



**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. May need whether RV6 happens or not.

b) Rodeo Committee – New dates in October

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: _____

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 Mountains
Board of Director's Meeting

June 20, 2020

SIGN IN SHEET

OWNER'S NAME:

OWNER #

CHRISTY GRIFFIN

1800

Sotilla Geizelle

0445



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

June 20, 2020

Agenda

- I. CALL TO ORDER- 9:30 - President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
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- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING May 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT May 2020 BOD MEETING MINUTES**
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith – Report Submitted
 - b. Executive Director's Report
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 - d. Stables report
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STANDING COMMITTEE REPORTS – Attached where submitted

- 1. Accommodations Committee
- 2. Covenants/Bylaws/Policy & Guidelines Committee
- 3. Finance Committee
- 4. Land Use/Fire Wise Committee
- 5. Marketing Committee
- 6. Owner's Concerns Committee
- 7. Nominating Committee
- 8. Strategic Planning committee

9. BOARD APPOINTED COMMITTEE

- a) RV6 Committee –
- b) Rodeo Committee –



VIII. OLD BUSINESS –

- a) **COVID-19 procedure update**

IX. NEW BUSINESS

- a) **Disc Golf**

X. ADJOURN GENERAL MEETING

Time: _____

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 - Yes

R-Ranch

Board of Director's Meeting

May 16, 2020

Meeting Minutes

- I. CALL TO ORDER- 9:30PM- President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA-Sue Burton, Becky Mooney**
- V. SUSPEND READING APRIL 2020 BOD Meeting Randy Mercier, Sue Burton**
- VI. APPROVE/AMEND/ACCEPT APRIL 2020 BOD MEETING MINUTES Randy Merler, Sue Burton**
- 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
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 - f. Events Report
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STANDING COMMITTEE REPORTS – Attached where submitted

- 1. Accommodations Committee
- 2. Covenants/Bylaws/Policy & Guidelines Committee
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- 9. BOARD APPOINTED COMMITTEE**
 - a) RV6 Committee –
 - b) Rodeo Committee – Dates have officially moved to October 31 and Nov 1, day events

VIII. OLD BUSINESS --

- a) COVID-19 – Phase two- communicated to owners via email and on Facebook page.
Executive session being scheduled for next week to discuss phase 3 and pool reopening.

IX. NEW BUSINESS

- a) Committee Chairs and Board Liaisons- List provided with volunteers for the committees and board liaisons. Board all in favor of list. Board liaisons to review committee mission statements and update as appropriate.
- b) Owner's Concern Committee- Will discuss in executive session next week.

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on June 20, 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
May 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	\$ 58,675.26	\$ 61,829.00	(3,153.74)	\$ 628,058.01	\$ 725,011.00	(96,952.99)
RV Revenue	7,605.14	13,308.00	(5,702.86)	31,981.65	47,908.00	(15,926.35)
Cabin Revenue	4,781.00	9,044.00	(4,263.00)	18,861.67	37,493.00	(18,631.33)
Lodge Revenue	0.00	9,115.00	(9,115.00)	9,705.00	48,880.00	(39,175.00)
Capital Imp Revenue	4,635.90	5,066.00	(430.10)	14,438.50	16,555.00	(2,116.50)
Legal Revenue	0.00	2,112.00	(2,112.00)	70.00	10,060.00	(9,990.00)
Rodeo Revenue	0.00	5,210.00	(5,210.00)	0.00	5,876.00	(5,876.00)
Total Revenues	75,697.30	105,684.00	(29,986.70)	703,114.83	891,783.00	(188,668.17)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	75,697.30	105,684.00	(29,986.70)	703,114.83	891,783.00	(188,668.17)
Expenses						
Employee Expenses	46,914.63	71,627.00	(24,712.37)	290,966.12	377,380.00	(86,413.88)
Admin Expenses	12,278.44	18,284.00	(6,005.56)	126,461.49	127,621.00	(1,159.51)
GPM Expenses	2,076.31	15,558.00	(13,481.69)	53,174.37	50,407.00	2,767.37
Operating Utilities	908.16	3,841.00	(2,932.84)	28,589.01	29,098.00	(508.99)
Sales & Marketing Exp	820.94	700.00	120.94	4,897.23	7,100.00	(2,202.77)
Housekeeping Expenses	33.75	929.00	(895.25)	2,031.15	2,585.00	(553.85)
Stable Expenses	1,972.39	4,312.00	(2,339.61)	17,707.91	17,891.00	(183.09)
Owner Expenses	360.07	1,149.00	(788.93)	3,507.32	4,997.00	(1,489.68)
Sponsored Events Exp	0.00	0.00	0.00	0.00	0.00	0.00
Misc Exp	0.00	4.00	(4.00)	125.00	20.00	105.00
RV Expenses	2,001.02	10,532.00	(8,530.98)	32,625.32	35,234.00	(2,608.68)
Cabin Expenses	2,948.30	16,787.00	(13,838.70)	46,487.40	64,678.00	(18,190.60)
Lodge Expenses	768.99	2,881.00	(2,112.01)	50,298.02	29,065.00	21,233.02
Capital Imp Exp	0.00	0.00	0.00	26,904.62	15,700.00	11,204.62
Legal Exp	0.00	2,112.00	(2,112.00)	0.00	10,060.00	(10,060.00)
Rodeo Expenses	0.00	459.00	(459.00)	195.46	1,027.00	(831.54)
Total Expenses	71,083.00	149,175.00	(78,092.00)	683,970.42	772,863.00	(88,892.58)
Net Operating Income	4,614.30	(43,491.00)	48,105.30	19,144.41	118,920.00	(99,775.59)
Other Income/Expense						
Bad Debt Expense	1,870.80	0.00	1,870.80	115,606.85	0.00	115,606.85
Net Income	\$ 2,743.50	\$ (43,491.00)	46,234.50	\$ (96,462.44)	\$ 118,920.00	(215,382.44)

