Completed
Email: R-Ranch in the Mountains	5/22/2019	Normal	1	Tasha Simmons	Tasha Simmons	Tasha Simmons		Sales Department	Completed
Email: R-Ranch in the Mountains	5/17/2019	Normal	1	Kasey Frisbee	Kasey Frisbee	Kasey Frisbee		Sales Department	Completed
Email: R-Ranch in the Mountains	5/16/2019	Normal	1	Robert Filipovich	Robert Filipovich	Robert Filipovich		Sales Department	Completed
Email: R-Ranch in the Mountains	5/16/2019	Normal	1	Theresa Wheeler	Theresa Wheeler	Theresa Wheeler		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Wendy Dziorney	Wendy Dziorney	Wendy Dziorney		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Zachary Griffith	Zachary Griffith	Zachary Griffith		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Tammy Whitfield	Tammy Whitfield	Tammy Whitfield		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Brenda Ward	Brenda Ward	Brenda Ward		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Toby Palmer	Toby Palmer	Toby Palmer		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Robert Wallace	Robert Wallace	Robert Wallace		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Nanci Tackett	Nanci Tackett	Nanci Tackett		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	LeeAnn FRIX	LeeAnn FRIX	LeeAnn FRIX		Sales Department	Completed
Email: R-Ranch in the Mountains	5/8/2019	Normal	1	Phillip Brown	Phillip Brown	Phillip Brown		Sales Department	Completed

June 2019 Board Meeting - Lodge

May Income for 2019	
Wedding Cash Accounting	-\$225
Events Cash Accounting	\$1,650
Misc. Cash Accounting	\$0
Total Income for May 2019	\$1,425

only one deposit taken for the month and we had to refund for horse and carriage and dmg deposit

Total Expenses for May 2019	\$9,364
Income - Expenses =	-\$7,939

high expense month due to purchases: a/v and replacement of serpentine tables and linens

Total Value of Weddings in 2019	
Total Budgeted Value of 2019 Weddings Projected	\$85,500
Total Value of 2019 Weddings already Booked	\$67,520
Total amount yet to book	\$17,980

2 weddings to 2020, one wedding from \$5825 to \$2000, refund on horse & carriage)

Total Value of Events In 2019	
Total Budgeted Value of 2019 Events Projected	\$10,000
Total Value of 2019 Events already Booked	\$8,713
Total Value of 2019 Pavillion rental	\$375
Total amount yet to book	\$912

(moved one from pavillion rental to lodge)

Contact Summary

Contacts:

22	Emails				
	16	from R-Ranch Web Site			
	3	from Here Comes the Guide			
	3	Wedding Wire			
	0	Wedding Spot			
	0	Wedding Planner			
	0	The Knot			
	0	Referred by Friend			
1	Phone Calls				
0	Facebook				

Of the contacts:

23	Weddings	
0	Reception Dinner	
0	Sports Camp	
	Fundraiser	
	UNG Semi Formal	
0	Birthday Party	
23	total	

Of the dates requested:

19	dates were available	
4	dates were not available	
0	dates have not yet been chosen	
23	total	

Tours Generated:	2 tours				
	Results: 1 phone call, 1 HCTG				
	1 booked from phone call/tour = Savage/Lewis wedding				

2019 Event Summary			Source of Wedding/events	
Weddings	16	(3 owner weddings; 13 non owner weddings)	RR Web	5
Events	8	(8 community)	Wedding Exp	2
RR Events	16	(16 Non-Revenue Owner Events)	HCTG	2
Pavillion rental	4	To Date: Total Value of Revenue projected: \$85425	Owner	3
<i>The R-Ranch non-revenue events are:</i> 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, Valentine, St. Patty, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party, July 4th <i>R-Life parties will be in conjunction with R Ranch Holidays</i>			phone	3
			Community	
			Wedding Wire	1
			Total	16

2020 Event Summary			Source of Wedding/events	
Weddings	1	(1/4/2020 Foley-Truax)	RR Web	1
Events	1	(1 Phi Mu repeat community event)	Cham.Expo	
RR Events		(16 Non-Revenue Owner Events)	HCTG	
	2	To Date: Total Value of Revenue pro \$4,600	Owner	
<i>The R-Ranch non-revenue events are:</i> 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 <i>R-Life parties will be in conjunction with R-Ranch Holidays</i>			Phone	
			Community	1
			Wedding Wire	
			Total	2

Housekeeping Report May 2019

We cleaned 12 cottages, 40 Singles, 26 Duplex, and 41 Chapel Hill cabins this month. For a total of 119 cabins.

We have ordered the 6 mini fridges approved in budget.

We also ordered 2 new Dog wasted stations to be installed in the RV areas.

June 2019 Report Accommodations Committee

- June Lottery: Saturday 06/01/2019
 - 25 owners (including 6 Proxy)
 - 7 of 7 RV spots leased for one year
 - 0 Monthlies RV sites
 - 1 Premium Cabin
 - 1 Partial Rehab Cabins
- July Lottery: 14 RV spots, 0 Premium cabin, and 3 Total rehab cabins

Becky Mooney
Accommodation Committee - Chair