



# Welcome to the Hidden Trails 2019 Annual Meeting



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# Agenda

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- Introductions
- Establish Quorum/Call to Order
- Management/Financial/Lifestyle
- Adjournment
- General Discussion/Q&A Session



# Who Is Here Tonight?

## **CCMC:**

Vice President, Central Division - Sara Huff

Vice President, Lifestyle Services - Alyssa Wilson

Community Manager - Tracy Sullivan

Lifestyle Director - Ivy Garza

## **Developer / Board of Directors:**

Vice President - Drew Snider



At **CCMC**, we build **community** by bringing **people** together in the neighborhoods where they **live** and in the offices where we **work**. Simply put, we create experiences that **connect** people.

**Smiles. Harmony. Joy.**





# CCMC Team

## Onsite Team

- Tracy Sullivan, *Community Manager*
- Ivy Garza, *Lifestyle Director*

## Corporate Team

- Andy Babbitt, *Division President*
- Sara Huff, *Vice President*
- Rada Bittner, *Accountant*
- Su Latt, *Accounts Receivable*
- Nancy Morris, *Accounts Payable Manager*
- Starr Gutierrez, *Accounts Payable Specialist*



# Call to Order/Proof of Meeting

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Pursuant to Article 3, Section 3.5 of the By-Laws of the Hidden Trails Community Association, Inc., notice of the 2019 Annual Meeting was mailed October 11, 2019 indicating the meeting will be held at 6:00 pm on Monday, November 18, 2019 at the **Hidden Trails Amenity Center**, 5238 Mustang Vista, Bulverde, TX 78163.





# Management Reports

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- Administrative, Operational and Financial
- Scheduled Board and Annual Meetings
- Monthly Financials and Budget Preparation
- Tax Preparation and Audit
- Contract/Vendor Administration
- Architectural Review/Compliance
- Risk Management/Insurance
- Communication (Hidden Trails Email Blasts, Website, etc.)



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# 2019 Operations Recap

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- Grand Opening of Amenity Center
- Signage at Parks and entrance to fishing pond
- Signage at Amenity Center and Pool
- Patrol Service
- Contracts for Pest Control, Janitorial, and Fitness Equipment Maintenance

## **Anticipated completion by end of December:**

- Restore zipline
- Install cable to fitness equipment in Fitness Room



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# 2020 Operations Forecast

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- Place additional seating on patio and at pool
- Add fitness equipment to yoga room
- Quarterly New Owner Orientation/Social
- HOA 101 Classes
- Clubs & Committee Charters
- Additional signage in common areas



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# 2019 Financial Summary

2019 Financial Review - engagement letter for auditor will be submitted in February 2020

| 2019 Revenue           | \$598,277 | Percentage |
|------------------------|-----------|------------|
| Developer Contribution | \$362,000 | 61%        |
| Builder Assessment     | \$2,252   | 0.004%     |
| Association Dues       | \$131,250 | 22%        |
| Working Capital        | \$90,000  | 15%        |
| Lifestyle Income       | \$12,775  | 0.021%     |



2019 *\*Based on September 2019 actuals*

# Financial Summary

\* Positive/ (Negative) Variance

|                        | YTD Actual       | Budget           | Variance          |
|------------------------|------------------|------------------|-------------------|
| <b><u>Revenue</u></b>  | \$436,624        | \$598,277        | <b>\$161,653</b>  |
| <b><u>Expense</u></b>  |                  |                  |                   |
| Administrative         | \$211,370        | \$344,588        | \$133,218         |
| Contracts              | \$152,069        | \$193,800        | \$41,731          |
| Utilities              | \$100,117        | \$31,666         | <b>(\$68,451)</b> |
| Taxes                  | \$0              | \$200            | \$200             |
| Insurance              | \$3,727          | \$12,120         | \$8,393           |
| Repairs & Maintenance  | \$2,926          | \$15,900         | \$12,974          |
| <b>Total Expense</b>   | <b>\$467,283</b> | <b>\$598,274</b> | <b>\$128,065</b>  |
|                        |                  |                  |                   |
| <b>NET INCOME/Loss</b> | <b>\$30,659</b>  | <b>\$3</b>       | <b>\$33,588</b>   |



