**Mountain Air Ranch
Minutes of the Board of Directors for July 11, 2024**

**Call to Order**: The meeting was held in person at the MAR Clubhouse and called to order at 5:30 pm. Carla Gurovich, Jack Williams, Jim Buck, Jim Williams, Riah Onstott, Danny Babish and Ronnie Thomas were present. Chris M., MAR operations manager, and Ellen R., Membership Committee Chair, were also present. Guests present: Bob L., Trey C., Bill S., Mike F., Deela C., John R., Doug & Denise K.

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| **Guest Comments**: * Bob L. – We were able to add 12 new parking spots with the marking of the parking lot; can add 6 more spots if we remove the campsite under the willow. Parking lot has been filling up on weekends and so we really do need the parking.
	+ The seal of dump station not working and people don’t want to use that site in RV meadow because of the smell, so are moving to the willow spot. We have a member who is a plumber looking at a fix for the dump station situation. Caps are temporary fix ($35)
* Bob L. has a hard time finding out when the BOD meetings are and suggested posting on the website.
* Bill S. spoke about having a vendor provide arcade table games for game room to maintain and retain ownership of machines – MAR and vendor split proceeds 50/50 – Bear Creek Amusement
 | * Danny will add Board Meetings to the website calendar and newsletter.
* Ronnie to send Danny minutes in a format w/o table.
* Discuss arcade game tables via email; Chris will send more info.
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| **Approval of June 6, 2024, meeting minutes.** Motion by Jim B (via email on 6/21), 2nd from Jim W; On 7/11/24 – approved unanimously.**Motions Passed since June 6th meeting**:* 7/01—Motion from Ronnie; 2nd from Danny: Create, install and enforce a large sign at the beginning of the road leading to the Memorial Garden that says: *RESTRICTED ACCESS - Hikers, Bicycles and Golf Carts only - Gas-powered vehicles must obtain a pass from the office to visit the memorial garden only.*
	+ Ronnie, Danny, Jim W, Jim B and Riah voted in favor. No vote from Jack.
* 7/3-7/4—Not A Motion, but majority of board members voted for Island Mist (1st choice) and Ranier (2nd choice) as the colors for the pool deck.
* 7/8-7/9—Motion from Danny; 2nd from Ronnie to approve Ron & Justin Proposal for non-traditional campsite unit.
	+ All Directors voted in favor and motion is passed.
 | * Chris to order and install sign for road leading to Memorial Garden
* Chris to inform Ron & Justin proposal is approved.
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| **Manager’s Report**Report was emailed on 7/11/24 and is pasted to the bottom of these minutes.12 umbrellas stands were ordered – umbrellas not holding up to wind. We may need commercial grade umbrellas. Carla and Chris discussed ordering from funds donated by Carla. | * Chris will send proposal to prorate assessment payments for those who joined mid-late 2023.
* Chris to research cost of commercial umbrellas.
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| **Membership Report – Ellen R** (via email)The Membership Committee’s last meeting was June 21, 2024. We discussed: reaching out to incomplete applicants and reviewed many application files.Membership Count as of 6/23/24:27 applicants, all approved4 more men on the waiting list. Total 32 now.* Males # 307 61.7%
* Females # 191 38.3%
* Total # 498
* Full : FOM, 75:25, approximately
* Waitlist as of 6/23/24:

32 men, dating from 6/21/22. No men have cleared the list this year. Looking forward to Volunteer Policy.Ronnie T. resigned from the committee. Kegan B. has agreed to fill the vacancy on the committee and is already giving tours.Chris ex-membered 6 members on 7/10 based on collection calls made this week for assessments.We are losing over $10k per year for men on waitlist. |  |
| **Treasurer’s Report (June Financials emailed to Board on 7/08/24)**Account BalancesOperating Account $149,507Child Credit 45,177Capital Improvement 136,762Memorial Garden 27,288Wait List 11,520Balance SheetAssets $1,195,870Liabilities 290,026Equity 905,844June 2024 Profit & Loss June 2024 Profit & LossIncome $56,172 $ 82,358Expense 57,443 113,530Net Income -1,121 -31,173June 2024 Profit & Loss YTD June 2024 Profit & Loss YTDIncome $421,701 $577,301Expense 293,442 280,821Net Income 128,261 296,480Accounts ReceivableCurrent $87,9050-30 5,45931-60 -9461-90 4,69791+ -6,776Total $91,191Comparing June 2024 to June 2023, Income is down, Expenses are down, and Net Income is up. Comparing June 2024 YTD to June 2023 YTD, Income is down, Expenses are up and Net Income is down.I continue to recommend restraint and working to keep expenses within budget while increasing revenue. We should tackle no new projects or expenses.Per Chris: payment plans paid/dues paid; assessments addressed.**Motion to Approve Treasurer Report:**Motion by Jack; Riah 2nd. All approved. |  |

