



**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
Board of Director's Meeting
October 20, 2020
Agenda**

- I. CALL TO ORDER- 7:00 P.M. – President, Ashley Spenner**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercler**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING SEPTEMBER 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT SEPTEMBER 2020 BOD MEETING MINUTES**
- VII. REPORTS – Attached where submitted**
 - a. Treasurer's Report- Review 2021 budget**
- VIII. OLD BUSINESS-**
 - a) Hardship program**
- IX. NEW BUSINESS-**
 - a) No**
- X. ADJOURN GENERAL MEETING**
Time: _____

The next meeting of the R-Ranch Board of Directors will be 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®
Income Statement
Compared with Budget
For the Nine Months Ending September 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 260,230.45	\$ 282,507.00	(22,276.55)	\$ 945,368.83	\$ 1,024,139.0	(78,770.17)
Admin - Child Rights	400.00	0.00	400.00	1,150.00	500.00	650.00
Admin - Interest	0.82	7.00	(6.18)	89.43	63.00	26.43
Admin - Fines & Fees	370.69	100.00	270.69	3,262.82	900.00	2,362.82
Admin - Late Fees & FC	3,790.07	1,091.00	2,699.07	14,340.62	13,618.00	722.62
Admin - Ownership Sales	0.00	1,990.00	(1,990.00)	5,575.00	15,920.00	(10,345.00)
Admin - Ownership Transfer	6,283.00	1,944.00	4,339.00	27,052.20	17,496.00	9,556.20
Admin - Day Use	245.00	0.00	245.00	405.00	519.00	(114.00)
Admin - Sales - Ice	611.13	452.00	159.13	2,598.14	2,994.00	(355.86)
Admin - Sales - Propane	565.94	444.00	121.94	4,430.60	5,139.00	(708.40)
Admin - Sales - Souvenirs	0.00	120.00	(120.00)	396.24	1,404.00	(1,007.76)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	9.00	(9.00)
Admin - Sales - Gate Cards	0.00	8.00	(8.00)	50.00	198.00	(148.00)
Admin - Sales - Store	944.63	948.00	(3.37)	2,500.08	6,989.00	(4,488.92)
Admin - Vending Income	0.00	65.00	(65.00)	716.50	2,383.00	(1,666.50)
Admin - Stables - Riding Pas	1,295.00	920.00	375.00	4,625.00	7,459.00	(2,834.00)
Admin - Stables - Stall Fees	0.00	0.00	0.00	94.00	0.00	94.00
Admin - Stables - Fundraiser	0.00	0.00	0.00	20.00	900.00	(880.00)
Admin - Recovery of Bad De	1,523.24	98.00	1,425.24	6,861.46	3,656.00	3,205.46
Admin - RV Adoptions	744.00	3,361.00	(2,617.00)	58,062.30	62,921.00	(4,858.70)
Admin - Cabin Adoptions	468.00	1,095.00	(627.00)	10,584.00	13,448.00	(2,864.00)
Admin - RV Moves	575.00	470.00	105.00	2,569.97	5,310.00	(2,740.03)
Admin - Sponsored Events	0.00	0.00	0.00	90.00	0.00	90.00
Admin - Pet Fees	100.00	100.00	0.00	390.00	1,000.00	(610.00)
RV - Electric - Usage Fee	5,975.00	4,577.00	1,398.00	36,739.36	35,938.00	801.36
RV - Electric - Quarterly	904.72	513.00	391.72	21,385.81	27,314.00	(5,928.19)
RV - Monthly Adoptions	0.00	200.00	(200.00)	755.00	3,150.00	(2,395.00)
RV - Yearly Adoptions	204.00	921.00	(717.00)	16,939.05	17,252.00	(312.95)
RV - Guest & Group	3,908.00	4,698.00	(790.00)	10,981.00	12,068.00	(1,087.00)
RV - Interest	0.00	1.00	(1.00)	0.00	16.00	(16.00)
Cabin - Electric - Usage	2,816.00	2,758.00	58.00	18,266.00	22,120.00	(3,854.00)
Cabin - Electric - Quarterly	243.10	169.00	74.10	4,054.23	5,666.00	(1,611.77)
Cabin - Adoptions	156.00	365.00	(209.00)	4,308.00	4,483.00	(175.00)
Cabin - Guest & Group	3,026.85	4,048.00	(1,021.15)	18,146.30	23,851.00	(5,704.70)
Cabin - Cottage	1,315.00	2,453.00	(1,138.00)	14,843.96	23,057.00	(8,213.04)
Lodge - Weddings	0.00	21,000.00	(21,000.00)	17,055.00	62,840.00	(45,785.00)
Lodge - Events	560.00	588.00	(28.00)	6,735.00	13,233.00	(6,498.00)
Capital Improve - RV	252.00	1,138.00	(886.00)	19,627.65	21,311.00	(1,683.35)
Capital Improve - Cabins	156.00	365.00	(209.00)	3,528.00	4,483.00	(955.00)
Capital Imp - Intrest	18.65	0.00	18.65	115.44	0.00	115.44
Legal - Admin	290.50	2,112.00	(1,821.50)	360.50	18,008.00	(17,647.50)
Rodeo - Tickets	0.00	0.00	0.00	0.00	29,954.00	(29,954.00)
Rodeo - Parking	0.00	0.00	0.00	0.00	3,046.00	(3,046.00)
Rodeo - Vendors	0.00	0.00	0.00	0.00	3,641.00	(3,641.00)
Rodeo - Sponsors	1,900.00	0.00	1,900.00	1,900.00	13,133.00	(11,233.00)
Rodeo - Souvenirs	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
Total Revenues	299,872.79	341,627.00	(41,754.21)	1,286,972.4	1,533,489.0	(246,516.51)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	299,872.79	341,627.00	(41,754.21)	1,286,972.4	1,533,489.0	(246,516.51)

