

**Pine Island RV Resort, Inc.**  
**Membership Meeting**  
**Saturday, October 9, 2010**

Meeting held in the TV Room @ EN  
Meeting Called to Order @ 2:00 p.m. by Bud Hoort

**Board Members Present**

<u>Board Member:</u>	<u>Present - Absent</u>	<u>Board Member:</u>	<u>Present - Absent</u>
Bud Hoort	X	Charles Slaughter	X
Les Ward	X	Boyd Stover	X
Richard Eckler	X	Lance Ragsdale	X
Debbie Stout	X		

Also present at table: Jerry Agee CFO and Park Manager George Weston  
Total Attendance: 38 – list attached

**Opening:**

Prayer was given by Bud Hoort  
Flag Salute lead by Bud Hoort

**1.0 Monthly Reports**

- 1.1 **Minutes:** Bud Hoort advised everyone that the Minutes were posted and asked if anyone wanted the Minutes read. Nobody responded.
- 1.2 **Managers Report:** Was given by George Weston and is attached.  
Added to report:
- One site is currently leased on long term rental to Keesey's. Rate for all members is \$125/month, \$5.00 meter charge and 10 cents per kwh.
  - The gate code will start changing at 8:00 on Thursday mornings.
  - Water usage last month was down. We will be putting in a by-pass line this winter.
- 1.3 **Sales Report:** Bud stated that we do not have a sales program at the moment. We are trying to come up with a new sales program but we will have to market ourselves. We need to come up with something soon because we need new members; it is likely that at the end of the month we could possibly be down to 600 members and by the end of the winter conceivably 450 members. We can't sustain ourselves with that. He stated that we will need help from the members.
- 1.4 **Financial Report:** Report Attached. Jerry Agee gave report.  
Jerry advised that the new Welcome Center payment and the interest payment on the land will have to start coming out of the general fund instead of the capital fund from this point on.  
**A motion was made by Richard Eckler and seconded by Boyd Stover and member Bill Price to approve the Reports. Passed 5-0.**

**2.0 Old Business**

- 2.1 **FEMA Trailers:** Bud discussed the financing of FEMA trailers and advised that he had someone who is interested in investing into the park to purchase some trailers. He advised that the investor wants total anonymity and that the trailers would have to have metal skirting and decks built around them. He advised that we are now looking into the pricing of the trailers. Bud advised that we had received a letter from a new member, the Fowkes, and told everyone about the letter.

- Bill Price asked if we have looked into using log cabins where the upkeep is much less instead of FEMA trailers for rentals. Bud stated that we have but that the cost is too high; we will start off with the FEMA trailers and then look into the cabins.
- Jeri Price asked the cost of the cabins. George said the ones they looked at cost between \$16 to \$17,000.
- Jeri Price asked about formaldehyde problem in FEMA trailers. Bud explained that the amount of formaldehyde in the trailers will not hurt you and that the same permitted amount is in your personal trailers and mobile homes.
- Ernie Johnson said that they made the trailers so fast and that is where the smell comes from.
- Melva Summers asked if they are 1 or 2 bedrooms. She was told that they are 1 bedroom.
- Ernie Johnson asked how much money we lost because trailers were off line due to a/c not working. George answered that during Labor Day weekend we had to take several trailers off line because the a/c wasn't working and that we had a waiting list with several on it wanting trailers and we could've rented them all if we had them.

2.2 **Potluck Dinners:** Bud explained to everyone what he meant last month about not having other dinners while we are having a park generated Potluck Dinner. People may have dinners at their own campsites, but there will not be any park sponsored activities using the park facilities during the same time as the Potluck Dinners after the meetings.

### 2.3 **Membership Activities/Sales event Marketing Strategies:**

a) **Marketing Strategies:** A discussion was held regarding marketing strategies. Bud explained that we don't have the money to hire a marketing company and that we are going to have to market ourselves.

- Ernie Johnson asked the cost of membership now. Bud answered \$384/yr - \$96/quarter.
- Ron Roam asked if we have contacted old members to see if they would like to come back. Bud told him that we would contact those persons. George advised that we sent out 137 letters to those persons behind on their dues and gave the statistics of how many paid or we were terminating. He advised that we haven't sent out letters to those who gave up their memberships because most moved away or whatever. Bud advised that we would follow-up on those.
- Bill Price asked what happens if the park closes up. Bud explained that after all bills are paid, the remainder of the money would be split among the people who are current on their dues. If you aren't current on the day the park closes, you wouldn't receive anything. However, during the time the park is closed and before it would be sold, the insurance would have to be paid, etc. Debbie stated that also any attorney fees, realtor fees, etc. would have to come out of the profit. George stated that security and some utilities would have to be maintained as well. Bud stated that all of those costs would have to be assessed to the members who wanted to stick it out. Bud explained that we can not borrow any more money on the land loan and that we are trying to cut down on expenses and will be doing some things to raise money and that it is possible that we may have to raise the dues.
- A discussion was held regarding the electric meters and in combining and/or eliminating some to cut down on expense.
- Carol Norris asked what was going to happen when the taxes, etc. come due and we don't have the money to pay them? Bud said we would send out a 30 day assessment to all members. He explained that we are working hard to make that not happen.

