

R-Ranch

Board of Director's Meeting

March 17, 2018

Meeting Minutes

- I. **CALL TO ORDER- 9:30 A.M.-** President Brenda Harned
- II. **OPENING PRAYER-** Carolyn Ponte
- III. **PLEDGE OF ALLEGIANCE-** Jim Kaminsky
- IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA-** Motion was made by Holly Sell to approve the agenda as written, **seconded** by Eudora LaLonde. Unanimous in favor.
- V. **SUSPEND READING FEBRUARY 2018 Owner's Meeting Minutes –** Motion was made by Holly Sell to suspend the reading of the minutes, **seconded** by Eudora LaLonde. Unanimous in favor.
- VI. **APPROVE/AMEND/ACCEPT FEBRUARY 2018 OWNER'S MEETING MINUTES-** Motion was made by Cecil Pacetti to approve the minutes as written, **seconded** by Jim Kaminsky.
- VII. **REPORTS – ALL CORRESPONDING REPORTS ARE ATTACHED.**
 - a. Financial Report- Rick Upton
 - b. Executive Director's Report- Rick Upton -
 - c. R-ranch Grounds Report- Steve Corbin/Rick Upton
 - d. Stables report- Herb Kirkover/Rick Upton
 - e. Sales Report Courtney Greene/Rick Upton
 - f. Events Report- Denise Roberson – Pricing at \$4700 is limiting wedding bookings. The ask from Denise is to bring the price back down to \$3900 and make up the difference by charging vendors 10% (standard fee we currently do not charge) and adding pricing on to other add-ons. Events by Design contract is up July 2018. Denise to work with Sales/Marketing to establish new guidelines and

negotiations. Owner/BOD majority opinion is to retain The Duo for NYE and book The ChillBilly'z for bonfire, rodeo and other events.

- g. Front Office Report – Rick Upton
- h. Housekeeping – Rick Upton
- i. Collections Report – Rick Upton/Wendy Byrd - Working on retiring deeds where appropriate.
- j. Treasurer's Report- Eudora LaLonde/Sue Burton
- k. President's Report- Brenda Harned

STANDING COMMITTEE REPORTS – ALL CORRESPONDING REPORTS ATTACHED AS NECESSARY

1. Accommodations Committee- Chairman, Becky Mooney - Looking to update Policy & Guidelines with correct pricing, guidelines for events/cabins/rv rentals. 3.2 and 3.5 in P&G documents. Request to adopt new guidelines that include the new ball system vs. the old process. This is separate from the P&G document.
2. Covenants/Bylaws/Policy & Guidelines Committee – Chairman, Bill Poole
3. Finance Committee- Chairman, Sue Burton
4. Land Use/Fire Wise Committee- Chairman, Hal Barrineau
5. Marketing Committee- Chairman, Christy Griffin – April 7th Open House Reminder. RV Show and Wedding contacts have been invited. Working on list of additional Owners to give tours. Tandra working on money for tennis court renovation (or whatever outcome is decided) Still needs to be reflected in maintenance budget which will be in 2019. Tandra also needs to engage with marketing committee.
6. Owner's Concerns Committee- Chairman, Barbara Brown – Nominating Committee- Chairman, Iris Koplen - Candidates for BOD 2018 Election - Ashley Spenner, Sue Burton, Alex Griffin, Tim Hanline, Mike Fannon, Sandy Adams. Meet and Greet at 6pm in the lodge.
7. Strategic Planning committee- Chairman, Ron Cagle

BOARD APPOINTED COMMITTEE

- a) Rodeo Committee- Chairman, Valorie Lottes – Off to a strong start, Steve Gooch has signed. Anderson has signed, working on others. Many regulars expected to sign.
- b) Rainbow Dam Committee- Chairman, Hal Barrineau - Waiting on some state approvals. System is backlogged.

VIII. OLD BUSINESS

- A) **Take-Back Program** – Bill McLeer #1769 has a proposal. Previously would take back if we had over 900 Owners and BOD approved. Year of maintenance + pro-rated from 900 Owners to existing Ownership number. Suggested \$1850. Would like a stipulation for death with no penalty or payment. Name should be considered. “Opt Out Program”, “Exit Program”. To be discussed. Suggested that R-Ranch has first right of refusal on returned deeds.

I. NEW BUSINESS

- A) **Becky Mooney – Lottery Procedures** – See comments above under lottery.

II. ADJOURN GENERAL MEETING

Time: _____**11:31am**_____

The next meeting of the R-ranch board of Directors will be held on April 28, 2018 in the R-Ranch Board Room.

III. EXECUTIVE SESSION- YES

R-Ranch

Board of Director's Meeting

March 17, 2018

Agenda

- I. CALL TO ORDER- 9:30 A.M.-** President Brenda Harned
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- III. PLEDGE OF ALLEGIANCE-** Jim Kaminsky
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA-**
- V. SUSPEND READING FEBRUARY 2017 Owner's Meeting Minutes**
- VI. APPROVE/AMEND/ACCEPT FEBRUARY 2017 OWNER'S MEETING MINUTES**
- VII. REPORTS –**
 - a. Financial Report- Judy Crofts/Rick Upton
 - b. Executive Director's Report- Rick Upton
 - c. R-ranch Grounds Report- Steve Corbin/Rick Upton
 - d. Stables report- Herb Kirkover/Rick Upton
 - e. Sales Report Courtney Greene/Rick Upton
 - f. Events Report- Denise Roberson/Rick Upton
 - g. Front Office Report – Rick Upton
 - h. Housekeeping – Rick Upton
 - i. Collections Report – Rick Upton/Wendy Byrd
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STANDING COMMITTEE REPORTS –

- 1. Accommodations Committee- Chairman, Becky Mooney
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4. Land Use/Fire Wise Committee- Chairman, Hal Barrineau
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BOARD APPOINTED COMMITTEE

- a) Rodeo Committee- Chairman, Valorie Lottes
- b) Rainbow Dam Committee- Chairman, Hal Barrineau

VIII. OLD BUSINESS – No old business to discuss

I. NEW BUSINESS

- A) Becky Mooney – Lottery Procedures

II. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch board of Directors will be held on April 28, 2018 in the R-Ranch Board Room.

III. EXECUTIVE SESSION- YES

BC

R-Ranch In The Mountains®

Balance Sheet

February 28, 2018

ASSETS

Current Assets

Petty Cash	\$	200.00
Register Cash		300.00
Operating Bank Account		53,913.26
Lodge/Event Bank Account		18,029.09
Cabin Project Bank Account		76,855.62
Property Tax Escrow Bank Acct		17,482.69
Payroll Bank Account		381.27
Rodeo Project Bank Account		18,940.28
Rainbow Dam/Legal Bank Account		160,913.32
Legal Account		16,089.00
RV Bank Account		129,439.59
RV-6 Project Bank Account		11,735.63
Accounts Receivable		712,665.09

Total Current Assets 1,216,944.84

Property and Equipment

Furniture & Fixtures	104,797.28
Vehicles	63,068.00
Machinery & Equipment	359,722.31
Horses & Sports Equipment	76,741.32
Buildings and Improvements	1,185,763.43
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	(1,081,222.36)

Total Property and Equipment 976,082.30

Other Assets

Unsold Ranch Memberships	209,081.00
Dam Consulting in Progress	27,737.35

Total Other Assets 236,818.35

Total Assets \$ 2,429,845.49

LIABILITIES AND CAPITAL

Current Liabilities

Sales Tax Payable	\$	165.20
Accrued Property Tax		25,310.96
Prepaid Assessments		22,607.66
Cabin - Storm Damage		12,329.47
Other Payables		4,287.60