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Nine Months Ending September 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Expenses						
Employee - Payroll/Salary	49,797.37	50,644.00	(846.63)	455,853.84	523,940.00	(68,086.16)
Employee - Payroll Tax	2,751.51	4,821.00	(2,069.49)	36,898.38	49,877.00	(12,978.62)
Employee - Payroll Fees & E	981.58	304.00	677.58	5,010.35	4,774.00	236.35
Employee - Benefits	3,046.38	6,900.00	(3,853.62)	36,171.92	60,100.00	(23,928.08)
Employee - IRA	1,762.94	0.00	1,762.94	1,762.94	0.00	1,762.94
Employee - Workers Comp	2,738.00	3,161.00	(423.00)	24,217.70	28,449.00	(4,231.30)
Employee - Commissions	300.00	473.00	(173.00)	7,128.44	13,192.00	(6,063.56)
Admin - Accounting Fees	0.00	0.00	0.00	5,600.00	5,325.00	275.00
Admin - Bank Fees	(103.45)	62.00	(165.45)	68.65	522.00	(453.35)
Admin - Business Fees	0.00	57.00	(57.00)	749.00	1,578.00	(829.00)
Admin - IT	3,908.26	1,807.00	2,101.26	22,775.92	17,263.00	5,512.92
Admin - Dues & Subscriptio	23.88	115.00	(91.12)	1,509.47	2,632.00	(1,122.53)
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	400.00	(218.89)
Admin - Merchant Services	(1,088.56)	0.00	(1,088.56)	(385.46)	0.00	(385.46)
Admin - Mileage Reimburse	0.00	12.00	(12.00)	194.95	402.00	(207.05)
Admin - Office Build M&R	0.00	163.00	(163.00)	0.00	607.00	(607.00)
Admin - Office Expense	440.61	397.00	43.61	2,845.89	4,527.00	(1,681.11)
Admin - Printing / Copying	947.20	652.00	295.20	7,938.28	4,766.00	3,172.28
Admin - Shipping / Postage	600.64	365.00	235.64	3,194.62	4,154.00	(959.38)
Admin - Cable/Cell/Telepho	778.37	1,350.00	(571.63)	10,703.81	12,150.00	(1,446.19)
Admin - Tax Expense	0.00	0.00	0.00	2,208.03	0.00	2,208.03
Admin - Insurance - PL&A	115.00	0.00	115.00	92,117.40	64,800.00	27,317.40
Admin - Property Taxes	9,159.00	9,159.00	0.00	82,431.00	79,098.00	3,333.00
Admin - Sales - Ice	782.93	91.00	691.93	1,436.62	1,614.00	(177.38)
Admin - Sales - Propane	0.00	26.00	(26.00)	2,648.41	2,948.00	(299.59)
Admin - Sales - Souvenirs	0.00	247.00	(247.00)	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	1.00	(1.00)	0.00	4.00	(4.00)
Admin - Sales - Store	144.60	966.00	(821.40)	1,218.78	4,857.00	(3,638.22)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	34.89	34.00	0.89	361.40	306.00	55.40
GPM - Equip Repair	585.60	1,101.00	(515.40)	2,763.36	8,846.00	(6,082.64)
GPM - Fence / Pasture	449.89	500.00	(50.11)	12,588.50	11,185.00	1,403.50
GPM - Fuel	0.00	663.00	(663.00)	6,782.73	8,551.00	(1,768.27)
GPM - General Maintenance	914.74	294.00	620.74	2,162.67	2,212.00	(49.33)
GPM - Grounds/Property Re	45.62	0.00	45.62	1,811.02	3,424.00	(1,612.98)
GPM - Keys & Locks	13.00	0.00	13.00	294.18	313.00	(18.82)
GPM - Lawn & Landscape S	8,400.00	10,500.00	(2,100.00)	46,273.93	56,700.00	(10,426.07)
GPM - Pool Chemicals	694.18	581.00	113.18	4,851.01	6,547.00	(1,695.99)
GPM - Pool M&R	185.39	143.00	42.39	1,460.43	2,372.00	(911.57)
GPM - Pool Bathhouse	0.00	0.00	0.00	186.57	0.00	186.57
GPM - Pest Control Services	543.00	511.00	32.00	1,839.10	2,199.00	(359.90)
GPM - Roads M&R	0.00	0.00	0.00	63.27	0.00	63.27
GPM - Supplies	21.43	0.00	21.43	1,687.05	1,205.00	482.05
GPM - Tools	0.00	74.00	(74.00)	965.88	601.00	364.88
GPM - Vehicle M&R	1,446.27	396.00	1,050.27	6,496.06	5,653.00	843.06
GPM - Vehicle Tags & Titles	190.36	255.00	(64.64)	528.36	255.00	273.36
GPM - Maint. Bldg M&R	141.60	0.00	141.60	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	2,062.67	2,068.00	(5.33)	17,384.76	23,642.00	(6,257.24)
Operating - Util - Propane	25.68	710.00	(684.32)	3,724.29	5,303.00	(1,578.71)
Operating - Util - STP	0.00	102.00	(102.00)	475.00	3,885.00	(3,410.00)
Operating - Util - Trash	1,000.00	1,038.00	(38.00)	9,225.00	8,475.00	750.00
Operating - Util - Wtr Test	3,824.67	586.00	3,238.67	8,148.54	4,975.00	3,173.54
Operating - Util - Wtr Trt M	16.99	520.00	(503.01)	10,295.55	7,376.00	2,919.55

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Nine Months Ending September 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Operating - Projects & Impro	0.00	0.00	0.00	5,125.68	0.00	5,125.68
Sales - Sales & Market Exp	1,497.98	200.00	1,297.98	6,769.94	8,250.00	(1,480.06)
Sales - Mkt Comm Outreach	0.00	250.00	(250.00)	350.00	750.00	(400.00)
Housekeeping - Supplies	665.40	663.00	22.40	5,173.68	4,938.00	235.68
Stables - Feed	1,194.43	898.00	296.43	11,203.36	11,065.00	118.36
Stables - Farrier	1,310.00	1,560.00	(250.00)	10,490.00	11,281.00	(791.00)
Stables - General Expense	1,187.31	307.00	880.31	3,736.20	1,847.00	1,889.20
Stables - M&R	0.00	180.00	(180.00)	344.16	843.00	(498.84)
Stables - Tack & Equipment	0.00	140.00	(140.00)	277.40	819.00	(541.60)
Stables - Vet Fees / Medicine	2,391.88	794.00	1,597.88	9,058.20	7,398.00	1,660.20
Stables - Jr. Wrangler	0.00	12.00	(12.00)	0.00	628.00	(628.00)
Stables - Horses	0.00	0.00	0.00	(500.00)	500.00	(1,000.00)
Stables - Tools	0.00	0.00	0.00	0.00	309.00	(309.00)
Owner - Events	(24.72)	0.00	(24.72)	3,313.47	3,800.00	(486.53)
Owner - Board/Meetings	0.00	6.00	(6.00)	467.73	349.00	118.73
Owner - Sales & Transfers	1,108.29	424.00	684.29	5,117.25	4,823.00	294.25
Sponsored Events	0.00	0.00	0.00	615.00	0.00	615.00
Misc. Expense	0.00	0.00	0.00	0.00	32.00	(32.00)
RV - M&R	105.21	0.00	105.21	1,227.86	2,301.00	(1,073.14)
RV - Bath Houses	7.21	120.00	(112.79)	815.81	611.00	204.81
RV - Grounds	658.09	300.00	358.09	951.34	1,696.00	(744.66)
RV - Roads	2,732.20	500.00	2,232.20	4,495.78	4,000.00	495.78
RV - Utilities - Electric	8,739.99	8,002.00	737.99	40,019.14	51,902.00	(11,882.86)
RV - Utilities - Propane	0.00	193.00	(193.00)	663.28	1,725.00	(1,061.72)
RV - Utilities - STP	575.00	100.00	475.00	575.00	987.00	(412.00)
RV - Projects & Improve	145.64	1,000.00	(854.36)	33,088.39	6,800.00	26,288.39
Cabin - M&R	500.00	0.00	500.00	1,290.08	632.00	658.08
Cabin - Pest Control Svc	0.00	0.00	0.00	420.20	0.00	420.20
Cabin - Bath Houses	0.00	72.00	(72.00)	1,607.54	1,089.00	518.54
Cabin - Rainbow	532.88	360.00	172.88	2,880.88	3,794.00	(913.12)
Cabin - Chapel Hill	42.06	120.00	(77.94)	492.63	982.00	(489.37)
Cabin - Cottages	562.33	667.00	(104.67)	1,819.43	1,352.00	467.43
Cabin - Grounds	0.00	33.00	(33.00)	0.00	869.00	(869.00)
Cabin - Roads	875.50	719.00	156.50	5,130.07	4,184.00	946.07
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	2,803.86	2,924.00	(120.14)	29,242.86	39,443.00	(10,200.14)
Cabin - Utilities - Propane	0.00	248.00	(248.00)	699.36	854.00	(154.64)
Cabin - Utilities - STP	0.00	100.00	(100.00)	0.00	949.00	(949.00)
Cabin - Projects & Improve	473.03	0.00	473.03	31,311.94	30,240.00	1,071.94
Lodge - M&R	1,116.75	196.00	920.75	3,994.40	3,212.00	782.40
Lodge - Kitchen M&R	0.00	0.00	0.00	437.55	131.00	306.55
Lodge - Event Decor/Improv	(100.00)	100.00	(200.00)	1,497.48	502.00	995.48
Lodge - Event Coord/Staff	0.00	300.00	(300.00)	1,958.00	6,900.00	(4,942.00)
Lodge - Event Clean/Supply	0.00	22.00	(22.00)	55.32	389.00	(333.68)
Lodge - Event Security	125.00	0.00	125.00	245.00	300.00	(55.00)
Lodge - Marketing	150.00	50.00	100.00	1,000.00	1,062.00	(62.00)
Lodge - Utilities - Electric	2,324.50	1,651.00	673.50	14,646.92	16,885.00	(2,238.08)
Lodge - Utilities - Propane	0.00	0.00	0.00	7,346.43	7,009.00	337.43
Lodge - Projects & Improve	38.88	0.00	38.88	31,746.71	36,200.00	(4,453.29)
Capital - Infra Improve	(94.10)	0.00	(94.10)	33,837.18	15,700.00	18,137.18
Legal - Admin	0.00	1,612.00	(1,612.00)	0.00	18,008.00	(18,008.00)
Legal - GPM	0.00	0.00	0.00	287.50	0.00	287.50
Rodeo - Stock Contract	208.40	0.00	208.40	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	0.00	0.00	0.00	0.00	4,167.00	(4,167.00)
Rodeo - Advertising	0.00	0.00	0.00	0.00	1,487.00	(1,487.00)
Rodeo - Security & EMT	0.00	0.00	0.00	0.00	1,173.00	(1,173.00)

