

BOARD OF DIRECTORS QUARTERLY MEETING MINUTES SATURDAY, JANUARY 26, 2019

The quarterly meeting of the POATRI Board of Directors was called to order at 10:04 AM by Secretary, Kathy Pothier

Roll Call and Certification of Board Members by the Secretary (A = Absent; P = Present) M Anthenat – <u>P</u>; R Bundy – <u>P</u>; Y Diaz – <u>P</u>; B Ellis; <u>A</u>; C King – <u>P</u>; K Pothier – <u>P</u>; C Small – <u>P</u>; B Vogl – <u>P</u>

Invitation for Public Service Announcements – There were no public service announcements **Acceptance of Minutes as Presented** - Kathy Pothier, Secretary. The minutes of the October/2018 quarterly meeting were emailed to all directors and posted on POATRI.org. I move the minutes be accepted as emailed. Second by Russell Bundy. All those in favor - <u>7</u> All those opposed <u>0</u>. The minutes were unanimously accepted. There were several board conference calls during the third quarter.

On November 27, 2018 there was a conference call with attorney Brady Ortego regarding legal matters. No motions or resolutions were passed during this call.

Additionally, on November 27, 2018 an email vote was taken to amend the CPI resolution of October/2018. The resolution is attached at the end of these minutes.

On December 11, 2018 the board held a conference call with Attorney David Scott regarding legal matters. No motions or resolutions were passed during this call.

On December 19, 2018 the board held a telephone conference call to discuss the 2019 budget. Those present on the call - Marilynn Anthenat, Russell Bundy, Yvonne Diaz, Chris King, Kathy Pothier, and Bill Vogl. Carolyn Small and Billy Ellis were absent. After much discussion, Russell Bundy moved, and Bill Vogl seconded to approve the 2019 Operating Budget and Capital Expenditures as presented. Record of Voting: Yes - <u>4</u>; No -<u>2</u>; Absent - <u>2</u>; Abstain - <u>0</u> M Anthenat – <u>N</u>; R Bundy – <u>Y</u>; Y Diaz – <u>N</u>; B Ellis – <u>A</u>; C King – <u>Y</u>; KPothier – <u>Y</u>; C Small – <u>A</u>; B Vogl – <u>Yes</u>

On December 22, 2018 an email vote was taken on a motion by Bill Vogl and seconded by Kathy Pothier to approve an end of year bonus for the manager. Chris King, Bill Vogl, Russell Bundy, Billy Ellis and Kathy Pothier voted yes. Marilynn Anthenat, Carolyn Small and Yvonne Diaz did not respond.

President's Report by Marilynn Anthenat is attached at the end of these minutes. At this point in the meeting there was special recognition of Marilynn's term as President. The board greatly appreciates her leadership over the past four years. There was never any question about her desire to continually put the betterment of the Association as her top priority and we thank you.

Manager's Report by Anita Goss is attached at the end of these minutes.

Treasurer's Report by Chris King is attached at the end of these minutes. There was a question from the audience regarding what was done differently to account for the increase in revenue. Anita explained that the lodge operation had changed the way business had been done in the past on two fronts. One was to engage booking.com which accounts for the upswing in reservations and tourist dollars. Second was to extend



hospitality business to property owners. Better hospitality to property owners and strong collections procedures helped with the increase in revenue.

Committee/Task Force Reports

Chris King reported for the **Budget and Finance Committee**. It's a newly organized committee. Members Ed Marcato, Bill Vogl, and Chris King worked with Anita to produce the 2019 budget. The 2019 budget has been posted to POATRI.org. Russell Bundy has been added to the BFC in 2019. One of the projects for 2019 is to develop a strategic plan for the association.

Chris King reported for the **Audit Committee**. At the October meeting there was much discussion regarding how to move forward with the audit committee and each board member was tasked with bringing back names of folks who would be willing to serve on the committee. Ed Marcato has offered to reevaluate the current handbook and compare it with the original handbook

Yvonne Diaz reported for the **Communications Committee**. The ongoing project that has been completed is getting the admin rights to the Terlingua Ranch Lodge facebook page. The ranch staff has the rights to the page, and it is being updated regularly.

Nancy Reyes reported for the **Three Mile Road Paving Update**. Marilynn thanked the task force for the work they have done over the past year. The easement has been finalized with Brewster County. The next task is to obtain easements from all the property owners who have property along the last three miles of Terlingua Ranch Road. The resolution to authorize the president of the board to sign the easement and the petition to Brewster County is attached at the end of these minutes.

OLD BUSINESS:

Update on Collections and Foreclosures by Anita Goss, Manager is attached at the end of these minutes. We have two "walls" we run into. One is bad addresses and our property owner services person, Kelly, is working diligently with both Brewster County Tax Office and Terlingua Common School District as these groups also have ongoing bad address issues. The other "wall" is deceased owners. 26% of our billed accounts are members not in good standing.

