



**R-Ranch In the Mountains  
Board of Director's Meeting  
September 17, 2022  
Agenda**

- I. CALL TO ORDER-- Jesse Stout, President**
- II. OPENING PRAYER**
- III. PLEDGE OF ALLEGIANCE**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA**
- V. SUSPEND READING July 2022 BOD Meeting**
- VI. APPROVE/AMEND/ACCEPT July 2022 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)



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

**IX. NEW BUSINESS-**  
a)

**X. ADJOURN GENERAL MEETING**  
Time: \_\_\_\_\_

The next meeting of the R-Ranch Board of Directors will be held on October 22, 2022 at 9:30 A.M. in the R-Ranch board room.

**XI. EXECUTIVE SESSION – No**  
**XII. WORKING SESSION – No**  
a)



**R-Ranch in the Mountains**  
**Board of Director's Meeting**  
**August 20, 2022**  
**Meeting Minutes**

**In attendance: Jesse Stout (President), Iris Koplen (Vice President), Holly Sell (Secretary), Becky Mooney (Treasurer), Debi Chandler, Genna Harmon, Jeff Miller, Jaclyn Woodman and Barry Uhl.**

- I. CALL TO ORDER– 9:30 am Jesse Stout, President**
- II. OPENING PRAYER- Genna Harmon**
- III. PLEDGE OF ALLEGIANCE- Jeff Miller**
- IV. REVIEW/APPROVE/AMEND/ACCEPT AGENDA Motion made by Becky to accept as written, second by Iris**
- V. SUSPEND READING May 2022 BOD Meeting Motion made by Iris to suspend the reading, second by Jaclyn**
- VI. APPROVE/AMEND/ACCEPT May 2022 BOD MEETING MINUTES Motion made by Becky to approve, second by Jeff**
- VII. REPORTS – Attached where submitted**
  - a. CPA to review 2022 Financial Audit- Rob Mundy attended and provided his feedback on the financial status of the R-Ranch. He made one recommendation to the Board based on what he has seen with similar businesses and that is to look into investing in a deed management program.
  - b. Financial Report- Blaine Griffith
  - c. Executive Director's Report
  - d. R-Ranch Grounds Report
  - e. Stables report
  - f. Sales Report
  - g. Events Report
  - h. Treasurer's Report
  - i. President's Report

**STANDING COMMITTEE REPORTS – Attached where submitted**

- 1. Accommodations Committee- Chris Deos volunteered to be the Accommodations Chairperson and the board voted with all in favor.**
- 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) Rodeo Committee
  
- VIII. **OLD BUSINESS-**
  - a) RV 4 repair/ bridge status- Blaine and Jesse are still looking at options, as a new option was raised, will work to decide asap.
  - b) Website-
  - c) Barn roof- Discussion was held about the barn roof cupola. The roofing company stated that it was rotting and that it needed to be replaced or removed and patched. Blaine shared potential costs for each option. The board discussed. The board decided all in favor to remove the cupola as it is primarily decorative and not necessarily functional aspect of the roof and is the lowest cost option.
  
- IX. **NEW BUSINESS-**
  
- X. **ADJOURN GENERAL MEETING**  
Time: 11:29 am
  

The next meeting of the R-Ranch Board of Directors will be held on September 17, 2022 at 9:30 A.M. in the R-Ranch board room.

- XI. **EXECUTIVE SESSION – Yes**
- XII. **WORKING SESSION – Yes**

Signed:

