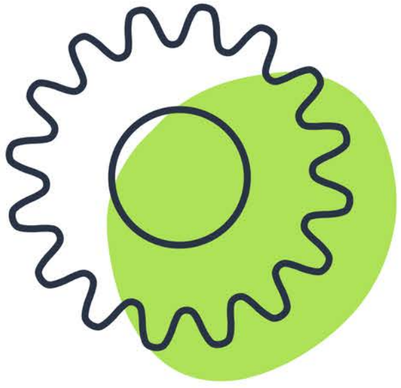
Welcome to the 2022 Hidden Trails Annual Meeting!

TODAY'S AGENDA

1. Introductions
2. Establish Quorum/Call to Order
3. Approve 2021 Meeting Minutes
4. Management/Financial/Lifestyle Update
5. Adjournment
6. Q&A



1

INTRODUCTIONS

TRACY SULLIVAN

COMMUNITY MANAGER

& MEETING CO-HOST

LENNY SCOTT

LIFESTYLE DIRECTOR

& MEETING CO-HOST

BOARD MEMBERS AND ONSITE MANAGEMENT

CCMC

Tracy Sullivan - Community Manager

Lenny Scott - Lifestyle Director

Michelle Matula - Admin. Coordinator

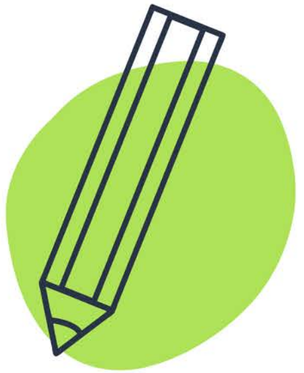
Mike Leeder - Maint. Associate

Developer/Board of Directors

Richard Mott – President

Josh Scates - Vice President

Clifton Karam - Director



CCMC CORPORATE TEAM

Andy Babbitt
SVP of Business Development

Sara Huff
SVPresident of Community Operations

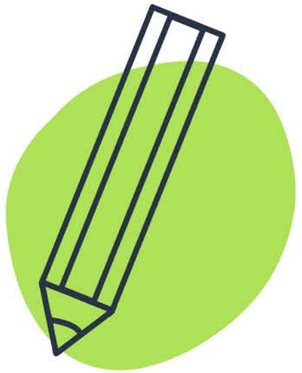
Amy Atkins
VP of Community Operations

Marichu Stern
Community Accountant

Loan Kim Le
Accounts Receivable

Jill Ribando
Accounts Payable Manager

Vanessa Figueroa
Accounts Payable Specialist



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

Now this feels like home.®

2

CALL TO ORDER

Pursuant to Article 3, Section 3.5 of the By-Laws of the Hidden Trails Community Association, Inc., notice of the 2022 Annual Meeting was mailed October 19, 2022 indicating the meeting will be held at 6:00 pm on Tuesday, November 15, 2022 at the Hidden Trails Amenity Center.

3

Approve 2021 meeting minutes

Meeting Minutes

HIDDEN TRAILS

HIDDEN TRAILS COMMUNITY ASSOCIATION, INC.

Annual Meeting of the Members
Virtual Meeting via Zoom
https://us06web.zoom.us/meeting/register/tZ0rceyhpj8tE9A1-gk-WE_5NhTvIwI1bPrc
Meeting ID: 896 6598 4794
Password: 649802
Tuesday, November 16, 2021
6:00 p.m.

MINUTES

MINUTES

Attendance
Josh Scates, Vice President; Tracy Sullivan, Community Manager, CCMC; Lenny Scott, Lifestyle Director, CCMC; Michelle Matula, Administrative Coordinator, CCMC; Amy Atkins, Vice President, CCMC.

Call to Order
The Hidden Trails Community Association Annual Meeting was called to order at 6:16 p.m.

