



Welcome to the Hidden Trails 2020 Annual Meeting



Now *this* feels like home.®



Agenda

- Introductions
- Establish Quorum/Call to Order
- Approve 2019 Meeting Minutes
- Management/Financial/Lifestyle
- Adjournment
- Q&A Session



Board Members and Management Staff

CCMC:

Vice President, Central Division - Jeff Girardeau

Community Manager - Tracy Sullivan

Lifestyle Director - Lenny Scott

Developer / Board of Directors:

Richard Mott - President

Vice President - Drew Snider

Clifton Karam - Director



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*
- Lenny Scott, *Lifestyle Director*

Corporate Team

- Andy Babbitt, *Division President*
- Jeff Girardeau, *Vice President*
- Rada Bittner, *Accountant*
- Su Latt, *Accounts Receivable*
- Nancy Morris, *Accounts Payable Manager*
- Jill Ribano, *Accounts Payable Specialist*

Call to Order/Proof of Meeting

Pursuant to Article 3, Section 3.5 of the By-Laws of the Hidden Trails Community Association, Inc., notice of the 2020 Annual Meeting was mailed September 25, 2020 indicating the meeting will be held virtually at 6:00 pm on Tuesday, November 17, 2020 via Zoom.



Tracy Sullivan

Community Manager

ksullivan@ccmcnet.com

210-419-1315



Now *this* feels like home.®

Management Reports

- 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.)



HIDDEN TRAILS COMMUNITY ASSOCIATION, INC.

**Annual Meeting of the Members
Hidden Trails Amenity Center
5238 Mustang Vista
Bulverde, TX 78163**

**Monday, November 18, 2019
6:00 p.m.**

MINUTES

MINUTES

Attendance

Drew Snider, Vice President; Tracy Sullivan, Community Manager, CCMC; Ivy Garza, Lifestyle Director, CCMC; Sara Huff, Vice President, CCMC.

Call to Order

The Hidden Trails Community Association Annual Meeting was called to order at 6:05 p.m.

Management Overview

Tracy Sullivan presented the Management Overview which included 2019 Recap, End-of-Year Goals, and 2020 Forecast. Tracy explained Developer contributions, 2019 Year to Date Budget, 2020 Budget, Dues Increase 2020, along with an overview of what dues pay for.

Lifestyle Overview

Ivy Garza presented the Lifestyle portion of the Management Overview which included the number of events that were successful in 2019 year to date, events that did not take place, and plans to improve 2020 events. An attendee at the meeting suggested to change the start-time of the events to be later in the evenings. Sign up sheets were provided for various groups/committees that are coming online in 2020 to improve event attendance.

Adjournment

A motion from the floor was made to adjourn the meeting; a second motion from the floor was made. The meeting was adjourned at 6:34 p.m. Raffle drawings took place immediately after the meeting adjourned.

Q&A

Following the raffle drawings, Drew Snider answered pre-submitted questions by members. In addition, Mr. Snider took a few questions from the floor. Q&A ended at 7:15 p.m.

Approve 2019 Annual Meeting Minutes

2020 Operations Recap

- Signage at Parks and entrance to fishing pond
- Signage at Amenity Center and Pool
- Contract for Patrols, Electrical, and Phase II Landscape Maintenance
- Business Operations Plan Post COVID-19
- Amenities Closure/Re-opening Post COVID-19
- Neighborhood Advisory Committee 2020-21
- Authorization Letter to Enforce Trespassing

Anticipated completion by end of December:

Install supplemental pedestrian signage along Mustang Vista



Now *this* feels like home.®

PARENTAL OR GUARDIAN
SUPERVISION IS
REQUIRED FOR THE USE
OF THIS PLAYGROUND
EQUIPMENT
PLAY AT YOUR OWN RISK

DUMPSTER NOT FOR
PUBLIC USE

VIOLATORS WILL BE PROSECUTED
HODGEN TRAILS COMMUNITY ASSOCIATION, INC.

E POOL

ymptoms



Sneeze

R AND
SAFETY

SmartSigns.com • Part # DS06

PARENTAL OR GUARDIAN
SUPERVISION IS
REQUIRED FOR THE USE
OF THIS PLAYGROUND
EQUIPMENT
PLAY AT YOUR OWN RISK

Pending



2021 Operations Forecast

- Hire additional staff (maintenance and admin)
- Place additional seating on patio and at pool
- Complete cable install to fitness equipment
- Add fitness equipment to yoga room
- Quarterly New Owner Orientation/Social
- Quarterly HOA 101 Classes
- Clubs & Committee Charters
- Additional signage at entrance to community
- Trail markers and map



Now this feels like home.®



2020 Financial Summary

2020 Financial Review - engagement letter for auditor will be submitted in February 2021

2020 Revenue	\$685,988	Percentage
Developer Contribution	\$352,534	51.4%
Builder Assessment	\$3,718	0.54%
Association Dues	\$227,136	33.1%
Working Capital	\$90,000	13.1%
Lifestyle Income	\$6,000	0.87%



