

Annual Membership Board Meeting

June 10, 2017

BOD Members Present: Wayne Pauli (President), Kathy Payne (VP), Tom Kinnison (Secretary), Elmer Pritchard (Membership Secretary), Bob McCormick (Treasurer), Tim Schnabel (Resort Manager)

This meeting was called to order by Wayne Pauli at 10:00 am.

Approval of the Agenda

No additions and/or changes were made. A motion to approve the agenda was given by Bob McCormick, with a second by Elmer Prichard. There was no discussion and the motion was carried.

Approval of May 10, 2017 Special Board Meeting Minutes – Tom Kinnison, Secretary

A motion to approve the minutes was given by Tom Kinnison with a 2nd by Bob McCormick. There was not discussion and the motion was carried.

Approval of 2016 Annual Meeting Minutes and the Presentation of the Workshop Minutes from June 9, 2017

A motion to approve these minutes was given by Tom Kinnison with a second by Bob McCormick. There was not discussion and the motion was carried.

Treasurer's Report

Pioneer Bank Checking	\$ 151,973.00
Pioneer Bank Money Market	\$ 33,197.00
Black Hills FDC	\$ 91.00
Med5 FCU	\$ 25.00
Pioneer Bank Expansion Money Market	\$ 1,504.00
Trust Account at Pioneer Bank	\$ 8,061.00
Cash on Hand ATM	\$ 5,890.00
Total	\$ 200,741.00
Certificates of Deposit	\$ 378,906.00
RBC Wealth Management Investments	\$ 311,074.00
Community Bank	\$ 248,784.00
Black Hills FCU	\$ 98,067.00
State Farm Bank	\$ 107,674.00
Synchrony Bank	\$ 249,796.00
Total	\$ 1,394,301.00
Total Assets	\$ 584,592.00
Total Liabilities	\$ 967,444.00
Member's Equity	\$ 4,873,147.00

- Questions/Comments
 - A member asked about the changes in depreciation. This was answered in that of the Resort being 30 years old, many of the long-term items have been fully depreciated.

A motion to approve the Treasurer's Report was given by Kathy Payne with a second by Elmer Pritchard. There was no further discussion and the motion was carried.

Membership Report – Elmer Pritchard, Membership Secretary

As of May 21, 2017	
Active Memberships	4034
Associate Memberships	6513

There was a drop in the membership totals from the first of the year. This is normal for each year. Associate memberships are those listed as associates and not necessarily paid. As of the time of this report, we have approximately 1200 paid associates.

A motion was made by Bob McCormick to approve the membership report, with a 2nd by Kathy Payne. There wasn't any discussion and the motion was carried.

Manager's Report

1. Tim Schnabel summarized the 2016 Financials and 2017 year-to-date Financials. He stated that a copy of the report will be made available to any member upon request.
 - a. At the end of 2016, gross revenues were \$3,128,322 vs budget of \$3,040,828
 - b. Year-to-date, through April 30, 2017 \$773,734 vs budget of \$692,405.
 - c. There is recorded revenue from sponsorships that is still being collected.
2. Update of Capital Improvements being made at Hart Ranch
 - a. Of the \$341,398 budgeted for 2017, \$288,000 has been spent. Balance left is primarily for residing of Cheyenne cabins and purchase of trees.
 - b. Colt Cabins were improved with flooring, furnishings, etc.
 - c. Storage Units were completed and all are rented.
 - d. Radar sign that tracks data at the Welcome Gate.
 - e. 24 hour gas pump at Hart Mart at \$4,000 less than budgeted. 93% of sales since May are from paying at the pump.
 - f. Tennis, pickle ball, and basketball courts resurfaced.
 - g. 20 picnic tables purchased
 - h. Picnic Shelter A had doors installed to make it a three season facility. In addition, cabinets to be installed for Junior Camper storage along with counter tops for
 - i. 20-30 trees to be purchased.
 - j. Kabota lawnmower was purchased.
 - k. Concrete pads were repaired, with some corner sites lengthened by 6 feet.
 - l. New Server for the lodge purchased.
 - m. Seal coating was completed on the South side of the resort.

A motion by Kathy Payne, with a 2nd by Tom Kinnison was made to approve the Manager's Report. There was no further discussion and the motion was carried.

Old Business

1. Sales Department Update
 - a. Sales Tours are still being scheduled with the philosophy of maintaining current membership levels, with some moderate growth.
 - b. MN Show was good and there was positive feedback.
 - c. Sales numbers can be found in the minutes from the June 9th workshop.
 - d. Currently not selling new A & P memberships other than through resales.
 - e. Selling New B and 1FT memberships.
 - f. Occupancy with military is increasing due to affordability and growth of the AF Base.
 - g. Marketing has been focused on internal and member communication.
 - h. The data of the number of full-time campers, year round and summer, is being collected by the EEC.
 - i. The average occupancy rate during the summer is at 90%.
 - j. Year to date, as of May 31, 2017, the occupancy is up by 9% and reservations are up 10% from 2016.
2. Long Term Plan – Wayne Pauli
 - a. The BOD is working towards transparency in sharing long range planning.
 - b. EEC committee is in need of 2 members. Members were encouraged to contact Tim Schnabel if interested, and/or if they have any ideas or thoughts about expansion.
 - c. Wayne encouraged members to be proactive and not reactive.
 - d. How the budget is formulated:
 - i. Work within a 5 year window
 - ii. Take income of 3 years + depreciation from those 3 years, divide by 3 and take ½ of this for improvements.
 - e. Wayne welcomed members to attend the Exploratory Expansion Committee meeting on July 21st. It will be at 9 am in the Pavilion.

New Business

- Election Results: Total of 615 ballots received.

1. New BOD Member - Lisa Beck	556 Votes	
	Yes	No
2. Articles of Incorporation	382	144
3. Bylaws - Article I	385	142
4. Bylaws - Article II	383	142
5. Bylaws - Article III	378	147
6. Bylaws - Article IV	381	144
7. Bylaws - Article V	373	151
All of the above were approved.		

- Tim thanked Kathy Payne for her service as a BOD member. He presented the dedication of a tree in her name and one to her late husband.
- Wayne Pauli introduced Lisa Beck as the new BOD member.

A motion was made by Elmer Pritchard to adjourn the meeting with a 2nd by Bob McCormick.

Motion Carried.

Meeting was adjourned.