



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

October 20, 2020

Meeting Minutes

In attendance: Ashley Spenner (President), Marc Armstrong (Vice President), Holly Sell (Secretary), Sue Burton (Treasurer), Alex Griffin, Randy Mercier, Becky Mooney, Cecil Pacetti, and Jesse Stout

Absent: 0

Meeting type: Virtual

- I. **CALL TO ORDER- 7:37 P.M.** – President, Ashley Spenner
- II. **OPENING PRAYER-** Cecil Pacetti
- III. **PLEDGE OF ALLEGIANCE-** Randy Mercier
- IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA-** Motion to approve by Randy and seconded by Cecil
- V. **SUSPEND READING SEPTEMBER 2020 BOD Meeting** – Motion to approve by Becky and seconded by Jesse
- VI. **APPROVE/AMEND/ACCEPT SEPTEMBER 2020 BOD MEETING MINUTES** - Motion to approve by Cecil and seconded by Marc
- VII. **REPORTS – Attached where submitted**
 - a. Treasurer's Report- Review 2021 budget- Finance committee presented proposed budget and justification of planned items. Board asked questions and posed concerns. Motion to accept budget made by Sue and seconded by Marc, all in favor.
- VIII. **OLD BUSINESS-**
 - a) Hardship program- Board reviewed documents associated with the program, such as owner information and reason for hardship. Board requested Executive Director to gain legal advice as the forms contain personal information. Legal advice would be to provide guidance to front office and board to determine if they should be used, consolidated or updated or as appropriate. Board also discussed whether or not there is a necessity for an owner's committee to oversee the program due to the sensitive nature of the information.
- IX. **NEW BUSINESS-**
 - a) Friends and Family Program- Board reviewed details- Motion to accept by Marc and seconded by Alex, majority in favor.
- X. **ADJOURN GENERAL MEETING**



Time: 8:58 P.M.

The next meeting of the R-Ranch Board of Directors will be the owner's meeting held on October 24, 2020 at 1:00 P.M. in the R-Ranch lodge and/or virtually as appropriate.

XI. EXECUTIVE SESSION - NO



**R-Ranch In the Mountains
Semi-Annual Owner's Meeting**

October 24, 2020 1:00 PM

Meeting minutes

In attendance: Ashley Spenner (President), Holly Sell (Secretary), Sue Burton (Treasurer), Alex Griffin, Randy Mercier, and Cecil Pacetti

Absent: Marc Armstrong (Vice President), Becky Mooney, and Jesse Stout

Meeting type: In person and streamed

1. CALL TO ORDER- President, Ashley Spenner at 1:06 P.M.
2. OPENING PRAYER- Cecil Pacetti
3. PLEDGE OF ALLEGIANCE- Randy Mercier
4. REVIEW/APPROVE/AMEND/ACCEPT AGENDA Motion by Sue and seconded by Randy
5. Honor Military/Veterans/Public Service Personnel- Alex Griffin
6. Recognize past Board members- Ashley Spenner
7. Recognize owner volunteers- Ashley Spenner
8. Introduce Executive Director- Ashley Spenner
9. Introduce/ recognize staff- Blaine Griffith
10. Executive Director's Report- Blaine Griffith
11. Treasurer's Financial Report- Blaine Griffith
12. Present the 2021 Budget- Terry Hoffman
13. Strategic Planning Committee Report- Holly Sell
14. Firewise Committee- Lance Leuliette
15. Accommodations Committee- Cindy Simoes
16. Marketing Committee- Christy Griffin
17. Rodeo Report- Valorie Lottes/ Ashley Spenner
18. Policies & Guidelines Update/Reminders- Alex Griffin
19. Upcoming Owner Activities- Ashley Spenner
20. Announce 2021 – 2022 Nominating Committee- Christy Griffin
21. Educate on the nominating process for BoD- Christy Griffin
22. Owner's Q & A- Ashley Spenner
 - a. Owner 0544- Q- There is a new process for collections, what is the plan for hardships?
A- Board is reviewing program, committee, addressing any legal ramifications and will review further at November board meeting.
 - b. Owner 1343- Q- What is Lumpkin county doing with the sign at the new intersection?
A- Ranch is checking on county ordinance to determine where the Ranch can add a sign as well as reviewing other preexisting signs.



- c. Owner 766- Q- What is the status of a \$300 increase in RV adoption? A- In the October 2020 board meeting when reviewing the proposed budget, a board member stated that an RV adoption increase would be an option to increase revenue. As a board we discuss many ways to decrease costs and increase revenues.
 - d. Owner 1343- Concern- Lights at Chapel Hill bathhouses is a potential liability by not maintaining lighting. Request to add switch where lights auto come on and off during day/night. Response- If there is an issue with lighting, open a maintenance ticket through the front office. Ranch has added sensors to help address and decrease electricity costs, will review the situation at the Chapel Hill bathhouses.
23. Next BOD Meeting Sat Nov. 21 9:30 a.m. – Ashley Spenner
24. Motion to Adjourn Meeting- Ashley Spenner

Meeting adjourn time: 2:51 P.M.



**R-Ranch In the Mountains
Board of Director's Meeting
November 21, 2020
Agenda**

- I. CALL TO ORDER— President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING OCTOBER 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT OCTOBER 2020 BOD MEETING MINUTES**
- VII. 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



VIII. OLD BUSINESS-

- a) Hardship Program/ committee

IX. NEW BUSINESS-

- a) 3 day off rule/re-up program

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on January 15, 2021 at 9:00 A.M. in the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION - Yes

1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

OWNER #

OSU 9

0445

766

0250

R-Ranch In The Mountains®
Statement of Cash Flow
For the ten Months Ended October 31, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ 164,496.47	\$ 181,916.43
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	50.00
Allowance for Doubtful Account	3,286.79	148,304.21
Prepaid Assessments	5,985.28	(9,887.88)
Sales Tax Payable	69.30	185.71
Accrued Property Tax	9,159.00	91,590.00
Prepaid Electric	0.00	(1,286.16)
Total Adjustments	18,500.37	228,955.88
Net Cash provided by Operations	182,996.84	410,872.31
Cash Flows from investing activities		
Used For		
Rodeo ATM	(4,000.00)	(4,000.00)
Net cash used in investing	(4,000.00)	(4,000.00)
Cash Flows from financing activities		
Proceeds From		
Used For		
Net cash used in financing	0.00	0.00
Net increase <decrease> in cash	\$ 178,996.84	\$ 406,872.31
Summary		
Cash Balance at End of Period	\$ 950,870.33	\$ 950,870.33
Cash Balance at Beg of Period	(771,413.49)	(543,538.02)
Net Increase <Decrease> in Cash	\$ 179,456.84	\$ 407,332.31

Unaudited - For Internal Use Only.

R-Ranch In The Mountains®

Balance Sheet

October 31, 2020

ASSETS

Current Assets

Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		261,723.55
Lodge Bank Account		3,520.20
Cabin Bank Account		22,192.20
Property Tax Escrow Bank Acct		92,167.80
Payroll Bank Account		1,256.51
Rodeo Bank Account		10,102.81
Capital Improvement / Infrast		108,544.72
Legal Account		17,664.00
RV Bank Account		423,239.89
Operating Contingent		10,008.65
Accounts Receivable		2,378,580.56
Allowance for Doubtful Account		(1,768,533.27)

Total Current Assets		1,560,917.62
-----------------------------	--	---------------------

Property and Equipment

Furniture & Fixtures	118,469.31
Vehicles	35,182.00
Machinery & Equipment	502,261.93
Horses & Sports Equipment	62,247.14
Buildings and Improvements	1,663,166.95
Fixed Assets - Cabin	57,370.36
Fixed Assets - Inf	9,041.26
Fixed Assets - Lodge	52,027.81
Fixed Assets - RV	105,307.49
Fixed Assets - RV6	30,902.56
Fixed Assets - Stable	6,642.34
Fixed Assets - Rodeo	5,920.50
Accumulated Depreciation	(1,419,325.34)