**Based on September 2020 actuals*

2020 Financial Summary

* Positive/ (Negative) Variance

	YTD Actual	Budget	Variance
<u>Revenue</u>	\$522,671	\$685,988	\$163,317
<u>Expense</u>			
Administrative	\$210,553	\$317,021	\$106,468
Contracts	\$198,820	\$264,258	\$63,438
Utilities	\$97,155	\$75,435	(\$21,720)
Taxes	\$0	\$200	\$200
Insurance	\$14,416	\$6,372	(\$8,044)
Repairs & Maintenance	\$19,285	\$22,700	\$5,395
Total Expense	\$540,249	\$685,986	\$145,737
NET INCOME/Loss	(\$19,166)	\$2	\$17,580

2021 Budget Overview

Projected Budget Expense for 2021= **\$912,461**

**2021
Assessment Rate
is \$195 per
quarter**

**no increase from 2020*



Now *this* feels like home.®

2021 Revenue	\$912,461	Percentage
Developer Contribution	\$330,001	36%
Association Dues	\$419,250	46%
Working Capital	\$135,000	15%
Lifestyle Income	\$10,000	1.1%
ARC Revenue	\$1,550	0.17%
Rental Income	\$15,060	2%
Advertisement Income	\$1,200	0.13%
Gate/Key Fob Income	\$400	0.04%



2021 Budget Overview

Administrative

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

Contracts

Landscape, Janitorial, Pool, Pest Control, Access Control, Patrol Service, Lake/Pond

Utilities

Water, Electric, Sewer, Gas, Cable & Internet



Now this feels like home.®

	Budget
<u>Revenue</u>	\$ 912,461
<u>Expense</u>	
Administrative	\$ 358,225
Contracts	\$ 434,634
General Maintenance/Supplies	\$ 28,250
Utilities	\$ 76,440
Taxes	\$ 200
Insurance	\$ 14,712
Total Expense	\$ 912,461
NET INCOME/Loss	

Homeowner Assessment Breakdown



“What does my assessment pay for?”

Annually/Quarterly

Administrative - \$307/\$77

Contracts - \$371/\$92

Utilities -\$66/\$17

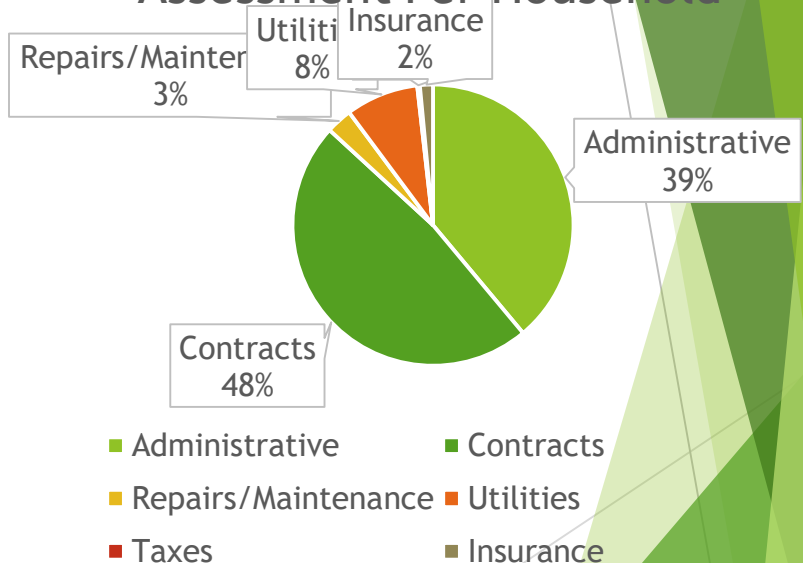
Repairs/Maint.- \$24/\$6

Insurance - \$12/\$3



Now this feels like home.®

Assessment Per Household



Homeowner Assessments contribute to 46% of the total operating expenses for 2021 compared to 33% in 2020.



Declarant Board Transition Period

Article IV BOARD OF DIRECTORS OF THE BYLAWS

As of November 11, 2020:

Total lots in the community: **1825**

Total Builder owned lots: **22**

Total homes closed to date: **420**

75% 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.***



Now *this* feels like home.®

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

HIDDEN TRAILS LIFESTYLE

Lenny Scott
Lifestyle Director

2020

A DIFFERENT KIND OF YEAR- CHALLENGE TO BE CREATIVE, FLEXIBLE, PATIENT, AND NIMBLE ACCEPTED!