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 37,643.15	\$ 35,468.00	2,175.15	\$ 559,033.85	\$ 627,860.00	(68,826.15)
Admin - Child Rights	0.00	0.00	0.00	400.00	0.00	400.00
Admin - Interest	25.58	7.00	18.58	35.67	35.00	0.67
Admin - Fines & Fees	264.86	100.00	164.86	2,289.86	500.00	1,789.86
Admin - Late Fees & FC	637.59	2,367.00	(1,729.41)	4,005.02	9,175.00	(5,169.98)
Admin - Ownership Sales	0.00	1,990.00	(1,990.00)	1,695.00	8,955.00	(7,260.00)
Admin - Ownership Transfer	2,957.20	1,944.00	1,013.20	9,078.20	9,720.00	(641.80)
Admin - Day Use	0.00	65.00	(65.00)	15.00	65.00	(50.00)
Admin - Sales - Ice	226.00	511.00	(285.00)	375.98	881.00	(505.02)
Admin - Sales - Propane	435.50	416.00	19.50	3,035.76	3,904.00	(868.24)
Admin - Sales - Souvenirs	45.00	249.00	(204.00)	269.06	739.00	(469.94)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	5.00	(5.00)
Admin - Sales - Gate Cards	50.00	33.00	17.00	50.00	65.00	(15.00)
Admin - Sales - Store	103.71	892.00	(788.29)	1,031.76	3,051.00	(2,019.24)
Admin - Vending Income	0.00	358.00	(358.00)	86.50	1,363.00	(1,276.50)
Admin - Stables - Riding Pas	0.00	782.00	(782.00)	345.00	2,924.00	(2,579.00)
Admin - Stables - Fundraiser	20.00	0.00	20.00	20.00	900.00	(880.00)
Admin - Recovery of Bad De	2,050.87	551.00	1,499.87	2,753.85	3,016.00	(262.15)
Admin - RV Adoptions	12,517.80	11,495.00	1,022.80	35,758.50	38,669.00	(2,910.50)
Admin - Cabin Adoptions	1,188.00	3,520.00	(2,332.00)	6,804.00	10,374.00	(3,570.00)
Admin - RV Moves	470.00	980.00	(510.00)	795.00	2,360.00	(1,565.00)
Admin - Pet Fees	40.00	100.00	(60.00)	180.00	450.00	(270.00)
RV - Electric - Usage Fee	4,025.00	4,643.00	(618.00)	13,062.92	17,046.00	(3,983.08)
RV - Electric - Quarterly	147.84	3,466.00	(3,318.16)	6,469.98	14,894.00	(8,424.02)
RV - Monthly Adoptions	0.00	650.00	(650.00)	755.00	2,050.00	(1,295.00)
RV - Yearly Adoptions	3,432.30	3,152.00	280.30	9,804.75	10,603.00	(798.25)
RV - Guest & Group	0.00	1,395.00	(1,395.00)	1,889.00	3,305.00	(1,416.00)
RV - Interest	0.00	2.00	(2.00)	0.00	10.00	(10.00)
Cabin - Electric - Usage	2,030.00	2,483.00	(453.00)	5,683.00	10,154.00	(4,471.00)
Cabin - Electric - Quarterly	0.00	884.00	(884.00)	1,440.17	3,679.00	(2,238.83)
Cabin - Adoptions	1,176.00	1,173.00	3.00	3,048.00	3,458.00	(410.00)
Cabin - Guest & Group	0.00	2,319.00	(2,319.00)	2,480.55	8,813.00	(6,332.45)
Cabin - Cottage	1,575.00	2,185.00	(610.00)	6,209.95	11,389.00	(5,179.05)
Lodge - Weddings	0.00	7,085.00	(7,085.00)	7,205.00	38,340.00	(31,135.00)
Lodge - Events	0.00	2,030.00	(2,030.00)	2,500.00	10,540.00	(8,040.00)
Capital Improve - RV	4,239.90	3,893.00	346.90	12,111.75	13,097.00	(985.25)
Capital Improve - Cabins	396.00	1,173.00	(777.00)	2,268.00	3,458.00	(1,190.00)
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	10,060.00	(9,990.00)
Rodeo - Tickets	0.00	220.00	(220.00)	0.00	220.00	(220.00)
Rodeo - Parking	0.00	7.00	(7.00)	0.00	7.00	(7.00)
Rodeo - Vendors	0.00	100.00	(100.00)	0.00	533.00	(533.00)
Rodeo - Sponsors	0.00	4,883.00	(4,883.00)	0.00	5,116.00	(5,116.00)
Total Revenues	75,697.30	105,684.00	(29,986.70)	703,114.83	891,783.00	(188,668.17)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	75,697.30	105,684.00	(29,986.70)	703,114.83	891,783.00	(188,668.17)
Expenses						
Employee - Payroll/Salary	39,164.93	53,144.00	(13,979.07)	232,709.76	289,792.00	(57,082.24)
Employee - Payroll Tax	3,110.11	5,059.00	(1,948.89)	20,157.21	27,587.00	(7,429.79)

