



**R-Ranch in the Mountains
Board of Director's Meeting
September 19, 2020
Meeting Minutes**

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

Absent: Ashley Spenner (President)

Meeting type: In person

- I. CALL TO ORDER- 9:32 – Vice President, Marc Armstrong**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA- Motion to accept by Cecil, seconded by Sue**
- V. SUSPEND READING August 2020 BOD Meeting - Motion to suspend by Randy, seconded by Sue**
- VI. APPROVE/AMEND/ACCEPT August 2020 BOD MEETING MINUTES - Motion to approve by Randy, seconded by Sue**
- VII. REPORTS – Attached where submitted**
 - a. Financial Report- Blaine Griffith- Board asked Blaine to make the board or executive board aware (as appropriate) of any major movement of money between accounts, such as over \$25k. For example- RV Account is significantly less than it was two months ago, what is the rationale and when will that be corrected/ returned?**
 - 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-**
 - a. Cindy Simoes, committee chair, asked to remove Chapel Hill cabins from lottery to open more interest on other unused reservation cabins. Board voted in favor. Cindy to work with Blaine to identify a list of these Chapel Hill cabins to promote to existing and prospective owners.**
 - b. Committee chair proposed a new Snowbird Premium Storage program to utilize vendor sites in the arena area for Premium storage.**



- I. Motion made by Holly Sell to roll out the Snow Bird Premium Storage program. Program will be first come first serve, only RV and golf cart, no overnight stays. With limited movement of RV. From first Saturday in November until first Saturday in March for a \$500 fee. Seconded by Cecil. Board voted in majority.

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 – RV 6 Committee requested board to allow six arena sites to be included in the next RV 6 lottery scheduled for October for a three year term for \$1200 per year. With the exception of rodeo week. Board voted in majority to support. Committee to work with Blaine to identify the six sites.
- b) Rodeo Committee –

VIII. OLD BUSINESS-

a)

IX. NEW BUSINESS-

- a) Report by Rob Mundy
- b) Halloween Party discussion- Board voted in favor to move forward with having the annual Halloween owner's party inside the lodge October 24, 2020.

X. ADJOURN GENERAL MEETING

Time: _ 12:15 PM _____

The next meeting of the R-Ranch Board of Directors will be held on October 24, 2020 at 9:00 A.M. in the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION- No

XII. ADJOURN EXECUTIVE SESSION TIME: _____

XIII. WORKING/ CLOSED SESSION- N/A

CALL TO ORDER-

a)

XIV. ADJOURN WORKING/ CLOSED SESSION Time: _____

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

September 19, 2020

SIGN IN SHEET

OWNER'S NAME:

OWNER #

Cherry Kimball

1173

Joni Thrasher

1150

Jayilla Grizzle

0445

Cindy Simoes

0653

DARRELL HELDRIX

0329



R-Ranch in the Mountains
Board of Director's Meeting
September 19, 2020
Agenda

- I. CALL TO ORDER- 9:30 – Vice President, Marc Armstrong**
- II. OPENING PRAYER- Cecil Pacetti**
- III. PLEDGE OF ALLEGIANCE- Randy Mercier**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING AUGUST 2020 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT AUGUST 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) No

IX. NEW BUSINESS-

a) CPA 2019 Audit Review

b) Halloween Party discussion for owner's weekend

X. ADJOURN GENERAL MEETING

Time: _____

The next meeting of the R-Ranch Board of Directors will be held on September 19, 2020 at 9:30 A.M. In the R-Ranch board room or virtually as appropriate.

XI. EXECUTIVE SESSION - NO



R-Ranch in the Mountains
Board of Director's Meeting
August 15, 2020
Meeting Minutes

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

Absent: N/A

Meeting type: In person

- I. **CALL TO ORDER- 9:32** - President, Ashley Spenner
- II. **OPENING PRAYER-** Cecil Pacetti
- III. **PLEDGE OF ALLEGIANCE-** Randy Mercier
- IV. **REVIEW/APPROVE/AMEND/ACCEPT AGENDA-** Motion to accept by Randy, seconded by Sue
- V. **SUSPEND READING July 2020 BOD Meeting** - Motion to suspend by Randy, seconded by Sue
- VI. **APPROVE/AMEND/ACCEPT July 2020 BOD MEETING MINUTES** - Motion to approve by Becky, seconded by Randy
- 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- Approved updated Mission Statement
2. Covenants/Bylaws/Policy & Guidelines Committee- Owner 0434 requested board review of P&G 3.5 Rainbow Lake Cabin Reservation, Board agreed
3. Finance Committee-
4. Land Use/Fire Wise Committee-
5. Marketing Committee-
6. Owner's Concerns Committee- Valorie Lottes volunteered to be committee Chairperson, board asked audience for other volunteers, board voted favorably to appoint Valorie Lottes as committee chair
7. Nominating Committee-



8. Strategic Planning committee-

9. **BOARD APPOINTED COMMITTEE**

- a) RV6 Committee – **Motion:** To accept the RV6 Special Lottery guidelines to be held September 5, 2020. Motion Introduced by Sue second by Randy. Board voted yes in majority.
- b) Rodeo Committee – Valorie Lottes, Chairperson, presented pros and cons of holding Rodeo due to COVID-19. Board decided to table the decision of cancelling/ approving the 2020 Mountain Top Rodeo currently scheduled for October 31 and November 1, 2020 until 8/31/2020.

VIII. **OLD BUSINESS-**

- a) Cabin Adoption Program- Reviewed proposed Chapel Hill Adoption Program details. **Motion:** To approve the proposed Chapel Hill Adoption Cabin Program. Motion introduced by Holly Sell. Motion seconded by Marc Armstrong.
- b) Violation form- Reviewed updated Violation Forms. All directors in favor of moving forward with the new forms with the understanding that minor adjustments need to be made.