Total Current Liabilities 64,700.89

Long-Term Liabilities

Total Long-Term Liabilities 0.00

Unaudited - For Management Purposes Only

R-Ranch In The Mountains®
Balance Sheet
February 28, 2018

Total Liabilities		64,700.89
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	1,680,171.00	
Current Year Net Assets Change	<u>(122,897.85)</u>	
Total Capital		<u>2,365,260.31</u>
Total Liabilities & Capital	\$	<u><u>2,429,961.20</u></u>

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Two Months Ending February 28, 2018

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Assessments	\$ 66,964.43	\$ 64,050.00	2,914.43	\$ 89,101.13	\$ 66,632.00	22,469.13
Assessment - Special Dam A	1,790.55	1,650.55	140.00	4,633.56	4,493.56	140.00
Childrens Rights	0.00	300.00	(300.00)	0.00	300.00	(300.00)
Electric - Usage Fees - RV	2,520.00	2,115.00	405.00	4,924.84	4,380.00	544.84
Electric - Usage Fees - Cabin	1,085.00	823.00	262.00	1,795.00	1,923.00	(128.00)
Electric - RV Reimbursement	4,739.09	5,109.00	(369.91)	7,050.77	6,698.00	352.77
Electric - Cabin Reimburse	1,689.56	971.00	718.56	1,786.18	1,308.00	478.18
Interest Income	2.55	1.00	1.55	4.75	2.00	2.75
Owner Fines & Fees	100.00	0.00	100.00	210.00	8.00	202.00
Late Fees & Finance Charges	2,086.25	977.00	1,109.25	4,976.55	1,503.00	3,473.55
Ownership Sales	2,990.00	3,990.00	(1,000.00)	2,990.00	7,980.00	(4,990.00)
Ownership Transfers	2,679.00	1,140.00	1,539.00	4,877.00	1,868.00	3,009.00
RV Moves	165.00	77.00	88.00	305.00	177.00	128.00
Pet Fees	130.00	105.00	25.00	180.00	178.00	2.00
Linen Kit Income	90.00	20.00	70.00	90.00	165.00	(75.00)
Sales - Ice	50.47	36.00	14.47	78.51	55.00	23.51
Sales - Propane	683.10	687.00	(3.90)	2,473.14	1,555.00	918.14
Sales - Souvenirs	142.52	21.00	121.52	161.21	45.00	116.21
Sales - Firewood	25.00	76.00	(51.00)	25.00	144.00	(119.00)
Sales - Gate Cards	25.00	21.00	4.00	25.00	43.00	(18.00)
Sales - Store	423.19	295.00	128.19	725.37	642.00	83.37
Vending Income	845.50	169.00	676.50	845.50	239.00	606.50
RV RI - Monthly Adoption F	320.00	225.00	95.00	1,260.00	315.00	945.00
RV - Infrastructure	2,708.36	2,032.00	676.36	4,508.36	3,023.00	1,485.36
RV RI - Yearly Adoption Fee	2,708.35	2,032.00	676.35	4,508.35	3,023.00	1,485.35
RV RI - Guest & Group Fees	424.45	2,538.00	(2,113.55)	730.45	5,256.00	(4,525.55)
RV-6 Interest	1.71	2.00	(0.29)	3.73	4.00	(0.27)
Cabin RI - Adoption Fees	537.50	770.00	(232.50)	1,237.50	1,030.00	207.50
Cabin RI - Guest & Group Fe	1,138.73	1,788.00	(649.27)	1,966.73	3,804.00	(1,837.27)
Cabin - Infrastructure	1,627.50	770.00	857.50	2,227.50	1,030.00	1,197.50
Cabin RI - Cottage Fees	2,916.36	2,564.00	352.36	4,108.76	4,551.00	(442.24)
Cabin - Special Projects (DD)	35.00	0.00	35.00	35.00	0.00	35.00
Lodge RI - Wedding Fees	2,500.00	2,467.00	33.00	6,750.00	5,350.00	1,400.00
Lodge RI - Group Fees	4,450.00	1,853.00	2,597.00	4,450.00	2,645.00	1,805.00
Lodge RI - Miscellaneous Fe	0.00	60.00	(60.00)	0.00	60.00	(60.00)
Dam/Legal RI - Interest	29.70	0.00	29.70	65.41	0.00	65.41
Stables RI - Riding Pass Fees	105.00	362.00	(257.00)	285.00	900.00	(615.00)
Stables RI - Stall Fees	0.00	2.00	(2.00)	0.00	15.00	(15.00)
Recovery of Bad Debt	150.00	0.00	150.00	1,676.25	1,526.25	150.00
Rodeo Income - T Shirts	8.00	23.00	(15.00)	8.00	23.00	(15.00)
Miscellaneous Income	0.33	0.00	0.33	0.73	0.00	0.73
Total Revenues	108,887.20	100,121.55	8,765.65	161,080.28	132,893.81	28,186.47
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	108,887.20	100,121.55	8,765.65	161,080.28	132,893.81	28,186.47
Expenses						
Employee - Payroll/Salary Ex	43,893.65	46,553.00	(2,659.35)	82,593.84	93,106.00	(10,512.16)
Employee - Payroll Tax Expe	4,151.22	4,432.00	(280.78)	8,282.56	8,864.00	(581.44)
Employee - Payroll Fees & E	517.52	439.00	78.52	1,164.78	1,118.00	46.78
Employee - Health Insurance	4,457.23	6,900.00	(2,442.77)	9,018.78	13,800.00	(4,781.22)

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Two Months Ending February 28, 2018

