

**HART RANCH CAMPING RESORT**  
**QUARTERLY BOARD WORKSHOP MEETING MINUTES**

Friday, August 16, 2019, 9:00 am  
Located in the Pavilion

BOD PRESENT: Bobb Stout – President, Lisa Beck – Vice President, Alex Kulesza – Treasurer, Shawn Donovan – Secretary, Millie McCormick – Membership Secretary, Tim Schnabel – Resort Manager

**The workshop was called to order by Bobb Stout @ 9:01 am**

**APPROVAL OF THE AGENDA**

*Motion: To approve agenda*

*Motion By: Shawn Donovan*

*Seconded By: Millie McCormick*

*Motion: Carried*

**MEMBER COMMENTS**

Bobb Stout - made the introduction and purpose of this meeting is to understand and make improvements to Hart Ranch and its Members. We all pitch in for all the amenities that we have, and we have a huge, diverse group of Members and along the way we can alter what is necessary for the betterment of most of the members as the membership desires.

Bobbie Ragains – Would like to see Winter discounts on RV sites in line with how we discount golf carts and cabins in the off-peak season. She would also like to see the anti-nepotism hold true to employees as it is held to Board Members. No direct report of a family member to his/her respective supervisor.

Dean Cornell – VAST Wi-Fi is very frustrating that a connection, if not established right away, does not refresh to see the SSID in the list of available network connections. He is located between 2 Access Points and not more than 100 feet apart and often has NO signal at all. This and any other concerns will be addressed with VAST representatives at this meeting at 9:30 am.

John Watson – Has subscribed to the VAST Premium Wi-Fi service and finds that is working very well.

Tim Schnabel – Every Monday he gets a report from VAST about how much data is being used at the Resort. Last Monday the resort used nearly 3 TB of data, so that is evidence that “someone” is having success with connectivity. We need to find out why some are successful and identify differences of those who are not having success.

Tim Sikora – The last Resort Report included the Financials through June 30, 2019 and noticed that storage revenues were up and wondered if this was more palatable due to more rigs moving out and more moving in? Tim wants to allocate 5 sites to Active Duty Military families the option to stay in park without having to move sites. Military personnel work 24/7 to protect our freedom and we should offer this option to these people to give them a little benefit, as they are giving us a benefit of their life.

Tom Harsch – Currently we have a policy on the books that there is to be NO living here full-time unless they are employees. Ignoring this policy is not good. Let’s get our rules in alignment of what we are doing.

Tim Sikora – Has a “B” membership and it allows for him to be here 21/9 and he can do that all Summer if he’d like as his membership allows for this.

Tom Harsch – In general, the rule says this park is not intended to be a full-time park.

Millie McCormick – referred to page 33 of our By-Laws and read the first paragraph of the length of stay explanation.

Lisa Beck – Pointed out the rest of the explanation on page 33 of the By-Laws completely laying out the intent of the 21/9 policy.

Bobb Stout – Questions about the intent of the permanent sites came up and Bobb reiterated that the purpose of these sites is still in testing mode and can be changed if voted upon.

Jim Weeks – We have had this discussion numerous times over the course of the last few years and the policy does not define “vacation” or “long-term”. There is nothing defining a timeframe/period that someone can vacation.

James Clayton – Concerned about speed of motorists on Railhead by Playground #4. Needs to be monitored more often.

Gene Graham – Speed limit in park has been a problem for years and years and years and it is getting worse. Part of the problem is that people are talking/texting on their cell phones and not paying attention to their speed or the other occupants on the roadway. Even though there are 2 stop signs at the Welcome Center, people are just driving through while using their cell phones. A policy of “No cell phone use while driving through the park” should be implemented.

Tom Harsch – Security in the park has been brought up before and regardless of the size of staff, we are not addressing the safety issues. We might need to realign the size of staff to the real threats out here.

Carolyn Graham – Glad to see the bicycle safety training that the kids are participating in. Was almost his by a bike rider on cell phone. Why isn’t there personnel at the gate at 9:30 pm but there was someone at the gate @ 2:30 in the morning?

Lorraine Krolosky – Addressed Carolyn’s concerns and explained we have a Welcome staff of 6 and Patrol staff of 7, we do not have 20+ employees in Security. The employee at the gate @ 2:30 am was on night patrol and the lack of staffing @ 9:30 pm is because the gate closes at 8 pm.

Tim Schnabel – Security is on 24 hours per day and our focus has been on communication as well as enforcement of the rules. We have a larger concentration of kids that a city has, per se, so to cut back staff would leave us with a less desirable result to communicate and enforce our rules. If Members would follow the rules this would be a non-issue. We engage all staff members, as well as members, to be a part of the security team to raise awareness of safety rules at HRCR.

**VAST UPDATE: (Presentation by Brett Ritter and Chris Karn of VAST)**

Still trying to gather specific data to be able to troubleshoot more effectively. One identified issue is the number of hot spots being used in the resort that will interfere with connectivity.