Total Property and Equipment		1,229,214.31
-------------------------------------	--	---------------------

Other Assets

Rodeo ATM	3,540.00
Unsold Ranch Memberships	787,865.00

Total Other Assets		791,405.00
---------------------------	--	-------------------

Total Assets	\$	3,581,536.93
---------------------	-----------	---------------------

LIABILITIES AND CAPITAL

Current Liabilities

Prepaid Assessments	\$	27,708.32
Sales Tax Payable		472.12
Accrued Property Tax		101,590.00
Prepaid Electric		50.00
Accrued Property Tax		17,232.00

Total Current Liabilities		147,052.44
----------------------------------	--	-------------------

Long-Term Liabilities

Total Long-Term Liabilities		0.00
------------------------------------	--	-------------

Unaudited - For Management Purposes Only

R-Ranch In The Mountains®
Balance Sheet
October 31, 2020

Total Liabilities		147,052.44
Capital		
Lodge Retained Earning	114,029.32	
RV Retained Earnings	176,067.78	
RV 6 Retained Earnings	93,672.97	
Cabin Retained Earning	117,338.80	
Stable Retained Earnings	16,177.37	
Infrastructure Retained Earn	16,415.49	
Legal Retained Earnings	23,995.81	
Dam Retained Earnings	250,289.62	
Undesignated Net Assets	2,444,580.90	
Current Year Net Assets Change	181,916.43	
Total Capital		3,434,484.49
Total Liabilities & Capital	\$	3,581,536.93

R-Ranch In The Mountains®
Income Statement
Compared with Budget
October 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	\$ 198,121.95	\$ 192,231.00	5,890.95	\$ 1,289,354.1	\$ 1,379,156.0	(89,801.86)
RV Revenue	15,217.99	17,513.00	(2,295.01)	102,018.21	113,251.00	(11,232.79)
Cabin Revenue	15,157.86	11,443.00	3,714.86	74,776.35	90,620.00	(15,843.65)
Lodge Revenue	2,895.00	8,813.00	(5,918.00)	26,685.00	84,886.00	(58,201.00)
Capital Imp Revenue	2,178.44	2,861.00	(682.56)	25,449.53	28,655.00	(3,205.47)
Legal Revenue	0.00	2,112.00	(2,112.00)	360.50	20,120.00	(19,759.50)
Rodeo Revenue	18,525.62	0.00	18,525.62	20,425.62	51,774.00	(31,348.38)
Total Revenues	252,096.86	234,973.00	17,123.86	1,539,069.3	1,768,462.0	(229,392.65)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	252,096.86	234,973.00	17,123.86	1,539,069.3	1,768,462.0	(229,392.65)
Expenses						
Employee Expenses	64,274.99	69,748.00	(5,473.01)	631,001.64	750,080.00	(119,078.36)
Admin Expenses	15,089.95	39,630.00	(24,540.05)	253,287.81	250,848.00	2,439.81
GPM Expenses	18,260.74	10,923.00	7,337.74	128,762.69	121,476.00	7,286.69
Operating Utilities	3,681.60	3,839.00	(157.40)	58,060.42	57,495.00	565.42
Sales & Marketing Exp	255.00	1,350.00	(1,095.00)	7,374.94	10,350.00	(2,975.06)
Housekeeping Expenses	927.70	479.00	448.70	6,101.38	5,417.00	684.38
Stable Expenses	1,927.04	4,171.00	(2,243.96)	36,536.36	38,881.00	(2,344.64)
Owner Expenses	1,645.82	1,309.00	336.82	10,544.27	10,281.00	263.27
Sponsored Events Exp	0.00	54.00	(54.00)	615.00	54.00	561.00
Misc Exp	0.00	4.00	(4.00)	0.00	36.00	(36.00)
RV Expenses	8,554.76	4,627.00	3,927.76	90,391.36	74,649.00	15,742.36
Cabin Expenses	5,120.88	4,411.00	709.88	80,712.31	88,799.00	(8,086.69)
Lodge Expenses	5,144.39	6,160.00	(1,015.61)	68,072.20	78,750.00	(10,677.80)
Capital Imp Exp	0.00	0.00	0.00	33,837.18	15,700.00	18,137.18
Legal Exp	345.00	2,112.00	(1,767.00)	632.50	20,120.00	(19,487.50)
Rodeo Expenses	23,351.82	0.00	23,351.82	24,502.10	39,069.00	(14,566.90)
Total Expenses	148,579.69	148,817.00	(237.31)	1,430,432.1	1,562,005.0	(131,572.84)
Net Operating Income	103,517.17	86,156.00	17,361.17	108,637.19	206,457.00	(97,819.81)
Other Income/Expense						
Bad Debt Expense	3,763.58	0.00	3,763.58	161,463.64	0.00	161,463.64
Net Income	\$ 99,753.59	\$ 86,156.00	13,597.59	\$ (52,826.45)	\$ 206,457.00	(259,283.45)

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Ten Months Ending October 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 179,412.63	\$ 173,897.00	5,515.63	\$ 1,124,781.4	\$ 1,198,036.0	(73,254.54)
Admin - Child Rights	800.00	0.00	800.00	1,950.00	500.00	1,450.00
Admin - Interest	8.14	7.00	1.14	97.57	70.00	27.57
Admin - Fines & Fees	1,045.00	100.00	945.00	4,307.82	1,000.00	3,307.82
Admin - Late Fees & FC	1,717.86	1,711.00	6.86	16,058.48	15,329.00	729.48
Admin - Ownership Sales	0.00	1,990.00	(1,990.00)	5,575.00	17,910.00	(12,335.00)
Admin - Ownership Transfer	4,122.00	1,944.00	2,178.00	31,174.20	19,440.00	11,734.20
Admin - Day Use	45.00	0.00	45.00	450.00	519.00	(69.00)
Admin - Sales - Ice	435.25	301.00	134.25	3,033.39	3,255.00	(221.61)
Admin - Sales - Propane	728.32	777.00	(48.68)	5,158.92	5,916.00	(757.08)
Admin - Sales - Souvenirs	0.00	116.00	(116.00)	396.24	1,520.00	(1,123.76)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	10.00	(10.00)
Admin - Sales - Gate Cards	75.00	17.00	58.00	125.00	215.00	(90.00)
Admin - Sales - Store	543.50	740.00	(196.50)	3,043.58	7,729.00	(4,685.42)
Admin - Vending Income	899.75	64.00	835.75	1,616.25	2,447.00	(830.75)
Admin - Stables - Riding Pas	1,575.00	879.00	696.00	6,200.00	8,338.00	(2,138.00)
Admin - Stables - Stall Fees	135.00	0.00	135.00	229.00	0.00	229.00
Admin - Stables - Fundraiser	367.50	0.00	367.50	387.50	900.00	(512.50)
Admin - Recovery of Bad De	0.00	75.00	(75.00)	6,861.46	3,731.00	3,130.46
Admin - RV Adoptions	4,464.00	7,133.00	(2,669.00)	62,526.30	70,054.00	(7,527.70)
Admin - Cabin Adoptions	1,188.00	1,336.00	(148.00)	11,772.00	14,784.00	(3,012.00)
Admin - RV Moves	340.00	443.00	(103.00)	2,909.97	5,753.00	(2,843.03)
Admin - Sponsored Events	0.00	600.00	(600.00)	90.00	600.00	(510.00)
Admin - Pet Fees	220.00	100.00	120.00	610.00	1,100.00	(490.00)
RV - Electric - Usage Fee	7,393.00	5,483.00	1,910.00	44,132.36	41,421.00	2,711.36
RV - Electric - Quarterly	4,580.99	5,360.00	(779.01)	25,966.80	32,674.00	(6,707.20)
RV - Monthly Adoptions	160.00	500.00	(340.00)	915.00	3,650.00	(2,735.00)
RV - Yearly Adoptions	1,224.00	1,956.00	(732.00)	18,163.05	19,208.00	(1,044.95)
RV - Guest & Group	1,860.00	4,213.00	(2,353.00)	12,841.00	16,281.00	(3,440.00)
RV - Interest	0.00	1.00	(1.00)	0.00	17.00	(17.00)
Cabin - Electric - Usage	4,945.00	2,498.00	2,447.00	23,211.00	24,618.00	(1,407.00)
Cabin - Electric - Quarterly	855.88	958.00	(102.12)	4,910.11	6,624.00	(1,713.89)
Cabin - Adoptions	600.00	445.00	155.00	4,908.00	4,928.00	(20.00)
Cabin - Guest & Group	4,867.98	4,683.00	184.98	23,014.28	28,534.00	(5,519.72)
Cabin - Cottage	3,889.00	2,859.00	1,030.00	18,732.96	25,916.00	(7,183.04)
Lodge - Weddings	1,575.00	8,000.00	(6,425.00)	18,630.00	70,840.00	(52,210.00)
Lodge - Events	1,320.00	813.00	507.00	8,055.00	14,046.00	(5,991.00)
Capital Improve - RV	1,764.00	2,416.00	(652.00)	21,391.65	23,727.00	(2,335.35)
Capital Improve - Cabins	396.00	445.00	(49.00)	3,924.00	4,928.00	(1,004.00)
Capital Imp - Intrest	18.44	0.00	18.44	133.88	0.00	133.88
Legal - Admin	0.00	2,112.00	(2,112.00)	360.50	20,120.00	(19,759.50)
Rodeo - Tickets	11,875.67	0.00	11,875.67	11,875.67	29,954.00	(18,078.33)
Rodeo - Parking	1,064.95	0.00	1,064.95	1,064.95	3,046.00	(1,981.05)
Rodeo - Vendors	0.00	0.00	0.00	0.00	3,641.00	(3,641.00)
Rodeo - Sponsors	5,585.00	0.00	5,585.00	7,485.00	13,133.00	(5,648.00)
Rodeo - Souvenirs	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
Rodeo - Refreshments	673.00	0.00	673.00	673.00	0.00	673.00
Total Revenues	252,769.86	234,973.00	17,796.86	1,539,742.3	1,768,462.0	(228,719.65)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	252,769.86	234,973.00	17,796.86	1,539,742.3	1,768,462.0	(228,719.65)