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Employee - Workers Comp I	0.00	2,210.00	(2,210.00)	6,073.12	4,420.00	1,653.12
Commission Expenses	600.00	1,481.00	(881.00)	1,650.00	2,253.00	(603.00)
Admin - Accounting Fees	0.00	50.00	(50.00)	0.00	50.00	(50.00)
Admin - Bank Fees	46.60	44.00	2.60	73.60	90.00	(16.40)
Admin - Business Fees	35.00	51.00	(16.00)	233.00	315.00	(82.00)
Admin - Collection Expense	0.00	(67.00)	67.00	0.00	283.00	(283.00)
Admin - Computer Expense	1,302.21	292.00	1,010.21	1,314.71	425.00	889.71
Admin - Dues & Subscriptio	13.45	79.00	(65.55)	13.45	288.00	(274.55)
Admin - Emp Develop & Tra	690.00	100.00	590.00	690.00	200.00	490.00
Admin - Gifts	0.00	40.00	(40.00)	0.00	80.00	(80.00)
Admin - Legal Fees	0.00	100.00	(100.00)	0.00	200.00	(200.00)
Admin - Operate Merchant F	121.59	19.00	102.59	212.49	19.00	193.49
Admin - Mileage Reimburse	109.20	88.00	21.20	109.20	158.00	(48.80)
Admin - Office Building Rep	261.03	117.00	144.03	261.03	117.00	144.03
Admin - Office Expense	296.44	573.00	(276.56)	669.74	852.00	(182.26)
Admin - Printing / Copying E	190.21	336.00	(145.79)	709.83	800.00	(90.17)
Admin - Cell Phone Expense	133.19	141.00	(7.81)	133.19	282.00	(148.81)
Admin - Shipping / Postago	299.00	1,004.00	(705.00)	728.50	1,363.00	(634.50)
Admin - Telephone / Cable E	1,384.54	1,311.00	73.54	2,824.43	2,623.00	201.43
Lodge - Tax Expense	10,049.00	0.00	10,049.00	10,049.00	0.00	10,049.00
Cleaning - Supply Expense	393.71	221.00	172.71	393.71	639.00	(245.29)
GPM - Equip Rental Expense	0.00	34.00	(34.00)	0.00	68.00	(68.00)
GPM - Equip Repair Expense	1,073.42	3,047.00	(1,973.58)	1,073.42	4,535.00	(3,461.58)
GPM - Cabin Repair & Main	0.00	45.00	(45.00)	0.00	164.00	(164.00)
GPM - Fence / Pasture Expen	5.56	317.00	(311.44)	5.56	326.00	(320.44)
GPM - Fuel Expense	0.00	380.00	(380.00)	(25.00)	1,413.00	(1,438.00)
GPM - General Maintenance	468.12	134.00	334.12	557.69	385.00	172.69
GPM - Grounds/Property Re	90.71	28.00	62.71	372.73	125.00	247.73
GPM - Keys & Locks	0.00	0.00	0.00	0.00	4.00	(4.00)
GPM - Lodge Pool Chemical	0.00	13.00	(13.00)	0.00	27.00	(27.00)
GPM - Lodge Pool Repair &	0.00	4.00	(4.00)	0.00	31.00	(31.00)
GPM - Lodge Repair & Main	0.00	758.00	(758.00)	24.25	861.00	(836.75)
GPM - Pest Control Services	555.10	210.00	345.10	555.10	210.00	345.10
GPM - RV Repair & Maint E	0.00	17.00	(17.00)	0.00	64.00	(64.00)
GPM - Supplies Expense	252.45	89.00	163.45	252.45	600.00	(347.55)
GPM - Tools Expense	9.99	31.00	(21.01)	9.99	84.00	(74.01)
GPM - Vehicle Maint & Rep	253.94	4,840.00	(4,586.06)	400.93	5,241.00	(4,840.07)
GPM - Maintenance Bldg Re	95.00	0.00	95.00	(240.00)	0.00	(240.00)
Owner Events	(35.00)	0.00	(35.00)	(596.22)	0.00	(596.22)
Owners & Board Meeting Ex	3.83	5.00	(1.17)	3.83	10.00	(6.17)
Ownership Sales & Transfers	420.77	211.00	209.77	638.77	482.00	156.77
Sales & Market Expense	996.90	0.00	996.90	2,091.10	1,995.00	96.10
Sales Expense - Ice	93.24	60.00	33.24	93.24	112.00	(18.76)
Sales Expense - Propane	0.00	349.00	(349.00)	1,312.13	803.00	509.13
Sales Expense - Souvenirs	740.00	379.00	361.00	740.00	379.00	361.00
Sales Expense - Firewood	0.00	100.00	(100.00)	0.00	200.00	(200.00)
Sales Expense - Store	556.01	311.00	245.01	556.01	485.00	71.01
Stables - Feed	1,219.29	983.00	236.29	1,199.30	1,378.00	(178.70)
Stables - Ferrier Expens	650.00	313.00	337.00	1,665.00	1,380.00	285.00
Stables - General Expense	209.58	325.00	(115.42)	296.80	629.00	(332.20)
Stables - Repair & Maintena	264.92	81.00	183.92	264.92	541.00	(276.08)
Stables - Tack & Equipment	0.00	29.00	(29.00)	(11.99)	42.00	(53.99)
Stables - Vet Fees / Medicine	767.62	504.00	263.62	767.62	705.00	62.62
Stables - Jr. Wrangler Expens	0.00	0.00	0.00	0.00	3.00	(3.00)
RV RE - Bath Houses	0.00	0.00	0.00	0.00	4.00	(4.00)
RV RE - Pad Improvements	0.00	200.00	(200.00)	0.00	400.00	(400.00)
RV RE - Roads	0.00	0.00	0.00	350.00	0.00	350.00

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Two Months Ending February 28, 2018

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RV RE - Improvements	751.34	100.00	651.34	751.34	200.00	551.34
RV RE - Miscellaneous	0.00	100.00	(100.00)	0.00	200.00	(200.00)
Cabin RE - Bath Houses	0.00	154.00	(154.00)	0.00	217.00	(217.00)
Cabin RE - Rainbow Cabins	219.60	750.00	(530.40)	240.44	785.00	(544.56)
Cabin RE - Cottages	0.00	16.00	(16.00)	0.00	126.00	(126.00)
Cabin RE - Grounds	0.00	100.00	(100.00)	0.00	200.00	(200.00)
Cabin RE - Roads	0.00	0.00	0.00	0.00	1,000.00	(1,000.00)
Cabin RE - Improvements	0.00	300.00	(300.00)	167.00	600.00	(433.00)
Cabin RE - Miscellaneous	0.00	50.00	(50.00)	13.00	50.00	(37.00)
Lodge RE - Event Decoration	0.00	0.00	0.00	0.00	34.00	(34.00)
Lodge RE - Event Coordinati	1,325.00	0.00	1,325.00	1,825.00	0.00	1,825.00
Lodge RE - Event Staff	0.00	200.00	(200.00)	0.00	419.00	(419.00)
Lodge RE - Event Clean/Sup	0.00	0.00	0.00	0.00	242.00	(242.00)
Lodge RE - Event Linens	90.00	93.00	(3.00)	90.00	93.00	(3.00)
Lodge RE - Event Marketing	0.00	50.00	(50.00)	0.00	50.00	(50.00)
Lodge RE Capital Improvem	0.00	125.00	(125.00)	0.00	4,907.00	(4,907.00)
Dam/Legal RE - Dam	4,482.37	4,482.37	0.00	4,482.37	4,482.37	0.00
Dam/Legal RE - Logal	605.00	605.00	0.00	633.89	633.89	0.00
Rodeo Expense - Advertising	0.00	100.00	(100.00)	0.00	157.00	(157.00)
Utilities - Electricity-Opera	2,490.99	2,940.00	(449.01)	5,284.59	5,175.00	109.59
Utilities - Electricity-RV	4,597.83	4,667.00	(69.17)	9,856.36	9,039.00	817.36
Utilities - Electricity-Cabins	7,263.23	6,209.00	1,054.23	12,799.76	9,786.00	3,013.76
Utilities - Electricity-Lodge	2,084.51	1,357.00	727.51	4,116.63	2,806.00	1,310.63
Utilities - Propane-Operating	0.00	1,011.00	(1,011.00)	2,140.07	2,126.00	14.07
Utilities - Propane-RV	0.00	174.00	(174.00)	370.87	568.00	(197.13)
Utilities - Propane-Cabins	0.00	1,011.00	(1,011.00)	284.61	2,126.00	(1,841.39)
Utilities - Propane-Lodge	1,838.11	2,021.00	(182.89)	3,842.55	4,644.00	(801.45)
Utilities O - Sewer Treat Plnt	0.00	853.00	(853.00)	0.00	853.00	(853.00)
Utilities RV- Sewer Treat Pln	0.00	200.00	(200.00)	0.00	400.00	(400.00)
Utilities C - Sewer Treat Plnt	0.00	200.00	(200.00)	0.00	400.00	(400.00)
Utilities L - Sewer Treat Plnt	0.00	200.00	(200.00)	0.00	400.00	(400.00)
Utilities - Trash Removal	815.00	865.00	(50.00)	1,630.00	1,738.00	(108.00)
Utilities - Water Testing Fees	32.09	910.00	(877.91)	1,408.09	1,573.00	(164.91)
Utilities - Water Treatment R.	0.00	97.00	(97.00)	3,004.69	2,804.00	200.69
Insurance - Property	0.00	0.00	0.00	18,978.50	15,234.00	3,744.50
Property Taxes	8,616.00	8,616.00	0.00	17,232.00	17,232.00	0.00
Operating - Infrastructure	6.27	0.00	6.27	3,506.27	10,500.00	(6,993.73)
RV - Infrastructure	1,000.00	1,800.00	(800.00)	1,000.00	1,800.00	(800.00)
Cabin - Infrastructure	1,292.50	0.00	1,292.50	2,170.00	0.00	2,170.00
Total Expenses	115,146.08	120,667.37	(5,521.29)	235,384.62	259,631.26	(24,246.64)
Net Operating Income	(6,258.88)	(20,545.82)	14,286.94	(74,304.34)	(126,737.45)	52,433.11
Other Income/Expense						
Bad Debt Expense	17,881.90	0.00	17,881.90	48,593.51	0.00	48,593.51
Net Income	\$ (24,140.78)	\$ (20,545.82)	(3,594.96)	\$ (122,897.85)	\$ (126,737.45)	3,839.60