For Management Purposes Only

R-Ranch In The Mountains®
Income Statement
Compared with Budget
For the Nine Months Ending September 30, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Rodeo - Seating	0.00	0.00	0.00	0.00	4,500.00	(4,500.00)
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	0.00	625.00	(625.00)	0.00	3,093.00	(3,093.00)
Rodeo - Projects & Improve	(2.89)	9.00	(11.89)	288.88	1,173.00	(884.12)
Rodeo - Rentals	0.00	0.00	0.00	0.00	67.00	(67.00)
Rodeo - Insurance	653.00	0.00	653.00	653.00	350.00	303.00
Rodeo - Merchant Svc	0.00	0.00	0.00	0.00	736.00	(736.00)
Rodeo - Supplies	0.00	0.00	0.00	0.00	455.00	(455.00)
Total Expenses	130,205.35	127,356.00	2,849.35	1,282,169.3	1,413,188.0	(131,018.61)
Net Operating Income	169,667.44	214,271.00	(44,603.56)	4,803.10	120,301.00	(115,497.90)
Other Income/Expense						
Bad Debt Expense	22,180.96	0.00	22,180.96	157,700.06	0.00	157,700.06
Net Income	\$ 147,486.48	\$ 214,271.00	(66,784.52)	\$ (152,896.96)	\$ 120,301.00	(273,197.96)

For Management Purposes Only

R-Ranch In The Mountains®
Balance Sheet
September 30, 2020

ASSETS

Current Assets		
Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		156,256.18
Lodge Bank Account		6,971.67
Cabin Bank Account		22,080.87
Property Tax Escrow Bank Acct		73,842.48
Payroll Bank Account		1,649.98
Rodeo Bank Account		8,632.67
Capital Improvement / Infrast		113,526.28
Legal Account		17,664.00
RV Bank Account		360,015.61
Operating Contingent		10,006.83
Accounts Receivable		2,378,580.56
Allowance for Doubtful Account		(1,765,246.48)
Total Current Assets		1,384,430.65
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		1,663,166.93
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		
Unsold Ranch Memberships		787,865.00
Total Other Assets		787,865.00
Total Assets	\$	3,401,509.96

LIABILITIES AND CAPITAL

Current Liabilities		
Prepaid Assessments	\$	21,723.04
Sales Tax Payable		402.82
Accrued Property Tax		92,431.00
RV 6 Project		170,000.00
Prepaid Electric		50.00
Accrued Property Tax		17,232.00
Total Current Liabilities		301,838.86
Long-Term Liabilities		
Total Long-Term Liabilities		0.00

Unaudited - For Management Purposes Only

R-Ranch In The Mountains®
Balance Sheet
September 30, 2020

Total Liabilities		301,838.86
Capital		
Lodge Retained Earnings	114,029.32	
RV Retained Earnings	176,067.78	
RV 6 Retained Earnings	93,672.97	
Cabin Retained Earnings	117,338.80	
Stable Retained Earnings	16,177.37	
Infrastructure Retained Earn	16,413.49	
Legal Retained Earnings	23,995.81	
Dam Retained Earnings	250,289.62	
Undesignated Net Assets	2,444,580.90	
Current Year Net Assets Change	(152,896.96)	
Total Capital		3,099,671.10
Total Liabilities & Capital	\$	3,401,509.96

Unaudited - For Management Purposes Only

R-Ranch In The Mountains®
Statement of Cash Flow
For the nine Months Ended September 30, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ 147,486.48	\$ (152,896.96)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	25.00	50.00
Allowance for Doubtful Account	10,392.06	143,017.42
Prepaid Assessments	1,573.98	(15,873.16)
Sales Tax Payable	145.50	116.41
Accrued Property Tax	9,159.00	82,431.00
RV 6 Project	170,000.00	170,000.00
Prepaid Electric	2.68	(1,286.16)
Total Adjustments	191,298.22	380,455.51
Net Cash provided by Operations	338,784.70	227,558.55
Cash Flows from investing activities		
Used For		
Net cash used in investing	0.00	0.00
Cash Flows from financing activities		
Proceeds From		
Used For		
Net cash used in financing	0.00	0.00
Net Increase <decrease> in cash	\$ 338,784.70	\$ 227,558.55
Summary		
Cash Balance at End of Period	\$ 771,096.57	\$ 771,096.57
Cash Balance at Beg of Period	(432,311.87)	(543,538.02)
Net Increase <Decrease> in Cash	\$ 338,784.70	\$ 227,558.55

Unaudited - For Internal Use Only.

