

HART RANCH RESORT
ANNUAL MEMBERSHIP BOARD MEETING MINUTES
June 9, 2018, 10:00 – 11:30
Located in the Pavilion

CALL MEETING TO ORDER - Tom Kinnison (Vice-President)

Open with Pledge of Allegiance

Present: Tom Kinnison (Vice-President), Lisa Beck (Secretary), Bob McCormick (Treasurer), Elmer Pritchard (Membership) and Tim Schnabel (Resort Manager)
Absent - Wayne Pauli (President)

APPROVAL OF THE AGENDA presented by Tom Kinnison

- Motion to Approve: Tom Kinnison
- Seconded: Lisa Beck
- Opposed: None
- Motion: Carried

READING AND APPROVAL OF 2017 ANNUAL MEETING MINUTES presented by Lisa Beck
(Minutes located on the Hart Ranch Website and in the Red folders in the Boardroom at the Lodge)

- Motion to Approve: Lisa Beck
- Seconded: Elmer Pritchard
- Opposed: None
- Motion: Carried

PRESENTATION OF WORKSHOP MINUTES – June 8, 2018 presented by Lisa Beck
(Minutes located on the Hart Ranch Website and in the Red folders in the Boardroom at the Lodge)

- Motion to Approve: Lisa Beck
- Seconded: Bob McCormick
- Opposed: None
- Motion: Carried

TREASURER'S REPORT presented by Bob McCormick

As of April 30, 2018, cash in the Pioneer Bank checking account was \$46,510. The Pioneer Bank Money Market balance was \$8,337; Black Hills Federal Credit Union balance was \$91; Med5 Federal Credit Union was \$28; Pioneer Bank Expansion Money Market balance was \$1,506; the Trust Account at Pioneer Bank had a balance of \$11,375. Cash on hand in the ATM machine, petty cash, and change funds were \$6,120.

The following are also balances from April 30, 2018:

Certificates of Deposit - \$433,596
RBC Wealth Management Investments - \$575,693
Community Bank - \$101,039
Black Hills Federal Credit Union - \$49,249
State Farm Bank - \$182,986
Synchrony Bank - \$239,529

According to the balance sheet, as of April 30, 2018, total assets were \$5,844,468; total liabilities were \$1,020,763 and member's equity was \$4,823,705.

- Motion to Approve: Lisa Beck

- Seconded: Elmer Pritchard
- Opposed: None
- Motion: Carried

MEMBERSHIP REPORT presented by Elmer Pritchard

	2018 Membership #'s										
Report pulled directly from TSW	Active							Total Active	Terminated	Suspended	Mutually Released
(#'s thru end of month)	P	A	B	C	W	2W	1FT/1MT				
January	1453	616	1751	42	59	5	4	3930	345	63	328
February	1471	623	1786	44	64	4	4	3996	343	6	325
March	1469	627	1782	43	64	0	4	3989	345	0	328
April	1458	623	1758	42	59	5	4	3949	347	42	328
May	1463	624	1764	42	59	7	4	3963	377	7	328
June	1462	625	1767	42	59	7	4	3966	376	7	328
Active	2904	1093	1864	18	0	0	0				
Active-ACH	135	119	80		0						
YTD Associate #'s	3039	1212	1944	18	0	0	0	6213			

- Motion to Approve: Lisa Beck
- Seconded: Bob McCormick
- Opposed: None
- Motion: Carried

RESORT MANAGER'S REPORT presented by Tim Schnabel

- Year Ending Financials through December 31, 2017

	December 31, 2016	December 31, 2017	December 31, 2017
	Actual	YTD Actuals	Budget
Total Revenue	\$ 3,128,322.18	\$ 3,273,045.79	\$ 3,217,724.00
Cost of Goods Sold	\$ 306,145.02	\$ 308,089.83	\$ 314,293.00
Gross Profit	\$ 2,822,177.16	\$ 2,964,955.96	\$ 2,903,431.00
Operating Expenses	\$ 2,497,585.21	\$ 2,704,356.78	\$ 2,800,503.00
Operating Income	\$ 324,591.95	\$ 260,599.18	\$ 102,928.00
Total Other Income	\$ 15,243.62	\$ 15,609.34	\$ 12,000.00
Total Other Expenses (depreciation)	\$ 368,754.95	\$ 351,581.05	\$ 323,000.00
Net Income	\$ (28,919.38)	\$ (75,372.53)	\$ (208,072.00)

- Year-to-Date Financials through April 30, 2018:

	April 30, 2017	April 30, 2018	April 30, 2018
	Actual	YTD Actuals	Budget
Total Revenue	\$ 773,734.05	\$ 800,541.04	\$ 744,490.00
Cost of Goods Sold	\$ 24,876.17	\$ 36,913.62	\$ 27,091.00
Gross Profit	\$ 748,857.88	\$ 763,627.42	\$ 717,399.00
Operating Expenses	\$ 664,441.33	\$ 638,343.32	\$ 702,606.00
Operating Income	\$ 84,416.55	\$ 125,284.10	\$ 14,793.00
Total Other Income	\$ 3,771.86	\$ 5,006.76	\$ 4,000.00
Total Other Expenses (depreciation)	\$ 106,632.00	\$ 120,093.04	\$ 115,000.00
Net Income	\$ (18,443.59)	\$ 10,197.82	\$ (96,207.00)

- Introduction of Supervisors by Tim Schnabel:
Mal Knopf-Pool, Hugh Hart-Storage, Larry Schuman-Security, Jackie Peterson-Human Resources, Tabitha Oliver-Sales, Ella Shafer-Members Services, Shannon Hostettler-Hart Mart, Sally Monroe-

Guest Services, Cathey Fulwiler & Darrel Olson–Housekeeping, (not present – Eddie Long-Maintenance, Victor Tejeda–Grounds, Angie Tejeda-Activities, Jennifer Muilenburg–Accounting, Paul Alink–Accounting/Member Accounts).

- Update on Capital Improvements being made at Hart Ranch (See notes from Workshop)

OLD BUSINESS:

- Sales Department Update – Sales tours are down, targeting 300 mile radius. Attended the Minneapolis RV Show, the Sioux Fall RV show and looking at attending the FMCA Rally in Gillette in July. Have completed many transfers, associate additions and/or upgrades as well as several member upgrades.
- Long Term Plan Update presented by Bob McCormick – BOD meets every year. We met on May 19, 2018 to review the Long Term Planning for the next 1-5 years. More detailed information is in the Long Range Planning minutes found on the Website and in the red binders in the Boardroom at the Lodge. In summary, the Board approved the following Long Range expenditures for 2019:

Long-Range Plan items for 2019				
Qty	Description	Cost Each	Total	Approved
	Buildings & Land			
20	Picnic Tables	\$ 650.00	\$ 13,000.00	\$ 13,000.00
4	Cheyenne Siding (materials only--no labor)	\$ 6,000.00	\$ 24,000.00	\$ 12,000.00
20	Repair Sites	\$ 2,000.00	\$ 40,000.00	\$ 40,000.00
1	Lodge/Hart Mart Staining	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00
1	Picnic Shelter by CS-4	\$ 68,000.00	\$ 68,000.00	\$ 68,000.00
	Rental Units			
1	Redwood cabin (materials only--we do the build)	\$ 35,000.00	\$ 35,000.00	\$ 35,000.00
	Maintenance			\$ -
1	Mower	\$ 35,000.00	\$ 35,000.00	\$ 35,000.00
	Vehicles			\$ -
1	Towter	\$ 45,000.00	\$ 45,000.00	\$ 45,000.00
	Furniture/Equipment			
1	Furniture/Equipment for Redwood	\$ 6,500.00	\$ 6,500.00	\$ 6,500.00
1	Wi-Fi Upgrades	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00
TOTAL LONG-RANGE PLAN ITEMS FOR 2019			\$ 313,500.00	\$ 301,500.00

NEW BUSINESS:

No New Business to report

ELECTION RESULTS:

Tim acknowledged and thanked the validation committee – Roger & Barbara Baker, Connie Kelly, Peggy Schuman, Roger & Dorothy Johnson, Tim and Roseann Sikora

- Elmer – Thank you to the counting committee
- Approved the validation of election process
- Eight applications received for two open Board seats
- Results of the election given to Elmer by Roger Baker:

Elmer read the results of the counted ballots for the new BOD Members. 748 absentee ballots were received and an additional 30 live ballots were received Saturday morning. The breakdown is as follows:

Curt Cogan - 236

Shawn Donovan – 131
Alex Kulesza – 192
Millie McCormick -277
Gary Schuler – 205
Amy Stevenson - 115
Mike Tripp – 219
Jim Weeks = 141

Congratulations to Curt Cogan and Millie McCormick on their newly elected positions to the Board of Directors.

Approval of election results

- Motion to Approve: Elmer Pritchard
- Seconded: Lisa Beck
- Opposed: None
- Motion: Carried

Motion to Adjourn by: Elmer Pritchard

Second: Bob McCormick

Opposed: None

Motion: Carried

Meeting Adjourned at 11:32