For Management Purposes Only

**R-Ranch In The Mountains
Variance Report
February 2018**

<u>MTD Actual</u>	<u>MTD Budget</u>	<u>MTD Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
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Employee Expenses - Summarized

53,620	62,015	8,395	108,783	123,561	14,778
--------	--------	-------	---------	---------	--------

The monthly and year to date favorable variances are due to reducing overtime as well as several eligible employees have not opted to take insurance at this time as was anticipated and a couple of positions not currently filled at this time.

Lodge - Tax Expense

10,049	0	(10,049)	10,049	0	(10,049)
--------	---	----------	--------	---	----------

The monthly and year to date unfavorable variance is due to 2017 taxes due on unrelated income not being offset by enough expenses.

General Property Management Expenses - Summarized

2,709	9,947	7,238	2,892	14,138	11,246
-------	-------	-------	-------	--------	--------

The monthly and year to date favorable variances are due to holding off some purchases and repairs until a later time.

Sales and Marketing Expenses

997	0	(997)	2,091	0	(2,091)
-----	---	-------	-------	---	---------

The monthly and year to date unfavorable variance is due to holding off the purchase of some items that were budgeted in a future month.

Stables Expense - Summarized

3,111	2,235	(876)	4,182	4,678	496
-------	-------	-------	-------	-------	-----

The monthly unfavorable variance is due to higher feed, farrier and vet expenses than anticipated.

Cabin - Expenses - Summarized

220	1,370	1,150	420	2,978	2,558
-----	-------	-------	-----	-------	-------

The monthly and year to date favorable variances are due to holding off some purchases and repairs till a later date.

Lodge Expenses - Summarized

1,415	468	(947)	1,915	5,745	3,830
-------	-----	-------	-------	-------	-------

The monthly unfavorable variance is due to higher than anticipated coordination fees due to higher than anticipated groups as stated in the income explanation above. The year to date favorable variance is due to holding off some repairs until a later date.

Utilities Expense - Summarized

19,122	22,715	3,593	44,738	44,438	(300)
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The monthly favorable variances are due to overall propane expenses being lower than anticipated.

All variances in excess of \$500 and 5% are explained in this Variance Report.

**R-Ranch In The Mountains
Variance Report
February 2018**

	<u>MTD Actual</u>	<u>MTD Budget</u>	<u>MTD Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Assessments	66,964	64,050	2,914	89,101	66,632	22,469

The year to date favorable variance is due to collection of past due assessments and collecting the pro-rated amount at time of sale.

Electric Fees - Summarized	10,034	9,018	1,016	15,557	14,309	1,248
-----------------------------------	--------	-------	-------	--------	--------	-------

The monthly and year to date favorable variances are due to more owner reservations in cabins. Also billing for the quarterly electric was delayed therefore it was collected during the month of February instead of January.

Fines, Fees & Finance Charge Income	2,086	977	1,109	4,977	1,503	3,474
--	-------	-----	-------	-------	-------	-------

The monthly and year to date favorable variances are due to working collection and settlements with some past due accounts to bring them up to date.

Ownership Sales and Transfers Income - Summarized	5,669	5,130	539	7,867	9,848	(1,981)
--	-------	-------	-----	-------	-------	---------

The year to date unfavorable variance is due to less than anticipated new sales, however is offset by more transfers than anticipated.

RV Income - Summarized	6,163	6,829	(666)	11,011	11,621	(610)
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The monthly and year to date unfavorable variances are due to less than anticipated guest and group fees.

Cabin Income - Summarized	6,255	5,892	363	9,575	10,415	(840)
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The year to date unfavorable variance is due to less than anticipated guest and group fees as well as cottage fees.

Lodge - Income Summarized	6,950	4,380	2,570	11,200	8,055	3,145
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The monthly and year to date favorable variances are due to more than anticipated groups and weddings deposits.

Stables - Summary	105	364	(259)	285	915	(630)
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The year to date unfavorable variance is due to less passes sold than anticipated.

R-Ranch In The Mountains@
Statement of Cash Flow
For the two Months Ended February 28, 2018

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (24,140.78)	\$ (122,897.85)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	10,443.72
Sales Tax Payable	(7.37)	(36.46)
Accrued Property Tax	8,616.00	17,232.00
Prepaid Assessments	(13,391.91)	(8,856.08)
Prepaid Special Dam Assessment	(231.00)	(231.00)
Operating - Maint Bldg Damage	(2,905.00)	0.00
Cabin - Storm Damage	(3,986.02)	12,329.47
Other Payables	(288.90)	4,287.60
	<u>(12,194.20)</u>	<u>35,169.25</u>
Total Adjustments		
Net Cash provided by Operations	<u>(36,334.98)</u>	<u>(87,728.60)</u>
Cash Flows from investing activities		
Used For		
Net cash used in investing	<u>0.00</u>	<u>0.00</u>
Cash Flows from financing activities		
Proceeds From		
Used For		
Net cash used in financing	<u>0.00</u>	<u>0.00</u>
Net increase <decrease> in cash	<u>\$ (36,334.98)</u>	<u>\$ (87,728.60)</u>
Summary		
Cash Balance at End of Period	\$ 504,279.75	\$ 504,279.75
Cash Balance at Beg of Period	<u>(522,848.54)</u>	<u>(553,975.53)</u>
Net Increase <Decrease> in Cash	<u>\$ (18,568.79)</u>	<u>\$ (49,695.78)</u>

Unaudited - For Internal Use Only.

R-Ranch In The Mountains®

Book Balance

March 16, 2018

ASSETS

Current Assets		
Petty Cash	\$	200.00
Register Cash		300.00
Operating Bank Account		58,148.73
Lodge/Event Bank Account		16,987.28
Cabin Project Bank Account		65,317.92
Property Tax Escrow Bank Acct		17,482.69
Payroll Bank Account		23,877.18
Rodeo Project Bank Account		18,940.28
Rainbow Dam/Legal Bank Account		160,913.32
Legal Account		16,089.00
RV Bank Account		128,196.92
RV-6 Project Bank Account		11,735.63
	\$	<u>518,188.95</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



Executive Director Board Report

3/17/2018

Repairs to gas valves in Lodge kitchen.
Blinds being measured and ordered for board room.
Twelve replacement drain panels ordered for pool.
Remaining drain panels removed, cleaned, primed and painted.
All new bolts required for drain panels.

Authorized repairs to lodge, pole barn for hay, and cabin 958 roof damage.
Multiple floors replaced in Rainbow cabins.

