



# Board of Directors Meeting

May 6, 2025



# Roll Call

David Young – President

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Iryna Sukhovolets – Vice President

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Marla Walberg – Secretary

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Dave Underwood – Treasurer

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Chris Mullen - Director

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Phil Geiger – Director

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VACANT – Director

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# Meeting Agenda

Call to Order

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Roll Call / Establish Quorum / Adopt Agenda

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President's Comments

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Consent Agenda: Approval of April 1, 2025 Meeting Minutes

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Ranch Leadership Report | Financial Report Q1 2025

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Old Business: Policy 205 - Investments

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New Business: Desert Haciendas Neighborhood Advisory Committee |  
2025 Reserve Spending Approval| NVM Engagement/Next Topics

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Committee Reports

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Member Open Forum (Limited to 3 Minutes Per Speaker)

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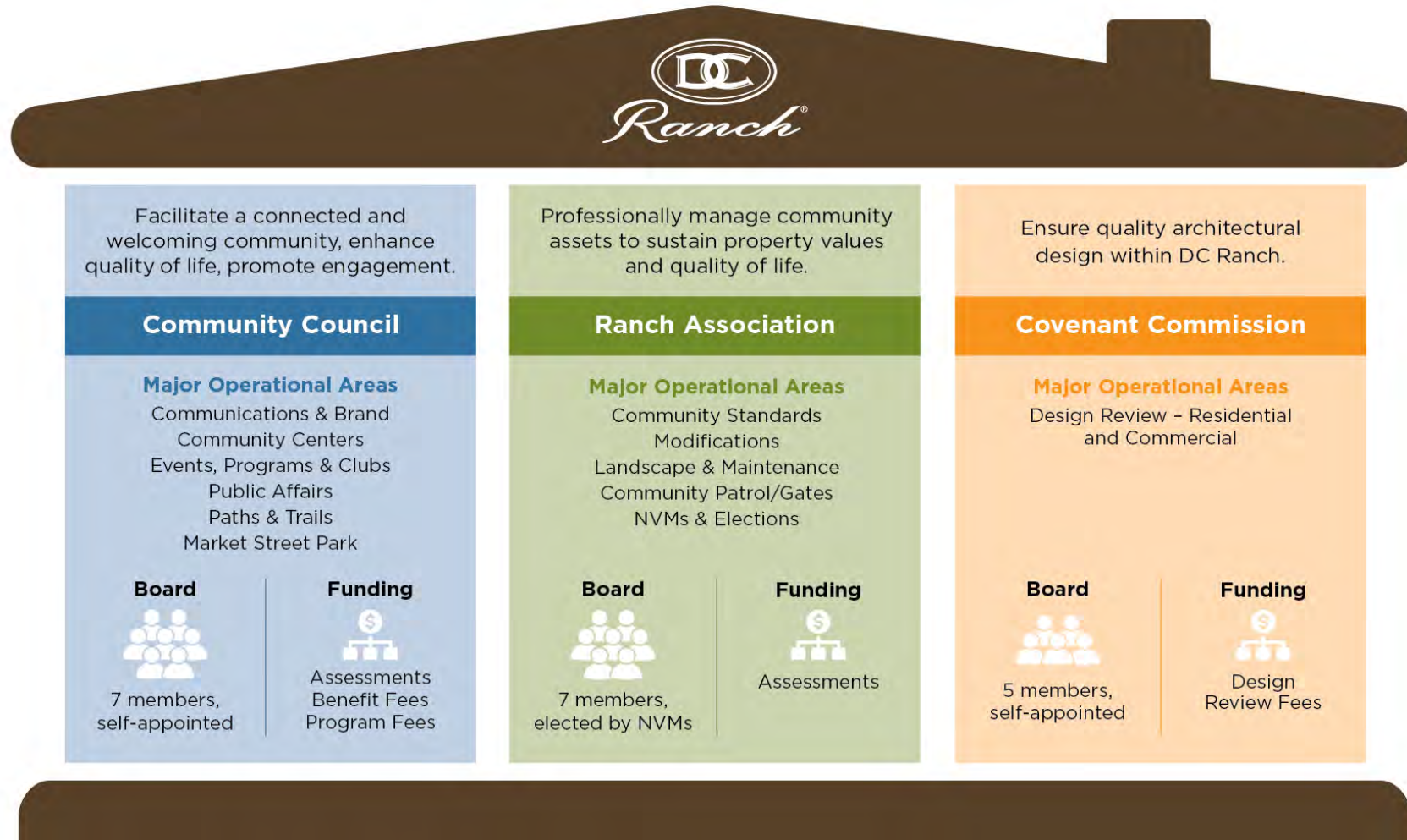
Announcements

