



P.O.A.T.R.I.
BOARD OF DIRECTORS' QUARTERLY MEETING MINUTES
SATURDAY, JULY 29, 2017

The meeting was called to order by Secretary Kathy Pothier at 10:04 am

All directors were present. Marilyn Anthenat - Present; Yvonne Diaz - Present; Chris King - Present; Larry Leaming - Present; Kathy Pothier - Present; Linda Shank - Present; Bill Vogl - Present

Invitation for Public Service Announcements - Linda Shank commented on the new doors in the meeting room. They make such a difference in the lighting - thanks to Anita and her team for them. Linda would like to encourage people to pick up the trash along Terlingua Ranch Road. Don't throw out trash in the first place. Randy McLaughlin thanked those who do help pick up trash.

Acceptance of Minutes as Presented - Kathy Pothier, Secretary - The minutes of the April 2017 board meeting were emailed to the directors and posted on poatri.org. All directors voted to approve the above referenced minutes as emailed.

There were two conference call executive sessions since our last board meeting in April

1. June 29, 2017 at 7pm to discuss employee issues. 5 directors were present and 2 directors were absent. No resolutions were passed as a result of this executive session.
2. July 5, 2017 at 7pm to discuss employee issues. 5 directors were present and 2 directors were absent. No resolutions were passed as a result of this meeting.

On Friday, July 28, 2017 an executive session was held to discuss legal issues. All directors were present as well as attorney Brady Ortego. A majority of the board ratified the signature of the President on the 1st Amendment to the Agreement between POATRI and TLS. 6 directors voted yes. 1 director abstained.

President's Report by Marilyn Anthenat is attached at the end of these minutes. Also mentioned was a special thank you to the road crew for the condition of the ranch road. Thank you to Diana Wysocki for bringing this to the attention of the President. We all appreciate the work that the road crew does.

Treasurer's Report by Linda Shank is attached at the end of these minutes. Barbara Trammel asked what the amount was received from the most recent Brewster County Tax Auction. Anita didn't have the exact figures at that moment but thought it was around \$11,000. Marbert Moore asked how the Lodge area was doing. Linda responded that the Lodge has paid its own way for the first two quarters of 2017. All are delighted.

Manager's Report by Anita Goss is attached at the end of these minutes. Anita also shared that there are some new land companies and they are turning over properties very fast. Anita suggested that the board might want to consider a transfer fee for properties over a certain dollar amount. The good news is that the properties are going to new paying owners.

Committee/Task Force Reports

Budget and Finance Committee by Linda Shank, Chair – There was no meeting this last quarter and there is no report. Linda encouraged everyone to volunteer to be on these committees. Please consider being a part of these committees. We can surely use the help

Audit Committee by Linda Shank - there is no report.

Communications Committee by Chris King, Yvonne Diaz - there is no report.

Legal Task Force by Kathy Pothier, Chris King - there is no report.

Hunt Committee – Jim Miller, Jr. - there is no report.

3-Mile Task Force - Linda, Nancy Reyes – this task force is on hold until the board directs more activity for this project.

Water Conservation Task Force - Steve Elliott, Nester Reyes, Jim Miller, Jr. – the report is attached at the end of these minutes.

Airport Committee – Jim Miller, Jr. - there is no report.

OLD BUSINESS: There was no old business.

NEW BUSINESS:

Property Owner Participation –

Chuck Corrao said that recently there were several additions to the public records in the form of the Clarification of Interests Conveyed and the 1st Amendment to the Agreement between POATRI and Terlingua Land Sales. Does this change, in any way, POATRI's position on the roads on Terlingua Ranch? Do we now have the right to access any of the roads thereby eliminating the problem that the banks were having regarding legal easement to access property to be sold?

Marilynn responded that this information had previously been reported in the President's report from the October 2016 board meeting. The legal task force and our attorney have been working for over two years to come up with a strategy to help make property marketable again in Terlingua Ranch. We have been working with legal counsel on a series of documents that may help clarify the current status of ingress/egress rights of owners. The goal is to help alleviate the title and lending issues so that property owners can buy and sell land.

Chuck asked if the roads are going to be dedicated to the public? Marilynn responded that we are not at liberty to discuss the next two steps right now but the ultimate goal is to clarify that we have the rights to travel on these roads. We will keep you posted as new things occur. Hoping to have the process complete in the next couple of months.

Our best wishes to Kathy, Chuck's wife, who is in the hospital in Dallas. We all wish her well.

Randy McLaughlin – do guests of the lodge have access to the Rifle Range?