Deep cleaning many Rainbow cabins.
Signs ordered for Pavilion side of property indicating private property and waiver signing in office.
At least 12 RV's removed from RV storage.
Notification to delinquent owners with RV storage to pay up or be towed offsite.
RV storage cleanup is currently scheduled.
Overseeing of pastures started. Rain and slick ground has been an issue.
Seven RV sites along the creek were restored from rain and flooding damage.
New signs being installed in each RV area with their original names.
Awaiting quote from Gerald Palmer to build fence between RV 4 and RV 5 using our existing materials from main entry.
Cabin 938 has new deck replacement complete from storm damage claim.
Cabin 923 deck is being replaced currently (storm damage claim)
Owner's group putting together plan to replace destroyed RV1 playground equipment. (insurance claim)
24 cabins on Chapel Hill now have conduit ran from power distribution panels.
12 of those cabins have wire pulled and ready to be connected. Other 12 have pull strings in each conduit.
Largest lottery of 2018 is first Saturday in April in the main lodge rather than the boardroom.
New wireless professional grade microphones have been received.
Two additional speakers and speaker cable are on order for owner's meeting.
Mattresses for remaining Rainbow cabins are on order.
Front office continuing training in preparation for peak season. Focus on new waivers, golf cart inspections, and RV storage agreement renewals.
Collections being more aggressive. 30+ letters on delinquent electrical bills and over 230 letters on accounts delinquent over 90 days. 60-day late letters going out.

R-Ranch in the Mountains®
65 R-Ranch Road, Dahlonega, GA 30533
www.rranch.com
706-864-6444

New RV Signs Installed

RV 1- Mountain Valley

RV 2- Willow Springs

RV 3- Covered Bridge

RV 4- Happy Hollow

RV 5- Five Spring Way

RV 7- Bear Paw Crossing



**PRIVATE PROPERTY
ALL OWNERS MUST SIGN
GUESTS IN AT THE
R-RANCH FRONT OFFICE**

**ALL GUESTS MUST HAVE A WAIVER
SIGNED BEFORE USING ANY OF THE
AMENITIES ON R-RANCH PROPERTY.
ANY GUEST UNDER 18 YEARS OF AGE
MUST HAVE THE WAIVER SIGNED BY
THEIR PARENT OR LEGAL GUARDIAN.**

Thank You!

FebrUARY Monthly Report

Re-worked Floors in 6 log Cabin

Re-worked 6 RV sites due to Flooding

Done Spot Repairs on Rainbow Cabin Road's due to Heavy Rain's

Mounted 12 electrical boxes in old Cabin for New Wiring

About 95% Finished with servicing equipment & Trucks

general Maint. and Fought the Weather

Installed new Constructed a treatment Plant
for Air Pumps

R-Ranch Stable Report

FEB 01-28, 2018

Summary:

FEB is historically our slowest month of the year and this year has been no exception. With 9 out of the 16 days available for rides in FEB it was either raining or adversely effected by wet/slippy ground conditions. This limited the opportunities for rides. Several other days we didn't have any rider activity due to uncomfortable temperatures and/or wind chill.

Although it has been a bit slow for rides at time we have been staying busy caring for the herd as well as maintaining our equipment. We continue to get support from a few hardy owners who brave the elements to come visit the horses.

FEB 20 Paula Sewell from the Georgia Department of Agriculture stopped in to conduct an unannounced inspection of our Equine facility. Ms. Suzanne happened to be in to check on a horse. I was able to provide her the info that Paula need to complete the inspection. Please see comments Paula annotated on the 2nd page of here report to the state (Encl-4_GA_AG_INSP).

Although it was mentioned last month in the JAN Stable report we lost Cheyenne in early FEB so I will restate the circumstances. *"We had to put Cheyenne Down. She was a Quarter Horse mare that was in her 20s. She has been a member of our herd for nearly 4 years. Cheyenne has been off line for months now due to Lameness caused by "Ring bone" (arthritis) in all four feet. We had initial success when our farrier applied wedges to change the angle of her hoof taking pressure off the affected joints. Unfortunately, during the recent cold weather, she damaged several tendons in her front leg most likely due to the thick mud. She has been in constant pain and nearly dead lame and would be for the rest of her life according to our veterinarian.*

We had been discussing re-homing Cheyenne but that wouldn't have helped her. Her pain was not work induced, it was chronic and significant.

We loved her and will miss her."

Events:

❖ FEB 18:

- Owner Annette Parisl #1695, brought members of the Pope High School Varsity Track Team to ride at the stables.
- Everyone seemed to have a great time.

Projects:

❖ Tie out levelling:

- We are on standby to level remaining 40% of the line when things dry out a bit.

❖ Fencing:

- Chapel Hill: Closed due to damage to the Northern (Cabin Side) fence line from the constant abuse from horses mentioned. We will have to remove, straighten, and reattach the entire Northern fence line. It will require an electric hot wire to prevent along the top as well or they will re-damage the fence.
- damaging the fence. I will develop a material list and put together an estimate. Additionally, the entire southern portion of the Rainbow Pasture from the cabins east to the maintenance road is brittle and dangerous barbed wire...I have mentioned this previously.

R-Ranch Stable Report

FEB 01-28, 2018

Trail Status: As of this week

- Trail clearance has been a constant effort due to Rain and wind damage. We are staying ahead or at least even with this.
- Trails are Inspected and cleared as required by a Stable employee prior to taking out a ride or allowing Owners (Gold Card) to take rides out on them.

Maintenance:

❖ Manure Spreader:

- We purchased a used manure spreader locally for \$400.
- We will begin dispersing the manure pile IVO the manure ramp within the next two (2) weeks.

Equine Care:

❖ Rehoming:

- With the loss of Cheyenne our top three (3) candidates for Rehoming are:
 - Dart: He is an older horse and an ex-barrel racer and is far too responsive for our riders. Owner Jessica Birmingham still wants to give him a forever-home and is completing preparation of their new home/property in order to care for him.
- We have a Lady who is interested in looking at Dodge & Sis. MTF...
 - Dodge: He is a good horse but due to his size can only carry lite riders. He is very energetic/spirited so he requires an Experienced rider. We don't get many of those here.
 - Sis: She is an ex-barrel racer and is too much horse for nearly all of our owners. We have a prospect but must wait for her recent injury to heal.

❖ Elderly Horses:

- Both Klinger and Frodo are quite old and are declining as would be expected. They still provide corral and an occasional trail ride and are always available for new horse people/kids to groom and love on. It is very unlikely we would ever be able to rehome them due to their age.

❖ Weight :

- The Herd as a whole continues to fair better than the previous year with approximately 70% gaining or maintaining their weight.
- This can be attributed to closer monitoring of weight, adjustment of feed as needed, and regular access to hay while in the pasture.
- The other 30% did not lose a significant amount of weight especially when compared to last year.

❖ Dewormer: (Due again May 2018)

- FEB 17: We treated the entire herd with Ivermectin. The new protocol recommended by veterinarians is Ivermectin every quarter and the Fall dose to include treatment for Tape-worm (Ivermectin-Gold) given after the 1st hard-freeze.
- I ordered this Quarters Dewormer from Jeffers once again. They have excellent pricing and we can treat the entire herd for less than \$70.
- The next Quarter's Dewormer will be due in MAY 2018.

R-Ranch Stable Report

FEB 01-28, 2018

❖ **Vaccine: (Due again May 2018)**

- We will administer the next Semi-annual Vaccine to all our horses in MAY. This will protect them from:
 - Eastern Encephalitis.
 - Western Encephalitis.
 - West Nile virus.
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.

