R-Ranch in the Mountains

Board of Director's Meeting Minutes

November 16, 2013

I. **CALL TO ORDER-** The meeting was called to order at 9:35 A.M. by Karen Meadows, President. Board members Rick Upton, Fawn Howell, Chris McKemie, Bryan Walker, Bill Poole, Cecil Pacetti, and Mike Carbonara were in attendance.

II. **OPENING PRAYER-** Delivered by Chris McKemie

III. **PLEDGE OF ALLEGIANCE-** Karen Meadows

IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA** – Motion by Cecil Pacetti, seconded by Rick Upton to approve and accept the Agenda as written. Motion carried.

V. **SUSPEND READING PREVIOUS MONTH'S MEETING MINUTES**

Motion by Bill Poole, seconded by Chris McKemie to suspend reading of the previous month's minutes. Motion carried.

VI. **APPROVE/AMEND/ACCEPT PREVIOUS MONTH'S MEETING MINUTES**

Motion by Rick Upton, seconded by Cecil Pacetti to accept the previous month's Board meeting and Owner's meeting minutes. Motion carried.

VII. **REPORTS**

a. Financial Report- Judy Croft- Report attached - CPA third quarter financial statement evaluation was quite favorable.

b Administrative Director's Report- Julie Higman- Report attached. – Julie indicated what a great job Angel has been doing with our collections.

c ~~b~~. R-Ranch Grounds Report- Steve Corbin, Maintenance Manager -Report attached. Working on RV sites in RV 3 to correct flooding issues. After completion, they'll be working on the sites in RV 2. New employee splitting time between Maintenance and Stables.

d ~~c~~. Stables Report - Josh Littlejohn - Report attached. We have two new horses coming, Pickles and Pretty Girl. Leo and Dakota should be blue halter horses, and Thorpe a gold card. Total of 21 horses now, with 14 rideable. Tracy Hennessee asked that $2,000 to $3,000 be made available to pick up some good horses.

e ~~d~~. Reservation Report –Julie Higman- Report attached.

f ~~e~~. Sales Report Sandy Stephenson - Report attached. Scouts will be camping here in May, about 50 tents. Sandy also indicated that she had attended a Chamber Business After Hours and a horse related clinic with positive results.

9 ~~f.~~ Events Report – Flyers & Report attached. - Revamped marketing material, had a great Halloween party, and coming up are Thanksgiving dinner, Breakfast with Santa and the New Years Eve party. Chris McKemie urged Denise and Julie to look for Owner volunteers to assist with events.

VIII. Standing Committee Reports

1. Accommodations Committee- Co-Chairman- Patsy Bracy/Iris Koplen, Board Liaison- Fawn Howell- Report attached
2. Covenants/Bylaws/Policy & Guidelines Committee-Chairman-Brenda Harned, Board Liaison- Bill Poole – Fawn Howell said that the wording for 21 night stays needs to be voted on by the Board according to Brenda Harned. To be addressed at the January meeting.
3. Finance Committee - Chairman- Sue Burton, Board Liaison- Cecil Pacetti- The 2014 budget has been worked up, and given to the Board for approval. Sue suggested that in the future, the Budget Committee start working in August.
4. Land Use Committee- Chairman- Hal Barrineau, Board Liaison- Bryan Walker – Per Bill Poole, Hal would like to have a work session on the Rainbow Dam issue in January, which Karen Meadows confirmed.
5. Marketing Committee- Chairman- Barbara Poole, Board Liaison- Rick Upton- Report Attached – Barbara spoke to the importance of giving something away at all of the shows/events where we have a booth. Rick Upton made a motion, seconded by Fawn Howell that we give away one free Ownership per day at these shows/events. All other costs will be paid by the winner. Discussion followed. Motion was amended to one free Ownership and one free two night RV or cabin stay per event (subject to blackout dates and availability). Further amended by Bill Poole to allow up to five Ownerships to be given away without Board approval. Motion carried as amended.
   Bill Poole offered verbiage to allow guests of Owners to be able to bring their personal horse to the Ranch for one visit per year, with a maximum total of two days with one overnight stay (verbiage attached). Bill made a motion to allow two stays per year per the attached verbiage, seconded by Fawn Howell. Discussion followed. Mike Carbonara offered an amendment to the motion to limit the number of stays to one, period. Motion carried.

Recess 11:25 AM
Resume 11:30 AM

6. Owner's Concerns Committee- Chairman- Lisa Richards, Board Liaison- Chris McKemie – No Report
7. Nominating Committee – Chairman – Brenda Harned – Per Fawn Howell, an email blast will be sent regarding the nominating process.
8. Rainbow Lake Dam Committee – No Report
9. Rodeo Committee - No Report
10. Chapel Hill Rehab Group - No Report
11. Breakfast With Santa - No Report
12. RV-6 Exploratory Committee - No Report
13. Landscape /Beautification Committee—Chairman-Patsy Bracy – No Report

IX. Old Business

2014 Budget – Motion by Cecil Pacetti, seconded by Mike Carbonara to approve the 2014 Budget was carried.

X. New Business

Stable Committee – There was discussion regarding the formation of a Stable Committee and the outcome was that it would not become a committee, but a group, similar to the Cabin Rehab Group.

XI. MOTION TO ADJOURN GENERAL MEETING

(Motion to adjourn) Fawn Howell
(2nd Motion to adjourn) Cecil Pacetti
Motion Carried

The next meeting of the R-Ranch Board of Directors will be held on **January 18, 2014** at 9:30 A.M. in the R-Ranch board room.

XII. ADJOURN GENERAL MEETING, November 16, 2013, 11:50 AM - Karen Meadows

An Executive session followed to discuss personnel matters. No motions were made, nothing to report.

Respectfully submitted,

Michael Carbonara, Secretary

BOARD OF DIRECTORS MEETING
November 16, 2013
SIGN IN SHEET

OWNERS NAME	OWNER#	
Denise Robertson	— STAFF	Events
Sue Burton	682	
Bonnie Carbonara	0862	
[illegible]	0834	
Bill Poole	1085	
Tracy Hennessee	0935	
Barbara Poole	1085	
Joseph Wood	1801	
Richard Rockleau	0038	

R-Ranch In The Mountains Association
Balance Sheet
October 31, 2013

ASSETS

Current Assets		
Petty Cash	$ 200.00	
Register Cash	300.00	
Operating Bank Account	157,502.96	
Lodge/Event Bank Account	28,892.85	
Cabin Project Bank Account	86,604.72	
Stable Project Bank Account	5,184.31	
Property Tax Escrow Bank Acct	53,276.50	
Payroll Bank Account	538.39	
Rodeo Project Bank Account	18,530.59	
Rainbow Dam/Legal Bank Account	269,652.11	
Infrastructure MM Bank Account	7,523.24	
RV Bank Account	83,411.36	
RV-6 Project Bank Account	40,095.76	
Stable Petty Cash	388.61	
Accounts Receivable	586,526.45	
Allowance for Doubtful Account	(254,000.00)	
Prepaid Expenses	18,587.30	
Total Current Assets		1,103,215.15
Property and Equipment		
Furniture & Fixtures	82,992.71	
Vehicles	50,018.00	
Machinery & Equipment	150,579.38	
Horses & Sports Equipment	63,339.16	
Buildings and Improvements	675,367.55	
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	(548,580.14)	
Total Property and Equipment		740,928.98
Other Assets		
Unsold Ranch Memberships	90,000.00	
Dam Consulting in Progress	27,737.35	
Total Other Assets		117,737.35
Total Assets		$ 1,961,881.48

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	$ 19,859.13	
Usage Fee Give Away	939.58	
Accrued Property Tax	82,000.00	
Accrued Property Insurance	4,230.25	
Accrued Expenses	26,626.42	
Prepaid Assessments	12,291.37	
Prepaid - Other	100.00	

Total Current Liabilities		146,046.75
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		146,046.75
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	983,293.89	
Current Year Net Assets Change	24,553.68	
Total Capital		1,815,834.73
Total Liabilities & Capital		$ 1,961,881.48

R-Ranch In The Mountains Association
Operating Summary - Budget Comparison Report
For the Ten Months Ending October 31, 2013

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Operating Income						
Assessments	$ 3,481.15	$ 0.00	3,481.15	$ 1,203,918.2	$ 1,241,500.0	(37,581.80)
Children's Rights	350.00	0.00	350.00	3,800.00	3,000.00	800.00
Electric Reimbursements	12,851.62	13,300.00	(448.38)	53,172.02	52,700.00	472.02
Interest Income	4.52	15.00	(10.48)	22.35	150.00	(127.65)
Fines & Fees	130.00	25.00	105.00	1,572.14	250.00	1,322.14
Late Fees & Finance Charges	18,765.73	5,000.00	13,765.73	85,900.91	47,500.00	38,400.91
Ownership Sales & Transfers	3,788.44	1,250.00	2,538.44	18,889.93	21,000.00	(2,110.07)
Reserve Funding Operating	4,025.05	5,004.75	(979.70)	25,624.11	33,244.50	(7,620.39)
RV Moves, Pet & Day Use F	590.00	750.00	(160.00)	6,008.00	4,985.00	1,023.00
Sales	2,005.95	1,915.00	90.95	12,253.12	12,935.00	(681.88)
Vending Income	204.30	50.00	154.30	439.38	600.00	(160.62)
Recovery of Bad Debt	406.40	0.00	406.40	3,503.32	0.00	3,503.32
Miscellaneous & Tax Refund	1.26	50.00	(48.74)	10,367.42	500.00	9,867.42
Total Operating Income	46,604.42	27,359.75	19,244.67	1,425,470.9	1,418,364.5	7,106.40
Operating Expenses						
Employee Expenses	41,555.16	42,835.26	1,280.10	473,296.44	445,176.71	(28,119.73)
Administrative Expenses	8,687.10	5,018.00	(3,669.10)	76,469.71	66,190.00	(10,279.71)
Cabin Expenses	53.19	225.00	171.81	772.60	3,650.00	2,877.40
Cleaning Expenses	823.18	1,000.00	176.82	7,530.79	8,800.00	1,269.21
General Property Maintenanc	8,673.56	8,590.00	(83.56)	119,962.86	115,275.00	(4,687.86)
Lodge Expenses	692.62	575.00	(117.62)	14,021.51	9,755.00	(4,266.51)
Owner Events	1,577.61	1,000.00	(577.61)	7,457.17	5,500.00	(1,957.17)
Ownership Sales & Transfers	65.00	181.50	116.50	4,895.05	3,690.50	(1,204.55)
RV Expenses	34.30	0.00	(34.30)	712.77	0.00	(712.77)
Sales & Marketing Expense	1,136.29	1,078.00	(58.29)	9,648.55	8,735.00	(913.55)
Sales Expense	1,262.07	2,150.00	887.93	10,236.36	11,555.00	1,318.64
Stables Expense	2,603.20	3,200.00	596.80	25,002.18	33,393.00	8,390.82
Utilities Expense	10,264.73	13,175.00	2,910.27	161,923.19	147,890.00	(14,033.19)
Rodeo Expense	489.26	500.00	10.74	2,832.60	5,000.00	2,167.40
Property Insurance Expense	3,700.50	3,700.00	(0.50)	41,628.76	37,000.00	(4,628.76)
Property Taxes Expense	7,500.00	7,500.00	0.00	75,000.00	75,000.00	0.00
Bad Debt Expense	9,733.44	0.00	(9,733.44)	324,712.34	255,000.00	(69,712.34)
Depreciation Expense	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Expense	0.00	25.00	25.00	155.07	250.00	94.93
Total Operating Expenses	99,337.22	90,752.76	(8,584.46)	1,364,890.8	1,238,860.2	(126,030.64
Net Operating Income	$ (52,732.80)	$ (63,393.01)	10,660.21	$ 60,580.05	$ 179,504.29	(118,924.24