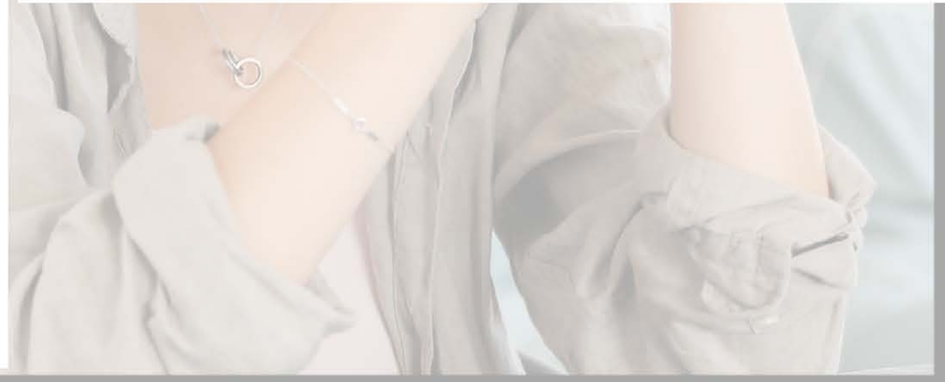
Management Overview
Tracy Sullivan presented the Management Overview which included 2021 Recap, End-of-Year Goals, and 2022 Forecast. Tracy explained Developer contributions, 2021 Year to Date Budget, 2022 Approved Budget, Assessment Increase for 2022, along with an overview of what dues pay for.

Lifestyle Overview
Lenny Scott presented the Lifestyle portion of the Management Overview which included the number of events that were successful in 2022 year to date, clubs and committees established in 2021, and plans for 2022 events. Sign ups were announced for various groups/committees in 2022.

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 7:00 p.m. Raffle drawings took place immediately after the meeting adjourned.

Q&A
Following the raffle drawings, Tracy Sullivan and Josh Scates answered pre-submitted questions by members. In addition, Mr. Scates relayed development updates. Q&A ended at 7:27 p.m.

CCMC
Now this feels like home



4

MANAGEMENT REPORT

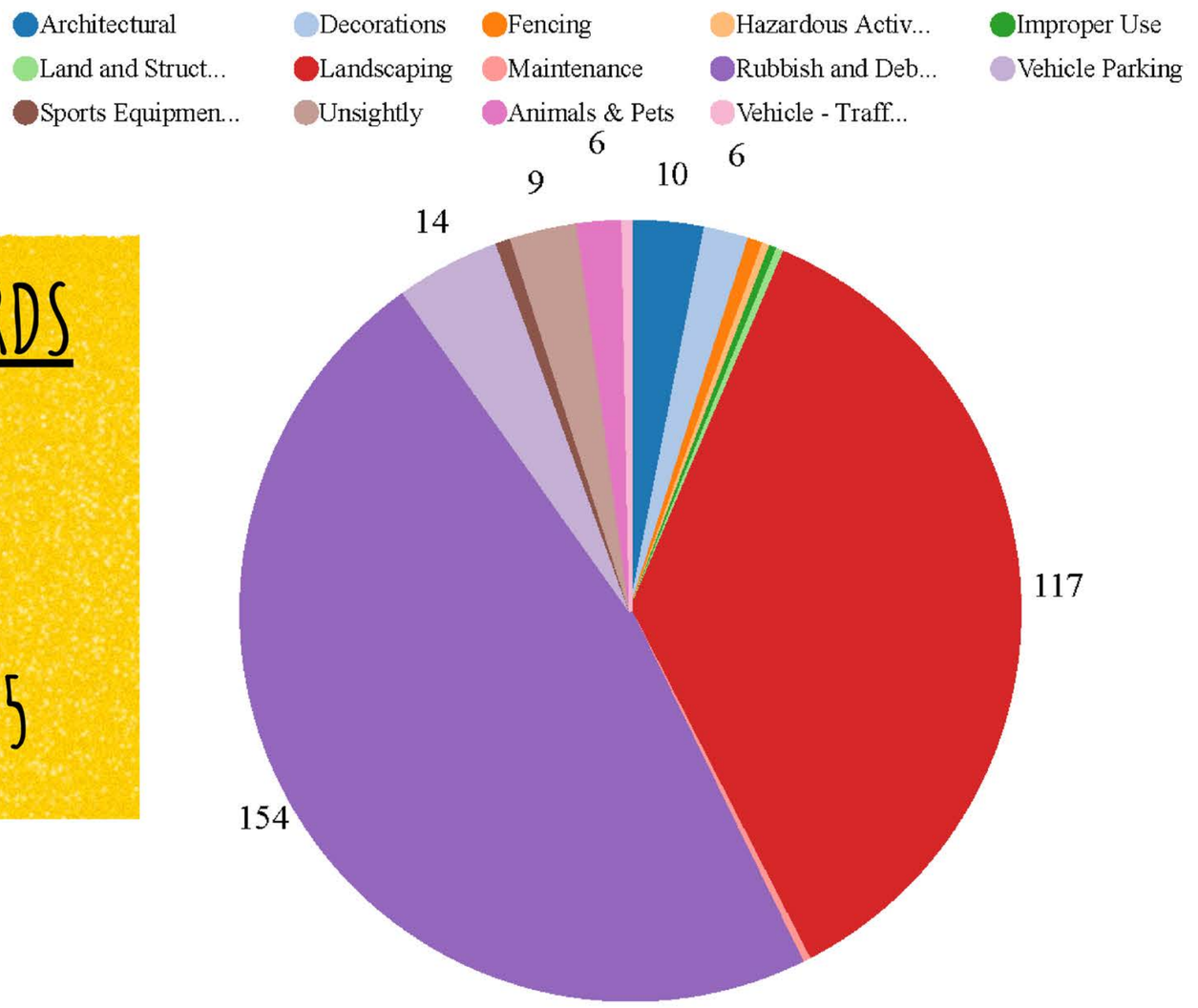
- Administrative, Operational, and Financial
- Schedule Board and Annual Meetings
- Monthly Financials and Budget Preparation
- Tax Preparation and Audit
- Contract/Vendor Administration
- Architectural Review/Compliance
- Risk Management/Insurance
- Communications (Newsletter, Website)