TCEQ Well Status by Anita Goss. The non-potable well is doing good – less minerals – better water. We haven't had any issues since the new non-potable was dug. The old non-potable well is still online and can be used in tandem with the new well if necessary. Smith Well permitting with TCEQ. We were assessed a fine of \$168 due to the well not being properly cemented. It is now. We will be conducting ongoing testing of the water from the Smith well.

Bad Rabbit Logo Update by Chris King. We are in conversation with Ms. Neale and her attorney regarding the logo in general. They seem amenable in working with us and continuing the partnership. It is an ongoing process and there will be more to come with the next board meeting.



Road Signage update by Anita Goss. We are working with Tom Griffith, of Rio Grande Council of Governments, on naming of roads. He will be down here again to go out with Dennis later on this spring.

NEW BUSINESS:

Property Owner Participation – A member shared that he heard that the Café had been broken into and maybe now we need iron doors. Anita confirmed the break in and more steps (i.e. surveillance cameras) are being taken to secure the Café.

A member said thank you to the road crew regarding the good shape of the roads.

A member said he thought the members, board (past and present) and staff have done a remarkable job in bringing this organization to a reasonable, functional organization.

A member said she was very proud of the board and staff for a wonderful job over this past year. Just keep it up.

2019 Budget Recommendation by Chris King. The 2019 budget was approved in December 2018. A couple of things have happened since the budget was approved – the government shutdown affecting tourism in our area and the TCEQ report. There will be updates to the budget as we had built in significant money for well and distribution repairs that appear not to be necessary at this time.

Social Media/Communications Process by Yvonne Diaz. The Terlingua Ranch facebook page is up and running. The Bad Rabbit Café also has a page that regularly updates on café specials and music. Those who are on facebook can like those pages on facebook to follow the updates.

Capital/Contingency Fund Reserves and 3-Year Strategic Plan were combined and reported by Chris King. The capital and contingency funds are going to be part of the work the Budget and Finance committee will be working on with the 3-year strategic Plan. The strategic plan will come from the capital asset project that we are about to start. More to come in second and third quarter.

2019 Board goals has been postponed. We will be establishing our goals and will have a list at our next meeting.

Combined Confidentiality Agreement for Board and Committees by Kathy Pothier. Our attorney has provided a combined confidentiality/code of ethics resolution for both board and committee members. We've had several different versions of confidentiality agreements being used and this now replaces those documents so there's just one document to be signed. If this is adopted by the board, all committee and task force members will be asked to sign the new document. This resolution will be posted on POATRI.org as a separate resolution.

Resolutions and Voting as Needed – Resolutions are attached at the end of these minutes.

2019 Board of Directors Election Results - Jana Long, Independent Vote Counter



POATRI Ballot Summary

Voter List Date: 11/27/2018 At 12:54 PM

Property owners in good standing	3021
Total Ballots Received	498
Valid ballots	494
Part of quorum	358
Not part of quorum	136
Invalid ballots	4
Candidates	
Chris King	362
Rick Bradbury	349
Phillip Green	287
Yvonne Diaz	235
Brenda Drgac	161

Election **Election Deadline** Vote Counter

2019



RESOLUTION TO RATIFY ELECTION RESULTS

Discussion: WHEREAS,

the ballot summary gave enough votes to Chris King, Rick Bradbury and Phillip Green,

Therefore;

BE IT HEREBY RESOLVED the 2019 Election results be ratified.

Effective Date: January 26, 2019

Motion By: Carolyn Small Second Russell Bundy

Ayes: <u>7;</u> Nays: <u>0</u> Abstain: <u>0</u> Absent: <u>1</u>

Record of Voting:

M Anthenat - Y; R Bundy - Y; Y Diaz – Y; B Ellis - A; C King - Y; K Pothier - Y; C Small - Y; B Vogl - Y;

The new directors were seated at this point. Confidentiality and Indemnity agreements were signed by all directors present.

Election of 2019 BoD Officers

President - Kathy Pothier was nominated by Russell Bundy and seconded by Carolyn Small.

Ayes <u>8</u>Nays <u>0</u>Abstain <u>0</u>Absent <u>1</u>

Record of Voting M Anthenat - Y___; R Bradbury - Y___; R Bundy - Y___; B Ellis - A___; P Green - Y___ C King - Y___; K Pothier - Y___; C Small - Y___; B Vogl - Y___

Vice President – Russell Bundy was nominated by Marilynn Anthenat and seconded by Carolyn Small

Ayes 8Nays 0Abstain 0Absent 1

Record of Voting M Anthenat - <u>Y</u>; R Bradbury - <u>Y</u>; R Bundy - <u>Y</u>; B Ellis - <u>A</u>; P Green - <u>Y</u>

C King - Y___; K Pothier - Y___; C Small - Y___; B Vogl - Y___

Secretary - Marilynn Anthenat was nominated by Russell Bundy and seconded by Kathy Pothier