R-Ranch In The Mountains
Operating Variance Report
October 2013

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Children's Rights	350	0	**350**	3,800	3,000	**800**

The monthly favorable variance is due to one new children's right membership. The year to date is due the aforementioned as well as one renewal and one new children's right membership purchase.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Fines & Fees	130	25	**105**	1,572	250	**1,322**

The monthly and year to date favorable variance is due to adhering to Policy and Guideline rules and charging owners accordingly for infractions.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Late Fees & Finance Charge Income	18,766	5,000	**13,766**	85,901	47,500	**38,401**

The monthly favorable variance is due to late fees being budgeted in a previous month. The year to date favorable variance is due to late fees being added to past due assessments and increased length of time of past due balances, finance charges are calculated on the number of days past due.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Ownership Sales and Transfers Income	3,788	1,250	**2,538**	18,890	21,000	**(2,110)**

The monthly favorable variance is due to finalizing the last of the 499.00 sales that were started prior to October 1st. The year to date unfavorable variance is due to applying sales commissions against sales income and less than anticipated sales and transfers.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve Funding to Operating Income	4,025	5,005	**(980)**	25,624	33,245	**(7,620)**

The monthly unfavorable variance is due to contributions being considerably less from Lodge and RV Reserves than expected however is slightly offset by higher than anticipated contributions from Cabin Reserves. The year to date unfavorable variance is due to contributions from the Lodge being much less than anticipated however this is offset by Cabin and RV being overall more than anticipated.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
RV Move, Pet and Day Use Income	590	750	**(160)**	6,008	4,985	**1,023**

The year to date favorable variance is due to more RV moves and Pavilion reservations than expected.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Miscellaneous & Tax Refund Income	1	50	**(49)**	10,367	500	**9,867**

The monthly and year to date favorable variances are due to receiving our 2010, 2011 & 2012 Health Care Credit Tax refund.

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

R-Ranch In The Mountains
Operating Variance Report
October 2013

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Employee Expenses						
	41,555	42,835	**1,280**	476,296	445,177	**(31,120)**

The year to date unfavorable variance is due to higher than anticipated health insurance cost as more employees have taken advantage of insurance, overlapping schedules in order to train new employees, some overtime, uniforms and higher taxes.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Administrative Expenses						
	8,687	5,018	**(3,669)**	76,470	66,190	**(10,280)**

The monthly unfavorable variance is due to renewal of computer programing/tech services which were budgeted in a previous month, much higher than expected printing/supplies costs due to a couple of marketing venues (Gold Rush, Good Sam Rally) needing color flyers that were printed in-house. The year to date unfavorable variance is due to the aforementioned, overall Ranch decor, Verizon/straight talk cards higher than anticipated merchant fees, computer expense including IT time, mileage reimbursement, office carpet cleaning, copies for the Deed Project Reconciliation and for mailings for the election process.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Cabin Expenses						
	53	225	**172**	773	3,650	**2,877**

The year to date favorable variance is due to holding off repairs until a later date.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Cleaning Expenses						
	823	1,000	**177**	7,531	8,800	**1,269**

The year to date favorable variance is due to careful spending on products and holding off on some items.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Lodge Expenses						
	693	575	**(118)**	14,022	9,755	**(4,267)**

The year to date unfavorable variance is due to repair to the salt cells, extra chemicals, repair of the pool pump, purchase of a pool vacuum which is offset by other repairs coming in under budget or being held off until a later date.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Owners Events Expenses						
	1,578	1,000	**(578)**	7,457	5,500	**(1,957)**

The monthly unfavorable variance is due to holding an Owner Appreciation Luncheon which was unbudgeted, however was EXTEREMLY well received by all the owner's that attended. The year to date unfavorable variance is due to the aforementioned, the low turnout for July 4th lunch purchases as well as expensing purchased products for CHIG to owners events, purchases made for current and future events as well as some purchases for July 4th however this was off set by not holding a large event for Memorial Day.

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

R-Ranch In The Mountains
Operating Variance Report
October 2013

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Ownership Sales and Transfers	65	182	**117**	4,895	3,691	**(1,205)**

The year to date unfavorable variance is due to more credit and background checks being done.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Sales & Marketing Expense	1,136	1,078	**(58)**	9,649	8,735	**(914)**

The year to date unfavorable variance is due printing and sending brochures to an owner wanting to participate in a last minute RV Rally, and recoding the Chamber of Commerce to administrative expenses and expenses being more than anticipated overall.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Sales Expense	1,262	2,150	**888**	10,236	11,555	**1,319**

The monthly and year to date favorable variances are due to holding off purchasing souvenirs until a later date.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Stables Expense	2,603	3,200	**597**	25,002	33,393	**8,391**

The monthly and year to date favorable variances are due to the lower expense in all areas of the stables.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Utilities Expense	10,265	13,175	**2,910**	161,923	147,890	**(14,033)**

The monthly favorable variance is due to lower than anticipated electricity. The year to date unfavorable variance is due to the higher than anticipated electricity, propane, extra trash pickups, water treatment fees and repair of the sewer treatment plant.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Rodeo Expense	489	500	**11**	2,833	5,000	**2,167**

The year to date unfavorable variance is due to donating to the Owner's Paddocks project and upgrades to the arena lighting.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Property Insurance Expense	3,700	3,700	**0**	41,629	37,000	**(4,629)**

The year to date unfavorable variance is due to deductibles being met for recent damage as well as not accruing in January.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Bad Debt Expense	9,733	0	**(9,733)**	324,712	255,000	**(69,712)**

The year to date unfavorable variance is due taking deeds back due to hardships and deaths.

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

R-Ranch In The Mountains Association
Budget Comparison Report - Reserve Accounts
For the Ten Months Ending October 31, 2013

	Monthly Actual	Monthly Budget	Monthly Variance	Year-To-Date Actual	Year-To-Date Budget	Year-To-Date Variance
Cabin Reserve Income	$ 7,108.21	$ 6,850.00	258.21	$ 82,701.18	$ 42,050.00	40,651.18
Cabin Reserve Expenses	5,226.92	9,000.68	3,773.76	58,881.20	45,061.23	(13,819.97)
Net Cabin Reserve Income	1,881.29	(2,150.68)	4,031.97	23,819.98	(3,011.23)	26,831.21
RV Reserve Income	11,075.45	13,200.00	(2,124.55)	72,369.65	68,750.00	3,619.65
RV Reserve Expenses	2,317.68	11,671.14	9,353.46	80,815.74	74,755.72	(6,060.02)
Net RV Reserve Income	8,757.77	1,528.86	7,228.91	(8,446.09)	(6,005.72)	(2,440.37)
RV 6 Reserve Income	3.41	0.00	3.41	42.03	0.00	42.03
RV 6 Reserve Expenses	0.00	8,923.13	8,923.13	22,716.68	28,044.11	5,327.43
Net RV6 Reserve Income	3.41	(8,923.13)	8,926.54	(22,674.65)	(28,044.11)	5,369.46
Lodge Reserve Income	8,740.00	13,180.00	(4,440.00)	41,612.00	109,480.00	(67,868.00)
Lodge Reserve Expenses	7,208.85	12,544.19	5,335.34	77,298.15	104,898.79	27,600.64
Net Lodge Reserve Income	1,531.15	635.81	895.34	(35,686.15)	4,581.21	(40,267.36)
Stables Reserve Income	745.40	400.00	345.40	4,938.80	4,900.00	38.80
Stables Reserve Expenses	44.99	1,026.51	981.52	8,302.43	7,770.49	(531.94)
Net Stables Reserve Income	700.41	(626.51)	1,326.92	(3,363.63)	(2,870.49)	(493.14)
Infrastructure Reserve Incom	1,163.02	121.00	1,042.02	4,198.33	5,612.23	(1,413.90)
Infrastructure Reserve Expen	76.66	0.00	(76.66)	2,886.80	7,869.13	4,982.33
Net Infrastructure Reserve In	1,086.36	121.00	965.36	1,311.53	(2,256.90)	3,568.43
Dam/Legal Reserve Income	301.14	337.65	(36.51)	2,133.10	2,265.30	(132.20)
Dam/Legal Reserve Expense	59.00	0.00	(59.00)	6,490.71	0.00	(6,490.71)
Net Dam/Legal Reserve Inco	242.14	337.65	(95.51)	(4,357.61)	2,265.30	(6,622.91)
Total Net Reserve Income	$ 14,202.53	$ (9,077.00)	23,279.53	$ (49,396.62)	$ (35,341.94)	(14,054.68)