IX. **NEW BUSINESS- N/A**

X. **ADJOURN GENERAL MEETING**

Time: 1:14PM

The next meeting of the R-Ranch Board of Directors will be held on September 19, 2020 at 9:30 A.M. in the R-Ranch board room or virtually as appropriate.

XI. **EXECUTIVE SESSION- Yes**

In attendance: Board, Blaine Griffith and Henry Condrey

CALL TO ORDER- 1:26pm- President, Ashley Spenner

XII. **ADJOURN EXECUTIVE SESSION TIME: 2:15PM**

XIII. **WORKING/ CLOSED SESSION- N/A**

CALL TO ORDER-

a)

XIV. **ADJOURN WORKING/ CLOSED SESSION Time: _____**

Meeting Notes by Holly Sell

R-Ranch In The Mountain®
Income Statement
Compared with Budget
August 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin Revenue	\$ 101,427.98	\$ 100,420.00	1,007.98	\$ 813,085.22	\$ 891,204.00	(78,118.78)
RV Revenue	14,624.68	11,332.00	3,292.68	75,808.50	84,828.00	(9,019.50)
Cabin Revenue	10,929.60	9,373.00	1,556.60	52,061.54	69,384.00	(17,322.46)
Lodge Revenue	9,650.00	4,545.00	5,105.00	23,230.00	54,485.00	(31,255.00)
Capital Imp Revenue	2,191.13	1,499.00	692.13	22,844.44	24,291.00	(1,446.56)
Legal Revenue	0.00	1,612.00	(1,612.00)	70.00	15,896.00	(15,826.00)
Rodeo Revenue	0.00	336.00	(336.00)	0.00	51,774.00	(51,774.00)
Total Revenues	138,823.39	129,117.00	9,706.39	987,099.70	1,191,862.0	(204,762.30)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	138,823.39	129,117.00	9,706.39	987,099.70	1,191,862.0	(204,762.30)
Expenses						
Employee Expenses	66,711.08	69,604.00	(2,892.92)	505,665.79	614,029.00	(108,363.21)
Admin Expenses	35,558.07	15,395.00	20,163.07	222,489.38	195,698.00	26,791.38
GPM Expenses	13,957.06	13,811.00	146.06	96,835.98	95,501.00	1,334.98
Operating Utilities	3,041.08	4,262.00	(1,220.92)	47,448.81	48,632.00	(1,183.19)
Sales & Marketing Exp	(200.00)	200.00	(400.00)	5,621.96	8,550.00	(2,928.04)
Housekeeping Expenses	979.88	456.00	523.88	4,488.28	4,275.00	213.28
Stable Expenses	3,309.56	4,247.00	(937.44)	28,525.70	30,819.00	(2,293.30)
Owner Expenses	2,857.57	1,335.00	1,522.57	7,814.88	8,542.00	(727.12)
Sponsored Events Exp	0.00	0.00	0.00	615.00	0.00	615.00
Misc Exp	0.00	4.00	(4.00)	0.00	32.00	(32.00)
RV Expenses	13,873.38	9,681.00	4,192.38	68,873.26	59,807.00	9,066.26
Cabin Expenses	4,448.97	5,620.00	(1,171.03)	69,801.77	79,145.00	(9,343.23)
Lodge Expenses	2,174.49	2,918.00	(743.51)	59,272.68	70,271.00	(10,998.32)
Capital Imp Exp	1,720.12	0.00	1,720.12	33,931.28	15,700.00	18,231.28
Legal Exp	0.00	2,112.00	(2,112.00)	287.50	16,396.00	(16,108.50)
Rodeo Expenses	(3,978.69)	43.00	(4,021.69)	291.77	38,435.00	(38,143.23)
Total Expenses	144,452.57	129,688.00	14,764.57	1,151,964.0	1,285,832.0	(133,867.96)
Net Operating Income	(5,629.18)	(571.00)	(5,058.18)	(164,864.34)	(93,970.00)	(70,894.34)
Other Income/Expense						
Bad Debt Expense	11,381.74	0.00	11,381.74	135,519.10	0.00	135,519.10
Net Income	\$ (17,010.92)	\$ (571.00)	(16,439.92)	\$ (300,383.44)	\$ (93,970.00)	(206,413.44)