❖ **Farrler / Hoof Care:**

- Our Interval between shoeing is decreasing as the spring grass starts coming in and growth accelerates. It is now between 7 & 10 weeks. I've attached the Horseshoeing List as Encl-2.

❖ **Vet:**

- Nothing significant to report for the month of JAN 2018.
- Although FEB 04 is not covered in this reporting period it would be remiss not to mention that we had to put Ms. Cheyenne down.

Herd development/training:

- Our herd count is 32.
- Suzanne's "Herd report" is attached. Please see Encl-3.

Rider & Pass #s:

2018									2014/2017/Average (3 Year Avg)				
Month	Month Riders	Month Passes	Year Riders	Year Passes	MR	MP	YR	YP	Month	Month Riders	Month Passes	Year Riders	Year Passes
JAN	91	12	91	12					JAN	126	11	126	11
FEB	68	6	159	18					FEB	87	9	213	26
MAR									MAR	167	23	394	49
APR									APR	352	56	744	106
MAY									MAY	362	46	1,076	162
JUN									JUN	351	54	1,426	209
JUL									JUL	623	69	1,950	276
AUG									AUG	277	25	2,197	302
SEP									SEP	320	41	2,466	346
OCT									OCT	302	36	2,782	407
NOV									NOV	252	35	3,034	443
DEC									DEC	107	15	3,142	458

R-Ranch Stable Report

FEB 01-28, 2018



v/r

Herbert L. Kirkover
CSM USA (RET)
Stable Manager

Enclosures:

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

Encl-2: Farrier List (2017)

Encl-3: Herd Report.

Horse Roster, Max-WGT and Ride Times

Status			Horse Info					Ride Times				As of: MAR 16, 2018		
PR	S	In	(2)	Corral:		Age	WGT	WL	10:00	11:30	1:00	2:30	Corral:	(2)
				Klinger	G	26	1,019	187					Klinger	
				Magc Man	G	18	848	145					Magc man	
PR	S	In	(6)	Beginner:					10:00	11:30	1:00	2:30	Beginner:	(6)
				Bojangle	G	16	630	105					Bojangle	
				Captain	G	19	1,097	190					Captain	
				Cash	G	18	920	146					Cash	
				Frodo	G	17	1,240	211					Frodo	
				Leo	G	14	1,358	251					Leo	
				Redman	G	17	905	166					Redman	
PR	S	In	(10)	Intermediate:					10:00	11:30	1:00	2:30	Intermediate:	(10)
				Cooley	G	14	1,137	206					Cooley	
				Dakota	G	13	1050	192					Dakota	
				Feather	M	13	1010	184					Feather	
				Jake	G	9	1,174	199					Jake	
				Jeb	G	11	1,117	201					Jeb	
				Nugget	G	15	950	169					Nugget	
				Scarlett	M	18	1,319	227					Scarlett	
				Socks	G	9	99	0					Socks	
				Splrit	G	16	763	131					Splrit	
				Tonka	G	19	1,000	181					Tonka	
PR	S	In	(13)	Experienced:					10:00	11:30	1:00	2:30	Experienced:	(13)
				Chilli	M	16	1,077	198					Chilli	
				Cougar	M	16	1,057	182					Cougar	
				Dart	G	23	1,257	226					Dart	
				Dodge	G	20	900	155					Dodge	
				Ed	G	21	1,025	188					Ed	
				El Dorado	G	16	1,070	189					El Dorado	
				Fancy	M	14	990	174					Fancy	
				Maddie	M	11	1,087	197					Maddie	
				Molly	M	16	1,180	199					Molly	
				Pickles	G	14	1,057	193					Pickles	
				Scoot	G	11	990	175					Scoot	
				Sis	M	17	1,200	215					Sis	
				Thorpe	G	13	1,247	217					Thorpe	
PR	S	In	(1)	Offline:					10:00	11:30	1:00	2:30	Offline:	(1)
				Bella	M	9	1511	264					Bella	

Status	Horse	#	3/1/2018	3/8/2018	3/15/2018	3/22/2018	3/29/2018	4/5/2018
Barefoot	Bella	1	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly
	Bojangle	2	5-WK	6-WK	7-WK	8-WK		
	Captain	3		1-WK	2-WK	3-WK		
	Chili	4		1-WK	2-WK	3-WK		
	Ed	5	13-WK		1-WK	2-WK		
	Fancy	6	2-WK	3-WK	4-WK	5-WK		
	Fancy-Girl	7				1-WK		
	Feather	8	1-WK	2-WK	3-WK	4-WK		
	Frodo	9	2-WK	3-WK	4-WK	5-WK		
	Jake	10	1-WK	2-WK	3-WK	4-WK		
	Klinger	11	6-WK	7-WK	8-WK	9-WK		
	Maddie	12	2-WK	3-WK	4-WK	5-WK		
Barefoot	Magician	13	12-WK	13-WK	14-WK	15-WK		
	Pickles	14	6-WK	7-WK	8-WK	9-WK		
	Redman	15		1-WK	2-WK	3-WK		
	Socks	16	5-WK	6-WK	7-WK	8-WK		
Barefoot	Spirit	17	16-WK	17-WK	18-WK	19-WK		
	Cash	18		1-WK	2-WK	3-WK		
	Cooley	19	1-WK	2-WK	3-WK	4-WK		
	Cougar (M)	20	9-WK		1-WK	2-WK		
	Dakota	21	8-WK	9-WK		1-WK		
	Dart (G)	22	13-WK		1-WK	2-WK		
	Dodge	23	6-WK	7-WK	8-WK	9-WK		
	El Dorado	24	5-WK	6-WK		8-WK		
	Jeb	25	10-WK		1-WK	2-WK		
	Leo	26	5-WK	6-WK	7-WK	8-WK		
	Molly	27	6-WK	7-WK		1-WK		
	Nugget	28	3-WK	4-WK	5-WK	6-WK		
	Scarlett	29	6-WK	7-WK	8-WK	9-WK		
	Scout	30	3-WK	4-WK	5-WK	6-WK		

Barefoot	Sis	31		1-WK	2-WK	3-WK		
	Thorpe	32	1-WK	2-WK	3-WK	4-WK		
Barefoot	Tonka	33		1-WK	2-WK	3-WK		

Total: \$340.00 \$280.00 Carried Fwd \$0.00 \$0.00 \$0.00

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

10-WK

FEBRUARY 2018 STABLE REPORT

General Health and Welfare

The horses are all in good shape this month, keeping their weight up nicely. Grass is starting to come in and our hay is holding up well. We should have plenty of hay to get us through until our first cutting.

Individual Health Issues

Jake: No more choking episodes for Jake. Yay! It seems his new food regimen has done the trick, though I will hold off celebrating for at least another month. Don't want to jinx him.

Jeb: Jeb's allergies have worsened. As the weather warms up, the molds and plant allergens really come out. That seems to be the trigger for his breathing issues. He is currently offline and we are consulting with Dr. Eddy about treatment. In the past, these issues have cleared up when we stop feeding round bales, but there are drugs that can ease his breathing until that happens.

Sis: In early February Sis gashed her rear left leg just above her fetlock joint. She was in Lodge Pasture at the time, so how she did this is an absolute mystery. Horses seem capable of cutting themselves open on air sometimes. Herb and I decided to try stitches, though this is a difficult area to stitch on a horse leg. Dr. Emily was on call and did a great job. We put Sis and her pasture buddy up in stalls or the corral, depending on weather. Unfortunately, after about a week, Sis managed to rip the stitches out. Awesome work, Sis! Leaving us a bigger, nastier wound to deal with than what you started with. And a Type II wound, which is a very slow healing process, involving lots of bandaging on Sis's lightning quick back leg. Good times.