R-Ranch In The Mountains
Reserves Variance Report
October 2013

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Cabin Income	7,108	6,850	258	82,701	42,050	40,651

The monthly favorable variance is due to more reservations in the Cottages including Dade County and two weddings. The year to date favorable variance is due to the aforementioned, an insurance check for storm damage, restructuring the billing process of the adopt a cabin program and cottage fees being much more than anticipated due to an unbudgeted group and 2 weddings.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - RV Income	11,075	13,200	(2,125)	72,370	68,750	3,620

The monthly unfavorable variance is due to lower than expected reservations. The year to date favorable variance is due to the increase in reservations in previous months and two additional leases coming available.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Lodge Income	8,740	13,180	(4,440)	41,612	109,480	(67,868)

The monthly and year to date unfavorable variances are due to having less than projected weddings and events.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Infrastructure Income	1,163	121	1,042	4,198	5,612	(1,414)

The monthly favorable variance is due to the Cabin & RV Reserve contribution being higher than expected. The year to date unfavorable variance is due to contributions from other reserve accounts being less than anticipated.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Cabin Expense	5,227	9,001	3,774	58,881	45,061	(13,820)

The monthly favorable variance is due to treatment plant repairs done in previous month but budgeted in October. The year to date unfavorable variance is due to the aforementioned claims paid on storm damage, bath house repairs, rental linen totes, AC work, need for stone on the roads, tree removal, contributions to Operating, Dam and Infrastructure being higher based on higher than anticipated income.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - RV Expense	2,318	11,671	9,353	80,816	74,756	(6,060)

The monthly favorable variance is due to treatment plant repairs done in a previous month but budgeted in October. The year to date unfavorable variance is due to the aforementioned and contributions to Operating, Dam and Infrastructure being higher than anticipated, electrical upgrades, emergency repair of the ball field lift station which was budgeted for October this year.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Lodge Expense	7,209	12,544	5,335	77,298	104,899	27,601

The monthly favorable variance is due to treatment plant repairs done in a previous month but budgeted in October. The year to date unfavorable variance is due to coordination and overall fees being less due to less weddings and events and not doing repairs or making purchases until a later date.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Infrastructure Expense	77	0	(77)	2,887	7,869	4,982

The year to date favorable variance is due to holding off on paving project.

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Reserve - Dam/Legal	59	0	(59)	6,490	71	(6,419)

The monthly and year to date unfavorable variances are due to unbudgeted consultations with our attorneys.

R-Ranch In The Mountains
Accrual to Cash
As of September 30, 2013

NOI		**23,712.36**	
ADJUSTMENTS*			
Less Ice Inventory on hand	-		
Less Propane Inventory on hand	-		
Less Souvenirs Inventory on hand	-		
Less Accounts Receivables	586,526.45		
Allowance for Doubtful Accounting	(254,000.00)		
Less Other Receivables	-		
Less Prepaid Expenses	18,587.30		
Less Furniture & Fixtures	82,992.71		
Less Vehicles	50,018.00		
Less Machinery & Equipment	150,579.38		
Less Horses & Sports Equipment	63,339.16		
Less Building & Land	675,367.55		
Less Fixed Assets - Cabin	57,370.36		
Less Fixed Assets - Infrastructure	9,041.26		
Less Fixed Assets - Lodge	52,027.81		
Less Fixed Assets - RV	105,307.49		
Less Fixed Assets - RV 6	30,902.56		
Less Fixed Assets - Stables	6,642.34		
Less Fixed Assets - Rodeo	5,920.50		
Depreciation	(548,580.14)		
Less Unsold Ownerships	90,000.00		
Less Dam Consulting	27,737.35		
		1,209,780.08	
Plus Accounts Payable	20,700.45		
Plus Refundable Deposits	-		
Plus Usage Fee Giveaways	939.58		
Plus Sales Tax Payable	-		
Plus Accrued Property Tax	82,000.00		
Plus Accrued Property Insurance	4,230.25		
Plus Accrued Expenses	26,626.42		
Plus Prepaid Assessments	12,291.37		
Plus Prepaid Electric	-		
Plus Prepaid - Other	100.00		
Plus Other Payable	-		
Plus Lodge Retained Earnings	114,029.32		
Plus RV Retained Earnings	176,067.78		
Plus RV 6 Retained Earnings	93,672.97		
Plus Cabin Retained Earnings	117,338.80		
Plus Stable Retained Earnings	16,177.37		
Plus Infrastructure Retained Earn	16,415.49		
Plus Legal Retained Earnings	23,995.81		
Plus Dam Retained Earnings	250,289.62		
Plus Undesignated Net Assets	983,293.89		Also called Prior Years Profit/Loss
		1,938,169.12	
CASH FLOW		**752,101.40**	
ACTUAL CASH BALANCE		**752,101.40**	
Variance - NOI vs Actual Cash		**-**	

R-Ranch In The Mountains Association
General Ledger Trial Balance
As of Oct 31, 2013

Filter Criteria includes: Report order is by ID. Report is printed in Detail Format.

Account ID	Account Description	Debit Amt	Credit Amt
1000	Petty Cash	200.00	
1010	Register Cash	300.00	
1020	Operating Bank Account	157,502.96	
1025	Lodge/Event Bank Account	28,892.85	
1030	Cabin Project Bank Accoun	86,604.72	
1035	Stable Project Bank Accou	5,184.31	
1040	Property Tax Escrow Bank	53,276.50	
1045	Payroll Bank Account	538.39	
1050	Rodeo Project Bank Accou	18,530.59	
1055	Rainbow Dam/Legal Bank	269,652.11	
1060	Infrastructure MM Bank Acc	7,523.24	
1065	RV Bank Account	83,411.36	
1070	RV-6 Project Bank Account	40,095.76	
1080	Stable Petty Cash	388.61	
1100	Accounts Receivable	586,526.45	
1150	Allowance for Doubtful Acc		254,000.00
1400	Prepaid Expenses	18,587.30	
1500	Furniture & Fixtures	82,992.71	
1530	Vehicles	50,018.00	
1535	Machinery & Equipment	150,579.38	
1540	Horses & Sports Equipmen	63,339.16	
1545	Buildings and Improvement	675,367.55	
1550	Fixed Assets - Cabin	57,370.36	
1551	Fixed Assets - Inf	9,041.26	
1552	Fixed Assets - Lodge	52,027.81	
1553	Fixed Assets - RV	105,307.49	
1554	Fixed Assets - RV6	30,902.56	
1555	Fixed Assets - Stable	6,642.34	
1556	Fixed Assets - Rodeo	5,920.50	
1700	Accumulated Depreciation		548,580.14
1900	Unsold Ranch Membership	90,000.00	
1910	Dam Consulting in Progres	27,737.35	
2000	Accounts Payable		19,859.13
2150	Usage Fee Give Away		939.58
2390	Accrued Property Tax		82,000.00
2400	Accrued Property Insuranc		4,230.25
2410	Accrued Expenses		26,626.42
2450	Prepaid Assessments		12,291.37
2470	Prepaid - Other		100.00
3801	Lodge Retained Earning		114,029.32
3802	RV Retained Earnings		176,067.78
3803	RV 6 Retained Earnings		93,672.97
3804	Cabin Retained Earning		117,338.80
3805	Stable Retained Earnings		16,177.37
3806	Infrastructure Retained Ear		16,415.49
3807	Legal Retained Earnings		23,995.81
3808	Dam Retained Earnings		250,289.62
3905	Undesignated Net Assets		983,293.89
400005	Rodeo Income - Pre-Sale T		7,338.10
400006	Rodeo Income - Gate Ticke		29,395.00
400010	Rodeo Income - T Shirts		1,953.00
400015	Rodeo Income - Parking		4,582.20
400020	Rodeo Income - Vendors		5,463.83
400025	Rodeo Income - Sponsors		11,260.00
400030	Rodeo Income - Program A		2,130.00
400040	Rodeo Income - Pony Ride		132.50
400050	Rodeo Income - Interest		14.68
4010	Assessments		1,203,918.20
4020	Childrens Rights		3,800.00
4100	Electric - Usage Fees		18,292.29
4115	Electric - Cabin Reimburse		5,638.63
4120	Electric - RV Reimburseme		29,241.10
4200	Interest Income		22.35

R-Ranch In The Mountains Association
General Ledger Trial Balance
As of Oct 31, 2013

