2024
ANNUAL
MEETING
HIDDEN TRAILS

Agenda

- _Introductions
- Establish Quorum/Call to Order
- Approve 2023 Meeting Minutes
- Management/Financial/Lifestyle Update/Development Update
- Adjournment
- Q&A

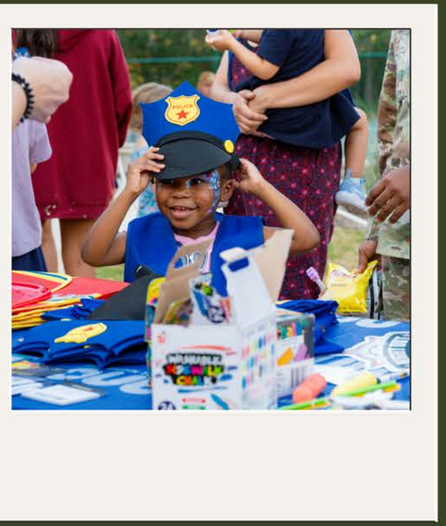
Please hold all questions and comments during the presentation. Only the pre-submitted questions will be addressed during the Q&A segment.

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

Roy Olivarez - Vice President

Nick Vela - Director

CCMC

Now this feels like home.®

CCMC CORPORATE TEAM

THE OFFSITE TEAM PROVIDED BY CCMC

Andy **Babbitt**
SVP of Business Development

Sara Huff
SVPresident of Community Operations

Teffani Davis
VP of Community Operations

Jade Dimabuyu
Community Accountant

Loan Kim Le
Accounts Receivable

Jill Ribando
Accounts Payable Manager

Vanessa Figueroa
Accounts Payable Specialist

CCMC
Now this feels like home.®

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.®

Call to Order

Pursuant to Article 3, Section 3.5 of the By-Laws of the Hidden Trails Community Association, Inc., notice of the 2024 Annual Meeting was mailed October 25, 2024 indicating the meeting will be held at 6:00 pm on Thursday, November 21, 2024 at the Hidden Trails Amenity Center.

Approve the 2023 Meeting Minutes

HIDDEN TRAILS COMMUNITY ASSOCIATION, INC.

Annual Meeting of the Members
Tuesday, November 14, 2023
6:00 p.m.

MINUTES

MINUTES

Attendance
Tracy Sullivan, Community Manager, CCMC; Karla Aguilar, Lifestyle Director, CCMC; Michelle Matula, Administrative Coordinator, CCMC; Pauline Irwin, Community Standards/Design Review, CCMC; Amy Atkins, Vice President – Community Operations, CCMC; Sara Huff, Sr. Vice President – Community Operations

Call to Order
The Hidden Trails Community Association Annual Meeting was called to order at 6:10 p.m. (motioned by Andrea Friend, HT resident). Betty Karsh, HT resident, motioned to approved the 2022 Annual Meeting Minutes.

Management Overview
Tracy Sullivan presented the Management Overview which included 2023 Recap, and 2024 Forecast and Approved Budget. Tracy also addressed year-to-date financials, build-out update, assessment increase and Developer Loans coming due beginning in 2024..

Lifestyle Overview
Karla Aguilar presented the Lifestyle portion of the Management Overview which included the number of events that were successful in 2023 year-to-date and plans for 2024 events. Sign ups were announced for various groups/committees in 2024.

Q&A
Pre-submitted Q&A handouts were provided to attendees but not all items were discussed during the meeting. Amy Atkins offered to conduct a Town Hall Meeting in January to address concerns regarding the Developer Loans, assessment increases for 2024, and financial accuracy of the monthly reports.

Adjournment
A motion from the floor was made to adjourn the meeting at 7:06 pm (motioned by Ron Smith, HT resident). Raffle drawings took place intermittently during the meeting and immediately after the meeting adjourned.

Management Report

- Responsibilities
- Community Standards
- Architectural Submissions
- Annual Community Survey
- Neighborhood Advisory Committee
- 2024 Recap/2025 Forecast