This is a loaded question (no pun intended). Over July 4th weekend there was much 4-wheeler traffic down Brewster Road heading toward the rifle range. When Anita came on board in January/2016, she talked with the insurance company, the land owner, Barbara Trammel, and the staff – the rifle range sign was taken down and we are no longer referring anyone to the rifle range. Barbara was content to allow use of the rifle range providing the users checked in with the office first and that the users take out what they took in. That has ceased to happen and as far as Barbara is concerned if any one goes over there they are trespassing. If someone goes to the rifle range – feel free to call Patrick. It's a mess now and needs to be cleaned up. Several folks volunteered to help stage a clean-up day. Randy will organize a cleanup day. Anita will post in the newsletter that the rifle range is closed and the cleanup day as well.

TSUS and Christmas Mountains – Linda Shank and Marilynn Anthenat

There does not appear to be any formal/legal documents between POATRI and TSUS right now granting us the permission and parameters under which we issue a permit to go into the Christmas Mountains. We are concerned about possible liability to POATRI with the lack of that document. Our attorney will be exploring different documents that we could implement with TSUS to protect the ranch and put some formal guidelines in place. We are still issuing the permits based on an old memorandum from a TSUS attorney to a past POATRI president. Those are the guidelines we are using right now. The permit itself does have a release of liability and hold harmless agreement within it and that is signed by anyone asking to go up into the Christmas Mountains.

Collections Activity Update – Anita Goss

The details are in the manager's report at the end of these minutes. Interim billing has gone out and the return is good. We expect this to continue. Thanks to Anita for putting good business practices in place. It speaks well of Anita and her staff. Thank you.

Director Application – Chris King has spent considerable time revamping the Director Application. Directors will send their feedback to Chris. We have 5 seats open for this year's election. Three seats for 2018-2020 and two seats due to only 1 director being seated in last year's election. We are encouraging folks to talk with us about running for the board. Directors will send their feedback to Chris.

The idea of reviewing the old application was to streamline it, still have the same info the owners need to make an informed decision and give it a different, updated look overall. The final version will be available September 1, 2017 on www.poatri.org Thanks to Chris for a job well done.

Linda Shank asks who reviews the director applications for eligibility? The applications are sent in to the manager to verify eligibility and are forwarded to the Director Application Committee. The role of the Director Application committee is in the P&P and Board Procedure Manual.

Other New Business –

There was a request from Chuck Corrao to have the board instruct the manager to replace the plastic chairs in the meeting room. Anita was asked to look into this.

Resolutions and Voting as Needed – one resolution regarding the addition of owners being able to pay assessments via PayPal on poatri.org is at the end of these minutes.

The meeting was adjourned at 10:53 am.

Respectfully submitted,

Kathy Pothier, Secretary

BOARD OF DIRECTORS' MEETING – PRESIDENT'S REPORT

JULY 2017

It's been a very busy summer at the Ranch with several groups reserving the facilities. Most notably, TSUS hosted another successful Christmas Mountain Symposium. I had the pleasure of meeting John Hayek, Vice Chancellor for Academic Affairs at TSUS who is responsible for the Christmas Mountains. We had an enjoyable visit and are looking for ways TSUS and the Ranch can continue to benefit each other. Any suggestions from Property Owners are welcome.

Renovations, repairs and improvements continue to be made to Ranch facilities.

Anita implemented PayPal to enable Property Owners to conveniently pay their assessments.

Thank you to Janna for saving the Ranch money by printing the quarterly newsletter in-house. In addition to the cost-savings, the newsletters are now being mailed much more quickly.

Thank you to Steve for attending the water board meeting in Alpine. He has spent considerable personal time traveling to meetings and researching the history of water catchment and ways to conserve water. If you have an interest in water conservation and would like to help on the water task force, please give Steve a call at the office.

Respectfully submitted,

Marilynn Anthenat, President

Property Owners Association, Terlingua Ranch, Inc.
Treasurer's Report
For the Quarter Period ended 6/30/17

Unaudited, preliminary financial statements for the six-month period ending 6/30/17, are available and include a Balance Sheet, a P&L Budget Performance Report, a Comparative P&L for the same six-months in 2016, and a P&L by Class (Cost Center).

At the end of June 2017, POATRI had cash on hand and in banks totaling approximately **\$739,036**, including approximately **\$313,453** in bank accounts reserved for contingency situations and for capital reserve funds.

For the six-month period ended 6-30-17, POATRI received gross income (before expenses) as follows:

Assessment Revenue	\$ 483,106
Supplemental (Lodge) Revenue	\$ 246,076
Miscellaneous Income	\$ <u>1,503</u>
Total Income	\$ <u>730,685</u>

The Budget Performance P&L reports that POATRI had net income before depreciation for the six-month period of approximately **\$223,916** versus the budget projection of **\$229,956**.

