

# HART RANCH RESORT

## QUARTERLY BOARD MEETING MINUTES

### August 18, 2018

Meeting called to order by Elmer Pritchard, President at 1:30 PM. Opened with Pledge of Allegiance.

**APPROVAL OF THE AGENDA**- Suggestion by Lisa Beck to change the word “Agenda” in the Quarterly Board Meeting Agenda Title to “Minutes”.

*Motion: To Approve Agenda*

*Motion By: Elmer Pritchard*

*Seconded By: Lisa Beck*

*Motion: Carried*

**READING AND OF WORKSHOP MINUTES** – August 17, 2018 - Lisa Beck, Secretary.

*Motion: To Approve Workshop Minutes*

*Motion By: Millie McCormick*

*Seconded By: Elmer Pritchard*

*Motion: Carried*

**TREASURER’S REPORT** - Millie McCormick, Treasurer

The following are balances from July 31, 2018:

Certificates of Deposit	\$ 381,369
RBC Wealth Management Investments	\$ 575,756
Community Bank	\$ 101,039
Black Hills Federal Credit Union	\$ 103,110
State Farm Bank	\$ 36,241
Synchrony Bank	<u>\$ 239,891</u>
Total	\$1,437,406

*Motion: To Approve Treasurer’s Report*

*Motion By: Elmer Pritchard*

*Seconded By: Lisa Beck*

*Motion: Carried*

**MEMBERSHIP REPORT** - Lisa Beck, Secretary

	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
July	1469	628	1769	41	59	10	5	3981	381	5	328
August	1472	630	1771	41	59	10	9	3992	0	0	0
September	0	0	0	0	0	0	0	0	0	0	0
October	0	0	0	0	0	0	0	0	0	0	0
November	0	0	0	0	0	0	0	0	0	0	0
December	0	0	0	0	0	0	0	0	0	0	0
Active	2921	1083	1823	18	0	0	0				
Active-ACH	138	121	76		0						
YTD Associate #'s	3059	1204	1899	18	0	0	0	6180			

*Motion: To Approve Membership Report*

*Motion By: Elmer Pritchard*

*Seconded By: Millie McCormick*

*Motion: Carried*

## **RESORT MANAGER'S REPORT - Tim Schnabel, Resort Manager**

- Financial Report—YTD July 2018
  - Reference the workshop minutes for YTD Financial summary. Detailed financials are available to any member upon request.
- Update on Capital Improvements being made at Hart Ranch
  - Reference the workshop minutes as well where there is a detailed spreadsheet of YTD budget and expenditures for capital improvements.

*Motion: To Approve Resort Manager's Report*

*Motion By: Millie McCormick*

*Seconded By: Lisa Beck*

*Motion: Carried*

## **OLD BUSINESS:**

- Sales Department Update
  - Sales department has been restructured with Paul Alink as Sales Manager and Ella Shafer as Member Services Coordinator. Much focus has been on delivering higher quality sales tours, lead follow-up and communication as well as member retention. We are currently working on the 2019 marketing strategy and budget and determining which shows we want/need to attend. Our goal is to sustain around 4100 active memberships. We are also working on a more member friendly re-sale program designed to be more beneficial to members as well as the resort.
- Other
  - Update on Wi-Fi, Fiber, Phones, Cable TV, Security cameras and managed services. We are currently reviewing proposals from Golden West, SDN, Midco, VAST, CenturyLink and SkyWeb. Each of these companies offers one or more of the services we are looking to improve upon. We hope to have the final bids in to be able to make a recommendation to the Board at the October meeting. This will also tie into budget requests for 2019.

## **NEW BUSINESS:**

- Announcement of new Board members:

Nathan Miller has been appointed for the open 1 year term position. This term will expire at the conclusion of the June 2019 Annual Meeting.

Bobb Stout has been appointed for the open 3 year term position. This term will expire at the conclusion of the June 2021 Annual Meeting.

Meeting Adjourned by President, Elmer Pritchard at 2:50 PM