2023 ANNUAL MEETING

HIDDEN TRAILS

Agenda

- Introductions
- Establish Quorum/Call to Order
- Approve 2022 Meeting Minutes
- Management/Financial/Lifestyle Update
- Adjournment
- Q&A

Introductions

TRACY SULLIVAN

COMMUNITY MANAGER
& MEETING CO-HOST

KARLA AGUILAR

LIFESTYLE DIRECTOR
& MEETING CO-HOST

BOARD MEMBERS AND ONSITE STAFF

ONSITE STAFF PROVIDED BY CCMC

Tracy Sullivan - Community Manager

Karla Aguilar - Lifestyle Director

Michelle Matula - Admin. Coordinator

Pauline Irwin - Community Standards/Design Review

Mike Leeder - Maintenance Associate

DEVELOPER/BOARD OF DIRECTORS

Richard Mott – President

Josh Scates - Vice President

Clifton Karam - Director

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CCMC CORPORATE TEAM

THE OFFSITE TEAM PROVIDED BY CCMC

Andy **Babbitt**
SVP of Business Development

Sara Huff
SVPresident of Community Operations

Amy Atkins
VP of Community Operations

Jade Dimabuyu
Community Accountant

Loan Kim Le
Accounts Receivable

Jill Ribando
Accounts Payable Manager

Vanessa Figueroa
Accounts Payable Specialist

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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

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Call to Order

Pursuant to Article 3, Section 3.5 of the By-Laws of the Hidden Trails Community Association, Inc., notice of the 2023 Annual Meeting was mailed October 16 , 2023 indicating the meeting will be held at 6:00 pm on Tuesday, November 14, 2023 at the Hidden Trails Amenity Center.

Approve the 2022 Meeting Minutes

HIDDEN TRAILS

HIDDEN TRAILS COMMUNITY ASSOCIATION, INC.

Annual Meeting of the Members
Tuesday, November 15, 2022
6:00 p.m.

MINUTES

MINUTES

Attendance
Tracy Sullivan, Community Manager, CCMC; Lenny Scott, Lifestyle Director, CCMC; Michelle Matula, Administrative Coordinator, CCMC; Abraham Salazar, Vice President, CCMC.

Call to Order
The Hidden Trails Community Association Annual Meeting was called to order at 6:02 p.m.

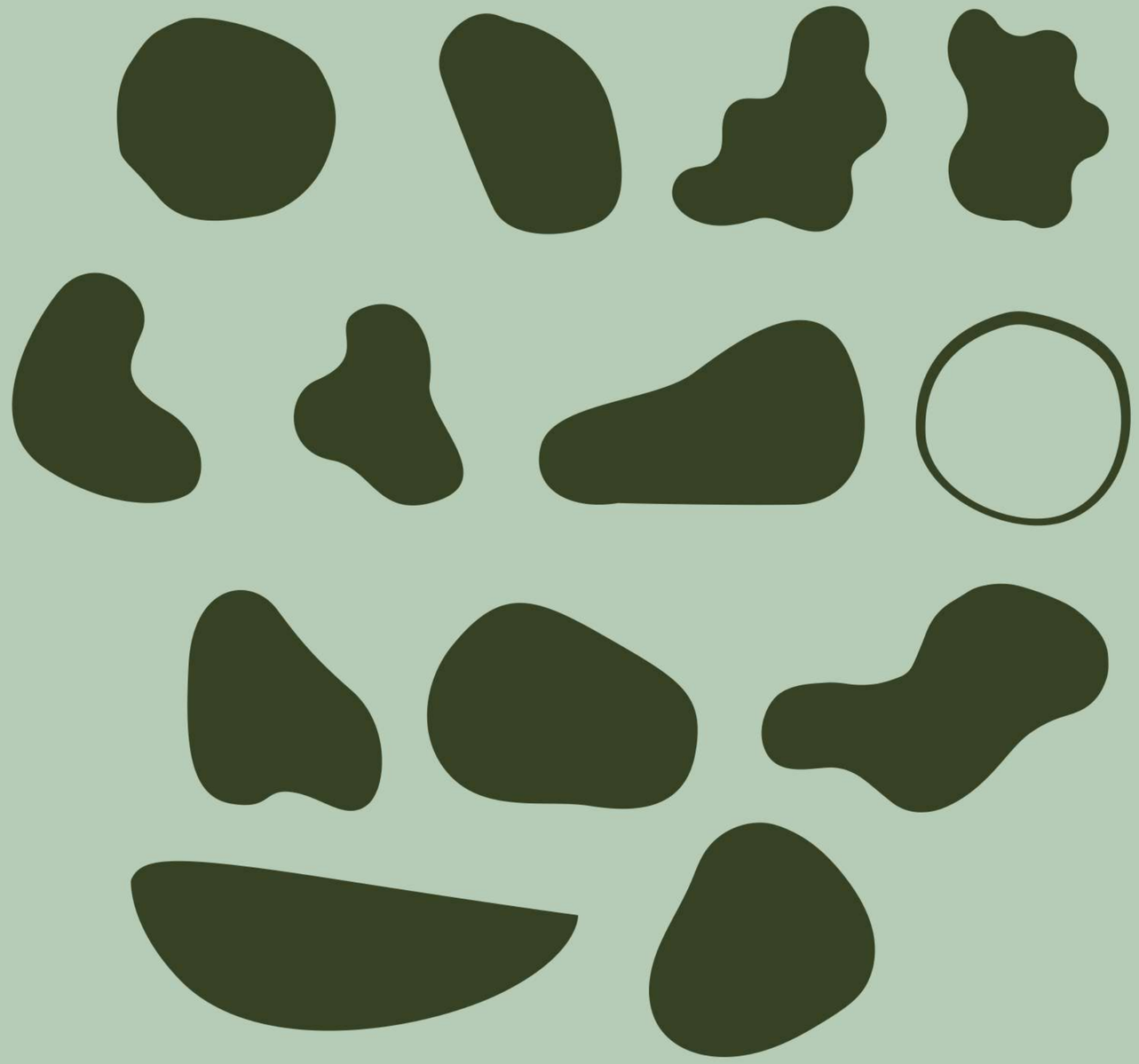
Management Overview
Tracy Sullivan presented the Management Overview which included 2022 Recap, End-of-Year Goals, and 2023 Forecast. Tracy explained Developer contributions, 2022 Year to Date Budget, 2023 Approved Budget, and Assessment Delinquencies for 2022, along with an overview of what dues pay for.