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - Payroll Fees & E	368.90	729.00	(360.10)	2,741.92	2,964.00	(222.08)
Employee - Benefits	532.69	6,500.00	(5,967.31)	17,988.14	32,500.00	(14,511.86)
Employee - Workers Comp	3,738.00	3,161.00	577.00	12,083.00	15,805.00	(3,722.00)
Employee - Commissions	0.00	3,034.00	(3,034.00)	5,286.09	8,732.00	(3,445.91)
Admin - Accounting Fees	0.00	1,900.00	(1,900.00)	2,075.00	3,600.00	(1,525.00)
Admin - Bank Fees	30.00	73.00	(43.00)	122.10	342.00	(219.90)
Admin - Business Fees	150.00	345.00	(195.00)	719.00	1,243.00	(524.00)
Admin - IT	515.79	1,807.00	(1,291.21)	9,072.64	10,035.00	(962.36)
Admin - Dues & Subscriptio	234.92	317.00	(82.08)	1,200.22	1,207.00	(6.78)
Admin - Emp Develop & Tra	0.00	0.00	0.00	154.08	764.00	(609.92)
Admin - Acknowledgements	0.00	50.00	(50.00)	81.22	200.00	(118.78)
Admin - Merchant Services	620.69	0.00	620.69	518.89	0.00	518.89
Admin - Mileage Reimburse	0.00	17.00	(17.00)	117.25	280.00	(162.75)
Admin - Office Build M&R	0.00	318.00	(318.00)	0.00	444.00	(444.00)
Admin - Office Expense	287.29	526.00	(238.71)	1,681.67	2,858.00	(1,176.33)
Admin - Printing / Copying	448.65	534.00	(85.35)	6,011.65	2,372.00	3,639.65
Admin - Shipping / Postage	13.80	333.00	(319.20)	1,352.05	2,305.00	(952.95)
Admin - Cable/Cell/Telepho	818.30	1,350.00	(531.70)	6,009.52	6,750.00	(740.48)
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	9,159.00	0.00	45,795.00	45,795.00	0.00
Admin - Sales - Ice	0.00	194.00	(194.00)	0.00	278.00	(278.00)
Admin - Sales - Propane	0.00	302.00	(302.00)	1,887.42	2,305.00	(417.58)
Admin - Sales - Souvenirs	0.00	113.00	(113.00)	0.00	978.00	(978.00)
Admin - Sales - Gate Cards	0.00	134.00	(134.00)	0.00	289.00	(289.00)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	1.00	(1.00)
Admin - Sales - Store	0.00	811.00	(811.00)	567.38	2,125.00	(1,557.62)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	34.24	34.00	0.24	172.49	170.00	2.49
GPM - Equip Repair	0.00	1,015.00	(1,015.00)	588.93	5,490.00	(4,901.07)
GPM - Fence / Pasture	104.73	500.00	(395.27)	11,155.05	8,685.00	2,470.05
GPM - Fuel	0.00	1,344.00	(1,344.00)	3,566.91	4,348.00	(781.09)
GPM - General Maintenance	52.54	150.00	(97.46)	799.09	934.00	(134.91)
GPM - Grounds/Property Re	0.00	300.00	(300.00)	1,051.77	1,381.00	(329.23)
GPM - Keys & Locks	0.00	15.00	(15.00)	29.08	250.00	(220.92)
GPM - Lawn & Landscape S	0.00	8,400.00	(8,400.00)	10,530.00	18,900.00	(8,370.00)
GPM - Pool Chemicals	573.36	1,583.00	(1,009.64)	863.36	2,939.00	(2,075.64)
GPM - Pool M&R	202.97	472.00	(269.03)	217.44	1,275.00	(1,057.56)
GPM - Pool Bathroom	0.00	0.00	0.00	157.87	0.00	157.87
GPM - Pest Control Services	210.00	293.00	(83.00)	753.00	1,137.00	(384.00)
GPM - Supplies	337.45	240.00	97.45	783.39	987.00	(203.61)
GPM - Tools	561.02	13.00	548.02	704.17	423.00	281.17
GPM - Vehicle M&R	0.00	1,193.00	(1,193.00)	2,276.61	3,358.00	(1,081.39)
GPM - Vehicle Tags & Titles	0.00	0.00	0.00	338.00	0.00	338.00
GPM - Maint. Bldg M&R	0.00	6.00	(6.00)	3.21	130.00	(126.79)
GPM - Operat Security Contr	0.00	0.00	0.00	19,184.00	0.00	19,184.00
Operating - Util - Electric	0.00	2,479.00	(2,479.00)	9,675.73	13,858.00	(4,182.27)
Operating - Util - Propane	0.00	0.00	0.00	3,688.61	4,371.00	(682.39)
Operating - Util - STP	0.00	199.00	(199.00)	475.00	958.00	(483.00)
Operating - Util - Trash	875.00	1,081.00	(206.00)	4,900.00	4,276.00	624.00
Operating - Util - Wtr Test	33.16	82.00	(48.84)	2,721.87	1,944.00	777.87
Operating - Util - Wtr Trt M	0.00	0.00	0.00	6,777.00	3,691.00	3,086.00
Operating - Projects & Impro	0.00	0.00	0.00	350.80	0.00	350.80
Sales - Sales & Market Exp	820.94	700.00	120.94	4,547.23	6,850.00	(2,302.77)
Sales - Mkt Comm Outreach	0.00	0.00	0.00	350.00	250.00	100.00
Housekeeping - Supplies	33.75	929.00	(895.25)	2,031.15	2,585.00	(553.85)
Stables - Feed	0.00	1,828.00	(1,828.00)	5,584.01	6,622.00	(1,037.99)
Stables - Ferrier	1,820.00	1,490.00	330.00	5,430.00	5,515.00	(85.00)