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Ten Months Ending October 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Expenses						
Employee - Payroll/Salary	52,490.87	53,144.00	(653.13)	508,344.71	577,084.00	(68,739.29)
Employee - Payroll Tax	3,467.78	5,059.00	(1,591.22)	40,366.16	54,936.00	(14,569.84)
Employee - Payroll Fees & E	583.87	455.00	128.87	5,594.22	5,229.00	365.22
Employee - Benefits	4,177.55	6,900.00	(2,722.45)	39,715.63	67,000.00	(27,284.37)
Employee - IRA	316.92	0.00	316.92	2,396.78	0.00	2,396.78
Employee - Workers Comp	2,738.00	3,161.00	(423.00)	26,955.70	31,610.00	(4,654.30)
Employee - Commissions	500.00	1,029.00	(529.00)	7,628.44	14,221.00	(6,592.56)
Admin - Accounting Fees	0.00	0.00	0.00	5,600.00	5,325.00	275.00
Admin - Bank Fees	51.00	104.00	(53.00)	119.65	626.00	(506.35)
Admin - Business Fees	0.00	0.00	0.00	749.00	1,578.00	(829.00)
Admin - IT	2,148.33	2,807.00	(658.67)	24,924.25	20,070.00	4,854.25
Admin - Dues & Subscriptio	503.13	33.00	470.13	2,012.60	2,665.00	(652.40)
Admin - Emp Develop & Tra	0.00	0.00	0.00	275.34	1,112.00	(836.66)
Admin - Acknowledgements	0.00	50.00	(50.00)	181.11	450.00	(268.89)
Admin - Merchant Services	(1,071.50)	0.00	(1,071.50)	(1,456.96)	0.00	(1,456.96)
Admin - Mileage Reimburse	0.00	12.00	(12.00)	194.95	414.00	(219.05)
Admin - Office Build M&R	0.00	46.00	(46.00)	0.00	653.00	(653.00)
Admin - Office Expense	116.86	315.00	(198.14)	2,962.75	4,842.00	(1,879.25)
Admin - Printing / Copying	283.89	556.00	(272.11)	8,222.17	5,322.00	2,900.17
Admin - Shipping / Postage	605.01	801.00	(195.99)	3,799.63	4,955.00	(1,155.37)
Admin - Cable/Cell/Telepho	1,361.68	1,350.00	11.68	12,065.49	13,500.00	(1,434.51)
Admin - Tax Expense	0.00	0.00	0.00	2,208.03	0.00	2,208.03
Admin - Insurance - PL&A	0.00	21,600.00	(21,600.00)	92,117.40	86,400.00	5,717.40
Admin - Property Taxes	9,159.00	10,826.00	(1,667.00)	91,590.00	89,924.00	1,666.00
Admin - Sales - Ice	573.43	373.00	200.43	2,010.05	1,987.00	23.05
Admin - Sales - Propane	553.53	298.00	255.53	3,201.94	3,246.00	(44.06)
Admin - Sales - Souvenirs	0.00	0.00	0.00	0.00	1,395.00	(1,395.00)
Admin - Sales - Gate Cards	0.00	0.00	0.00	486.04	814.00	(327.96)
Admin - Sales - Firewood	0.00	0.00	0.00	0.00	4.00	(4.00)
Admin - Sales - Store	805.59	459.00	346.59	2,024.37	5,316.00	(3,291.63)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	34.24	34.00	0.24	395.64	340.00	55.64
GPM - Equip Repair	2,883.18	554.00	2,329.18	5,646.54	9,400.00	(3,753.46)
GPM - Fence / Pasture	591.49	289.00	302.49	13,179.99	11,474.00	1,705.99
GPM - Fuel	1,715.25	2,044.00	(328.75)	8,497.98	10,595.00	(2,097.02)
GPM - General Maintenance	232.95	349.00	(116.05)	2,395.62	2,561.00	(165.38)
GPM - Grounds/Property Re	177.30	1,483.00	(1,305.70)	1,988.32	4,907.00	(2,918.68)
GPM - Keys & Locks	135.50	8.00	127.50	429.68	321.00	108.68
GPM - Lawn & Landscape S	10,500.00	4,200.00	6,300.00	56,773.93	60,900.00	(4,126.07)
GPM - Pool Chemicals	297.41	200.00	97.41	5,148.42	6,747.00	(1,598.58)
GPM - Pool M&R	0.00	36.00	(36.00)	1,460.43	2,408.00	(947.57)
GPM - Pool Bathhouse	0.00	0.00	0.00	186.57	0.00	186.57
GPM - Pest Control Services	0.00	346.00	(346.00)	1,839.10	2,545.00	(705.90)
GPM - Roads M&R	0.00	0.00	0.00	63.27	0.00	63.27
GPM - Supplies	26.66	68.00	(41.34)	1,713.71	1,273.00	440.71
GPM - Tools	0.00	60.00	(60.00)	965.88	661.00	304.88
GPM - Vehicle M&R	1,646.76	1,252.00	394.76	8,142.82	6,905.00	1,237.82
GPM - Vehicle Tags & Titles	20.00	0.00	20.00	548.36	255.00	293.36
GPM - Maint. Bldg M&R	0.00	0.00	0.00	202.43	184.00	18.43
GPM - Operat Security Contr	0.00	0.00	0.00	19,184.00	0.00	19,184.00
Operating - Util - Electric	1,749.72	1,715.00	34.72	19,134.48	25,357.00	(6,222.52)
Operating - Util - Propane	0.00	211.00	(211.00)	3,724.29	5,514.00	(1,789.71)
Operating - Util - STP	0.00	250.00	(250.00)	475.00	4,135.00	(3,660.00)
Operating - Util - Trash	1,625.00	1,012.00	613.00	10,850.00	9,487.00	1,363.00
Operating - Util - Wtr Test	161.77	650.00	(488.23)	8,310.31	5,625.00	2,685.31