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Account ID	Account Description	Debit Amt	Credit Amt
4210	Owner Fines & Fees		1,572.14
4220	Late Fees & Finance Charg		85,900.91
4400	Ownership Sales		11,146.93
4410	Ownership Transfers		7,743.00
4550	Reserve to Operating		25,624.11
4600	RV Moves		4,515.00
4650	Pet Fees		380.00
4670	Day Use Income		1,013.00
4680	Lumpkin County Election In		100.00
4700	Sales - Ice		2,814.64
4710	Sales - Propane		5,309.01
4715	Sales - Souvenirs		1,863.43
4720	Sales - Firewood		245.50
4725	Sales - Gate Cards		304.00
4730	Sales - Store		1,716.54
4800	Vending Income		439.38
4850	Recovery of Bad Debt		3,503.32
4900	Miscellaneous Income		116.31
4901	Federal Tax Credit		10,251.11
600000	Rodeo Expense	14,697.50	
600005	Rodeo Expense - Stock Co	4,500.00	
600010	Rodeo Expense - Prize Mo	4,000.00	
600015	Rodeo Expense - Advertisi	2,295.67	
600025	Rodeo Expense - Security	720.00	
600030	Rodeo Expense - Seating	5,000.00	
600035	Rodeo Expense - Sanitatio	1,226.00	
600040	Rodeo Expense - EMT	500.00	
600050	Rodeo Expense - T-Shirts	3,174.15	
600055	Rodeo Expense - Free Cab	252.00	
600065	Rodeo Expense - Concessi	25.00	
600070	Rodeo Expense - Sponsors	727.69	
600075	Rodeo Expense - In-House	2,458.14	
600077	Rodeo Expense - Merchant	128.83	
600080	Rodeo Expense - Upgrades	7,814.68	
600095	Rodeo Expense - Miscellan	1,379.40	
6010	Employee - Payroll/Salary	379,604.01	
6015	Employee - Payroll Tax Exp	33,174.46	
6020	Employee - Payroll Fees &	5,740.03	
6030	Employee - Health Insuran	43,580.36	
6040	Employee - Workers Comp	11,197.58	
6100	Admin - Accounting Fees	8,789.00	
6110	Admin - Bank Fees	493.74	
6115	Admin - Business Fees	4,678.55	
6120	Admin - Collection Expense	586.03	
6125	Admin - Computer Expense	5,929.18	
6130	Admin - Dues & Subscriptio	591.05	
6132	Admin - Emp Develop & Tr	1,968.00	
6135	Admin - Gifts	266.13	
6145	Admin - Merchant Fees	9,848.47	
6150	Admin - Mileage Reimburs	2,382.19	
6155	Admin - Office Building Rep	3,421.37	
6160	Admin - Office Expense	7,196.62	
6165	Admin - Printing / Copying	9,879.46	
6170	Admin - Radio Expense	2,296.92	
6175	Admin - Shipping / Postage	5,346.58	
6180	Admin - Telephone / Cable	12,796.42	
6195	Assessment Discounts	5,100.00	
6200	Cabin - Bathhouse Repair	36.55	
6210	Cabin - Cottage Repair & M	200.81	
6215	Cabin - Repair & Maintena	535.24	
6310	Cleaning - Supply Expense	7,530.79	
6400	GPM - Equip Rental Expen	482.55	
6415	GPM - Equip Repair Expen	7,957.29	
6420	GPM - Fence / Pasture Exp	10,163.69	

R-Ranch In The Mountains Association
General Ledger Trial Balance
As of Oct 31, 2013

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Account ID	Account Description	Debit Amt	Credit Amt
6425	GPM - Fuel Expense	18,199.38	
6430	GPM - General Maintenanc	2,386.08	
6435	GPM - Grounds/Property R	3,033.27	
6440	GPM - Keys & Locks	864.62	
6445	GPM - Lawn Svc & Landsc	25,044.68	
6450	GPM - Pest Control Service	2,699.67	
6455	GPM - Road Repair Expen	1,714.51	
6460	GPM - Security Contract	33,700.26	
6465	GPM - Supplies Expense	1,827.10	
6470	GPM - Tools Expense	1,409.01	
6480	GPM - Vehicle Maint & Rep	10,480.75	
6500	Lodge - Pool Chemical Exp	5,604.06	
6505	Lodge - Pool Repair & Main	5,343.46	
6510	Lodge - Repair & Maint Exp	3,064.93	
6515	Lodge - Kitchen Supplies	9.06	
6530	Owner Events	7,149.23	
6535	Owners & Board Meeting E	307.94	
6540	Ownership Sales & Transfe	4,895.05	
7000	RV - Bathhouse Repair & E	140.60	
7010	RV - Repair & Maintenance	572.17	
7100	Sales & Market Expense	9,648.55	
7105	Sales Expense - Ice	1,940.61	
7210	Sales Expense - Propane	3,436.11	
7215	Sales Expense - Souvenirs	1,300.00	
7220	Sales Expense - Gate Card	600.00	
7225	Sales Expense - Firewood	144.00	
7227	Sales Expense - Store	2,815.64	
7230	Sporting Equipment	3,532.90	
7300	Stables - Feed	5,314.98	
7310	Stables - Ferrier Expense	6,150.00	
7315	Stables - General Expense	3,218.14	
7320	Stables - Repair & Mainten	3,702.21	
7325	Stables - Tack & Equipmen	560.22	
7330	Stables - Vet Fees / Medici	6,056.63	
7400	Utilities - Electricity	112,897.75	
7410	Utilities - Propane	25,435.94	
7415	Utilities - Sewer Treat Plant	4,160.65	
7420	Utilities - Trash Removal	8,773.02	
7425	Utilities - Water Testing Fe	4,529.25	
7430	Utilities - Water Treatment	6,126.58	
7450	Reserve for Contingency	2,832.60	
7500	Insurance - Property	41,628.76	
7550	Property Taxes	75,000.00	
7600	Bad Debt Expense	324,712.34	
7999	Miscellaneous Expense	155.07	
8000	Cabin Reserve Income		21,497.85
8001	Cabin RI - Adoption Fees		18,400.16
8002	Cabin RI - Guest & Group		16,560.35
8003	Cabin RI - Cottage Fees		26,098.90
8080	Cabin RI - Interest		53.92
8099	Cabin RI - Miscellaneous F		90.00
8101	RV RI - Monthly Adoption F		5,265.00
8102	RV RI - Yearly Adoption Fe		53,828.00
8103	RV RI - Guest & Group Fee		13,218.83
8180	RV RI - Interest		57.83
8199	RV RI - Miscellaneous Fee	0.01	
8280	RV 6 RI - Interest		42.03
8301	Lodge RI - EBD Event Fees		3,817.00
8302	Lodge RI - Wedding Fees		37,105.00
8303	Lodge RI - Group Fees		690.00
8401	Stables RI - Riding Pass Fe		4,090.00
8402	Stables RI - Stall Fees		200.00
8410	Stables RI - Fundraiser Inc		644.50
8480	Stables RI - Interest		4.30

R-Ranch In The Mountains Association
General Ledger Trial Balance
As of Oct 31, 2013

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Account ID	Account Description	Debit Amt	Credit Amt
8501	Infrastructure RI - Cabin		2,116.64
8502	Infrastructure RI - RV		1,614.18
8503	Infrastructure RI - RV 6		0.39
8504	Infrastructure RI - Lodge		303.60
8505	Infrastructure RI - Stables		158.88
8580	Infrastructure RI - Interest		4.64
8675	Dam/Legal RI - Reserve In		1,829.67
8680	Dam/Legal RI - Interest		303.43
9000	Cabin Reserve Expense	4,560.11	
9001	Cabin RE - Bath Houses	2,602.39	
9002	Cabin RE - Rainbow Cabin	7,614.67	
9003	Cabin RE - Chapel Hill Cab	2,446.87	
9004	Cabin RE - Cottages	1,009.47	
9005	Cabin RE - Grounds	273.57	
9006	Cabin RE - Roads	4,988.95	
9007	Cabin RE - Repairs	851.42	
9008	Cabin RE - Improvements	896.76	
9060	Cabin RE - Ranch Cap Imp	22,053.50	
9070	Cabin RE - Operating	9,136.64	
9075	Cabin RE - Dam	609.53	
9080	Cabin RE - Infrastructure	1,837.32	
9100	RV Reserve Expense	82.05	
9101	RV RE - Bath Houses	8,480.45	
9102	RV RE - Pad Improvements	16,595.97	
9104	RV RE - Grounds	956.03	
9106	RV RE - Repairs	175.46	
9107	RV RE - Improvements	9,059.88	
9160	RV RE - Ranch Cap Imp	32,057.84	
9170	RV RE - Operating	10,790.62	
9175	RV RE - Dam	724.12	
9180	RV RE - Infrastructure	1,893.32	
9260	RV-6 RE - Ranch Cap Imp	22,712.66	
9270	RV-6 RE - Operating	3.23	
9275	RV-6 RE - Dam	0.22	
9280	RV-6 RE - Infrastructure	0.57	
9300	Lodge Reserve Expense	390.00	
9301	Lodge RE - Event Employe	9,787.60	
9302	Lodge RE - Event Decorati	798.14	
9303	Lodge RE - Event Staff	2,687.79	
9304	Lodge RE - Event Cleaning	2,055.70	
9305	Lodge RE - Event Coordina	7,981.60	
9306	Lodge RE - Event Breakag	29.85	
9307	Lodge RE - Event Improve	356.77	
9308	Lodge RE - Event Linens	43.50	
9309	Lodge RE - Event Marketin	764.45	
9310	Lodge RE - Event Security	429.00	
9350	Lodge RE - Repairs	13,623.73	
9355	Lodge RE - Improvements		263.71
9360	Lodge RE - Ranch Cap Imp	31,003.25	
9370	Lodge RE - Operating	5,693.62	
9375	Lodge RE - Dam	410.76	
9380	Lodge RE - Infrastructure	303.60	
9390	Lodge RE - Unbudgeted Ex	1,075.00	
9399	Lodge RE - Miscellaneous	127.50	
9401	Stables RE - Horses	450.00	
9406	Stables RE - Repairs	54.91	
9407	Stables RE - Improvements	196.99	
9410	Stables RE - Jr Wranglers	337.77	
9460	Stables RE - Ranch Cap Im	6,989.39	
9475	Stables RE - Dam	52.34	
9480	Stables RE - Infrastructure	158.88	
9499	Stables RE - Miscellaneous	62.15	
9502	Infrastructure RE - Grounds	414.75	
9560	Infrastructure RE - Ranch	2,472.05	

R-Ranch In The Mountains Association
General Ledger Trial Balance
As of Oct 31, 2013

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Account ID	Account Description	Debit Amt	Credit Amt
9602	Dam/Legal RE - Legal	6,490.71	
	Total:	**4,435,906.96**	**4,435,906.96**