For Management Purposes Only

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

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Stables - General Expense	21.04	256.00	(234.96)	1,121.98	838.00	283.98
Stables - M&R	0.00	34.00	(34.00)	77.76	311.00	(233.24)
Stables - Tack & Equipment	0.00	192.00	(192.00)	213.21	345.00	(131.79)
Stables - Vet Fees / Medicine	131.35	500.00	(368.65)	5,280.95	3,519.00	1,761.95
Stables - Jr. Wrangler	0.00	0.00	0.00	0.00	16.00	(16.00)
Stables - Horses	0.00	0.00	0.00	0.00	500.00	(500.00)
Stables - Tools	0.00	12.00	(12.00)	0.00	225.00	(225.00)
Owner - Events	0.00	500.00	(500.00)	1,040.93	2,500.00	(1,459.07)
Owner - Board/Meetings	0.00	165.00	(165.00)	422.73	325.00	97.73
Owner - Sales & Transfers	360.07	484.00	(123.93)	2,043.66	2,172.00	(128.34)
Misc. Expense	0.00	4.00	(4.00)	125.00	20.00	105.00
RV - M&R	0.00	796.00	(796.00)	63.40	2,224.00	(2,160.60)
RV - Bath Houses	41.97	22.00	19.97	368.35	330.00	38.35
RV - Grounds	0.00	500.00	(500.00)	0.00	700.00	(700.00)
RV - Roads	1,763.58	500.00	1,263.58	1,763.58	1,700.00	63.58
RV - Utilities - Electric	0.00	4,688.00	(4,688.00)	14,665.48	22,743.00	(8,077.52)
RV - Utilities - Propane	0.00	126.00	(126.00)	407.50	1,184.00	(776.50)
RV - Utilities - STP	0.00	100.00	(100.00)	0.00	553.00	(553.00)
RV - Projects & Improve	195.47	3,800.00	(3,604.53)	15,357.01	5,800.00	9,557.01
Cabin - M&R	0.00	153.00	(153.00)	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	126.76	13.00	113.76	1,596.50	679.00	917.50
Cabin - Rainbow	104.22	1,355.00	(1,250.78)	851.19	2,484.00	(1,632.81)
Cabin - Chapel Hill	0.00	467.00	(467.00)	67.94	550.00	(482.06)
Cabin - Cottages	71.98	0.00	71.98	71.98	73.00	(1.02)
Cabin - Grounds	0.00	250.00	(250.00)	0.00	507.00	(507.00)
Cabin - Roads	2,645.34	1,712.00	933.34	3,994.13	1,712.00	2,282.13
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	0.00	4,281.00	(4,281.00)	19,198.01	26,967.00	(7,768.99)
Cabin - Utilities - Propane	0.00	1.00	(1.00)	536.84	602.00	(65.16)
Cabin - Utilities - STP	0.00	315.00	(315.00)	0.00	515.00	(515.00)
Cabin - Projects & Improve	0.00	8,240.00	(8,240.00)	18,597.89	30,240.00	(11,642.11)
Lodge - M&R	0.00	500.00	(500.00)	1,406.23	2,271.00	(864.77)
Lodge - Kitchen M&R	0.00	0.00	0.00	437.55	0.00	437.55
Lodge - Event Decor/Improv	0.00	50.00	(50.00)	647.48	402.00	245.48
Lodge - Event Coord/Staff	0.00	300.00	(300.00)	1,408.00	3,600.00	(2,192.00)
Lodge - Event Clean/Supply	0.00	76.00	(76.00)	14.51	239.00	(224.49)
Lodge - Event Security	0.00	93.00	(93.00)	120.00	174.00	(54.00)
Lodge - Marketing	175.00	115.00	60.00	700.00	562.00	138.00
Lodge - Utilities - Electric	0.00	1,740.00	(1,740.00)	7,965.48	8,873.00	(907.52)
Lodge - Utilities - Propane	0.00	7.00	(7.00)	6,177.85	6,744.00	(566.15)
Lodge - Projects & Improve	593.99	0.00	593.99	31,420.92	6,200.00	25,220.92
Capital - Infra Improve	0.00	0.00	0.00	26,904.62	15,700.00	11,204.62
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	10,060.00	(10,060.00)
Rodeo - Advertising	0.00	180.00	(180.00)	0.00	353.00	(353.00)
Rodeo - Sponsors Exp	0.00	86.00	(86.00)	0.00	86.00	(86.00)
Rodeo - In-House Exp	0.00	31.00	(31.00)	0.00	75.00	(75.00)
Rodeo - Projects & Improve	0.00	100.00	(100.00)	195.46	451.00	(255.54)
Rodeo - Supplies	0.00	62.00	(62.00)	0.00	62.00	(62.00)
Total Expenses	71,083.00	149,175.00	(78,092.00)	683,970.42	772,863.00	(88,892.58)
Net Operating Income	4,614.30	(43,491.00)	48,105.30	19,144.41	118,920.00	(99,775.59)
Other Income/Expense						
Bad Debt Expense	1,870.80	0.00	1,870.80	115,606.85	0.00	115,606.85