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Ten Months Ending October 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Operating - Util - Wtr Trt M	145.11	0.00	145.11	10,440.66	7,376.00	3,064.66
Operating - Projects & Impro	0.00	1.00	(1.00)	5,125.68	1.00	5,124.68
Sales - Sales & Market Exp	255.00	1,350.00	(1,095.00)	7,024.94	9,600.00	(2,575.06)
Sales - Mkt Comm Outreach	0.00	0.00	0.00	350.00	750.00	(400.00)
Housekeeping - Supplies	927.70	479.00	448.70	6,101.38	5,417.00	684.38
Stables - Feed	714.55	939.00	(224.45)	11,917.91	12,024.00	(106.09)
Stables - Ferrier	995.00	1,102.00	(107.00)	11,485.00	12,383.00	(898.00)
Stables - General Expense	99.44	471.00	(371.56)	3,835.64	2,318.00	1,517.64
Stables - M&R	85.59	180.00	(94.41)	429.75	1,023.00	(593.25)
Stables - Tack & Equipment	(202.62)	0.00	(202.62)	74.78	819.00	(744.22)
Stables - Vet Fees / Medicine	235.08	901.00	(665.92)	9,293.28	8,299.00	994.28
Stables - Jr. Wrangler	0.00	3.00	(3.00)	0.00	631.00	(631.00)
Stables - Horses	0.00	500.00	(500.00)	(500.00)	1,000.00	(1,500.00)
Stables - Tools	0.00	75.00	(75.00)	0.00	384.00	(384.00)
Owner - Events	903.06	600.00	303.06	4,216.53	4,400.00	(183.47)
Owner - Board/Meetings	0.00	6.00	(6.00)	467.73	355.00	112.73
Owner - Sales & Transfers	742.76	703.00	39.76	5,860.01	5,526.00	334.01
Sponsored Events	0.00	54.00	(54.00)	615.00	54.00	561.00
Misc. Expense	0.00	4.00	(4.00)	0.00	36.00	(36.00)
RV - M&R	10.00	90.00	(80.00)	1,237.86	2,391.00	(1,153.14)
RV - Bath Houses	96.42	30.00	66.42	912.23	641.00	271.23
RV - Grounds	0.00	0.00	0.00	951.34	1,696.00	(744.66)
RV - Roads	0.00	0.00	0.00	4,495.78	4,000.00	495.78
RV - Utilities - Electric	7,901.08	4,282.00	3,619.08	47,920.22	56,184.00	(8,263.78)
RV - Utilities - Propane	239.26	157.00	82.26	902.54	1,882.00	(979.46)
RV - Utilities - STP	0.00	67.00	(67.00)	575.00	1,054.00	(479.00)
RV - Projects & Improve	308.00	1.00	307.00	33,396.39	6,801.00	26,595.39
Cabin - M&R	0.00	125.00	(125.00)	1,290.08	757.00	533.08
Cabin - Pest Control Svc	0.00	0.00	0.00	420.20	0.00	420.20
Cabin - Bath Houses	8.09	378.00	(369.91)	1,615.63	1,467.00	148.63
Cabin - Rainbow	207.91	257.00	(49.09)	3,088.79	4,051.00	(962.21)
Cabin - Chapel Hill	25.61	49.00	(23.39)	518.24	1,031.00	(512.76)
Cabin - Cottages	96.96	246.00	(149.04)	1,916.39	1,598.00	318.39
Cabin - Grounds	0.00	250.00	(250.00)	0.00	1,119.00	(1,119.00)
Cabin - Roads	0.00	839.00	(839.00)	5,130.07	5,023.00	107.07
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	2,683.35	1,964.00	719.35	31,926.21	41,407.00	(9,480.79)
Cabin - Utilities - Propane	0.00	235.00	(235.00)	699.36	1,089.00	(389.64)
Cabin - Utilities - STP	0.00	67.00	(67.00)	0.00	1,016.00	(1,016.00)
Cabin - Projects & Improve	2,098.96	1.00	2,097.96	33,410.90	30,241.00	3,169.90
Lodge - M&R	784.80	695.00	89.80	4,779.20	3,907.00	872.20
Lodge - Kitchen M&R	0.00	9.00	(9.00)	437.55	140.00	297.55
Lodge - Event Decor/Improv	0.00	150.00	(150.00)	1,497.48	652.00	845.48
Lodge - Event Coord/Staff	100.00	2,800.00	(2,700.00)	2,058.00	9,700.00	(7,642.00)
Lodge - Event Clean/Supply	382.09	124.00	258.09	437.41	513.00	(75.59)
Lodge - Event Security	150.00	123.00	27.00	395.00	423.00	(28.00)
Lodge - Marketing	1,333.80	50.00	1,283.80	2,333.80	1,112.00	1,221.80
Lodge - Utilities - Electric	2,156.61	1,530.00	626.61	16,803.53	18,415.00	(1,611.47)
Lodge - Utilities - Propane	0.00	678.00	(678.00)	7,346.43	7,687.00	(340.57)
Lodge - Projects & Improve	237.09	1.00	236.09	31,983.80	36,201.00	(4,217.20)
Capital - Infra Improve	0.00	0.00	0.00	33,837.18	15,700.00	18,137.18
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	20,120.00	(20,120.00)
Legal - GPM	345.00	0.00	345.00	632.50	0.00	632.50
Rodeo - Stock Contract	0.00	0.00	0.00	208.40	4,167.00	(3,958.60)
Rodeo - 4L Ticket Split	0.00	0.00	0.00	0.00	14,245.00	(14,245.00)
Rodeo - Prize Money	4,500.00	0.00	4,500.00	4,500.00	4,167.00	333.00
Rodeo - Advertising	960.72	0.00	960.72	960.72	1,487.00	(526.28)

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
 Compared with Budget
 For the Ten Months Ending October 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Rodeo - Security & EMT	1,300.00	0.00	1,300.00	1,300.00	1,173.00	127.00
Rodeo - Seating	6,000.00	0.00	6,000.00	6,000.00	4,500.00	1,500.00
Rodeo - Sanitation	0.00	0.00	0.00	0.00	959.00	(959.00)
Rodeo - Souvenirs	0.00	0.00	0.00	0.00	1,942.00	(1,942.00)
Rodeo - Sponsors Exp	0.00	0.00	0.00	0.00	555.00	(555.00)
Rodeo - In-House Exp	8,487.00	0.00	8,487.00	8,487.00	3,093.00	5,394.00
Rodeo - Projects & Improve	880.52	0.00	880.52	1,169.40	1,173.00	(3.60)
Rodeo - Rentals	0.00	0.00	0.00	0.00	67.00	(67.00)
Rodeo - Insurance	0.00	0.00	0.00	653.00	350.00	303.00
Rodeo - Merchant Svc	255.00	0.00	255.00	255.00	736.00	(481.00)
Rodeo - Supplies	968.58	0.00	968.58	968.58	455.00	513.58
Total Expenses	148,579.69	148,817.00	(237.31)	1,430,432.1	1,562,005.0	(131,572.84)
Net Operating Income	104,190.17	86,156.00	18,034.17	109,310.19	206,457.00	(97,146.81)
Other Income/Expense						
Bad Debt Expense	3,763.58	0.00	3,763.58	161,463.64	0.00	161,463.64
Net Income	\$ 100,426.59	\$ 86,156.00	14,270.59	\$ (52,153.45)	\$ 206,457.00	(258,610.45)