Holly Sell

R-Ranch Board Secretary

September 14, 2022





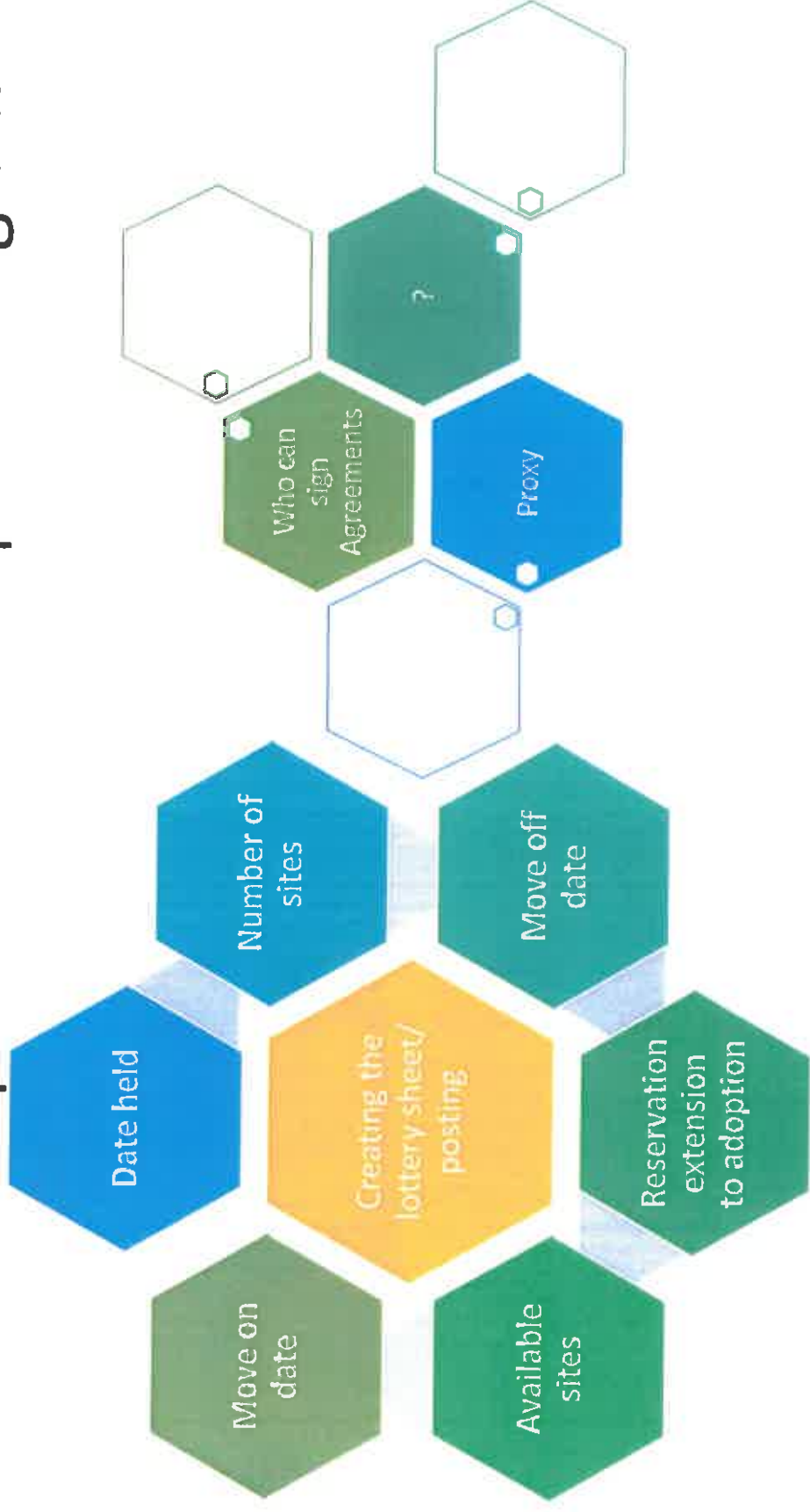


# RV Adoption Program Improvement Project- working Session

Holly Sell

Last Updated 9\_2022

# Different Aspects of the Adoption Program



# Different Aspects of the Adoption Program

- Date held-
  - Is everyone ok keeping this the first Saturday of the month? Majority response is yes
- Number of sites per month- varies
  - Would the majority of owners like to see a consistent number of adoptions available each month OR is majority ok with the current fluctuation? Majority response is owners would like to see a more consistent number of sites per month
    - If yes, there's approx. 90 sites available for adoption, these can be spread into approx. 7 sites per month.
    - How can we make this happen without dramatically impacting the budget as we cannot just manually move the sites to start in a different month? Discussion took place that identified a couple of options:
      - Multi-month options such as 3 or 6 months or 1 year plus 3 months to get the sites moved to end in a different month. There should be a premium price for a 1 year + months adoption.
      - OR offer owners that have a current adoption after the 15<sup>th</sup>(?) to allow them pay to float to the next month.
      - Having set reservation sites will help with Dade county as well. There would be no blocking of sites or waiting on their part to see what is available to select from.
      - A sub team of owners present agreed to work together to identify a couple of options to present to the board at a future meeting.
- Creating the lottery sheet- time and effort
  - Blaine to quantify the number of hours spent and potential issues associated with this activity- errors can occur.
- Available sites to choose from- varies
  - Would the majority of owners like to have full visibility to each site that will be available in each lottery?
    - If yes, we can start with the current spread of required split of pull through, creek site, etc and come up with 1-2 plans to propose
    - The sub team of owners referenced above agreed to work together to identify a couple of options to present to the board at a future meeting

Text in purple are notes of the discussion that took place during the meeting.

# Different Aspects of the Adoption Program

- Date an owner can move on- varies
  - Would the majority of owners like to have a set day and/or date knowing that it will not always work for every owner?
    - Majority response is owners would like to have 1 day, not date identified for move on- move off for planning purposes. Align with the current times: Be off by 12 pm and on after 4 pm. if site is available sooner then we should allow the owner to move on sooner.
    - Different Ideas – 2nd Friday of each month - The Ranch currently provides moves on Fridays so the moves off and on can be pre-scheduled by a date to be determined. Such as all moves requiring R-Ranch assistance need to be submitted by the Monday/ Tuesday prior to the identified date).
    - 2<sup>nd</sup> Saturday of the month to allow people that work during the week the opportunity to move on a non-work day- this was discussed, however the downfall is that if an owner needs R-Ranch to move them off or on then there is no one available. R-Ranch does not move on Saturdays and maintenance leaves at 12. So even if we switched and allowed Saturday moves then no one is available in the afternoon to move people on.
    - Regardless of the day identified there will be owners that have to arrange for move offs prior to the identified end date or arrange for move ons after the identified start date.
    - Blaine stated that if an owner needs to move off prior to the end date then an owner can work with him to short end their adoption agreement and make a new reservation for a different site. This will allow an owner to move off of and onto a reservation site on a day that works well for them.
- Adopted site reservation 'extension' - leading to various move on/off dates- based on the above discussions the majority agreed that these should no longer be permitted.
- Proxy avail for owners unable to attend- discussion of proxies took place for and against
- Who can make adoption decisions- this is already documented, only owners with names listed on the deed can make financial/ legal obligations.

Text in purple are notes of the discussion that took place during the meeting.

# Action Items:

- Valorie Lottes, Becky Mooney, and Angie Jones agreed to:
  - Create a proposal(s) on available adoption sites for a fair mix
  - Create a proposal(s) with how to best move current adoption sites to allow for a consistent number available each month
- Holly made a motion to move forward with the Adoption Simplification Program with the way that it has been discussed today. Jeff made a motion to move forward with the plan and it was seconded by Genna.
- Angie, Becky and Valorie to work together on formal proposals to provide to the board in a future meeting TBD.

Text in purple are notes of the discussion that took place during the meeting. Signed, Holly Sell, Secretary,  
September 14, 2022



**R-Ranch in the Mountains  
Board of Director's Meeting  
August 20, 2022  
Working Session**

In attendance: Jesse Stout (President), Iris Koplen (Vice President), Holly Sell (Secretary), Becky Mooney (Treasurer), Debi Chandler, Genna Harmon, Jeff Miller, Jaclyn Woodman and Barry Uhl.

The P&G committee proposed the following updates to the following P&Gs:

**Section 2.6 GUEST HORSEBACK RIDING.**

Owner's must bring their guests to riding sign up at the stables the morning they want to ride. Once signed up, guest riding passes can be purchased at the Front Office for corral and trail rides. A guest horseback riding pass is good for a single ride only, at the prevailing rate. The guest riding pass must be presented to the Stable Staff prior to the scheduled ride time.

**Section 8.5 states the same, must be updated to reflect the same as above.**

Motion made by Genna to accept the update, seconded by Jaclyn, all voted in favor.

**Section 8.2. STABLE RULES**

**8.2.7 All riders on trail rides must be able to control their horse. Stable Staff or designated Trail Guide may remove a rider from the trail ride at their discretion for the safety of the rider and all other riders. Children (ages 6-12) must be accompanied by an adult in a 3 child to 1 adult ratio. Youth/adults (over 12 years of age) ride at the discretion of the Stable Manager. All riders that are required to be led in the corral must be accompanied by a responsible person over the age of 12. Stable Staff are not responsible for leading any rider/horse in the corral.**

Motion made by Genna to accept the update, seconded by Debi, all voted in favor.

**ARTICLE XV RESERVATION EXTENSION PROGRAM**

**Reservation Extension Program for RV Sites and Chapel Hill Cabins**

Blaine reviewed with the board some of the front office and owner issues associated with the Reservation Extension Program. Blaine requested that the board consider modifying it back to be only available during the winter months or remove it and bring it back at a later time.



The board discussed in detail. Genna made a motion to eliminate the program during the summer months and revert to only making it available during the winter months, effective April 1, 2022. Iris seconded the motion. Further discussion ensued. The board voted which led to a tie, four for the amendment and four to keep it as is, therefore Jesse had to vote and voted to keep the program as it is today.

Signed:

Holly Sell

R-Ranch Board Secretary

September 14, 2022

**Board Meeting Minutes re Proposed updates to the following sections:**

**The P&G committee proposed the following updates to the outlines P&Gs:**

**Section 2.6 GUEST HORSEBACK RIDING.**

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Motion made by Genna to accept the update, seconded by Jaclyn, all voted in favor.

**Section 8.2.7**

All riders on trail rides must be able to control their horse. Stable Staff or designated Trail Guide may remove a rider from the trail ride at their discretion for the safety of the rider and all other riders. Children (ages 6-12) must be accompanied by an adult in a 3 child to 1 adult ratio. Youth/adults (over 12 years of age) ride at the discretion of the Stable Manager. All riders that are required to be led in the corral must be accompanied by a responsible person over the age of 12. Stable Staff are not responsible for leading any rider/horse in the corral.

Motion made by Genna to accept the update, seconded by Debi, all voted in favor.

**Section 3.4 TERMS OF RESERVATION.**

Owners may occupy a cabin/RV/tent site for a **maximum** period of fourteen (14) nights per visit. An absence of three (3) consecutive nights between visits is required. **Day use is not permitted during this absence.** ~~All Owners who hold an adopted RV site or cabin will be permitted to stay on property a maximum of twenty one (21) nights in a single visit.~~ With the exception of adopted sites all Owners' property must be removed from the cabin/RV/tent site at the end of each visit.

Cottages require a two-night minimum reservation.

~~During the winter months (December 1 — March 31), Owners are allowed to occupy a cabin/RV/tent site for a period of twenty one (21) days, with a three (3) consecutive night leave in between visits.~~

~~R-Ranch is not designed for permanent residence, but for periodic enjoyment. All personal items left behind (including RV) will be considered a violation and will result in a fine for each night at the prevailing rate as set by the Board.~~

**Any above approved changes would also need to be reflected in Article XV RESERVATION EXTENSION PROGRAM .**

The board discussed the above proposed changes in depth. The board vote was split and therefore Jesse was required to vote and voted not in favor of the above changes.