Ayes <u>8</u> Nays <u>0</u> Abstain <u>0</u> Absent <u>1</u>

Record of Voting

M Anthenat - __Y___; R Bradbury - __Y___; R Bundy - __Y___; B Ellis - __A___; P Green - __Y___ C King - __Y___; K Pothier - __Y___; C Small - __Y___; B Vogl - __Y___



Treasurer - Chris King was nominated by Bill Vogl and seconded by Russell Bundy

Ayes <u>8</u>	Nays <u>0</u>	Abstain <u>0</u>	Absent	<u>1</u>				
Record of Vot	ting							
M Anthenat -	<u>Y</u> ; R Bra	dbury - <u>Y</u> ;	R Bundy	Y	; B Ellis	A	; P Green	Y
C King - Y	; K Pothier -	<u>Y</u> ; C Small	- <u>Y</u> ;E	3 Vogl	- <u>Y</u>			

The banking resolution was passed and is attached at the end of these minutes.

The Russell moved and Phillip seconded to adjourn to executive session to update the new directors on legal issues.

After executive session adjournment, Anita Goss, Manager, conducted a tour of the lodge area for the new directors.

Respectfully submitted

Kathy Pothier, Secretary



RESOLUTION TO AMEND CPI CALCULATION RESOLUTION

Amendment to adjust the recent CPI resolution of October 27, 2018 to reduce the CPI assessment percentage to 1.65% reflecting the new 2019 assessment amount of \$178.09 due to TRIPOD rounding limitation.

This resolution [x] amends previous CPI and 2019 assessment resolution

Effective Date: December 1, 2018

Motion By: <u>Marilynn Anthenat</u> Second: <u>Chris King</u>

Ayes: <u>6</u> Nays: <u>0</u> Abstain: <u>0</u> Absent: <u>2</u>

Record of Voting:

M Anthenat - Y; R Bundy - Y; Y Diaz – Y; B Ellis - A; C King - Y; K Pothier - Y; C Small - A; B Vogl - Y;



Resolution by the Board of Directors of Property Owners Association of Terlingua Ranch, Inc. adopting Code of Conduct. The full resolution is attached at the end of these minutes and will be posted on POATRI.org.

The motion was by Marilynn Anthenat and the second was by Chris King.

Ayes: <u>7;</u> Nays: <u>0</u> Abstain: <u>0</u> Absent: <u>1</u>

Record of Voting:

M Anthenat - Y; R Bundy - Y; Y Diaz - Y; B Ellis - A; C King - Y; K Pothier - Y; C Small - A; B Vogl - Y;

Director Absences by Marilynn Anthenat. According to our governing documents, if a board member misses 4 meetings during his/her term, he/she is automatically off the board. If a director misses 2 consecutive meetings, then it is up to the board to allow that director to continue on or not. The vote must be unanimous by the directors. One of our directors has taken a new job and was unable to make the past two meetings. His desire is to continue as a director. The board voted unanimously to have Billy continue as a director.

 Ayes: <u>7</u> Nays: <u>0</u> Abstain: <u>0</u> Absent: <u>1</u>

 Record of Voting:

 M Anthenat - <u>Y</u>; R Bundy - <u>Y</u>; Y Diaz - <u>Y</u>; B Ellis - <u>A</u>; C King - <u>Y</u>; K Pothier - <u>Y</u>; C Small - <u>Y</u>; B Vogl - <u>Y</u>



RESOLUTION BY THE BOARD OF DIRECTORS

Discussion: WHEREAS,

The Board of Directors previously approved a process to discuss and meet with property owners owning tracts, through, along, or adjacent to Terlingua Ranch Road regarding granting easement/s to Brewster County for the intended purpose of paving such road and a Petition to the County requesting dedication of the road to the public.

Therefore;

BE IT HEREBY RESOLVED:

The Board of Directors authorizes their designated representative, President of the Board of Directors, to sign such easement/s as revised and presented on January 26, 2019 and attached and Petition for each property or tract owned by POATRI.

M Anthenat - Y; R Bundy - Y; Y Diaz -Y; B Ellis - A; C King -Y; K Pothier -Y; C Small -Y; B Vogl -Y



RESOLUTION BY THE BOARD OF DIRECTORS

Discussion: WHEREAS,

After year-end financial review, funds are now available through the Operating Fund to pay for repairs,

Therefore;

The resolution dated September 18, 2018 transferring funds from the Capital Reserve account to the Operating Account to pay for repairs to the CAT 140 is hereby rescinded. Repairs to the CAT 140 will be paid directly from the Operating Account.