Brett Ritter went over -

WHAT WE TALKED ABOUT LAST YEAR

- Complete Outdoor Coverage of Resort
- Wi-Fi device access. Never be blocked because an AP is at its maximum number of devices
- Throughput 1 Mbps of each device registered to the network.
- Wi-Fi and Internet in general is not perfect, there will still be complaints
- User specific login issue. Need to support users in cases of user error
- Device Specific issues with Wi-Fi

#### WHAT I WISHED WE DISCUSSED

- Overall expectations and acceptable trouble rates and how those were measured.
- Specific Trouble shooting procedures and needed information
- Interference

#### NETWORK STATISTICS

- 37 total access points
  - 23 (outdoor) direct fiber fed with a 2.5 gig backbone to the drain
  - 10 (outdoor) repeaters, of which all are fed from a fiber fed AP
  - 4 (indoor) direct ethernet fed with 1 gig back b one to the drain
- Total Data Transferred
  - 12 TB per month (that's a lot of data)
- Unique Users
  - Over 5,000 per month with 12 TB of usage per month on average
- Other SSID's (Hot Spots)
  - The past 7 days – 2,747 other SSID
  - Over 35,000 other SSID

#### Open Discussion with VAST

- Might not be penetrating certain RV's so might require and antennae;
- Free Wi-Fi should have enough backbone to get 1 MB bandwidth;
- Wi-Fi is not perfect and has some trouble, but with gathering good information from the end user will help to identify what VAST needs to do better and if there is the ability to do better;
- Most congested bandwidth that VAST has ever seen – over 300 different networks which does cause interference;
- 100's of rolling Hot Spots causing interference;
- Type of OS might be one of the causes of dropping signal
- OS 10 has setting that can control the system to not refresh its MAC address so that it doesn't keep kicking the user off (Chris will send instructions to Mike W.);
- 1<sup>st</sup> promise of coverage – added 1 more AP and are waiting on parts to get another installed
- Chris Karn interjected and explained that we do not have an internet drain problem.

#### MOVING FORWARD OPTIONS

- Radio-based system that would require antenna @ each site & capture network;
- Wired internet to each site;
- Shopped Ruckus and Cisco (equipment we are currently using and is 1 of 2 best systems in the world) and found our network to be "healthy";

John Watson uses a program "Wire Shark" that fixes the issue of if no reply for a MAC address within 30 milliseconds and it stops looking for an SSID.

Tim Sikora stated that part of the issue with this Wi-Fi is that it is perceived that the FREE Wi-Fi is 100% free operable when in fact user might be using antiquated equipment that isn't compatible with the parameters of our system.

John Watson commended VAST for what they are doing as far as support and communication and has put in a pretty decent system.

Angela Tejeda - expressed her disappointment with the Premium Wi-Fi service and shared the issues she had obtaining a PIN that is necessary to use when you set up a device. She was asked to “give it another try” by paying for another month to obtain another PIN and it only worked for 2 hours at the cost of another \$20.00. VAST will issue a refund and believes that this issue has been corrected. Trying an antenna only increased her signal by 1 bar and should not have had to do so.

Dean Cornell - searches for Hot Spots and there will be a list and then they disappear – might just be a setting in his OS settings.

Tom Harsch – VAST’s network is dropping out. Had a VAST tech verify that network does drop out. Exponential Back-Off setting might fix this characteristic of interference. VAST system is the only one dropping off. A 10% collision rate will take down the entire system.

Brett Ritter – VERY confident that VAST can/will provide the best Wi-Fi network by getting very specific issues communicated with them from the end user and not just anecdotal information. Troubleshooting will take place when real information is communicated, and they will fix the issues to the best of their ability.

Mike Whitenton – Event logs are showing a tremendous amount of cell phones being connected then unconnected. Continue to see a disassociation from the network. Signal seems to be going away even in his office in the Lodge.

Jean Watson – VAST should put together an FAQ & self help to educate the user on some troubleshooting tips.

Maxine Harsch – Internet is the worst it has ever been. Need to collect quantitative information/data.

Brett Ritter/Chris Karn – VAST does not want unhappy customers. VAST invested a tremendous amount of money to this Wi-Fi service and has upgraded our Cable TV with a lot of man hours, at no charge to us, and has continued to go above and beyond in this venture. Can absolutely get better especially with better specific communication & wants to continue to grow the relationship with HRCR. If our contract needs to be reasonably re-negotiated, they are willing to entertain this option.

## RESORT MANAGER’S REPORT:

### 1) Review of the 2019 financials YTD thru 6-30-2019

	June 30, 2018	June 30, 2019	June 30, 2019
	YTD Actuals	YTD Actuals	Budget
Total Revenue	\$ 1,669,875.90	\$ 1,813,614.47	\$ 1,788,390.00
Cost of Goods Sold	\$ 114,304.27	\$ 143,934.12	\$ 140,243.00
Gross Profit	\$ 1,555,571.63	\$ 1,669,680.35	\$ 1,648,147.00
Operating Expenses	\$ 1,292,404.16	\$ 1,393,232.91	\$ 1,504,953.00
Operating Income	\$ 263,167.47	\$ 276,447.44	\$ 143,194.00
Total Other Income	\$ 6,987.99	\$ 31,719.81	\$ 8,400.00
Total Other Expenses (depreciation)	\$ 186,452.25	\$ 183,230.92	\$ 180,000.00
Net Income	\$ 83,703.21	\$ 124,936.33	\$ (28,406.00)

Millie McCormick asked Tim to point out where the RV rental revenue was on the financials and Tim did so and pointed out that the beds in both RV’s need better mattresses as this was the only complaint from members regarding these rentals.