# R-Ranch in the Mountains®

## Budget vs. Actuals: 2022 - FY22 P&L

August 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Income			
4000 Admin - Assessments	108,332.13	102,515.00	105.67 %
4002 Admin - Child Rights		0.00	
4004 Admin - Interest		7.00	
4006 Admin - Fines & Fees	334.58	100.00	334.58 %
4008 Admin - Late Fees & FC	360.39	976.00	36.93 %
4010 Admin - Ownership Sales	3,585.00	1,990.00	180.15 %
4012 Admin - Ownership Transfers	1,704.00	2,061.00	82.68 %
4014 Admin - Day Use		65.00	
4016 Admin - Sales - Ice	308.00	410.00	75.12 %
4018 Admin - Sales - Propane	409.42	225.00	181.96 %
4020 Admin - Sales - Souvenirs	41.00	87.00	47.13 %
4022 Admin - Sales - Firewood	40.00	1.00	4,000.00 %
4024 Admin - Sales - Gate Cards	50.00	8.00	625.00 %
4026 Admin - Sales - Store	1,103.20	829.00	133.08 %
4028 Admin - Vending Income	29.00	626.00	4.63 %
4029 Admin - Golf Cart Rental	425.00		
4030 Admin - Stables - Riding Pass	740.00	2,169.00	34.12 %
4034 Admin - Stables - Fundraiser	120.00	0.00	
4036 Admin - Recovery of Bad Debt	2,326.82	60.00	3,878.03 %
4038 Admin - RV Adoptions	5,400.00	4,700.00	114.89 %
4040 Admin - Cabin Adoptions	1,869.10	1,843.00	101.42 %
4042 Admin - RV Moves	1,140.00	812.00	140.39 %
4046 Admin - Sponsored Events		0.00	
4048 Admin - Pet Fees	10.00	150.00	6.67 %
4200 RV - Electric - Usage Fee	7,447.50	8,863.00	84.03 %
4202 RV - Electric - Quarterly	5,641.02	4,673.00	120.72 %
4206 RV - Monthly Adoptions		0.00	
4208 RV - Yearly Adoptions	1,800.00	1,500.00	120.00 %
4210 RV - Guest & Group	1,444.50	1,244.00	116.12 %
4300 Cabin - Electric - Usage	1,562.50	3,129.00	49.94 %
4302 Cabin - Electric - Quarterly	939.89	1,650.00	56.96 %
4306 Cabin - Adoptions	623.03	614.00	101.47 %
4308 Cabin - Guest & Group	3,202.00	3,720.00	86.08 %
4310 Cabin - Cottage	3,612.00	2,558.00	141.20 %
4400 Lodge - Weddings	24,677.00	11,500.00	214.58 %
4402 Lodge - Events	4,055.00	1,045.00	388.04 %
4500 Capital Improve - RV	1,800.00	1,500.00	120.00 %
4502 Capital Improve - Cabins	623.03	614.00	101.47 %
4504 Capital Imp - Intrest	31.96		
4600 Legal - Admin Exp		1,184.00	
4700 Rodeo - Tickets		336.00	
4702 Rodeo - Parking		0.00	

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

August 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
4704 Rodeo - Vendors		0.00	
4706 Rodeo - Sponsors		0.00	
4710 Rodeo - Souvenirs	70.00	0.00	
Payment 2 (Conversion)	(31,081.18)		
<b>Total Income</b>	<b>\$154,775.89</b>	<b>\$163,764.00</b>	<b>94.51 %</b>
<b>GROSS PROFIT</b>	<b>\$154,775.89</b>	<b>\$163,764.00</b>	<b>94.51 %</b>
<b>Expenses</b>			
6401 Lodge - Chapel M & R	241.98		
<b>Total Expenses</b>	<b>\$241.98</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>NET OPERATING INCOME</b>	<b>\$154,533.91</b>	<b>\$163,764.00</b>	<b>94.36 %</b>
<b>Other Income</b>			
Late Fee Income	964.95		
<b>Total Other Income</b>	<b>\$964.95</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>Other Expenses</b>			
6000 Employee - Payroll/Salary	61,147.53	62,445.56	97.92 %
6002 Employee - Payroll Tax	4,711.36	5,945.00	79.25 %
6004 Employee - Payroll Fees & Exp	1,802.53	749.00	240.66 %
6006 Employee - Benefits	5,194.13	6,400.00	81.16 %
6007 Employee - IRA	499.64	400.00	124.91 %
6008 Employee - Workers Comp	2,667.00	3,161.00	84.37 %
6010 Employee - Commissions		650.00	
6012 Admin - Accounting Fees	2,035.00	0.00	
6014 Admin - Bank Fees	34.35	23.00	149.35 %
6016 Admin - Business Fees		5.00	
6018 Admin - IT	2,212.16	2,200.00	100.55 %
6020 Admin - Dues & Subscriptions	84.33	27.00	312.33 %
6022 Admin - Emp Develop & Training	50.00	160.00	31.25 %
6024 Admin - Acknowledgements		50.00	
6026 Admin - Merchant Services	192.96		
6028 Admin - Mileage Reimbursement		24.00	
6030 Admin - Office Build M&R		0.00	
6032 Admin - Office Expense	226.24	175.00	129.28 %
6034 Admin - Printing / Copying	810.43	489.00	165.73 %
6036 Admin - Shipping / Postage	33.23	547.00	6.07 %
6038 Admin - Internet/Cell/Teleph	1,481.82	1,719.00	86.20 %
6044 Admin - Insurance - PL&A	1,740.00	0.00	
6046 Admin - Property Taxes	9,159.00	9,159.00	100.00 %
6048 Admin - Sales - Ice Exp	430.10	515.00	83.51 %
6050 Admin - Sales - Propane Exp	744.72	451.00	165.13 %
6052 Admin - Sales - Souvenirs Exp		0.00	
6054 Admin - Sales - Gate Cards Exp	260.64	0.00	
6056 Admin - Sales - Firewood Exp		0.00	

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

August 2022

		TOTAL	
	ACTUAL	BUDGET	% OF BUDGET
6058 Admin - Sales - Store Exp	659.24	642.00	102.69 %
6059 Admin - Golf Cart Rental Exp	1,020.00		
6060 Admin - Sporting Equipment		0.00	
6062 GPM - Equip Rental	44.45	34.00	130.74 %
6064 GPM - Equip Repair	739.23	454.00	162.83 %
6066 GPM - Fence / Pasture		0.00	
6068 GPM - Fuel		1,766.00	
6070 GPM - General Maintenance	215.29	334.00	64.46 %
6072 GPM - Grounds/Property Repair	3,079.15	43.00	7,160.81 %
6074 GPM - Keys & Locks	6.46	47.00	13.74 %
6076 GPM - Lawn & Landscape Svc	9,300.00	9,600.00	96.88 %
6078 GPM - Pool Chemicals	1,616.83	962.00	168.07 %
6080 GPM - Pool M&R	2,555.70	461.00	554.38 %
6082 GPM - Pest Control Services		140.00	
6086 GPM - Supplies	251.81	140.00	179.86 %
6088 GPM - Tools		104.00	
6090 GPM - Vehicle M&R	795.38	1,200.00	66.28 %
6092 GPM - Vehicle Tags & Titles		0.00	
6094 GPM - Maint. Bldg M&R		0.00	
6095 GPM - Safety	762.53		
6096 GPM - Operat Security Contract		2,000.00	
6098 Operating - Util - Electric	1,940.34	2,010.00	96.53 %
6100 Operating - Util - Propane	10.80	0.00	
6102 Operating - Util - STP		517.00	
6104 Operating - Util - Trash	1,365.00	1,237.00	110.35 %
6106 Operating - Util - Wtr Sys M&R	40.52	45.00	90.04 %
6108 Operating - Util - Wtr Trt M&R	223.70	91.00	245.82 %
6110 Operating - Projects & Improve	1,163.40	0.00	
6112 Sales - Sales & Market Exp	2,071.50	500.00	414.30 %
6113 Sales - Mkt Comm Outreach		0.00	
6114 Housekeeping - Supplies	1,049.16	501.00	209.41 %
6116 Stables - Feed	173.91	896.00	19.41 %
6118 Stables - Ferrler	2,560.00	1,290.00	198.45 %
6120 Stables - General Expense	126.32	305.00	41.42 %
6122 Stables - M&R		25.00	
6124 Stables - Tack & Equipment		86.00	
6126 Stables - Vet Fees / Medicine	563.58	885.00	63.68 %
6128 Stables - Jr. Wrangler	54.39	600.00	9.07 %
6130 Stables - Horses		0.00	
6132 Stables - Tools		0.00	
6134 Owner - Events	5,858.38	300.00	1,952.79 %
6138 Owner - Sales & Transfers	536.34	1,080.00	49.66 %
6142 Sponsored Events		0.00	