b) **Membership Activities**

- Bud stated that all activities would have to pay for themselves by producing income or getting new members. If an activity doesn't pay for itself, then fees may be assessed to use the park for that day. Bud stated that Gospel Weekend hasn't been eliminated but that he believes it costs the park too much and that it hasn't brought in any new members and that there would not be any more donations from Pine Island. He stated that we won't be taking care of the community, we have to take care of Pine Island first. Anybody wanting an activity supported

by Pine Island has to write up a presentation as to the expense, etc.

- Bud expressed his concern with the behavior in the park. A discussion was held regarding behavior. Several people stated that type of behavior can happen anywhere and not just at Pine Island. The discussion continued. Bud stated that the employees answer only to the Park Managers and that if anyone needed anything or had an issue in the park, you were to go to the Park Managers, not the employee.

2.4 **Spook Trail:** Debbie explained that the Spook Trail has been changed from the 16<sup>th</sup> to the 23<sup>rd</sup> due to the school system's Fall Break being changed and that Phyllis Mitchell needed help with the Spook Trail.

2.5 **Work Week Plan:** Ernie Johnson asked about paint for picnic tables. George told him that we have 2 or 3 cans of new paint. George told everyone that he has a list of things that need to be done in the office and welcome anyone who would help out.

2.6 **Long-term lease conditions:** George stated that Bud will pick up a lease agreement at an office supply store for our use and that people would be allowed to place things on their site and build decks, but that we do ask everyone to keep their site as neat as they can.

2.7 **Recipe Book Update:** Debbie told everyone that the Recipe Book is on David's computer now; Joe was looking into having someone in town bind the books; volunteers are needed during work week to put the books together. The book has 250 recipes and these would be good Christmas gifts. George is to have a book made up and put on display in the office. Pine Island will be making a minimum of \$5/book and probably more and the money will be going into the general fund of Pine Island. Ed Williams stated that he has a binder and would loan it to Pine Island. He and George are to get together to discuss it.

2.8 **Shut down of EN, TC & indoor pool bathrooms:** George stated that Eagle's Nest, the Teen Center and indoor pool will be shut down at the end of the month (October).

- Debbie asked about the November Membership Meeting; George stated it will be held in the kitchen, that any of the activities normally held around Thanksgiving will be able to be held in the kitchen.
- Stella asked about the Christmas and New Year's parties that are usually held in the Teen Center. George advised that Debbie said they normally do not have many attend and to cancel it. Stella stated that if the kitchen was open they could have it in there. George told her yes. Bud advised that the kitchen will be the only facility other than the office that will have heat or water on and it has to stay on because of the laundry.
- Jane Nigh asked if the Group Rental would still be available. George told her yes.
- Ernie Johnson asked when the indoor pool was closing. George stated it would close after Fall Break and that currently the only people he has seen use the pool have been the water aerobics people.
- Ernie asked if it was correct that non-members could come in and use the pool for \$1/day. George told him no, that we did allow people to come in and use the park for \$5/day but that we discontinued that program last year.
- Pam Keesey asked if the people who come up to Eagle's Nest to play cards in the evening will be able to use the kitchen. George told her yes, it would be available to them.
- Stella asked if the Eagle's Nest carpet will be cleaned during the winter. George said yes.

2.9 **Loan at Grand Bank:** George stated that Bud had already talked about the loan but that we were able to lower the interest rate of the loan to 6%.

**A motion was made by Charlie Slaughter and seconded by Richard Eckler to approve the Old Business. Passed 5-0.**

### **3.0 New Business**

Bud stated that a panther has been sited in the park by several people. He advised that if you make enough noise it will not bother you.

3.1 **Boat Dock Policy - Boat Sinking Incident:** Bud advised that a boat sank at our docks. Our

docks cannot be rebuilt due to GRDA regulations, we can only do maintenance on them; so if a boat starts to sink, the policy is to cut the ropes so that our docks will not be damaged. The cost to rebuild the docks is very high and we don't have the money to do so. Boats and RV's are the responsibility of the owners, not Pine Island.