- Usage fees of \$10.00 per night are down from last year attributed to wet, rainy weather;
- Site Rental revenue is up substantially (9-day buy, guest nights and Non-Member fees). Not sure of why the significant change.
- Revenue up overall thru June with a budget of 1.7 88 million and actual revenues of 1.8 million;
- Part of the revenue increase is due to us running the restaurant again revenue of approx. \$52,000;
- Increase in Interest Income is due to Paul doing a great job of laddering our investments;
- Total operating expenses were up from last year 1.3K vs. 1.4K for 2019 vs. a budgeted amount of 1.5K

*Millie McCormick inquired why the budgeted amount for Coin Mach but not expenses? Tim explained that Coin Mach pays later than these financials were prepared. Millie also queried why the sales craft revenue was down. Esther clarified that this is due to fewer table available to rent space do to overcrowded vendors. Millie wanted to know why so much was budgeted for taxes and licenses, Tim to report back to the BOD at tomorrow's meeting. She also inquired about the newsletter expenses and this is due to Midwest Marketing designing our newsletter rather than us doing it internally. Millie asked if sponsors pay the city rate for advertising or is that just included in a package deal? No comparison as far as exposure goes but the value for the ad is unmeasurable. Millie commented on the propane sales which are a clear reflection of a cold, cold winter.*

- Operating income of \$276K vs. \$263K budgeted \$143K certainly better than last year.
- Net net of 124K vs \$83K vs. budgeted amount of -\$28K.
- Always have opportunity to do better but numbers are good through June. July's preliminary numbers look good as well. Should have those next week once all of June's utility and credit card statements are entered and reconciled.

*James Clayton recommended that the financials be sorted in alphabetical order for quicker reference. We could sort it through Excel easily.*

The financials are posted on the bulletin board by the front desk for the members. If anyone would like a copy, see Tim and he will share that information with you!

## 2) Update on 2019 Capital Improvements

### Hart Ranch Camping Resort Approved Capital Improvement List 2019

#### Restaurant

Qty	Description	Cost Each	Total	Expensed	Capitalized
1	Pizza oven	\$ 4,500.00	\$ 4,500.00	\$ 843.20	\$ -
10	Wood blinds	\$ 150.00	\$ 1,500.00	\$ 850.00	\$ -
1	Coffee Grinder	\$ 1,500.00	\$ 1,500.00	\$ 1,410.75	\$ -
1	Smallwares	\$ 2,000.00	\$ 2,000.00	\$ 1,493.63	\$ -
1	Holding/steam table	\$ 3,000.00	\$ 3,000.00	\$ -	\$ -
0	Front Counter/Electrical Updates/Health Dept Updates/Sinks/Ceiling		\$ -		\$ 10,610.79
0			\$ -		
TOTAL			\$ 12,500.00	\$ 4,597.58	\$ 10,610.79

#### Lodge

Qty	Description	Cost Each	Total	Expensed	Capitalized
6	Updated computers	\$ 1,200.00	\$ 7,200.00		\$ 5,940.24
TOTAL			\$ 7,200.00	\$ -	\$ 5,940.24

#### Maintenance

Qty	Description	Cost Each	Total	Expensed	Capitalized
Cabins					
1	Gravel for Storage	\$ 7,500.00	\$ 7,500.00	\$ -	\$ -
1	Expand Restaurant parking (gravel only for this year)	\$ 5,000.00	\$ 5,000.00	\$ -	\$ -
1	3 additional parking lots	\$ 2,500.00	\$ 2,500.00	\$ -	\$ -
2	Travel Trailers to replace existing rental 5th wheel	\$ 16,500.00	\$ 33,000.00	\$ -	\$ 33,000.00
Maintenance					
7	Replace stall doors in women's restroom at pool	\$ 500.00	\$ 3,500.00	\$ -	\$ 3,760.00
1	Remodel Dakota 398--1 bedroom/4 bunks	\$ 1,000.00	\$ 1,000.00	\$ 306.07	\$ -
7	Remodel Dakota Cabins (Flooring, stove, counter-tops, night stands, lamps)	\$ 3,500.00	\$ 24,500.00	\$ -	\$ -
TOTAL			\$ 77,000.00	\$ 306.07	\$ 36,760.00

