



**R-Ranch in the Mountains
Board of Director's Meeting
May 21, 2022
Agenda**

- I. CALL TO ORDER— Jesse Stout, President**
 - II. OPENING PRAYER- Genna Harmon**
 - III. PLEDGE OF ALLEGIANCE- Jeff Miller**
 - IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
 - V. SUSPEND READING April 2022 BOD Meeting**
 - VI. SUSPEND READING April 2022 Owners Meeting**
 - VII. APPROVE/AMEND/ACCEPT April 2022 BOD MEETING MINUTES**
 - VIII. APPROVE/AMEND/ACCEPT April 2022 OWNER MEETING MINUTES**
 - IX. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith**
 - b. Executive Director's Report**
 - c. R-Ranch Grounds Report**
 - d. Stables report**
 - e. Sales Report**
 - f. Events Report**
 - g. Treasurer's Report**
 - h. President's Report**
- STANDING COMMITTEE REPORTS – Attached where submitted**
- 1. Accommodations Committee**
 - 2. Covenants/Bylaws/Policy & Guidelines Committee**
 - 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**



- X. OLD BUSINESS-**
 - a) RV 4 repair/ bridge**

- XI. NEW BUSINESS-**
 - a) Assign R-Ranch Committee Board liaisons**

- XII. ADJOURN GENERAL MEETING**
Time: _____

The next meeting of the R-Ranch Board of Directors will be held on June 18, 2022 at 9:30 A.M. in the R-Ranch board room.

- XIII. EXECUTIVE SESSION – Yes**
- XIV. WORKING SESSION – No**



**R-Ranch in the Mountains
Board of Director's Meeting
April 23, 2022
Meeting Minutes**

In attendance: In attendance: Marc Armstrong (President), Jesse Stout (Vice President), Becky Mooney (Treasurer), Holly Sell (Secretary), Genna Harmon, Iris Koplen, Randy Mercler, and Cecil Pacetti

- I. CALL TO ORDER– President, Marc Armstrong**
- II. OPENING PRAYER- Genna Harmon**
- III. PLEDGE OF ALLEGIANCE- Randy Mercler**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING MARCH 2022 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT MARCH 2022 BOD MEETING MINUTES**
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith**
 - b. Executive Director's Report**

STANDING COMMITTEE REPORTS – Attached where submitted

- 1. Accommodations Committee- Blaine proposed the idea to re-introduce some multi-year premium RV sites in which the owner would be required to pay for a concrete pad. Stating that this would benefit the ranch as a whole. Iris made the motion to table the conversation until a later time, seconded by Marc, all in favor.**

VIII. OLD BUSINESS-

- a) Board further discussed the idea of the Ranch Director, Blaine, to have the ability to sign checks per the R-Ranch Bylaws. Becky made the motion to allow the Executive Director to sign checks less than \$500, in case of emergencies only, and all court checks. An email would be required to the Executive Committee for awareness. Motion was seconded by Iris, all in favor.**

IX. NEW BUSINESS-

- a) NA**

X. ADJOURN GENERAL MEETING

Time: 10:21 AM



The next meeting of the R-Ranch Board of Directors will be held on April 23, 2022 for the Owner's Meeting at 1:00 P.M. in the R-Ranch lodge.

- XI. EXECUTIVE SESSION – YES**
- XII. WORKING SESSION – No**



R-Ranch In the Mountains

Owner's Meeting

April 23, 2022

Minutes

In attendance: In attendance: Marc Armstrong (President), Jesse Stout (Vice President), Becky Mooney (Treasurer), Holly Sell (Secretary), Ganna Harmon, Iris Koplen, Randy Mercler, and Cecil Pacetti

- I. Call to Order- President, Marc Armstrong**
- II. Welcome- Marc Armstrong**
- III. Opening Prayer- Cecil Pacetti**
- IV. Pledge of Allegiance- Randy Mercler**
- V. Review Agenda/Amend Agenda/Approve Agenda as written/Accept Agenda as written- Motion to approve made by Randy, seconded by Iris**
- VI. Honor Military/Veterans/Public Service Personnel- Herb Kirkover**
- VII. Recognize outgoing BOD (Marc Armstrong, Cecil Pacetti, and Randy Mercler) – Jesse Stout**
- VIII. Recognize R-Ranch Volunteers- Randy Mercler**
- IX. Introduction of R-Ranch Staff – Blaine Griffith**
- X. Introduction of Nominating Committee (Christy Griffin)- Marc Armstrong**
- XI. Explanation of Election/Voting Procedures- Christy Griffin**
- XII. Introduction of Candidates- Christy Griffin**
- XIII. Ask for Nominations form the Floor- Christy Griffin**
- XIV. Individual Candidates Speak- Christy Griffin**
- XV. Adjourn for voting- Marc Armstrong, 20 min**
- XVI. Reconvene Meeting- Marc Armstrong 2:03 pm**
- XVII. Announce October Owner's Meeting Sat Oct. 22nd /Monthly BOD Meeting 3rd Sat each month- Marc Armstrong**
- XVIII. Treasurer's Financial Report- Blaine Griffith**
- XIX. Director's Report- Blaine Griffith**
- XX. Accommodations Committee- Cindy Simoes**
- XXI. Rodeo Report- Valorie Lottes**
- XXII. RV6 Committee- Blaine**
- XXIII. Marketing Committee- Jason Stovall**
- XXIV. Upcoming Activities- Monique Stovall**
- XXV. Announce 2022 – 2023 Nominating Committee- Daniel Edmonds**
- XXVI. Brief Owner's Q&A- Marc Armstrong**



- XXVII. Announce Election Results- Christy Griffin- Owner's voted onto the board for 3 year terms: Debi Chandler, Jeff Miller and Barry Uhi. Jaclyn Woodman will serve a two year term of a vacated board seat.**
- XXVIII. Get the keys from the outgoing BOD- Marc Armstrong**
- XXIX. Instruct BOD to go to the board room to elect Executive Officers- Marc Armstrong**
- XXX. Next BOD Meeting Sat May 21st – Marc Armstrong**
- XXXI. Adjourn Meeting- Marc Armstrong**