PEACHTREE CUSTOMER ACCOUNT STATUS/UNIT STATUS

Active	755	791	808	825	795	839	735	789	814	828	817	837	885	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	180	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	159	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	258	313	252
Litigation	108	132	130	129	128	126	123	122	121	120	115	110	108	45	43
R-Ranch/Invent	174	178	166	164	161	159	159	155	157	156	0	0	0	0	0
BD W/O	71	71	71	71	71	71	69	69	69	69	70	69	70	71	70
Hardship	6	6	6	12	11	13	14	14	10	10	5	5	3	7	6
Bankruptcy	11	11	11	11	11	10	10	9	9	9	14	14	12	9	7
Closed	169	169	169	169	169	169	170	170	171	171	171	171	172	173	172
Research/Problem	22	22	22	22	22	22	22	22	22	22	22	22	21	21	21
TOTAL UNITS	1600	1600	1600	1601	1600	1600	1600	1600	1600	1600	1247	1441	1448	1433	1402
Status as of:	1/20/17	2/17/17	3/17/17	4/21/17	5/19/17	6/19/17	7/14/17	8/18/17	9/22/17	10/20/17	11/17/17	12/21/17	1/19/18	2/16/18	3/16/18

Goal is 1200 units

Active	773	802	830	840	822	832	735	780	784	797	781	805	731	751	783
Suspended	263	258	221	203	217	200	292	259	235	221	234	212	258	239	200
TOTAL UNITS	1058	1060	1051	1043	1039	1032	1027	1019	1019	1018	1015	1017	989	980	983
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	783	819	734	753	762	772	736	775	639	674	720	713	743	746
Suspended	186	205	24	108	87	79	70	106	69	178	149	104	112	85	77
TOTAL UNITS	993	988	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														
Suspended	164														
TOTAL UNITS	821	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Status as of:	10/19/20														

Goal is 1200 units



Executive Director Board Report

Oct Meeting

- We kicked off September with an awesome concert for Labor Day Weekend! Received tons of compliments and the want for more just like it.
- Was able to bale hay from the lodge pasture. The square baler, like every equipment we run into, was a fight to get to work properly. We did get 500 square bales and 28 more round bales. This winter is forecasted to be mild and dry.
- Finance was able to wrap up the 2021 budget and it is as you see it before you.
- RV6 special lottery was overall a success. We met regularly after and kept working on the bids for the project to get the cost down. Looking to do another October 3rd to adopt more sites out.
- Rodeo snuck in there on us and worked with Rodeo committee to get 5 months of work done in 5 weeks. With such a great Rodeo Committee, we have extended their contract for 5 more years.
- Looked into getting an ATM machine for office for Rodeo and it is looking like for good. Great deal with no responsibility for the Ranch and we get a small %.
- Worked on feasibility of having Tantrum Brewery as a vendor for Rodeo. Made it through the County special permitting process and will get it through the State as soon as it comes back. Worked with insurance on getting the proper liability coverages.
- Had a few weddings that was much needed revenue for the lodge.
- Continuing to postpone all future projects and approved itemized budget items. Only absolute emergencies as needed.
- Monitoring financials closely as we look to stabilize and have successful second half of the year.
- Promotional video was completed has been previewed. It came out awesome! Currently working with Marketing Committee to plan for the release and usage of the video.
- Deeds – continuous project. PT staff was hired for accounting and we are
- We have brought in two new staff to maintenance: Jeff and Tyler. They have hit the ground running and have the experience that they are able to work with no limitations.
- Project updates:
 - 1) WIFI – on hold
 - 2) Chapel Hill – on hold
 - 3) Arena RV – A12 waiting to be upgraded
 - 4) Land Conservation – just received our property taxes. Analyzing for cost benefit, will update on this next month.

Maint. Report

Cut & Removed Fallen Tree in RV #5 Drive.
Dirt Work in Chapel Hill Cabin Area 924
Re-worked Hydraulic Cylinders on boom mower
Cleared debris from RV sites. Repaired water
drains in Coral Area. Cleared around RV#6
stair pipes. Also cleaned perimeter line
of maintain. Worked Roadway in front of
RV sites in Coral Area. Re-worked drain pipes
in Coral Area. Cut & baited hay put out
grass seed. Rainbow Lake pasture where dirt
was taken out. Also lodge pasture began
working on treatment plant. Crawler motor
belts for blowers. Cleaned banks & weed-eated
Blaine Island at Rainbow Lake. Buried
RV#6

Cut grass general maint.

Sales & Marketing Report

October 2020

Sales:

Tours - 11

New Sales -0

YTD Total -6

Transfers - 9

YTD Total - 42

Tour Feedback:

The Good:

- 1) Positive comments on landscaping.**
- 2) Positive feedback on RV 6 (Increased number of available spots)**

The Bad:

- 1) Some comments on upkeep of some sites..."looks like people live here"**

Marketing:

-Representative from Sawyer Media Group Introduced to Marketing Committee

Assigned	Subject	Date	Priority	Status	Task
Sales Department	Scheduled for a Tour	10/10/2020	Normal	Not Started	1
Sales Department	Scheduled for a Tour	10/10/2020	Normal	Not Started	1
Sales Department	scheduled a tour	10/9/2020	Normal	In Progress	1
Sales Department	Scheduled for a Tour	10/10/2020	Normal	In Progress	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/1/2020	Normal	Completed	1
Sales Department	Call	9/2/2020	Normal	Completed	1
Sales Department	Call	9/2/2020	Normal	Completed	1
Sales Department	Call	9/2/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/2/2020	Normal	Completed	1
Sales Department	Call	9/3/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/3/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/3/2020	Normal	Completed	1
Sales Department	Scheduled for a Tour	9/4/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/5/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/5/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/10/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/10/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/15/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/15/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/15/2020	Normal	Completed	1
Sales Department	Email:	9/15/2020	Normal	Completed	1
Sales Department	Email:	9/15/2020	Normal	Completed	1
Sales Department	Email:	9/15/2020	Normal	Completed	1
Sales Department	Email:	9/15/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/15/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/16/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/18/2020	Normal	Completed	1
Sales Department	Conducted a Tour of R-Ranch	9/19/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/22/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/22/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/22/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/22/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains	9/24/2020	Normal	Completed	1

9/24/2020

Sales Department	Email: R-Ranch In the Mountains®	9/26/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/29/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/29/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/29/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	9/29/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/1/2020	Normal	Completed	1
Sales Department	Scheduled for a Tour	10/3/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/6/2020	Normal	Completed	1
Sales Department	Conducted a Tour of R-Ranch	10/7/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/7/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/8/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/9/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/9/2020	Normal	Completed	1
Sales Department	Email: R-Ranch In the Mountains®	10/10/2020	Normal	Completed	1

Sample Report: Completed Activities

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R-Ranch In the Mountains

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R-Ranch Stable Report

SEP 2020

Summary:

SEP was a good month for us at the Stables. Our Rider numbers rebounded and we were nearly equal to our 5-year monthly average for this month. We are 650 riders below the Total Riders for the year. That is no surprise considering the length of time we were closed and everyone's caution in venturing out. Since reopening our peaks have not been as high this year but we have seen constant use of the stables. Of the 20 Ride days available this month 20 were effected by rain. With that said there were only four (4) days that we had no riders three (3) were due to weather and one (1) was for hay harvest.

MON SEP 21st we managed to complete our 2nd cutting of hay (third attempt). We were able to put up 505 Square bales (a very good #!! I served 10 years in the 505th Parachute Infantry Regiment, Ft Bragg, NC) and an additional 29 Round bales. I feel we should be good for this winter.