The P&L by Class (Cost Center) reports Supplemental (Lodge operations) net income of approximately **\$1,668**. The Non-Supplemental Cost Center (Property Services, Water, Overhead, and Roads), reported a net gain of approximately **\$220,246**.

It is important to note that Supplemental (Lodge activities) depends upon ongoing revenue throughout the year. In contrast, Non-Supplemental yearly activities depend upon Assessments which have historically been paid to a large degree within the first six months – and then have to be judiciously managed/allocated to meet the expenditures for these non-supplemental areas for the next six months thru December 31.

Assessments are detailed on the P&L based for the year for which an account is paid. The total assessments on the Comparative P&L includes one line item for assessments paid for all years prior to 2011, and separate line items for assessments paid for each subsequent year, up to the current year 2017.

The Comparative Profit & Loss Statement compares revenue and expenses for the six-month period ended 6/30/17 with that of 6/30/16. For the six-month period Owners paid total Assessments of **\$483,106** in 2017 versus **\$463,423** in 2016.

The rate of collection of current year assessments is an important monitor. While total assessments are higher than in 2016, the rate of collection for the current year (2017) is lower than at the same time in 2016. The rate of collection is calculated by dividing total fees assessed for each year by the fees collected specifically for that year. For example, total fees assessed for the year 2016 were \$743,102 (\$168.81 per account). By June 30, 2016 assessed fees collected totaled \$357,420, a collection rate of about 48%. In comparison, fees assessed for 2017 were \$753,784 (\$171.12 ea). Yet by June 30, 2017, fees collected for 2017 assessments totaled \$347,294, a 46% rate of collection.

Except for the reduced rate of current year collection, the P&L reflects overall progress in fee payment. The Manager has been proactively contacting delinquent account owners and sending out delinquent notices to encourage payment of assessments. In addition, Exempt accounts have voluntarily paid \$11,227 as of June 30, 2017, compared to \$10,042 in 2016.

Other financial information and statistics:

The audit of 2016 financials is well under way. Patsy Culver, CPA, is the outside auditor/tax preparer. She had an initial timing conflict that delayed her start date and is continuing to work with the Manager

and Bookkeeping to review the financial records. Audited financials should be available within the next month or so.

Submitted July 29, 2017

Linda Shank, Treasurer

POATRI 2nd QUARTER MANAGERS REPORT

We have been steadily giving the ranch a face-lift along with the infrastructure that has been replaced since the end of last year. You may notice new signage, new flooring in the office, and new lighting in the map room among other things. We are now working on the renovations of the last quad, which are the handicapped rooms, these rooms will feature fully compliant ADA accommodations.

This quarter we have also launched our online bill pay page on www.poatri.org. Members may now pay their assessments online for a small fee. (the fee covers the cost of doing business online) There are three options you may choose from while paying online, you may pay 2016 or 2017 assessment amount, or enter in any amount with a minimum payment of \$100.00.

I am also excited to announce that the Road Names Book Map that Calvin has been working on with Rio Grande Council of Governments is complete. We will have more information about the project in the newsletter, if you wish a copy of this please email me and I will be glad to forward the PDF.

The Demand letters and liens are still being implemented for 2017. Thus far we have collected over \$55,000 on demand letters. That figure is up \$20,000. From our last board meeting in April of this year. Also, Interim billing has gone out on July 10th, 2017 for the first time since 2011. This should generate revenues budgeted for but not yet seen for this year.

For the 2nd Quarter of this year we have 5032 members, of which 2695 are in good standing, and we have 630 exempt members. Our POATRI Auction was a success this year, we had 9 winning bids for 9 tracts out of the 15 we had posted. We look forward to another auction next year.

Ranch Market Days is still going on, we had a wonderful time visiting with property owners and guests, we hope to grow this event into an annual happening. If you haven't been out, please come to our next Market Days, Aug 12th and 13th, Booths are still available, and we will be having specials in the café, and rooms are still 30% off thru the end of August.