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

Active	755	791	808	825	795	839	735	769	814	828	817	837	665	727	765
Suspended	265	229	208	191	224	174	270	246	202	188	202	186	355	296	252
Litigation	81	81	86	88	86	94	94	93	102	102	102	101	111	109	109
Howe	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
R-Ranch/Invent	190	188	191	187	185	188	198	191	184	185	183	180	178	177	183
BD W/O	90	90	88	88	88	83	82	82	77	77	77	77	71	71	71
Hardship	8	9	7	7	8	6	5	4	6	5	5	5	6	6	6
Bankruptcy	10	11	11	12	12	13	13	13	13	13	12	12	12	12	12
Closed	168	168	168	169	169	170	170	169	169	169	169	169	169	169	169
Research/Problem	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22
TOTAL UNITS	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600	1600
Status as of:	10/23/15	11/20/15	12/18/15	1/16/16	2/19/16	3/18/16	4/22/16	5/20/16	6/24/16	7/15/16	8/19/16	9/16/16	10/21/16	11/18/16	12/16/16

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

Active	782	786	815	703	775	800	810	802	828	700	685	735	792	783	831
Suspended	245	213	198	308	240	218	211	225	201	331	347	304	259	313	252
Litigation	108	132	130	129	128	126	123	122	121	120	115	110	108	45	43
R-Ranch/Invent	174	178	166	164	161	159	159	155	157	156	0	0	0	0	0
BD W/O	71	71	71	71	71	71	69	69	69	69	70	69	70	71	70
Hardship	6	6	6	12	11	13	14	14	10	10	5	5	3	7	6
Bankruptcy	11	11	11	11	11	10	10	9	9	9	14	14	12	9	7
Closed	169	169	169	169	169	169	170	170	171	171		171	172	173	172
Research/Problem	22	22	22	22	22	22	22	22	22	22		22	21	21	21
TOTAL UNITS	1600	1600	1600	1601	1600	1600	1600	1600	1600	1600	1247	1441	1448	1433	1402
Status as of:	1/20/17	2/17/17	3/17/17	4/21/17	5/19/17	6/19/17	7/14/17	8/18/17	9/22/17	10/20/17	11/17/17	12/21/17	1/19/18	2/16/18	3/16/18

Goal is 1200 units

Active	773	802	830	840	822	832	735	760	784	797	781	805	731	751	793
Suspended	283	258	221	203	217	200	292	259	235	221	234	212	258	239	200
TOTAL UNITS	1056	1060	1051	1043	1039	1032	1027	1019	1019	1018	1015	1017	989	990	993
Status as of:	4/27/18	5/18/18	6/22/18	7/21/18	8/17/18	9/14/18	10/26/18	11/16/18	12/23/18	1/18/19	2/15/19	3/15/19	4/27/19	5/17/19	6/14/19

Goal is 1200 units

Active	807	793	819	734	753	762	772	736	775	639	674	720	713	743	746
Suspended	186	205	24	109	87	79	70	106	69	178	149	104	112	85	77
TOTAL UNITS	993	998	843	843	840	841	842	842	844	817	823	824	825	828	823
Status as of:	7/19/19	8/16/19	9/20/19	10/25/19	11/15/19	12/18/19	1/17/20	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20	7/15/20	8/12/20	9/17/20

Goal is 1200 units

Active	657	659													
Suspended	164	163													
TOTAL UNITS	821	822	0	0	0	0	0	0	0	0	0	0	0	0	0
Status as of:	10/19/20	11/19/20													

Goal is 1200 units



Executive Director Board Report

Nov Meeting

- October was all about Rodeo. This year was special as we scrambled to have a local brewery out and be able to get all the appropriate permits, licenses, and insurance.
- Owners' weekend was successful. Radford did a great job at the party and everyone had a good time.
- We had another successful RV6 lottery, got the project approved and contractors chosen.
- ATM made it a day before rodeo. It had a few bugs but is now working and will be here for the long run. Cindy is totally happy about it. We get \$1 per transaction.
- We survived the Rodeo hurricane. Lots of water and wind, but thankfully no major damage except for the RV4 culvert.
- Continuing to postpone all future projects and approved itemized budget items. Only absolute emergencies as needed.
- While closely monitoring financials closely as we look to stabilize and stay healthy going into 2021.
- Working with marketing company to work Phase 1 and 2 of marketing plan to launch promo video.
- Deeds – continuous project. PT staff was hired for accounting and we are working to bring her up to speed to allow for us to hit the deeds hard in the offseason. Good meeting with Bill Poole, Alex and Ashley on this and looking to finalize a plan on the foreclosures of deeds that we are unable to locate the parties and bring them back to the Ranch.
- Looking to work with the Staff to identify areas, projects that can be focused on/changed and/or improved as we approach the offseason.
- Started working on Insurance renewals for the Ranch that will be coming shortly.
- Project updates:
 - 1) WiFi – on hold
 - 2) Chapel Hill – on hold
 - 3) Arena RV – A12 waiting to be upgraded

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

Maint. Report for October 20/20

Rebuilt bleachers for Rodeo, Bush hogged RV #6
Worked on Treatment plant worked on estment
for reworking plant. Put out grass seed on pastures
Worked through power outage x2, Jetted drain 904
Repaired main line for spray fields got through another
Rodeo worked all drains & creeks due to heavy rains.
Made temp. repairs on crossing to RV #4
Mowed grass & general maint.

R-Ranch Stable Report

OCT 2020

Summary:

I would like to start by saying that Marilyn, Myself, and my Staff were saddened upon hearing that Mike Hennessee had passed away. I am thankful that he and Tracy had/have a relationship with God. We will miss Mike.

As far as ride #s go October was a good month for us at the Stables. We were just shy of our 5-year average # of Riders for OCT and significantly exceeded our guest pass #s for the month. Not bad considering we lost ride days for Tropical Storm (TS) Delta and TS Betta as well as the Rodeo.

This falls outside this month's reporting window but has a significant impact on stable operations. NOV will be a tough month for us at the Stables as we work through personnel transition. NOV 1st was Ariel's last day. Her husband is returning from Korea and they will be moving to Colorado where they will be stationed at Ft. Carson. Presley has decided to focus on her last semester of college and departed us on NOV 15th. Both young ladies were hard working loyal members of the Team and are missed already.

Events:

❖ **COVID-19**

- JUN 25-Ongoing: R-R Phase-III continuing; allowing volunteers; maintaining S-D, use of PPE, and sanitizing.
- In order to (IOT) insure the Stable doesn't become a COVID-19 Hot Spot I have been insisting that while inside the CDC recommended social distance all personnel wear a face covering. We have continued to sanitize common areas as well as equipment and/or Tac that is handled by random people.

❖ **Rodeo:**

- Our Drill team worked very hard to prepare for the Rodeo. Presley spearheaded the effort. Ariel and Kristen were also very dedicated. The wild card was when our horses were exposed to those bucking horses banging around in the shoots. Despite the chaos at the entrance the Girls did well all things considered.

Projects:

❖ **Dangerous Trees:**

- Mr. Blaine directed Troy and I to evaluate the trees in the Chapel Hill Cabin area. We identified and marked 48 Trees that pose a risk to personnel and/or property. At least eight (8) would require a contractor, crew and special equipment to safely bring down.
- As yet Troy and I have not had the opportunity to fell any of the identified trees.

❖ **Fencing/Pastures:**

• **Owners Pasture (New):**

- We have begun acquiring the material needed to construct the fence for the new Owner's Pasture.
- We will start construction of the fence once sewer work for RV-6 is completed in that location and Mr. Blaine gives me the green light.

R-Ranch Stable Report

OCT 2020

Projects continued:

❖ **Fencing/Pastures continued:**

- **Barn Pasture:**
 - Grazed down. Will have to start putting out hay.
- **Back Pasture:**
 - Grazed down.
- **Office Pasture:**
 - Grazed down. Will have to start putting out hay.
- **Rainbow Pasture:**
 - As time permitted we completed portions of the Rainbow pasture fence line throughout the month of NOV.
 - As of DEC 16th we are 99% complete with the new portion of fence and have moved Red Herd into this pasture. We were way overdue to rotate pastures.
- **Lodge Pasture:**
 - We have been using Lodge pasture as our temporary Owner's pasture.
 - We rotate Blue Herd into this pasture on our Off days.
- **Chapel Hill:**
 - Grazed down. Moved Red Herd off of it. Allowing grass to recover.
- **Old Owner's Pasture:**
 - Grazed down. Moved Red Herd off of it. Allowing grass to recover.