# 2020 Budget Overview

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- Projected Budget Expense for 2020 is \$685,986
- Assessment Rate \$195 per quarter

| 2020 Revenue           | \$685,988 | Percentage |
|------------------------|-----------|------------|
| Developer Contribution | \$348,816 | 51%        |
| Builder Assessment     | \$7,436   | 1%         |
| Association Dues       | \$227,136 | 33%        |
| Working Capital        | \$90,000  | 15%        |
| Lifestyle Income       | \$6,000   | 1%         |



# 2020 Budget Overview

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## Administrative

Staff, social events, office supplies & utilities, licensing, website, postage

## Contracts

Landscape, Janitorial, Pool, Pest Control, Access Control

## Utilities

Water, Electric, Sewer, Gas, Cable & Internet



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|                              | Budget            |
|------------------------------|-------------------|
| <b><u>Revenue</u></b>        | <b>\$ 685,988</b> |
| <b><u>Expense</u></b>        |                   |
| Administrative               | \$ 317,021        |
| Contracts                    | \$ 264,258        |
| General Maintenance/Supplies | \$ 22,700         |
| Utilities                    | \$ 75,435         |
| Taxes                        | \$ 200            |
| Insurance                    | \$ 6,372          |
| <b>Total Expense</b>         | <b>\$ 685,986</b> |
|                              |                   |
| <b>NET INCOME/Loss</b>       | <b>2</b>          |



# Homeowner Assessment Breakdown

“What does my assessment pay for?”

## Annually/Quarterly

Administrative - \$343/\$86

Contracts - \$281/\$70

Utilities - \$101/\$25

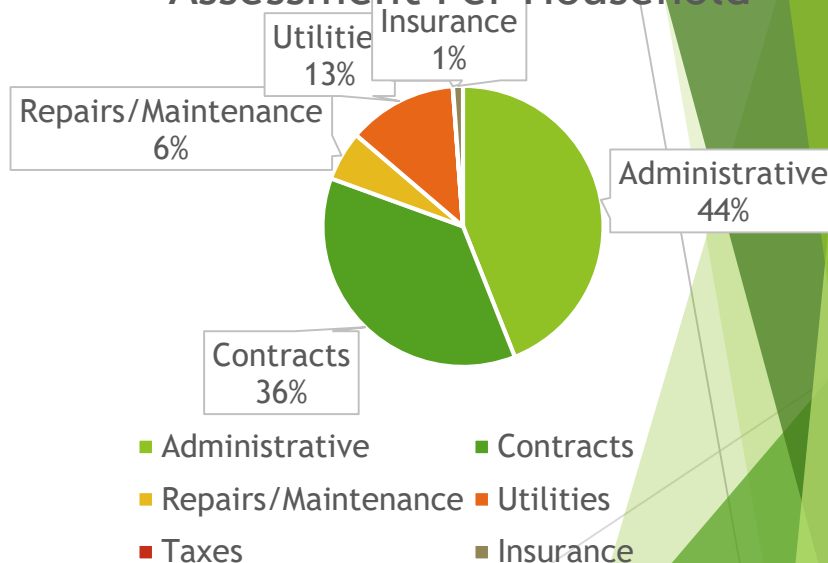
Repairs/Maint.- \$47/\$12

Insurance - \$8/\$2



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## Assessment Per Household



Homeowner Assessments contribute to 33% of the total operating expenses for 2020 compared to 22% in 2019.



# Declarant Board Transition Period

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## Article IV BOARD OF DIRECTORS OF THE BYLAWS

**As of November 14, 2019:**

Total lots in the community: **1810**

Total Builder owned lots: **27**

Total homes closed to date: **195**

**88%** Declarant owned lots

At **25%** Declarant owned lots, transition to homeowner control will begin by electing 1 resident to the Board. ***\*Ref. Texas Property Code 209.00591.***



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### Section 4.1(b) states

“In accordance with *Section 3.4* of the Covenant, i.e. no later than the 10th anniversary of the date the Covenant is recorded in the Official Public Records of Comal County, Texas, or sooner as determined by Declarant, the Board must have held a meeting of the Members of the Association (the **"Initial Member Election Meeting"**) where the Members will elect one (1) Director, for a one (1) year term (**"Initial Member Elected Director"**). Declarant will continue to appoint and remove two-thirds(%) of the Board after the Initial Member Election Meeting until expiration or termination of the Development Period. Notwithstanding the foregoing, the Initial Member Elected Director's term will expire as of the date of the Member Election Meeting.”