COMMUNITY STANDARDS

NOTICES=325

FINES=$175

VIOLATION STAGES=5



Architectural Review
Application Decisions - 150
Architectural Review
Application Decisions - 134

2022 operations recap

MAJOR GOALS AND PROJECTS

- Replace park hammocks
- update playground mulch/hardscapes
- Place additional seating on patio and umbrellas at pool
- Conduct a 2022 Community Survey
- 5th Birthday Celebration for the Community
- Complete A reserve Study
- InSTALl Camera System For The Amenity Center
- Upgrade ACCESS System For The Amenities

- New Owner Orientation
- Clubs & Committee Charters

*DIY Self-Help Programs for Residents

*Quarterly HOA 101 Classes

*Trail system markers and map

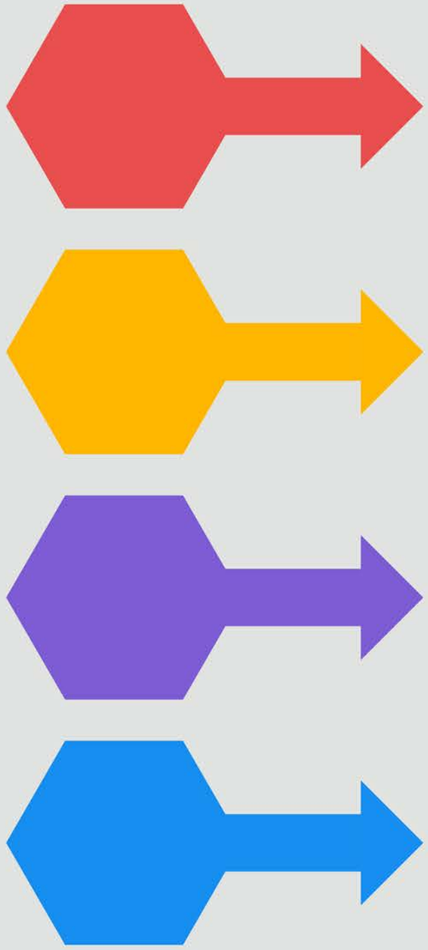
*Complete cable install to fitness equipment

2022 Community Survey

2022 Community Survey Results

"Rate your overall satisfaction with living in your community."

*Based on responses from 83 survey participants



Very satisfied	30.12%	25
Satisfied	54.22%	45
Neither satisfied nor dissatisfied	13.25%	11
Dissatisfied	2.41%	2

BIG IDEAS FOR 2023

2nd Amenity Grand Opening -Q1

Jr. Olympic style pool and showers

Hire a Full-Time Community Standards Coordinator

Sole focus on community standards and ACC submittals

Re-activate the NAC

Neighborhood Advisory Committee

Pool Party Rentals

Establish a pool party rental policy for 2023

Swim Meets/Practices

Establish contracts for swim meets/practices for residents and third parties

DIY Self-Help Workshops

Landscape and irrigation tips and tricks, soil testing, rain water harvesting

HIDDEN TRAILS
LIFESTYLE

BIG SHOUT OUT TO THE SOCIAL COMMITTEE

Neighborhood Social Committee
who served 2021-2022

We would like to thank the following outstanding Community Ambassadors (in no particular order)