- XXXII. ADJOURN GENERAL MEETING**
Time: _3:42 pm__

R-Ranch In the Mountains® Budget vs. Actuals: 2022 - FY22 P&L

| | Apr 2022 | | | Total | | |
|------------------------------------|------------|------------|-------------|------------|--------------|-------------|
| | Actual | Budget | over Budget | Actual | Budget | over Budget |
| Income | | | | | | |
| 4000 Admin - Assessments | 183,824.12 | 182,871.00 | 20,853.12 | 808,380.88 | 1,424,485.00 | -815,114.34 |
| 4002 Admin - Child Rights | | 0.00 | 0.00 | 0.00 | 3,827.00 | -3,827.00 |
| 4004 Admin - Interest | 0.85 | 7.00 | -6.35 | 1.84 | 84.00 | -82.16 |
| 4006 Admin - Fines & Fees | 175.00 | 100.00 | 75.00 | 717.48 | 1,200.00 | -482.52 |
| 4008 Admin - Late Fees & FC | 78.82 | 1,401.00 | -1,324.18 | 487.83 | 17,828.00 | -17,330.17 |
| 4010 Admin - Ownership Sales | -860.00 | 1,980.00 | -2,870.00 | 1,423.35 | 23,880.00 | -22,456.65 |
| 4012 Admin - Ownership Transfers | 3,335.00 | 2,081.00 | 1,274.00 | 11,483.75 | 24,732.00 | -13,288.25 |
| 4014 Admin - Day Use | | 0.00 | 0.00 | 0.00 | 631.00 | -631.00 |
| 4016 Admin - Sales - Ice | 331.99 | 222.00 | 109.99 | 678.68 | 4,542.00 | -3,863.31 |
| 4018 Admin - Sales - Propane | 1,000.40 | 888.00 | 134.40 | 8,308.95 | 8,507.00 | -2,197.05 |
| 4020 Admin - Sales - Souvenirs | 188.85 | 244.00 | -57.45 | 945.18 | 1,706.00 | -760.84 |
| 4022 Admin - Sales - Firewood | 210.00 | 1.00 | 209.00 | 440.00 | 12.00 | 428.00 |
| 4024 Admin - Sales - Gate Cards | 50.00 | 8.00 | 42.00 | 100.00 | 218.00 | -118.00 |
| 4026 Admin - Sales - Store | 821.00 | 844.00 | 77.00 | 3,033.18 | 8,840.00 | -5,806.81 |
| 4028 Admin - Vending Income | | 110.00 | -110.00 | 1,709.81 | 3,027.00 | -1,317.49 |
| 4029 Golf Cart Rental | 1,150.00 | | 1,150.00 | 1,860.00 | 0.00 | 1,860.00 |
| 4030 Admin - Stables - Riding Pass | 900.00 | 1,484.00 | -584.00 | 2,520.00 | 13,687.00 | -11,157.00 |
| 4034 Admin - Stables - Fundraiser | 380.00 | 100.00 | 280.00 | 380.00 | 900.00 | -540.00 |
| 4038 Admin - Recovery of Bad Debt | 2,893.88 | 119.00 | 2,874.88 | 10,840.72 | 3,823.00 | 7,017.72 |
| 4038 Admin - RV Adoptions | 7,200.00 | 11,700.00 | -4,500.00 | 38,900.00 | 92,000.00 | -53,100.00 |
| 4040 Admin - Cabin Adoptions | 4,572.00 | 3,782.00 | 790.00 | 8,316.00 | 21,898.00 | -13,282.00 |
| 4042 Admin - RV Moves | 925.00 | 1,250.00 | -325.00 | 2,180.00 | 12,378.00 | -10,198.00 |
| 4046 Admin - Sponsored Events | | 0.00 | 0.00 | -100.00 | 600.00 | -700.00 |
| 4048 Admin - Pet Fees | 40.00 | 50.00 | -10.00 | 90.00 | 1,200.00 | -1,110.00 |
| 4200 RV - Electric - Usage Fee | 8,887.50 | 9,221.00 | -333.50 | 32,436.28 | 96,811.00 | -64,474.74 |
| 4202 RV - Electric - Quarterly | 3,819.36 | 2,088.00 | 1,423.36 | 13,823.38 | 37,440.00 | -23,616.62 |
| 4206 RV - Monthly Adoptions | | 0.00 | 0.00 | 0.00 | 2,351.00 | -2,351.00 |
| 4208 RV - Yearly Adoptions | 2,400.00 | 3,900.00 | -1,500.00 | 12,488.00 | 30,800.00 | -18,144.00 |
| 4210 RV - Guest & Group | 1,633.80 | 1,088.00 | 845.80 | 8,484.50 | 20,808.00 | -15,343.50 |
| 4300 Cabin - Electric - Usage | 2,188.88 | 3,744.00 | -1,557.14 | 8,488.88 | 37,184.00 | -28,695.12 |
| 4302 Cabin - Electric - Quarterly | 794.18 | 882.00 | -87.82 | 3,337.20 | 10,341.00 | -7,003.80 |
| 4308 Cabin - Adoptions | 1,524.00 | 1,281.00 | 283.00 | 2,618.00 | 7,188.00 | -4,563.00 |
| 4308 Cabin - Guest & Group | 3,038.31 | 3,360.00 | -314.69 | 11,888.05 | 34,818.00 | -23,328.95 |
| 4310 Cabin - Cottage | 3,721.00 | 2,737.00 | 884.00 | 9,203.00 | 34,838.00 | -25,635.00 |
| 4400 Lodge - Weddings | 15,828.00 | 5,000.00 | 10,828.00 | 51,332.00 | 74,000.00 | -22,668.00 |