This resolution	n [X] rescinds Septe	mber 18, 20	18 resolution
[] Article	[] Section	_ of the	
[] By-laws [] Policy and Procedur	es Manual	[]
[] Article	[] Section		

Effective Date: January 26, 2019

Motion By: <u>Kathy Pothier</u> Second: <u>Bill Vogl</u>

Ayes: <u>7</u> Nays: <u>0</u> Abstain: <u>0</u> Absent: <u>1</u>

Record of Voting:

M Anthenat - Y; R Bundy - Y; Y Diaz -Y; B Ellis - A; C King -Y; K Pothier -Y; C Small -Y; B Vogl -Y



(432) 371-3146

BOARD OF DIRECTORS PROPERTY OWNERS ASSOCIATION OF TERLINGUA RANCH, INC. BANKING RESOLUTION Date: January 26, 2019

BE IT HEREBY RESOLVED: That the following persons be authorized to sign checks and make transfers on all bank accounts maintained at West Texas National Bank

Kathy Pothier, President

Russell Bundy, Vice President

Chris King, Treasurer

Marilynn Anthenat, Secretary

BE IT FURTHER RESOLVED: That Anita Goss, Manager be authorized to sign and make transfers on the Operating Account and Payroll account at West Texas National Bank and is authorized to make transfers on the Deposit Account.

BE IT FURTHER RESOLVED: That the following persons are authorized to sign checks and make transfers from the Reserve Account maintained at Fort Davis State Bank, and the Contingency Fund account maintained at West Texas National Bank.

Kathy Pothier, President

Russell Bundy, Vice President

Chris King, Treasurer

Marilynn Anthenat, Secretary

Approved by the Board of Directors on January 26, 2019

Motion By: <u>Kathy Pothier</u>

Second By: <u>Marilynn Anthenat</u>

Ayes: <u>8</u> Nays: 0 Abstain: <u>0</u> Absent: <u>1</u>

Attest:

Kathy Pothier, President Marilynn Anthenat, Secretary

Record of Voting :

M Anthenat – Y; R Bradbury – Y; R Bundy – Y B Ellis – A; P Green – Y; C King – Y; K Pothier – Y;

C Small – \underline{Y} ; B Vogl – \underline{Y}



(432) 371-3146

CERTIFICATE OF SECRETARY of **RESOLUTION OF BOARD OF DIRECTORS** of **PROPERTY OWNERS ASSOCIATION OF TERLINGUA RANCH, INC.** adopting CODE OF CONDUCT

STATE OF TEXAS	§
	§
COUNTY OF BREWSTER	§

I, Kathy Pothier, Secretary of the Property Owners Association of Terlingua Ranch, Inc. ("POATRI"), do hereby certify that at a meeting of the Board of Directors

of the Association (the "Board") duly called and held on the 26th of January 2019 with at least a quorum of the board members being present and remaining throughout, and being duly authorized to transact business, the following resolution was duly made and approved by a majority vote of the members of the Board:

WHEREAS, the governing documents of POATRI delegate the authority and responsibility to govern the operations of the community to its Board of Directors;

WHEREAS, the Board is responsible to elect officers and assign committee members: and

WHEREAS, the volunteer leaders of POATRI have the responsibility to set a standard and level of behavior that is conducive to the best interests of the entire community.

NOW, THEREFORE, BE IT RESOLVED that the Board of POATRI hereby adopts the following code of ethics, standards of behavior, rules and enforcement procedures that are applicable to all Board members, committee members, task force members, and volunteers serving the community:

Board members of the Property Owners Association of Terlingua Ranch, Inc. are representatives of the community and as such should represent a high standard of conduct and cooperation with other Board members, committee chairs and members, staff, and residents during all meetings, events, and deliberations. The standard is represented by the following tenets.



- 1. Board members should:
- 1.1 Treat other Board members, audience, committee members, task force members, and staff with courtesy and respect always.
- Always speak with one voice on adopted Board decisions

 even if the Board member was in the minority
 regarding actions that may not have obtained
 unanimous consent.
- 1.3 Remain objective in decisions and act in the best interests of all constituents, residents, and businesses.
- 1.4 Acknowledge prior or current relevant personal or business relationships before sharing an opinion on any issue under discussion.
- 1.5 Prepare for meetings by reading all reports and presentations before the meeting.
- 1.6 Research specific issues and questions with staff prior to meetings and provide notice of any issues to be raised in open meetings.
- 1.7 Make every attempt to alert Board members, committee members, task force members, and staff about issues and requests prior to an open meeting.
- **1.8** Attend regularly scheduled Board meetings in person, alternatively via telephone.
- 2. Board Members should refrain from:
- 2.1 Discussing or sharing committee, task force, or Board business via social media or with the public, press, or other news outlets outside the parameters of the any social media policy that may be adopted or as specifically established by the Board.
- 2.2 Misrepresenting known facts in any issue involving POATRI business.