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Adjournment

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# President's Comments





# Mission Statements



## Community Council

Visioning and facilitating initiatives that enhance residents' quality of life and serve collective interests.

Provides recreational, educational, cultural, and volunteer opportunities. Promotes the DC Ranch brand and manages communication programs.



## Ranch Association

Emphasizing customer care and sustained property values. Protects fiscal and environmental assets.

Provides professional financial, landscape, and maintenance staff. Manages security services.



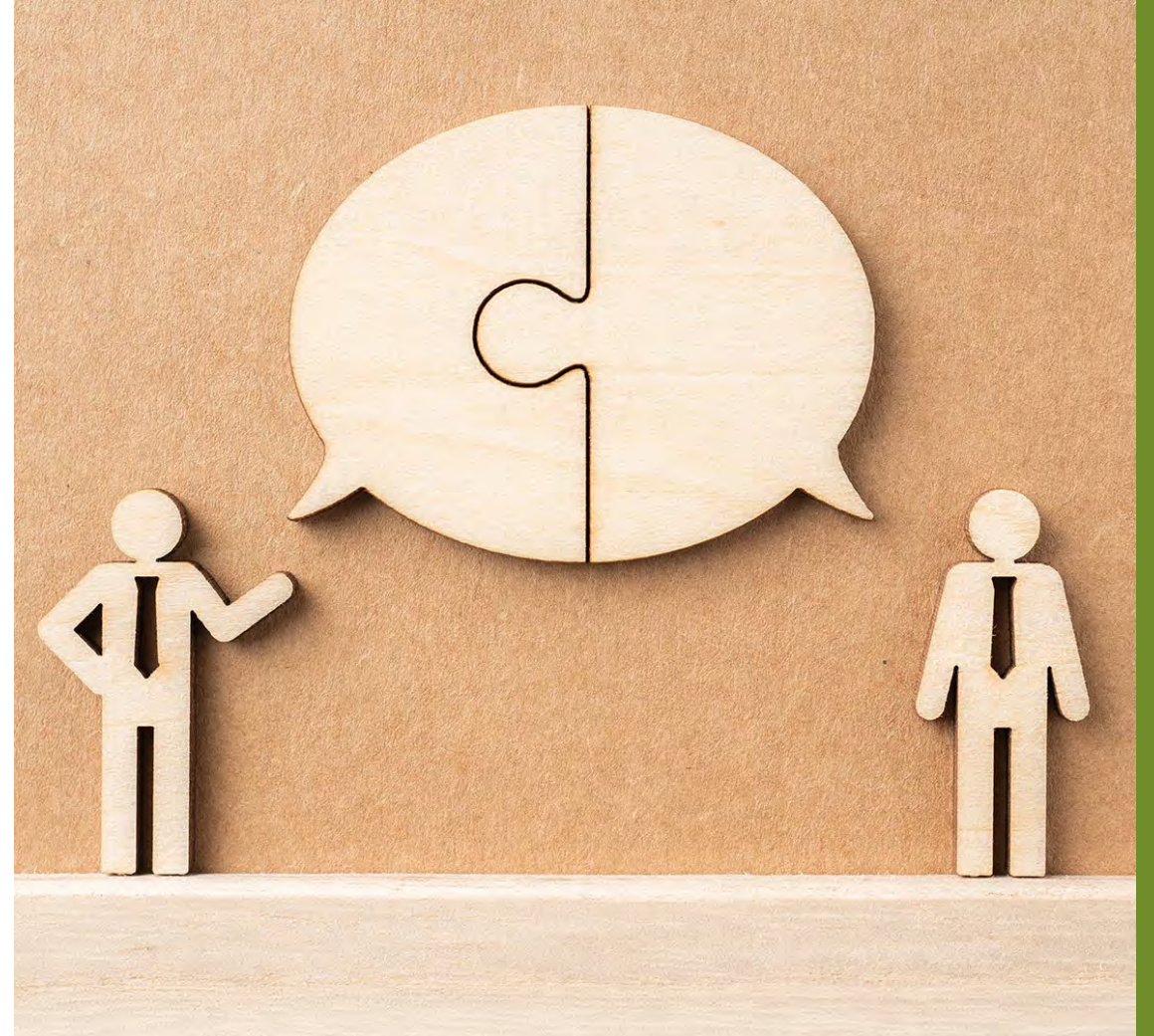