| | | | | | | |
|-------------------------------------|----------------------|----------------------|---------------------|----------------------|------------------------|-------------------------|
| 4402 Lodge - Events | 1,130.00 | 3,000.00 | -1,870.00 | 6,559.53 | 18,308.00 | -8,748.47 |
| 4500 Capital Improve - RV | 2,400.00 | 3,900.00 | -1,500.00 | 12,300.00 | 30,600.00 | -18,300.00 |
| 4502 Capital Improve - Cabins | 1,824.00 | 1,261.00 | 263.00 | 2,772.00 | 7,199.00 | -4,427.00 |
| 4504 Capital Imp - Intreat | 4.97 | | 4.97 | 18.82 | 0.00 | 18.82 |
| 4506 - CAP IMP - OPERATING | | | 0.00 | 30,722.10 | 0.00 | 30,722.10 |
| 4600 Legal - Admin - 1 | 980.00 | 1,184.00 | -204.00 | 3,770.38 | 14,208.00 | -10,437.64 |
| 4700 Rodeo - Tickets | | 0.00 | 0.00 | 535.49 | 19,931.00 | -19,395.51 |
| 4702 Rodeo - Parking | | 0.00 | 0.00 | 35.00 | 3,046.00 | -3,011.00 |
| 4704 Rodeo - Vendors | 200.00 | 233.00 | -33.00 | 300.00 | 3,641.00 | -3,341.00 |
| 4706 Rodeo - Sponsors | | 233.00 | -233.00 | 0.00 | 13,700.00 | -13,700.00 |
| 4710 Rodeo - Souvenirs | | 0.00 | 0.00 | 12.00 | 2,000.00 | -1,988.00 |
| Non Profit Income | 1,500.00 | | 1,500.00 | 7,015.00 | 0.00 | 7,015.00 |
| Payment 2 (Conversion) | 10,102.19 | | 10,102.19 | 18,369.71 | 0.00 | 18,369.71 |
| Sales of Product Income | | | 0.00 | 8,574.81 | 0.00 | 8,574.81 |
| Total Income | \$ 288,890.22 | \$ 232,360.00 | \$ 36,320.22 | \$ 942,803.22 | \$ 2,165,708.00 | -\$ 1,223,204.78 |
| Gross Profit | \$ 288,890.22 | \$ 232,360.00 | \$ 36,320.22 | \$ 942,803.22 | \$ 2,165,708.00 | -\$ 1,223,204.78 |
| Expenses | | | | | | |
| Total Expenses | | | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.00 |
| Net Operating Income | \$ 288,890.22 | \$ 232,360.00 | \$ 36,320.22 | \$ 942,803.22 | \$ 2,165,708.00 | -\$ 1,223,204.78 |
| Other Income | | | | | | |
| Late Fee Income | 359.01 | | 359.01 | 749.25 | 0.00 | 749.25 |
| Total Other Income | \$ 359.01 | \$ 0.00 | \$ 359.01 | \$ 749.25 | \$ 0.00 | \$ 749.25 |
| Other Expenses: | | | | | | |
| 6000 Employee - Payroll/Salary | 82,013.23 | 82,446.86 | -10,432.33 | 222,380.20 | 811,792.28 | -589,412.08 |
| 6002 Employee - Payroll Tax | 4,159.07 | 8,917.00 | -4,757.93 | 31,787.84 | 77,284.00 | -45,496.16 |
| 6004 Employee - Payroll Fees & Exp | 2,029.46 | 1,124.00 | 905.46 | 4,071.09 | 9,738.00 | -5,666.91 |
| 6006 Employee - Benefits | 5,430.97 | 6,400.00 | -969.03 | 27,558.82 | 74,400.00 | -46,841.18 |
| 6007 Employee - IRA | 504.89 | 400.00 | 104.89 | 3,220.93 | 4,800.00 | -1,579.07 |
| 6008 Employee - Workers Comp | 4,078.00 | 3,181.00 | 917.00 | 13,079.00 | 37,932.00 | -24,853.00 |
| 6010 Employee - Commissions | 716.00 | 650.00 | 66.00 | 716.00 | 7,800.00 | -7,084.00 |
| 6012 Admin - Accounting Fees | | 1,700.00 | -1,700.00 | 0.00 | 5,325.00 | -5,325.00 |
| 6014 Admin - Bank Fees | -4.95 | 138.00 | -142.95 | 82.40 | 775.00 | -692.60 |
| 6016 Admin - Business Fees | | 450.00 | -450.00 | 145.00 | 1,981.00 | -1,836.00 |
| 6018 Admin - IT | 557.48 | 2,200.00 | -1,642.54 | 11,593.41 | 26,400.00 | -14,806.59 |
| 6020 Admin - Dues & Subscriptions | 51.40 | 294.00 | -242.60 | 449.56 | 3,578.00 | -3,128.44 |
| 6022 Admin - Emp Develop & Training | 57.24 | 34.00 | 23.24 | 772.87 | 1,339.00 | -566.13 |
| 6024 Admin - Acknowledgements | 123.06 | 50.00 | 73.06 | 899.82 | 580.00 | 319.82 |
| 6026 Admin - Merchant Services | -538.38 | | -538.38 | 827.86 | 0.00 | 827.86 |
| 6028 Admin - Mileage Reimbursement | | 97.00 | -97.00 | 289.60 | 513.00 | -223.40 |
| 6030 Admin - Office Build M&R | 800.00 | 6.00 | 794.00 | 900.00 | 801.00 | 99.00 |
| 6032 Admin - Office Expense | 303.10 | 640.00 | -336.90 | 1,290.88 | 4,998.00 | -3,707.12 |
| 6034 Admin - Printing / Copying | 549.13 | 384.00 | 165.13 | 2,802.84 | 7,015.00 | -4,212.16 |

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|-------------------------------------|-----------|-----------|-----------|-----------|------------|------------|
| 8038 Admin - Shipping / Postage | 10.00 | 184.00 | -184.00 | 1,086.43 | 3,721.00 | -2,836.57 |
| 8038 Admin - Internet/Cell/Teleph | 1,478.60 | 1,719.00 | -240.40 | 8,707.49 | 20,828.00 | -13,820.51 |
| 8044 Admin - Insurance - PL&A | 29,818.75 | 30,898.00 | -1,079.25 | 80,883.50 | 122,782.00 | -82,228.50 |
| 8048 Admin - Property Taxes | 38,836.00 | 8,189.00 | 27,477.00 | 45,798.00 | 100,821.00 | -55,128.00 |
| 8048 Admin - Sales - Ice - 1 | | 87.00 | -87.00 | 0.00 | 2,874.00 | -2,874.00 |
| 8050 Admin - Sales - Propane - 1 | | 773.00 | -773.00 | 4,211.22 | 7,910.00 | -3,698.78 |
| 8052 Admin - Sales - Souvenirs - 1 | | 338.00 | -338.00 | 737.80 | 1,883.00 | -825.40 |
| 8054 Admin - Sales - Gate Cards - 1 | | 0.00 | 0.00 | 0.00 | 814.00 | -814.00 |
| 8056 Admin - Sales - Firewood - 1 | | 0.00 | 0.00 | 450.00 | 6.00 | 444.00 |
| 8058 Admin - Sales - Store - 1 | 888.83 | 444.00 | 544.83 | 1,551.88 | 6,038.00 | -4,484.44 |
| 8058 Admin Golf Cart Rental Expense | 1,484.85 | | 1,484.85 | 1,484.85 | 0.00 | 1,484.85 |
| 8060 Admin - Sporting Equipment | | 0.00 | 0.00 | 0.00 | 400.00 | -400.00 |
| 8062 GPM - Equip Rental | 44.45 | 34.00 | 10.45 | 585.29 | 408.00 | 177.29 |
| 8064 GPM - Equip Repair | 1,989.97 | 1,444.00 | 525.97 | 6,087.77 | 13,020.20 | -6,882.43 |
| 8066 GPM - Fence / Pasture | 4,301.53 | 178.00 | 4,125.83 | 7,842.71 | 11,739.00 | -3,799.29 |
| 8068 GPM - Fuel | 2,744.88 | 507.00 | 2,237.88 | 8,946.18 | 12,870.00 | -2,924.82 |
| 8070 GPM - General Maintenance | 2,400.00 | 182.00 | 2,248.00 | 2,431.80 | 3,348.00 | -816.20 |
| 8072 GPM - Grounds/Property Repair | 6.48 | 180.00 | -143.55 | 238.03 | 4,972.00 | -4,735.97 |
| 8074 GPM - Keys & Locks | | 4.00 | -4.00 | 28.87 | 328.00 | -302.13 |
| 8076 GPM - Lawn & Landscape Svc | 8,800.00 | 2,400.00 | 7,200.00 | 8,600.00 | 89,900.00 | -80,000.00 |
| 8078 GPM - Pool Chemicals | 1,155.88 | 159.00 | 996.88 | 1,155.88 | 7,043.00 | -5,887.12 |
| 8080 GPM - Pool M&R | 180.00 | 780.00 | -600.00 | 1,388.77 | 4,381.00 | -2,994.23 |
| 8082 GPM - Pest Control Services | | 0.00 | 0.00 | 0.00 | 2,825.00 | -2,825.00 |
| 8086 GPM - Supplies | 1,273.04 | 380.00 | 913.04 | 1,284.82 | 1,810.00 | -528.48 |
| 8088 GPM - Tools | 850.86 | 247.00 | 603.86 | 1,188.37 | 1,188.00 | -28.63 |
| 8090 GPM - Vehicle M&R | 187.38 | 780.00 | -582.62 | 6,428.78 | 11,321.00 | -5,891.24 |
| 8092 GPM - Vehicle Tags & Titles | | 0.00 | 0.00 | 208.54 | 256.00 | -48.46 |
| 8094 GPM - Maint. Bldg M&R | 149.25 | 0.00 | 149.25 | 288.25 | 184.00 | 108.25 |
| 8096 GPM - Operat Security Contract | 1,388.00 | 2,000.00 | -632.00 | 8,340.00 | 24,000.00 | -15,660.00 |
| 8098 Operating - Util - Electric | 2,384.82 | 2,107.00 | 277.82 | 8,978.47 | 23,848.00 | -13,869.53 |
| 8100 Operating - Util - Propane | 390.71 | 913.00 | -522.29 | 4,801.18 | 9,792.00 | -4,890.84 |
| 8102 Operating - Util - STP | | 81.00 | -81.00 | 0.00 | 5,856.00 | -5,856.00 |
| 8104 Operating - Util - Trash | 1,210.00 | 888.00 | 314.00 | 6,510.00 | 12,882.00 | -6,382.00 |
| 8106 Operating - Util - Wtr Sys M&R | 285.08 | 914.00 | -628.94 | 6,478.71 | 13,470.40 | -8,990.69 |
| 8108 Operating - Util - Wtr Trt M&R | | 87.00 | -87.00 | 75.83 | 1,888.00 | -1,802.47 |
| 8110 Operating - Projects & Improve | 5,298.48 | 8,820.00 | -1,521.52 | 5,583.94 | 8,340.00 | -2,746.08 |
| 8112 Sales - Sales & Market Exp | 856.00 | 500.00 | 388.00 | 4,571.82 | 8,000.00 | -1,428.48 |