- 2.3 Interfering with management staff, contractors, and suppliers.
- 2.4 Using foul or vulgar language or becoming aggressive toward one another, committee members, task force members, employees, agents, residents or any person at any time while serving as a representative of the community.
- 2.5 Acting in the interests of a specific resident or business unless that interest is representative of the larger community, and only if the Board member does not have a personal or business relationship with that specific resident or business.
- 2.6 Voting on any issue which the Board member has, or previously had, a business or close personal relationship.
- 2.7 Soliciting or accepting, either directly or indirectly, gifts gratuities, favors, loans or any other thing of monetary value greater than \$50.00 from a person or entity that is engaged in business with or seeking business from POATRI.
- 2.8 Soliciting or accepting, either directly or indirectly, gifts gratuities, favors, loans, or any other thing of monetary value made by a person or entity with an intent to influence decisions or actions on any Association matter.
- 2.9 Disclosing Confidential Information with any person including, but not limited to, residents, family members, guests, and media. "Confidential Information" shall include, but is not limited to, information considered to be confidential by law, either constitutional, statutory, or by judicial decision.

Examples of such confidential information include:

 Any information that could constitute an invasion of privacy, employment records, job related testing scores, disciplinary actions, wage history, employment background checks, medical records, about both current and former employees of POATRI;



POATRI Property Owners' Association of Terlingua Ranch, Inc.

PO Box 638, Terlingua, TX 79852

Phone (432) 371-3146

- Third party financial or proprietary information;
- Pending or past legal investigations or employee grievances;
- Attorney-client privileged information;
- Attorney-Board and auditor-Board privileged information
- 2.10 Using POATRI resources including professional resources such as legal counsel for personal or political gain.
- 2.11 Support the Bylaws and Policies & Procedures that are constructed to ensure sound business and ethical practices and behavior.
- 3. Committee members and task force members of POATRI represent the Board of Directors and the community and perform important work in the conducting of business of POATRI on behalf of its residents. In completing this work, it is important that committee and task force members adhere to a high standard of conduct as represented by the following tenets. Committee and task force members may be removed from a committee or task force at any time with or without cause by the Board.
- 4. Committee chairs, task force chairs, committee members and task force members should:
- 4.1 Attend regularly scheduled meetings in person (alternatively, via telephone) as agreed upon by the chair and staff.
- 4.2 Treat other committee or task force members, Board members, and staff with courtesy and respect always.
- 4.3 Remain objective in decisions and preparation of recommendations for the Board, and act in the best interests of all constituents, residents, and businesses.
- 4.4 Acknowledge prior or current relevant personal or business relationships before sharing an opinion on any issue under discussion.
- 4.5 Prepare for meetings by reading all reports and presentations before the meeting.



- 5. Committee members and task force members should refrain from:
- 5.1 Discussing or sharing committee, task force, or Board business via social media or with the public, press or other news outlets outside the parameters of any social medial policy that may be adopted or as specifically established by the Board.
- 5.2 Representing the Board with any external agency unless explicitly authorized by the Board.
- 5.3 Voting on any issue which the committee and task force member has, or previously had, a business or close personal relationship.
- 5.4 Disclosing Confidential Information (as defined in Section2.9 of this Resolution) with any person including, but notlimited to, residents, family members, guests, and media.

I further certify that I am the duly elected, qualified and acting Secretary of POATRI and that the foregoing resolution was approved as set forth above and now appears in the books and records of POATRI.

PROPERTY OWNERS ASSOCIATION OF TERLINGUA RANCH, INC.

By: <u>Kathy Pothier</u>

Printed: Kathy Pothier

Its: Secretary

THE STATE OF TEXAS	§
	§
COUNTY OF BREWSTER	§

BEFORE ME, the undersigned notary public, on this <u>26th</u> day of January 2019 personally appeared <u>Kathy Pothier</u>, Secretary of the Property Owners Association of Terlingua Ranch, Inc., known to me to be the person whose name is subscribed to the foregoing instrument, and acknowledged to me that he/she executed the same for the purpose and in the capacity therein expressed.

Denese Jones

Notary Public in and for the State of Texas



BOARD OF DIRECTORS' MEETING - PRESIDENT'S REPORT

January 2019

TCEQ and water system improvements update: Mr. Turner notified us on January 7th that he had begun the process of complying with TCEQ's ordering provisions. Per agreement with TCEQ, water quality testing will be done on a monthly basis for 36 months. TCEQ charged a minimal fine of less than \$175.

Bad Rabbit logo update: A new licensing agreement with Racythangs Enterprises/Leslie Neale continues to be reviewed. In the meantime, sales of items with the logo are being discontinued.

The new year is off to a great start with several weddings and events scheduled.

After four years as President, today is the last meeting I will be serving in this capacity. Thank you to those who supported and provided encouragement to me during my tenure. Thank you to Anita and her staff who were a pleasure to work with.