## Covenant Commission

Establishes and maintains standards for architectural and landscape design while working with property owners, builders, and architects to preserve harmony with our desert environment.



# Principles of Civil Dialogue

Respect and diversity of thought are valued at DC Ranch. Civil dialogue should be used when addressing the Board, another resident, or a DC Ranch staff member.



# Consent Agenda



## April 1, 2025 Regular Board Meeting Minutes



# Ranch Leadership Report

Introductions –  
Scott Levy & Kim Visser

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Communications

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Community Patrol &  
Gate Access

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Community Standards

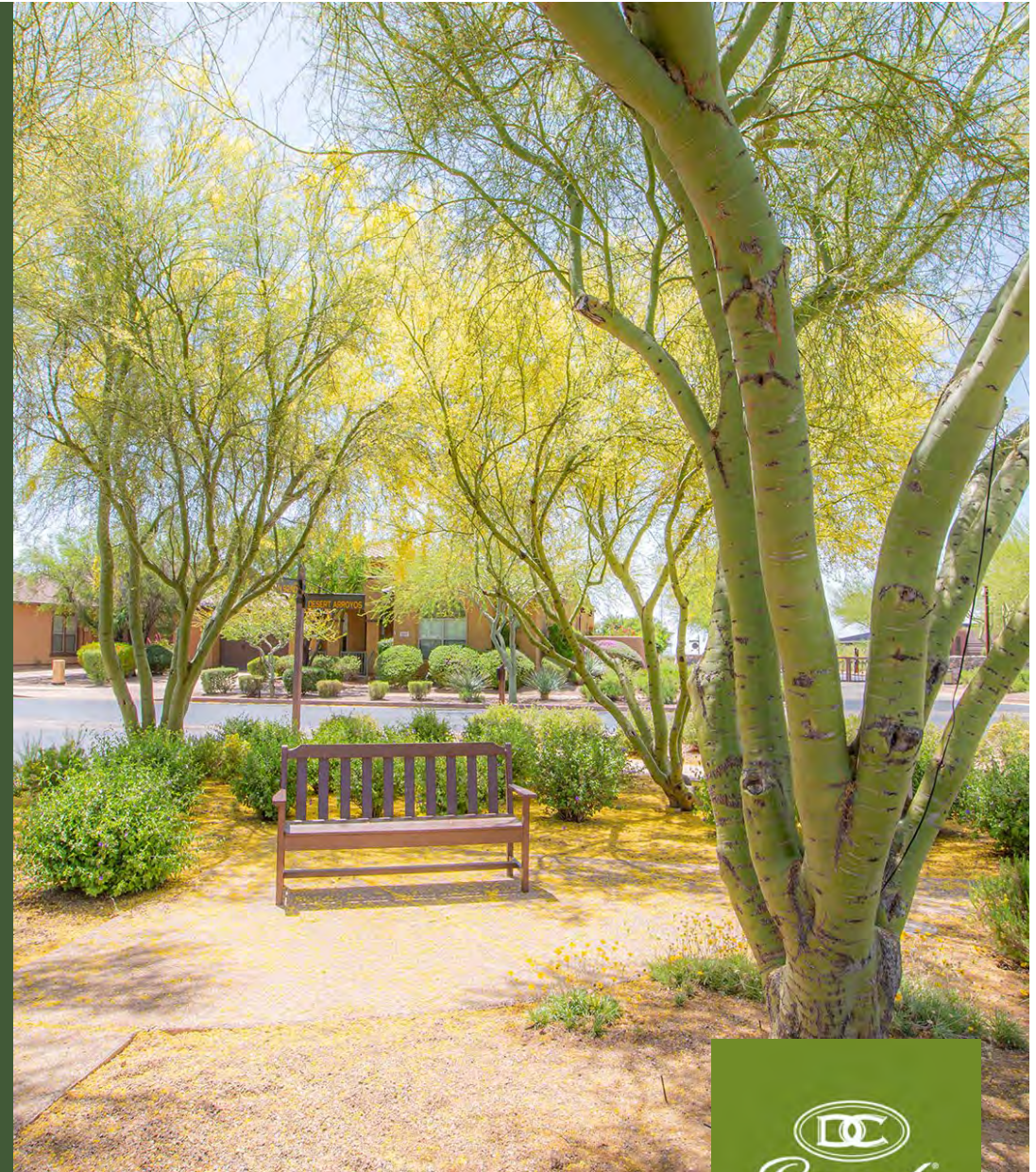
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Landscape