# Hidden Trails Lifestyle

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**Your Lifestyle Director:**

**Ivy Garza**

**[igarza@ccmcnet.com](mailto:igarza@ccmcnet.com)**

**(210) 428- 9814 - call or text**

**Today's topics:**

- 2019 Event Recap
- 2020 Event Planning Survey Results
- Volunteers & Future Committees



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# 2019 Lifestyle Recap

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## Events Held – 35 YT

### Events Canceled or No / Low Attended

- Halloween Casino Night
- Self Defense Class
- Cooking Class
- Veterans Day Breakfast

### Fundraising / Drives

- Mardi Gras 5K - \$1,450 donation to Operation Homefront
- School Supply Drive – supplies for 30 students donated to CHEF San Antonio
- Pet Food Drive – all donations to AniMEALS on behalf of Girl Scout Troop 1262



# 2019 Lifestyle Recap

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## Sponsors

- 27 unique sponsors, many donated multiple times
- Over \$4,500 in donations + various supplies, vendors & time of volunteers

## Groups

- Kids Crew
- Girl Scouts

## Room Rentals

- Began renting in May
- Available to all residents, up to 90 days in advance
- Can book on website
- \$150 for full days use; includes tables, chairs and use of kitchen

**End of Summer  
Splash**

**SAT. AUG 24 • 12 - 3 PM**

INFLATABLE  
WATER  
SLIDE

BYOB

POOLSIDE  
DJ

TAKE YOUR PIC WITH A  
**LIVE MERMAID!**

FOOD TRUCK

THANK YOU TO OUR EVENT SPONSORS:

SAN ANTONIO  
**solis pros.**

MAGNOLIA  
REALTY

SAN ANTONIO HILL COUNTRY  
**PREMIER**

**EXTRA  
SPICE ALERT!**

WHILE WE TALLY THE  
SCORES, A SALSA DANCE  
DUO WILL PERFORM. THEN  
TEACH YOU A FEW  
MOVES!

HIDDEN TRAILS PRESENTS  
**SALSA  
SHOWDOWN**

PREPARE YOU BEST SALSA &  
GET READY FOR THINGS TO GET HOT!

**BLIND TASTE TEST CATEGORIES:**

1. BEST TASTING
2. MOST CREATIVE
3. THE TONGUE BURNER

TO ENTER,  
EMAIL APPLICATION BELOW TO IVY BY MAY 22

**SAT. MAY 25 1 - 3 PM**

GET OVER THE MID WEEK SLUMP!

**Hump Day  
Happy Hour**

FIRST WEDNESDAY OF EVERY MONTH  
DURING THE SUMMER

**6:00 - 7:00 PM**

HIDDEN TRAILS

**PLAYIN'  
BY THE POND**

OUTDOOR LIVE MUSIC • BBQ FOOD TRUCK

**SAT.  
SEPT. 28**

4:00 - JORGE Y NICOLE  
5:30 - COOPER GREENBERG  
7:00 - NATALIE ROSE

**FREE!**  
ALL AGES WELCOME  
BRING A CHAIR / BLANKET

HIDDEN TRAILS COMMUNITY • POND PARK  
32118 LEMON MINT  
BULVERDE, TX 78163

**TIGER  
BANQUET**

**RED, WHITE & BLUE  
BIKE  
PARADE  
&  
WATERMELON  
EATING CONTEST**

**04 JULY 2019 | 11 O'CLOCK  
AM**

DECORATE YOUR BIKE, SCOOTER, GOLF CART, OR  
YOURSELF AND JOIN US FOR A PARADE FROM THE  
POND PARK TO THE AMENITY CENTER.

THINK YOU'VE GOT WHAT IT TAKES TO WIN?  
ENTER THE WATERMELON EATING CONTEST THAT  
WILL TAKE PLACE AFTER THE PARADE!