Respectfully submitted,

Marilynn Anthenat, President



POATRI 2019 January Board Meeting

Manager's Report 4Q 2018

2018 was a momentous year here at the Ranch. As Lodge business and revenue continued to grow, it allowed us to spend previously unavailable operating revenues on long overdue capital projects. We tackled a lot of projects around the Lodge, including: the pool remodel, the cabins being finished, new Café equipment (including stove, freezers, fridge and AC units), employee housing improvements, the purchase of the newest and highest quality road grader that the Ranch has ever owned, and had the other motor grader completely overhauled. We had a new non-potable well drilled and placed in service this year and made upgrades to the potable water system. We spent \$400,000.00 in capital projects in 2017 and 2018, all with operating funds. We had over 260 new members join POATRI in 2018. The Office and really the entire Staff spends a good deal of time helping to orient these many new owners to the Ranch. Currently we have 27 people on staff. The Terlingua Lodge office is now staffed and open 8am to Midnight five days a week (currently Wednesday thru Sunday).

While full financials are available online, I am pleased to point out that the Lodge generated Supplemental Net Revenue of \$199,457.06 in 2018, an increase of \$125,942.04 from 2017. As noted above and reflected in the financials, for the first time in its history POATRI had the cash flow to spend significant dollars on capital equipment and projects.

In 2019 we look to keep the momentum going by continuing to capture more than our fair share of Brewster County tourism dollars while continuing to add new members. The Café beat budgeted revenue and came in under its budgeted cost of goods. The Café Staff was significantly upgraded this past year which has allowed us to step up food quality, selections and service. While we still have some capital items to attend to this year (the largest being another road crew machine penciled in for the 4th quarter), we will focus more on operations, as we continue to attract the best and most diverse Staff in South County, by reinvesting in employee benefits and salaries, and by continuing to propose long-term solutions to the employee housing issue.

On the group business side, Terlingua Ranch Lodge continues to be the premier small/medium sized wedding and group (50 guests or less) destination in the Big Bend. So far in 2019 we have booked 8 confirmed weddings and 6 other groups. This is great added revenue throughout the year. The Staff got off to a great start for 2019 with our first wedding drawing rave reviews for service, food, rooms, ambiance and our great Staff.

Collections efforts continue to go very well. As some may recall, we really worked hard beginning in 2017 to collect the "low hanging fruit" accounts with great success. We are continuing to follow the model we have been using for the last two years to grow assessment revenue. Currently there are 5054 Total Member Accounts, of which 626 accounts are exempt. POATRI now has 4428 total paying members, 3093 of whom are currently in good standing!



These are the highest numbers that I am aware of for at least the past 13 years. Per TRIPOD, these accounts reflect 9,501 tracts encompassing 190,300 acres.

Please be looking for our next newsletter that is coming out around Valentine's Day to see latest events and happenings. If you need a copy snail mailed, please call Kelly Dayton at 432-371-3146. The Staff is looking forward to a fantastic year! We hope to see you out at the Ranch.

Anita Goss

In 2018 year, we added 264 new paying accounts. We expect this upward trend to continue into 2019.

3Q 2018	4Q 2018
Total Member Accounts: 5040	Total Member Accounts 5054
Total MIGS: 3027	Total MIGS: 3093
Exempt Member Accounts: 627	Exempt Member Accounts: 627
Total Paying Member Accounts: 4413	Total Paying Member Accounts: 4428
Not in Good Standing: 1386	Not in Good Standing: 1335

As stated in the manager's report, we will continue to use the same model for collections that we have in 2017 and 2018.

Billing for 2019 Assessments began in December 2018. This year we will send out late notices at the end of April, and again at the end of August. This system has proven very effective in collecting current year assessments.