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Maintenance

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# Introductions – Scott Levy & Kim Visser

**Kim Visser, Chief Operating Officer**, has over 30 years of experience in the Developer and Homeowners Association (HOA) industry, working with esteemed developers such as Intrawest, North American Mountain Resort and Adventure Company (Sandestin Golf and Beach Resort, Destin, FL), Discovery Land Company (The Yellowstone Club, Big Sky, MT), The Lyle Anderson Company (Las Campanas, Santa Fe, NM), and most recently, DMB (Verrado, DC Ranch).

**Scott Levy, Chief Administrative Officer**, has more than 20 years of experience as a business owner and senior leader in the security industry. His family owned and operated Levy Security Corporation in Chicago, which Scott ultimately served as a Vice President. Scott went on to lead security programs at three Level I trauma centers in Chicago and for the past 5 years led security and guest services at Mayo Clinic. Through these experiences, Scott has been nationally recognized as an author, educator, and speaker.



# Communications

The Communications Team supported the Ranch Association with various communications and initiatives in April, including:

- Residents were kept informed via email and other communication platforms on a variety of topics.
- The Communications Team received the results and analysis of the resident demographic and interest survey from WestGroup. The results will be presented to both Boards of Directors at their next meeting.
- New board meeting presentation templates were designed for both the Community Council and Ranch Association.

# Community Patrol & Gate Access

## GardaWorld Transition Update (As of May 6, 2025 | 36 Days into Transition)

### •Transition Progress:

- Launched April 1, 2025; now 36 days in.
- Patrol and gatehouse teams fully operational with SRO support in place.

### •Key Metrics (April 2025):

- ~39,000 total gate logins across all access points.
- 656 vehicle tags processed.
- 69 resident/admin contacts (calls & emails).

### •Staffing & Leadership:

- Ian Mount serving as Interim Account Manager after Ruben Santiago declined the permanent role.
- Ian has demonstrated strong alignment with DC Ranch standards, team training, and morale leadership.
- Additional officers hired; onboarding in progress to strengthen coverage depth.

### •Equipment & Technology:

- First DC Ranch-branded security vehicle delivered; lightbar and Samsara fleet monitoring installations underway.
- UTV training and registration preparation ongoing.