The Browns
The Hubers
The Wilsons
The Friends
The Vigs
The Hayes
The Rojas-Dias''
The Monreals
The Martinez'
The O'Sheas
The Hollands
The Snyders

2022 AT A GLANCE

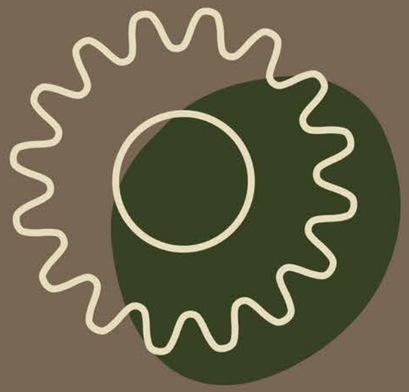
"We love this community and all the awesome activities offered. Our family would like to recognize Lenny for always going the extra mile to make our residents feel at home. Thanks for everything"

The Peral Family from a Trail Blazer Community 'Shout Outs and Celebrations'

Compliments to the chef- Lennar

This was a compliment that speaks to the importance and impact of Lifestyle for so many community members. It is truly a compliment to CCMC for valuing this role in HOA management and is ultimately a testament to Lennar for choosing strategic partners to execute their vision for the communities they develop.

Lifestyle programs and social events aim to mirror this leadership, with goals to provide educational engagement and connection opportunities that empower residents and create a sustainable lifestyle.



Whole Community Initiatives

Resident-Run Committees and Clubs

- Social Committee 2022
- Bloom and Groom
- Sew and Sews
- Kids Crew
- Armed Forces Club
- Fun and Games
- Genealogy Club

Community Stewardship

- Philanthropy- Quarterly Drives
- Support Local and Resident Businesses, Vendors and Partners
- J.E.D.I Programs
- National Night Out
- National Good Neighbor Day
- Armed Forces, Frontline Healthcare, First Responder Appreciation and Support

Connection to Landscape

- Monthly Nature Challenges and Workshops
- Bi-Annual Community-Wide Clean Ups, Seed Spreads, and Garage Sales
- Co-Existing with HillCo Outback
- Seasonal Yard Contests

Strategic Partnerships and Sponsorships

- Artists and Vendors
- Food and Drink Vendors
- Mission Aligned Support Networks

2022 Sponsors, Partners vendors Oh, My!

UNique Sponsors:21 - $25,000+ in Kind and Monetary Sponsors.

Goal Exceeded by $5,000 +

Resident Sponsors: Steiners, Snyders, Hollands, Meles, Oliveras- $4,000 total

Unique Food Trucks:9- 32 Visits Total

Unique Partners:30

Over 40 Social Events: Take & Make, Virtual, Poolside, & In-person

Shout Outs!

Wellness; Jonathan Jones with Uncooperative Combatives, Resident Cyndi Snydar our Young Living Rep, Resident Natalie Holland with House of Healing Yoga and wellness, Laura York with Healing Hands Massage, Resident Elly Mele with Massage Heights

Home and garden; Swiss Chard Academy, Mundo Verde, RBFCU, Green Lighting, Spring Creek Gardens, SunRun Solar, Tiger Sanitation, Native American Seed Company, Families in nature, Author Jennifer Bristol, The casitas at Sun Valley

Auto; North Side Auto Group (especially heavy CHEVY!), Ruiz Ranch Motors and Detailing

Entertainment; La Antigua, Texas Mobile Saloon, JJs Liquor, Games2U, Satalitte, John Bruton, Bernie Martini, mariachi De Compadres, Lynette Youson, Desert Polynesia Hita Mahana, Travis Hudson (The Disciples of elvis Band) Mermaid Dream School, Blacktino Media, Sturchio Events

Furry friends; Invisable Fence, Doody Calls

Causes: Bulverde Area Humane Society, Heroes Sports, Provisions Bulverde

DID MY HOA DUES PAY FOR THAT?