Maintenance:

❖ **F-350:**

- Replaced the Heater core and the Engine block heater.
- Antifreeze is good for this coming winter (-30F).

❖ **Kubota ATV:**

- Next service is due at 1,000 hrs.

❖ **Stock Trailer**

- The front wall is rusting through near the floor. I will work with Steve and his Maint Team to determine the best fix.
- We rotated the worn Tires IOT gain a few more months of wear.
- Troy helped me cleaned and repack all four (4) sets of wheel bearings and replace the wheel seals.

❖ **Manure Wagon:**

- Still works great.
- We will perform the 50-hour service this Fall.

R-Ranch Stable Report

OCT 2020

Maintenance continued:

❖ **Chainsaws:**

- NSTR

Equine Care:

❖ **Dewormer: (Due again NOV 2020)**

- I have the Tape worm Dewormers and will treat our Herd after the first hard freeze.

❖ **Vaccine: (Due again APR 2021)**

- We administered the 5-Way Semi-annual Vaccine to all our horses in OCT, 2020. 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 average interval between Farrier service of individual horse is 5-6 weeks for shoes and 7-9 weeks for Trims. These intervals will increase in time as this winter approaches.

❖ **Vet:**

- NSTR

Herd development/training:

- Our herd count is now **26**. 17 are Geldings and 9 are Mares. Eight (8) are Beginner, 12 are Intermediate, and seven (6) are Experienced. Leo and Dakota are back on line with limitations / precautions.
- I reduced the weight limit (Rider weight) for four (4) of our horses due to age and/or observed difficulty.
- Skywalker has progressed/developed with Ms. Presley's continued work. He's a good little guy. We are able to let light, solid intermediate riders use him on trails now.

R-Ranch Stable Report

OCT 2020

Rider & Pass #s:

2020									2015-2019 (5-Year Average)				
Month	Month Riders	Month Passes	Year Riders	Year Passes	TREND				Month	Month Riders	Month Passes	Year Riders	Year Passes
					MR	MP	YR	YP					
JAN	24	0	24	0					JAN	115	16	119	16
FEB	123	15	147	15					FEB	84	7	199	65
MAR	86	5	233	20	CO	VID	19		MAR	122	23	352	44
APR	0	0	233	20	CO	VID	19		APR	340	58	682	105
MAY	175	0	408	20	CO	VID	19		MAY	302	37	996	139
JUN	356	40	764	60					JUN	362	46	1,322	185
JUL	418	43	1,182	103					JUL	472	68	1,794	253
AUG	184	24	1,366	127					AUG	240	26	2,005	279
SEP	292	45	1,658	172					SEP	319	45	2,288	326
OCT	261	58	1,919	230					OCT	271	39	2,569	385
NOV									NOV	236	31	2,806	416
DEC									DEC	54	5	2,860	422

KEY	
	: Above Average
	: Equal / Nearly Equal to Average
	: Slight Decrease
	: Below Average

R-Ranch Stable Report

OCT 2020

❖ Trails:

- Trail clearing is ongoing and constant.

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop		>2 Weeks	
Waterfall		>2 Weeks	Downed Trees likely since 2 x Tropical Storms
Knee Knocker		>2 Weeks	
Indian Mound		>2 Weeks	
Wild Turkey		>2 Weeks	
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Upper Creek Side			Soft/Soggy spot, adding dirt
Satterfield		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
Nemo		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
Jarad			Downed Trees likely since 2 x Tropical Storms
Burnt Out		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
High Meadow		> 2 Weeks	Trees down
RV-7 Bypass		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
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		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
Tire Tree		> 2 Weeks	Downed Trees likely since 2 x Tropical Storms
Gooch Gap			Blocked with downed Trees
Plano			
Lake			

KEY to Trail List:

Trail Clearance Status Key:		< 2 weeks since last Ridden / Cleared; No adverse WX
-----------------------------	--	--

R-Ranch Stable Report

OCT 2020

		> 2 Weeks since last Ridden / Cleared; Adverse WX event; Minor Obstacle
		= Reported / Observed Hazard

 v/r

Herbert L. Kirkover
CSM USA (RET)
Stable Manager

Key:

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

Enclosures:

ENCL-1 Horse Roster

Sales & Marketing Report

October 2020

Sales:

Tours - 10

New Sales —0

YTD Total —6

Transfers — 6

YTD Total — 48

Tour Feedback:

The Good:

- 1) Positive feedback on Stables. Barn staff has assisted with tours and received good feedback.
- 2) Positive feedback on RV6.
- 3) Many comments on the quality of our landscaping.

The Bad:

- 1) Condition of cabins in general; age of cabins
- 2) Concern over number of lease sites vs. reservations. People question whether they will be able to reserve a spot.

Marketing:

- All future trade shows are in an unknown "holding pattern". We do not know when we would be able to do another show.
- Turning attention to "digital marketing" in a 4 phased approach. This will help us specifically utilize our new promo video to the max extent.
- Discover Dahlenega commercial using our footage and acknowledging R-Ranch.
- Still maintaining "in-house" posts on social media to boost our online presence.

Subject	Date
Scheduled for a Tour	11/14/2020
Scheduled for a Tour	11/12/2020
Scheduled for a Tour	10/11/2020
Scheduled for a Tour	10/10/2020
Scheduled for a Tour	10/10/2020
Scheduled for a Tour	10/18/2020
Scheduled for a Tour	10/10/2020
scheduled a tour	10/9/2020
Email: R-Ranch in the Mountains®	11/17/2020
Email: R-Ranch in the Mountains®	11/17/2020
Email: R-Ranch in the Mountains®	11/10/2020
Email: R-Ranch in the Mountains®	11/10/2020
Email: R-Ranch in the Mountains®	11/10/2020
Email: R-Ranch in the Mountains®	11/7/2020
Email: R-Ranch in the Mountains®	11/7/2020
Email: R-Ranch in the Mountains®	11/4/2020
Email: R-Ranch in the Mountains®	11/3/2020
Email: R-Ranch in the Mountains®	11/3/2020
Email: R-Ranch in the Mountains®	11/3/2020
Email: R-Ranch in the Mountains®	11/3/2020
Email: R-Ranch in the Mountains®	11/3/2020
Email: R-Ranch in the Mountains®	10/31/2020
Email: R-Ranch in the Mountains®	10/30/2020
Email: R-Ranch in the Mountains®	10/30/2020
Email: R-Ranch in the Mountains®	10/28/2020
Email: R-Ranch in the Mountains®	10/27/2020
Email: R-Ranch in the Mountains®	10/27/2020
Email: R-Ranch in the Mountains®	10/27/2020
Email: R-Ranch in the Mountains®	10/27/2020
Email: R-Ranch in the Mountains®	10/24/2020
Email: R-Ranch in the Mountains®	10/23/2020
Email: R-Ranch in the Mountains®	10/22/2020
Email: R-Ranch in the Mountains®	10/22/2020
Email: R-Ranch in the Mountains®	10/21/2020
Email: R-Ranch in the Mountains®	10/20/2020
Email: R-Ranch in the Mountains®	10/20/2020
Email: R-Ranch in the Mountains®	10/20/2020
Email: R-Ranch in the Mountains®	10/20/2020
Email: R-Ranch in the Mountains®	10/16/2020
Email: R-Ranch in the Mountains®	10/13/2020
Email: R-Ranch in the Mountains®	10/13/2020
Email: R-Ranch in the Mountains®	10/13/2020
Email: R-Ranch in the Mountains®	10/10/2020

Email: R-Ranch in the Mountains®	10/9/2020
Email: R-Ranch in the Mountains®	10/9/2020
Email: R-Ranch in the Mountains®	10/8/2020
Email: R-Ranch in the Mountains®	10/8/2020
Conducted a Tour of R-Ranch	10/7/2020
Email: R-Ranch in the Mountains®	10/7/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Email: R-Ranch in the Mountains®	10/6/2020
Scheduled for a Tour	10/3/2020
Email: R-Ranch in the Mountains®	10/1/2020