Although Herb and Brandon found it amusing watching me almost get my ear kicked off numerous times, we have come up with a foolproof technique and are now bandaging pros. We did have a little proud flesh start (an overgrowth of tissue that looks like cauliflower), but a steroid cream got it under control. She is doing great and will be back out with her buddies soon, She is sound on that leg and I think the scarring will be minimal.

Behavioral Issues and Training

No behavioral issues to report with the horse herd. Herb and Brandon remain unmanageable.

Training is going well, though weather was still difficult in February. Rain, rain and more rain.

Our new horse, **Fancypants**, is doing great. Taylor and I have been working with her and riding her on the trails. She is doing really well in that area. Sadly, she does not care much for the corral. I will continue to work with her. She may have had little experience working in a corral and just

needs some time to figure it out. Or, like Feather, she may hate corral work with the fire of a thousand white-hot suns. Either way, she should be a great trail horse for R-Ranch. She's fairly young and has been ridden very lightly, so has many solid years ahead of her.

Magle continues to do some light trail work and has taken some young kids around the corral. He is a total pro, even after such a long layoff.

Suzanne Wandersee, Assistant Stable Manager, Trainer, and Leg Bandaging Specialist



**Georgia Department of Agriculture
Companion Animal/Equine Division**

19 Martin Luther King Jr. Dr. SW, Rm. 122 Atlanta, Georgia 30334
Phone: 1-404-656-4914
Website: <http://agr.georgia.gov/>

Gary W. Black
Commissioner

Inspection ID

52588

Equine Inspection Report

Inspection ID	Inspection Reason	Inspection Date	Inspection Start Time	Inspection End Time	Inspector Name
52588	REGULAR/ROUTINE INSPECTION	2/20/2018	1:45 PM	3:00 PM	PAULA SEWELL

EST NO	EST NAME	Type	License No
109599	R-Ranch In the Mountains Ranch Owners As	EQUINE STABLE	35109599

Physical Address	Physical City	Physical State	Physical Zip Code	County
65 R Ranch Rd	Dahlonega	GA	30533	LUMPKIN

Requirements Details

Premises	Current License Displayed	Housekeeping	Lighting	Adequate Temperature Control	Adequate Ventilation	Fire Extinguishing Device				
	Pass	N/A	N/A	N/A	N/A	Pass				
Enclosures	Space Requirement	Interior Surface	Structural Strength	Shelter / Elements	Drainage					
	N/A	N/A	Pass	Pass	N/A					
Performance	Record Keeping	Storage	Pest Control	Sanitation	Waste Disposal					
	N/A	N/A	Pass	Pass	N/A					
Animal Care	Class Separation	Adequate Food	Adequate Water	Selling or Adopting Injured or Diseased or Abnormal Animals	Minimum Age	Tethering	Euthanasia	Humane Care	Negative Coggins	Evacuation Plan
	N/A	Pass	Pass	N/A	N/A	N/A	N/A	Pass	Pass	Pass

Equine Animal Details

Total # of Equine
33

Follow Up Status Information

Follow Up Date	Follow Up Reason	Follow Up Duration	Animal Types
	N/A		

Follow Up Notes

Action Information

Quarantine Issued	SS (Stop Sale)	SU (Stop Use)	SM (Stop Movement)	Quarantine Issue Date	Disease type
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

Complaint Unfounded	Complaint Resolved	Complaint Resolved Date	Complaint Case Number	Action Notes
<input type="checkbox"/>	<input type="checkbox"/>		0	



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Violation Information

Stable Inspection Information

Boarding	Full	Partial	Pasture	Breeding	Training
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lessons	Trail rides	Pony Rides	Carriage Rides	Events	Other
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Equine Routine Check-Up Details

Special Note

This is a Routine Inspection on the above Licensed Equine Facility. This facility offers Trail riding. There are 33 horses on the property. These horses are in good body condition and receiving humane care. All coggins are current and this license is Active. This facility is very well maintained at this time of inspection. I met with Suzanne Wandersee the Assistant Barn manager. Herb Kirkover is the Manager. Dr. Eddy with Equine Medical in Gainesville is the attending vet. This facility passes all requirements for a Stable License. Owner information updated into system. A copy of this report will be sent to: stables@ranchga.com

Shelter / Barn

Well maintained barn on property. Horses are mainly kept in pastures and brought to the barn as needed. Trees in pastures

Pasture

Approx. 200 acres of property with cross fenced and separate good grass pastures.

Hay

Sufficient hay

Grain

Sufficient grain

Water

All horses have access to water

Courtney's Sales Report

Generated By:

Courtney Greene
R-Ranch in the Mountains
3/7/2018 2:49 PM

Filtered By:

Date Field: Close Date equals Custom (2/1/2018 to 2/28/2018)
Show: All opportunities
Opportunity Status: Closed Won
Probability: All

Sorted By:

Close Month: Close Month - Sorted ascending
Type: Type - Sorted ascending

Close Date	Owner Number	Account Name	Lead Source	Stage	Fiscal Period
Close Month: 2/1/2018 (6 records)					
Type: Ownership (2 records)					
2/6/2018	323	Brenda & Jack Cook	Atlanta RV Show 2018	Sale Complete	Q1-2018
2/10/2018	444	Jason Griffin	Atlanta RV Show 2018	Sale Complete	Q1-2018
Type: Transfer (4 records)					
2/9/2018	349	Don Cassidy	Owner Transfer	Transfer Complete	Q1-2018
2/20/2018	211	Charles Roland	Transfer	Transfer Complete	Q1-2018
2/22/2018	551	Diana Mouzon	Owner Transfer	Transfer Complete	Q1-2018
2/28/2018	787	Jill Saway	Transfer	Transfer Complete	Q1-2018
Grand Totals (6 records)					

Confidential Information - Do Not Distribute

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Tasks and Appointments

Generated By:

Courtney Greene
 R-Ranch in the Mountains
 3/9/2018 12:55 PM

Date Field: Date equals Custom (2/1/2018 to 2/28/2018)

Date	Company / Account	Opportunity	Lead	Subject	Priority	Status	Task
2/1/2018	Barbara Agard	Barbara Agard-	-	Email: R-Ranch in the Mountains	Normal	Completed	1
2/2/2018	Ramona Phillips	Ramona Phillips-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/2/2018	Dennis Stanford	-	Dennis Stanford	Email: R-Ranch Ownership!	Normal	Completed	1
2/2/2018	Charles Roland	Charles Roland-	-	Tour	Normal	Completed	1
2/6/2018	Libby Masters	-	Libby Masters	Email: R-Ranch Ownership!	Normal	Completed	1
2/6/2018	Libby Masters	-	Libby Masters	Email: R-Ranch	Normal	Completed	1
2/7/2018	Charles Roland	Charles Roland-	-	Call	Normal	Completed	1
2/8/2018	Angie Bell	Angie Bell-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/8/2018	Tiffany Cooper	Tiffany Cooper-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/8/2018	Megan Kelly	Megan Kelly-	-	2 Night Stay Winner	Normal	Completed	1
2/9/2018	Ellen Garity	-	Ellen Garity	Email: R-Ranch Ownership!	Normal	Completed	1
2/10/2018	Cory Whitt	-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/10/2018	Charles Roland	Charles Roland-	-	Call	Normal	Completed	1
2/13/2018	Kenneth Johnson	-	Kenneth Johnson	Email: R-Ranch Ownership!	Normal	Completed	1
2/13/2018	cindy deminsky	-	cindy deminsky	Email: Transfer	Normal	Completed	1
2/15/2018	Diana Mouzon	Diana Mouzon-	-	Tour	Normal	Completed	1
2/16/2018	Arnold Reed	Arnold Reed-	-	Tour	Normal	Not Started	1
2/16/2018	Brittany Jones	Brittany Jones-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/16/2018	Brittany Jones	Brittany Jones-	-	Email: R-Ranch	Normal	Completed	1
2/16/2018	Billy Kellner	-	Billy Kellner	Email: R-Ranch Ownership!	Normal	Completed	1
2/16/2018	Diana Mouzon	Diana Mouzon-	-	Call	Normal	Completed	1
2/17/2018	Billy Kellner	Billy Kellner-	-	Emailed	Normal	Completed	1