14%

Of HOA Assesments helps fund Social Events

$43 Annually Per Household in 2022
$12 per Quarter

RBFCU
rbfcu.org
TIGER SANITATION
MundoVerde
Irrigation & Landscaping

RUIZ RANCH
RR
MOTORS

sunrun
PowerThrough

Looking Forward to 2023

- Diving In to the New Pool! Swim Team, Water based Education and Certificate Trainings, Outdoor Party Rental Space?
- Engage residents in more diverse ways and make all feel welcomed
- Signature Social Events; 2023 Social Committee, Culinary Cookoffs, more resident-Run Groups, and Clubs
- Community Gardens and Beautification Projects

FINANCIAL UPDATE

BUDGET CATEGORIES

Revenue

Assessments, Rental Income, Developer Contributions, Event Sponsorships, Design Review

Administrative

Staff, Social events, Office Supplies, Licensing, Website, Legal Fees, Postage

Contracts

Landscape, Janitorial, Pool, Pest Control, Access Control, Lighting, Cameras, Fitness Maintenance, Patrol Service, Lake/Pond

Repairs and Mainteance

General maintenance, General repairs, Replacement parts

Utilities

Water, Electric, Sewer, Gas, Cable & Internet

Insurance

General Liability, Property, D&O, Umbrella, WC

2022 Financial Summary

*Based on October 2022 actuals

* Positive/ (Negative) Variance

	YTD Actual	Budget	Variance
Revenue	**$1,143,930**	**$1,023,558**	**$120,372**
Expense			
Administrative	$375,425	$348,996	($26,428.75)
Contracts	$444,910	$531,534	$86,624
Utilities	$227,004	$87,243	($139,760.72)
Taxes	$6,084	$200	($5,884)
Insurance	$15,060	$16,950.00	$1,890
Parts & Supplies	$18,056	$14,750	($3,306)
Repairs & Maintenance	$42,870	$18,500	($24,369.50)
Total Expense	**$1,130,187**	**$1,017,973**	**($112,214)**
NET INCOME/Loss	**$13,743**	**$5,585**	**$8,185**