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

August 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
6200 RV - M&R	640.42	0.00	
6204 RV - Bath Houses	419.74	5.00	8,394.80 %
6206 RV - Grounds		254.00	
6208 RV - Roads		1,800.00	
6210 RV - Utilities - Electric	11,891.19	8,538.00	139.27 %
6212 RV - Utilities - Propane	12.96	194.00	6.68 %
6216 RV - Projects & Improve	95.37	0.00	
6300 Cabin - M&R	2,872.06	33.00	8,703.21 %
6302 Cabin - Pest Control Svc	210.00	0.00	
6306 Cabin - Bath Houses	168.80	5.00	3,376.00 %
6308 Cabin - Rainbow	265.60	512.00	51.88 %
6310 Cabin - Chapel Hill	137.33	10.00	1,373.30 %
6312 Cabin - Cottages	88.95	288.00	30.89 %
6314 Cabin - Grounds		254.00	
6316 Cabin - Roads		1,235.00	
6320 Cabin - Utilities - Electric	3,165.51	3,216.00	98.43 %
6322 Cabin - Utilities - Propane		0.00	
6326 Cabin - Projects & Improve	(342.75)	0.00	
6400 Lodge - M&R	1,745.63	0.00	
6402 Lodge - Kitchen M&R		131.00	
6406 Lodge - Event Decor/Improve	1,083.96	0.00	
6408 Lodge - Event Coord/Staff	2,650.00	1,500.00	176.67 %
6410 Lodge - Event Clean/Supply	1,350.00	150.00	900.00 %
6412 Lodge - Event Security	800.00	38.00	2,105.26 %
6414 Lodge - Marketing	178.00	350.00	50.86 %
6416 Lodge - Utilities - Electric	1,720.20	2,077.00	82.82 %
6418 Lodge - Utilities - Propane		0.00	
6424 Lodge - Projects & Improve	12,420.00	0.00	
6500 Capital - Infra Improve		0.00	
6600 Legal - Admin	(50.00)	1,184.00	(4.22 %)
6700 Rodeo - Stock Contract		0.00	
6702 Rodeo - 4L Ticket Split		0.00	
6704 Rodeo - Prize Money		0.00	
6706 Rodeo - Advertising		0.00	
6708 Rodeo - Security & EMT		0.00	
6710 Rodeo - Seating		0.00	
6712 Rodeo - Sanitation		0.00	
6714 Rodeo - Souvenirs Expense		0.00	
6716 Rodeo - Sponsors Exp		0.00	
6718 Rodeo - In-House Exp		7.00	
6720 Rodeo - Projects & Improve		0.00	
6724 Rodeo - Rentals		0.00	
6726 Rodeo - Insurance		0.00	

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

August 2022

		TOTAL	
	ACTUAL	BUDGET	% OF BUDGET
6730 Rodeo - Merchant Svc		0.00	
6732 Rodeo - Supplies		36.00	
6900 Bad Debt Expense	29,045.86		
<b>Total Other Expenses</b>	<b>\$204,869.41</b>	<b>\$145,406.56</b>	<b>140.89 %</b>
NET OTHER INCOME	<b>\$ (203,904.46)</b>	<b>\$ (145,406.56)</b>	<b>140.23 %</b>
NET INCOME	<b>\$ (49,370.55)</b>	<b>\$18,357.44</b>	<b>(268.94 %)</b>

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

January - August, 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
<b>Income</b>			
4000 Admin - Assessments	814,834.53	861,298.00	94.61 %
4002 Admin - Child Rights		2,805.00	
4004 Admin - Interest	18.79	56.00	33.55 %
4006 Admin - Fines & Fees	2,187.06	800.00	273.38 %
4008 Admin - Late Fees & FC	3,680.02	12,527.00	29.38 %
4010 Admin - Ownership Sales	17,882.64	15,920.00	112.33 %
4012 Admin - Ownership Transfers	19,430.50	16,488.00	117.85 %
4014 Admin - Day Use	210.00	519.00	40.46 %
4016 Admin - Sales - Ice	3,305.47	3,010.00	109.82 %
4018 Admin - Sales - Propane	7,883.74	5,160.00	152.79 %
4020 Admin - Sales - Souvenirs	1,540.75	1,284.00	120.00 %
4022 Admin - Sales - Firewood	710.00	8.00	8,875.00 %
4024 Admin - Sales - Gate Cards	280.00	190.00	147.37 %
4026 Admin - Sales - Store	7,676.67	6,041.00	127.08 %
4028 Admin - Vending Income	2,495.26	2,318.00	107.65 %
4029 Admin - Golf Cart Rental	7,710.00		
4030 Admin - Stables - Riding Pass	6,660.00	10,245.00	65.01 %
4034 Admin - Stables - Fundraiser	640.00	900.00	71.11 %
4036 Admin - Recovery of Bad Debt	13,167.54	2,992.00	440.09 %
4038 Admin - RV Adoptions	66,600.00	71,300.00	93.41 %
4040 Admin - Cabin Adoptions	14,832.00	14,753.00	100.54 %
4042 Admin - RV Moves	6,812.27	9,680.00	70.37 %
4046 Admin - Sponsored Events	(100.00)	0.00	
4048 Admin - Pet Fees	140.00	900.00	15.56 %
4200 RV - Electric - Usage Fee	62,317.95	67,410.00	92.45 %
4202 RV - Electric - Quarterly	31,467.13	26,010.00	120.98 %
4206 RV - Monthly Adoptions		1,284.00	
4208 RV - Yearly Adoptions	22,356.00	23,700.00	94.33 %
4210 RV - Guest & Group	15,031.50	9,689.00	155.14 %
4300 Cabin - Electric - Usage	18,887.38	26,661.00	70.84 %
4302 Cabin - Electric - Quarterly	7,264.53	6,997.00	103.82 %
4306 Cabin - Adoptions	4,788.00	4,918.00	97.36 %
4308 Cabin - Guest & Group	26,531.63	21,779.00	121.82 %
4310 Cabin - Cottage	21,567.00	22,660.00	95.18 %
4400 Lodge - Weddings	105,109.00	34,500.00	304.66 %
4402 Lodge - Events	11,409.53	12,555.00	90.88 %
4500 Capital Improve - RV	22,200.00	23,700.00	93.67 %
4502 Capital Improve - Cabins	4,944.00	4,918.00	100.53 %
4504 Capital Imp - Intrest	76.46		
4506 CAP IMP - OPERATING	30,722.10		
4600 Legal - Admin Exp	4,662.86	9,472.00	49.23 %
4700 Rodeo - Tickets	58,663.29	19,931.00	294.33 %