R Ranch In The Mountains Owners Association, Inc.
2014 Operating Budget Detail

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	TOTAL	2
INCOME														
Assessments	0.00	607,000.00	1,900.00	2,850.00	2,850.00	3,800.00	3,800.00	607,000.00	1,900.00	0.00	1,900.00	1,900.00	1,234,900.00	1,1
Children Rights	350.00	1,500.00	0.00	0.00	0.00	0.00	0.00	350.00	700.00	0.00	0.00	0.00	2,900.00	
Day Use Income	0.00	125.00	0.00	375.00	125.00	185.00	60.00	40.00	20.00	0.00	0.00	0.00	930.00	
Reserve Contributions	1,772.40	3,228.60	3,430.35	9,696.45	5,745.15	7,685.03	8,129.85	6,184.20	4,288.35	10,219.73	6,606.75	2,235.45	69,222.30	
Electric - Usage Fees	450.00	360.00	1,256.00	1,700.00	2,075.00	3,148.00	2,860.00	1,962.00	1,700.00	1,890.00	1,266.00	825.00	19,492.00	
Electric Reimbursement - Cabin	1,600.00	0.00	0.00	1,400.00	0.00	0.00	1,775.00	0.00	0.00	1,813.00	0.00	0.00	6,588.00	
Electric Reimbursement - RV	6,680.00	0.00	0.00	5,000.00	0.00	0.00	9,700.00	0.00	0.00	9,150.00	0.00	0.00	30,530.00	
Interest Income	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	36.00	
Late Fees & Finance Charges	6,150.00	0.00	10,660.00	17,080.00	6,858.00	3,686.00	4,471.00	0.00	7,600.00	17,100.00	7,000.00	4,558.00	85,163.00	
Miscellaneous Income	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00	
Owner Fines & Fees	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00	
Ownership Sales	0.00	0.00	2,572.00	3,858.00	3,858.00	5,144.00	5,144.00	0.00	2,572.00	0.00	2,572.00	2,572.00	28,292.00	
Ownership Transfers	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	7,200.00	
RV Moves	100.00	125.00	335.00	280.00	660.00	700.00	350.00	325.00	455.00	325.00	250.00	175.00	4,080.00	
Pet Fees	20.00	20.00	30.00	50.00	80.00	80.00	70.00	70.00	70.00	40.00	60.00	30.00	620.00	
Sales - Firewood	12.00	40.00	20.00	100.00	0.00	118.00	100.00	75.00	145.00	112.00	96.00	32.00	850.00	
Sales - Gate Cards	5.00	15.00	20.00	25.00	35.00	85.00	50.00	100.00	15.00	20.00	15.00	15.00	400.00	
Sales - Ice	36.00	10.00	75.00	171.50	358.00	962.00	1,155.00	293.00	325.00	247.00	137.00	54.00	3,823.50	
Sales - Propane	616.50	575.00	935.00	475.00	514.00	405.00	425.00	296.00	379.00	1,224.00	1,169.00	891.00	7,904.50	
Sales - Souvenirs	93.00	50.00	27.00	244.00	350.00	558.00	511.00	100.00	230.00	59.00	28.00	200.00	2,450.00	
Sales - Store	132.00	132.00	132.00	132.00	132.00	165.00	165.00	165.00	165.00	165.00	132.00	132.00	1,749.00	
Vending Income	32.00	40.00	60.00	27.00	0.00	35.00	100.00	100.00	0.00	116.00	0.00	80.00	590.00	
Federal Tax Credit	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	
Recovery of Bad Debt	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	120,000.00	
TOTAL INCOME	**28,751.90**	**623,923.60**	**32,155.35**	**54,166.95**	**36,343.15**	**37,459.03**	**49,568.85**	**627,763.20**	**31,267.35**	**53,183.73**	**31,934.75**	**24,402.45**	**1,630,920.30**	**1,4**
EXPENSES													**(2,015.24)**	
Employee - Salaries Expense*	36,794.00	36,794.00	37,094.00	37,244.00	55,640.00	37,394.00	37,394.00	36,794.00	37,461.94	55,741.90	36,461.94	37,461.94	482,275.72	4
Employee - Payroll Tax Expense	3,311.46	3,311.46	3,311.46	3,311.46	4,967.10	3,311.46	3,311.46	3,311.46	3,344.57	5,016.77	3,254.57	3,344.57	43,107.81	
Employee - Payroll Fees & Expense	758.00	319.00	407.00	625.00	519.00	269.00	258.00	319.00	249.00	288.00	429.00	450.00	4,890.00	
Employee - Health Insurance Expense	5,863.52	5,863.52	5,863.52	5,863.52	4,824.78	5,863.52	5,863.52	5,863.52	5,863.52	4,824.78	5,863.52	5,863.52	68,284.76	
Employee - Workers Comp Insurance	1,000.00	1,000.00	1,000.00	3,500.00	1,000.00	1,000.00	1,000.00	1,500.00	1,000.00	1,000.00	1,000.00	1,000.00	15,000.00	
Employee - Development & Education	365.00	65.00	65.00	965.00	445.00	65.00	965.00	65.00	65.00	965.00	65.00	65.00	4,160.00	
Admin - Accounting Fees	225.00	0.00	795.00	1,775.00	5,500.00	0.00	225.00	0.00	0.00	225.00	0.00	0.00	8,745.00	
Admin - Bank Fees	50.00	35.00	60.00	50.00	25.00	55.00	5.00	35.00	30.00	5.00	15.00	12.00	377.00	
Admin - Business Fees	290.00	0.00	440.00	30.00	650.00	1,755.00	635.00	50.00	0.00	0.00	0.00	0.00	3,850.00	
Admin - Collection Expense	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	1,773.25	21,279.00	
Admin - Computer Expense	4,885.93	0.00	0.00	2,800.00	0.00	25.00	300.00	0.00	0.00	300.00	25.00	0.00	8,335.93	
Admin - Dues & Subscript	13.00	13.00	13.00	13.00	488.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	631.00	
Admin - Gifts	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00	
Admin - Merchant Fees	450.00	400.00	700.00	1,500.00	1,700.00	950.00	875.00	658.00	775.00	1,000.00	1,800.00	450.00	11,258.00	
Admin - Mileage Reimbursement	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00	
Admin - Office Building Repair Expense	110.00	0.00	37,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,110.00	
Admin - Office Expense	450.00	515.00	600.00	900.00	850.00	600.00	600.00	450.00	600.00	700.00	450.00	600.00	7,315.00	
Admin - Printing / Copying Expense	590.00	840.00	690.00	690.00	740.00	690.00	690.00	840.00	590.00	490.00	490.00	690.00	8,030.00	
Admin - Radio Expense	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00	
Admin - Shipping Expense	675.00	625.00	525.00	925.00	375.00	375.00	675.00	825.00	425.00	675.00	375.00	225.00	6,700.00	
Admin - Telephone/Cable Expense	1,180.00	1,230.00	1,180.00	1,180.00	1,180.00	1,280.00	1,180.00	1,180.00	1,180.00	1,180.00	1,080.00	1,080.00	14,110.00	
Assessment Discounts	0.00	300.00	0.00	0.00	0.00	0.00	0.00	4,300.00	0.00	0.00	0.00	0.00	4,600.00	
Cabin - Bathhouse Repair Expense	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00	
Cabin - Cottage Repair & Maintenance Expense	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200.00	
Cabin - Repair & Maintenance Expense	25.00	925.00	25.00	325.00	25.00	25.00	25.00	25.00	25.00	325.00	25.00	25.00	1,800.00	
Cleaning - Supply Expense	450.00	450.00	350.00	700.00	1,000.00	1,100.00	1,100.00	700.00	600.00	700.00	200.00	200.00	7,550.00	
GPM - Equipment Rental Expense	109.00	109.00	809.00	109.00	109.00	109.00	109.00	109.00	109.00	109.00	109.00	109.00	2,008.00	
GPM - Equipment Repair Exp	220.00	0.00	0.00	10,220.00	0.00	0.00	220.00	0.00	0.00	220.00	0.00	0.00	10,880.00	