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Eight Months Ending August 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Revenues						
Admin - Assessments	\$ 86,826.34	\$ 88,452.00	(1,625.66)	\$ 685,138.38	\$ 741,632.00	(56,493.62)
Admin - Child Rights	350.00	0.00	350.00	750.00	500.00	250.00
Admin - Interest	12.05	7.00	5.05	88.61	56.00	32.61
Admin - Fines & Fees	179.77	100.00	79.77	2,892.13	800.00	2,092.13
Admin - Late Fees & FC	880.78	976.00	(95.22)	10,550.55	12,527.00	(1,976.45)
Admin - Ownership Sales	0.00	995.00	(995.00)	5,575.00	13,930.00	(8,355.00)
Admin - Ownership Transfer	4,859.00	1,944.00	2,915.00	20,769.20	15,552.00	5,217.20
Admin - Day Use	20.00	65.00	(45.00)	160.00	519.00	(359.00)
Admin - Sales - Ice	341.68	342.00	(0.32)	1,987.01	2,502.00	(514.99)
Admin - Sales - Propane	144.19	205.00	(60.81)	3,864.66	4,695.00	(830.34)
Admin - Sales - Souvenirs	0.00	87.00	(87.00)	396.24	1,284.00	(887.76)
Admin - Sales - Firewood	0.00	1.00	(1.00)	0.00	8.00	(8.00)
Admin - Sales - Gate Cards	0.00	8.00	(8.00)	50.00	190.00	(140.00)
Admin - Sales - Store	94.17	829.00	(734.83)	1,555.45	6,041.00	(4,485.55)
Admin - Vending Income	30.00	626.00	(596.00)	716.50	2,318.00	(1,601.50)
Admin - Stables - Riding Pas	690.00	713.00	(23.00)	3,330.00	6,539.00	(3,209.00)
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	50.00	76.00	(26.00)	5,338.22	3,558.00	1,780.22
Admin - RV Adoptions	5,952.00	3,795.00	2,157.00	57,318.30	59,560.00	(2,241.70)
Admin - Cabin Adoptions	468.00	643.00	(175.00)	10,116.00	12,353.00	(2,237.00)
Admin - RV Moves	490.00	406.00	84.00	1,994.97	4,840.00	(2,845.03)
Admin - Sponsored Events	0.00	0.00	0.00	90.00	0.00	90.00
Admin - Pet Fees	40.00	150.00	(110.00)	290.00	900.00	(610.00)
RV - Electric - Usage Fee	6,085.70	4,173.00	1,912.70	30,764.36	31,361.00	(596.64)
RV - Electric - Quarterly	5,376.98	4,673.00	703.98	20,481.09	26,801.00	(6,319.91)
RV - Monthly Adoptions	0.00	200.00	(200.00)	755.00	2,950.00	(2,195.00)
RV - Yearly Adoptions	1,632.00	1,041.00	591.00	16,735.05	16,331.00	404.05
RV - Guest & Group	1,530.00	1,244.00	286.00	7,073.00	7,370.00	(297.00)
RV - Interest	0.00	1.00	(1.00)	0.00	15.00	(15.00)
Cabin - Electric - Usage	3,139.00	2,551.00	588.00	15,450.00	19,362.00	(3,912.00)
Cabin - Electric - Quarterly	771.71	900.00	(128.29)	3,811.13	5,497.00	(1,685.87)
Cabin - Adoptions	936.00	214.00	722.00	4,152.00	4,118.00	34.00
Cabin - Guest & Group	2,688.88	3,382.00	(693.12)	15,119.45	19,803.00	(4,683.55)
Cabin - Cottage	3,394.01	2,326.00	1,068.01	13,528.96	20,604.00	(7,075.04)
Lodge - Weddings	6,850.00	3,500.00	3,350.00	17,055.00	41,840.00	(24,785.00)
Lodge - Events	2,800.00	1,045.00	1,755.00	6,175.00	12,645.00	(6,470.00)
Capital Improve - RV	2,016.00	1,285.00	731.00	19,375.65	20,173.00	(797.35)
Capital Improve - Cabins	156.00	214.00	(58.00)	3,372.00	4,118.00	(746.00)
Capital Imp - Intrest	19.13	0.00	19.13	96.79	0.00	96.79
Legal - Admin	0.00	1,612.00	(1,612.00)	70.00	15,896.00	(15,826.00)
Rodeo - Tickets	0.00	336.00	(336.00)	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	0.00	0.00	0.00	0.00	13,133.00	(13,133.00)
Rodeo - Souvenirs	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
Total Revenues	138,823.39	129,117.00	9,706.39	987,099.70	1,191,862.0	(204,762.30)
Cost of Sales						
Total Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00
Gross Profit	138,823.39	129,117.00	9,706.39	987,099.70	1,191,862.0	(204,762.30)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Eight Months Ending August 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Expenses						
Employee - Payroll/Salary	48,888.11	53,144.00	(4,255.89)	406,056.47	473,296.00	(67,239.53)
Employee - Payroll Tax	3,878.81	5,059.00	(1,180.19)	34,146.87	45,056.00	(10,909.13)
Employee - Payroll Fees & E	380.14	403.00	(22.86)	4,028.77	4,470.00	(441.23)
Employee - Benefits	10,483.67	6,900.00	3,583.67	33,125.54	53,200.00	(20,074.46)
Employee - Workers Comp	2,738.00	3,161.00	(423.00)	21,479.70	25,288.00	(3,808.30)
Employee - Commissions	342.35	937.00	(594.65)	6,828.44	12,719.00	(5,890.56)
Admin - Accounting Fees	1,525.00	0.00	1,525.00	5,600.00	5,325.00	275.00
Admin - Bank Fees	20.00	23.00	(3.00)	172.10	460.00	(287.90)
Admin - Business Fees	0.00	5.00	(5.00)	749.00	1,521.00	(772.00)
Admin - IT	1,104.48	1,807.00	(702.52)	18,867.66	15,456.00	3,411.66
Admin - Dues & Subscriptio	0.00	27.00	(27.00)	1,485.59	2,517.00	(1,031.41)
Admin - Emp Develop & Tra	0.00	160.00	(160.00)	275.34	1,112.00	(836.66)
Admin - Acknowledgements	0.00	50.00	(50.00)	181.11	350.00	(168.89)
Admin - Merchant Services	204.38	0.00	204.38	703.10	0.00	703.10
Admin - Mileage Reimburse	0.00	24.00	(24.00)	194.95	390.00	(195.05)
Admin - Office Build M&R	0.00	0.00	0.00	0.00	444.00	(444.00)
Admin - Office Expense	133.38	202.00	(68.62)	2,405.28	4,130.00	(1,724.72)
Admin - Printing / Copying	118.56	489.00	(370.44)	6,991.08	4,114.00	2,877.08
Admin - Shipping / Postage	344.54	684.00	(339.46)	2,593.98	3,789.00	(1,195.02)
Admin - Cable/Cell/Telepho	1,310.15	1,350.00	(39.85)	9,925.44	10,800.00	(874.56)
Admin - Tax Expense	0.00	0.00	0.00	2,208.03	0.00	2,208.03
Admin - Insurance - PL&A	21,310.50	0.00	21,310.50	92,002.40	64,800.00	27,202.40
Admin - Property Taxes	9,159.00	9,159.00	0.00	73,272.00	69,939.00	3,333.00
Admin - Sales - Ice	0.00	515.00	(515.00)	653.69	1,523.00	(869.31)
Admin - Sales - Propane	328.08	258.00	70.08	2,648.41	2,922.00	(273.59)
Admin - Sales - Souvenirs	0.00	0.00	0.00	0.00	1,148.00	(1,148.00)
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	3.00	(3.00)
Admin - Sales - Store	0.00	642.00	(642.00)	1,074.18	3,891.00	(2,816.82)
Admin - Sporting Equipment	0.00	0.00	0.00	0.00	250.00	(250.00)
GPM - Equip Rental	34.89	34.00	0.89	326.51	272.00	54.51
GPM - Equip Repair	360.47	447.00	(86.53)	2,177.76	7,745.00	(5,567.24)
GPM - Fence / Pasture	134.66	0.00	134.66	12,138.61	10,685.00	1,453.61
GPM - Fuel	1,586.75	1,672.00	(85.25)	6,782.73	7,888.00	(1,105.27)
GPM - General Maintenance	326.84	334.00	(7.16)	1,247.93	1,918.00	(670.07)
GPM - Grounds/Property Re	271.76	43.00	228.76	1,765.40	3,424.00	(1,658.60)
GPM - Keys & Locks	0.00	47.00	(47.00)	281.18	313.00	(31.82)
GPM - Lawn & Landscape S	10,500.00	8,400.00	2,100.00	37,873.93	46,200.00	(8,326.07)
GPM - Pool Chemicals	630.96	962.00	(331.04)	4,156.83	5,966.00	(1,809.17)
GPM - Pool M&R	18.51	461.00	(442.49)	1,275.04	2,229.00	(953.96)
GPM - Pool Bathhouse	0.00	0.00	0.00	186.57	0.00	186.57
GPM - Pest Control Services	0.00	140.00	(140.00)	1,296.10	1,688.00	(391.90)
GPM - Roads M&R	0.00	0.00	0.00	63.27	0.00	63.27
GPM - Supplies	49.05	118.00	(68.95)	1,665.62	1,205.00	460.62
GPM - Tools	36.71	104.00	(67.29)	965.88	527.00	438.88
GPM - Vehicle M&R	0.00	1,049.00	(1,049.00)	5,049.79	5,257.00	(207.21)
GPM - Vehicle Tags & Titles	0.00	0.00	0.00	338.00	0.00	338.00
GPM - Maint. Bldg M&R	6.46	0.00	6.46	60.83	184.00	(123.17)
GPM - Operat Security Contr	0.00	0.00	0.00	19,184.00	0.00	19,184.00
Operating - Util - Electric	2,024.09	2,451.00	(426.91)	15,322.09	21,574.00	(6,251.91)
Operating - Util - Propane	0.00	0.00	0.00	3,698.61	4,593.00	(894.39)
Operating - Util - STP	0.00	517.00	(517.00)	475.00	3,783.00	(3,308.00)
Operating - Util - Trash	1,000.00	1,158.00	(158.00)	8,225.00	7,437.00	788.00
Operating - Util - Wtr Test	0.00	45.00	(45.00)	4,323.87	4,389.00	(65.13)
Operating - Util - Wtr Trt M	16.99	91.00	(74.01)	10,278.56	6,856.00	3,422.56
Operating - Projects & Impro	0.00	0.00	0.00	5,125.68	0.00	5,125.68