Lifestyle Overview
Lenny Scott presented the Lifestyle portion of the Management Overview which included the number of events that were successful in 2023 year to date, clubs and committees established in 2022, and plans for 2023 events. Sign ups were announced for various groups/committees in 2023.

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 7:05 p.m. Raffle drawings took place immediately after the meeting adjourned.

Q&A
Following the raffle drawings, Tracy Sullivan answered pre-submitted questions by members. Ms. Sullivan also relayed a development update regarding the new pool, plans to add a Community Standards staff member, and major improvement projects for 2023. Q&A ended at 7:18 p.m.

Door Prize Drawing!!!



Management Report

- Responsibilities
- Community Standards
- Architectural Submissions
- Annual Community Survey

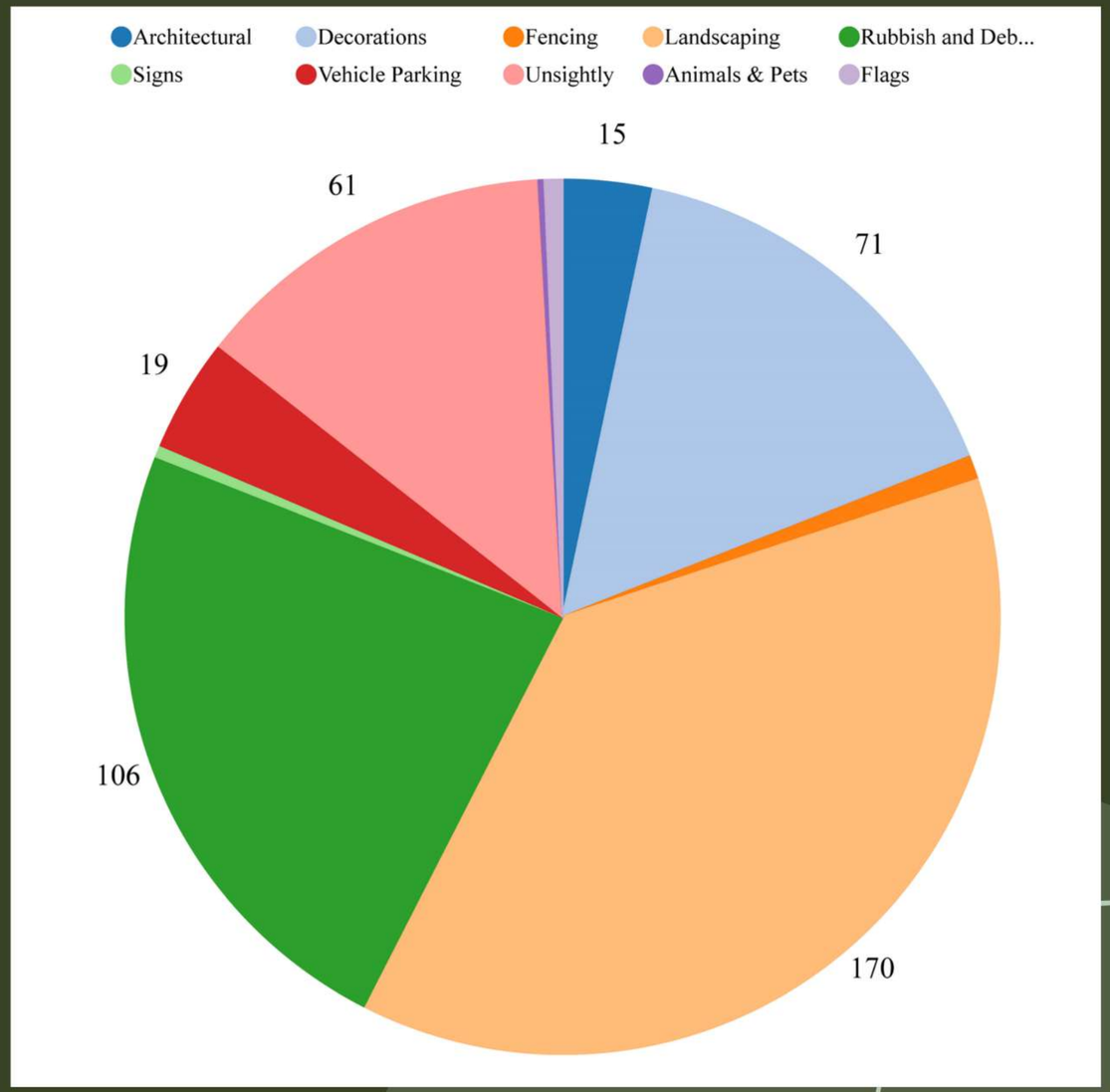
Overview of Responsibilities

- 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: 452

Fines: $3,050

Stages: 5

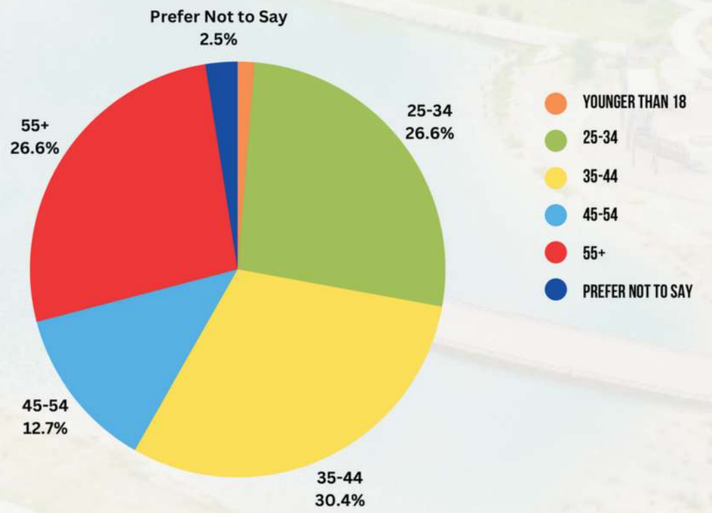
Architectural Submissions

Architectural Review

APPLICATION DECISIONS = 141

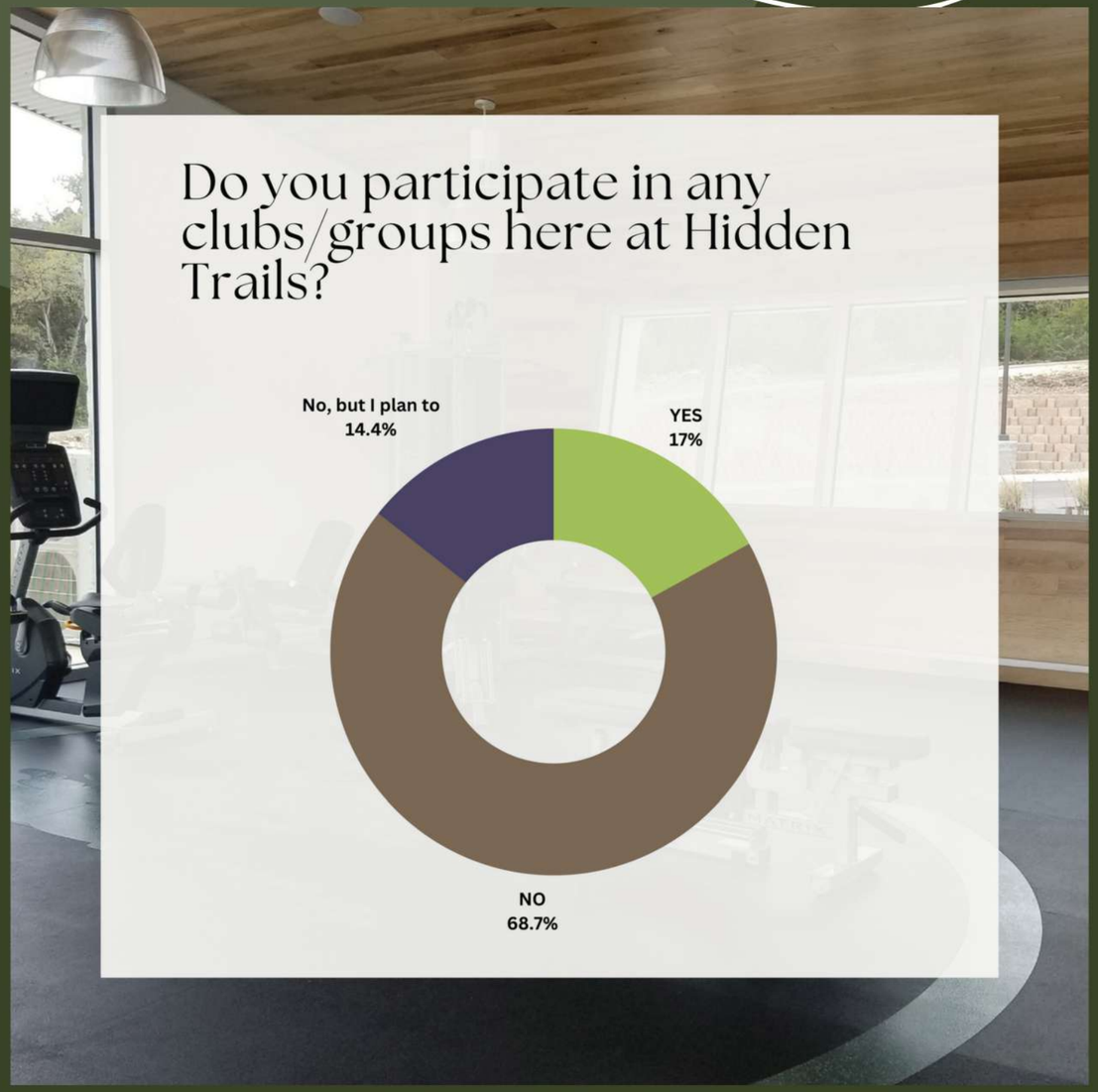
Community Survey

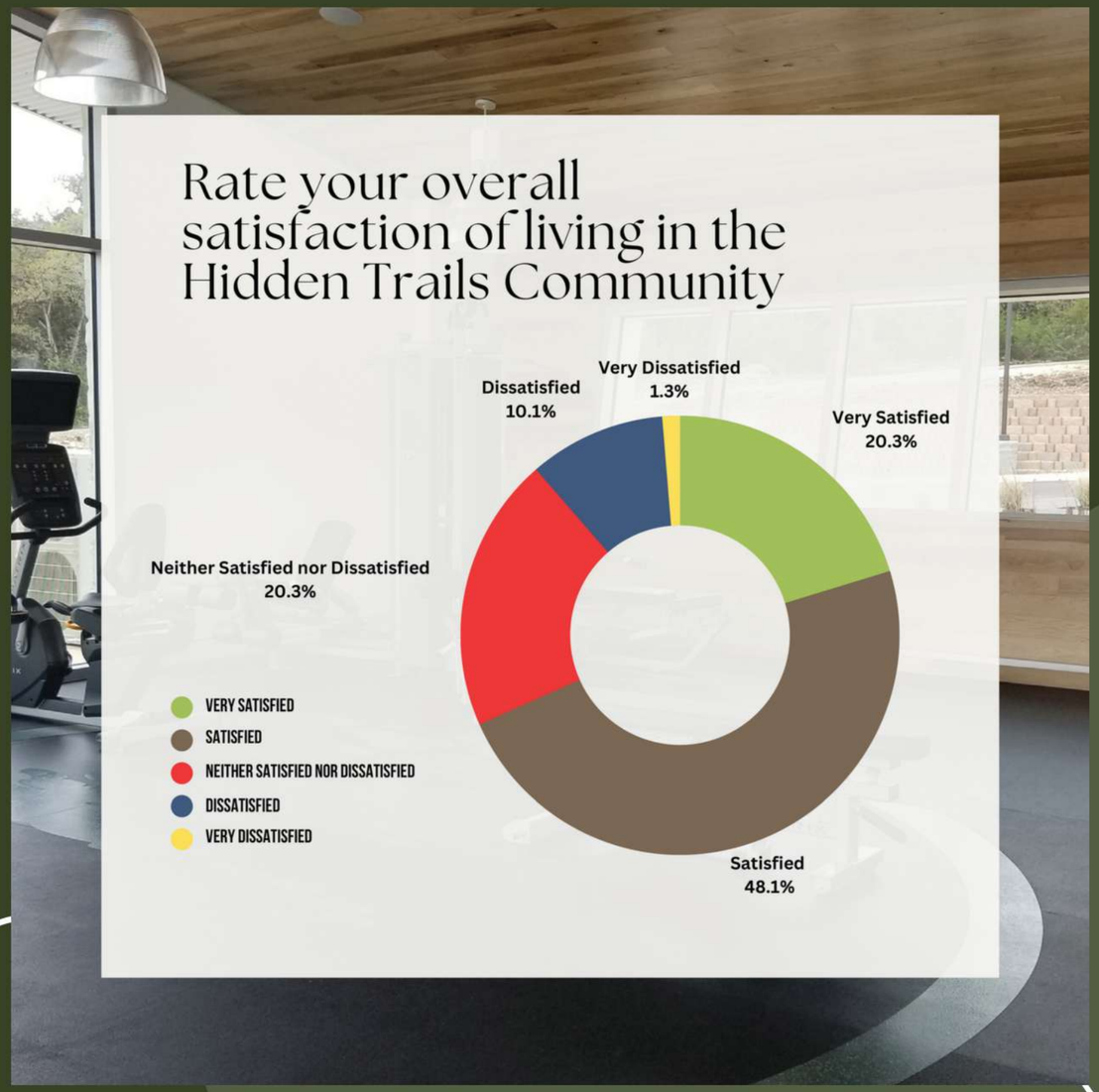
Which category describes your age?



I would participate in property education workshops or DIY workshops facilitated by the association.

Community Survey





Recap of 2023

- Reactivated the NAC
- Resurfaced Pool 1
- Replaced amenity drinking fountains
- Replaced drinking fountains at park
- Hired a full-time Community Standards position
- Grand Opening for Pool 2

2024 Community Goals coming soon!

Neighborhood Advisory Committee (NAC)

HIDDEN TRAILS

MEET THE NAC

2023-24

Introducing the Hidden Trails Neighborhood Advisory Committee for 2023-24! These proud members will act as a recommending body and provide support to the Board on matters which preserve, enhance, or maintain the assets and living experience for members of the Hidden Trails Community.

Abe Shenouda

Abe moved to Hidden Trails 2 years ago from Illinois with his wife Ghada. He currently works at FedEx Express Corporation and provides management services to the company. Abe has also worked with multiple non-profit organizations and is knowledgeable in community services and community standards.