SPONSORED BY  
**RBFCU**

**DOG DAYS OF  
SUMMER MIXER**

**WEDS. JULY 24**

7PM - PET FRIENDLY MIXER  
8:30PM - POOLSIDE MOVIE  
*THE SECRET LIFE OF PETS*

**THE HEIGHTS  
OF RIVIERA**

FREE BEER & WINE  
SPONSORED BY THE  
HEIGHTS OF RIVIERA

*While Supplies Last*

**Pawicles**  
Pawicles Selling  
POPSICLES FOR DOGS!

**THE PILLARS**  
HOT DOGS & SNACK  
BAR FUNDRAISER RUN  
BY THE PILLARS  
LEARNING CENTER

DOGGO  
POOLS &  
TREATS!

ALL DOGS ON  
LEASH ARE  
WELCOME!

HIDDEN TRAILS

**Paint Night  
"Desert Dream"**

**JULY 19**  
5:30 - 8:00 PM  
**\$25 PER PERSON**

BYOB & BYOS(NACKS)  
CLASS TAUGHT BY PINOT'S PALETTE

**CLICK HERE TO REGISTER**

HIDDEN TRAILS

THE AMERICAN HEART ASSOCIATION'S  
HEARTSAVER®

**CPR & AED  
Certification Course**

TAUGHT BY

**Centre for  
EMERGENCY  
HEALTH SCIENCES**

**SAT. JUNE 1  
8AM - 12PM**

**\$15**  
2 YEAR CERTIFICATION

MUST RSVP - SPACES LIMITED  
LUNCH PROVIDED  
CLASS HELD AT AMENITY CENTER

THANKSGIVING  
**POTLUCK  
BINGO**

NOVEMBER 13  
5:00 - 8:00 PM

BRING A DISH • PLAY BINGO  
HOA PROVIDING TURKEY

SAVE THE DATE!  
**SPRING BREAK  
AT HIDDEN TRAILS!**

**MARCH 12 - 15**

**Happy Tails**  
TUESDAY, MARCH 12  
10:00 AM - 12:00 PM  
FREE ADOPTER MEET & GREET  
WITH ADOPTABLES

**Mini Science**  
WEDNESDAY, MARCH 13  
10:00 AM - 12:00 PM  
FREE SCIENCE EXPERIMENT  
WITH ADOPTABLES

**Fun in the Sun**  
THURSDAY, MARCH 14  
10:00 AM - 12:00 PM  
FREE SUNSCREEN & HAT  
WITH ADOPTABLES

**Fun in the Sun**  
FRIDAY, MARCH 15  
10:00 AM - 12:00 PM  
FREE SUNSCREEN & HAT  
WITH ADOPTABLES

**Bingo  
& Brees**

2 Hours of Bingo  
Festive Brer & Snacks  
All Ages Welcome

Weeks: October 16th  
& 23rd

AUG. 5-16  
**SCHOOL  
SUPPLY DRIVE**

DONATION BOX LOCATED IN  
AMENITY CENTER OFFICE

BENEFITTING THE  
STUDENTS OF  
CHERRY GROVE ELEMENTARY  
SCHOOL (CHERRY GROVE  
CAMPUS)

**YOUNGSPACE YOUNGSPACE  
"GIVE IT UP MONTE"**  
AT THE AMENITY CENTER OFFICE

**THURS. JUNE 27**

**FOR & GAMES: 5:30 PM**  
**SHOWING: 6:30 PM**

**THE GOONIES**

**MINUTE  
MUSIC**

COME BY & MAKE YOUR OWN  
**VALENTINE'S  
Slime!**

AMENITY CENTER  
THURSDAY, FEB. 7  
4:30 - 5:30PM



# 2020 Event Planning

Planning 2+ events per month

More live music, crafts, and off-site events

Quarterly new resident orientations – HOA 101

Free vs. Paid

Sponsors – Why do we need them, how do we get them, how can you support?

Clubs & Groups

These events are for you – we want your input!



## Volunteer List

Volunteers will be asked for input on event ideas and plans, as well as help out at the events throughout the year.

### Events Needing Help in 2020:

- New Resident Orientations/Mixers
- Bulvrde Derby 5K
- Easter
- Daddy & Me Fishing
- 4<sup>th</sup> of July
- White Hot Summer Fundraiser
- National Night Out
- Brunch with Santa

## Committees

All committees will have elected officials and set meeting times.