- ❖ 42 events from June- December
- ❖ 5 Pick Up Surprises: Bomb Pop Day, July 4th, Cupcake Day, Halloween and New Years (Spoiler Alert!)
- ❖ 7 Take and Make Crafting Workshops
- ❖ 14 Youth Centered Events
- ❖ 2 Military Centered Events
- ❖ 6 Senior Centered Events
- ❖ Adult and Senior Swim Times
- ❖ Hidden Gems for everyone! Youth, educators, seniors, military, first responders etc.
- ❖ Over \$6,500 raised from sponsors and partners
- ❖ Car load of food and toiletries from the Feed It Forward Food Drive will be delivered to local NPO Provisions in Bulverde
- ❖ 25 + Bulverde/Comal County First and Frontline Workers fed on NNC
- ❖ Groups; Kids Crew, Girl Scouts, C Gladiator, FIT4Mom



RESIDENT ENGAGEMENT

Take and Make Virtual Workshops

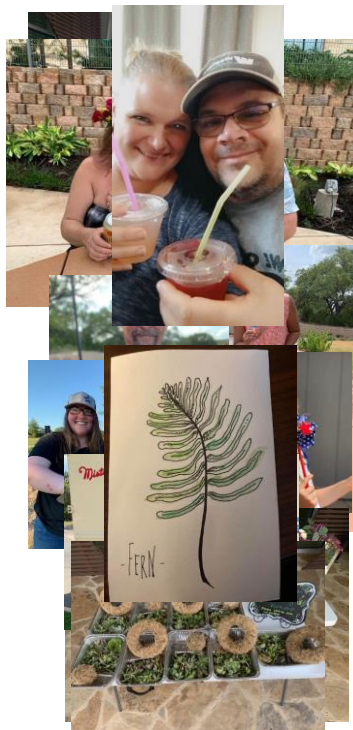
- Drawn to Nature
- Floral Jewelry
- Fall Crowns and Wreaths
- Succulent Topiaries
- Vanilla Extract
- Thanksgiving Centerpieces
- Air Plant Ornaments

Culinary Classes

- Summer Cocktail Class
- Vanilla Extract Menu
- Honey-booze
- Healthy Holiday Sides

Participation Raffles

- Premium Bar Basket
- Pooch Prize Packages
- Summer Fun Packages
- Hidden Trail Swag
- Howl-oween
- Spooky Stoops
- Holiday Spirit



80% of residents surveyed would like to try new cultural traditions and tastes from around the world!

Your TOP 5 Choices for Upcoming Programs were:
Food Trucks, Drink Trucks,
Take and Make Crafts,
Fitness and
Culinary/Gardening

LIFESTYLE GOALS

Goals of 2019 and 2020 met and exceeded

- ❖ Held 2+ events per month
- ❖ More Food Trucks 23 so far!
- ❖ Neighborhood Advisory Committee formed
- ❖ More Craft Programs
- ❖ Quarterly Orientations held
- ❖ Increased Participation

2021 Goals

- ❖ Create Volunteer and Social Committees
- ❖ Social Committee- 15 people surveyed would like to serve, please call me! 😊
- ❖ Volunteer Committee- more than 25 people surveyed would like to help and volunteer during events...I will call you! 😊
- ❖ Community Garden and Culinary Programs- 96% of people surveyed would like a Community Garden in Hidden Trails!
- ❖ Nature Based Programs and Monthly Community Challenges and Field Trips Off Site
- ❖ Yoga Room Outfitted
- ❖ Amenity Back Porch Lounge
- ❖ More Early Childhood and Youth Programs/Events- Spring and Summer Break Camps
- ❖ Live Music
- ❖ Develop More Community Sponsors- HELP
- ❖ Community Service/Drives

THANK YOU TO OUR GENEROUS SPONSORS AND PARTNERS IN 2020!!!

RBFCU

Mundo Verde

Lennar

Camp Gladiator

HEB

Petco

Bulverde Police Department

Comal County Sheriffs Office

Bulverde Spring Branch Fire and EMS

Fit4Mom

Trinity Karate

Hidden Trails Kids Crew



Hidden Trails HOA Community, code 3422.

EXPERIENCE MEMBER RATES & REWARDS

**Join today
for FREE**

Bring this flyer to any RBFCU branch
and we'll make the minimum deposit
for your membership.



Visit your
nearest RBFCU
branch today!

1-800-580-3300

Member since 2010

Member since 2010

Member since 2010

MundoVerde
— Irrigation & Landscaping —

KUDOS!

We love hearing from happy residents! Thanks to all the awesome residents who reached out to us with kind messages- we've received over 50 messages of thanks and kudos since July.

"Thanks again for the awesome stuff you plan, so far we've had fun our first month! Even with COVID!"

"Thanks for all you do ladies, I feel so lucky we are able to use our amenities with the stress of covid. We have really enjoyed our pool times, thanks so much!"

"Thank you for all that you are doing in our community! You are full of great ideas, and we have enjoyed participating in some of the things you have offered. We have been very impressed with the variety and also the fact that some of the things are even free! Loved the 4th of July package and the nature painting class."

"I LOVE the Hidden Gems! So fun!"

Top Reasons You Love Hidden Trails

1. The Friendly Neighborhood Community
2. Nature
3. Lifestyle Events and Programs
4. The Amenities



Adjourn Meeting

Up next...
Raffle Time,
Developer Update,
and Q&A



Now *this* feels like home.®



Raffle Time!





Developer Update



Now *this* feels like home.®



Q & A

We will address your
pre-submitted questions.
Afterwards will hear from
Sheriff Mark Reynolds with
Comal County.