Ryan Brockett

Ryan has lived in Hidden Trails for 4 1/2 years. After globe-trotting the world as an Air Force dependent and then as a soldier, he and his wife, Kristen are fortunate enough to have chosen this community to finally grow some roots. He has volunteered at many community events and co-hosted some great resident-led events alongside some awesome neighbors.

Kristen Brockett

Kristen and her family have lived in Hidden Trails for over four years. Having spent most of her life as an Army brat and then spouse, she has had the opportunity to live abroad and across the country. Kristen has expressed that Hidden Trails is the best community she has been a part of and believes she has the most amazing neighbors. She recently served as the Social Committee Chair and is now looking forward to serving on the NAC.

Andrea Friend

Andrea moved to Hidden Trails in 2020 after a 38-year career leading people. When she's not riding her bicycle around the Hill Country, you might find her gardening with Bloom&Groom or quilting with the Sew and Sews, two of our resident-run groups.

Brian Steiner

Brian Steiner has over a decade of experience in local and state governments to spearhead community-driven initiatives throughout the U.S. Since settling in Hidden Trails in March 2020, Brian and his family have enthusiastically embraced their role as active members of the community, supporting events, encouraging neighborhood participation, and welcoming new people.

HIDDEN TRAILS LIFESTYLE

2023 SOCIAL COMMITTEE

MELANIE

MELISSA

ERIC

HEIDI

KIM

- Melanie O'Shea
- Eric Dinsdale
- Heidi Valencia – Sandhoefner
- Melissa Arizmendi
- Kimberly Mills

2023 AT A GLANCE

PUMPKINS ON PIKES

CAR SHOW

ALI'I'LUAU

CIBOLO CREEK WINERY TRIP

CAR SHOW

FIESTA

HIDDEN TRAILS

BULVERDE SPRING BRANCH
E73

COMMUNITY STEWARDSHIP

- National Night Out
- South Texas Blood & Tissue Center Donation Drives
- Six Flags Discount Partnership
- Sea World Discount Partnership
- Support local and Resident Businesses, Vendors, & Partners
- Spring Branch & Bulverde Chamber of Commerce Host Site
- Bi-Annual Shred & Recycle Drives
- Helping A Hero Initiative
- Tesla Test Drive
- San Antonio Zoo

WHOLE COMMUNITY INITIATIVES

CLUBS & GROUPS

RESIDENT RAN

- Bloom & Groom
- Sew & Sews
- Kids Crew (Monthly Collaboration)
- Game Group
- Geneaology
- Makers Group

CONNECTION TO LANDSCAPE

- Bi-Annually Community Clean Ups and Garage Sales
- Quarterly Seminars by Local Master Gardener
- Seasonal Yard Contest
- Seasonal Tips & Tricks

THE BREAKDOWN

- **Social Events**: 40+ (Signature events, New events, National Days)
- **Food Truck Visits**: 35+ (Average of 2-4 food trucks a month)
- **Unique Partners**: 30+
- **Resident Sponsors:** Wilson Family, Brown Family, Sandhoefner Family, O'Shea Family, Martin Family
- **Local Business Collaborations**: 20+

Valdez Family

"I'm not sure who else should be included in this email, but I just wanted to say a quick THANK YOU for everything that went into the Annual Pumpkins on Pikes event this past weekend. Our family attended for the first time this year and had a wonderful time. We're looking forward to next year!"

POOL 2 GRAND OPENING

FATHERS DAY SHOOT OUT- WINNERS

HIDDEN TRAILS

2023 SPONSORS

MundoVerde Irrigation & Landscaping

SAN ANTONIO ZOO

CHEVROLET

SUNSCAPE LANDSCAPING

TIGER SANITATION

RBFCU rbfcu.org

WHATABURGER

ZUMBA FITNESS

INDEPENDENT SOLAR OWN YOUR POWER

SOLAR EDGE PROS

UNIQUE SPONSORS: 15 Return | 4 New = 19 Total

IN KIND & MONETARY SPONSORSHIPS = Over $7,000

RECOGNIZED PARTIAL SPONSORS = Sea World San Antonio, Six Flags Fiesta Texas, San Antonio Zoo, Wild West Burgers

New 2024 Sponsorship Packet

SO, WHAT'S NEXT?

Signature Events but BIGGER

BUS TRIPS:
San Antonio Stock Show and Rodeo
Missions Baseball
Wineries & Vineyards (local)