#### Housekeeping

Qty	Description	Cost Each	Total	Expensed	Capitalized
3	Sofa sleepers	\$ 700.00	\$ 2,100.00	\$ 2,100.00	\$ -
6	Twin mattress sets (7 for Dakota's--Custom size (thinner??))	\$ 600.00	\$ 3,600.00	\$ 3,600.00	\$ -
2	Install vanities in Remingtons and Winchester	\$ 500.00	\$ 1,000.00	\$ -	\$ -
5	Replace carpet in Breck lofts (with vinyl plank?)	\$ 500.00	\$ 2,500.00	\$ -	\$ -
9	Queen mattresses for Colt II's (441,442,444,429,430,434,437)	\$ 300.00	\$ 2,700.00	\$ 2,700.00	\$ -
5	Queen mattresses for Cheyenne's (467,470,473,475,476)	\$ 300.00	\$ 1,500.00	\$ 1,500.00	\$ -
	Lamps, nightstands, headboards, frames		\$ -	\$ 3,608.28	\$ -
7	Queen mattresses for Dakotah's	\$ 300.00	\$ 2,100.00	\$ 2,100.00	\$ -
TOTAL			\$ 15,500.00	\$ 15,608.28	\$ -

#### Pool

Qty	Description	Cost Each	Total	Expensed	Capitalized
1	Stairs	\$ 4,000.00	\$ 4,000.00	\$ -	\$ -
1	Replace Sand in sand filter	\$ 5,000.00	\$ 5,000.00	\$ -	\$ 4,955.64
3	spa pumps	\$ 2,500.00	\$ 7,500.00	\$ 1,134.00	\$ -
TOTAL			\$ 16,500.00	\$ 1,134.00	\$ 4,955.64

#### Activities

Qty	Description	Cost Each	Total	Expensed	Capitalized
1	Rec Center (bldg, concrete, plumbing, electrical)	\$ 86,000.00	\$ 101,370.00	\$ -	\$ 108,469.03
1	Brick patio at PS-A (1400 sf--extra 15' out on 2 sides)	\$ 3,500.00	\$ 3,500.00	\$ -	\$ -
20	Lower Lodge chairs	\$ 50.00	\$ 1,000.00	\$ 1,463.00	\$ -
TOTAL			\$ 105,870.00	\$ 1,463.00	\$ 108,469.03

**TOTAL AMOUNT OF CAPITAL IMPROVEMENTS 2019 \$ 234,570.00 \$ 23,108.93 \$ 166,735.70**

#### LONG-RANGE PLAN ITEMS FOR 2019

Qty	Description	Cost Each	Total	Expensed	Capitalized
Buildings & Land					
4	Cheyenne Siding (materials only--no labor)	\$ 6,000.00	\$ 24,000.00	\$ 3,700.00	\$ -
1	sewer in Meadows	\$ 149,000.00	\$ 149,000.00	\$ -	\$ 142,722.17
Vehicles					
1	Towter	\$ 45,000.00	\$ 45,000.00	\$ -	\$ 13,434.09
<b>TOTAL LONG-RANGE PLAN ITEMS FOR 2019</b>			<b>\$ 218,000.00</b>	<b>\$ 3,700.00</b>	<b>\$ 156,156.26</b>

**TOTAL AMOUNT OF Long-Range Plan IMPROVEMENTS 2019 \$ 452,570.00 \$ 26,808.93 \$ 322,891.96**

Tim went over Capital Improvements YTD

- Restaurant
  - No changes from June report
  - Pending item for 2020 is a hood over pizza oven (must vent system per Health Inspector) 1<sup>st</sup> bid we got was for \$17,000.00. We don't need whatever they were going to install just something to draw the heat off the system.
- Lodge
  - Same
- Maintenance
  - No change from last reporting (cut out gravel for Restaurant parking lot)
- Pool
  - Need to purchase stairs for 2020
  - Possibly Main Pump \$7500.00
- Activities
  - Spent \$108,000 on Rec Center, going to shut down on the first week of September due to no restrooms and unfinished kitchen
  - Will get bids to see if this can be accomplished early in the fall/winter to be able to open for private parties.
- Meadows
  - Current YTD spend we are at \$142,000 will go over spreadsheet.

Question was brought up if tower is too long and needs to be shortened but Hugh is confident that it will work fine. There are some electrical issues to get corrected over winter, but we are fine for now.

Total Capital Improvements Budget \$452,000 we are at \$322,000.00 with some pending items in the meadows for this year and possibly some gravel in storage.

### 3) Department Updates

**All departments** – challenge has been keeping up staffing levels this season. Trying to get through the end of season.

#### **Restaurant**

- Look to reducing operating hours this next week as another cook had a family emergency and must leave and cannot hire somebody for just 2 weeks of employment. Will just try to retool for next year.

#### **Lodge**

- Occupancy is only slightly down overall -.01% (occupancy report hand out provided);
- Hired an Assistant Guest Services Manager for Susan to train to take over Family Reunions and to learn the mailroom right away then more training to be done over the Winter season.
- Sturgis Rally week is only one week long beginning August 7 thru August
- 15, 2020. Not making it a 2-week event.

**Maintenance** – Eddie is on limited duty as he had back surgery last Friday;  
Developing list of winter projects;

Siding on Cheyenne Cabins;

- Finish Rec Center (bathroom, kitchen, noise reduction);
- Meadows Sewer – very close to turning on;
- Parking lot/s;
- All cabins inspected to identify necessary repairs/updates;
- Etc. (100 or so items on list);
- Shut down schedule first, then winter projects;

- Have a leak by storage yard but Action Mechanical won't touch the project because of the amount of fiber that is in that area. Looking for another contractor to fix this issue.