DateTime	Direction	Duration
11/18/2020 04:08:28 PM	Inbound	45
11/18/2020 01:44:42 PM	Inbound	122
11/18/2020 12:23:53 PM	Outbound	998
11/18/2020 10:05:16 AM	Outbound	215
11/18/2020 09:20:22 AM	Inbound	130
11/18/2020 08:40:18 AM	Outbound	43
11/18/2020 08:23:35 AM	Inbound	48
11/17/2020 04:03:17 PM	Inbound	45
11/17/2020 12:36:10 PM	Inbound	229
11/17/2020 11:50:19 AM	Inbound	1226
11/17/2020 10:05:27 AM	Inbound	177
11/16/2020 02:22:37 PM	Inbound	43
11/16/2020 12:16:22 PM	Inbound	45
11/14/2020 11:21:19 AM	Inbound	103
11/13/2020 12:12:21 PM	Outbound	381
11/13/2020 09:26:50 AM	Inbound	217
11/13/2020 08:49:15 AM	Inbound	51
11/13/2020 08:29:37 AM	Outbound	48
11/12/2020 03:45:25 PM	Inbound	51
11/12/2020 11:37:28 AM	Inbound	360
11/12/2020 09:45:34 AM	Outbound	167
11/11/2020 03:14:02 PM	Outbound	211
11/11/2020 03:09:08 PM	Inbound	218
11/11/2020 02:34:24 PM	Outbound	63
11/11/2020 02:34:15 PM	Outbound	8
11/11/2020 02:17:11 PM	Inbound	137
11/11/2020 09:04:32 AM	Outbound	70
11/11/2020 09:02:53 AM	Outbound	44
11/10/2020 11:35:31 AM	Outbound	68
11/10/2020 11:11:59 AM	Inbound	71
11/10/2020 11:07:46 AM	Inbound	156
11/10/2020 10:18:41 AM	Outbound	76
11/10/2020 09:51:33 AM	Outbound	51
11/10/2020 09:35:50 AM	Outbound	62
11/07/2020 09:18:03 AM	Inbound	157
11/06/2020 03:41:02 PM	Inbound	91
11/06/2020 11:57:43 AM	Outbound	77
11/06/2020 11:57:32 AM	Outbound	9
11/06/2020 09:56:57 AM	Outbound	63
11/06/2020 08:58:28 AM	Inbound	73
11/06/2020 08:45:40 AM	Outbound	120
11/06/2020 08:35:17 AM	Outbound	345
11/06/2020 08:31:51 AM	Outbound	78
11/05/2020 09:32:06 AM	Outbound	694
11/05/2020 09:28:45 AM	Inbound	79
11/05/2020 09:15:36 AM	Outbound	44

11/05/2020 09:13:52 AM	Outbound	69
11/05/2020 09:01:51 AM	Inbound	190
11/05/2020 08:47:03 AM	Outbound	41
11/04/2020 01:47:05 PM	Outbound	84
11/04/2020 11:55:28 AM	Outbound	45
11/04/2020 11:48:12 AM	Outbound	81
11/04/2020 11:24:48 AM	Outbound	66
11/04/2020 11:17:58 AM	Inbound	76
11/04/2020 09:52:47 AM	Outbound	42
11/04/2020 09:52:06 AM	Outbound	38
11/04/2020 09:49:20 AM	Outbound	37
11/03/2020 03:22:00 PM	Outbound	89
11/03/2020 03:00:25 PM	Inbound	81
11/03/2020 11:20:56 AM	Outbound	72
11/03/2020 11:13:49 AM	Inbound	242
11/03/2020 11:00:47 AM	Outbound	45
11/03/2020 10:42:07 AM	Outbound	169
11/03/2020 10:38:09 AM	Outbound	262
11/03/2020 10:31:43 AM	Inbound	257
11/03/2020 09:53:56 AM	Outbound	184
11/03/2020 09:42:22 AM	Inbound	176
11/03/2020 09:24:03 AM	Outbound	33
11/03/2020 08:14:55 AM	Inbound	79
11/02/2020 04:46:42 PM	Inbound	72
10/30/2020 09:22:01 AM	Inbound	109
10/29/2020 02:00:39 PM	Inbound	41
10/28/2020 04:40:03 PM	Outbound	1298
10/28/2020 04:39:55 PM	Outbound	8
10/28/2020 11:03:29 AM	Inbound	65
10/27/2020 05:17:27 PM	Inbound	67
10/27/2020 01:01:03 PM	Inbound	101
10/27/2020 01:00:05 PM	Inbound	46
10/27/2020 12:29:46 PM	Inbound	94
10/27/2020 11:11:44 AM	Inbound	213
10/27/2020 10:21:37 AM	Inbound	143
10/27/2020 10:18:35 AM	Inbound	114
10/27/2020 10:12:54 AM	Inbound	230
10/27/2020 10:08:32 AM	Outbound	48
10/27/2020 10:03:22 AM	Outbound	77
10/27/2020 10:03:06 AM	Outbound	15
10/27/2020 09:56:27 AM	Inbound	164
10/27/2020 09:52:33 AM	Inbound	179
10/27/2020 09:32:02 AM	Outbound	30
10/27/2020 09:31:18 AM	Outbound	40
10/27/2020 09:29:55 AM	Outbound	59
10/26/2020 03:44:11 PM	Inbound	96
10/24/2020 03:50:00 PM	Outbound	176

10/24/2020 03:49:08 PM	Outbound	42
10/24/2020 12:11:20 PM	Outbound	481
10/23/2020 02:55:23 PM	Inbound	103
10/23/2020 01:56:21 PM	Outbound	35
10/23/2020 12:19:01 PM	Inbound	209
10/23/2020 12:08:37 PM	Outbound	248
10/23/2020 09:51:23 AM	Inbound	87
10/22/2020 12:18:25 PM	Outbound	194
10/22/2020 11:16:23 AM	Outbound	50
10/22/2020 11:00:48 AM	Inbound	81
10/22/2020 08:41:55 AM	Outbound	35
10/21/2020 10:45:23 AM	Outbound	49
10/21/2020 09:45:00 AM	Outbound	305
10/20/2020 02:33:32 PM	Outbound	49
10/20/2020 02:32:54 PM	Outbound	36
10/20/2020 02:27:59 PM	Outbound	661
10/20/2020 01:52:35 PM	Outbound	658
10/20/2020 01:38:28 PM	Outbound	212
10/20/2020 01:25:05 PM	Outbound	536
10/20/2020 01:24:10 PM	Outbound	36
10/20/2020 01:22:54 PM	Outbound	72
10/20/2020 12:26:07 PM	Outbound	36
10/20/2020 12:23:17 PM	Outbound	156
10/20/2020 12:19:10 PM	Inbound	138
10/20/2020 12:17:58 PM	Outbound	61
10/20/2020 12:16:44 PM	Outbound	20
10/20/2020 12:16:29 PM	Outbound	11
10/20/2020 12:16:14 PM	Outbound	9
10/20/2020 12:15:40 PM	Outbound	29
10/20/2020 11:42:04 AM	Inbound	372
10/20/2020 11:31:07 AM	Outbound	182
10/20/2020 11:11:46 AM	Outbound	96
10/20/2020 09:33:10 AM	Inbound	170
10/20/2020 09:12:11 AM	Outbound	217
10/20/2020 08:55:14 AM	Outbound	73
10/20/2020 08:53:21 AM	Outbound	62

November 2020 Board Meeting - Lodge

October Income for 2020	
Wedding Cash Accounting	\$1,575
Events Cash Accounting	\$1,320
Misc. Cash Accounting	\$0
Total Income for the month	\$2,895

Total Expenses for the month	\$2,250
Income - Expenses =	\$645

Total Value of Weddings In 2020	
Total Budgeted Value of 2020 Weddings Projected	\$85,010
Total Value of 2020 Weddings already Booked	\$32,065
Total amount yet to book	\$52,945