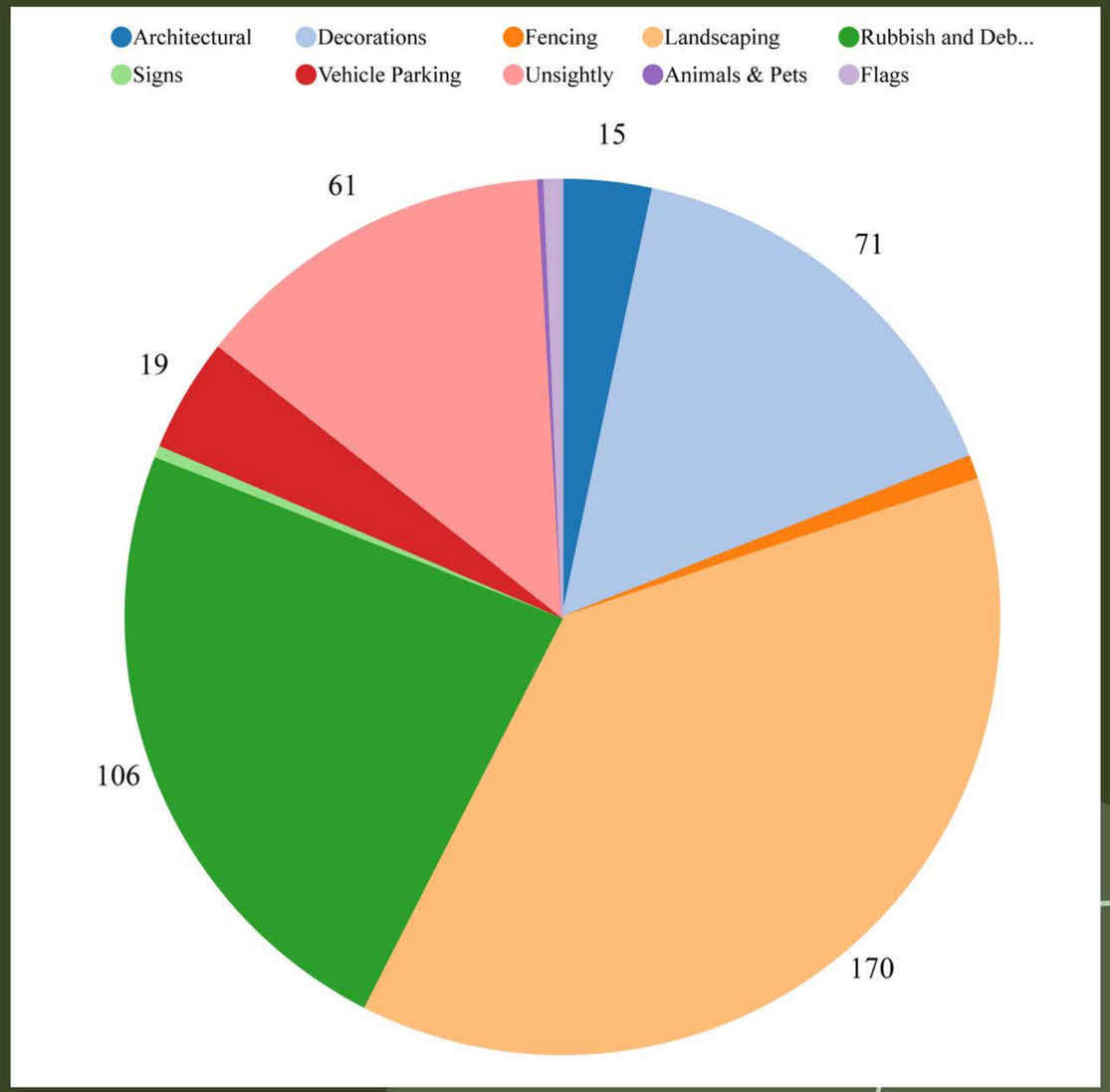
Overview of Responsibilities

- Administrative, Operational, and Financial
- Schedule Board, Annual, and Committee 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: 1651 (227 Currently Open)