**Housekeeping**

- Only had 1 J-1 worker this year and look to get more next season;

**Security**

- Retooling for next year;
- Looked at getting new radar machine that will take pics of license plates and drivers but will do more research.

**Restaurant**

- July gross numbers close to \$65,000 with budget of \$66,000 will find out net when we get a true COGS when we take inventory at the end of the season.
- Breakfast average of \$1,000.00
- No price point negative feedback
- Come up with a plan for 2020;
- RCCS wants us to do 1 meal a week but holding out for at least 4 meals a week so going to button it up for the winter.

**Activities**

- Biggest events are Rodeo's;
- Attendance with new system of color-coded tickets YTD is 1127 Non-members, 1340 Members, Kids were not tracked the first few rodeos so kid count is much higher than stated, sponsor attendance is low. Had 68 from youth group attend. 33 Employees and average 19 volunteers per rodeo. Does not include staff tickets as they get promo tickets. 67 contestants per rodeo but we do not track the contestant +1 so we know there is friends and family that come with contestants. 31 crew that come in to produce the rodeo. Redemption of tickets average of 758 per rodeo. Biggest attendees are still members @ 36%.

2019 YTD RODEO ATTENDANCE TOTALS									
	Non-member	Member	Kid	Promo	group (NM)	Emp/Vol	Contest.	Crew	
	<b>1127</b>	<b>1340</b>	<b>645</b>	<b>578</b>	<b>68</b>	<b>198</b>	<b>404</b>	<b>185</b>	<b>4545</b>
<b>% of total</b>	25%	29%	14%	13%	1%	4%	9%	4%	100%
<b>% of spect.</b>	31%	36%	17%	16%					3690
<b>Avg/Rodeo</b>	188	223	108	96		33	67	31	758

- Sales table set up at Rodeo and will analyze if we can get a membership out of this effort.
- Bleachers are from Civic Center and price more than doubled for us to rent and should expect another increase for next year.
- Bottom line is close to what we budgeted and will review what we can do better.
- Only one rodeo left and should be a good one;
- Payroll is an estimated number and is stated more than double than we spent.
- GREAT event!



## Rodeo Financial Summary:

WILD WEST WEDNESDAY--HART RANCH ROUGHSTOCK & BARREL SERIES									
2019 Rodeo Budget									
Item/Service	Vendor	Expenses							
		July 10th	July 17th	July 24th	July 31st	August 7th	August 14th	August 28th	TOTALS
Rodeo Production/Arena setup (Including transportation, prize money, personnel, animals, etc.)	Spud Creek Rodeo Productions	\$ (23,600.00)	\$ -	\$ -	\$ (17,700.00)	\$ -	\$ -	\$ -	\$ (41,300.00)
Arena Rental		\$ (7,500.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (7,500.00)
Printing--programs in house(3500)		\$ (50.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (50.00)
Printing--tickets (8000)	Cost of \$1000 for 8000	\$ (597.47)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (597.47)
Printing--posters (500)		\$ (79.88)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (79.88)
Printing--Flags (10)		\$ (2,819.59)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (2,819.59)
Printing--Banners (20)		\$ (414.61)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (414.61)
EMTs	Rockerville Fire Department	\$ -	\$ -	\$ -	\$ (1,600.00)	\$ -	\$ -	\$ (1,200.00)	\$ (2,800.00)
Bleachers/seating (\$1500 deposit)	Tracy Heitsch--RPCC	\$ (8,800.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (8,800.00)
Advertising (Radio/TV)		\$ (4,158.00)	\$ -	\$ -	\$ -	\$ (1,000.00)	\$ -	\$ -	\$ (5,158.00)
Advertising (Newspaper/magazine)		\$ (1,645.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,645.00)
Advertising (Social Media)		\$ -	\$ (635.00)	\$ -	\$ -	\$ (250.00)	\$ -	\$ -	\$ (885.00)
Portable toilets & Garbage	Kieffer Sanitation	\$ -	\$ -	\$ (1,165.75)	\$ -	\$ -	\$ -	\$ (1,200.00)	\$ (2,365.75)
Event insurance	Allen Insurance	\$ (3,848.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (3,848.00)
Event Payroll (Estimated)		\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (7,000.00)
Other		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Saddles	Teskey's	\$ (4,980.00)	\$ (1,065.00)	\$ -	\$ 1,245.00	\$ -	\$ -	\$ -	\$ (4,800.00)
Promo t-shirts (140)	20/rodeo	\$ (1,046.50)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,046.50)
Shirts--Judges, Bull Fighters, Pick-up men		\$ (340.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (340.00)
VIP Tent expenses		\$ -	\$ -	\$ -	\$ -	\$ -	\$ (2,500.00)	\$ -	\$ (2,500.00)
Tent set-up (Time Equipment)		\$ (550.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (550.00)
Contingency		\$ (1,000.00)	\$ -	\$ (1,000.00)	\$ -	\$ (1,000.00)	\$ -	\$ (1,000.00)	\$ (4,000.00)
Total Expenses		\$ (62,429.05)	\$ (2,700.00)	\$ (3,165.75)	\$ (19,055.00)	\$ (3,250.00)	\$ (1,000.00)	\$ (6,900.00)	\$ (98,499.80)
Item/Service		Revenues							
Ticket Sales (Seating capacity is 750. Ticket prices are \$5 for members & military and \$10 for nonmembers, 10 and under are free.		\$ 2,930.00	\$ 1,955.00	\$ 1,725.00	\$ 2,650.00	\$ 2,080.00	\$ 2,540.00	\$ 2,200.00	\$ 16,080.00
Concessions: Restaurant		\$ 1,523.00	\$ 1,555.00	\$ 1,102.00	\$ 1,564.00	\$ 1,213.00	\$ 1,648.00	\$ 2,000.00	\$ 10,605.00
Concessions: Beer		\$ 985.00	\$ 788.00	\$ 651.00	\$ 1,016.00	\$ 705.00	\$ 943.00	\$ 1,000.00	\$ 6,088.00
Concessions: Cotton Candy/Popcorn/Ice Cream/Shaved Ice		\$ 663.00	\$ 417.00	\$ 448.00	\$ 646.00	\$ 522.00	\$ 603.00	\$ 650.00	\$ 3,949.00
Total Revenue		\$ 6,101.00	\$ 4,715.00	\$ 3,926.00	\$ 5,876.00	\$ 4,520.00	\$ 5,734.00	\$ 5,850.00	\$ 36,722.00
GROSS PROFIT		\$ (56,328.05)	\$ 2,015.00	\$ 760.25	\$ (13,179.00)	\$ 1,270.00	\$ 4,734.00	\$ (1,050.00)	\$ (61,777.80)
sales)		\$ (1,109.85)	\$ (966.00)	\$ (770.35)	\$ (1,129.10)	\$ (854.00)	\$ (1,117.90)	\$ (1,277.50)	\$ (7,224.70)
NET		\$ (57,437.90)	\$ 1,049.00	\$ (10.10)	\$ (14,308.10)	\$ 416.00	\$ 3,616.10	\$ (2,327.50)	\$ (69,002.50)
						Sponsor Revenues			\$ 100,410.00
									NET \$ 31,407.50