Work together with HOA and be the “voice of the residents”

### Potential Committees in 2020:

- Social Committee
- Advisory Committee



# Adjourn Meeting



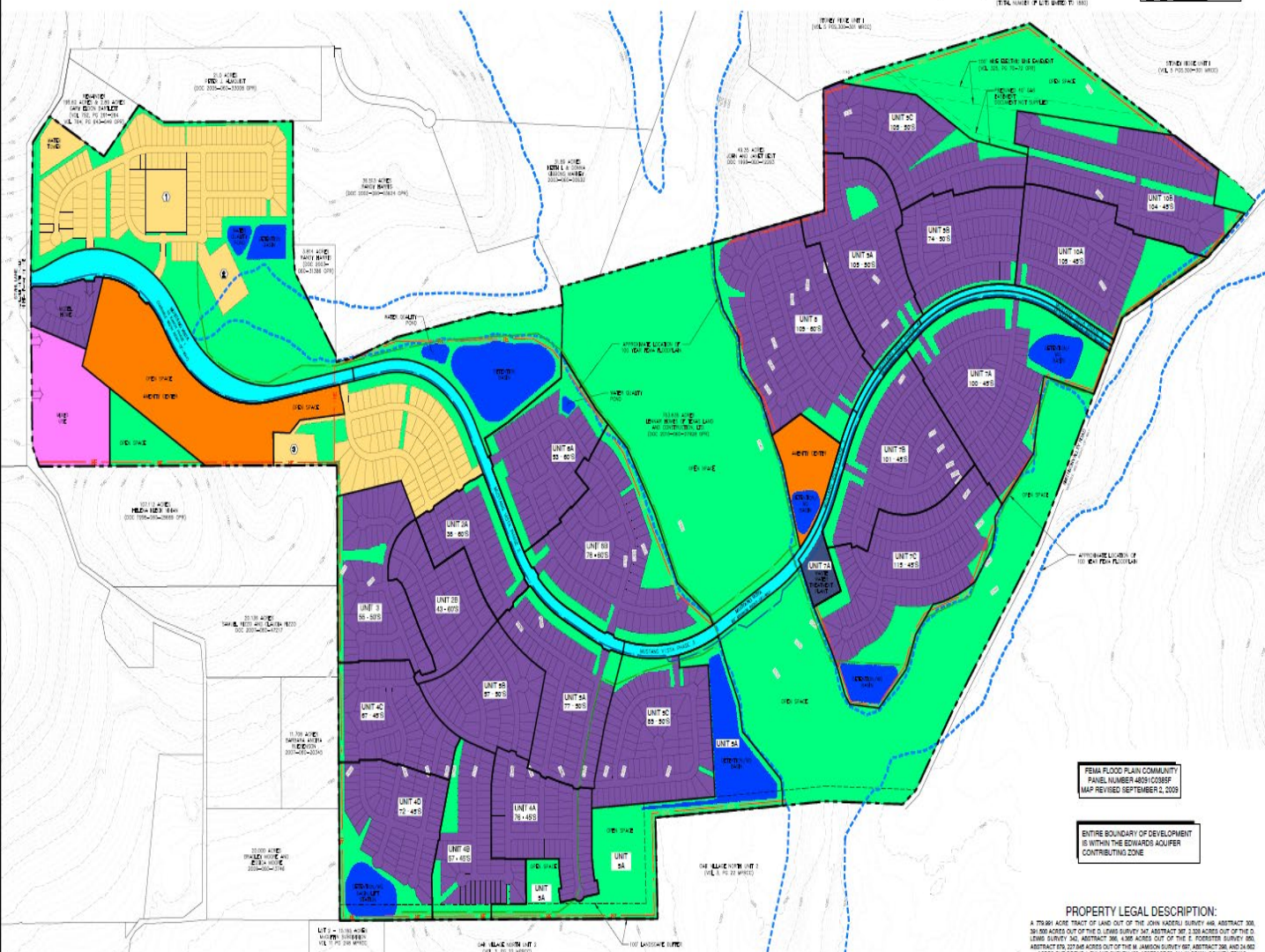
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# Raffle Time!









# THANK YOU!

## Q & A

We will now address your pre-submitted questions.