For Management Purposes Only

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

	<u>Month</u> <u>Actual</u>	<u>Month</u> <u>Budget</u>	<u>Month</u> <u>Variance</u>	<u>Year to Date</u> <u>Actual</u>	<u>Year to Date</u> <u>Budget</u>	<u>Year to Date</u> <u>Variance</u>
Net Income	\$ 2,743.50	\$ (43,491.00)	46,234.50	\$ (96,462.44)	\$ 118,920.00	(215,382.44)

R-Ranch In The Mountain®

Balance Sheet

May 31, 2020

ASSETS

Current Assets		
Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		167,676.79
Lodge Bank Account		1,144.84
Cabin Bank Account		30,784.33
Property Tax Escrow Bank Acct		46,331.19
Payroll Bank Account		1,454.53
Rodeo Bank Account		7,500.67
Capital Improvement / Infrast		110,773.49
Legal Account		17,664.00
RV Bank Account		211,797.91
Operating Contingent		9,997.12
Accounts Receivable		357,258.78
Allowance for Doubtful Account		(311,617.61)
Total Current Assets		651,216.04
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	\$	2,559,863.05

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	135.25
Prepaid Assessments		38,757.99
Accrued Property Tax		55,795.00
Special Purchases Earmarked		(188.59)
Prepaid Electric		425.17
Accrued Property Tax		17,232.00
Total Current Liabilities		112,156.82
Long-Term Liabilities		
Total Long-Term Liabilities		0.00

Unaudited - For Management Purposes Only

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

Total Liabilities		112,156.82
Capital		
Lodge Retained Earning	114,029.32	
RV Retained Earnings	176,067.78	
RV 6 Retained Earnings	93,672.97	
Cabin Retained Earnings	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	(96,462.44)	
Total Capital		2,447,706.23
Total Liabilities & Capital	\$	2,559,863.05

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

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ 2,743.50	\$ (96,462.44)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	25.00
Allowance for Doubtful Account	1,870.80	112,714.90
Prepaid Assessments	7,389.19	1,161.79
Sales Tax Payable	(8.93)	(286.41)
Accrued Property Tax	9,159.00	45,795.00
Prepaid Electric	112.50	(910.99)
Total Adjustments	18,522.56	158,499.29
Net Cash provided by Operations	21,266.06	62,036.85
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	\$ 21,266.06	\$ 62,036.85
Summary		
Cash Balance at End of Period	\$ 605,574.87	\$ 605,574.87
Cash Balance at Beg of Period	(584,308.81)	(543,538.02)
Net Increase <Decrease> in Cash	\$ 21,266.06	\$ 62,036.85