| | | | | | | |
|------------------------------------|-----------|-----------|------------|------------|-----------|------------|
| 8113 Sales - Mkt Comm Outreach | | 0.00 | 0.00 | 0.00 | 1,000.00 | -1,000.00 |
| 8114 Housekeeping - Supplies | 803.15 | 477.00 | 326.15 | 2,241.33 | 7,463.00 | -5,221.67 |
| 8118 Stables - Feed | 11.25 | 925.00 | -913.75 | 3,337.90 | 13,112.00 | -9,774.10 |
| 8118 Stables - Farrier | 2,270.00 | 933.00 | 1,337.00 | 5,265.00 | 13,845.00 | -8,350.00 |
| 8120 Stables - General Expense | 9.46 | 142.00 | -132.54 | 537.14 | 2,585.00 | -2,048.86 |
| 8122 Stables - M&R | | 14.00 | -14.00 | 89.04 | 1,198.00 | -1,109.96 |
| 8124 Stables - Tool & Equipment | | 42.00 | -42.00 | 33.88 | 857.00 | -823.02 |
| 8128 Stables - Vet Fees / Medicine | 1,522.48 | 990.00 | 532.48 | 4,762.80 | 9,935.00 | -5,172.40 |
| 8128 Stables - Jr. Wrangler | | 13.00 | -13.00 | 0.00 | 633.00 | -633.00 |
| 8130 Stables - Horses | | 500.00 | -500.00 | 0.00 | 1,000.00 | -1,000.00 |
| 8132 Stables - Tools | 52.41 | 200.00 | -147.59 | 68.86 | 384.00 | -314.14 |
| 8134 Owner - Events | 85.82 | 500.00 | -414.08 | 3,233.44 | 14,500.00 | -11,266.56 |
| 8138 Owner - Sales & Transfers | 1,011.23 | 620.00 | 391.23 | 1,899.59 | 7,308.00 | -5,408.41 |
| 8142 Sponsored Events | 100.00 | 0.00 | 100.00 | 180.00 | 155.00 | -15.00 |
| 8200 RV - M&R | 250.00 | 108.00 | 144.00 | 1,280.88 | 3,033.00 | -1,742.01 |
| 8204 RV - Bath Houses | | 143.00 | -143.00 | 115.10 | 1,002.00 | -886.90 |
| 8206 RV - Grounds | | 100.00 | -100.00 | 1,408.51 | 1,728.00 | -320.49 |
| 8208 RV - Roads | | 2,400.00 | -2,400.00 | 1,838.59 | 8,600.00 | -4,761.11 |
| 8210 RV - Utilities - Electric | 5,967.49 | 4,788.00 | 1,201.49 | 24,757.93 | 77,691.00 | -52,933.07 |
| 8212 RV - Utilities - Propane | | 209.00 | -209.00 | 896.94 | 2,618.00 | -1,721.06 |
| 8216 RV - Projects & Improve | 2,224.24 | 19,880.00 | -17,655.76 | 24,832.93 | 93,444.00 | -68,611.07 |
| 8217 RV - Bank Fees | | | 0.00 | 103.43 | 0.00 | 103.43 |
| 8218 RVs Expenses | 28,379.85 | | 28,379.85 | 385,148.01 | 0.00 | 385,148.01 |
| 8300 Cabin - M&R | | 0.00 | 0.00 | 135.76 | 638.00 | -502.22 |
| 8302 Cabin - Pest Control Svc | | 6,000.00 | -6,000.00 | 420.20 | 6,000.00 | -5,579.80 |
| 8306 Cabin - Bath Houses | | 245.00 | -245.00 | 369.85 | 1,520.00 | -1,150.15 |
| 8308 Cabin - Rainbow | 150.84 | 327.00 | -166.16 | 712.35 | 4,458.00 | -3,745.65 |
| 8310 Cabin - Chapel Hill | | 65.00 | -65.00 | 50.73 | 1,885.00 | -1,845.27 |
| 8312 Cabin - Cottages | 189.30 | 0.00 | 189.30 | 499.70 | 2,013.00 | -1,513.30 |
| 8314 Cabin - Grounds | | 247.00 | -247.00 | 5,700.00 | 1,402.00 | 4,298.00 |
| 8316 Cabin - Roads | | 0.00 | 0.00 | 0.00 | 6,734.00 | -6,734.00 |
| 8320 Cabin - Utilities - Electric | 4,022.75 | 5,060.00 | -1,037.25 | 17,164.87 | 48,368.00 | -31,181.03 |
| 8322 Cabin - Utilities - Propane | | 187.00 | -187.00 | 593.96 | 2,318.00 | -1,724.04 |
| 8328 Cabin - Projects & Improve | 17,386.74 | 12,638.00 | 4,728.74 | 71,737.42 | 48,776.00 | 22,961.42 |
| 8400 Lodge - M&R | 173.33 | 1,800.00 | -1,626.67 | 7,059.26 | 7,908.00 | -848.74 |
| 8402 Lodge - Kitchen M&R | 9.54 | 0.00 | 9.54 | 444.79 | 351.00 | 83.79 |
| 8406 Lodge - Event Decor/Improve | -23.94 | 200.00 | -223.94 | 780.88 | 1,250.00 | -469.14 |
| 8408 Lodge - Event Coord/Staff | 2,576.85 | 1,500.00 | 1,076.85 | 9,178.36 | 16,000.00 | -6,821.62 |
| 8410 Lodge - Event Clean/Supply | 1,754.42 | 3,600.00 | -1,845.58 | 3,098.92 | 5,400.00 | -2,330.08 |
| 8412 Lodge - Event Security | 960.00 | 81.00 | 878.00 | 1,430.00 | 908.00 | 522.00 |
| 8414 Lodge - Marketing | 18.00 | 74.00 | -56.00 | 1,308.31 | 1,247.00 | 59.31 |
| 8416 Lodge - Utilities - Electric | 1,691.85 | 1,593.00 | -21.12 | 6,982.92 | 22,189.00 | -15,206.08 |