2/17/2018	Billy Kellner	Billy Kellner-	-	Email: R-Ranch Ownership!	Normal	Completed	1
2/17/2018	Charles Skowron	Charles Skowron-	-	Tour	Normal	Completed	1
2/18/2018	Scott Barresi	-	-	Tour	Normal	Completed	1
2/18/2018	Thomas Bishop	-	-	Email: Ownership Information	Normal	Completed	1
2/20/2018	Rich Marino	Rich Marino-	-	Call	Normal	Completed	1
2/21/2018	Billyjo LaPratt	Billyjo LaPratt-	-	Email: R-Ranch in the Mountains	Normal	Completed	1
2/21/2018	Pamela Brown	Pamela Brown-	-	Email: Ownership Information	Normal	Completed	1
2/21/2018	Hannah Orth	-	-	Email: Ownership Information	Normal	Completed	1
2/21/2018	Bill Dale	-	-	Email: Ownership Information	Normal	Completed	1
2/21/2018	Pamela Brown	-	-	2 Night Stay Winner	Normal	Completed	1
2/21/2018	Jill Saway	-	-	Call	Normal	Completed	1
2/21/2018	Rich Marino	Rich Marino-	-	Emailed	Normal	Completed	1
2/21/2018	Jill Saway	Jill Saway-	-	Tour	Normal	Completed	1
2/22/2018	Jill Saway	Jill Saway-	-	Call	Normal	Completed	1
2/23/2018	Jason and Erin Bergstrom	Jason and Erin Bergstrom-	-	Call	Normal	Completed	1
2/23/2018	Jill Saway	Jill Saway-	-	Email	Normal	Completed	1
2/24/2018	revati aturi	revati aturi-	-	Email: Ownership Information	Normal	Completed	1
2/24/2018	JoAnn Grooms	JoAnn Grooms-	-	Email: Ownership Information	Normal	Completed	1
2/24/2018	Hope Merrill	Hope Merrill-	-	Email: Ownership Information	Normal	Completed	1
2/26/2018	Adam Jordan	Adam Jordan-	-	Email: Ownership Information	Normal	Completed	1
2/26/2018	Jason Jackson	Jason Jackson-	-	Email: Ownership Information	Normal	Completed	1
2/26/2018	Jill Saway	-	-	Tour	Normal	Completed	1
2/26/2018	Jason and Erin Bergstrom	-	-	Call	Normal	Completed	1
2/26/2018	Jason and Erin Bergstrom	-	-	Emailed	Normal	Completed	1
2/26/2018	Rich Marino	Rich Marino-	-	Emailed	Normal	Completed	1
2/26/2018	Rich Marino	Rich Marino-	-	Tour Scheduled	Normal	Completed	1
2/26/2018	Jill Saway	Jill Saway-	-	Call	Normal	Completed	1
2/26/2018	Jason and Erin Bergstrom	Jason and Erin Bergstrom-	-	Email	Normal	Completed	1
2/28/2018	Charles Skowron	Charles Skowron-	-	Call	Normal	Completed	1
2/28/2018	Jason and Erin Bergstrom	Jason and Erin Bergstrom-	-	Email	Normal	Completed	1
Grand Totals (503 records)							

Summary for March 2018 Board Meeting

Total Income for February 2018	
Wedding Cash Accounting	\$2,500
Events Cash Accounting	\$4,450
Total Income for January 2018	\$6,950

6 Wedding Tours

Total Expenses for January 2018	\$5,338
Net	\$1,612 OVER

(elect., propane, comm)

Projected Cash Value of Weddings and Events in 2018

Total Value of Weddings and Events	\$65,120	16 Weddings
Less Deposits Collected in 2017	\$15,000	6 Revenue-Producing Events
	\$50,120	29 Non-Revenue Producing Events

HOUSEKEEPING REPORT FEBRUARY 2018

This month we have cleaned 17 Rainbow Lake duplex cabins, 42 Rainbow Lake single cabins, 6 Chapel Hill cabins, and 4 rentals for a total of 69 cabins. We have gotten 5 more cabins deep cleaned which leaves 7 more to go, 3 of which are the rental cabins. We have also been going through and sanding off all the graffiti in the cabins so that when we pick up again, we will be better able to notice if someone has written on the walls. There were 3 linen kits sold this month which are the first to go out this year.

Our new commercial washer is working great after maintenance got it up on a concrete slab. The dryer however has been having problems. The insulation came in and maintenance got that installed and the dryer was fine for about a week. Then, it started making a loud noise while it was running. A piece had broken in the back. Maintenance ordered the part for it and got it put back together and now it is running like new.

Front Office Monthly Report February 2018

- ❖ We have gotten about ¹³~~12~~ RV's out of RV Storage mainly the ones that were ruined.
- ❖ We have got the Arena Overflow cleaned out, so no more RV's there.
- ❖ We have been cleaning up the Check In/Out List from the Reservation system.
- ❖ We continue to have owners upset about some of the rules. For instance, had an owner say, "We haven't followed the rules of the R-Ranch in 3 or 4 years. Why should we start now?" We appreciate the Board's continued support in enforcing the Policies and Guidelines.
- ❖ We do realize that a few of our new team members are still learning. We expect to have them trained by start of season or we will start looking for 1 or 2 part timers to take their place. We want to have and maintain strong team members who can grasp the Policies and Guidelines and support the Ranch in a positive way.

MARKETING COMMITTEE MEETING MINUTES ---

3/15/18

ROLL CALL: Christy Griffin, Holly Sell, Carolyn Ponte, Rick Upton, Courtney Greene Absent: Carol Dominy, Paulette Rice, Ashley Spenner, Charlotte Crane

CURRENT BUSINESS:

Open House – April 7th – Per Carolyn we have Brad Kopen for background acoustic music, a \$500 sponsorship from Mark Tuggle as well as \$775 in the budget. We will purchase beer and wine for a wine tasting table and are waiting for a quote from Events By Design for food. We can always fall back on Costco and plate it with nice china, chafing dishes, etc. We will place a “Private Party” sign to keep this for prospective owners only. We will find someone (hopefully a marketing committee member) to check in guests and ensure Owners know this is a private event.

Budget – All funds basically allocated until July timeframe.

Billboard – Waiting until June for budget purposes

RV Signs – New directional sign is up. RV section signs: Most are up and mounted, they will be done by Open House.

Clean-Up Day – March 31st to get ready for Open House Tours. We need one person to head up the effort and ride around and ensure everyone knows what needs to be done.

UPCOMING EVENTS:

Open House – April 7th

Rodeo – June 15/16

Parks & Recreation Event: Courtney checking on dates/cutoffs/options

NEXT MEETING: April 19, 2018

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