PEACHTREE CUSTOMER ACCOUNT STATUS/UNIT STATUS

Active	755	791	808	825	795	839	735	769	814	828	817	837	865	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	818	734	753	762	772	736	775	639	674	720			
Suspended	186	205	24	109	87	79	70	106	69	178	149	104			
TOTAL UNITS	993	998	843	843	840	841	842	842	844	817	823	824	0	0	0
Status as of:	7/19/19	8/16/19	9/20/19	10/25/19	11/15/19	12/18/19	1/17/20	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20			

Goal is 1200 units



Executive Director Board Report

Jun Meeting

- Our staff came back on 1 May and we were able to conduct our Phase reopening on 8 May.
- Successful soft opening and we made it through Memorial weekend, although it was eerily quiet.
- Working with limited office staff and the security was brought in-house.
- Looked to play catchup on all maintenance items, de-winterizations and get back on schedule for prime season.
- Worked closely with BOD, Ricky and the Lumpkin Enviro Health to get the pool back open.
- 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.
- 801/802 project is finishing up, have gotten with housekeeping to furnish and other items will hopefully be off backorder soon.
- With much thought, as circumstances changed, I postponed all future projects and approved itemized budget items. Only absolute emergencies as needed.
- We did have Cody King return in maintenance and am excited to have him back.
- Monitoring financials closely as we look to stabilize and have successful second half of the year.
- 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.
- Project updates:
 - 1) WIFI
 - 2) Chapel Hill
 - 3) Arena RV
 - 4) Land Conservation
 - 5) Asset Management

Maint. Report for MAY

Moved dirt for side walk at lodge also made repairs
to cleanout for sewer at lodge. Replaced directional
switch on crawler at treatment plant made Temp.

Repairs on RY #4 crossing. Reworked shower faucet's
in pool bath house & painted floor cut in water ditch
* Installed covert in Chapel Area Roadway Began changing
lights in office to led cut MAY

General Maint. & cut grass

R-Ranch Stable Report

MAY 2020

Summary:

We sure were glad to have our Riders come back. I was beginning to feel like I was on the set of some Horror movie where I had to be on the lookout for Zombies or Aliens. Troy, Ariel and I worked very diligently to sustain our Herd and maintain our infrastructure.

As you know Phase-II of our Return to the Ranch began the 2nd week of May. My Staff including Tori are so Happy you are back and well. Due to the COVID-19 threat we set new procedures for sign ups and interaction between non-same-domicile persons. We also limited access to the Stable and declined volunteers (during phase-II) as well as increased our sanitation procedures. Out of an abundance of caution we are continuing most of these procedures in order to (IOT) protect ALL our guests not just At Risk Persons.

As to be expected People were cautious when venturing out after the shelter in place. We were 125 Riders below the 5-year average for the month of May. Not bad considering Phase-II didn't start until the 2nd week of MAY. Also 5 of our 18 Ride-days were effected by rain. JUN is looking even better but I'll save that for next month's report.

Marilyn and I would like to thank the Board for the nice card and gift following her surgery. We also would like to thank so many other owners who have reached out to us during this time. Thank you. She is doing well and we hope that her energy level improves with time. Despite that she road my horse and displayed the American Flag along the funeral route of a fellow Ranger who recently past. She also continues to be an active advocate for the Ranch and our horses. She referred the wife of the Commander for Camp Frank D. Merrill to me. I was able to Rehome one of our horses that was "aging out". Fancy-Girl has been struggling with the work load here but should do nicely for them with fewer rides per week required. This is the fifth horse to go to Trahyta Farm (where we board). Marilyn and I have taken on/retired thee (3) (Magic passed on) and we have sold/rehomed two (2) others El Dorado and now fancy-Girl.

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).

R-Ranch Stable Report

MAY 2020

Projects:

❖ **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. 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.

❖ **Fencing/Pastures:**

- **All Pastures:**
 - The Butter Cups or Yellow Flowers (weeds) were terrible this year. Ricky Sprayed them and they seem to have all wilted.
- **Barn Pasture:**
 - NSTR.
- **Back Pasture:**
 - There are a couple of large Poplar trees that are cracked and splitting. Troy and I will take them on the next non-windy day.
- **Office Pasture:**
 - Set aside for hay production.
 - The hay is coming along nicely. Even the new grass is establishing it's self in the lower end.
- **Rainbow Pasture:**
 - **Rainbow-W**
 - The Fence running N-S from the Dog Park then E-W behind the cabins is in terrible shape. I will develop a plan and estimate of materials including the use of harvested material and provide it the Blaine for future planning.
 - **Rainbow-Center**
 - 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**
 - Sprayed for Butter Cups.
- **Lodge Pasture:**
 - The Hay is looking Great. We should have an excellent 1st cutting.
- **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

MAY 2020

Maintenance:

❖ **F-350:**

- Brakes have gone from bad to horrible. Maint is scheduling the repair.
- 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.
- Rear Tires are pretty badly worn as well and will need to be replaced in the near future. Replacement has been authorized.