# Community Patrol & Gate Access

## Priorities & Next Steps

- **Staffing & Coverage:**
  - Complete onboarding of two new hires; fill remaining open shifts at Windgate, Westgate, and Patrol (evening/weekend).
- **Operations Focus:**
  - Continue test call program to reinforce gatehouse standards (guest verification, script adherence).
  - Complete wildlife & safety certification training (snake relocation session on May 6).
  - Maintain high compliance in patrol reporting and shift coverage.
- **Equipment & Tech:**
  - Finalize safety equipment installations (vehicles & UTVs).
  - Confirm UTV training provider and complete registration.
- **Internal Improvements:**
  - Streamline incident reporting (remove redundancies, improve consistency).
  - Prepare measurable performance data for Board and CPGA Committee review.
- **Next Board Review:**
  - August Board Meeting: GardaWorld Security Assessment & Recommendations



# Community Standards

- James Clark joined the team on April 2. James previously served as a Supervisor with Anderson Security at DC Ranch, and has extensive familiarity with our neighborhoods. Welcome James!









# Country Club – Before & After





# Tree Planting - Terrace Homes West





# Tree Planting - Estates





# Tree Planting – Park & Manor





# Culvert Clearing – Prep for Monsoon Season







Damaged Wood Beam Light  
Pole in Country Club



New Beam Put In Place



Repaired Light Fixture

# Maintenance



# 2025 Q1 Financial Report

## Dee Nortman Director, Finance & Administration



	1,070,000	1	800,000	48
<b>of Sales</b>	<b>Current Month</b>		<b>1,920,000</b>	<b>1</b>
	<b>Amount</b>	<b>% of Sales</b>	<b>Amount</b>	<b>% of Sales</b>
ing inventory	540,000	1	45,000	0
oods purchased/manufactured	123,000	0	250,000	0
oods available	200,000	0	295,000	0
nding inventory	38,000	0	200,000	0
ost of goods sold	20,000	0	95,000	0
profit (loss)	1,050,000	1	1,825,000	1
<b>ng Expenses</b>	<b>Current Month</b>		<b>Year to Date</b>	
	<b>Amount</b>	<b>% of Sales</b>	<b>Amount</b>	<b>% of Sales</b>
and wages	122,000	0	32,000	0
sions	112,000	0	22,000	0
ng	335,000	0	37,000	0
ion	10,000	0		
ng expenses	10,000	1		
ministrative				
nd wages	0,000	0		
benefits	33,000			
es	70,000			

	January	February	March	April	May	June	July	August	September	October	November	December
Q1	65,000	75,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000
Q2	65,000	75,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000
Q3	65,000	75,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000
Q4	65,000	75,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000
Year to Date	65,000	75,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000

# Statement of Revenue and Expense

For the period ending March 31, 2025

	March 2025			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Revenue</b>						
Assessment	\$ 926,911	\$ 926,976	\$ (65)	\$ 2,780,732	\$ 2,780,928	\$ (196)
Non-Assessment	50,675	44,590	6,085	153,317	133,770	19,547
<b>Total Revenue</b>	<b>977,585</b>	<b>971,566</b>	<b>6,019</b>	<b>2,934,048</b>	<b>2,914,698</b>	<b>19,350</b>
<b>Expenses</b>						
Operating Expenses	693,143	733,650	(40,507)	2,073,304	2,122,600	(49,296)
Reserve/Capital Funding	204,261	204,261	-	612,783	612,783	-
<b>Total Expense</b>	<b>897,404</b>	<b>937,911</b>	<b>(40,507)</b>	<b>2,686,087</b>	<b>2,735,383</b>	<b>(49,296)</b>
<b>Operating Income/(Loss)</b>	<b>\$ 80,182</b>	<b>\$ 33,655</b>	<b>\$ 46,527</b>	<b>\$ 247,962</b>	<b>\$ 179,315</b>	<b>\$ 68,647</b>
Reserve Income/(Loss)	234,568	237,592	(3,024)	735,797	712,776	23,021
Capital Income/(Loss)	(562)	-	(562)	(1,686)	-	(1,686)
<b>Total Net Income/(Loss)</b>	<b>\$ 314,188</b>	<b>\$ 271,247</b>	<b>\$ 42,941</b>	<b>\$ 982,072</b>	<b>\$ 892,091</b>	<b>\$ 89,981</b>