- Angie stepping down this year and are looking for her replacement.

James Clayton would like for us to purchase some bleachers and recoup our investment in 3-4 years. Tim shared a bigger vision for that rodeo, and we will continue to move forward to make it more efficient.

## Storage

- Only have 11 sites available for rent out of 1,011 sites;
- Will need more gravel.
- Looking at stagnant campers/vehicles that have not been moved for years to see if we can clean some of that out;
- Winterization standards are being put in place so that we do not miss any expectations of us and if we do miss something, we want to communicate to call us first to fix before calling mobile repair person.

## Pool

- Same issues with staffing;
- Chemical incident of one for season, but shocked the pool and all is fine;
- Couple of closures due to upchucking, etc. but all in all we have one of the cleanest pools in the state;
- Just follow rules and wear swimmers and take a shower.
- Will continue to focus on customer service opportunities for this and next year.

## Hart Mart

- Keeping fresh merchandise rotating often

- Looking at offering limited number of items for sale online.
- Good bottom line for the season.

#### **Grounds**

- Still trying to get the trees transplanted out of the tree farm to the meadows and other areas of the resort, but still too wet;
- Will work on equipment replacement schedule for October budget meeting.

#### **HR/Admin/Accounting**

- Research POS software systems to uniform all departments
- Remote CC system for taking payments at rodeos, and other remote events;
- Time keep system update and give supervisors more control over mispunches and managing employees time more closely.

Question was asked if there are any restrictions on storage usage and must they be an HR Member. You must be a member to take advantage of our storage. We are working on cleaning up the storage yard and streamlining the usage. We do not have any indoor storage sites open. Might look to expand in future. Daily storage is full in July and August, but we can look at utilizing those for the other 9 months a year just to utilize it for something else.