Maintenance continued:

❖ **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 overdue and I will place an order in JUN.
- We 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

MAY 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:

- The Herd as a whole is in good health. We have five (5) horses that still need their teeth floated. We have put this off for a while now and need to get it taken care of.
- We've gotten the majority of Rain Rot and pastern dermatitis cured or under control now. Most cases are remedied with cleansing and topical meds.
- Two (2) Horses are currently "Off Line" due to muscle or ligament strain. They are Leo and Dakota. We expect a full recovery but it may be a few more weeks.

Herd development/training:

- Our herd count is now 29. 19 are Geldings and 10 are Mares. Two (2) are Corral Only, eight (8) are Beginner, 12 are Intermediate, and seven (7) are Experienced. (See Encl-1 Horse Roster & Ride Times).
- All horses are getting back into shape after the COVID-19 closer. We are working on their conditioning. Like a lot of people some of them prefer to remain on vacation...LoL.
- Skywalker is settling down as he gets a little older and we are continuing to develop him.

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

MAY 2020

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop			
Waterfall			Cleared 3.5 Miles of Extensive tree damage
Knee Knocker			
Indian Mound			
Wild Turkey			
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
High Meadow		> 2 Weeks	
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			
Tire Tree		> 2 Weeks	
Gooch Gap			
Piano			
Lake			

KEY:

R-Ranch Stable Report

MAY 2020

Trail Clearance Status Key:		< 2 weeks since last Ridden / Cleared; No adverse WX	
		> 2 Weeks since last Ridden / Cleared; Adverse WX event; Minor Obstacle	
		= Reported / Observed Hazard	

v/r

Herbert L. Kirkover
CSM USA (RET)
Stable Manager

Key:

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

Enclosures:

Encl-1: Herd Roster

Horse Roster, Max-WGT and Ride Times

Status			Horse Info						Ride Times				As of: JUN 16, 2020	
PR	S	In	(2)	Corral:		Age	WGT	WL	10:00	11:30	1:00	2:30	Corral:	(3)
			1	Klinger	G	30	1040	136					Klinger	1
			2	Frodo	G	26	1360	167					Frodo	2
PR	S	In	(8)	Beginner:					10:00	11:30	1:00	2:30	Beginner:	(8)
			3	Captain	G	21	1050	181					Captain	3
			4	Cash	G	20	960	162					Cash	4
			5	Cooley	G	16	1070	193					Cooley	5
			6	Fancy	M	16	960	168					Fancy	6
			7	Feather	M	15	930	168					Feather	7
			8	Leo	G	16	1300	239					Leo	8
			9	Leonardo	G	14	930	166					Leonardo	9
			10	Rain	M	13	807	143					Rain	10
PR	S	In	(12)	Intermediate:					10:00	11:30	1:00	2:30	Intermediate:	(12)
			11	Dakota	G	15	1030	188					Dakota	11
			12	Ed	G	23	995	182					Ed	12
			13	Fiona	M	16	1050	185					Fiona	13
			14	Jeb	G	13	1045	187					Jeb	14
			15	Levi	G	7	900	145					Levi	15
			16	Nugget	G	17	945	168					Nugget	16
			17	Pita	M	14	680	126					Pita	17
			18	Queenie	M	23	1234	217					Queenie	18
			19	Raquel	M	19	1098	190					Raquel	19
			20	Scarlett	M	20	1260	216					Scarlett	20
			21	Spirit	G	21	688	118					Spirit	21
			22	Tonka	G	20	990	179					Tonka	22
PR	S	In	(7)	Experienced:					10:00	11:30	1:00	2:30	Experienced:	(7)
			23	Chilli	M	18	995	182					Chilli	23
			24	Pickles	G	16	1000	182					Pickles	24
			25	Romeo	G	8	969	174					Romeo	25
			26	Samson	G	11	1220	214					Samson	26
			27	Skywalker	G	4	779	136					Skywalker	27
			28	Scoot	G	12	970	171					Scoot	28
			29	TJ	G	13	970	174					TJ	29
PR	S	In	(0)	Offline:					10:00	11:30	1:00	2:30	Offline:	(0)
								0						

Sales & Marketing Report

May 2020

Sales:

Tours - 7

New Sales -0

YTD Total -2

Transfers - 4

YTD Total - 15

Tour Feedback:

The Good:

- 1) Likes the adoption programs, questions about lottery
- 2) Enjoy the different RV sites we have; enjoy seeing so many owners interacting/bonding.
- 3) RV Storage is a popular amenity

The Bad:

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

Marketing:

- Outdoor Expo scheduled for March 14th in Gainesville has been rescheduled TBD. The GON show scheduled for July has been postponed to September.
- Tours have resumed and we have been conducting many.
- Continuing to utilize Facebook and Instagram to create brand awareness through mostly unpaid, organic posts.
- Ran a campaign through Salesforce to every lead in the past that's in the system with new sales price.
- Created a flyer/information sheet for the one-year option program.