Thanks, Anita Goss

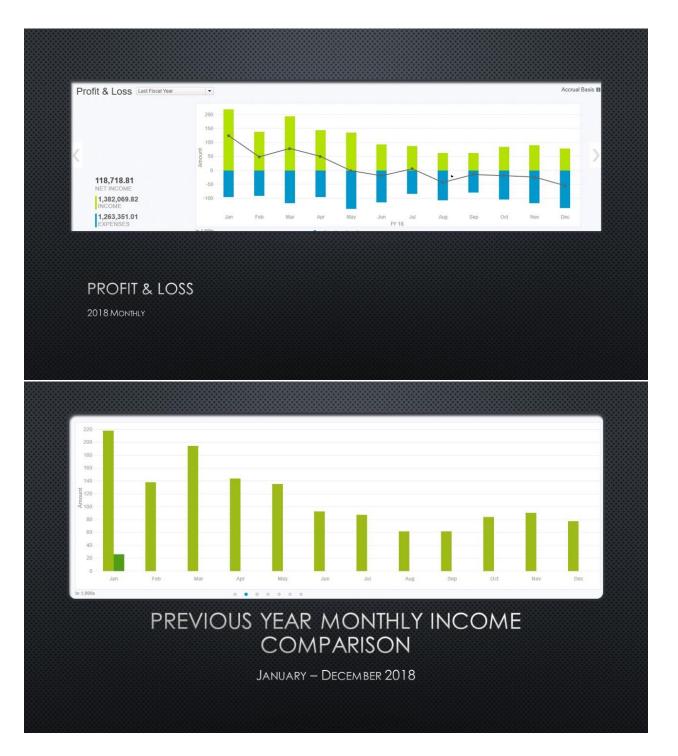




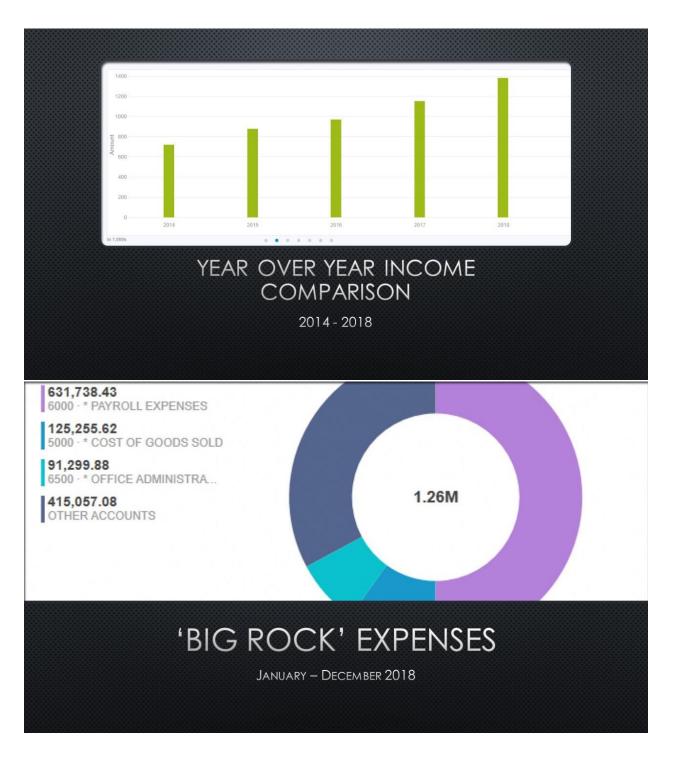


	.R.I./Terlingua Ranch Assessment Income			
Accrual Basis January	through December 2018	Jan - Dec 18	_	
Ordinary Income/Expense Income		Jan - Dec 18	MONTHL	Y
Income 4001 - Assessment Related Reven 4005 - 'Association Assessmen 4009 - Special Assessment 4019 - Volunteer Assessment	ue its	2,022.23	888888888888888888888888888888888888888	
4015 - Volunteer Assessmen 4018 - Assessment Rev-Prior 4030 - Assessment Interest.	r to 2013	2,972.88 41,067.88 14 101 92	ASSESSME	NT
4034 - 2014 Assessment Rev 4035 - 2015 Assessment Rev 4036 - 2016 Assessment Rev	renue	7,127.36 9,983.88 21,591.70		
4030 - 2010 Assessment Rev 4038 - 2018 Assessment Rev	renue	44,406.70 441,155.59	INCOM	
Total 4005 - *Association Asses Total 4001 - Assessment Related R		584,430.14		
Total Income		584,430.14	End of Year 201	•
Gross Profit Net Ordinary Income	-	584,430.14 584,430.14	END OF FEAR 201	8
Net Income	-	584,430.14		
PM P.O.A.T.F	R.I./Terlingua Ranch			
Bank A	ccount Balances			
Bank A		Sep 30, 18 Dec 31, 18	MONEY I	N_
ASSETS Current Assets	ccount Balances		26868686868666666666666666666666666666	
219 Bank A ual Basis As of ASSETS Checking/Savings 1011 - Operating Account	CCCOUNT Balances December 31, 2018 Mar 31, 18 Jun 30, 18 60,018.49 28,171,15	Sep 30, 18 Dec 31, 18	26868686868666666666666666666666666666	
119 Bank A ual Basis As of ASSETS Current Assets CheckingSavings 1011 - Operating Account 1012 - Deposit Account 1012 - Deposit Account	Mar 31, 18 Jun 30, 18 60,018.49 28,171.15 513,3962.25 569,778.66 2,865.55 2,779.55	Sep 30, 18 Dec 31, 18 53,618.67 67,744.62 295,806.24 231,194.60 1,580.76 1,021.09	THE BAN	K
ASSETS Current Assets Current Assets Checking/Savings 1011 - Operating Account 1012 - Deposit Account 1013 - Payoil Account 1015 - FDBB Reserve Account 1017 - WTMB Contingency Fund	Mar 31, 15 Jun 30, 18 60,018,49 28,171,15 513,300,25 560,778,66 2,865,65 2,779,66 20,064,77 20,004,77	Sep 30, 18 Dec 31, 18 53,618.67 67,744.62 295,606.24 231,194.60 1,580,76 1,221.04 152,280,54 152,280.54 203,761,56 203,761.56	THE BAN	K
ASSETS Current Assets Checking/Savings Office Courts and Courts 1012 - Deposit Account 1013 - Payrol Account 1015 - FDSB Reserve Account 1015 - FDSB Reserve Account 1017 - WTNB Contingency Fund Total Checking/Savings	Mar 31, 18 Jun 30, 18 60,018,49 28,171.15 513,906,25 56,778.66 2,865,55 2,779.65 20,964,77 200,964.77 901,676.19 929,428.51	Sep 30, 18 Dec 31, 18 53,618.67 67,744.62 295,806.24 231,194.60 1,580,76 1.021.09 152,280.54 152,280.54 203,761.56 203,761.56 707,047.77 656,002.41	26868686868666666666666666666666666666	Κ
ASSETS Current Assets Current Assets Checking/Savings 1011 - Operating Account 1012 - Deposit Account 1013 - POUS Reserve Account 1015 - FDUS Reserve Account 1015 - FDUS Reserve Account	Mar 31, 15 Jun 30, 18 60,018,49 28,171,15 513,300,25 560,778,66 2,865,65 2,779,66 20,064,77 20,004,77	Sep 30, 18 Dec 31, 18 53,618.67 67,744.62 295,806.24 231,194.60 1,52,206.24 152,200.24 203,761.56 203,761.56 707,04.77 656,002.41	THE BAN	K