R Ranch In The Mountains Owners Association, Inc.
2014 Operating Budget Detail

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	TOTAL
GPM - Fence / Pasture Expense	2,000.00	0.00	3,000.00	5,000.00	0.00	0.00	0.00	1,000.00	3,000.00	0.00	0.00	0.00	14,000.00
GPM - Fuel Expense	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	16,800.00
GPM - General Maintenance Expense	0.00	1,300.00	500.00	200.00	50.00	50.00	225.00	25.00	25.00	75.00	100.00	0.00	2,550.00
GPM - Grounds/Property Repair Exp	150.00	150.00	150.00	750.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,400.00
GPM - Keys & Locks	35.00	35.00	35.00	235.00	35.00	35.00	35.00	35.00	35.00	35.00	35.00	35.00	620.00
GPM - Lawn Service Expense	0.00	0.00	250.00	2,700.00	5,400.00	5,650.00	5,400.00	5,400.00	5,650.00	2,700.00	0.00	0.00	33,150.00
GPM - Pest Control Services	25.00	535.00	535.00	25.00	235.00	535.00	235.00	25.00	535.00	25.00	235.00	535.00	3,480.00
GPM - Road Repair Expense	0.00	0.00	0.00	13,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,000.00
GPM - Security Contract	3,500.00	3,500.00	3,000.00	5,500.00	3,000.00	4,000.00	3,500.00	4,000.00	4,000.00	3,000.00	2,000.00	6,500.00	45,500.00
GPM - Supplies Expense	100.00	100.00	100.00	200.00	350.00	200.00	350.00	150.00	100.00	100.00	150.00	100.00	2,000.00
GPM - Tools Expense	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
GPM - Vehicle Maintenance & Repair Exp	100.00	100.00	400.00	3,600.00	100.00	400.00	100.00	100.00	950.00	100.00	100.00	400.00	6,450.00
Lodge - Pool Chemical Expense	0.00	0.00	0.00	750.00	750.00	750.00	750.00	750.00	750.00	250.00	0.00	0.00	4,750.00
Lodge - Pool Repair & Maintenance Expense	0.00	0.00	0.00	11,500.00	50.00	50.00	50.00	50.00	50.00	0.00	0.00	0.00	11,750.00
Lodge - Repair & Maintenance	50.00	50.00	9,550.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	10,100.00
Lodge - Kitchen Supplies	240.00	0.00	0.00	0.00	0.00	240.00	0.00	0.00	0.00	0.00	0.00	0.00	480.00
Owner Events	0.00	1,220.00	1,470.00	250.00	1,500.00	0.00	1,200.00	1,040.00	1,125.00	1,250.00	800.00	1,570.00	11,425.00
Board Meeting Expense	25.00	25.00	25.00	500.00	25.00	25.00	25.00	25.00	25.00	500.00	25.00	25.00	1,250.00
Ownership Sales & Transfer Expense	242.00	242.00	553.21	708.82	708.82	864.42	864.42	242.00	553.21	242.00	553.21	553.21	6,327.33
RV - Bathhouse Repair & Expense	100.00	25.00	25.00	0.00	0.00	0.00	50.00	25.00	25.00	0.00	0.00	0.00	250.00
RV - Repair & Maintenance	30.00	30.00	100.00	100.00	100.00	30.00	100.00	30.00	100.00	100.00	25.00	50.00	795.00
Sales & Marketing Expense	1,030.00	5,049.00	380.00	1,030.00	380.00	910.00	130.00	749.00	580.00	380.00	755.00	815.00	12,188.00
Sales Expense - Ice	70.00	0.00	35.00	100.00	300.00	650.00	400.00	220.00	300.00	150.00	75.00	0.00	2,300.00
Sales Expense - Propane	800.00	0.00	1,000.00	250.00	250.00	700.00	0.00	0.00	600.00	0.00	1,000.00	500.00	5,100.00
Sales Expense - Souvenirs	0.00	0.00	500.00	800.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	2,100.00
Sales Expense - Firewood	144.00	0.00	144.00	0.00	0.00	0.00	0.00	0.00	0.00	144.00	0.00	144.00	576.00
Sales Expense - Gate Cards	0.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	600.00
Sales Expense - Store	120.00	120.00	120.00	120.00	120.00	150.00	150.00	150.00	150.00	150.00	120.00	120.00	1,590.00
Sporting Goods	25.00	25.00	425.00	525.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	1,200.00
Stables - Feed	800.00	1,000.00	1,000.00	1,200.00	800.00	800.00	800.00	800.00	800.00	800.00	1,200.00	800.00	10,800.00
Stables - Farrier Expense	800.00	800.00	800.00	800.00	800.00	800.00	1,200.00	800.00	800.00	1,200.00	800.00	800.00	10,400.00
Stables - General Expense	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Stables - Repair & Maintenance	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
Stables - Tack & Equipment	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
Stables - Vet Fees/Medicine Expense	1,000.00	100.00	260.00	3,500.00	180.00	180.00	1,080.00	180.00	100.00	1,000.00	100.00	100.00	7,780.00
Utilities - Electricity	12,500.00	12,225.00	11,750.00	11,000.00	10,500.00	10,750.00	12,700.00	14,250.00	11,200.00	10,000.00	11,000.00	12,000.00	139,875.00
Utilities - Propane	8,160.00	6,856.67	6,328.33	1,980.67	439.33	1,062.33	91.67	330.00	1,297.00	1,932.67	3,956.33	5,038.33	37,473.33
Utilities - Sewer Treat Plant Expenses	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00
Utilities - Trash Removal	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	1,081.25	12,975.00
Utilities - Water Testing Fee Expense	1,000.00	0.00	50.00	1,200.00	0.00	0.00	1,000.00	0.00	0.00	1,300.00	0.00	0.00	4,550.00
Utilities - Water Treatment Repair & Maint Expense	3,002.67	25.00	640.00	290.00	4,877.00	2,848.67	355.00	0.00	290.00	565.00	120.00	0.00	13,013.34
Miscellaneous Expense	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00
Insurance - Property	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	49,200.00
Property Taxes	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	90,000.00
Bad Debt Expense	300.00	300.00	128,300.00	300.00	300.00	300.00	300.00	128,300.00	300.00	300.00	300.00	300.00	259,600.00
TOTAL EXPENSES	110,768.08	103,212.15	278,958.03	158,094.96	128,117.53	103,689.91	103,364.57	232,543.48	103,300.75	116,906.62	91,935.08	98,804.08	1,629,695.23
Net Income	(82,016.18)	520,711.45	(246,802.68)	(103,928.01)	(91,774.38)	(66,230.88)	(53,795.72)	395,219.72	(72,033.40)	(63,722.89)	(60,000.33)	(74,401.63)	1,225.07
Cumulative Annual Income	(82,016.18)	438,695.27	191,892.60	87,964.58	(3,809.80)	(70,040.68)	(123,836.40)	271,383.32	199,349.92	135,627.03	75,626.70	1,225.07	(0.00)

Salaries includes Cleaning salaries

baker & mundy llc
CERTIFIED PUBLIC ACCOUNTANTS

J. Rob Mundy, CPA
Leslie R. Baker, CPA

Cleveland: (706) 865-7796
Dahlonega (706) 864-7433
Fax: (706) 865-6638

R-Ranch in the Mountains

September 2013 Financial Statement Evaluation

In the overall review of the accounting operations, it is recommended that although the accounting staff understand the proper procedures for daily operations, there are no established and written accounting policies and procedures. Procedures must be written to establish continuity in the case that there is employee turnover, and to also strengthen internal controls and better transparency with the board of directors and the membership. Julie and Judy are working through the internal controls to best serve the organization going forward.

Balance Sheet Analysis

- The bank reconciliations for each account appear accurately recorded and tied to the general ledger with no exceptions.
- It is recommended that a transfer of funds form be implemented that describes transfers that are out of the normal for monthly operations. This is to eliminate confusion as to why something was or was not transferred.
- The accounts receivable ledger is reasonably stated. Due to various timing issues and credits in the system, the balance did not tie exactly to the general ledger. This is not a major concern as the Director and Bookkeeper are aware of the issues.
- It should be written down in the accounting policies as to how the allowance for uncollectable accounts and bad debt expense is measured. This is a policy that can be more readily determined after the year-end audit.
- Fixed assets appear adequately stated. The purchases to be capitalized are recorded in expense categories and will be re-classed to fixed assets at the end of the year.
- Unsold Ranch Memberships have been thoroughly investigated and appear within reason.
- Dam Consulting in Progress should be written off at the end of the year.
- Sales Tax was timely and properly reported. One month was 1 day late due to a weekend due date. The Bookkeeper was updated that if the deadline falls on a weekend that the sales tax should be filed the Friday before.
- Accrued expenses and Prepaid Assessments appear adequately recorded. The accruals are properly being reduced as the amounts are being paid.

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- Accounts payable is being paid timely with no exceptions.
- The capital accounts should be left alone until the end of the fiscal year when the year's activity is closed out.

Income Statement Analysis

- Through analysis of the payroll reports and the monthly journal entries, it was noted that the payroll is being recorded correctly in regard to Salaries and Payroll Taxes. The payroll service is properly tracking the insurance per employee and paying the payroll taxes timely.
- Bad Debt expense appeared within reason.
- Rodeo upgrades and other fixed asset additions will be capitalized at the end of the year.
- Budget to actual analysis show a positive operating year though a little under what was budgeted.

Segregation of Duties

- In analyzing the current internal controls, the staff appears to properly oversight and analyze decisions on a monthly basis in regard to the balance sheet and income statement. Management appears very budget conscious and aware of future difficulties. The board of directors should continue to provide advice and proper oversight each month.

P.O. BOX 2929, CLEVELAND, GA 30528 E-MAIL: ROB@BAKERMUNDY.COM

MEMBER: American Institute of Certified Public Accountants
Georgia Society of Certified Public Accountants

Administrative Director Report
November 16, 2013

Decorating the Lodge for Christmas an adult owner event will be Saturday, November 30th from 4:00 p.m. to 6:00 p.m. Volunteers are encouraged to bring a bottle of wine and an appetizer to share.

The Breakfast with Santa Fliers have been created and distributed to the Chamber of Commerce and Lumpkin County Schools. Our flyer will be posted in the Calendar of Events in the Dahlonega Nugget. We have also posted them in various storefronts throughout Dahlonega.

Our Thanksgiving Dinner seating availability is filling up-----make sure you sign up and pay for a table.
The Ranch will be providing the turkey, ham, dressing, gravy and rolls. Each owner needs to bring a covered dish enough to feed 6-8 people. The cost is $3.00 per person and you can sign up and pay at the Front Office. Deadline is November 21st.

Help make a difference in a Foster Child's Christmas: The Teddy Bear Christmas Program for foster children is ongoing; Teddy's are being accepted in the front office.

2014 Blackout dates have been changed for Coast to Coast and R-Ranch Owners. The new list is posted on the Ranch Web Site and Front Office.

Our CPA came in for our quarterly audit and found the books in good order. All BOD members should have a copy of the report in their boxes.

Events by Dezine has booked two more weddings and 2 groups for next year.

We are on the front page of ***The Knot*** (see copies) Jennifer has stated she is receiving a lot of inquiries from just this one ad alone.

We have hired two additional employees down at the Stables. Connie Mason and David Hildigo. Both are fitting in well and are wonderful additions to our staff.
We have also hired a front desk reservation clerk named Julie Barnhart. We have nick named her Julie B or JB. I would like to ask everyone to have a little patience and understanding as we go through the training process. Maggie will be moving over to housekeeping and helping out the office out during scheduled vacations and other employee leaves.

The Children's Rights and Policies and Guidelines changes have been updated and are available in the office and found on the Website.

NEW Linen Kits for the Rainbow Cabins and Duplexes are available now. $30.00 for towels, washcloths, blankets, comforter, sheets, pillows, trash bags, toilet paper, paper towels, hand soap, shampoo/conditioner and bar soap. We have sold 6 kits to date. * See handout

Zippered Mattress Covers have been purchased and put on all mattresses in Rainbow Cabins, duplexes and rental houses.

Angel has filed her first 6 civil litigation/collection cases. We are waiting on the court to calendar these cases. The total amounts of these cases are $23,154.37, plus court costs. We have two additional cases pending and waiting on paperwork to begin filing procedures. Our goal is to have eight cases in the court system and eight pending at all times. Angel has spent many hours reviewing these cases and preparing her document backup for court and I feel we have an excellent chance of recovering most of this money. To date, we have approximately $ 450,000 outstanding/bad debt that can be collected.

Your staff is continually working on improving office procedures, grounds, stables, and owner events as well as keeping up with their normal day to day duties. I would like to commend all of them for their dedication and hard work. It makes my job a lot easier when team work, cooperation and open communication exists within departments.