**OLD BUSINESS:**

**Update on Meadows; sewer project**

<b>Completed</b>	<b>Vendor</b>	<b>Date</b>	<b>\$ Pd</b>
Underground Specialists		11/1/2018	\$ 49,972.17
Underground Specialists		1/2/2019	\$ 49,972.17
Underground Specialists		2/12/2019	\$ 15,000.00
Bierschbach		4/2/2019	\$ 319.50
Core & Main		4/9/2019	\$ 10,559.91
Jonathon Giese		4/9/2019	\$ 1,000.00
Donnie Pallatto		4/12/2019	\$ 2,000.00
Bierschbach		4/17/2019	\$ 373.82
Donnie Pallatto		4/18/2019	\$ 2,500.00
Bierschbach		4/22/2019	\$ 1,462.06
Donnie Pallatto			\$ 1,500.00
Manhole covers (quote received)	J&D Precast		\$ 1,650.75
<b>TOTAL SPENT TO DATE</b>			<b>\$ 136,310.38</b>
<b>Needed to complete project</b>			
Sandblasting & sealing manholes	Joe's Sandblasting		\$ 2,981.46
Concrete to bevel manholes (estimate)	Croell		\$ -
Pump Assembly (parts ordered)	Ferguson		\$ 23,545.21
Grinder Pumps	Ferguson		
Rail Assembly	Ferguson		
Transducer	Ferguson		
Pump Hoist	Ferguson		
Control Panel	Ferguson		
Control Panel Internals	Ferguson		
3/4"x9" Anchor Bolts	Ferguson		
Float Switches	Ferguson		
Guide Rails (stainless steel) (estimate)	Dakota Supply		\$ 1,500.00
Unistrut (estimate)	Menards		\$ 700.00
Unistrut Hardware (estimate)	Menards		\$ 300.00
Concrete Mesh (estimate)			\$ -
Electrical to pumps/installation (Freeman Electric)			\$ 3,168.00
Labor to Install Pump Assembly (3 bids received)			\$ 19,500.00
<b>ESTIMATED TOTAL AMOUNT DUE TO COMPLETE THE PROJECT</b>			<b>\$51,694.67</b>
<b>COMBINED TOTAL (w/ Underground Specialists plus balance)</b>			<b>\$ 188,005.05</b>
<b>ORIGINAL BID</b>			<b>\$ 149,826.50</b>
<b>AMOUNT EXCEEDING ORIGINAL BID</b>			<b>\$38,178.55</b>
<b>Outstanding Filed Liens</b>			
	<b>Core &amp; Main</b>		\$ 17,105.17
	<b>DMI</b>		\$ 26,625.00
			\$ 43,730.17
<b>Other Unpaid balances (by Underground Specialists)</b>			
	<b>Forterra</b>		\$ 15,760.62
	<b>Bierschbach</b>		\$ 16,840.24
	<b>Pete Lien &amp; Sons</b>		\$ 4,100.00
			\$ 36,700.86
TOTAL w/ paying liens and other unpaid amounts in full			\$ 268,436.08
Legal Fees (Invoiced)			\$ 5,106.10
Legal Fees (Invoiced)			\$ 100.00
Remediation/Inspection (Gravel, Rapid Rooter)			\$ 6,076.03

- Action Mechanical installing the last component for the pumps themselves.

*Millie asked if we had to have the county there to inspect at the time of firing up the pumps and the answer is that we will make a call to the county to verify. The county has the permit and knows our timeframe, we believe we can operate until at which time they come to inspect. (Confirmed that yes, we can move forward prior to inspection).*

- We are putting the concrete around the sewer pipes and have a few left to complete;
- 19 sites will be occupied in the meadows this weekend and we would like to fire off the system and at least monitor for the next 3 weekends until we start the shutdown process for the season;

*Millie wanted to know if we decided to put the screen baskets over the pumps and the decisions was to NOT do so as the pumps are designed to grind up just about any material. Questions were also raised if we would have threaded sewer connectors and if we were going to cut down the pipes flush with the concrete? Yes, we are cutting the pipes flush and No on the threaded connections. Millie would like to see the Police report updated on Underground Constructors once we get more concrete dollars in damages.*

*Bobb Stout would like us to continue our relationship with our vendors and will seek legal counsel on how to proceed with a member vote to pay out the additional monies needed to do so as it does exceed what the BOD can approve.*

*Gene Graham still wants us to negotiate a settlement offer with the unpaid vendors.*

*Jean Watson asked what we would do if the members do not approve these expenditures? We don't have a resolution for that and will seek legal counsel.*

*Millie is concerned that we are accruing interest on the liens and wants to pay these debts sooner than later.*

*Tom Harsch expressed that we need to get legal counsel on how to proceed.*

*Maxine Harsch asked where the additional \$50K was that the BOD approved for the emergency expenditures? Tim explained where it landed in the Meadows financials.*

*Jean Watson inquired how we planned to control new improvement contracts (to be discussed in New Business)*

### **Rec Center Update**

- Spent \$108,000 at present time with additional donations of \$8,000 for carpet and games;
- Will get bids for sewer;
- Finish kitchen and bathroom to rent out for next off-peak season;
- Overall utilization feedback has been positive;
- Cover needed on North side of building will get with Eddie to design pitch of roof, etc.;
- Nice central location for all staff to be under one roof;
- However, it is too noisy, need to install barrier to control;
- Need screen at equipment check out window to control bugs (maybe plexi-glass)
- Need better and more golf cart parking;
- Have cameras to install, currently working on them.

## NEW BUSINESS:

### 1) Proposed changes for 2020

#### a. Change of allowances per Susan Heizer's letter

- What is being proposed is for Associates be allowed to use more than 2 sites for family gatherings as long as it does not exceed 21 days total – this would require a By-Law change. After some discussion, we are not going to entertain this idea at this time as it is not in the best interest of the majority of our members.
- Solutions to this issue could include building 3 more Redwood Cabins (blessed and cursed with high occupancy demands)
- Eliminate family reunions and create new structure to accommodate.

Bobb Stout will respond to Susan's request and inform her of the Board of Director's decision to not act on this at this time.