National Days Around the World

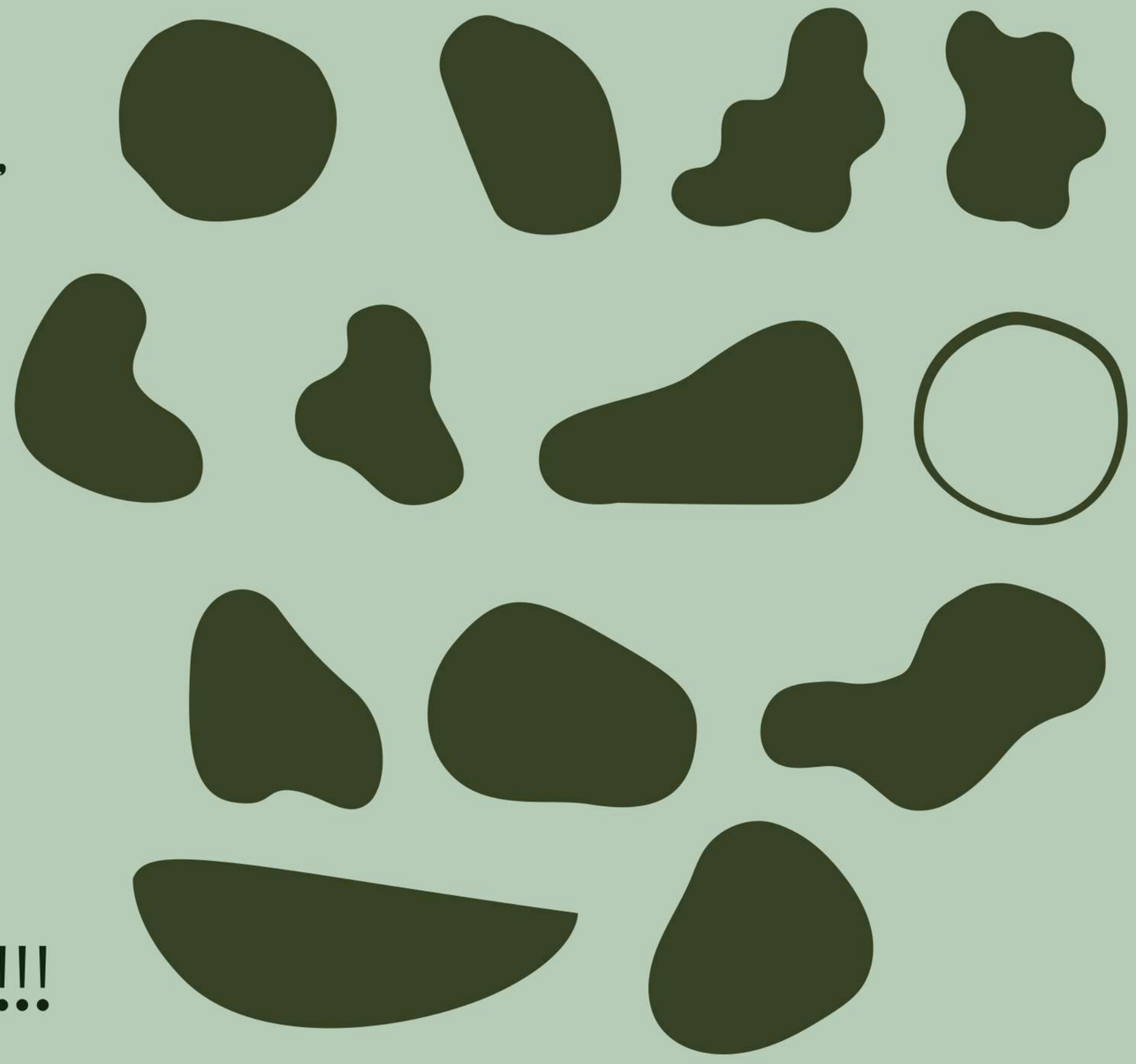
Certificate Trainings

2024 Fitness Program

Local & Resident Partnerships

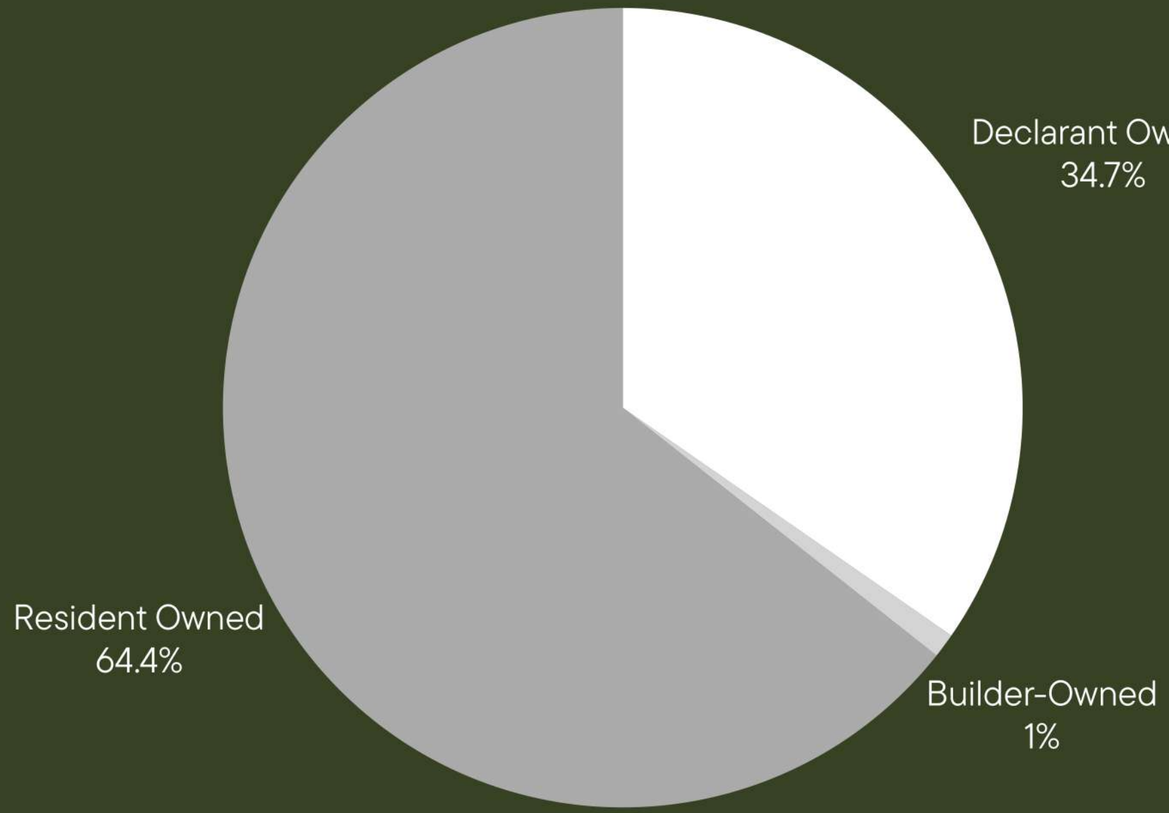
Do you have any suggestions, recommendations, or ideas for Community Events?
Email **kaguilar@ccmcnet.com** to connect!