With the short notice none of my regular helpers were able to assist us with this cutting. As reported last month a few tried but the conditions prevented us from processing our 2nd cutting in AUG. Thankfully Patrick Higgins and his wife helped us load and unload the square bales. Ms. Dledra Agustin just happened to be visiting the Ranch that day with her 12 y/o Home-School group. They intrepidly walked down from the Lodge to help off load and store the square bales every time I called! We real appreciated the help we received. As usual the Maintenance Team helped in every aspect of the task. Mr. Blaine and Henry also helped all day. Of course my stable Team was there from start to finish with the exception of Presley who was selfishly attending college, LoL.

Events:

❖ COVID-19

- JUN 25-Ongoing: R-R Phase-III continuing; allowing volunteers; maintaining S-D, use of PPE, and sanitizing.

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):

- I have submitted the plan and material list along with cost estimate to Mr. Blaine.
- The plan I submitted will provide a secure enclosure for Owner's to keep their horses as well as allow easy access and exit for parking during events like the Rodeo.
- We harvested (saved) everything that we could reuse from the Owners pasture/RV-6 Pasture to reuse during the construction of the New Owner's Pasture.

• Barn Pasture:

- NSTR.

R-Ranch Stable Report

SEP 2020

Projects continued:

❖ Fencing/Pastures continued:

- Back Pasture:
 - NSTR.
- Office Pasture:
 - NSTR.
- Rainbow Pasture:
 - I was approved to upgrade / rebuild the fence line that run behind the cabins (from the Dog Park to the back gate).
 - We have removed all the old fencing and I hope to complete the installation of the new fence in OCT.
- Lodge Pasture:
 - SEP 21st harvested 2nd cutting of hay.
 - I am concerned with the amount of Johnson grass that came up this year. Steve and I are looking at what we can do about it prior to next year.
- Chapel Hill:
 - NSTR
- Old Owner's Pasture:
 - NSTR.

Maintenance:

❖ F-350:

- The Heater core is leaking and the Engine Block Heater has burnt out. I have both parts and will replace them on a rainy day.

❖ Kubota ATV:

- Next service is due at 1,000 hrs. I had Troy service it at 900 hrs.
- Replaced worn out rear Tires.

❖ Kubota ATV continued:

- We've been having to replace our sprayer pump every year so we replaced the sprayer pump with a more robust pump recommended by Ricky. The electrical demands are higher with the new pump so I rewired the wiring harness with 10 ga wire to support the 30 A-DC motor. It's working great now.

❖ 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.
- Tires are getting pretty worn. I will rotate them to gain a few more months wear.

❖ Manure Wagon:

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

R-Ranch Stable Report

SEP 2020

Maintenance continued:

❖ Chainsaws:

- NSTR

Equine Care:

❖ Dewormer: (Due again NOV 2020)

- We Dewormed again SEP 26, 2020 with Ivermectin due to a worm infestation.
- This Fall following the first hard freeze we will Deworm for Tape along with other parasites.

❖ Vaccine: (Due again OCT 2020)

- We administered the 5-Way Semi-annual Vaccine to all our horses on APRIL 7, 2020. This protects them from:
 - Eastern Equine Encephalitis (EEE).
 - Western Equine Encephalitis (WEE).
 - Tetanus.
 - Rhino (EHV 1 & 4).
 - Influenza.
 - West Nile virus.

❖ Farrier / Hoof Care:

- The average interval between Farrier service of individual horse is 5-6 weeks for shoes and 7-9 weeks for Trims.

❖ Vet:

- Raquel developed a bad infection in her RF-Fetlock. She required repeated Antibiotic treatment orally (pills), intramuscular injection, and topically. We had clean the affected area daily and apply Standing pressure wrap for a couple of weeks. We also had to stall board her to keep it clean and dry. She is doing much better now and is back on line.

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.

R-Ranch Stable Report

SEP 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	358	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									OCT	271	39	2,569	365
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

SEP 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	
Knee Knocker		>2 Weeks	
Indian Mound		>2 Weeks	
Wild Turkey		>2 Weeks	
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
High Meadow		> 2 Weeks	Tree down
Satterfield		> 2 Weeks	
Jarad		> 2 Weeks	
Burnt Out		> 2 Weeks	
RV-7 Bypass		> 2 Weeks	
Nemo			
Crystal			
Pennywise			
Nickum's Blunder			
Rustic; Outer & Inner Loops			
Archer			
Wagon Wheel			
Upper Creek Side			Soft/Soggy spot (Improving)
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			
Ed Owen			
Tire Tree			
Gooch Gap			
Piano			
Lake			

KEY to Trail List:

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

R-Ranch Stable Report
SEP 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

Horse Roster, Max-WGT and Ride Times

Status			Horse Info						Ride Times				As of OCT 08, 2020	
PR	S	In	(0)	Corral:		Age	WGT	WL	10:00	11:30	1:00	2:30	Corral:	(0)
PR	S	In	(8)	Beginner:					10:00	11:30	1:00	2:30	Beginner:	(8)
			1	Captain	G	21	1050	181					Captain	1
			2	Cash	G	20	960	114					Cash	2
			3	Cooley	G	18	1070	193					Cooley	3
			4	Fancy	M	16	960	168					Fancy	4
			5	Feather	M	15	990	168					Feather	5
			6	Leo	G	16	1300	239					Leo	6
			7	Leonardo	G	14	930	166					Leonardo	7
			8	Rain	M	13	807	143					Rain	8
PR	S	In	(12)	Intermediate:					10:00	11:30	1:00	2:30	Intermediate:	(12)
			9	Dakota	G	15	1030	137					Dakota	9
			10	Ed	G	23	995	132					Ed	10
			11	Fiona	M	16	1050	185					Fiona	11
			12	Jeb	G	13	1045	187					Jeb	12
			13	Levi	G	7	900	145					Levi	13
			14	Nugget	G	17	945	168					Nugget	14
			15	Pita	M	14	680	126					Pita	15
			16	Queenie	M	23	1234	217					Queenie	16
			17	Raquel	M	19	1098	190					Raquel	17
			18	Scarlett	M	20	1260	216					Scarlett	18
			19	Spirit	G	21	688	118					Spirit	19
			20	Tonka	G	20	960	130					Tonka	20
PR	S	In	(6)	Experienced:					10:00	11:30	1:00	2:30	Experienced:	(6)
			21	Chilli	M	18	995	182					Chilli	21
			22	Romeo	G	8	960	174					Romeo	22
			23	Samson	G	11	1220	214					Samson	23
			24	Skywalker	G	4	779	136					Skywalker	24
			25	Scout	G	12	970	171					Scout	25
			26	TJ	G	13	970	174					TJ	26
PR	S	In	(0)	Offline:					10:00	11:30	1:00	2:30	Offline:	(0)

September 2020 Board Meeting - Lodge

August Income for 2020	
Wedding Cash Accounting	\$5,905
Events Cash Accounting	\$425
Misc. Cash Accounting	
Total Income for the month	\$6,330

Total Expenses for the month	\$2,780
Income - Expenses =	\$3,550

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:	28
	Emails
	11
	0
	5
	0
	8
	0
	Facebook
Total	28

Of the contacts:	22	Weddings
	1	Church Group
	0	Party
	0	Class
	28	Total

Of the dates requested:	19	dates were available
	0	dates were not available
	4	dates have not yet been chosen
	23	Total