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

January - August, 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
4702 Rodeo - Parking	3,918.70	3,046.00	128.65 %
4704 Rodeo - Vendors	5,224.00	3,641.00	143.48 %
4706 Rodeo - Sponsors	7,450.00	13,133.00	56.73 %
4710 Rodeo - Souvenirs	3,297.00	2,000.00	164.85 %
4712 Rodeo - Refreshments	7,349.07		
Non Profit Income	6,820.00		
Payment 2 (Conversion)	5,758.41		
Sales of Product Income	9,574.81		
<b>Total Income</b>	<b>\$1,495,987.59</b>	<b>\$1,377,198.00</b>	<b>108.63 %</b>
<b>GROSS PROFIT</b>	<b>\$1,495,987.59</b>	<b>\$1,377,198.00</b>	<b>108.63 %</b>
Expenses			
6401 Lodge - Chapel M & R	241.98		
<b>Total Expenses</b>	<b>\$241.98</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>NET OPERATING INCOME</b>	<b>\$1,495,745.61</b>	<b>\$1,377,198.00</b>	<b>108.61 %</b>
Other Income			
Late Fee Income	3,043.31		
<b>Total Other income</b>	<b>\$3,043.31</b>	<b>\$0.00</b>	<b>0.00%</b>
Other Expenses			
6000 Employee - Payroll/Salary	454,692.36	530,787.26	85.66 %
6002 Employee - Payroll Tax	55,130.69	50,532.00	109.10 %
6004 Employee - Payroll Fees & Exp	11,085.66	6,367.00	174.11 %
6006 Employee - Benefits	43,344.95	48,800.00	88.82 %
6007 Employee - IRA	7,809.90	3,200.00	244.06 %
6008 Employee - Workers Comp	22,108.91	25,288.00	87.43 %
6010 Employee - Commissions	2,065.00	5,200.00	39.71 %
6012 Admin - Accounting Fees	4,035.00	5,325.00	75.77 %
6014 Admin - Bank Fees	211.90	460.00	46.07 %
6016 Admin - Business Fees	475.00	1,521.00	31.23 %
6018 Admin - IT	18,870.85	17,600.00	107.22 %
6020 Admin - Dues & Subscriptions	1,497.80	2,517.00	59.51 %
6022 Admin - Emp Develop & Training	1,176.87	1,112.00	105.83 %
6024 Admin - Acknowledgements	669.62	350.00	191.32 %
6026 Admin - Merchant Services	1,435.86		
6028 Admin - Mileage Reimbursement	332.60	390.00	85.28 %
6030 Admin - Office Build M&R	689.12	444.00	155.21 %
6032 Admin - Office Expense	2,636.22	3,495.00	75.43 %
6034 Admin - Printing / Copying	4,748.00	4,114.00	115.41 %
6036 Admin - Shipping / Postage	1,274.27	3,023.00	42.15 %
6038 Admin - Internet/Cell/Teleph	11,815.77	13,752.00	85.92 %
6044 Admin - Insurance - PL&A	93,108.25	92,094.00	101.10 %
6046 Admin - Property Taxes	73,272.00	69,939.00	104.77 %
6048 Admin - Sales - Ice Exp	1,363.74	1,993.00	68.43 %

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

January - August, 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
6050 Admin - Sales - Propane Exp	6,141.05	5,109.00	120.20 %
6052 Admin - Sales - Souvenirs Exp	1,523.60	1,148.00	132.72 %
6054 Admin - Sales - Gate Cards Exp	260.64	814.00	32.02 %
6056 Admin - Sales - Firewood Exp	450.00	3.00	15,000.00 %
6058 Admin - Sales - Store Exp	4,104.10	3,891.00	105.48 %
6059 Admin - Golf Cart Rental Exp	5,727.96		
6060 Admin - Sporting Equipment		400.00	
6062 GPM - Equip Rental	717.89	272.00	263.93 %
6064 GPM - Equip Repair	10,207.94	7,434.20	137.31 %
6066 GPM - Fence / Pasture	12,992.49	10,685.00	121.60 %
6068 GPM - Fuel	17,473.24	8,214.00	212.73 %
6070 GPM - General Maintenance	2,676.84	1,918.00	139.56 %
6072 GPM - Grounds/Property Repair	7,467.54	2,874.00	259.83 %
6074 GPM - Keys & Locks	255.97	313.00	81.78 %
6076 GPM - Lawn & Landscape Svc	37,800.00	43,200.00	87.50 %
6078 GPM - Pool Chemicals	6,183.20	5,966.00	103.64 %
6080 GPM - Pool M&R	6,857.66	2,229.00	307.66 %
6082 GPM - Pest Control Services		1,688.00	
6084 GPM - Roads M&R	129.97		
6086 GPM - Supplies	4,401.67	1,380.00	318.96 %
6088 GPM - Tools	1,228.26	527.00	233.07 %
6090 GPM - Vehicle M&R	9,899.31	6,581.00	150.42 %
6092 GPM - Vehicle Tags & Titles	577.33	0.00	
6094 GPM - Maint. Bldg M&R	1,986.11	184.00	1,079.41 %
6095 GPM - Safety	2,680.15		
6096 GPM - Operat Security Contract	12,954.00	16,000.00	80.96 %
6098 Operating - Util - Electric	15,661.75	17,539.00	89.30 %
6100 Operating - Util - Propane	4,911.96	4,593.00	106.94 %
6102 Operating - Util - STP		3,783.00	
6104 Operating - Util - Trash	10,355.00	8,299.00	124.77 %
6106 Operating - Util - Wtr Sys M&R	10,165.28	11,059.40	91.92 %
6108 Operating - Util - Wtr Trt M&R	1,773.82	1,130.00	156.98 %
6110 Operating - Projects & Improve	4,108.10	6,820.00	60.24 %
6112 Sales - Sales & Market Exp	9,766.13	4,000.00	244.15 %
6113 Sales - Mkt Comm Outreach	200.00	500.00	40.00 %
6114 Housekeeping - Supplies	5,245.04	4,698.00	111.64 %
6116 Stables - Feed	9,411.65	9,207.00	102.22 %
6118 Stables - Ferrler	13,640.00	9,421.00	144.78 %
6120 Stables - General Expense	3,141.15	1,540.00	203.97 %
6122 Stables - M&R	187.03	663.00	28.21 %
6124 Stables - Tack & Equipment	211.29	679.00	31.12 %
6126 Stables - Vet Fees / Medicine	8,452.66	6,164.00	137.13 %
6128 Stables - Jr. Wrangler	84.77	616.00	13.76 %