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Eight Months Ending August 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Sales - Sales & Market Exp	(200.00)	200.00	(400.00)	5,271.96	8,050.00	(2,778.04)
Sales - Mkt Comm Outreach	0.00	0.00	0.00	350.00	500.00	(150.00)
Housekeeping - Supplies	979.88	456.00	523.88	4,488.28	4,275.00	213.28
Stables - Feed	1,078.55	956.00	122.55	10,008.93	10,187.00	(178.07)
Stables - Ferrier	1,090.00	1,390.00	(300.00)	9,180.00	9,721.00	(541.00)
Stables - General Expense	710.70	305.00	405.70	2,548.89	1,540.00	1,008.89
Stables - M&R	65.87	25.00	40.87	344.16	663.00	(318.84)
Stables - Tack & Equipment	0.00	86.00	(86.00)	277.40	679.00	(401.60)
Stables - Vet Fees / Medicine	364.44	885.00	(520.56)	6,666.32	6,604.00	62.32
Stables - Jr. Wrangler	0.00	600.00	(600.00)	0.00	616.00	(616.00)
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	2,263.02	300.00	1,963.02	3,338.19	3,800.00	(461.81)
Owner - Board/Meetings	0.00	2.00	(2.00)	467.73	343.00	124.73
Owner - Sales & Transfers	594.55	1,033.00	(438.45)	4,008.96	4,399.00	(390.04)
Sponsored Events	0.00	0.00	0.00	615.00	0.00	615.00
Misc. Expense	0.00	4.00	(4.00)	0.00	32.00	(32.00)
RV - M&R	39.25	0.00	39.25	1,122.65	2,301.00	(1,178.35)
RV - Bath Houses	249.25	5.00	244.25	808.60	491.00	317.60
RV - Grounds	43.28	254.00	(210.72)	293.25	1,396.00	(1,102.75)
RV - Roads	0.00	1,800.00	(1,800.00)	1,763.58	3,500.00	(1,736.42)
RV - Utilities - Electric	7,383.18	7,361.00	22.18	31,279.15	43,900.00	(12,620.85)
RV - Utilities - Propane	255.78	194.00	61.78	663.28	1,532.00	(868.72)
RV - Utilities - STP	0.00	67.00	(67.00)	0.00	887.00	(887.00)
RV - Projects & Improve	5,902.64	0.00	5,902.64	32,942.75	5,800.00	27,142.75
Cabin - M&R	0.00	33.00	(33.00)	790.08	632.00	158.08
Cabin - Pest Control Svc	210.10	0.00	210.10	420.20	0.00	420.20
Cabin - Bath Houses	0.00	5.00	(5.00)	1,607.54	1,017.00	590.54
Cabin - Rainbow	629.85	512.00	117.85	2,348.00	3,434.00	(1,086.00)
Cabin - Chapel Hill	128.38	10.00	118.38	450.57	862.00	(411.43)
Cabin - Cottages	0.00	288.00	(288.00)	1,257.10	685.00	572.10
Cabin - Grounds	0.00	254.00	(254.00)	0.00	836.00	(836.00)
Cabin - Roads	0.00	1,235.00	(1,235.00)	4,254.57	3,465.00	789.57
Cabin - Special Projects	0.00	0.00	0.00	696.44	0.00	696.44
Cabin - Utilities - Electric	2,256.82	3,216.00	(959.18)	26,439.00	36,519.00	(10,080.00)
Cabin - Utilities - Propane	0.00	0.00	0.00	699.36	606.00	93.36
Cabin - Utilities - STP	0.00	67.00	(67.00)	0.00	849.00	(849.00)
Cabin - Projects & Improve	1,223.82	0.00	1,223.82	30,838.91	30,240.00	598.91
Lodge - M&R	6.46	0.00	6.46	2,877.65	3,016.00	(138.35)
Lodge - Kitchen M&R	0.00	131.00	(131.00)	437.55	131.00	306.55
Lodge - Event Decor/Improv	0.00	0.00	0.00	1,597.48	402.00	1,195.48
Lodge - Event Coord/Staff	0.00	300.00	(300.00)	1,958.00	6,600.00	(4,642.00)
Lodge - Event Clean/Supply	0.00	22.00	(22.00)	55.32	367.00	(311.68)
Lodge - Event Security	0.00	38.00	(38.00)	120.00	300.00	(180.00)
Lodge - Marketing	0.00	350.00	(350.00)	850.00	1,012.00	(162.00)
Lodge - Utilities - Electric	1,812.46	2,077.00	(264.54)	12,322.42	15,234.00	(2,911.58)
Lodge - Utilities - Propane	355.57	0.00	355.57	7,346.43	7,009.00	337.43
Lodge - Projects & Improve	0.00	0.00	0.00	31,707.83	36,200.00	(4,492.17)
Capital - Infra Improve	1,720.12	0.00	1,720.12	33,931.28	15,700.00	18,231.28
Legal - Admin	0.00	2,112.00	(2,112.00)	0.00	16,396.00	(16,396.00)
Legal - GPM	0.00	0.00	0.00	287.50	0.00	287.50
Rodeo - Stock Contract	0.00	0.00	0.00	0.00	4,167.00	(4,167.00)
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)
Rodeo - Seating	0.00	0.00	0.00	0.00	4,500.00	(4,500.00)