| | | | | | | |
|----------------------------------|-----------------------|-----------------------|----------------------|-------------------------|-------------------------|-----------------------|
| 6418 Lodge - Utilities - Propane | 1,249.31 | 1,520.00 | -270.69 | 12,163.47 | 17,599.00 | -5,445.53 |
| 6424 Lodge - Projects & Improve | | 3,075.00 | -3,075.00 | 0.00 | 8,150.00 | -8,150.00 |
| 6500 Capital - Infra Improve | 45,822.89 | 22,876.00 | 22,746.89 | 47,831.12 | 30,782.00 | 17,079.12 |
| 6500 Legal - Admin | -50.00 | 1,184.00 | -1,234.00 | -300.00 | 14,208.00 | -14,508.00 |
| 6700 Rodeo - Stock Contract | | 0.00 | 0.00 | 0.00 | 4,167.00 | -4,167.00 |
| 6702 Rodeo - 4L Ticket Split | | 0.00 | 0.00 | 0.00 | 14,245.00 | -14,245.00 |
| 6704 Rodeo - Prize Money | | 0.00 | 0.00 | 0.00 | 4,167.00 | -4,167.00 |
| 6706 Rodeo - Advertising | 60.00 | 0.00 | 60.00 | 60.00 | 1,861.00 | -1,801.00 |
| 6708 Rodeo - Security & GINT | | 0.00 | 0.00 | 0.00 | 1,173.00 | -1,173.00 |
| 6710 Rodeo - Seating | | 0.00 | 0.00 | 0.00 | 4,500.00 | -4,500.00 |
| 6712 Rodeo - Sanitation | | 0.00 | 0.00 | 0.00 | 959.00 | -959.00 |
| 6714 Rodeo - Souvenir Expense | | 0.00 | 0.00 | 0.00 | 1,942.00 | -1,942.00 |
| 6716 Rodeo - Sponsors Exp | | 0.00 | 0.00 | 0.00 | 555.00 | -555.00 |
| 6718 Rodeo - In-House Exp | 100.00 | 44.00 | 56.00 | 433.43 | 6,179.00 | -5,744.57 |
| 6720 Rodeo - Projects & Improve | | 0.00 | 0.00 | 5,000.00 | 1,263.00 | 3,737.00 |
| 6724 Rodeo - Rentals | | 0.00 | 0.00 | 0.00 | 67.00 | -67.00 |
| 6726 Rodeo - Insurance | | 0.00 | 0.00 | 0.00 | 360.00 | -360.00 |
| 6730 Rodeo - Merchant Svc | | 0.00 | 0.00 | 0.00 | 724.00 | -724.00 |
| 6732 Rodeo - Supplies | | 0.00 | 0.00 | 0.00 | 455.00 | -455.00 |
| 6900 Bad Debt Expense | 11,841.40 | | 11,841.40 | 11,841.40 | 0.00 | 11,841.40 |
| Total Other Expenses | \$ 305,834.80 | \$ 249,276.56 | \$ 56,558.24 | \$ 1,185,751.38 | \$ 2,147,872.88 | -\$ 962,121.49 |
| Net Other Income | -\$ 305,875.59 | -\$ 249,276.56 | -\$ 56,297.03 | -\$ 1,185,002.14 | -\$ 2,147,872.88 | \$ 962,876.74 |
| Net Income | -\$ 26,885.37 | -\$ 16,919.56 | -\$ 19,976.81 | -\$ 242,488.92 | \$ 17,836.12 | -\$ 260,334.04 |

R-Ranch in the Mountains®

Balance Sheet As of April 30, 2022

| | TOTAL |
|--|--------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 1020 Operating Bank Account | 351,739.87 |
| 1025 Lodge Bank Account | 14,944.29 |
| 1030 Cabin Bank Account | 22,342.29 |
| 1040 Property Tax Escrow Bank Acct | 42,518.20 |
| 1045 Payroll Bank Account | 1,323.79 |
| 1050 Rodeo Bank Account | 12,130.41 |
| 1055 Capital Improvement / Infrast | 80,854.42 |
| 1060 Legal Account | 56,621.73 |
| 1065 RV Bank Account | 80,574.02 |
| 1070 Operating Contingent | 10,035.26 |
| Total Bank Accounts | 9672,824.08 |
| Other Current Assets | |
| Undeposited Funds | 529.40 |
| Total Other Current Assets | 529.40 |
| Total Current Assets | 9673,353.48 |
| TOTAL ASSETS | 9673,353.48 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| 2050 Prepaid Assessments | -8,843.53 |
| 2060 Sales Tax Payable | -214.50 |
| 2070 Accrued Property Tax | 36,696.00 |
| 2350 Cabin - Refundable Deposit | 1,000.00 |
| Total Other Current Liabilities | 28,637.97 |
| Total Current Liabilities | 28,637.97 |
| Total Liabilities | 28,637.97 |
| Equity | |
| Equity (Conversion) | 871,618.78 |
| Retained Earnings | |
| Net Income | -226,683.25 |
| Total Equity | 644,935.53 |
| TOTAL LIABILITIES AND EQUITY | 673,573.50 |

CUSTOMER ACCOUNT STATUS/ UNIT STATUS

| | | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|----------|----------|
| Active | 772 | 736 | 775 | 639 | 674 | 720 | 713 | 743 | 746 | 657 | 659 | 729 |
| Suspended | 70 | 106 | 69 | 178 | 149 | 104 | 112 | 85 | 77 | 184 | 163 | 97 |
| TOTAL UNITS | 842 | 842 | 844 | 817 | 823 | 824 | 825 | 828 | 823 | 821 | 822 | 826 |
| Status as of: | 1/17/20 | 2/14/20 | 3/20/20 | 4/24/20 | 5/13/20 | 6/19/20 | 7/15/20 | 8/12/20 | 9/17/20 | 10/19/20 | 11/19/20 | 12/19/20 |