Front Office Monthly Report May 2020

RESERVATIONS

Adopted cabins: 36

Reservations for Cabins: 102

Chapel Hill: 43

Cottage: 5

Duplex: 9

Singles: 26

Adopted RV sites: 104

Reservations for RV: 206

RV Gravel Sites: 130

RV Concrete Sites: 83

RV Arena Sites: 6

OCCUPANCY

DATE (2020)	ARENA	CHAPEL HILL	COTTAGE	RV GRAVEL	RV CONCRETE	DUPLEX RAINBOW	SINGLE RAINBOW
May 2nd	17%	47%	0	68%	69%	0	0
May 9th	17%	44%	0	80%	78%	0	40%
May 16th	17%	45%	0	92%	87%	63%	40%
May 23rd	33%	53%	100%	100%	90%	12%	70%
May 30th	43%	44%	29%	93%	89%	25%	41%

**Statistical comparison from May 2019 not included due to COVID impact through first half of May 2020.

Housekeeping Report

May 2020

We cleaned 18 single, 9 Duplex, 4 Cottage, and 10 Chapel hill cabins. This is a total of 41 cabins cleaned this month.

We also DE winterized all online cabins in chapel hill and clean a/c that we could remove filters. We cleared the leaves around the water hose hook up in chapel hill cabins. We checked all Rainbow cabins for critter damage and tidy after Covid-19 Quarantine. We stripped the floors in bath house 1 chapel hill and waxed. We stripped the activity center floor and waxed.

***R-Ranch in the Mountains
Marketing Committee Minutes
June 19, 2020***

I. Call to order

Christy called to order the regular meeting of the Marketing Committee at 4:00 on June 19 via phone meeting.

II. Roll call

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

Absent: Alan Glazier, Rich Miramonti, Cindy Simoes. Jeanine Stehr, and our new Sales Director, Amber Stover.

Christy welcomed all returning, and new members to our committee. She asked Sheila Preston to introduce herself to the group and tell us a little about her, as she was the only new member in attendance.

Sheila said she had recently retired, and she now had more free time to devote to the Ranch. She said her hobbies are horses and dogs. We look forward to having Sheila on our committee.

Amber Stover, the new Sales Director at the Ranch was not available to introduce as she was on the job giving a tour. Go Amber!!

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: Blaine gave the sales report in Amber's absence. He said we currently have 693 owners. 90+ owners are in arrears. Our assessments are down \$68,000. Blaine said there was one new sale last week. There have been ten tours. He said there are currently thirteen owners who are requesting transfers. Blaine expressed his frustration with transfers, and Christy agreed, our number one goal needs to be new owners. She has asked Blaine to revisit the list from the RV shows, and all the other contacts we have on file and continue to contact them until they ask us to take them off our contact list.

V. Blaine said he has made a change in the office. He said he is combining the Marketing and Events, so one person will do both those functions, and Henry is going to oversee it, so it will free him up to do other things, plus the Ranch won't need to hire another person.

MISSION STATEMENT:

Since we had so few members at this meeting, Christy asked we all review the Mission Statement before our next meeting and think about any revisions we should make.

STRATEGIC ALLIANCES:

Mark Tuggle RV: Christy and Celia are going to visit their establishment the week of June 21. We will possibly reach out to some other RV groups at the same time.

Camp Oaks RV & Outdoors: Christy & Celia as above.

OLD BUSINESS:

The Ambassador Program was presented to the BOD at the May meeting and approved with the following exception. The Ambassador group will not act as the Owner Concerns Committee. Per Christy they hope to have some names to participate in this group and have it up and running in the near future.

T-SHIRTS:

Celia is in the process of getting the shirts ordered. She spoke with Michelle at Positive Promotions who is going to help with the process. Michelle told Celia we have to order a certain number of shirts depending on the style we order. She will help us with whatever design we decide on. If we choose more than one color in the design, the piece will be higher. I hope to have shirts to show everyone at the next meeting.

DECALS:

We went with the 4x4 R-Ranch logo static cling. The decals are in, and the Marketing Committee will be distributing them. Christy has volunteered to distribute decals on the 20th during the BOD meeting.

ONE YEAR OPTION OUT PROGRAM:

The program was presented to the BOD at the April meeting. The program will be a "special" deal to save a sale and not a first option. Again, there was a discussion concerning transfers and how we need to figure out how to better market our product to get new owners.

NEW BUSINESS:

No new business.

UPCOMING EVENTS:

GON Outdoor Blast July 24-26

Ga. RV & Camper Show Galleria Sept. 18-20

Rodeo, October 30 & 31. Marketing committee will man the marketing/T-shirt booth.

Atlanta Camping & RV Show Jan. 29-31, 2021.

NEXT MEETING: July 11, 2020 @ 10:00 am at the Ranch.