#### b. Discussion of allowing 9-day policy and it was decided that we needed to amend the by-laws to include the following criteria:

Motion: To amend Rules and Regulation #4 on page 33, in the body of paragraph 2 to include the following:

*Certain memberships that allow for the ability to purchase their 9 days out, may be allowed to purchase them on top only if there are up to 9 consecutive days available, on the same site, within 24 hours of their scheduled departure date.*

*Motion By: Millie McCormick*

*Seconded By: Alex Kulesza*

*Motion: Carried.*

### 2) Number of seasonal sites in the meadows/rate

Motion: Keep the number of seasonal sites to 10 up top and 5 in meadows and no rate change.

*Motion By: Shawn Donovan*

*Seconded By: Lisa Beck*

*Motion: Carried*

- #### a. Discussed adding more workamper sites in meadows to allow for more room on top for members – no decision made.

### 3) Review of all rate structures for 2020

#### a. Recommended change to increase storage rates

Motion: To increase annual RV storage site fees for first site from \$225.00 to \$240.00 and increase the fee for the second site from \$290.00 to \$325.00.

*Motion By: Lisa Beck*

*Seconded By: Shawn Donovan*

*Motion: Carried*

#### b. Rally dates/blackout dates will be August 7 – 15, 2020.

#### c. Change associate dues to be paid by January 31<sup>st</sup> for \$25 rate/\$100 if paid after.

*Motion: Change associate dues to be paid by January 31<sup>st</sup> for \$25 rate/\$100 if paid after.*

*Motion By: Lisa Beck*

*Seconded By: Millie McCormick*

*Motion: Carried*

#### **4) Discussion of joining the Road District w/Hart Ranch Development**

- Would have contributed over \$80,000 over past 20 years had we paid our Unorganized Road District taxes to the District vs the County;
- They want us to catch up to what we would have paid over the past 20 years if we had joined their district at that time;
  - Reduce contribution by our maintaining the road/snow removal – worth about \$300.00 X 32 times/year. Need to also include mowing and light pole maintenance as well as paying electricity for lights along Arena Drive.
- Funds are managed by Road District
  - HR BOD member to be on their Board?
- Liability also goes to Road District

*Motion: Form a Road District Committee to obtain information that we can make an educated decision regarding our joining the Hart Ranch Development Road District. Committee to be consist of Shawn Donovan, Alex Kulesza and Brad Dighton.*

*Motion By: Bobb Stout*

*Secoded By: Lisa Beck*

*Motion: Carried*

#### **5) Review of Policy #16: Board Negotiations**

Millie McCormick suggested the following additions to Policy 16--Board Negotiations:

1. For projects under \$5000 from any outside business or individual, performing work on Hart Ranch property, a current Certificate of Liability Insurance from the insurance company insuring that business or individual must be provided to the BOD.
2. For projects over \$5000 but under \$25000, in addition to the above Certificate of Liability, the business or individual must supply Lien Waivers for all work performed and supplies purchased with copies to the BOD.
3. For projects of \$25000 or more, Certificates of Liability on all workers must be provided, Lien Waivers for all work performed and supplies purchased, plus a Performance Bond, with a copy to the BOD.

*Motion: To table this discussion until we speak to attorney*

*Motion By: Shawn Donovan*

*Secoded By: Lisa Beck*

*Motion: Carried*

#### **6) Discussion of amending guest night usage policy**

- Builds value into memberships by increasing guest nights;
- How will TSW handle calculating guest nights, at what cost to HR?

*Motion: Table this discussion for the October Meeting*

*Motion By: Millie McCormick*

*Secoded By: Lisa Beck*

*Motion: Carried*

#### **7) Hart Ranch Golf Course Package Marketing**

- Create a partnership with HRGC to create a new product to help grow their membership and our membership and build value while doing so;
- Concern about allowing day use and the impact it may have on the pool and rest of infrastructure;

- Allows for more Non-Members to be on property – some concern;
- Maybe allow 1 extra night if they agree to take a sales tour and listen to sales pitch?
- Tim will make all changes to the proposed levels of Joint Ventures with HRGC and email them to the BOD.

#### **8) Use of Member Survey/s**

- Member feedback about what content should be in this survey is greatly welcomed;
- How can we better serve our such diverse membership;
- What can we do better;
- Reasonable to expect about 1,000+ responses as that would mirror the voting responses;
- Want to obtain as much information as we can then glean items from survey to create more surveys in the future for specific items/departments;
- Contact Tim to participate/help create this survey.

*Millie inquired if we had a document that inventoried our cabins/equipment/etc. that would show the age of such and replacement recommendations. We do have the depreciation schedule and Tim will get that updated for discussion at the Long-Range Planning Meeting.*

*Tom Harsch gave feedback from the HOA at Hart Ranch Development that they are upset with the gas golf carts (noisy) cruising down their pathways, dogs pooping in owner's yards and kids playing in the ponds. We have not heard any reports but will keep in touch with HR Development to see if we can do anything to help. Tim assured the audience that "Walking Path Etiquette" is given to each renter of our golf carts and we will try to better communicate the importance of following this manner.*

*Maxine Harsch was at CS#4 about 6 am the other morning and heard a barking dog and found someone sleeping in a car. Advised to call security to scope out.*

*Motion: To adjourn meeting @ 4:04 pm*

*Motion By: Lisa Beck*

*Seconded By: Alex Kulesza*

*Motion: Carried*