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

January - August, 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
6130 Stables - Horses	3,455.00	500.00	691.00 %
6132 Stables - Tools	118.17	309.00	38.24 %
6134 Owner - Events	14,294.05	7,100.00	201.32 %
6136 Owner - Board/Meetings	78.51		
6138 Owner - Sales & Transfers	3,224.66	4,750.00	67.89 %
6142 Sponsored Events	150.00	0.00	
6200 RV - M&R	3,428.16	2,301.00	148.99 %
6204 RV - Bath Houses	534.84	491.00	108.93 %
6206 RV - Grounds	1,852.87	1,396.00	132.73 %
6208 RV - Roads	3,333.93	4,200.00	79.38 %
6210 RV - Utilities - Electric	50,723.50	50,961.00	99.53 %
6212 RV - Utilities - Propane	1,182.26	1,532.00	77.17 %
6216 RV - Projects & Improve	19,343.86	54,514.00	35.48 %
6217 RV - Bank Fees	103.43		
6218 RV Expenses	380,111.79		
6300 Cabin - M&R	3,138.50	632.00	496.60 %
6302 Cabin - Pest Control Svc	6,770.20	6,000.00	112.84 %
6306 Cabin - Bath Houses	557.23	1,017.00	54.79 %
6308 Cabin - Rainbow	1,591.86	3,434.00	46.36 %
6310 Cabin - Chapel Hill	2,684.36	862.00	311.41 %
6312 Cabin - Cottages	1,364.70	685.00	199.23 %
6314 Cabin - Grounds	5,700.00	836.00	681.82 %
6316 Cabin - Roads	3,584.89	3,465.00	103.46 %
6320 Cabin - Utilities - Electric	24,707.68	36,519.00	67.66 %
6322 Cabin - Utilities - Propane	744.22	606.00	122.81 %
6326 Cabin - Projects & Improve	66,554.00	37,138.00	179.21 %
6400 Lodge - M&R	11,816.55	4,705.00	251.15 %
6402 Lodge - Kitchen M&R	244.79	131.00	186.86 %
6406 Lodge - Event Decor/Improve	1,804.82	650.00	277.66 %
6408 Lodge - Event Coord/Staff	16,555.38	12,000.00	137.96 %
6410 Lodge - Event Clean/Supply	7,271.83	4,750.00	153.09 %
6412 Lodge - Event Security	2,680.00	300.00	893.33 %
6414 Lodge - Marketing	1,778.31	1,012.00	175.72 %
6416 Lodge - Utilities - Electric	12,003.36	15,234.00	78.79 %
6418 Lodge - Utilities - Propane	13,113.69	9,550.00	137.32 %
6424 Lodge - Projects & Improve	13,420.00	3,075.00	436.42 %
6500 Capital - Infra Improve	49,831.12	22,876.00	217.83 %
6600 Legal - Admin	(282.53)	9,472.00	(2.98 %)
6700 Rodeo - Stock Contract	4,000.00	4,167.00	95.99 %
6702 Rodeo - 4L Ticket Split	32,316.25	14,245.00	226.86 %
6704 Rodeo - Prize Money	4,500.00	4,167.00	107.99 %
6706 Rodeo - Advertising	453.83	1,487.00	30.52 %
6708 Rodeo - Security & EMT	1,770.00	1,173.00	150.90 %

# R-Ranch in the Mountains®

Budget vs. Actuals: 2022 - FY22 P&L

January - August, 2022

		TOTAL	
	ACTUAL	BUDGET	% OF BUDGET
6710 Rodeo - Seating	5,500.00	4,500.00	122.22 %
6712 Rodeo - Sanitation	2,041.00	959.00	212.83 %
6714 Rodeo - Souvenirs Expense	2,428.07	1,942.00	125.03 %
6716 Rodeo - Sponsors Exp	609.12	555.00	109.75 %
6718 Rodeo - In-House Exp	4,470.57	2,468.00	181.14 %
6720 Rodeo - Projects & Improve	7,280.84	1,164.00	625.50 %
6724 Rodeo - Rentals	444.23	67.00	663.03 %
6726 Rodeo - Insurance	1,089.00	350.00	311.14 %
6728 Rodeo - Refreshments Exp	3,221.50		
6730 Rodeo - Merchant Svc	996.60	724.00	137.65 %
6732 Rodeo - Supplies	677.34	455.00	148.87 %
6900 Bad Debt Expense	57,262.02		
<b>Total Other Expenses</b>	<b>\$1,924,493.25</b>	<b>\$1,441,270.86</b>	<b>133.53 %</b>
<b>NET OTHER INCOME</b>	<b>\$ (1,921,449.94)</b>	<b>\$ (1,441,270.86)</b>	<b>133.32 %</b>
<b>NET INCOME</b>	<b>\$ (425,704.33)</b>	<b>\$ (64,072.86)</b>	<b>664.41 %</b>

# R-Ranch in the Mountains®

Balance Sheet  
As of August 31, 2022

ASSETS	TOTAL
Current Assets	
Bank Accounts	
1020 Operating Bank Account	61,865.38
1025 Lodge Bank Account	35,781.09
1030 Cabin Bank Account	33,407.60
1040 Property Tax Escrow Bank Acct	70,023.68
1045 Payroll Bank Account	1,410.64
1050 Rodeo Bank Account	26,505.88
1055 Capital Improvement / Infrast	98,448.64
1060 Legal Account	61,089.48
1065 RV Bank Account	88,911.97
1070 Operating Contingent	10,043.61
<b>Total Bank Accounts</b>	<b>\$487,487.97</b>
Other Current Assets	
1700 Accumulated Depreciation	-126,163.98
1900 Unsold Ranch Memberships	343,275.00
Undeposited Funds	22,912.02
<b>Total Other Current Assets</b>	<b>\$240,023.04</b>
<b>Total Current Assets</b>	<b>\$727,511.01</b>
Fixed Assets	
1530 Vehicles	36,719.64
1535 Machinery & Equipment	42,932.60
1540 Horses & Sports Equipment	-850.00
1545 Buildings and Improvements	649,172.79
<b>Total Fixed Assets</b>	<b>\$727,975.03</b>
<b>TOTAL ASSETS</b>	<b>\$1,455,486.04</b>
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2050 Prepaid Assessments	-9,242.87
2060 Sales Tax Payable	-9.05
2070 Accrued Property Tax	73,272.00
2350 Cabin - Refundable Deposit	750.00
<b>Total Other Current Liabilities</b>	<b>\$64,770.08</b>
<b>Total Current Liabilities</b>	<b>\$64,770.08</b>
<b>Total Liabilities</b>	<b>\$64,770.08</b>

# R-Ranch in the Mountains®

## Balance Sheet

As of August 31, 2022

	TOTAL
Equity	
Equity (Conversion)	871,818.76
Retained Earnings	944,801.53
Net Income	-425,704.33
<b>Total Equity</b>	<b>\$1,390,715.96</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,455,486.04</b>

**CUSTOMER ACCOUNT STATUS/ UNIT STATUS**

Active	772	736	775	639	674	720	713	743	746	657	659	729
Suspended	70	106	69	178	149	104	112	85	77	164	163	97
TOTAL UNITS	842	842	844	817	823	824	825	828	823	821	822	826
Status as of:	1/17/20	2/14/20	3/20/20	4/24/20	5/13/20	6/19/20	7/15/20	8/12/20	9/17/20	10/19/20	11/19/20	12/19/20

Goal is 1200 units

Active	743	755	760	722	733	729	758	776	752	610	659	
Option Program					6	6	8	8	8	8	8	
Suspended	86	68	63	88	72	80	51	44	61	203	155	
TOTAL:	829	823	823	810	811	815	817	828	821	821	822	
Collections	33	40	38	58	57	53	49	43	43	43	43	
TOTAL UNITS	862	863	861	868	868	868	866	871	864	864	865	
Status as of:	1/15/21	2/18/21	3/18/21	4/22/21	5/13/21	6/18/21	7/16/21	8/20/21	9/16/21	10/21/21	11/17/21	

Goal is 1200 units

Active	677	699	705	609	645	678	692	711	697		
Option Program	7	6	5	3	3	3	3	4	4		
Suspended	118	101	90	189	142	112	102	89	100		
TOTAL:	802	806	800	801	790	793	797	804	801	0	0
Collections	63	54	56	55	55	55	55	53	53		
TOTAL UNITS	865	860	856	856	845	848	852	857	854	0	0
Status as of:	1/12/22	2/18/22	3/16/22	4/22/22	5/18/22	6/17/22	7/14/22	8/17/22	9/14/22		