For Management Purposes Only

R-Ranch In The Mountain®
Income Statement
Compared with Budget
For the Eight Months Ending August 31, 2020

	Month Actual	Month Budget	Month Variance	Year to Date Actual	Year to Date Budget	Year to Date Variance
Rodeo - Sanitation	(325.00)	0.00	(325.00)	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	(3,750.00)	7.00	(3,757.00)	0.00	2,468.00	(2,468.00)
Rodeo - Projects & Improve	96.31	0.00	96.31	291.77	1,164.00	(872.23)
Rodeo - Rentals	0.00	0.00	0.00	0.00	67.00	(67.00)
Rodeo - Insurance	0.00	0.00	0.00	0.00	350.00	(350.00)
Rodeo - Merchant Svc	0.00	0.00	0.00	0.00	736.00	(736.00)
Rodeo - Supplies	0.00	36.00	(36.00)	0.00	455.00	(455.00)
Total Expenses	144,452.57	129,688.00	14,764.57	1,151,964.0	1,285,832.0	(133,867.96)
Net Operating Income	(5,629.18)	(571.00)	(5,058.18)	(164,864.34)	(93,970.00)	(70,894.34)
Other Income/Expense						
Bad Debt Expense	11,381.74	0.00	11,381.74	135,519.10	0.00	135,519.10
Net Income	\$ (17,010.92)	\$ (571.00)	(16,439.92)	\$ (300,383.44)	\$ (93,970.00)	(206,413.44)

R-Ranch In The Mountain®
Statement of Cash Flow
For the eight Months Ended August 31, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (17,010.92)	\$ (300,383.44)
Adjustments to reconcile net income to net cash provided by operating activities		
Accounts Receivable	0.00	25.00
Allowance for Doubtful Account	11,381.74	134,625.36
Prepaid Assessments	(32,103.37)	(17,447.14)
Sales Tax Payable	(448.86)	(29.09)
Accrued Property Tax	9,159.00	73,272.00
Prepaid Electric	(331.65)	(1,288.84)
Total Adjustments	(12,343.14)	189,157.29
Net Cash provided by Operations	(29,354.06)	(111,226.15)
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	\$ (29,354.06)	\$ (111,226.15)
Summary		
Cash Balance at End of Period	\$ 432,311.87	\$ 432,311.87
Cash Balance at Beg of Period	(461,665.93)	(543,538.02)
Net Increase <Decrease> in Cash	\$ (29,354.06)	\$ (111,226.15)

R-Ranch In The Mountain®
Balance Sheet
August 31, 2020

ASSETS

Current Assets		
Petty Cash	\$	150.00
Register Cash		300.00
Operating Bank Account		25,058.80
Lodge Bank Account		9,877.92
Cabin Bank Account		24,480.77
Property Tax Escrow Bank Acct		73,836.79
Payroll Bank Account		1,157.87
Rodeo Bank Account		7,500.67
Capital Improvement / Infrast		113,255.63
Legal Account		17,664.00
RV Bank Account		149,024.41
Operating Contingent		10,005.01
Accounts Receivable		2,378,605.56
Allowance for Doubtful Account		(1,754,854.42)
Total Current Assets		1,056,063.01
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		
Unsold Ranch Memberships		787,865.00
Total Other Assets		787,865.00
Total Assets	\$	3,073,142.32