Goal is 1200 units

| | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|----------|
| Active | 743 | 755 | 760 | 722 | 733 | 729 | 759 | 776 | 752 | 810 | 659 |
| Option Program | | | | | 6 | 6 | 8 | 8 | 8 | 8 | 8 |
| Suspended | 86 | 68 | 63 | 88 | 72 | 80 | 51 | 44 | 61 | 203 | 155 |
| TOTAL: | 829 | 823 | 823 | 810 | 811 | 815 | 817 | 828 | 821 | 821 | 822 |
| Collections | 33 | 40 | 38 | 58 | 57 | 53 | 49 | 43 | 43 | 43 | 43 |
| TOTAL UNITS | 862 | 863 | 861 | 868 | 868 | 868 | 868 | 871 | 864 | 864 | 866 |
| Status as of: | 1/15/21 | 2/18/21 | 3/18/21 | 4/22/21 | 5/13/21 | 6/18/21 | 7/16/21 | 8/20/21 | 9/16/21 | 10/21/21 | 11/17/21 |

Goal is 1200 units

| | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---|---|---|---|---|---|
| Active | 677 | 699 | 705 | 609 | 645 | | | | | | |
| Option Program | 7 | 6 | 5 | 3 | 3 | | | | | | |
| Suspended | 118 | 101 | 90 | 189 | 142 | | | | | | |
| TOTAL: | 802 | 806 | 800 | 801 | 790 | 0 | 0 | 0 | 0 | 0 | 0 |
| Collections | 63 | 54 | 56 | 55 | 55 | | | | | | |
| TOTAL UNITS | 865 | 860 | 856 | 856 | 845 | 0 | 0 | 0 | 0 | 0 | 0 |
| Status as of: | 1/12/22 | 2/18/22 | 3/16/22 | 4/22/22 | 5/18/22 | | | | | | |

Goal is 1200 units



Executive Director Board Report – May Meeting

- Kicking off peak season on April 1st began our “gauntlet”.
- Worked with Jason and maintenance to ensure that everything went smoothly to have the pool open in time. Maintenance replaced a lot of the “pipe bars” and welded a bottom piece in place to ensure that they would not break loose again.
- Spring break went smoothly at the Ranch with no hiccups.
- Easter Egg hunt was a huge success once again with the Sheriff’s department, looking forward to next year.
- Continued working with Rodeo committee on starting on prepping for the rodeo.
- Worked with Events to ensure that we will have a great Memorial weekend. We are excited.
- Working with Maintenance to sort/prioritize work orders and play catchup on routine work that we had a late start on because of RV6.
- We were able to renew benefits for the Ranch employees with only a 7% increase, which is fantastic.
- Staffing updates:
 - 1) Stables – Mariah our Asst. Stable Manager put in her two weeks’ notice to take an offer at UGA in Athens in her career field. We are truly happy for her. Will have to look for her replacement for Asst. Stable Manager. We did hire a PT Stable Hand, Eva, to work at the Stables.
 - 2) Front Office – We welcome Tyler to the front office.
 - 3) Maintenance – We have welcomed Randy to the Maintenance team and are hopeful that the team comes together to do good things.
 - 4) Our Housekeeper, Erin, resigned from her position. We will be in search once again.
 - * We are having to sponsor most jobs on Indeed to even get any applicants, except for the Front Office. Housekeeping has been sponsored, but still with no luck. We have also posted on FB, Dept of Labor and other avenues as well.
- Project updates:
 - 1) WiFi – looking to finish the last of the rollout in Chapel Hill this year.
 - 2) Chapel Hill – Identified next phase of cabris. Supplies are on hand, if we can maintain a maintenance team, we will be looking to start this project after rodeo, we will focus on trenching conduit to the first set of 6 cabins.
 - 3) Welcome Center – We have the new sales door to hang, and the front part of the front office will be complete. The back of the welcome center will be focused on later this year when we hit the offseason again.
 - 4) Rainbow – bee treatment was completed; housekeeping has stated that it has made a difference this year and we will continue to monitor. The company stated it would be about 90% effective this year and near 100% after a second treatment next year. We have started on 803/804 demolition, and it isn’t pretty, unfortunately. We will continue to work on this project as quickly as we can to get it back online. Once 803 is complete, 804 will take place next.

May Maintenance Report (for April)

Conducted rounds every morning with log sheets for Sewer treatment plant and water system

Serviced tractors and lawn mowers

Began grass cutting

Began weed spraying

Finished up RV6 to open on Owner's weekend

Got pool ready for opening and serviced pool pump and filters

Worked numerous work orders

Worked most of the month with only 3 maintenance people. Did bring one new maintenance person on board at the end of the month.

R-Ranch Stable Report

April 2022

Summary:

April was a very good month for Ride numbers. MON the 4th was our busiest ride day so far this year with 42 riders. We exceeded our average monthly Riders for April despite being closed the 1st week while the Roof replacement was being completed and six (6) days were lost or effected due to Rain or unsafe conditions due to rain. We anticipate an even better month in May as school releases for the summer.

It was with great sorrow that we learned Marlah will be departing us in May. She announced her resignation after She was offered a position at the Animal Lab at UGA. I wish we could have moved faster in showing our appreciation for her worth here at the Ranch...She was one of the best if not the best employee I have had at the Stable in the past 7 years...

On a happier note I'm always uplifted by the Hope that Easter brings.

Additional good news. Although this falls into next month's reporting period I just want to say that the hay looks GREAT!!! We are having some equipment issues that are delaying the harvest but we hope to complete baling the 1st cutting prior to the rain that is projected. Wow it is the best hay that I have seen produced on the Ranch in the last seven years!!! Steve has do a wonderful job.

I did manage to get out and spray our fence lines which not only keeps the Ranch looking good but now I won't have to weed-eat those fence lines in May...one of my most despised tasks and a huge time suck.

Events:

◆ COVID-19

- In accordance with CDC guidance concerning PPE face coverings are now optional while outside at the stable. When indoors, in vehicles or in close proximity with Stable Staff we ask that all non-vaccinated persons wear face coverings.
- We also ask that if anyone is Sick, have any COVID-19 symptoms or has a positive test result please stay home until you are better.

Projects:

◆ Roof Replacement

- MAR 22-APR03, Mr. Blaine had a roofing company replace the obsolete and significantly leaking Metal Roofing on the Stable.
- No more leaks in the Roof!!!
- Mr. Blaine will follow up with the Roofing company to find out when they will complete the job by finishing the steeple.