Goal is 1200 units



### **Executive Director Board Report – September Meeting**

- August was hot, but we trudged through it.
- Back to school Luau was a great event to end summer/kick fall off, we love doing this every year.
- Met with finance committee a few times and are hard at work on the 2023 budget.
- End of year work continues to include prep work on 3<sup>rd</sup> & 4<sup>th</sup> quarter deadlines, which includes FY23 budget planning and insurance renewals among the other year end close out projects.
- This includes ordering picnic tables for the RV section as we come out of our assessment valley and as funds are available. We know we will not be able to get enough to cover every site, so we may have to have a lottery.
- Continued working with Maintenance on prioritization of work orders/projects to ensure that we are being productive and accomplishing tasks that need to be accomplished. This has been difficult with lots of rain, never ending grass and never-ending labor problems.
- Staffing updates:
  - 1) Maintenance – We are looking for replacement for Kyle and Daniel, it has been a slow, hard process.
  - 2) Housekeeping – Still looking for another housekeeper
- Project updates:
  - 1) Wi-Fi – looking to finish the last of the rollout in Chapel Hill this year if budget allows, if not it will be looked at placing in 2023 budget.
  - 2) Chapel Hill – conduit has been placed in the ground for 12 cabins in phase 2. Working with contractor on pulling/hooks up electrical. Will then look to phase 3 and start planning process.
  - 3) Stable House – maintenance will replace the eaves/face and any other woodwork that needs to be done and start caulking to prep for painting. We have ordered and received windows for the back of the stable house. Work is being done in between reservations.
  - 4) Rainbow – 803/804 continuing to prep for rehab and plan for rehab. Waiting on funds.

# R-Ranch Stable Report

**AUGUST 2022**

## Summary:

Well I thought July was ugly...then there was August. It was super-hot with plenty of rain and thunder storms. We worked in Rides as weather permitted, raked the corral frequently to help it dry out and give it more traction so we could do corral rides. Most days were at least CAT-II Heat Index and eight (8) days were CAT-III Heat Index (90+). I'm assuming most Owners and their families were either at the pools, tubing or doing something on the AC.

We were able to get some Trail work done as well as work on a few horses that needed a little fine tuning. We rotated pastures for our Herds to graze. I bush hogged the Johnson Grass in Lodge pasture several times so that we have a chance of having healthier hay bales for our herd this year...we hope.

August 5<sup>th</sup> was Peyton Coleman's last day with us. Many Owners knew her and her upbeat and bright personality at the sign up desk. She was always eager to provide conversation on the trail...or anywhere else. I'm sure she will be missed by our Riders as much as we will miss her. They are now stuck with me.

## Events:

### ❖ COVID-19

- It's still out there so we ask that people take appropriate precautions. We ask that if anyone is Sick, have any COVID-19 symptoms or has a positive test result or has been in close contact with someone who is sick, please stay home until you are better.
- As we know exposures our illness we modify our procedures to keep our guests safe.

### ❖ Jr. Wrangler

- The final day for Jr Wrangler was moved to SAT August 10<sup>th</sup> to de-conflict what we thought would be a VERY busy Labor Day weekend. In addition to Activities Meaghan will be issuing the kids their T-shirts.

## Projects:

### ❖ Hay / pasture:

- Our fields/pasture that are set aside for hay are mature and we hope to do our 2<sup>nd</sup> cutting this coming week.
- I finally heard back from the Ag Extension Office for Lumpkin county reference our Johnson grass problem in Lodge pasture. Apparently it is an issue across the state. Bottom line there isn't an easy solution. The Herbicides that are effective on the Johnson Grass (Roundup) are also harmful to our fescue. He suggested a wicking applicator but Steve has done this in the past. I have Bushhogged the mature Johnson grass down to the dirt several times now which will be helpful but has not eliminated to plant since it grows from a rhizome (horizontal rootstalk). More to follow...

### ❖ Stable/Barn:

- It has been decided that the Barn Steeple will be repaired and the work will hopefully start soon.

### ❖ Trail Marking:

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

# R-Ranch Stable Report

**AUGUST 2022**

## Fencing/Pastures:

- All Pasture:
  - Summer grass has come in and the horses have plenty of grass right now.
- Owners Pasture (New):
  - In the absence on Owner's horses I've been using this pasture as a convalescent pasture for several of our horses.
- Barn Pasture:
  - Blue herd is grazing on Barn and Back pastures during the work week.
  - The Grass is coming up.
  - Walker Creek continues to erode its banks and encroaching on the Western and Southern fence lines. We will have to do some serious work to either repair, save, and/or shift these fence lines.
  - I Bushhogged to tall grass down to 6-8". This provides better grazing, fewer harmful plants (Foxtail) and reduces the amount of moisture on the horse's feet and legs reducing the frequency of Pastern Dermatitis.
- Back Pasture:
  - The Grass is coming up.
  - I Bushhogged to tall grass down to 6-8". This provides better grazing, fewer harmful plants (Foxtail) and reduces the amount of moisture on the horse's feet and legs reducing the frequency of Pastern Dermatitis.
- Rainbow Pasture:
  - Recently moved Red off of this pasture to allow it to recover.
  - I had to install a small barrier / wall to protect the water pipe, faucet, hose and float valve for the water tank near the West end near the cabins. We have several curious / mischievous horse that kept damaging one or the other several days in a row. The also cracked the 100 gal tank which I replaced with a 150 gal tank. There have been no further issues...yet LoL.
- Chapel Hill:
  - Red Her is currently grazing on this pasture.
  - I Bushhogged to tall grass down to 6-8". This provides better grazing, fewer harmful plants (Foxtail) and reduces the amount of moisture on the horse's feet and legs reducing the frequency of Pastern Dermatitis.
- Old Owner's Pasture:
  - Red Her is currently grazing on this pasture.
  - I Bushhogged to tall grass down to 6-8". This provides better grazing, fewer harmful plants (Foxtail) and reduces the amount of moisture on the horse's feet and legs reducing the frequency of Pastern Dermatitis.
- Lodge Pasture:
  - This pasture is set aside for hay production. As mentioned above the Johnson Grass has wreaked havoc with this pasture.

# R-Ranch Stable Report

AUGUST 2022

## Fencing/Pastures (continued):

- Office Pasture:
  - This pasture is set aside for hay production and is ready for our 2<sup>nd</sup> cutting.
  - \*\*\*We need to rebuild the fencing from the SW-corner down the hill. We've known this was coming because the old fence was nailed to trees and was in generally poor condition for years now. Trees have died and come down recently and the fence along with it.
- Putt Putt Pasture:
  - Blue Herd grazes on this pasture MON evening-THU or FRI AM. The grass has come in pretty good in this pasture.
  - We have identified several Persimmons trees that have limbs that have grown enough that they can drop their fruit into the pasture. Their fruit is not poisonous to horses but they can NOT digest them and they WILL cause colic. We will trim limbs or remove trees as necessary to protect our herd.
  - I still have to make a more deliberate repair or modification to the fence near the gully just South of the Putt Putt golf course due to previous significant erosion. We installed a temporary section of fence to keep the horses safe.
  - Also sometime this year we will remove the old Barbed wire section of fence (E-side) and make a permanent barrier to the gully.
  - Additionally, we need to rebuild the small berm/dam on the intermittent stream that provides drinking water for our horses.