Fines: $5,750

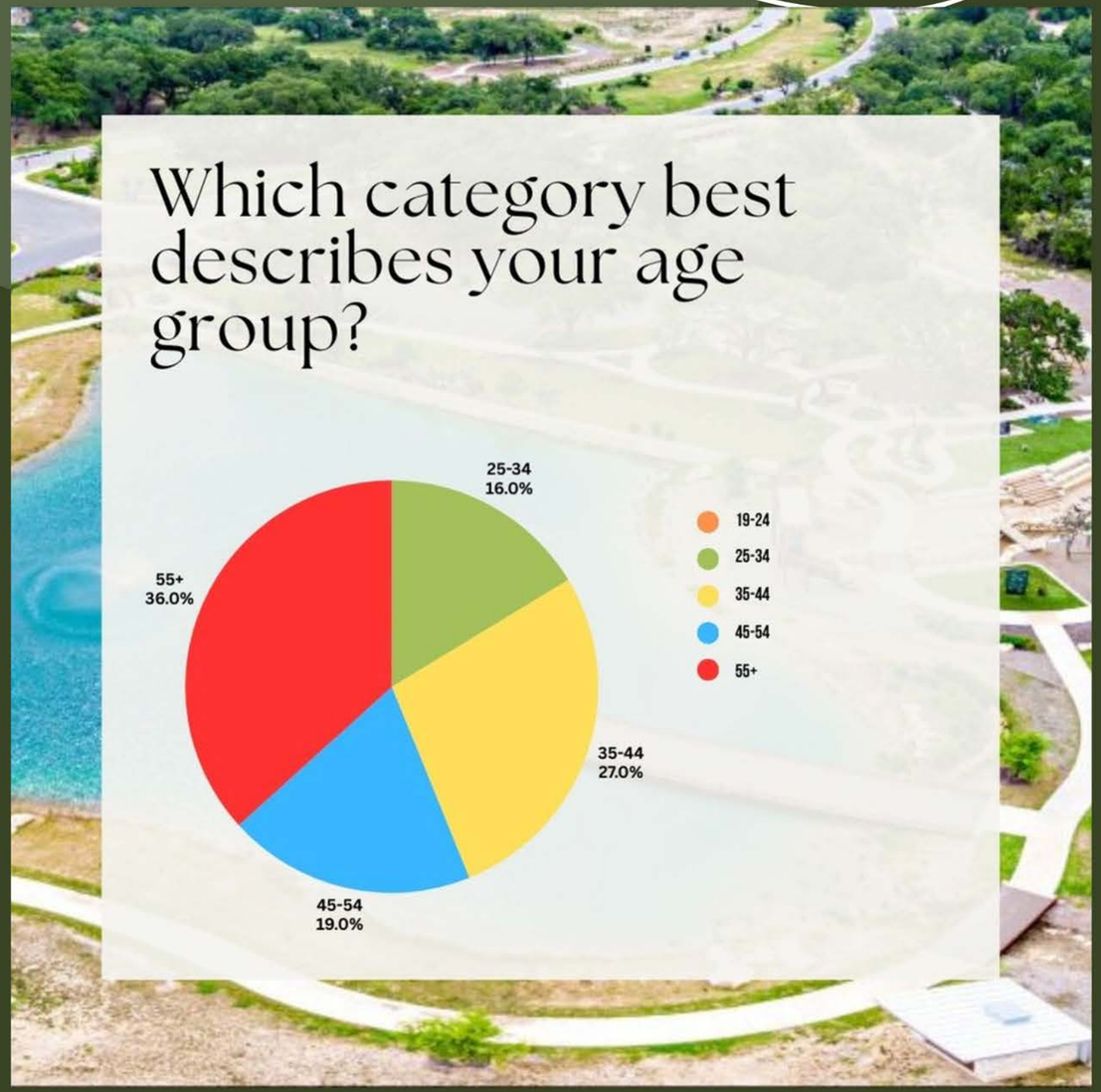
Stages: 7

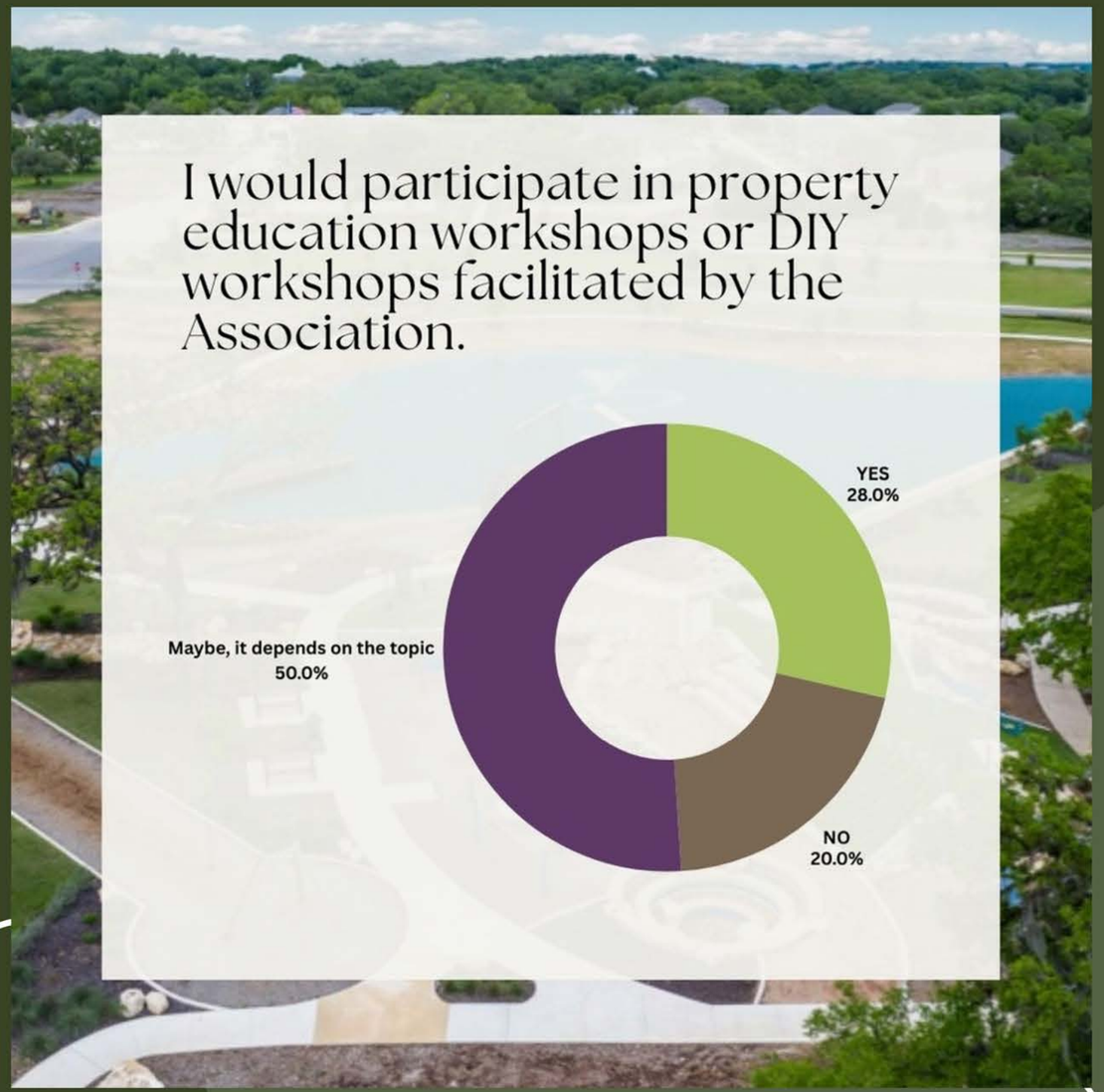
Architectural Submissions

Architectural Review

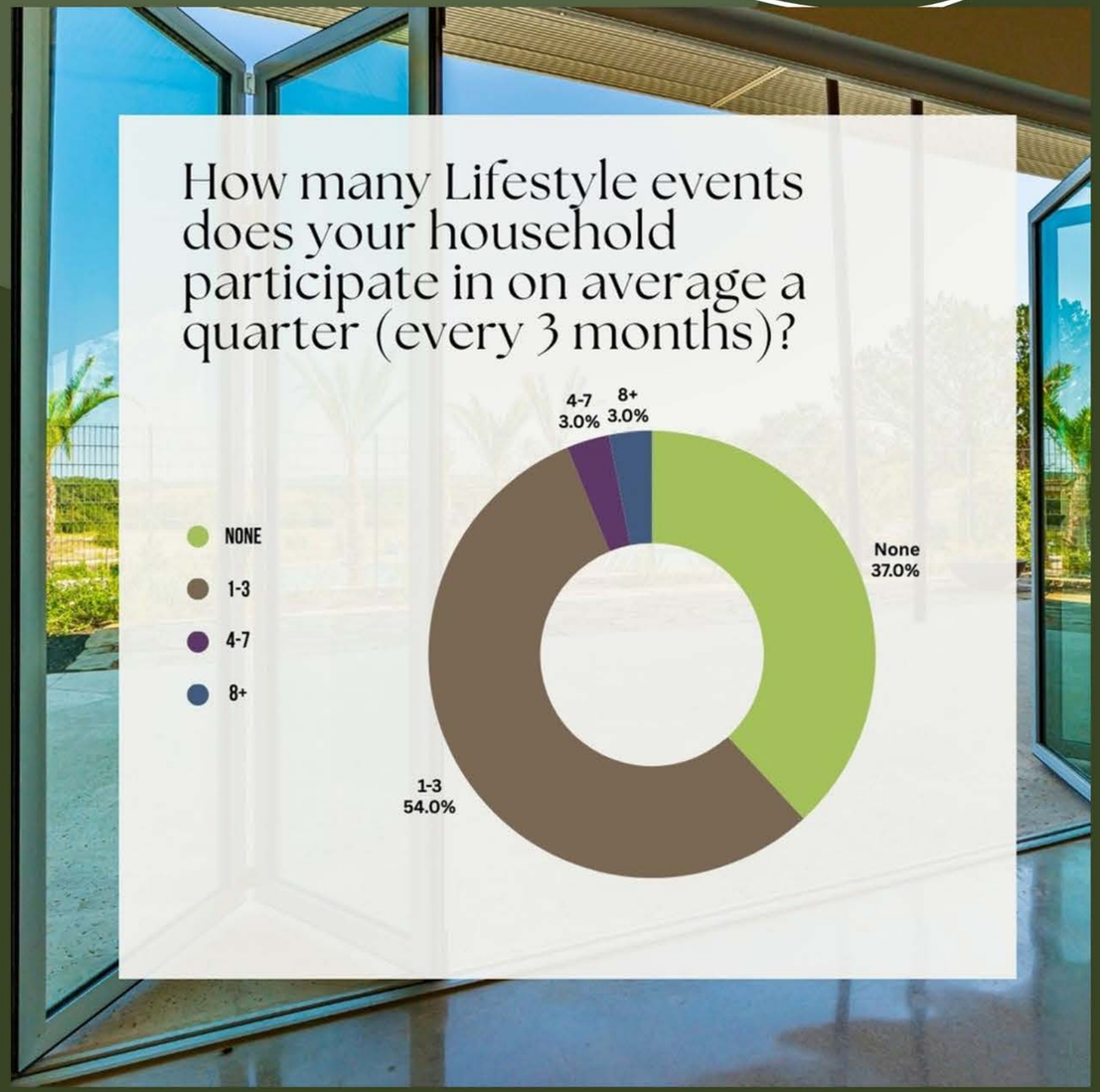
APPLICATION DECISIONS = 153

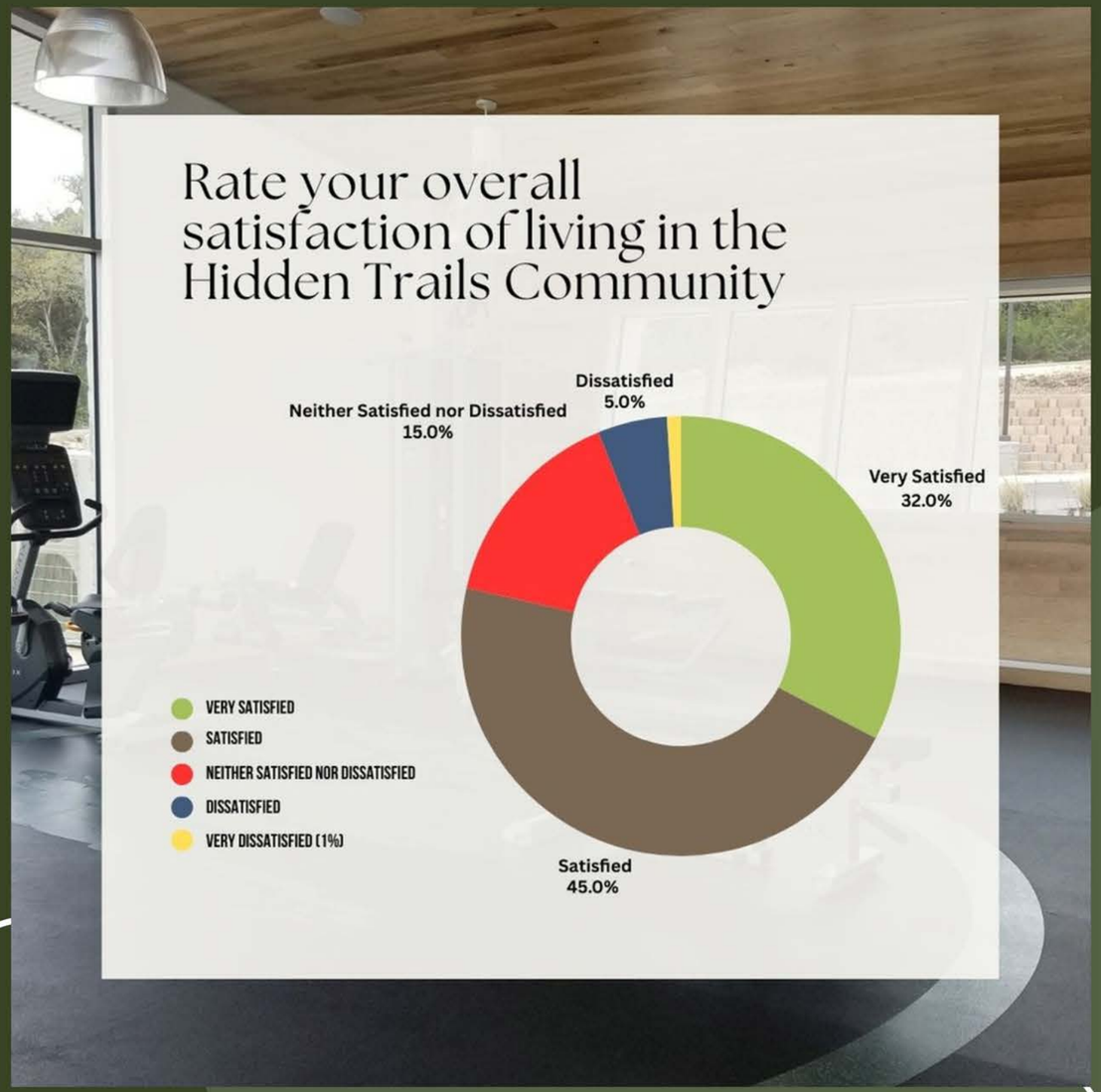
Community Survey



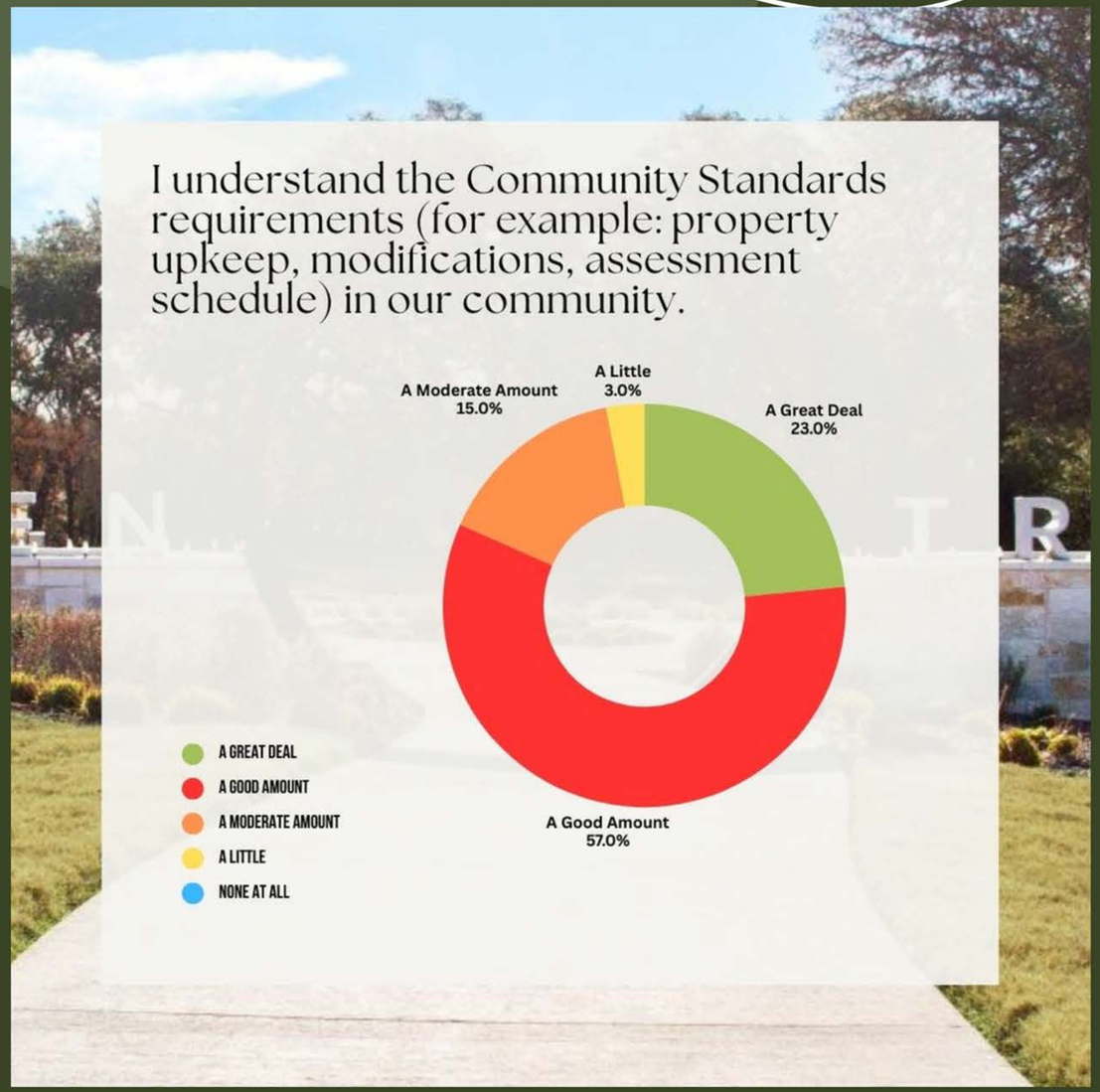


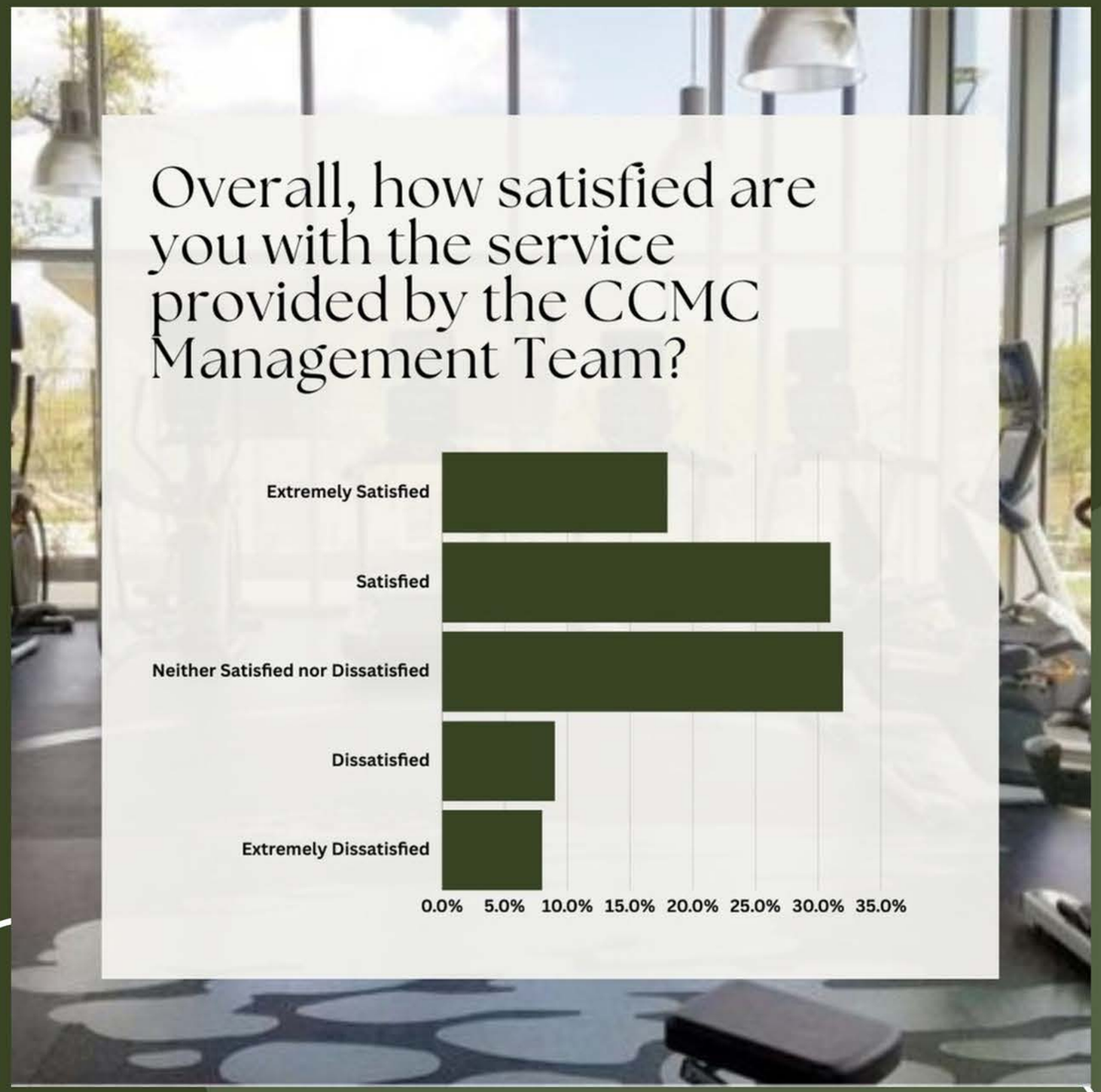
Community Survey





Community Survey





Recap of 2024

- Added storage equipment to the Yoga Room
- Increased pool furniture and shade at Pool 1 & 2
- Powerwash the Fishing Pond Wall