◆ Hay / pasture:

- Our Hay pastures/fields are starting to turn Green!!!!
- The Buttercups have overtaken most of the pastures that I'm grazing the horses on. They need to be sprayed and seeded! Im still having to put hay out due to lack of grass in the pastures.
- I sprayed all of our Pasture fence lines in APR.

R-Ranch Stable Report

April 2022

Projects continued:

◆ Stable/Barn:

- ◆ As mentioned above the Roof replacement was initiated on 22 MAR and was completed in APR.

◆ Trail Marking:

- This project is ongoing. We mark additional trails when Rides are slow and conditions are dry.
- Blue = beginner. Yellow = intermediate. Orange = advanced.

Fencing/Pastures:

- All Pasture:
 - As mentioned above ALL pastures are grazed down but are now taken over with Butter cups which are harmful to the horses if eaten and choke out the good grass.
 - I have already Bush Hogged the pastures but the Butter cups are back in force in 2-3 weeks. I will continue to Bush Hog until Maintenance is able to spray and seed ALL pastures.
- Owners Pasture (New):
 - This Pasture is in great shape.
 - In the absence of owner's horses, we have used the New Owners Pasture on several occasions to graze Blue herd or to board convalescing horses.
- Barn Pasture:
 - Blue herd is grazing on Barn and Back pastures during the work week.
 - They are pretty much grazed down to nothing and are covered in Butter cups. We continue to supplementing with hay here.
- Back Pasture:
 - Blue herd is grazing on Barn and Back pastures during the work week. They are pretty much grazed down to nothing.
 - ***Walker Creek has eroded a 50 ft section of creek bank 10 ft deeper into barn pasture near the SW corner. I will work with Steve and his Maint Team to see what can be done to slow or stop the loss of pasture which is threatening two fence lines.
- Rainbow Pasture:
 - Red Herd is currently grazing on this pasture. We will move them in May.
- Chapel Hill:
 - Currently set aside for recovery. We will Bush Hog Butter Cups and Weeds in May.
- Old Owner's Pasture:
 - Currently set aside for recovery. We will Bush Hog Butter Cups and Weeds in May.
- Lodge Pasture:
 - This pasture is set aside for spring hay production and looking pretty good.
- Office Pasture:
 - This pasture is set aside for spring hay production and is also looking pretty good.
 - ***We need to rebuild the fencing from the SW-corner down the hill. We've known this was coming because the old fence was nailed to trees and was in generally poor condition for years now. Trees have died and come down recently and the fence along with it.

R-Ranch Stable Report

April 2022

◆ Fencing/Pastures Continued:

• Putt Putt Pasture:

- Blue grazes on this pasture MON evening-THU or FRI AM. Supplemented with hay.
- I still have to make a more deliberate repair or modification to the fence near the gully just South of the Putt Putt golf course due to previous significant erosion. We installed a temporary section of fence to keep the horses safe.
- Also sometime this year we will remove the old Barbed wire section of fence (E-side) and make a permanent barrier to the gully.
- Additionally, we need to rebuild the small berm/dam on the intermittent stream that provides drinking water for our horses.

• New Owner's Pasture:

- Available for Owners use.
- We currently have two (2) R-Ranch horses under observation on this pasture.

Maintenance:

◆ F-350:

- Still using/leaking engine oil, about a quart a week.
- The front seal of the Transmission is leaking worse. We are using approx. one (1) pint every two (2) weeks.

◆ Stock Trailer

- NSTR

◆ Kubota ATV:

- Mariah serviced the Kubota with my supervision in APR. I was still on light duty.
- We're still having problems starting the engine when it's warm/hot. The throttle body is worn out and there's another undiagnosed issue...It will most likely need to go to repair shop to pinpoint and repair the problem. I performed a upper cylinder carbon removal treatment which has helped some...

◆ Manure Wagon:

- Pressure washed and serviced it in APR 2022.

◆ Chainsaws:

- NSTR, running great

Equine Care:

◆ Dewormer: (Due again in MAY 2022)

- We Dewormed in MAR due to high worm loads in numerous horses.
- We will use a different medication (Dewormer) again in MAY (as scheduled) to ensure we get rid of all these harmful parasites.

◆ Coggins (Equine Herpes Virus or EHV test): (Due in MAR 2023)

- Dr Pam Milligan of Chattahoochee Veterinary Clinic came out on MAR 25th to draw blood for Coggins test and administered Rabies Vaccine to our entire herd.

R-Ranch Stable Report April 2022

Equine Care continued:

◆ Vaccine: (Due again APR 2022)

- We've ordered the Vaccine and will administer the 1st shot the 1st week of April.
- We administered the 5-Way Semi-annual Vaccine to all our horses in OCT 17, 2021. This protects them from:
 - Eastern Equine Encephalitis (EEE).
 - Western Equine Encephalitis (WEE).
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.
 - West Nile virus.

◆ Farrier / Hoof Care:

- The interval between Farrier service to shod horses is still averaging 6-8 weeks for shod horses and up to 10 weeks for barefoot horses.

◆ Yaki

- Jeb has contracted EPM. It's a parasitic infestation of the Brain and Spinal column. He was fine on a MON and uncoordinated on THU. I've seen this before at other barns and I got Dr. Pam out right away. We immediately started providing the daily medication to eradicate the parasite and we have ordered the supplement that may help heal the damage nerves and brain tissue.

Herd development/training:

- Our herd count is now 24. 15 are Geldings and 9 are Mares. Nine (9) are Beginner, seven (7) are Intermediate, five (5) are Experienced. Ed is Corral Only.
- We are still looking for several horses to supplement the herd and reduce the daily work load on the ones we have. The current market is much higher than previous years so we are putting a lot of effort into finding horses that are appropriate for our program and affordable.
- Some of our older horses are close to retirement, and, all being beginner horses, further cements our necessity to bring in some new stock.

R-Ranch Stable Report April 2022

Rider & Passes:

| 2022 | | | | | TREND | | | | | 2019-2021 (3-Year Average) | | | | |
|-------|--------------|--------------|-------------|-------------|-------|----|----|----|-------|----------------------------|--------------|-------------|-------------|--|
| Month | Month Riders | Month Passes | Year Riders | Year Passes | MR | MP | YR | YP | Month | Month Riders | Month Passes | Year Riders | Year Passes | |
| JAN | 34 | 4 | 34 | 4 | | | | | JAN | 70 | 4 | 70 | 4 | |
| FEB | 118 | 30 | 182 | 34 | | | | | FEB | 80 | 6 | 150 | 27 | |
| MAR | 53 | 10 | 205 | 44 | | | | | MAR | 165 | 20 | 315 | 47 | |
| APR | 216 | 24 | 421 | 68 | | | | | APR | 168 | 44 | 404 | 61 | |
| MAY | | | | | | | | | MAY | 267 | 23 | 671 | 84 | |
| JUN | | | | | | | | | JUN | 320 | 38 | 991 | 122 | |
| JUL | | | | | | | | | JUL | 381 | 47 | 1,372 | 169 | |
| AUG | | | | | | | | | AUG | 216 | 32 | 1,688 | 202 | |
| SEP | | | | | | | | | SEP | 299 | 43 | 1,867 | 245 | |
| OCT | | | | | | | | | OCT | 250 | 50 | 2,138 | 295 | |
| NOV | | | | | | | | | NOV | 235 | 36 | 2,373 | 331 | |
| DEC | | | | | | | | | DEC | 90 | 14 | 2,468 | 346 | |

| KEY | |
|-----|-----------------------------------|
| | ! Above Average |
| | ! Equal / Nearly Equal to Average |
| | ! Slight Decrease |
| | ! Below Average |

◆ Trails status current as of publication of this report:

- High Meadow is still closed due to down trees & Widow-Makers, maintenance has replaced the washed out bridge with a culvert.
- Several of our trails have heavy tree damage after the storms. We are working to reopen them.