## Maintenance:

- ❖ F-350:
  - Steve's Maintenance team coordinated for a certified mechanic to come in and replace the worn out steering sector (gear box). The Truck steers much better now. We are thankful that we didn't have an accident prior to the repair due to the difficulty we had steering.
  - Still using/leaking engine oil, about a quart a week.
  - The front seal of the Transmission is leaking worse. We are using approx. one (1) pint every two (2) weeks. We continue to monitor all fluid levels and add as needed.
- ❖ Stock Trailer
  - NSTR
- ❖ Kubota ATV (Next Service due at 1,700 hr):
  - We're still having problems starting the engine when it's warm/hot. The throttle body is worn out and there's another undiagnosed issue...it will most likely need to go to repair shop to pinpoint and repair the problem. I performed an upper cylinder carbon removal treatment which has helped some...
  - Our next service is due in 25 hrs.
- ❖ Manure Wagon:
  - Pressure washed and serviced it in APR 2022.
  - Re-lubed the sweeper chains in JUN 2022.

# R-Ranch Stable Report

## AUGUST 2022

### Maintenance (continued):

#### ❖ Chainsaws:

- MS-211: I cleaned the spark plug and filters, sharpened the and adjusted the chain. She's running good now.
- MS-311: NSTR.

### Equine Care:

#### ❖ Dewormer: (Due again NOV 2022)

- We conducted our quarterly Deworming in AUG.

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

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

#### ❖ Vaccine: (Due again OCT 2022)

- We will administer our semiannual vaccine 30 days early this year due to the number of new horses we have now.
- We administered the 5-Way Semi-annual Vaccine to all our horses in MAY 04, 2022. This protects them from:
  - Eastern Equine Encephalitis (EEE).
  - Western Equine Encephalitis (WEE).
  - Tetanus.
  - Rhino (EHV 1 & 4).
  - Influenza.
  - West Nile virus.

#### ❖ Farrier / Hoof Care:

- The interval between Farrier service to shod horses is still averaging 4-8 weeks for shod horses and 6-8 weeks for barefoot horses.

#### ❖ Vet:

- Feather's eye is finally improving with all the care and treatment we've been providing her. I think we are almost out of the dark here, no pun intended.

### Herd development/training:

- Our herd count is now 32. Five (5) are No-Cost-Lease. 19 are Geldings and 13 are Mares. Ed, Jade & Leo are Corral Only, 11 are Beginner, 12 are Intermediate, six (6) are Experienced.
- We have several Horses Off Line temporarily while they recover from leg or back strains.
  - Raquel & Fiona Leg strains.
  - TJ Back Strain.
  - Feather eye injury.
- Some of our older horses are close to retirement.
- Dakota is Off Line and we are rehoming him.
- Faith we are looking to sell because she's just not the right fit here.

# R-Ranch Stable Report

AUGUST 2022

**Rider & Pass #s:**

2022								2019-2021 (3-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	34	4	34	4					JAN	70	4	70	4
FEB	118	30	152	34					FEB	80	6	150	27
MAR	53	10	205	44					MAR	165	20	315	47
APR	216	24	421	68					APR	166	44	404	61
MAY	189	29	610	97					MAY	267	23	671	84
JUN	222	37	832	134					JUN	320	39	991	122
JUL	247	36	1079	170					JUL	381	47	1,372	169
AUG	98	20	1177	190					AUG	216	32	1,588	202
SEP									SEP	299	43	1,887	245
OCT									OCT	250	50	2,138	295
NOV									NOV	235	36	2,373	331
DEC									DEC	90	14	2,468	345

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

# R-Ranch Stable Report

**AUGUST 2022**

❖ Trails status current as of publication of this report:

- High Meadow is still closed due to down trees & Widow-Makers, maintenance has replaced the washed out bridge with a culvert.
- Trail clearing is an ongoing recurring project that requires constant effort.




**Trail Status:**

Western Sector (8)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Ridge Loop			Removed fallen trees
Ridge			Felled & removed dead trees
Cotton			
Gary's Loop			
Waterfall			>Than 2 weeks since last ridden
Knee Knocker			
Indian Mound			>Than 2 weeks since last ridden
Wild Turkey			>Than 2 weeks since last ridden
Eastern Sector (13)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Upper Creek Side			
Satterfield			
Nemo			
Jarad			
Burnt Out			
High Meadow			Downed Trees and dangerous leaners
RV-7 Bypass			
Crystal			
Pennywise			
Nickum's Blunder			
Rustic; Outer & Inner Loops			
Archery			
Wagon Wheel			
Southern Sector (6)			
Trail Name	Status	Last Ridden / Cleared	Remarks
Rainbow			
Ed Owen			
Tire Tree			>Than 2 weeks since last ridden
Gooch Gap			
Plano			
Lake			>Than 2 weeks since last ridden

# R-Ranch Stable Report

AUGUST 2022

## KEY to Trail List:

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

v/r

Herbert L. Kirkover  
CSM USA (RET)  
Stable Manager

## Key:

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

## Enclosures:

Encl-1 Horse Roster

# **Sales & Marketing Report September 2022 (for August)**

## **Sales:**

Leads:92    Web: 85    Phone: 6    Walk-in:1    **Tours: 11**  
New Sales: 3                      YTD: 15  
Option Program:0                      YTD: 3                      Total in Program: 4  
Transfers: 3                      YTD: 31  
Transfer List: 47                      Deedback waitlist: 22                      Both list: 15

## **Tour Feedback:**

### **The Good:**

- 1) Stables/Horseback Riding
- 2) scenery
- 3) RV Storage

### **The Bad:**

- 1) Would like to stay here for longer periods of time.
- 2) Would like to make advance reservations for horseback riding.
- 3) Would like to be able to make reservations further in advance.

## **Reasons for Transfer:**

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

## **Marketing:**

- Digital marketing has shown signs of slowing down a little as we exit summer and enter the fall season. We are still holding out that we will make a late push. We are working on improving our "google" profile in hopes to improve the Ranch on google.
- **Roadside signs:** Round-a-bout: sign is on property, 811 is complete, waiting on a good time so we can put it up.
- County tourism signs: order placed, and Tourism Board has agreed to outsource the program to a 3<sup>rd</sup> party vendor; will hopefully be up soon.

## September 2022 BOD Lodge Report

August 2022 Income	
Wedding	\$24,677
Events	\$4,055
Misc.	\$0
	\$28,732

August 2022 Expenses	
<b>Total Expenses for the month</b>	\$21,948
<b>Net Revenue</b>	\$6,784

Wedding P&L 2022	
YTD Wedding Revenue	\$105,109
Projected Revenue of Weddings 2022	\$74,000
<b>Total amount yet to book</b>	\$31,109

Event P&L 2022	
YTD Event Revenue	\$11,410
Projected Revenue of Events 2022	\$15,306
<b>Total amount yet to book</b>	\$3,896

### Contact Summary

Contacts:		107
	Emails	
	61	R-Ranch Web Site
	2	Here Comes the Guide
	18	Wedding Wire/ The Knot/ Zola
	5	Direct Emails
	20	Phone Calls
	1	Social Media
<b>Total</b>	<b>107</b>	

Of the contacts:	
90	Weddings
1	Groups
12	Party
4	Reunion/School
<b>107</b>	<b>Total</b>

<b>Wedding Tours:</b>	21
<b>Source:</b>	12 Website, 1 Wedding Wire/ 3 Knot/ Zola, 1 HCTG, 4 Phone, Referred
<b>Status of Tours:</b>	1 booked ( Zola, WW, Knot, 1 Web, Phone)

2022 Summary	
Weddings	28
Events	26
RR Events	16
	70
	Owner Events (NON REVENUE)

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

2023 Summary	
Weddings	15
Events	9
RR Events	16
	40
	Owner Events (NON REVENUE)

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

# **Housekeeping Report**

## **August 2022**

**We cleaned 17 Chapel Hill, 37 Singles, 36 Duplex and 15 Cottages.**

**This is a total of 105 cabins cleaned this month.**

**Deep clean chapel. Deep clean Bath House 1 and 2.**

**Pick up trash from bear several times this month.**