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Fees/Fines \$9k  
Interest \$10k  
Other \$1k



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EE costs \$85k  
Exp timing \$16k  
Utilities (\$52k)





# Balance Sheet

For the period ending March 31, 2025

<b>Assets</b>			
	<u>3/31/2025</u>	<u>12/31/2024</u>	<u>Y/Y Change</u>
<b>Operating Cash</b>	\$ 2,040,493	\$ 2,058,174	\$ (17,681)
<b>Reserve Funds</b>	14,000,941	13,343,091	657,850
<b>Capital Funds</b>	90,668	90,668	0
Accounts Receivable, Net	20,561	21,782	(1,221)
Intercompany Receivables	-	4,385	(4,385)
Prepaid Expenses	291,370	104,425	186,945
Interfund Transfers	2,935	80,593	(77,657)
Operating Lease RTU Asset	208,791	208,791	0
Other	170	44	126
<b>Total Current Assets</b>	<u>523,827</u>	<u>420,020</u>	<u>103,807</u>
<b>Fixed Assets</b>			
Property & Equipment	360,678	360,678	-
Depreciation	<u>(354,207)</u>	<u>(352,520)</u>	<u>(1,686)</u>
	6,472	8,158	(1,686)
<b>Total Assets</b>	<u><b>\$16,662,402</b></u>	<u><b>\$15,920,111</b></u>	<u><b>\$ 742,291</b></u>

<b>Liabilities/Equity</b>			
	<u>3/31/2025</u>	<u>12/31/2024</u>	<u>Y/Y Change</u>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	\$ 333,564	\$ 409,575	\$ (76,011)
Intercompany Payable	77,651	213,501	(135,850)
Accrued Expenses	98,000	127,212	(29,212)
Prepaid Assessments	407,894	325,561	82,333
Deferred Revenue	-	-	-
Interfund Transfers	2,935	80,593	(77,657)
Operating Lease RTU Asset	208,791	208,791	-
Other Current Liabilities	<u>3,325</u>	<u>6,710</u>	<u>(3,384)</u>
	1,132,161	1,371,942	(239,781)
<b>Long-Term Liabilities</b>			
Other	<u>-</u>	<u>-</u>	<u>-</u>
	-	-	-
<b>Equity</b>			
Operating Equity	1,149,422	1,149,422	-
Reserve Equity	13,299,921	13,299,921	-
Capital Equity	98,826	98,826	-
CY Net Income/(Loss)	<u>982,072</u>	<u>-</u>	<u>982,072</u>
	15,530,241	14,548,169	982,072
<b>Total Liabilities/Equity</b>	<u><b>\$16,662,402</b></u>	<u><b>\$15,920,111</b></u>	<u><b>\$ 742,291</b></u>