- Staff Pool 1 & 2 with Lifeguards and Pool Monitors
- Replace Countertop in the Community Room
- Replace the Fishing Pond Pier
- Landscape and Mulch update along Mustang Vista

- Establish 2024-25 Neighborhood Advisory Committee & Social Committee
- Conducted New Owner Orientation
- Annual Community Survey 2024

- Updated Nature Dig area at the Big Park
- Community Trail Map
- Installed Trail Marker Signs

2025 Community Goals

- Access Control System Upgrade
- Quarterly Coffee with the Manager
- Upgrade the Community Website
- Quarterly New Owner Orientation
- Landscape Updates to Common Areas
- Swim Classes and Swim Team Practice Program
- Establish DIY self-help programs for residents
- Update the Infinity Pool wall
- Select 2025-26 NAC and Social Committee Members
- Activate the Military Veterans Club
- Implement Community Neighborhood Initiatives
- HOA 101 Education Workshops
- Establish a Transition Committee

Neighborhood Advisory Committee (NAC)

The Neighborhood Advisory Committee is appointed by the board to gather information and ideas from Hidden Trails members, as well as, provide education through open communication between Hidden Trails members and the Board. This will assist the Board when making decisions affecting HTCA members. The Committee will address issues that may be unique to the Hidden Trails community or other tasks specific to Hidden Trails as assigned by the Board.

Contact: ht_advisory@hiddentrailslife.com

Financial Update

BUDGET CATEGORIES

Revenue

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

Contracts

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

Utilities

Water, Electric, Sewer, Gas, Cable & Internet

Administrative

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

Repairs & Maint.