Door Prize Drawing!!!



Financial Update

Development



1209 OUT OF 1828

Unit count by 11/14

35%

Declarant-owned lots

65%

Homeowner lots

1%

Builder-owned lots

- Projected Build out - Q3 2026
- No maximum # of lots per Declaration - Defaults to 1 resident elected to the Board by 1/20/27 which equates to 10 years after the declaration signed
- The Development period is 30 years (2047) unless ended earlier by the Declarant

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 & Maint.

General maintenance, General repairs, Replacement parts

Utilities

Water, Electric, Sewer, Gas, Cable & Internet

Insurance

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

2023 Financial Summary

*Based on September 2023 actuals

* Positive/ (Negative) Variance

	YTD Actual	Budget	Variance
Revenue	**$1,340,910**	**$1,122,674**	**$218,237**
Expense			
Administrative	$668,442	$414,606	($253,836)
Contracts	$586,679	$481,200	$105,479
Utilities	$227,004	$87,243	($139,760.72)
Taxes	$5,205	$7,250	$2,045
Insurance	$19,219	$15,498	($3,721)
Parts & Supplies	$39,979	$33,750	($6,229)
Repairs & Maintenance	$50,500	$52,400	**$1,900**
Total Expense	**$1,543,348**	**$1,154,864**	**($388,484)**
NET INCOME/Loss	**($202,437)**	**($32,190)**	**($170,247)**

2023 FINANCIAL REVIEW - ENGAGEMENT LETTER FOR AUDITOR WILL BE SUBMITTED IN FEBRUARY 2024

2024
Assessment Rate is
$270 per quarter
**increase from 2023*

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2024 Budget Overview

Projected Budget Revenue for 2024= **$1,686,680**

2024 Revenue	$1,686,680	
Association Dues	$1,388,340	
Working Capital	$177,756	
Community Enhancement	$42,984	
Lifestyle Income	$10,020	
ARC Revenue	$7,350	
Rental Income	$12,000	
Gate/Key Fob Income	$2,330	
Late Fees/Collections	$22,900	

2024 Budget Overview

Projected Budget Expense for 2024= **$1,686,680**

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

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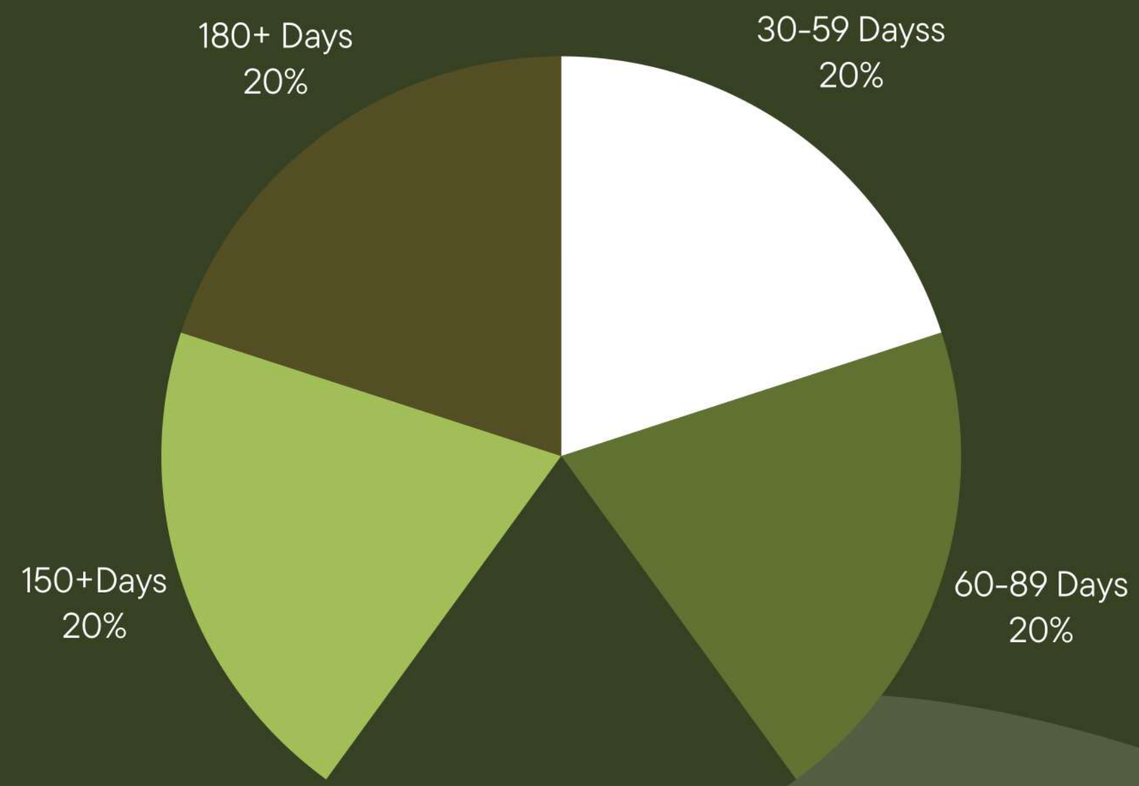
	Budget
Revenue	**$ 1,686,680**
Expense	
Administrative	$ 564,332
Contracts	$ 794,897
General Maintenance/Supplies	$ 81,328
Utilities	$ 196,230
Taxes	$7,250
Insurance	$ 33,564
Total Expense	**$ 1,682,680**
NET INCOME/Loss	**0**