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\$640k

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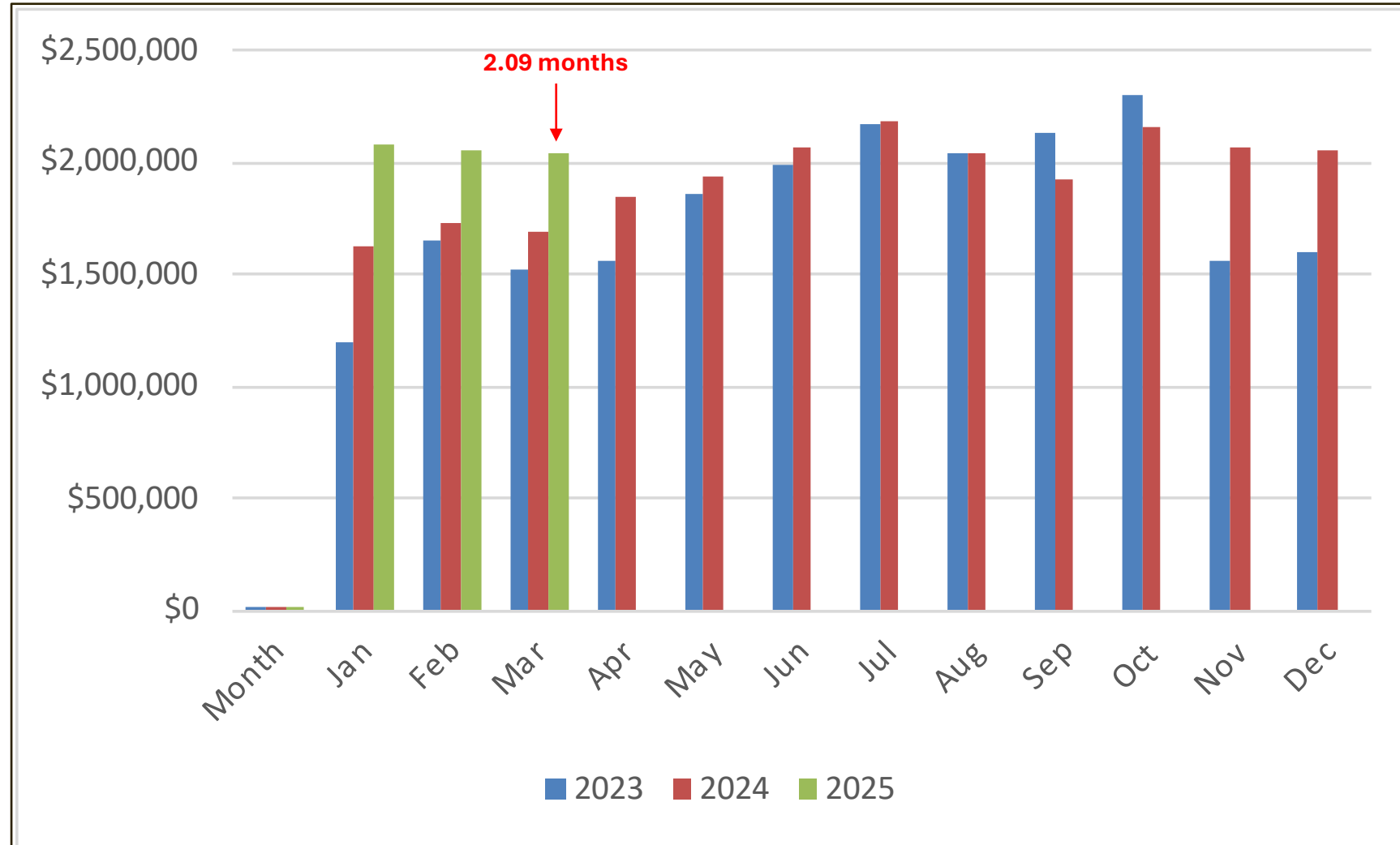
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# Operating Cash Balances by Month





# Questions?

# Desert Haciendas – Request for Neighborhood Advisory Committee

Kathy Wahl – Neighborhood Voting Member (Proponent)

- In accordance with Policy 107, request Board approval to form a Neighborhood Advisory Committee for Desert Haciendas
- Purpose of Neighborhood Advisory Committee: Neighborhood consideration of potential special assessments needed to complete identified road repairs in the neighborhood. Any special assessment would represent the variance between the total repair cost and amount reserved for these purposes.