916 OUT OF 1825

Unit count by 10/31

50%

Declarant-owned lots

49%

Homeowner lots

1%

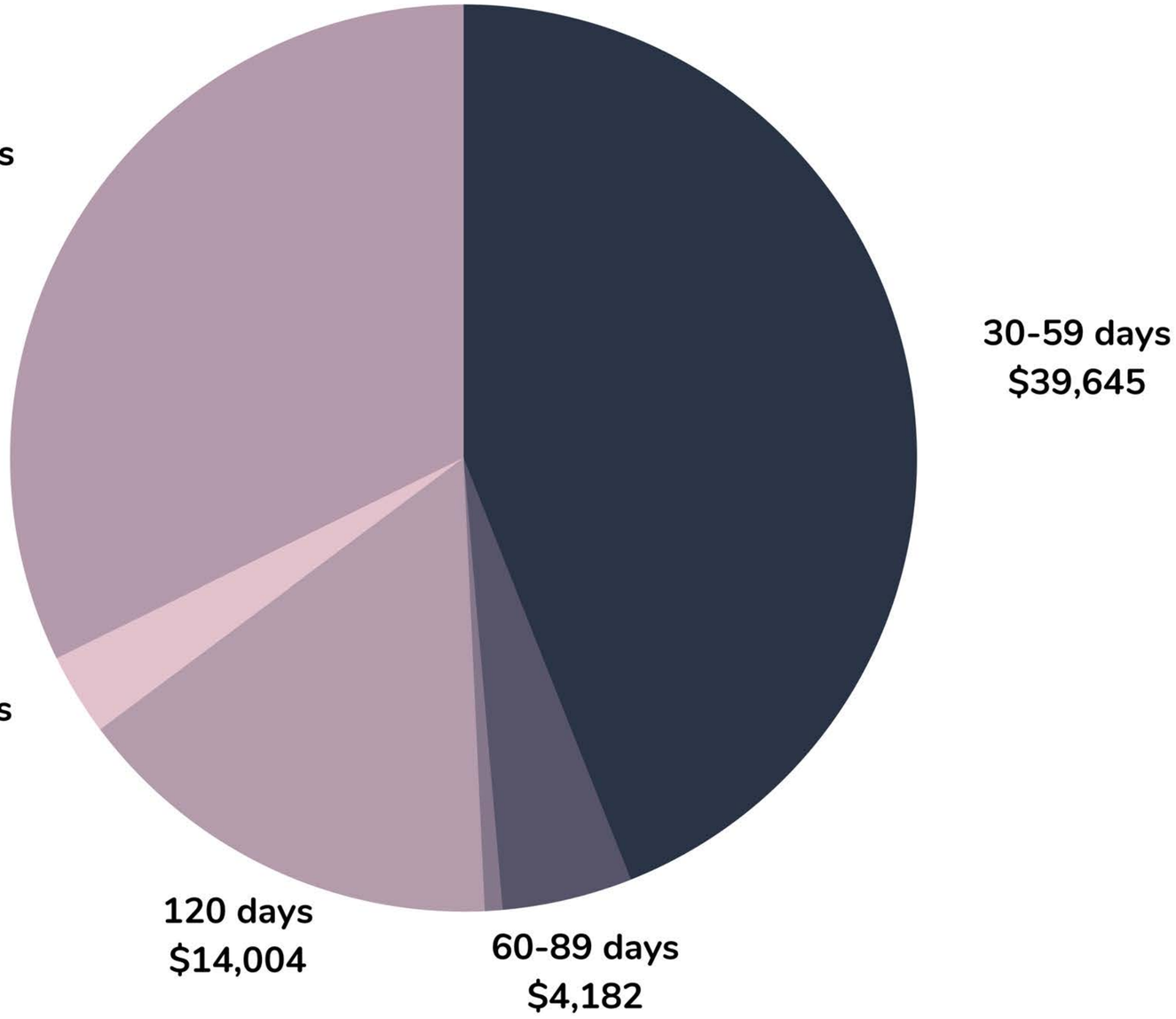
Builder-owned lots

2022 FINANCIAL REVIEW - ENGAGEMENT LETTER FOR AUDITOR WILL BE SUBMITTED IN FEBRUARY 2023

DELINQUENCIES

UNITS: 183

TOTAL DELINQUENCIES: $94,434



*includes $62,445 in master assessments, $15,519 in attorneys fees, and $8,114 in late fees/interest

2023
Assessment Rate is
$240 per quarter
**no increase from 2022*

2023 Budget Overview

Projected Budget Expense for 2023= **$1,496,382**

2023 Revenue	$1,496,382	Percentage
Developer Contribution	$169,172	11%
Association Dues	$994,080	66%
Working Capital	$184,740	12%
Lifestyle Income	$10,020	0.7%
ARC Revenue	$2,950	0.2%
Rental Income	$21,600	1.4%
Gate/Key Fob Income	$1,120	0.1%

Administrative
Staff, social events, office supplies & utilities, legal fees, licensing, website, postage

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

Utilities
Water, Electric, Sewer, Gas, Cable & Internet

CCMC
Now this feels like home®

2023 Budget Overview

Projected Budget Expense for 2023= **$1,496,382**

	Budget
Revenue	**$ 1,496,382**
Expense	
Administrative	$ 556,560
Contracts	$637,228
General Maintenance/Supplies	$78,450
Utilities	$196,230
Taxes	$7250
Insurance	$20,664
Total Expense	**$ 1,496,382**
NET INCOME/Loss	

1118 OUT OF 1825
Estimated Unit Count by 12/31/22

38%
Declarant-owned lots

61%
Homeowner lots

1%
Builder-owned lots

HOMEOWNER ASSESSMENTS CONTRIBUTE TO 66% OF THE TOTAL OPERATING EXPENSES FOR 2023 COMPARED TO 64% IN 2022.

TRANSITION PROCESS TO HOMEOWNER CONTROL

DECLARANT OWNS 25% OF LOTS	BOARD ELECTION FOR 1	DECLARANT OWNS 0%	BOARD ELECTION FOR 3
Applications for a board candidate will be announced.	Residents vote to appoint 1 homeowner to the board	Declarant relinquishes board duties and hands responsibility to homeowners to manage	Community votes on board candidates to appoint to the board to govern HOA affairs

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.”

1369

*REF. TEXAS PROPERTY CODE 209.00591.

5

ADJOURNMENT

6

Q & A

Thank you!

We are so glad you joined us! Stick around for some awesome door prizes!

Contact Us

Onsite Staff is available Monday - Friday, 9 a.m. - 5 p.m.

Hidden Trails

5238 Mustang Vista
Bulverde, TX 78163

830-438-4137
htadmin@ccmcnet.com