Respectfully submitted,
Julie Higman
Administrative Director

Hey, look what's New and Exciting

Rental Linen Kits
$30

RAINBOW SINGLE CABINS

- 4- TOWELS
- 4- WASHCLOTHS
- 3- FLEECE BLANKETS
- 1- FULL/QUEEN COMFORTER
- 2- TWIN COMFORTERS
- 1- SET QUEEN SHEETS
- 2- SETS TWIN SHEETS
- PILLOWS

Rainbow Single Cabin

Rental Linen Kit Rules

Check out Time is 12 noon

Place all dirty linens in bin & place by table in cabin when departing

If you soil or break something, please inform the Front Office before departing
(there will be a charge for broken/lost items!)

Failure to follow these simple rules will result in a fine; also the lost/broken items will have to be replaced.

Rainbow Duplex Cabins

Rainbow Duplex Cabins

- 5 - Towels
- 5 - Washcloths
- 5 - Hand Towels
- 5 - Blankets
- 5 - Comforters
- 5 sets of Twin Sheets
- Pillows

Complimentary Items

- Trash Bags
- 2 rolls of toilet paper
- 1 roll of paper towels
- 1 hand soap
- 1 bottle of shampoo/conditioner
- 1 bar of soap

Please Remember this is your R-Ranch Property
Treat it accordingly with love and respect

R Ranch Stable Report

We have not rehomed any horses since last meeting.

We have had 235 riders and 24 passes in October and in November we have had so far 147 riders and 28 passes .

We are still looking for 6 horses to lease.

We have gotten a new horse and his name is ***pickles*** he will be here next week (still waiting on coggins to get here.) PRETTY GIRL COMING ALSO

Roxie is gaining some weight but still needs to gain somemore.

Leo's eye is doing lots better now he still has a cloud in his eye but he can see really good.

Leo, ***Thorpe*** and ***Dakota*** I am having the Gold Card riders use them now.

I think ***Leo*** is going to make a blue halter horse.

I am teaching ***Scarlet*** how to pull the carriage.

The horses hoofs are doing a lot better now that I've had Kip work on them.

We have hired 2 New ranch hands ***David Hidalgo*** and ***Connie Mason***.
We are working together to improve the stables.

I want to thank all the owners who pitched in and helped at the barn.

Submitted by ***Josh Littlejohn*** - Stable Manager

2013 Reservation Report
October 26th, through November 16th, 2013

CHAPEL HILL	8
DUPLEX	16
SINGLES	31
COTTAGE	12
RV1	5
RV2	7
RV3	4
RV4	16
RV5	23
RV7	4
TENT	0
ARENA	2
LODGE	1
LAWN	1
PAVILLION	0
STALL	2
COAST TO COAST	9
PASSPORT AMERICA	1
GROUPS	4

Lottery: One Year Lease

This month we have

December	**1 sites**	**1 in RV 4**	**2 in Chapel Hill #947 & 948**

Previous Months: One Year Leases

November 4 sites 4 in RV 4 2 in Chapel Hill #947 & 948 $4,000 7 Attended

October 4 sites 2 in RV 2 2 in RV 3 $4,000 11 Attended
1 Chapel Hill Lease #942 $1,000

September 8 sites 4 in RV 2 3 in RV 4 1 in RV7 $8,000 26 attended
We also have 2 relinquished sites 1 in RV 1 and 1 in RV 5 both are 19.5 month sites
We had 3 Chapel Hill Cabins available for 1 year leases @ $1,000 each Cabins 942, 947, and 948

August 4 sites 1 RV 1 2 RV 4 1 RV 7 $4,000 27 attended
We also had 2 relinquished sites in RV5 both were 20 month sites

July 10 sites 1 RV1 1 RV2 3 RV4 5 RV7 $10,000 30 attended

June 5 sites 2 RV2 1 RV3 2 RV4 $5,000 21 attended
We also had 1 relinquished site in RV 1 2 ½ year site

May 3 sites 2 RV2 1 RV3 $3,000 19 attended

April 5 sites 1 RV2 1RV3 2 RV4 $5,000 20 attended
We also had 1 relinquished site RV 5 2 year site

March 3 sites 2 RV2 1 RV4 $3,000 12 attended

February 3 sites 1 RV1 2 RV4 $3,000 15 attended

January 1 site 1 RV2 $1,000 14 attended
We also had 1 relinquished site RV 5 28 month site

Previous Months: One Month Leases

January	3 sites	2 RV 2	1 Arena		$405
February	4 sites	2 RV2	1 RV 4	1 Arena	$540
March	3 sites	2 RV 2	1 Arena		$405
April	4 sites	2 RV 2	1 Arena	2 RV 4	$540
May	6 sites	2 RV 2	2 Arena	2 RV 4	$810
June	3 sites	2 RV 2	1 RV 4		$405
July	4 sites	2 RV 2	2 RV 4		$540
August	4 sites	2 RV7	1 RV 2	1 RV 4	$540

September	3 sites	2 RV 2	1 RV 7	2 Arena (1-3 mo & 1-11 mo)	$1635.00
October	2 sites	2 RV 4	1 Arena		$405
November	3 sites	1 RV 2	2 RV 7		$405

Chapel Hill Cabin Adoptions

Cabins Adopted in October **$0**

Children's Rights Program

10 Active Children's Rights at this time—just added a new Children's Rights on November 11th

Housekeeping Report

Chapel Hill Cabins and Rainbow Cabins & Duplexes have been cleaned 82 times, Rentals 12 times

Respectfully Submitted,

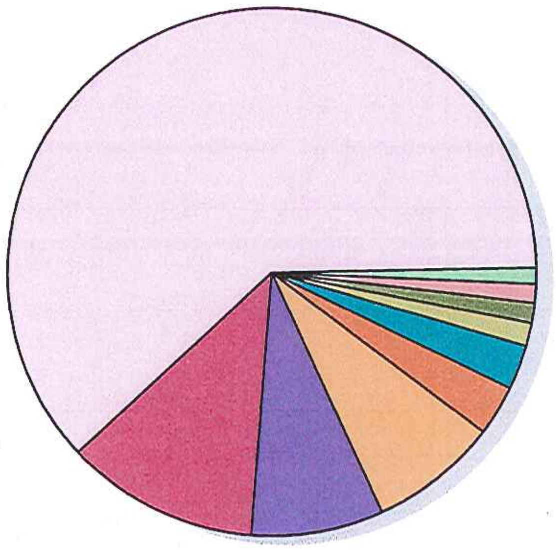
Julie Higman
Administrative Director

R-Ranch In The Mountains

15-Nov-2013
9:21:17 AM

Daily Rental Sales

Report For: 26-Oct-2013 to 16-Nov-2013



Unit Type	Percentage (%)	Amount ($)
Cottages	61.63	2175.00
Single	11.82	417.00
RV 5 - Concrete	8.08	285.00
Duplex	7.88	278.00
RV 4 - Gravel	3.12	110.00
Chapel Hill Cabins	2.72	96.50
RV 1 - Gravel	1.42	50.00
Arena - Gravel	1.19	42.50
Horse Stall	1.13	40.00
RV 3 - Gravel	0.99	35.00
RV 7 - Gravel	0.00	0.00
		$3,529.00

RANCH IN THE MOUNTAINS®

2014 Holiday and Blackout Dates

Date	Holiday/Event	Blackout Dates
04-04-14	LUMPKIN COUNTY SCHOOL BREAK	04-04-14 to 04-05-14
04-20-14	EASTER Sunday	04-18-14 to 04-20-14
04-26-14	OWNERS MEETING Monday	04-25-14 to 04-26-14
05-26-14	MEMORIAL DAY Monday	05-23-14 to 05-27-14
06-20 & 21	MOUNTAIN TOP RODEO	06-20-14 to 06-23-14
07-04-14	INDEPENDENCE DAY	07-01-14 to 07-07-14
09-01-14	LABOR DAY	08-28-14 to 09-02-14
10-03-14	DADE CO. REUNION	09-30-14 to 10-05-14
10-17-14	GOLD RUSH DAYS Sat.-Sun.	10-17-14 to 10-18-14
10-25-14	OWNERS MEETING Sat.	10-24-14 to 10-27-14
11-27-14	THANKSGIVING	11-26-14 to 11-28-14
12-06-14	BREAKFAST WITH SANTA	12-05-14 to 12-07-14
12-25-14	CHRISTMAS	12-23-14 to 12-26-14
01-01-14	NEW YEARS	12-31-14 to 01-02-15

October 20 – November 16 Sales Report

Sales : 1 (referral: Mike Carbanaro)

25 new sales YTD, 1 Children's Rights

Tours: 14

Groups: 4 completed

New Leads: 9/5/13-11/14/13 : 285 (All have been contacted, next follow-up Nov. 18: End of $1,999)

144 from Rally, 38 e mail inquiries

34 Gold Rush,5 other sources,

18 owner referrals, 12 telephone

19 walk-ins,5 from Website,

7 word of mouth, 3 transfers(Craig's List, e-bay)

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6 Strong Potential sales as of this date

6 Groups working, 1 strong

Transfers pending: 4   Completed Transfers : 2

November 16, 2013 Board of Directors Meeting

October 2013

October 2013

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

November 2013

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Sep 29	30	Oct 1	2	3	4	5
6 Smith/Gant tours- Smith sale	7	8	9	10 R Ranch Presentation Booth/Foundation Farms	11 / OBryant/Tour	12
13 Andrea Arena/Tour Carlson/tour	14	15	16	17 RV Show	18 Set up Gold Rush	19 BOD mtg. Gold Rush
20 Gold Rush	21	22	23	24	25	26 Monster Mash
27	28	29	30	31	Nov 1	2

6 Tours

November 2013

November 2013

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December 2013

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Oct 27	28	29	30	31	Nov 1 1 Morgan /Tour Marketing Meeting	2 Reardon/ Tour
3 Tamasko/ Tour, Dailey/ Tour Nelson/ Tour	4 Barber/ Tour, Bought transfer	5 Julie took Collier on tour	6	7 Business After Hours	8 O"Donnell Sale	9 Hildebrand/tour, Warchman/tour, Horton/tour
10 Gibson/tour, Kyle/tour	11	12	13	14 Young/tour	15 14 Tours MTD	16 Group/Maerdina
17	18	19	20	21	22	23 Taylor Group/tour
24	25	26	27	28	29	30

EVENTS AT R-RANCH

THE DADE COUNTY FIREFIGHTERS RETURNED FOR THEIR 12TH YEAR AND HAVE ALREADY MADE PLANS TO RETURN IN 2014

It's been a busy October for Events

Events spent a great deal of time planning and decorating for many events in October. In addition, we designed and printed collateral material for the Stables, the Ranch and the Weddings. Wedding tours were taken weekly.