3.2 **Outside Storage Rental:** Bud advised that the Board decided that Pine Island will rent storage spaces to non-members in Storage Area 2. The office will mail out letters to all members who have spaces rented in Area 2 and give them the option to move their RV or boat into Area 1 or they can leave them in Area 2 with the understanding that they know non-members will be using Area 2 storage as well. Non-Members will have to check the key out for storage the same as members.

- Mary Anne Moore stated her objection to renting storage space to non-members and that she was afraid that we would lose members over it. She asked if we could have a vote on it. Bud asked for a show of hands of those who would be against renting the storage spaces out to non-members. No other hands. Mary Anne said she would not be against a separate area, just not in the same area. A discussion ensued.
- Carol Norris asked that the Board check with our insurance agent regarding liability. George said he would call on Monday.

3.3 **Letter from Fowkes:** Bud told everyone about the Fowkes letter. Richard Eckler stated that he had asked George to post the letter for everyone to read at their leisure and George stated that he would.

3.4 **Another unacceptable member behavior issue**

**(Procedure for members to report problems and issues):**

This was discussed above under 2.3.a. Bud reiterated that employees answer only to the Park Managers.

#### **4.0 Miscellaneous/Other**

4.1 **Membership questions:**

- Ernie Johnson said that one of the old members asked him what it would cost to reinstate their membership. George stated that if they would pay one year's dues we would reinstate them.

Debbie announced that Areitta Agee has made and donated a Christmas Tree skirt to be raffled off at the November meeting, tickets are \$1.00 and are currently on sale. The proceeds go to Pine Island.

**Richard Eckler made a motion to adjourn; it was seconded by Les Ward @ 3:50 pm**

Respectfully submitted

Debbie Stout, Secretary

**Pine Island RV Resort  
Managers Report  
October 2010**

**Accomplishments:**

Surplus equipment sold: Toro stand up mower, Dozer, brush hog, BBQ Grill,

Security camera installation completed in the Teen Center.

Replaced the radiator in the Ford ¾ ton truck.

Water leak in the Eagle's Nest has been repaired.

Ads were placed in the Grand Lake Chronicle and the Grove Sun advertising RV sites and storage spaces for lease.

Car stops were placed in front of the Welcome Center.

Jack & Glenda Sharr have returned for the winter as work campers.

Called County Assessor's office and advised them that we had begun destruction of the old welcome center. They will remove from the tax roll for 2011.

Cancelled the phone service at the indoor and outdoor pools for the winter months (November thru April) for a savings of \$360.00.

Due to a drop in activity we cancelled our Net-Biz agreement for internet placement during the winter months. A monthly savings of \$75.00.

Rescheduled trash pickup to monthly for November thru February for a cost savings of \$330.00 per month.

Rented the indoor pool (\$100.00) for 2 hours to a friend of a member so they could demonstrate a new product to an investor.

Leased a second site #304 for A year, they also bought a membership and, Storage paid the entire year. For both.

Replaced propane line from storage tank to the two (2) locations in the kitchen.

Area 1, area 3, and area 3 bathroom have been shutdown and winterized.1

**Pine Island - Income/Expense Summary**

<b><u>Sept - 2010</u></b>			<b><u>Sept - 2010</u></b>	
<b><u>Income</u></b>			<b><u>Expense</u></b>	
Membership Dues	30,057.00		Insurance	4,192.18
Merchandise	2,023.20		Merchandise	918.19
Rental	3,714.00		Payroll Taxes	1,365.62
Storage	3,843.00		Utilities	7,124.24
Usage Fees	4,230.00		Fuel Costs	457.64
Other Income	1,686.71		Vehicle - Maintenance	275.18
			Wages	17,850.89
			Legal Expense	484.52
			Welcome Center	2,514.98
			Other Expenses	5,383.18
<b>Total Income</b>	<b>45,553.91</b>		<b>Total Expenses</b>	<b>40,566.62</b>
<b>Net Income</b>		<b>4,987.29</b>		
<b><u>Cash on Hand</u></b>			Days Occupied - Trailers	110
General Fund	22,466.65		Trailer Income	3,714.00
Capital Fund	1,414.61		Trailer Expenses	3,254.72
<b>Total</b>	<b>23,881.26</b>		<b>Net Trailer Income</b>	<b>459.28</b>
Paid Membership	419			
Delinquent Members	476			
Membership Transferred Back	15			
New Members	1			
Storage Sites Rented	250			
RV Sites Occupied	811			