LIABILITIES AND CAPITAL

Current Liabilities		
Prepaid Assessments	\$	20,149.06
Sales Tax Payable		257.32
Accrued Property Tax		83,272.00
Prepaid Electric		47.32
Accrued Property Tax		17,232.00
Total Current Liabilities		120,957.70
Long-Term Liabilities		
Total Long-Term Liabilities		0.00

Unaudited - For Management Purposes Only

R-Ranch In The Mountain®
Balance Sheet
August 31, 2020

Total Liabilities		120,957.70
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	(300,383.44)	
Total Capital		2,952,184.62
Total Liabilities & Capital	\$	3,073,142.32

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

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

PEACHTREE CUSTOMER ACCOUNT STATUS/ UNIT STATUS

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

Goal is 1200 units

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



Executive Director Board Report

Sep Meeting

- August was hot and rainy. We kicked off the month with a modified Luau. It was good to get back with more events for the Owners. The grill room concessions were a hit.
- We cut hay in the arena a surrounding pasture. The window we seemingly had according to the weather disappeared quickly and due to the massive amounts of rain, we were not able to get hay dried out and baled. We ended up losing all the hay.
- Met regularly Finance Committee. Made great progress. Worked with departments on their "wish-lists" to put into the 2021 budget.
- Also met with RV6 committee. After Aug BOD meeting, pushed to finalize the RV6 special lottery and the committee hosted the townhall to answer questions. Received in all bids.
- 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.
- Promo video crew returned and shot the final scenes for the promo video. Script has been finalized and we are awaiting the final edit.
- Deeds – continuous project. Currently do not have the staffing to work 100% on this. Looking for PT staff members to help with this task along with other clerical work.
- 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 – looking to get survey done this year and have application ready to submit for spring.

Maint. Report for August 20/20

Tried to do hay in CORRAL AREA, MADE REPAIRS ON ROUND
BAILER. CLEANED UP OLD HAY FROM FIELD, WORKED ROADS
THROUGH OUT RANCH. INSTALLED PLEXIGLASS IN FRONT OFFICE
DONE BRAKES ON HOUSE KEEPING VAN.
MOWED GRASS & GENERAL MAINT.

R-Ranch Stable Report

AUGUST 2020

Summary:

As typical this year there is nothing typical. Between the Weather and the Epidemic this is certainly a unique time for all of us. The month of August is historically much slower than July but this August was approximately 50 Riders lower than average. With that said our Pass numbers were only two (2) short of our 5-year average. Of our 23 *Ride-Days* available 14 were limited by rain or the effect of rain and three (3) days were limited due to high Heat Index.

We have been getting more help at times than usual both from Kids and Adults. I think people just enjoyed getting outside and doing something. It's nice that our Owners enjoy the Ranch and the Stable. This is a beautiful place.

The other thing the weather has given us fits with is hay production. As I'm sure you heard we lost our 2nd cutting of hay due to wet conditions. We had gotten what should have been an adequate window of opportunity to harvest square bales but the ground was just too wet. The hay drew the moisture from the ground and just would NOT dry out. What was cut was a total loss. It molded within days. We hope to get enough square bales to get us through to next year from Lodge pasture if we can just get an adequate weather window before it's too late.

I ask that you thank the hand full of volunteers that did come out on two (2) different days to help with square bales.

- Volunteers THU, AUG 6th: Eric Watson, Bruce Morten, Mike Outlaw.
- Volunteers SAT, AUG 8th: Eric Watson, Kevin Sorenson, Paul Haag (Son of Chris & Erin Haag).

Events:

❖ **COVID-19**

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

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.
- When time permits and the weather is favorable Troy and I will Fell what we can as we can.

❖ **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.

R-Ranch Stable Report

AUGUST 2020

Projects continued:

❖ Fencing/Pastures continued:

- Barn Pasture:
 - Completed Bush Hogging in side and outer perimeter.
- Back Pasture:
 - Completed Bush Hogging in side and outer perimeter.
 - Still need to fell a couple of large Poplar trees that are cracked and splitting.
- Office Pasture:
 - NSTR.
- Rainbow Pasture:
 - We removed the *Temporary* fence separating *West* from *Center*. We harvested the material to use when we rebuild the Southern Fence Line running behind the cabins. This *South* fence line is in Sad shape. It's not only an eye sore it is an ineffective barrier between our most dominant herd and children staying at the cabins.
 - I have submitted my plan and material cost estimate to Mr. Blane.
 - I Bush Hogged the Fox Tail grass that I reported last month and the pasture is looking pretty good right now.
- Lodge Pasture:
 - We will harvest 2nd cutting of hay from this pasture if we get an adequate weather window while the grass is still good.
- Chapel Hill:
 - I Bush Hogged the Fox Tail grass and moved Red herd back on to graze..
- Old Owner's Pasture:
 - NSTR.

Maintenance:

❖ F-350:

- The Brakes are working well but the heater core is leaking. I will pick up the part and replace it myself in SEP.

❖ Kubota ATV:

- Next service is due at 1,000 hrs. I had Troy service it at 900 hrs.
- The Rear tires were worn out. It is amazing what all this COVID-19 is effecting. The availability of ATV tires was limited so I had Trammel Tire secure the only set they could find. They are compatible with are current set.
- The Starter went bad. Kubota was pretty proud of their new starter (\$830.00) so I got an aftermarket starter for about a 1/4 of the price. Of course a simple starter turned into a major production. After seeking professional advice and viewing numerous *Youtube* videos I did the job myself.

R-Ranch Stable Report

AUGUST 2020

Maintenance continued:

❖ **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.

❖ **Chainsaws:**

- NSTR

❖ **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.