General maintenance, General repairs, Replacement parts

Insurance

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

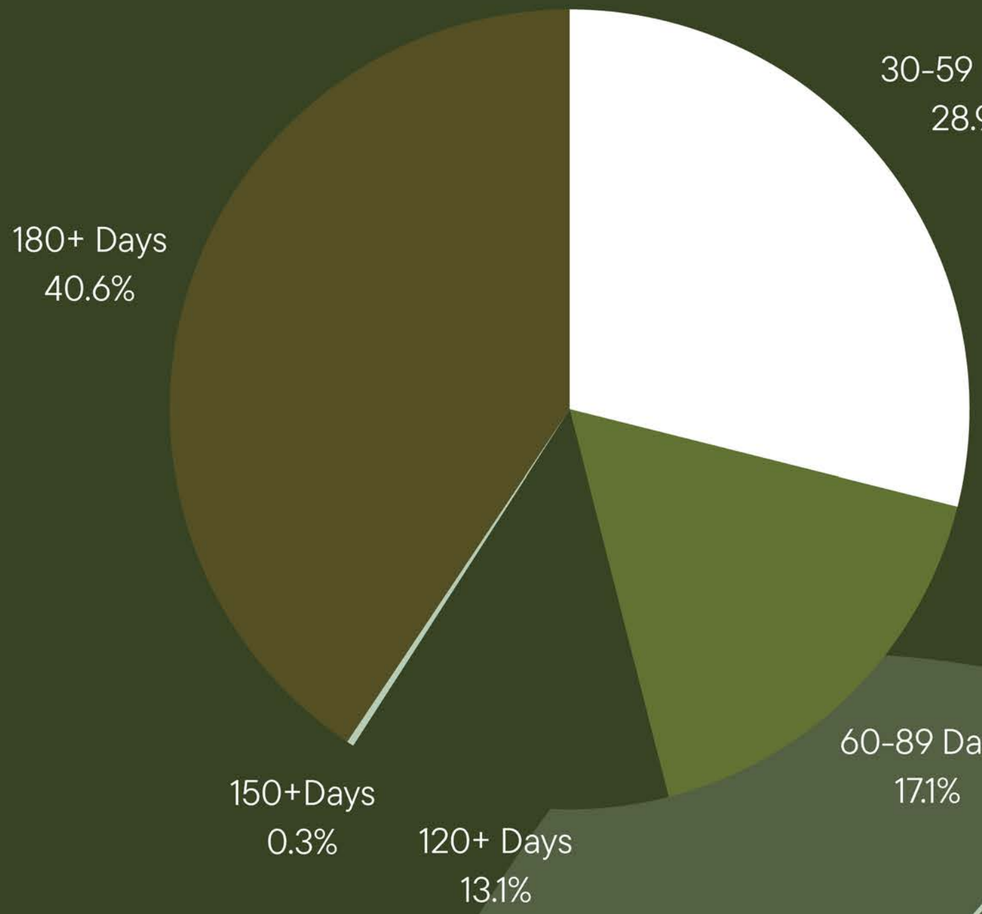
Based on October 2024 Actuals

2024 FINANCIAL SUMMARY

2024 FINANCIAL REVIEW - ENGAGEMENT LETTER FOR AUDITOR WILL BE SUBMITTED IN FEBRUARY 2025

CATEGORY	YTD ACTUAL	YTD BUDGET	VARIANCE	ANNUAL BUDGET
Revenue	$1,813,306	$1,393,180	$420,126	$1,686,680
Expense				
Administrative	$556,075	$505,661	($50,414)	$600,860
Contracts	$905,289	$650,223	($255,066)	$750,351
Insurance	$29,806	$27,970	($1,836)	$33,564
Parts & Supplies	$31,233	$42,328	$11,094	$42,328
Repairs & Maintenance	$47,283	$44,500	($2,783)	$47,000
Taxes	$4,855	$7,250	$2,394	$7,250
Utilities	$155,162	$172,677	$17,515	$205,327
Total Expense	$1,729,705	$1,450,609	($279,096)	$1,686,680
Net Oper. Income/Loss	$83,600	($57,429)	$141,029	$0

Delinquencies



UNITS: 319

TOTAL DELINQUENCIES: $188,287

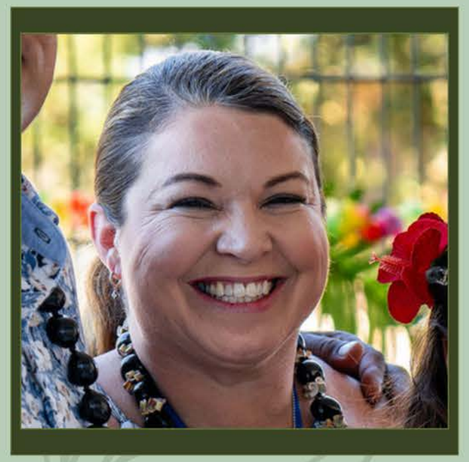
*includes $86,125 in master assessments, $49,223 in attorneys fees, and $45,893 in late fees/interest

HIDDEN TRAILS LIFESTYLE

HIDDEN TRAILS

2025 SOCIAL COMMITEE

MICHAEL O'SHEA



MELISSA ARIZMENDI

MELANIE O'SHEA

HEIDI SANDHOEFNER

LILIANA MONDRAGON

ERIC DINSDALE

KIMBERLY MILLS

HIDDEN TRAILS

2025 SOCIAL COMMITEE

The Social Committee is appointed by the board to enhance the living experience for Hidden Trails members by contributing to the planning of an annual calendar of community programs, events and activities; and acting as an organized volunteer force to produce and facilitate these programs, events and activities.

<u>Contact Information</u>

- socialcommitteeht@gmail.com
- Facebook: @HiddenTrailsSocialCommittee

2024 AT A GLANCE

PROM NIGHT

FIESTA

MAD WONDERLAND

HIDDEN TRAILS

BOLIVERDE SPRING BRANCH
FIRE★EMS

FIESTA

FIREFIGHTER

COMMUNITY STEWARDSHIP

- National Night Out
- South Texas Blood & Tissue Center Donation Drives
- Six Flags Discount Partnership
- Sea World Discount Partnership
- Established a Resident Vendor Market
- Spring Branch & Bulverde Chamber of Commerce Host Site
- Bi-Annual Shred & Recycle Drives
- San Antonio Zoo Discount Partnership
- Provisions Food Pantry
- Officer Appreciation Day

WHOLE COMMUNITY INITIATIVES

CLUBS & GROUPS

RESIDENT RAN

- Bloom & Groom
- Sew & Sews
- Kids Crew (Monthly Collaboration)
- Makers Group
- Munchkin Mamas

CONNECTION TO LANDSCAPE

- Bi-Annually Community Clean Ups and Garage Sales
- Seasonal Yard Contest
- Seasonal Tips & Tricks

THE BREAKDOWN

- **Social Events**: 50+ (Signature events, New events, National Days)
- **Food Truck Visits**: 60+ (Average of 4-6 food trucks a month)
- **Unique Partners**: 30+
- **Resident Sponsors:** Patriot Dryer Vent Cleaning, James Cardenas (My Insurance Group)
- **Local Business Collaborations**: 20+

Cheslog Family

"Starting the Munchkin Mamas group has been amazing for the new moms in the community! Leading the group meetings has made me appreciate, even more than before, the time and effort it takes to throw these huge community events."