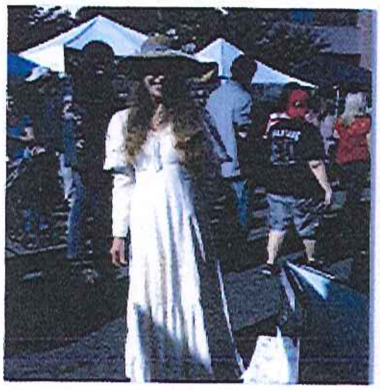
The Events in October all went exceptionally well. The Halloween party is still getting favorable comments by everyone. The Ranch enjoyed all the Fall Decor and the funny Scarecrows. Amy at 114 was voted as the best RV lot for her scarecrows.

Gold Rush booth stayed busy with guests and several positive contacts were made for Sales and for Weddings.

The Palmer Wedding (owners) received rave reviews.

Dade County Firefighters were extremely impressed and rated this as their Best Year Ever

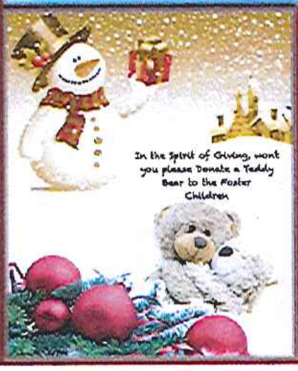
HALLOWEEN PARTY



GOLD RUSH

PALMER WEDDING

UPCOMING EVENTS



NEW EVENTS

1. RENTAL LINEN KITS
2. THANKSGIVING
3. TEDDY BEARS FOR FORSTER CHILDREN
4. BREAKFAST WITH SANTA
5. NEW YEARS EVE PARTY

R-Ranch is a happening place and the next two months is no exception

1. The good news is that if you rent a cabin that is not fully stocked, you can rent the supplies such as towels, sheets, blankets and pillows, etc for $30.
2. We are ready for Thanksgiving Dinner on November 28th. Make sure you reserve and pay for your table in advance. Seating is limited.
3. In the Spirit of Giving, we are collecting Teddy Bears for the Foster Children at the Office. Please help these kids have a warm and fuzzy Christmas.
4. Breakfast with Santa will take place on December 7th from 9 to Noon with photos with Santa and breakfast, crafts and pony rides. We are looking forward to a busy day.
5. The New Years Eve party will be here before you know it. There will be a covered Dish Sit-Down-Dinner by the Owners. Followed by a Magic Show. Then the kids will go downstairs for their party and the adults will dance till Midnight. Special arrangements are being planned for the Teens.

November 2, 2013

Accommodations Committee Meeting

Present: Patsy Bracy, Fawn Howell, Valorie Lottes

Items Discussed:

- Chapel maintenance: Window replacement, new blinds, paint, deck railing, steps Labor timeline will be Jan 2014-May 2014

  Large windows: 40.5 x 55 top of trim to bottom, inside trim measurements of 35 x 53

  Small windows: 40 x 28.50 top of trim to bottom, inside trim measurements of 37 x 23

Budget should be from the Lodge account. Use any remainder of 2013 budget with additional requested in 2014 budget.

With approximate costs of:

Windows $1,200

Blinds $500

Paint $250 (interior) $450 (exterior)

Steps and railing $400

Start a reserve to place timbers to outline parking for 2015 Budget

- Stable House: Strip wood floors and remove carpet in Stable house master bedroom. Replace windows and paint exterior.

Please use any remaining monies from 2013 Cabin Budget before requesting monies be allocated in 2014 Budget.

Use Cabin Budget request

Floors: $1,000

Windows: $1,500

Paint: $450

- RV 4 Upgrade to 50 AMPS

Please use any remaining funds in the 2013 budget and allocate additional in 2014 budget.

- Rustic Chapel Hill Cabins- Start a reserve to upgrade the electrical within the 2014 budget

- Rustic Chapel Hill Cabins- Start a reserve to build open air pavilion with picnic tables within 2015 budget

- Rustic Chapel Hill Cabins- Start a reserve to place timbers in parking area for cabins within 2015 budget

- Trying to find out cost of replacing drapes in board room. Hoping to get fabric and labor at reduced costs from an active owner.

Please review minutes, submit to board for approval.

Minutes posted by Valorie Lottes

Marketing Committee
November 1, 2013

Thanks to Julie – always good to hear a good report – glad the Dade County event was such a success. Thanks to Denise – the Ranch looked festive all of October and the events on the Owners Weekend went very well.

Thanks to Sandy and Denise – Gold Rush booth netted the Ranch good exposure. Since we had not paid last year for booth we had to pay for the booth for 2013 and also prepay for next year - $275 X 2. Should be a once a year expense going forward. 227 contact cards.

Thanks to Rick Upton for covering the RV Rally at Road Atlanta. At least 200 contact cards. Mike Carbonara also represented the Ranch and Sandy was there for part for it.

There was unanimous agreement that we need to give something away at these events in order to generate interest, get folks to sign contact cards, create some excitement about the Ranch. At a minimum, a 2 night cabin stay. Those who win a 2 night cabin stay would get a tour on Sunday. Better, at a big RV show or event, give ownerships away. Drawings could be held and announced at the end of the day. Giving an ownership away daily could net us 3 new owners and more interest which could also net more owners. We recommend that the Board authorize 2 night stays and Ownership drawings at major marketing events. New owners would still pay for background check and assessments.

With regard to transfers, we need to be mindful that the departing owner and the new potential owner will be "marketing" or "trashing" the Ranch based on their experience with staff and owners. We want to sell clean deeds but we also want to make all new owners feel welcome. Transferees are not "second class owners." This situation is difficult from a sales perspective. Since Sandy needs to ask if this is a tour for a transfer and thus due a tour fee, owners often only then become aware of the deeds for transfer from owners. We need to look at tweaking this process.

The committee decided to attend the Norcross RV show in February instead of the January show that has traditionally been attended. We believe the North Metro, North GA attendees will be better prospects for ownership.

The entry fee is much lower and it is an easier destination for our Ranch representatives.

Marketing Committee is very concerned about the rundown appearance of parts of Chapel Hill. Prospective buyers impression can't be positive when there are mattresses on a porch and numerous downed trees. Because of the age of many owners and other factors, transfers are going to be a fact of life. Most of the Ranch looks really inviting but we need to look at the Chapel Hill area from a marketing perspective and keep it maintained so that a prospective new owner – transfer or new deed, says, "I want to be part of this."

With regard to the budget, we strongly recommend that the Board pass an increase in the RV site lease to 1200 or 1500. The price is still very moderate.

Rick has been in contact with Passport America and is in the process of arranging that we sell memberships at the Ranch. Revenue for the Ranch and good exposure too. Thanks again, Rick.

Sandy is in contact wide range of organizations to hold events which will here bring us both exposure and revenue: N Georgia Sorority Mothers Brunch (March), Boy Scouts and Girl Scouts, a hiking group, as well as possible equine events… We recommend to the Board that Sandy be allowed to bring her own horse to the Ranch when selling to an owner who is buying for the trails – you can't see the trails from a car!

Horses Owned by Guests of Owners

Guests of Owners shall be allowed to bring their own horses when visiting the Ranch as a guest of an Owner; however, all of the stables' rules with respect to such horses, especially the Coggins test requirement, and rules regarding horse trailers shall apply. Such guests of Owners shall only be allowed to bring their own horses to the Ranch for one visit with a maximum total of two days and one overnight. Guests bringing their own horses onto the Ranch shall be subject to charges for boarding and use of stalls, access to the Ranch trails and horse trailer parking as shall be established by the Ranch Manager and the Stable Manager. All visits of guests' horses to the Ranch must be coordinated in advance with the Stable Manager and shall be subject to availability of horse stalls and trailer parking as may be determined by the Stable Manager in his or her sole discretion, giving preference to Owners' horses and trailers. All guest horses must be kept in horse stalls assigned by the Stable Manager when not being ridden or under the control of the Owner's guest.

Sun Nov 3rd 2013 cont.

4. Ran Crawler in pool (leaves)
5. Refilled chlorinator tanks

NOV. 4th Mon.

1. ROUNDS
2. Pool
3. Check tire, oil, ect. . . in SALES VAN
4. WORKED on R.V.3 sites
5. TRIP to CleavlAND WOOD Pre., HomeDepot, Moores
6. Welded Rebarb

TUESDAY NOV. 5th

1. Pool
2. RounDS
3. Moved RU
4. Trimmed trees RU-3
5. Installed new timbers & GRAVEL RU-3 Bridge
6. WORKED ON timbers RU-3
7. Put Hay out For Horses
8. Got Nitrate SAMPles From Wells
9. ~~[illegible]~~ Freshen UP GRAvel IN R.V. 4
10. FIXED Heater Knob + Drove nails ~~@~~ @ Cabin 812

Wednesday Nov 6th

1. Rounds
2. Pool
3. Welded RE-BAR
4. SHARPENED Chain SAW & Drill
5. WORKED ON outside Light 812
6. ~~[illegible]~~ REWORK site 213
7. BACK to RV3 WORKING on Sites
8. 50 AMP UPGRADE Site 213
9. ~~RV3 upgrade Site 3~~

Thursday, Nov 7th

1. Rounds
2. Pool
3. WORKED ON checking out X-MAS Lights
4. Welded RE-BAR
5. Checked Roof 802
6. INSTALLED NEW Lamp RV-5 Bath house
7. Sealed roof at #802

Friday 11/8/13

1. Rounds
2. POOL
3. Fixed PORCH Lite 812
4. Filled PROPANE
5. STARTED TAKING out old FENCE office pasture
6. Go Get GAS for House cleaning VAN