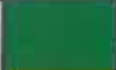


R-Ranch Stable Report April 2022

Trail Status:

| Western Sector (8) | | | |
|-----------------------------|---------------|------------------------------|--|
| Trail Name | Status | Last Ridden / Cleared | Remarks |
| Ridge Loop | | | |
| Ridge | | | |
| Cotton | | | |
| Gary's Loop | | | Not checked since significant Wx event |
| Waterfall | | | |
| Knee Knocker | | | Not checked since significant Wx event |
| Indian Mound | | | Downed Trees |
| Wild Turkey | | | Downed Trees |
| Eastern Sector (13) | | | |
| Trail Name | Status | Last Ridden / Cleared | Remarks |
| Upper Creek Side | | | |
| Satterfield | | | Removed some of the downed/damaged trees |
| Nemo | | | Not checked since significant Wx event |
| Jarad | | | Downed Trees |
| Burnt Out | | | Widow makers |
| High Meadow | | | Downed Trees and dangerous leaners |
| RV-7 Bypass | | | Not checked since significant Wx event |
| Crystal | | | |
| Pennywise | | | |
| Nickum's Blunder | | | |
| Rustic; Outer & Inner Loops | | | |
| Archery | | | |
| Wagon Wheel | | | |
| Southern Sector (6) | | | |
| Trail Name | Status | Last Ridden / Cleared | Remarks |
| Rainbow | | | |
| Ed Owen | | | Not checked since significant Wx event |
| Tire Tree | | | Not checked since significant Wx event |
| Gooch Gap | | | Not checked since significant Wx event |
| Plano | | | Not checked since significant Wx event |
| Lake | | | |

R-Ranch Stable Report April 2022

KEY to Trail Lists

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

v/r

**Herbert L. Kirkover
CSM USA (RET)
Stable Manager**

Key:

COA = Course of action
GATC = Georgia Appellation Trail Club
IOT = in order to
IVO = in vicinity of
NSTR = Nothing significant to report
ODA = US Army Special Forces Operational Detachment Alpha
OOA = On or about
TBD = To be determined
WX = Weather

Enclosures:

Encl-1 Horse Roster

Sales & Marketing Report

May 2022 (for April)

Sales:

Salesforce Leads: 68

Tours: 9

New Sales: 0

YTD: 3

Option Program: 0

YTD: 0

Total in Program: 5

Transfers: 5

YTD: 16

Transfer List: 42

Deedback waitlist: 27

Both list: 15

Tour Feedback:

The Good:

- 1) Pet friendly cabins
- 2) scenery
- 3) RV Storage

The Bad:

- 1) Basketball/tennis courts rundown.
- 2) Would like to be able to see what's available online
- 3) Want to live here

Reasons for Transfer:

- Rising Costs, can't afford
- Moved away
- Aging Out/Health

Marketing:

- Started digital adds via Google at the end of February. We are seeing great results thus far and a major increase in leads, tours. We are working on seeing why the transition isn't happening to sales/transfers like last year.
- Looking to break back into Facebook marketing, will have that going soon to see if the data suggests it's a better route.
- **Roadside signs:** Round-a-bout: Had to replace a few PVC letters that were broken. Sign is being built and hope to install in next few weeks.
- **County tourism signs:** Signs are being orders for Ridley and Stone pile gap rd for replacement. County does not have contractor to put up new signs yet, but I asked for the signs to put up with Maintenance.

May 2022 BOD Lodge Report

| April 2022 Income | |
|-------------------------------------|----------------|
| Wedding | \$15,625 |
| Events | \$1,130 |
| Misc. | \$0 |
| | \$16,755 |
| April 2022 Expenses | |
| Total Expenses for the month | \$8,380 |
| Net Revenue | \$8,375 |

| Wedding P&L 2022 | |
|------------------------------------|-----------------|
| YTD Wedding Revenue | \$97,132 |
| Projected Revenue of Weddings 2022 | \$74,000 |
| Total amount yet to book | \$36,868 |

| Event P&L 2022 | |
|----------------------------------|-----------------|
| YTD Event Revenue | \$4,590 |
| Projected Revenue of Events 2022 | \$15,306 |
| Total amount yet to book | \$10,716 |

Contact Summary

| | | | | | | | |
|-------------------------|-----------|---------------|--|--|--|--|------------------------------|
| Contacts: | 94 | | | | | | |
| | | Emails | | | | | |
| | | 53 | | | | | R-Ranch Web Site |
| | | 4 | | | | | Here Comes the Guide |
| | | 13 | | | | | Wedding Wire/ The Knot/ Zola |
| | | 0 | | | | | Direct Emails |
| | | 24 | | | | | Phone Calls |
| | | 0 | | | | | Social Media |
| | | Total | | | | | |
| | | 94 | | | | | |
| Of the contacts: | | | | | | | |
| | | 80 | | | | | Weddings |
| | | 2 | | | | | Groups |
| | | 12 | | | | | Party |
| | | 0 | | | | | Reunion/School |
| | | 94 | | | | | Total |

| | |
|-------------------------|--|
| Wedding Tours: | 15 |
| Sources: | 8 Website, 3 Wedding Wire/Knot/Here, HCTG, 4 Phone, Referred |
| Status of Tours: | 3 booked (0 Zola, 0 WW, 0 Knot, 1 Web, 2 Phone) |

| 2022 Summary | | |
|--------------|----|----------------------------|
| Weddings | 29 | |
| Events | 21 | |
| RR Events | 16 | Owner Events (NON REVENUE) |
| | 66 | |

The R-Ranch non-revenue events are:
 Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party

| 2023 Summary | | |
|--------------|----|----------------------------|
| Weddings | 4 | |
| Events | 8 | |
| RR Events | 16 | Owner Events (NON REVENUE) |
| | 28 | |

The R-Ranch non-revenue events are:
 Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party

Housekeeping Report

April 2022

We cleaned 15 Chapel hill, 22 Duplex, 39 Single, and 10 Cottages. This is a total 86 cabins cleaned this month.

We cleaned the pool and pavilion bathhouses after being unwinterized by maintenance.

Put out the pool chairs.