Tours Generated:	to	6 Tours		
Source:		4 Ranch, 0 Wedding Wire, 2 Phone		
Status of Tours	0 Booked	6 In Consideration	0 Not Interested	

2020 Event Summary				Source of Wedding/events	
Weddings	3			RR Web	1
Events	9			Cham.Expo	0
RR Events	18	Owner Events (NON REVENUE)		HCTB	1
	21	To Date: Total Value of Revenue projected:	\$52,945	Owner	6
The R-Ranch non-revenue events are:				Phone	2
Met the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,				Community	2
Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Get,				Wedding Wire	1
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party					
R-Life parties will be in conjunction with R-Ranch Holidays				Total	15

does not in

2021 Event Summary				Source of Wedding/events	
Weddings	3		\$9,850	RR Web	2
Events				Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)		HCTB	
	19	To Date: Total Value of Revenue projected:	\$9,850	Owner	
The R-Ranch non-revenue events are:				Phone	1
Met the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend,				Community	
Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Get,				Wedding Wire	
Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party					
R-Life parties will be in conjunction with R-Ranch Holidays				Total	

does not in

***R-Ranch in the Mountains
Marketing Committee Minutes
October 10, 2020***

I. Call to order

Christy called to order the regular meeting of the Marketing Committee at 10:00 am at R-Ranch.

II. Roll call

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

Absent: Alan Glazier, Sheila Preston, and Amber Stover

III. Approval of minutes from last meeting

Celia read the minutes from the last meeting. The minutes were approved as read.

IV. Monthly Sales Report: New Owners 0 Transfers 9 Tours 4

New Owners: 6 YTD Transfers: 42 YTD, 17 on list currently to transfer

V. Old Business

a) Discussion: Promotional Gear

Action: Christy will call and speak with Shelly Eyerly and report back.

”

VI. New business

- a) Friend & Family Promo upon approval by the Board. The program will be presented twice a year starting in 2021 geared at bringing in new owners. The way the program works, the current owner would offer to give a tour to his/her guest. The owner would need to register at the office with their name and owner number prior to the tour, After giving said guest a tour, if the guest is interested in purchasing an ownership, the current owner would direct them to the office where the sales office would take over and process the new owners paperwork. The price of the new ownership during this promotion will be \$795.00. The referring owner will receive \$300.00 off their yearly assessment.

VII. We had a visitor at our meeting, Britt Swayer, President and Marketing Strategist for Sawyer Media Group. She introduced herself, and her company and told us what her company does and how their company can help us with the challenges of analyzing or potential new owners and how they can help us enhance our digital page.

A new video has been made, and Britt did the voice over. The video looks great and is about 90 seconds long. The video would direct our customers to R.Ranch in the Mountains to learn more. There will also be a menu at the top of the page as well as a contact form one can fill out. The video will be hosted on you tube as we can't post videos on our website.

Britt would like to build a landing page. The page can build out pages even at a slower pace. Blaine and our committee would like to get ready for Spring. As a team, we decided it is a good idea to move forward. Our recommendation to the BOD is to approve for the landing page to be built. We had two events scheduled we couldn't do, so the funds should off set the cost of building the page.

UPCOMING EVENTS

**Rodeo October 30 & 31, Marketing Committee will maintain the Marketing Booth:
Atlanta Camping & RV Show Jan 29-31 2021: Cancelled**

Next meeting: Nov. 13, 2020 at 6:30 PM

VIII. Adjournment

Christy adjourned the meeting at 12;00 pm.

.Minutes submitted by: Celia Hoffman

FRIENDS & FAMILY PROMOTION

NEW OWNERS!!

Invite your **FRIENDS & FAMILY** to be a part of R-Ranch in the Mountains at the current special event price of \$795. In March & April and again in October & November when you bring in a new owner, you will receive **\$300** off your yearly assessment. It will be split ½ in April & ½ in October.

Here's how it works: To qualify, owner **MUST TOUR** guest prospect and register their name and owner number at the office. Prospect will fill out credit/background check information per office procedure. The paperwork would be processed by the staff and has to be completed by April 30th or November 30th to qualify. If our Sales & Marketing Director does the tour, it will not be a part of the promotion. Upon completion of deed filing, referring owner receives **\$300 credit** (split ½ in April & ½ in October) **on future assessment.**

Hello Owners-

First and foremost, we want to thank all the Owners for their support this year as we have navigated some difficult and troubled times. As soon as we entered uncharted territory, we immediately froze all projects and purchased only necessary items needed for day-to-day operations. This allowed us to conserve cash flow and keep our heads above water. We would not have been able to make it through this year without all of you paying your assessments on time, as this is what continues to make the R-Ranch great and the wonderful place it remains.

Although the budget this year was negatively impacted by the ongoing COVID-19 pandemic, we have stayed as close to our budget as we could and continue to make improvement to our facilities as funds allowed. You have seen the aesthetic improvements in the new lodge floors, Rainbow Lake cabins, RV areas and Chapel Hill, many of these improvements have been in large part due to the fantastic time and effort of our Accommodations Committee, their volunteers and CHIG.

We started our budget process for 2021 by utilizing a base budget that was created for 2020 and analyzing our expenses that are projected to increase, while looking for ways to decrease current expenses that we can somewhat control.

Expenses that have risen, which are all somewhat out of our control, include: auto, property, health, and workers compensation insurances, fuel, electricity, and maintenance costs of our aging infrastructure.

We were able to project cuts in expected expenses such as the Stables, as our herd has decreased some and we were able to rehome some of our older horses, vehicle maintenance as some of our vehicles in our fleet have been able to be upgraded to new ones, payroll expenses as we have upgraded to systems that allow us to be more efficient and paperless, office expenses as we make sure that we are not purchasing unneeded items and reducing waste such as printed items.

We are continually looking to streamline processes throughout the Ranch, but specifically in the office, where we have started to build our network management system and upgrade capabilities so that in the future we can look to allow us to give Owners an updated interface system to book, make payments, and other technological benefits online. We also have included an Asset Management system that will allow us to plan for maintenance before we reach a point of critical need.

One major project that was completed this year, that we are excited to announce, was the addition of a promotional video that will soon be released in a major marketing effort for the Ranch. We are excited about this and once we announce its release, we hope everyone will be able to share it with all their friends and families. This video will be used in digital marketing campaigns over the next 6 months as we look to push our brand to everyone who may be missing out on a great experience! With the outdoors, camping and RV'ing becoming ever increasingly popular in these uncertain times, we are looking to take advantage of this fact and looking to bring in new Owners to the Ranch. This effort is what will keep assessments from raising, as our costs increase, and we look to continue projects and upgrade our infrastructure around the Ranch!

Lastly, we would like to thank the Director and the entire R-Ranch staff and volunteers for their extraordinary work in maintaining this beautiful place in the mountains.

We know that you probably have a lot of questions. We are happy to answer any you have, and we will also be available to you. Please reach out to board@rranch.com with any concerns – we value your participation.