# RESTORE THE RANCH



## **‘Getting Stuff Done’ Priority Reserve Projects for 2025 (and deferred projects from 2021-2024)**

**Scott Levy & Kim Visser**

# Refresh on Reserves – Guiding Principles

- **How Did We Get Here?**
  - Significant Board & Staff Turnover
  - Ancient/Unreliable Reserve Software (no one currently on staff is ‘expert’/superuser of PRA System)
  - Comprehensive RA Reserve Study Not Completed Since 2017 (best practice is every 3 years)
  - Optimal Reserve Study is Third Party, Independent Industry Firm – and not In-House Software
  - Board placed a ‘freeze’ on all Reserve spending, intending additional Road Study info (esp. in underfunded neighborhoods), with desire to identify alternative funding sources
- **Doing Nothing Is A Choice...But It’s Not A Good One**
  - Safety First – unsafe sidewalks, sharp/broken playground pieces, security equipment, speed monitoring
  - Replace Aged Infrastructure – old/obsolete equipment won’t get better by waiting (ex: gate controllers & cabling)
  - Maintain Aesthetic Standards – Plants & Trees; Roadway Signs; Fenceposts; Water Features
  - Recognize Long-Lead Items/Political Environment (i.e. Tariffs) – Playground Structures, Mailbox Clusters deferred
- **Our Plan: “RESTORE THE RANCH”**
  - With Board approval, get to work on 2025 (and deferred 2021-2024) non-Road reserve projects
  - Initiate Road Repair Pilot in Desert Haciendas; lessons learned guide Road repair project funding
  - Keep residents advised of project progress/completion & key milestones thru regular communication channels



# Deferred and Delayed Non-Road Reserve Projects 2021-2025

Category	\$ Amount Requested
Landscaping Enhancements	\$260,700
Maintenance	\$950,652
Playgrounds & Parks	\$466,297
Security Equipment	\$670,730
Business Operations	\$124,491
Technology	\$106,000
<b>TOTAL BUDGET REQUEST</b>	<b>\$2,578,870</b>

# Landscaping Enhancements

- Budget Request: Up to \$260,700
- Project Types Include: Landscape Drainage, Plant Enhancements, Tree Replacement
- Neighborhoods included: Arcadia, Camelot, Country Club, Desert Haciendas, Estates, Haciendas, Horseshoe Canyon, Market Street Villas, Montelena, Park and Manor, Pioneer, Ranch Association, Sterling, Terraces Home East, Terraces Home West







# Maintenance

- Budget Request: Up to \$950,652
- Project Types Included: Paint Entry & Exit Gates; Drinking Fountains; Street Signs; Wood Fencing; Common Wall Stucco Paint/Repair; Common View Fence Painting
- Neighborhoods Included: Arcadia, Camelot, Country Club, Desert Haciendas, Estates, Haciendas, Horseshoe Canyon, Market Street Villas, Montelena, Park and Manor, Pioneer, Ranch Association, Rosewood, Sterling, Terrace Homes East, Terrace Homes West, Windgate

# ■ Playgrounds & Parks

- Budget Request: Up to \$466, 297
- Project Types Included: Playground Renovation & Repair; Soft Surface; Park Furniture Replacement; Park Plant Pots
- Neighborhoods Included: Arcadia, Camelot, Desert Haciendas, Estates, Haciendas, Horseshoe Canyon, Montelena, Park and Manor, Terrace Homes East, Terrace Homes West, Windgate





# Security Equipment

- Budget Request: Up to \$670,730
- Project Types Included: Gate Operator Replacement; Gate Cabling; Gate Security Equipment; Gate Cameras
- Neighborhoods Included: Arcadia, Camelot, Country Club, Desert Haciendas, Estates, Haciendas, Horseshoe Canyon, Market Street Villas, Montelena, Park and Manor, Rosewood, Terrace Homes East, Terrace Homes West, Windgate



# Business Operations & Technology

## Business Operations

- Budget Request: Up to \$124,491
- Ranch Association Master

## Technology

- Budget Request: Up to \$106,000
- Ranch Association Master





# Member Open Forum

We want to hear from residents  
(three-minute limit).

Please raise your hand to be called  
upon to speak.



# Announcements

May 16, 2025: Board Director Applications Due by 4:30pm

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June 3, 2025: Regularly Scheduled Board Meeting

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# Adjournment