Total Value of Events In 2020	
Total Budgeted Value of 2020 Events Projected	\$15,396
Total Value of 2020 Events already Booked	\$8,425
Amount booked to date	\$6,971

Contact Summary

Contacts:	20
	Emails
	6 R-Ranch Web Site
	5 Here Comes the Guide
	4 Wedding Wire
	1 Referred by Friend
	3 Phone Calls
	1 Facebook
Total	20

Of the contacts:	19	Weddings
	0	Church Groups
	1	Party
	0	Class
	20	Total

Of the dates requested:	17	dates were available
	2	dates were not available
	1	dates have not yet been chosen
	20	Total

Tours Generated:	3 Tours
Source:	2 Ranch, 1 Wedding Wire, 0 Phone
Status of Tours:	1 Booked 1 In Consideration 1 Not Interested

2020 Event Summary			Source of Wedding/events	
Weddings	6		RR Web	1
Events	9		Cham.Expo	0
RR Events	16	Owner Events (NON REVENUE)	HCTG	1
	31	To Date: Total Value of Revenue projected:	Owner	6
<i>The R-Ranch non-revenue events are:</i>			Phone	3
Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,			Community	3
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,			Wedding Wire	1
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party				
<i>R-Life parties will be in conjunction with R-Ranch Holidays</i>			Total	15

2021 Event Summary			Source of Wedding/events	
Weddings	5		RR Web	2
Events	2		Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)	HCTG	
	23	To Date: Total Value of Revenue projected:	Owner	3
<i>The R-Ranch non-revenue events are:</i>			Phone	1
Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,			Community	
, Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct,			Wedding Wire	1
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party				
<i>R-Life parties will be in conjunction with R-Ranch Holidays</i>			Total	7

Housekeeping Report Oct 2020

We cleaned 40 Single, 36 Duplex, 51 Chapel Hill and 10 Cottages. For a total of 137 cabins cleaned this month.

We cleaned the pool bath house so that it could be winterized.

We are still having issues with owners soiling mattress covers beyond cleaning.

Blaine Griffith

From: cindy simoes <simoes2988@gmail.com>
Sent: Friday, November 13, 2020 8:02 AM
To: Blaine Griffith
Subject: Acc report

November Lottery saw 37 owners including 7 proxies competing for 12 sites. Three monthlies were chosen and one premium storage site.

We have adopted 1 premium cabin and two rehab cabins over the last month. We have three more owners interested in rehab cabins and hope to get those adopted out in the next few weeks.

Rainbow Lake duplex 801 is complete. Accommodations recommends that we offer it as a Non pet cabin. Since this is a completely renovated cabin we would ask the boards opinion on nightly pricing. We, in Accommodations feel it is worth more than the non renovated cabins. Work on 802 should be completed in December.

Accommodations has agreed on a plan to continue renovation to the remainder of duplexes using donations and volunteer labor throughout the coming months.

Now that many Arena sites have been adopted, we suggest that the remainder be offered as reservable or monthly sites. We suggest the 3,6 and 11 month arena adoption program be discontinued.

We have determined that the front office needs attention. It is the first point of contact for new owners and has been in a state of disarray for awhile. A few of our design experts are working on a financially feasible plan which will be presented at a later date.

Accommodations has agreed to lead two fundraisers to pay for front office renovations. We will be selling wooden Christmas ornaments to owners that include their name and year ownership was purchased. These will hang on a tree in the front office throughout the holiday. Cost is \$5 per ornament.

We are also looking at a few dates to offer family photo sessions here at the Ranch. Dates and cost to be determined. The Ranch would receive a portion of the sitting fee. This has been posted on Facebook to gauge interest.

Prescribed Fire Proposal for R- Ranch

- Objectives:**
- Reintroduce fire back into its natural setting.
 - Reduction of fuel loading of 30+ years of litter from the forest floors.
 - Provide a safe living and recreation area for everyone.

The intention is to perform a large-scale prescribed burn plan that will require approximately 10 years to complete. Approximately 660 acres of forest/woods at the R-Ranch are in need of this treatment. The 10-year plan will burn approximately 66 acres per year, bringing us to the 660 acres of land in need of this treatment by year 10. If approved by the Board members, Georgia Forestry and Lumpkin County Fire Department will be contacted, and a burn plan will be set along with a window of dates. US Forestry will be notified as a courtesy. Dates will not impact wedding or other scheduled events. Burning will be done during the week to prevent interfering with weekend events. 48-hour notice will be posted prior to burning. All permits will be in place during any Prescribed Fire Burn and with due regard of all laws in the State of Georgia.

This year we are focused on the Chapel Hill area for its first fuel reduction burn. The area of Chapel Hill we have focused on is located on the right side just past the church parking lot. Cabins 901 – 912 will be the focus of the burn. Clearing will take place around all cabins and a fire control line will be put in place along the fence at the pasture that runs to the south. The old logging or service road that runs between cabins 912 and 913 will be used as fire control line as well. This area is a little over 6 acres in size. It is a hard wood stand and it is expected to produce a 40% or greater ground litter fuel reduction. *I would like to have the option to go just past Cabin 914. This will be dependent on manpower and available resources. *

If time and weather permit, we have our sights set on the Rainbow Lake area as well. We will use the trail that is in place as the Fire Control Line. This burn would be on the right side of the trail. The starting point would be at the top of the road as you make the hard right to go to the Rainbow Cabins and finish at the start of the trail down by the lake. This stand of woods is a mix of hardwood and pine. We expect 30% reduction in the fuel loading.

On days of burn there will be a fire watch for the hours after completion. Fire watch will patrol the area for up to 6 hours after or until 50 ft. of “black” is in place. Black is a burned area that is cold to touch.

Burn plan for Chapel Hill.

1-Hand line will be used along the fence line and will be at least 3 ft. wide.

2-The old logging or service road will be cleared/ blown out with leaf blower to tie into the handline at the fence.

3-Cabins will be pretreated for leaf litter and cleared under and around for 20ft. Each cabin will have the water hose with nozzle on standby to wet decks prior to burning. A person will be placed at each cabin until the fire has passed as a fire witch.

4-Power/Meter boxes will be blown and cleared out for 20 ft. around them. Power lines will be located prior to day of burn and adjustment will be made to stay away from power lines on the ground by 10 ft.

5-All fire will be in the backing nature starting at the crest of the hill behind cabin 904-905. Fire will be stretched both left and right to keep a backing fire.

Target weather for burn will be as listed below.

42 to 50 % Humidity

Less than 10 mph winds

Smoke mixing heights of 3000 ft.

The R-Ranch Board here by allows prescribed burning to take place on the property. The Board has knowledge of the intended areas of fire as listed above. The Board understands that the Prescribed Fire will take place with 48-hour notice between November 30, 2020 and February 26, 2021. The board is aware that all State and Local guidelines will be followed. The Board permits property management to initiate the first lighting of the Prescribed Fire. The Board will retain the right to stop any Prescribed Fire from happing if guidelines are not followed.

By signing below, you agree to letting prescribed fire to take place.

Date: 11/21/2020

Lance Leuliette R-Ranch Fire Wise

Income	Typical Year	Covid Year	Actual
Tickets Sales	28,000	22,400 20% lower	18500
Sponsorship	12400	7,000 Ram (2,050) Hayes (1,500) Sacket (700)	10100
Vendor	4317	2100	1300
Shirt Sales	2900	0 No Shirts	0
Parking	2885	2,308	1800
	50,502	33,808	
			31700
Expenses			
Stock contractor	4,000	4,000	4000
Prize Money	4,500	4,500	4500
Bleachers	6,000	6,000	6000
Insurance	500	500	500
Townley	1600	1600	1600
Pirone - Banners	500	200	450
Pirone - signs	500	200	
Shirts	2500	0	0
EMS/Police	1300	1300	1300
1/2 ticket sales	14000	11,200	9250
Bands	2,000	0	0
Advertising	300	300	
Misc supplies	500	800 cleaning/ppe	500
In house expenses	2000	2000	2000
	40,200	32,600	30100