2021 Proposed Budget

GL	Projected Income	YTD Total
4000	Admin - Assessments	1,229,600.00
4002	Admin - Child Rights	500.00
4004	Admin - Interest	84.00
4006	Admin - Fines & Fees	1,200.00
4008	Admin - Late Fees & FC	17,828.00
4010	Admin - Ownership Sales	20,895.00
4012	Admin - Ownership Transfers	23,328.00
4014	Admin - Day Use	531.00
4016	Admin - Sales - Ice	3,420.00
4018	Admin - Sales - Propane	7,740.00
4020	Admin - Sales - Souvenirs	1,705.00
4022	Admin - Sales - Firewood	12.00
4024	Admin - Sales - Gate Cards	215.00
4026	Admin - Sales - Store	8,640.00
4028	Admin - Vending Income	3,027.00
4030	Admin - Stables - Riding Pass	9,384.00
4032	Admin - Stables - Stall Fees	0.00
4034	Admin - Stables - Fundraiser	900.00
4036	Admin - Recovery of Bad Debt	4,598.00
4038	Admin - RV Adoptions	85,318.44
4040	Admin - Cabin Adoptions	21,598.00
4042	Admin - RV Moves	6,188.00
4044	Admin - Federal Tax Credit	0.00
4046	Admin - Sponsored Events	600.00
4048	Admin - Pet Fees	1,200.00
4050	Admin - Misc	0.00
	Operating Income Totals:	1,448,511.44
4200	RV - Electric - Usage Fee	46,738.00
4202	RV - Electric - Quarterly	38,231.00
4206	RV - Monthly Adoptions	5,154.00
4208	RV - Yearly Adoptions	19,281.00
4210	RV - Guest & Group	18,489.00
4212	RV - Interest	18.00
	RV Income Totals:	127,911.00
4300	Cabin - Electric - Usage	28,141.00
4302	Cabin - Electric - Quarterly	8,091.00
4306	Cabin - Adoptions	7,199.00
4308	Cabin - Guest & Group	31,750.00
4310	Cabin - Cottage	31,674.00
	2100	106,855.00
4400	Lodge - Weddings	57,670.00
4402	Lodge - Events	15,306.00
	Lodge Income Totals:	72,976.00
4500	Capital Improve - RV	28,239.00
4502	Capital Improve - Cabins	7,199.00
	Capital Improvement Totals:	35,438.00
4600	Legal - Admin	23,844.00
4602	Legal - GPM	0.00
4604	Legal Interest	0.00
	Legal Income Totals:	23,844.00
4700	Rodeo - Tickets	29,954.00
4702	Rodeo - Parking	3,046.00
4704	Rodeo - Vendors	3,641.00
4706	Rodeo - Sponsors	13,700.00
4710	Rodeo - Souvenirs	2,000.00
	Rodeo Income Totals:	52,341.00
	Total Revenues:	1,867,876.44

6000	Employee - Payroll/Salary	696,210.08
6002	Employee - Payroll Tax	66,279.20
6004	Employee - Payroll Fees & Exp	5,679.00
6006	Employee - Benefits	74,700.00
6007	Employee- Retirement	4,800.00
6008	Employee - Workers Comp	37,932.00
6010	Employee - Commissions	3,800.00
6012	Admin - Accounting Fees	5,325.00
6014	Admin - Bank Fees	778.00
6016	Admin - Business Fees	1,981.00
6018	Admin - IT	21,684.00
6020	Admin - Dues & Subscriptions	3,576.00
6022	Admin - Emp Develop & Training	1,339.00
6024	Admin - Acknowledgements	550.00
6026	Admin - Merchant Services	0.00
6028	Admin - Mileage Reimbursement	513.00
6030	Admin - Office Build M&R	801.00
6032	Admin - Office Expense	4,998.00
6034	Admin - Printing / Copying	7,015.00
6036	Admin - Shipping / Postage	5,264.00
6038	Admin - Cable/Cell/Telephone	16,800.00
6042	Admin - Sales & Use Tax	0.00
6044	Admin - Insurance - PL&A	95,040.00
6046	Admin - Property Taxes	100,921.00
6048	Admin - Sales - Ice	2,271.00
6050	Admin - Sales - Propane	4,208.00
6052	Admin - Sales - Souvenirs	1,563.00
6054	Admin - Sales - Gate Cards	814.00
6056	Admin - Sales - Firewood	6.00
6058	Admin - Sales - Store	6,036.00
6060	Admin - Sporting Equipment	250.00
6062	GPM - Equip Rental	408.00
6064	GPM - Equip Repair	10,660.00
6066	GPM - Fence / Pasture	11,739.00
6068	GPM - Fuel	10,730.00
6070	GPM - General Maintenance	3,348.00
6072	GPM - Grounds/Property Repair	4,972.00
6074	GPM - Keys & Locks	329.00
6076	GPM - Lawn & Landscape Svc	60,900.00
6078	GPM - Pool Chemicals	7,043.00
6080	GPM - Pool M&R	4,361.00
6082	GPM - Pest Control Services	2,925.00
6084	GPM - Roads M&R	0.00
6086	GPM - Supplies	1,555.00
6088	GPM - Tools	1,188.00
6090	GPM - Vehicle M&R	7,548.00
6092	GPM - Vehicle Tags & Titles	255.00
6094	GPM - Maint. Bldg M&R	184.00
6096	GPM - Operat Security Contract	0.00
6098	Operating - Util - Electric	26,502.00
6100	Operating - Util - Propane	9,792.00
6102	Operating - Util - STP	5,856.00
6104	Operating - Util - Trash	11,587.00
6106	Operating - Util - Wtr Test	6,800.00
6108	Operating - Util - Wtr Trt M&R	7,394.00
6110	Operating - Projects & Improve	5,001.00
6112	Sales - Sales & Market Exp	11,250.00
6113	Sales - Mkt Comm Outreach	1,000.00
6114	Housekeeping - Supplies	6,790.00
6116	Stables - Feed	13,112.00
6118	Stables - Ferrier	13,645.00
6120	Stables - General Expense	2,586.00
6122	Stables - M&R	1,196.00
6124	Stables - Tack & Equipment	857.00
6126	Stables - Vet Fees / Medicine	9,935.00
6128	Stables - Jr. Wrangler	633.00
6130	Stables - Horses	1,000.00
6132	Stables - Tools	384.00
6134	Owner - Events	6,400.00

6136	Owner - Board/Meetings	0.00
6138	Owner - Sales & Transfers	6,782.00
6142	Sponsored Events	168.00
6144	Misc. Expense	36.00
	Operating Expense Totals:	1,447,584.26
6200	RV - M&R	3,033.00
6202	RV - Security Contract	0.00
6204	RV - Bath Houses	1,002.00
6206	RV - Grounds	1,729.00
6208	RV - Roads	4,000.00
6210	RV - Utilities - Electric	66,945.00
6212	RV - Utilities - Propane	2,618.00
6214	RV - Utilities - STP	1,342.00
6216	RV - Projects & Improve	14,375.00
	RV Expense Totals:	95,044.00
6300	Cabin - M&R	938.00
6302	Cabin - Pest Control Svc	0.00
6304	Cabin - Security Contract	0.00
6306	Cabin - Bath Houses	1,520.00
6308	Cabin - Rainbow	4,458.00
6310	Cabin - Chapel Hill	1,896.00
6312	Cabin - Cottages	2,013.00
6314	Cabin - Grounds	1,402.00
6316	Cabin - Roads	6,734.00
6318	Cabin - Special Projects	0.00
6320	Cabin - Utilities - Electric	48,356.00
6322	Cabin - Utilities - Propane	2,318.00
6324	Cabin - Utilities - STP	1,183.00
6326	Cabin - Projects & Improve	22,000.00
	Cabin Expense Totals:	92,818.00
6400	Lodge - M&R	4,839.00
6402	Lodge - Kitchen M&R	351.00
6404	Lodge - Security Contract	0.00
6406	Lodge - Event Decor/Improve	748.00
6408	Lodge - Event Coord/Staff	12,800.00
6410	Lodge - Event Clean/Supply	627.00
6412	Lodge - Event Security	608.00
6414	Lodge - Marketing	1,247.00
6416	Lodge - Utilities - Electric	22,189.00
6418	Lodge - Utilities - Propane	12,972.00
6420	Lodge - Utilities - STP	0.00
6424	Lodge - Projects & Improve	16,500.00
6426	Lodge - Tax	0.00
	Lodge Expense Totals:	72,881.00
6500	Capital - Infra Improve	35,000.00
	Capital Expense Totals:	35,000.00
6600	Legal - Admin	23,844.00
6602	Legal - GPM	0.00
	Legal Expense Totals:	23,844.00