❖ **Manure Wagon:**

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

Equine Care:

❖ **Dewormer: (Due again NOV 2020)**

- We missed last quarter's treatment due to the budget freeze. We Dewormed on JUL 26, 2020 using Ivermectin. I will have to Deworm again now 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:**

- Two (2) Horses are currently "Off Line" due to shoulder injury and a blown sheath on the RF superficial Tendon. They are Leo and Dakota. and Raquel. I hope to bring them on line in a few more weeks.
- We are currently performing therapy/conditioning on these two (2) horses with hopes of bring them back on line or at least in a reduced capacity. I should know soon if we will have to retire these horses.

R-Ranch Stable Report

AUGUST 2020

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. No change to Herd Roster from last report.

Rider & Pass #s:

2020									2015-2019 (5-Year Average)				
Month	Month Riders	Month Passes	Year Riders	Year Passes	MR	MP	YR	YP	Month	Month Riders	Month Passes	Year Riders	Year Passes
JAN	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									SEP	319	45	2,288	326
OCT									OCT	271	39	2,569	385
NOV									NOV	236	31	2,806	416
DEC									DEC	54	5	2,860	422

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

R-Ranch Stable Report

AUGUST 2020

❖ **Trails:**

- I cleared debris, silt, and thick vegetation impeding drainage where Upper Creekside Trail (East of Stable) crosses an Intermittent stream that feeds into Walker Creek.
- We continue to focus on trimming back limbs that pose a hazard to horses and Riders.
- Specific Trail's status is shown in the Trail Status table below.

Trail Status:

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			
Ridge			
Cotton			
Gary's Loop		>2 Weeks	
Waterfall		>2 Weeks	Cleared 3.5 Miles of Extensive tree damage
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			
Archery			
Wagon Wheel			
Upper Creek Side			Soft/Soggy spot
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			
Ed Owen		> 2 Weeks	
Tire Tree		> 2 Weeks	
Gooch Gap		> 2 Weeks	
Piano		>2 Weeks	
Lake			

KEY:

R-Ranch Stable Report

AUGUST 2020

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

Sales & Marketing Report

September 2020

Sales:

Tours - 7

New Sales –0

YTD Total –6

Transfers – 6

YTD Total – 33

Currently actively working: 14 transfers; 1 potential new sale

Tour Feedback:

The Good:

- 1) Multiple compliments on Lodge floors
- 2) Numerous positive comments on landscaping.

The Bad:

- 1) Condition of putt-putt greens and basketball/tennis courts
- 2) Concern over number of lease sites vs. reservations remains a big one. People question whether they will be able to reserve a spot.

Marketing:

- All scheduled Expos/RV shows for 2020 are cancelled as of now
- Seeing an uptick in wedding/event tours, which provides us with additional sales and marketing opportunities
- Marketing video is complete

Subject	Date
Scheduled for a Tour	9/4/2020
Email: R-Ranch In the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/4/2020
Email: R-Ranch In the Mountains®	8/4/2020
Email: R-Ranch In the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/4/2020
Email: R-Ranch in the Mountains®	8/5/2020
Email: R-Ranch in the Mountains®	8/5/2020
Email: R-Ranch in the Mountains®	8/10/2020
Email: R-Ranch In the Mountains®	8/10/2020
Email: R-Ranch in the Mountains®	8/10/2020
Email: R-Ranch in the Mountains®	8/10/2020
Email: R-Ranch In the Mountains®	8/10/2020
Email: R-Ranch In the Mountains®	8/12/2020
Email: R-Ranch in the Mountains®	8/15/2020
Email: R-Ranch In the Mountains®	8/15/2020
Email: R-Ranch In the Mountains®	8/18/2020
Email: R-Ranch In the Mountains®	8/18/2020
Scheduled for a Tour	8/22/2020
Email: R-Ranch In the Mountains®	8/25/2020
Email: R-Ranch in the Mountains®	8/25/2020
Email: R-Ranch in the Mountains®	8/25/2020
Email: R-Ranch in the Mountains®	8/25/2020
Email: R-Ranch in the Mountains®	8/25/2020
Email: R-Ranch In the Mountains®	8/25/2020
Email: R-Ranch In the Mountains®	8/26/2020
Email: R-Ranch In the Mountains®	8/26/2020
Email: R-Ranch in the Mountains®	8/27/2020
Email: R-Ranch In the Mountains®	9/1/2020
Email: R-Ranch In the Mountains®	9/1/2020
Email: R-Ranch in the Mountains®	9/1/2020
Email: R-Ranch In the Mountains®	9/1/2020
Email: R-Ranch in the Mountains®	9/1/2020
Email: R-Ranch In the Mountains®	9/1/2020
Email: R-Ranch in the Mountains®	9/1/2020
Call	9/2/2020
Email: R-Ranch In the Mountains®	9/2/2020
Call	9/2/2020
Call	9/2/2020

Call	9/3/2020
Email: R-Ranch in the Mountains®	9/3/2020
Email: R-Ranch in the Mountains®	9/3/2020
Email: R-Ranch in the Mountains®	9/5/2020
Email: R-Ranch in the Mountains®	9/5/2020
Email: R-Ranch in the Mountains®	9/8/2020
Email: R-Ranch in the Mountains®	9/8/2020
Email: R-Ranch in the Mountains®	9/8/2020
Email: R-Ranch in the Mountains®	9/8/2020
Email: R-Ranch in the Mountains®	9/10/2020
Email: R-Ranch in the Mountains®	9/10/2020
Email: R-Ranch in the Mountains	9/15/2020
Email:	9/15/2020
Email:	9/15/2020
Email: R-Ranch in the Mountains	9/15/2020
Email: R-Ranch in the Mountains	9/15/2020
Email:	9/15/2020
Email:	9/15/2020
Email: R-Ranch in the Mountains	9/15/2020
Email: R-Ranch in the Mountains	9/16/2020

September 2020 Board Meeting - Lodge

August Income for 2020

Wedding Cash Accounting	\$6,335
Events Cash Accounting	\$700
Misc. Cash Accounting	\$150
Total Income for the month	\$7,185