Anita Goss, Ranch Manager

2017 COLLECTIONS PROJECT AND DELINQUENT STATISTICS

Project targets accounts who have paid taxes & members who owe \$1050.00 or more	Each Demand Letter: \$6.69 Each Lien: \$26.00	TOTAL OWED \$523,850.74	RETURNED TO SENDER	Payment Plans	Collected before lien
SENT DEMAND LETTERS 219 COST : \$1465.11	TURNED INTO LIENS TO DATE: 107 COST: \$2786.00	\$285,922.49	41	16	\$46,694.00
SENT DEMAND LETTERS 185 Cost \$1237.65	TURNED INTO LIENS TO DATE: 81 COST \$2106.	\$237,928.25	23	11	\$9,076.80
TOTAL COLLECTED					\$55,770.80
Land Deeded Back to Poatri (with no taxes owed)				4	\$4,716.64
Bankruptcy Cases				5	\$7,895.38
Death Certificates sent in for deceased owners				6	\$7,598.92
LIENS AND PAYMENT PLANS					TOTAL
CURRENT PAYMENT PLANS					63
2008 Liens					91
2009 Liens					123
2010 Liens					1
2016 Liens					30
2017 Liens TO Date as of 7/27/17					331
MEMBERSHIP STATISTICS				Last quarter	this quarter
TOTAL MEMBERS				5034	5032
TOTAL MIGS				2544	2695
EXEMPT MEMBERS				636	630
TOTAL PAYING MEMBERS				1908	2065
TOTAL MEMBERS NOT IN GOOD STANDING				2490	2337

Water Task Force Report

Brewster County Groundwater Conservation District

I did attend a meeting June 15, 2017 in Alpine. The ground water board issues permits for wells in Brewster County.

*750 feet from property line for commercial wells

*50 feet from property line for private wells

Was voted to help property owners to get wells. New rules for Sept.2017

District meetings are held on the third Thursday of each month at 9:00 am, at the conference room, 207 North 7th, Alpine, unless otherwise indicated

<http://westtexasgroundwater.com/>



**TEXAS COMMISSION
ON ENVIRONMENTAL QUALITY**

Learning more about water conservation. There is a wealth of information on the TCEQ site.

TCEQ sets the state level rules on water.

*I was very happy to see the 30 page packet encouraging rain catchment.

*Five ways to save water

1-Replace your toilet

2-Use the dish washer wisely

3-Fix leaks

4-Trade up energy star clothes washers

5-Install water-efficient shower heads

[TCEQ Homepage - TCEQ - www.tceq.texas.govhttps://www.tceq.texas.gov/](https://www.tceq.texas.gov/)



BBCA water group

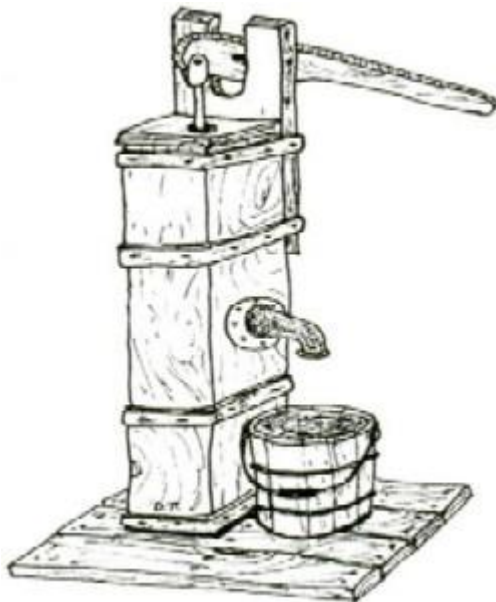
Alpine Public Library

6-8 PM

Library Telephone: 432-837-2621

info@bigbendconservationalliance.org

Historic Rain Catchment



A good cistern meant the difference between surviving on one's chosen land and having to leave it to find a better water source. A couple of dippers of the cool water down a parched throat, and another atop the head, made the long, hot day a little shorter and more endurable. Sometimes just thinking about all that cool, clear water down in the cistern kept a body going until quitting time.

RESOLUTION BY THE BOARD OF DIRECTORS

Discussion: WHEREAS,

The ability to pay assessments via PayPal has been implemented and for security reasons it is preferred that PayPal does not have access to the Deposit Account.

Therefore;

BE IT HEREBY RESOLVED:

To amend Section III, 1, A, 1 as follows: 1. Deposit Account – an account (preferably interest bearing) into which all funds are deposited except credit card receipts and PayPal receipts, which will be deposited in the Operating Account.

This resolution amends replaces revokes adds

Article 1-A-1 Section III of the

By-laws Policy and Procedures Manual _____

Article _____ Section _____

Effective Date: 07-29-17

Motion By: Marilynn Anthenat

Second: Larry Leaming

Ayes: 7 Nays: 0 Abstain: 0 Absent: 0

Record of Voting:

Y M. Anthenat; Y Y. Diaz; Y C. King; Y L. Leaming; Y K. Pothier;

Y L. Shank; Y B. Vogl