6700	Rodeo - Stock Contract	4,167.00
6702	Rodeo - 4L Ticket Split	14,245.00
6704	Rodeo - Prize Money	4,167.00
6706	Rodeo - Advertising	1,561.00
6708	Rodeo - Security & EMT	1,173.00
6710	Rodeo - Seating	4,500.00
6712	Rodeo - Sanitation	959.00
6714	Rodeo - Souvenirs	1,942.00
6716	Rodeo - Sponsors Exp	555.00
6718	Rodeo - In-House Exp	6,178.00
6720	Rodeo - Projects & Improve	1,263.00
6722	Rodeo - Vet	0.00
6724	Rodeo - Rentals	67.00
6726	Rodeo - Insurance	350.00
6730	Rodeo - Merchant Svc	736.00
6732	Rodeo - Supplies	455.00
6736	Rodeo - Tax	0.00
	Rodeo Expense Totals:	42,318.00
	Total Expenses:	1,809,489.26

Operating Net Income	927.18
RV Net Income	32,867.00
Cabin Net Income	14,037.00
Lodge Net Income	95.00
Capital Infra Net Income	438.00
Legal Net Income	0.00
Rodeo Net Income	10,023.00
Overall Net IncomeTotals:	58,387.18

Code	Cost	When	What	Priority status	Note	Status
RV	\$ 1,000.00	RV	RV post replacement	3		Allocated for 2020
RV	\$ 1,800.00	RV	RV post replacement	3		Allocated for 2020
RV	\$ 1,800.00	RV	RV post replacement	3		Allocated for 2020
CA	\$ 1,800.00	CA	Chapel Hill web	3		Allocated for 2020
OP			Online Accounting Software	1		
OP			PCN System	1		
OP			Design	1		
OP	\$ 1,800.00	OP	WHTP Website Maintenance	1		
OP	\$ 1,800.00	OP	Costing for post	1		
CA	\$ 1,800.00	CA	Stable House Exterior Repairs	1		
OP	\$ 1,800.00	OP	Large windows, roof, gutters	1		
OP	\$ 1,800.00	OP	Replace eaves for RVs	1		
OP	\$ 1,800.00	OP	Stable Roof	1		
OP	\$ 1,800.00	OP	Marketing Brochures/News	1		
OP	\$ 1,800.00	OP	Website Edit	1		
CA	\$ 1,800.00	CA	Cable Electric	1		
	\$ 18,000.00					
LO	\$ 1,200.00	LO	AV system	3		Allocated for 2020
OP	\$ 1,200.00	OP	Survey for bases - south side	3		Allocated for 2020
CA	\$ 1,200.00	CA	Gate for pasture	3	plus \$140 from	Allocated for 2020
OP	\$ 1,200.00	OP	Paint Stables	3		Allocated for 2020
OP	\$ 1,200.00	OP	Open mower	3		Allocated for 2020
OP	\$ 1,200.00	OP	Front Office Counter	2		
OP	\$ 1,200.00	OP	Front Office Floors	2		
OP	\$ 1,200.00	OP	Licenses for data program	2		
OP	\$ 1,200.00	OP	asset management equipment	2	GIS device	2021 expenditure
OP	\$ 1,200.00	OP	Chlorine injector pump for pool	2		
OP	\$ 1,200.00	OP	back hoe tires	2		
OP	\$ 1,200.00	OP	backhoe tires	2		
CA	\$ 1,200.00	CA	signs rainbow cabin roads	2		
OP	\$ 450.00	OP	2 pool bathhouse fans	2		
OP	\$ 1,200.00	OP	skid steer	2		
OP	\$ 1,200.00	OP	undercarriage for dozer	2		
OP	\$ 1,200.00	OP	Outdoor trade shows	2		
OP	\$ 750.00	OP	pool screen for chairs	2		
OP	\$ 1,200.00	OP	fencing around lift station at ballpark	2		
LO	\$ 1,200.00	LO	storage shed for lodge	2		
OP	\$ 535.00	OP	Electricity N-Side of Camel Hill Pasture	2		
OP	\$ 535.00	OP	Rainbow Pasture S-Fence Line	2		
OP	\$ 500.00	OP	Stall Mats (Inside Stables) x 8	2		
OP	\$ 1,800.00	OP	Root rake	2		
OP	\$ 1,985.00	OP	Front Office Window Tint	2		
OP	\$ 170.97	OP	Girth 32" x 3	2		
OP	\$ 186.00	OP	Girth 34" x 3	2		
OP	\$ 200.00	OP	Girth Contours 77" (Burlington)	2		
OP	\$ 200.00	OP	Girth Contours 77" (Burlington)	2		
OP	\$ 200.00	OP	Girth Contours 77" (Ferry)	2		
OP	\$ 240.00	OP	Saddle Pad x 6	2		
OP	\$ 250.00	OP	Built Pads x3	2		
OP	\$ 250.00	OP	Stall Mats (Outside Tie Out) x 4	2		
OP	\$ 100.00	OP	Timber Cleat/Bug	2		
OP	\$ 400.00	OP	Wheel Barrow x 4	2		
OP	\$ 200.00	OP	Apple Forks x 2	2		
OP	\$ 250.00	OP	Rails	2		
OP	\$ 100.00	OP	Mounting Block 16 77"x77"	2		
	\$118,863.00					
RV	\$ 1,500.00	RV	Fencing around lift station at Ballpark	3		Allocated for 2020
RV	\$ 500.00	RV	Fencing at sheep station	3		Allocated for 2020
OP	\$ 1,000.00	OP	pool bath house floors	3		
RV	\$ 4,000.00	RV	new barn structure for RVs	3		
CI	\$ 2,000.00	CI	archery range	3		
LO	\$ 2,000.00	LO	confidence team building course	3		
LO	\$ 1,500.00	LO	gazebo for smoking area	3		
	\$ 8,800.00		Hand dryers for bathhouses x 22	3		
CI	\$ 3,500.00	CI	Frisbee Golf	3		
	\$ 28,800.00					

Priority Code Key
1 0-1 year
2 1-2 years
3 3-5 years
4 5+ years

approved for 2021
was approved for 2020 budget

OP \$9,050.00
RV \$14,400.00
CA \$22,000.00
CI \$35,000.00
LO \$16,300.00