Delinquencies



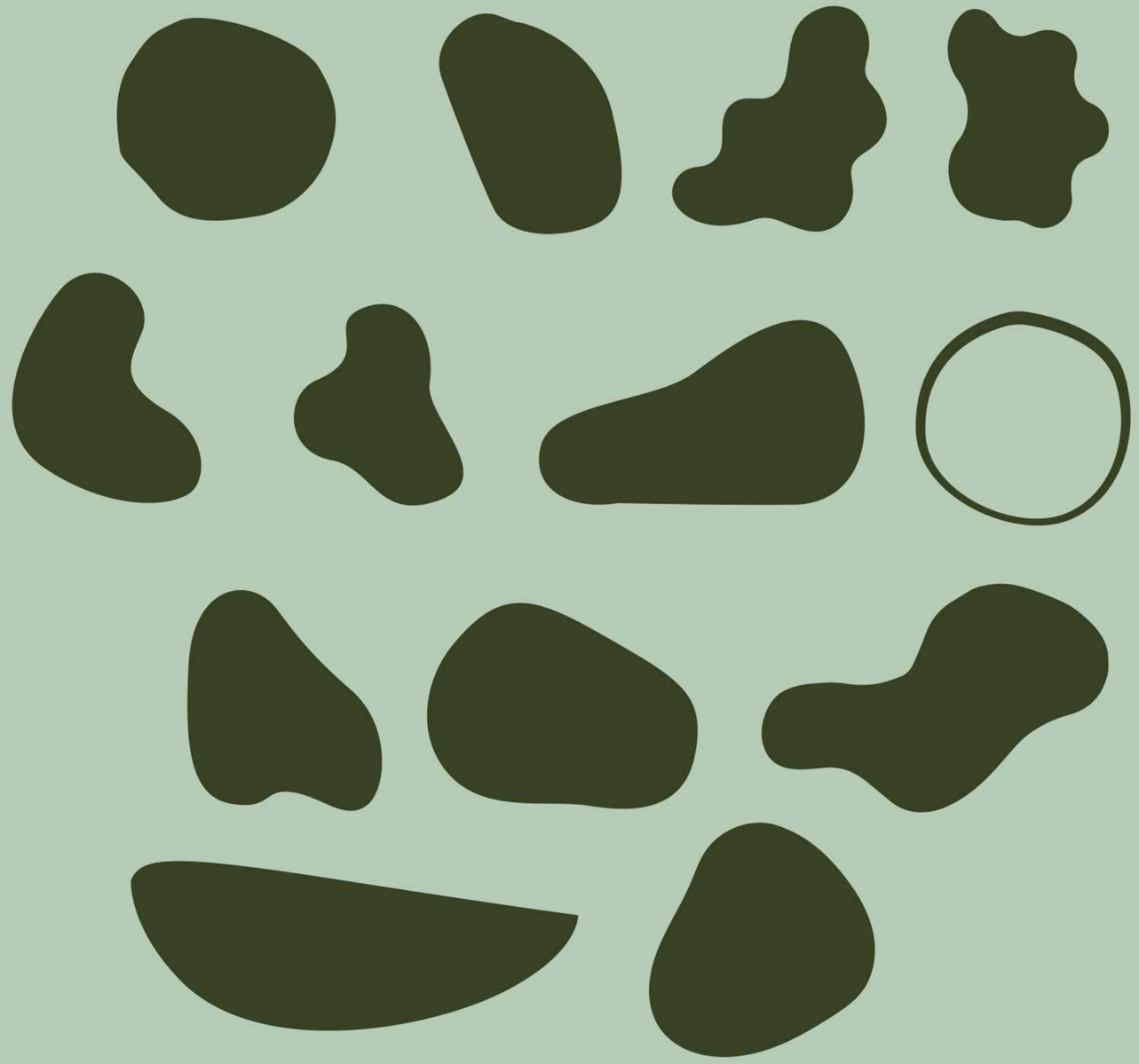
UNITS: 183

TOTAL DELINQUENCIES: $94,434

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

ADJOURNMENT

Door Prize Drawing!!!



Q & A

Thank you!