

**Hart Ranch Camping Resort**  
**Quarterly BOD Meeting Minutes**  
**October 14, 2016**

The Quarterly BOD meeting was brought to order at 8:00 am by Wayne Pauli, BOD President.

Those present were Wayne Pauli, President, Kathy Payne, Vice President, Bob McCormick, Treasurer, Dotty Johnson, Secretary, Elmer Pritchard, Membership Secretary, and Tim Schnabel, Resort Manager.

The meeting started with the Pledge of Allegiance.

Motion to approve the agenda as amended was given by Bob McCormick, and seconded by Kathy Payne. Motion carried.

The August 2016 board meeting minutes were read by Dotty Johnson. There were no additions and/or corrections. Kathy Payne motioned to approve the minutes, and a second was given by Elmer Pritchard. Motion Carried.

The Workshop minutes from October 13<sup>th</sup> were read by Dotty Johnson. Corrections were made. Bob McCormick made a motion to approve the minutes of the workshop, as corrected. A second was given by Kathy Payne. Motion carried.

**TREASURERS REPORT**

Bob McCormick presented the treasurers report as board members followed along, reading the balance sheet. Elmer Pritchard made a motion to approve the treasurer's report, with a second by Dotty Johnson. Motion carried.

**MEMBERSHIP REPORT**

Elmer Pritchard gave the membership report. The numbers are as follows:

- 1486 P Memberships
- 645 A Memberships
- 1782 B Memberships
- 50 C Memberships
- 93 W Memberships
- 5 Miscellaneous Memberships
- 4061 Total Memberships
- 6815 Total Associate Memberships

Bob McCormick made a motion to approve the membership report with a second given by Kathy Payne. Motion carried.

**MANAGER'S REPORT**

Tim Schnabel summarized the numbers from the October 13<sup>th</sup> meeting, presenting an overhead view of the HRCR with a summary as follows:

	August 31, 2015	August 31, 2016	August 31, 2016
	Actual	YTD Actuals	Budget
Total Revenue	\$ 2,184,374.00	\$ 2,272,176.00	\$ 2,318,844.00
Cost of Goods Sold	\$ 224,475.00	\$ 240,871.00	\$ 243,181.00
Gross Profit	\$ 1,959,899.00	\$ 2,031,305.00	\$ 2,075,663.00
Operating Expenses	\$ 1,816,995.00	\$ 1,848,190.00	\$ 1,794,624.00
Operating Income	\$ 142,904.00	\$ 183,115.00	\$ 281,039.00
Total Other Income	\$ 10,756.00	\$ 11,586.00	\$ 8,000.00
Total Other Expenses (depreciation)	\$ 254,297.00	\$ 239,913.00	\$ 236,332.00
Net Income	\$ (100,637.00)	\$ (45,212.00)	\$ 52,707.00

He pointed out where lighting in the meadowlands will go, explaining that there will be a fire pit, flowers, and east side parking to be put in the meadows area. Also, there will be trees planted next summer, as well as a project to level the gravel pads in the spring.

There was discussion about lighting and location of the Tipi Village. The concerns are water, creek level rising, fire pit, and relief stations. Roy Friend will be researching these things for future discussions.

Bob McCormick made a motion to approve the Resort Managers Report, with a second from Dotty Johnson. Motion Carried.

#### **OLD BUSINESS**

- 1st Quarterly BOD Meeting for 2017 was changed to Saturday, February 25<sup>th</sup> at 1:00pm MST.
- Rodeo Arena was removed from HRCR grounds.
- Contacting a contractor for next year's rodeos will be handled by Tim Schnabel as the current contractor will no longer be producing rodeos.
- Tim passed out updated budget and budget assumption sheets for 2017
- Sites will be monitored throughout winter to see what is on each site, concerning trailers, vehicles, storage items, and cargo trailers.

A motion was made by Dotty Johnson to establish a storage lot area, outside of the fenced in area, for cargo trailers, and so forth, at a rate of \$2/day, \$30/month. A second was given by Elmer Pritchard.

The discussion was presented for the need to determine the type of gravel to be used and how HRCR will go about completing this project. The availability and pricing will be set to begin May 1, 2017. Free parking will no longer be available to Sturgis Week guest/members. Also, there will be a 24 hour grace period for check in and check out of cargo trailers, and so forth on sites.

Motion Carried.

#### **NEW BUSINESS**

- Buffington Rodeo will no longer be providing services to HRCR for the annual rodeos. Research will be completed by November for finding another.
- There was discussion about adding a new gas pump to the budget, for Hart Mart, with a credit card reader, along with software for POS.

A motion was made by Dotty Johnson for Tim to proceed with the purchase of a new gas pump at the quoted price with installation with the final price to be determined with payment in January 2017, as well as the board to agree to put 20% down as needed. The second for this motion was given by Bob McCormick. Motion Carried.

A motion was made by Bob McCormick for the 2017 long range plan item of electronic key locks of \$25,000 be eliminated and have the money placed toward the new gas pump. A second was given by Kathy Payne. Motion Carried.

- Tim will have software for POS system research for something compatible with Quick Books. He will try to find something that will eliminate the reentry of data.

Kathy Payne made a motion to approve the budget, contingent upon forecasted revenues and expenses for the rodeo. A second was given by Elmer Pritchard. Motion Carried.

Johnson made a motion to go into Executive Session for personnel purposes. Motion seconded by Payne. Motion carried.

After 30 minutes President Pauli called the Board out of the Executive session.

Upon reconvening, Dotty Johnson's resignation from the Board of Directors was accepted. The Board will now prepare to appoint a candidate to complete the remaining term vacated by Johnson.

Bob McCormick made the motion for the meeting to be adjourned. A second was given by Kathy Payne. Motion Carried.

Meeting was adjourned at 10:15 am.