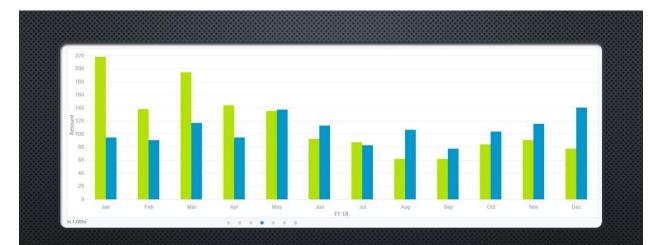












INCOME AND EXPENSE TREND

JANUARY - DECEMBER 2018

LIABILITIES & EQUITY

2018 BALANCE SHEET

•TOTAL LIABILITIES \$706,721.16

•NET INCOME \$118,718.81

•TOTAL EQUITY \$1,546,674.00

•Total Liabilities & Equity \$2,253,395.16

Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	9,039.81
Total Accounts Payable	9,039.81
Credit Cards	
1095 · Mastercard 0158	2,727.48
Total Credit Cards	2,727.48
Other Current Liabilities	
2100 · * Payroll Liabilities	26,111.16
2111 · Direct Deposit Liabilities	8,185.52
2500 · * Taxes Payable	-24,637.99
2800 · * Deferred Income	685,295.18
Total Other Current Liabilities	694,953.87
Total Current Liabilities	706,721.16
Total Liabilities	706,721.16
Equity	
3001 · Members Equity-Undesignated	304,467.15
3002 · Members Equity-Designated	356,797.92
3003 · Contributed Capital	90,512.00
3004 · Adj - Prior Year Collections	-129,928.53
3900 · Retained Earnings	806,106.65
	Dec 31, 18
Net Income	118,718.81
Total Equity	1,546,674.00
OTAL LIABILITIES & EQUITY	2,253,395.16



POATRI Property Owners' Association of Terlingua Ranch, Inc. PO Box 638, Terlingua, TX 79852

Phone (432) 371-3146

	5:15 PM 01/25/19 Accrual Basis	P.O.A.T.R.I./Terlingua R Balance Sheet As of December 31, 201	
2018			Dec 31, 18
BALANCE SHEET		nt Assets necking/Savings 1011 - Operating Account 1012 - Deposit Account 1013 - Payroll Account	67,744.62 231,194.6(1,021.05
		1015 · FDSB Reserve Account 1017 · WTNB Contingency Fund 1030 · * Petty Cash in Office	152,280.54 203,761.56 1,702.04
	т	atal Checking/Savings	657,704.45
•Total Checking/Savings	A	counts Receivable 1201 · Accounts Receivable	233.98
\$657,704.45	Т	tal Accounts Receivable	233.98
	o	ther Current Assets 1100 · * Assessments Receivables	677,287.99
•Total Current Assets		1300 · * Inventories	74,998.99
		1400 · * Prepaid Accounts	1,155.00
\$1,510,380.41		1700 · Deferred Tax Asset	99,000.00
	т	atal Other Current Assets	852,441.98
	Tota	Current Assets	1,510,380.41
•Total Fixed Assets \$743,014.75		I Assets i00 · * Fixed Assets	1,368,380.60
	16	15 · Accumulated Depreciation	-625,365.85
	Tota	Fixed Assets	743,014.75
	TOTAL	ASSETS	2,253,395.10