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| **OLD BUSINESS** |  |
| **Infrastructure Project Update – Jim Williams & Jack Williams**The piers are fixed; the steel is in this morning. Deck will be started next week and will take a couple of weeks. Electrical is done but not ready for inspection. Stairs estimate is under $30k. Friends and family rate for steel on stairs from person recommended by Chris family. Pool looking good; not leaking but may be evaporating. Pump room and road is dry.Check once a year for leakage and keep track in pump room and in pool log. Keep maintenance binders in pump room.Jack presented additional information for decking recommended by the supplier via email – same price. Color choice Tundra is closest to what we already voted on, so we will go with that. |  |
| **Technology & Wi-Fi Update & Recommendations – Riah**Riah replaced 5 master access points for Wi-Fi. Items that are reusable will be used for improvements in areas that are hard to get signals to. He has had to reboot the system a couple of times and has it set to reset itself during early morning hours. Riah donated the master system for the alarm system and control panel and has been installed in the pump room.Riah makes a proposal to put a camera in the pump room and shop for security reasons because people are entering w/o access approval. Tools have gone missing, and we’ve had to replace a lot of equipment. Motion: Jim B makes motion to add security cameras for shop/pump room. 2nd by Ronnie. Discussion:Jim W asked about whether the recording would be out on the web or just our own local system. Riah indicated that it would only be in our local system; it can be viewed live, but locally stored. Bob L. asked if using just a lock would be sufficient; it was discussed and determined not convenient for staff and people still seem to break the lock. Vote: All approved.Riah is in the process of making a work order ticketing system for projects that need to be done. Chris would be able to assign projects to specific employees. |  |
| **Status of Draft Volunteer Policy Sent via Email.** Ellen provided the Draft Policy to the Board at the 7/11 meeting. | Ellen will send to BOD via email to add to minutes |
| **New Business:** Annual meeting on September 14; Carla wants deadline for slides and referendums. * Referendums should be submitted no later than September 6th (Friday) 5:00 pm either office or email to Carla.
* Slides should be submitted by August 30th (Friday). Each committee will submit slides for the presentation.
* Chris will take care of getting catering with same budget as last year ($1,500).

August annual manager review; Jim W needs input by end of July.  | * Carla write annual meeting article for August newsletter (to run also in Sept)
* Jim B, Riah and Carla prepare slides; Carla to remind all Committee Chairs to send slides.
* Chris to organize catering
* Jim W to send out email regarding review to Board Members
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| **Next Meeting: Regular Meeting – August 22nd @ 5:30 pm – Thursday in person at MAR. [Date changed from August 8 to August 22 via email on 07/22/24]****Business Plan special meeting: August 15th @ 3:00 pm – Thursday in person at MAR.** |  |
| **Adjourn:** Motion from Riah, 2nd by Danny; unanimously approved. 6:54 pm  |  |

Manager’s Report July 2024

* Disbursement Account $145970.48
* Cap Improvement Account $136761.71
* Child Credit Account $45177.77
* Memorial Garden Account $27288.14

All balances are as 7/11/2024 at 7:37am Directly from the Bank Feed

* Insurance renewal is complete, waiting on the bill.
* Still working with Richard S. to true up the bank balance/QuickBooks balance for the disbursement account, I provided all of 2023 statements, he requested the last few months of 2022.

The main account is still not working; Chris to get more statements to Richard S. Had to have been transfer of data from Enterprise to online.

* Site inspections are complete: (Emails Sent 7/10/2024)
1. MAR’s responsibility is to do repairs on Doug Trigg’s camper and deck. Additionally, we need to repair the steps on the cook’s site and or add a hand railing.
2. We have a few suggested items for members for liability reasons.
3. Most sites just needed mowing and fire mitigation (pine needles and scrub oak).
4. Several Site holders need to submit plans for their decks and improvements.
5. Several utility trailers need to be removed from property.
6. 2 Trailers need to be moved over 6 inches because their pushouts are compromising the electric pedestal.
7. Extra Vehicles need to be removed from site.
* Behind the Lodge has been cleaned up, organized and trimmed, no dumpster required. (Mountain View Waste is short staffed and could not supply a roll off until mid-July) Fencing will be reused to block sight of dumpsters; slash will be stored on Howard Murphy Hill until it can be picked up.
* Green Cowboy hats have arrived, they will identify the employees when on duty.
* We are working hard to organize the 90th anniversary group.
* A convex mirror is being added outside the office windows, to help us see who’s coming from either direction (the gate gets closed every now and then as a car is trying to come through and we need to see when the large trucks (water, garbage etc.) and open the gate for them when possible. This is also a good security measure.
* A convex mirror is being added to the office so we can see when sneaky quiet members and visitors come through the door.
* The doorknobs on the 4 bathrooms in the pool/clubhouse area are being replaced with indicator knobs, showing when they are occupied/available.
* Still, running short-staffed in the office, this problem has helped keep payroll down, but I question whether we are providing adequate customer service. In addition, we are struggling to complete all of the tasks assigned to us within the hours scheduled. I have run ads, done several interviews and made several employment offers, still working on this problem. Working at MAR is a labor of love, not a career path. It offers no benefits, except what I call “Sun Dollars.” The compensation we offer is in line with what McDonald’s pays. Additionally, the hours needed interrupt members’ social lives. I will continue to look for solutions to this difficult problem. A volunteer would be helpful for things other than computer programs/finances but needs to be the right person. Tours take a lot of time and need personal attention. Send Chris any ideas for solutions.
* We need a **Business Plan** to help guide us through some of our challenges in growth, employment, budgeting, consistency, amenities, maintenance and much more. We need to question how our policies and regulations affect membership growth. Question who we are. We need to figure out who our target market is and how to reach them (Marketing Plan). Most successful businesses have a 5–10-year business plan to help guide them through changes in the world economic environment. MAR has been reactionary since the beginning , always putting out one fire just before the next one lights up. I’m willing to put in the hard work to make this happen, but not unless I have the support of the BOD. My time is already stretched, and I don’t want to waste it. Please understand that I’m not only asking for this because being a successful manager is important to me personally, but because I’m a **member** and truly love the MAR community and want it to success, flourish and grow. As the world changes around us, being stagnant isn’t an option.