Total Expenses for the month

	\$2,780
Income - Expenses =	\$4,405

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:

27

Emails

15

0

6

1

5

0

27

R-Ranch Web Site

Here Comes the Guide

Wedding Wire

Referred by Friend

Phone Calls

Facebook

Total

Of the contacts:

22

0

4

1

27

Total

Weddings

Church Groups

Party

Class

Of the dates requested:

19

2

6

27

Total

dates were available

dates were not available

dates have not yet been chosen

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	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: \$750	\$52,945	Owner	6
<i>The R-Ranch non-revenue events are:</i> Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, , Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party <i>R-Life parties will be in conjunction with R-Ranch Holidays</i>				Phone	3
				Community	3
				Wedding Wire	1
				Total	15

does not in

2021 Event Summary				Source of Wedding/events	
Weddings	3		\$9,950	RR Web	2
Events				Cham.Expo	
RR Events	16	Owner Events (NON REVENUE)		HCTG	
19		To Date: Total Value of Revenue projected:	\$9,950	Owner	
<i>The R-Ranch non-revenue events are:</i> Vet the Candidates, Meet the Candidates, Lottery, Meet & Greet the Candidates, April Owner's Weekend, , Memorial Day, Independence, Labor Day, Lottery, Owner's Weekend Oct, Thanksgiving, Employee Appreciation Lunch, and New Year's Eve party <i>R-Life parties will be in conjunction with R-Ranch Holidays</i>				Phone	1
				Community	
				Wedding Wire	
				Total	

does not in

Front Office Monthly Report August 2020

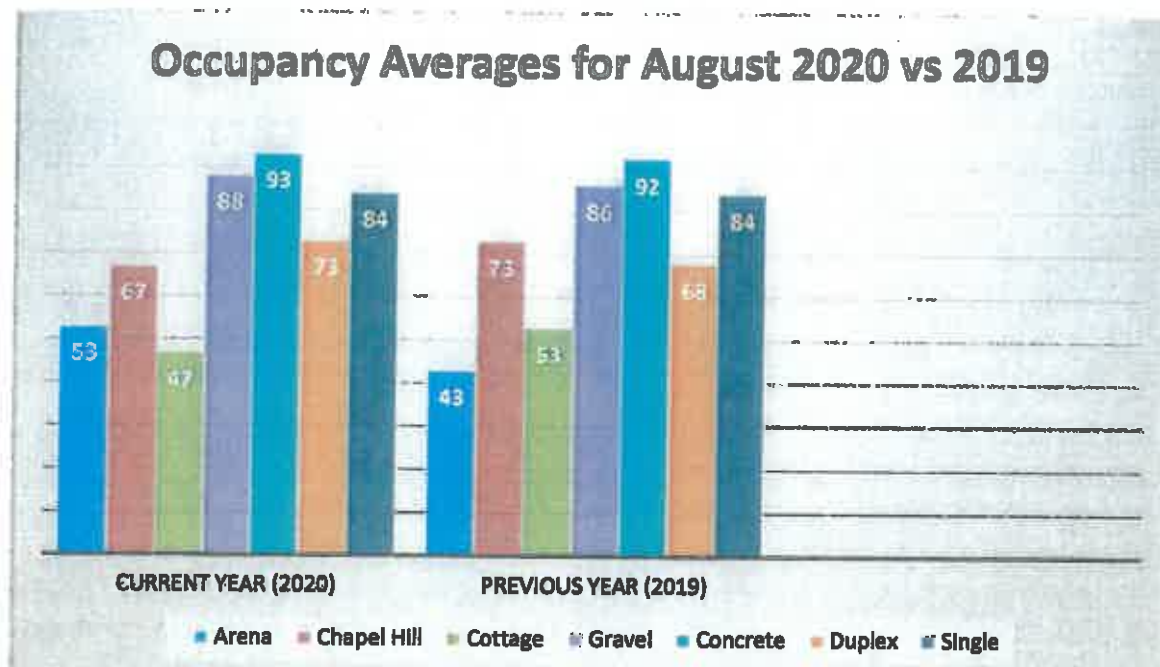
RESERVATIONS

Adopted cabins: 37
 Reservations for Cabins: 191
 Chapel Hill: 73
 Cottage: 9
 Duplex: 36
 Singles: 53

Adopted RV sites: 104
 Reservations for RV: 274
 RV Gravel Sites: 164
 RV Concrete Sites: 93
 RV Arena Sites: 17

OCCUPANCY

DATE (2020)	ARENA	CHAPEL HILL	COTTAGE	RV GRAVEL	RV CONCRETE	DUPLEX RAINBOW	SINGLE RAINBOW
Aug 1 st	50%	69%	0%	89%	98%	63%	70%
Aug 8 th	50%	65%	67%	91%	96%	63%	100%
Aug 15 th	42%	62%	67%	89%	94%	88%	90%
Aug 22 nd	50%	77%	100%	85%	94%	100%	100%
Aug 29 th	75%	62%	0%	85%	82%	50%	60%



Front Office Monthly Report August 2020

Analysis

- Reservations are on track with August 2019

Revenue

• Arena	\$820.00
• RV Concrete	\$5970.00
• RV Gravel	\$10330.00
• Chapel Hill	\$3550.00
• Cottage	\$3340.00
• Duplex	\$1775.00
• Single	\$3805.00

MONTHLY TOTAL	\$29,590.00
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Front Office Situation Report

Nothing significant to report for August

Housekeeping Report

August 2020

We cleaned 43 Single, 31 Duplex, 33 Chapel Hill and 12 Cottages. This is a total of 119 Cabins cleaned this month.

We continue to Sanitize the pool bathhouse twice daily.

We have had to dispose of several mattress cover this month in the Rainbow cabin due to stains and being soiled that didn't come clean with Bleach or detergent. This has caused us to have to replace them (not Cheap).