ALI'I'LUAU

RESIDENTS AT SIGNOR VINEYARDS

HIDDEN TRAILS

2024 SPONSORS

Mundo Verde Irrigation & Landscaping

San Antonio Zoo

NNO National Night Out 2024

Sunscape Landscaping

Tiger Sanitation

Patriot Dryer Vent Cleaning
Veteran Owned

Solar Edge Pros

Independent Solar
Own Your Power

My Insurance Group

UNIQUE SPONSORS: 12 Return | 6 New = 18 Total

IN KIND & MONETARY SPONSORSHIPS = Over $5,000

RECOGNIZED PARTIAL SPONSORS =
Mundo Verde Landscaping, Six Flags Fiesta Texas, San Antonio Zoo, SA Stock Show & Rodeo

2025 Sponsorship Packet

INTO THE FUTURE!

What's next?

Signature Events BIGGER & BETTER

BUS TRIPS:

- Wineries, Vineyards, & Breweries (local)
- Local Festivals (Oyster Bake, Mardi Gras in Fredericksburg, etc.)
- Sports Games (Spurs, SA Missions, SAFC)

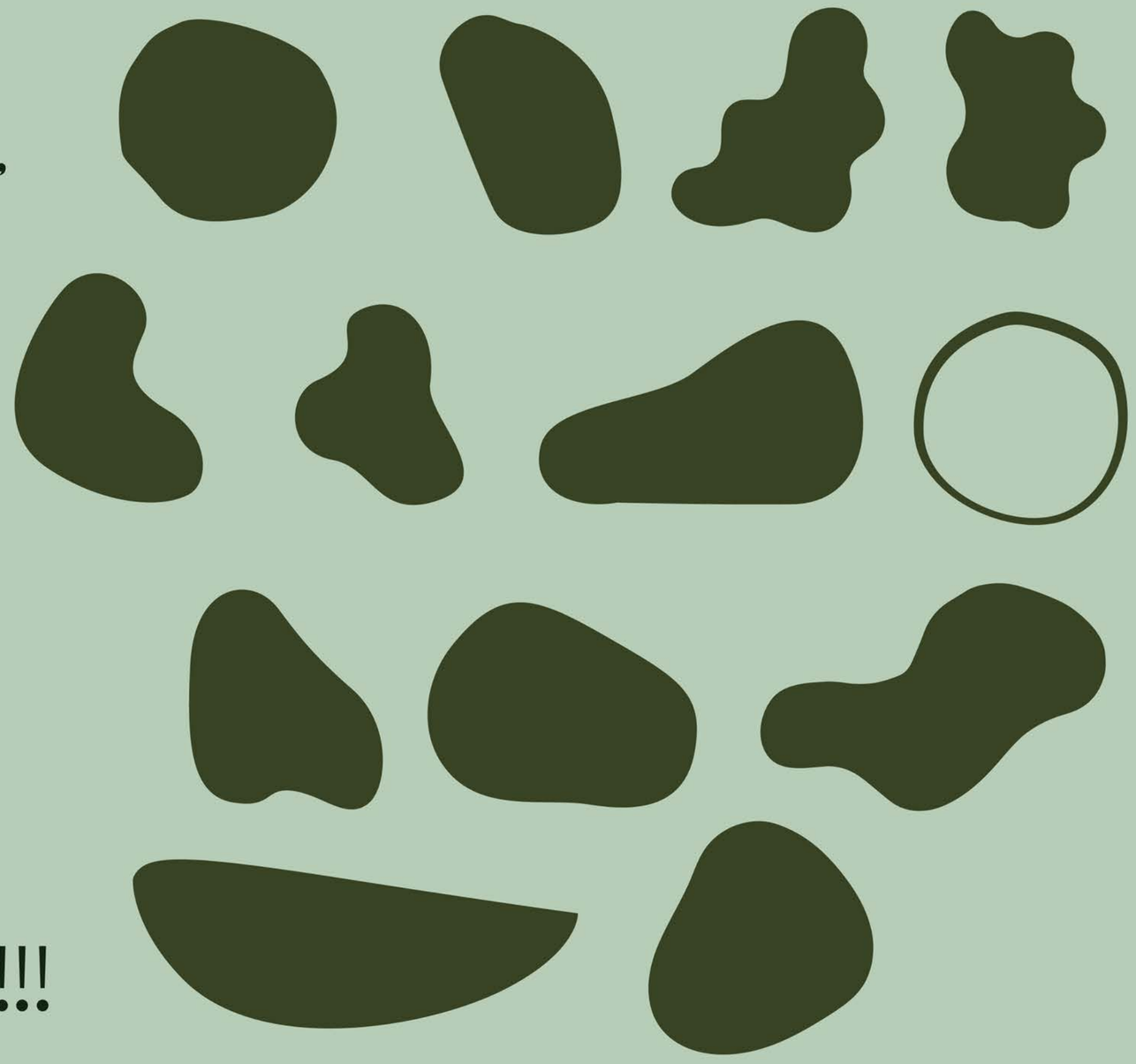
National Days Around the World

Fitness Program & Trainings

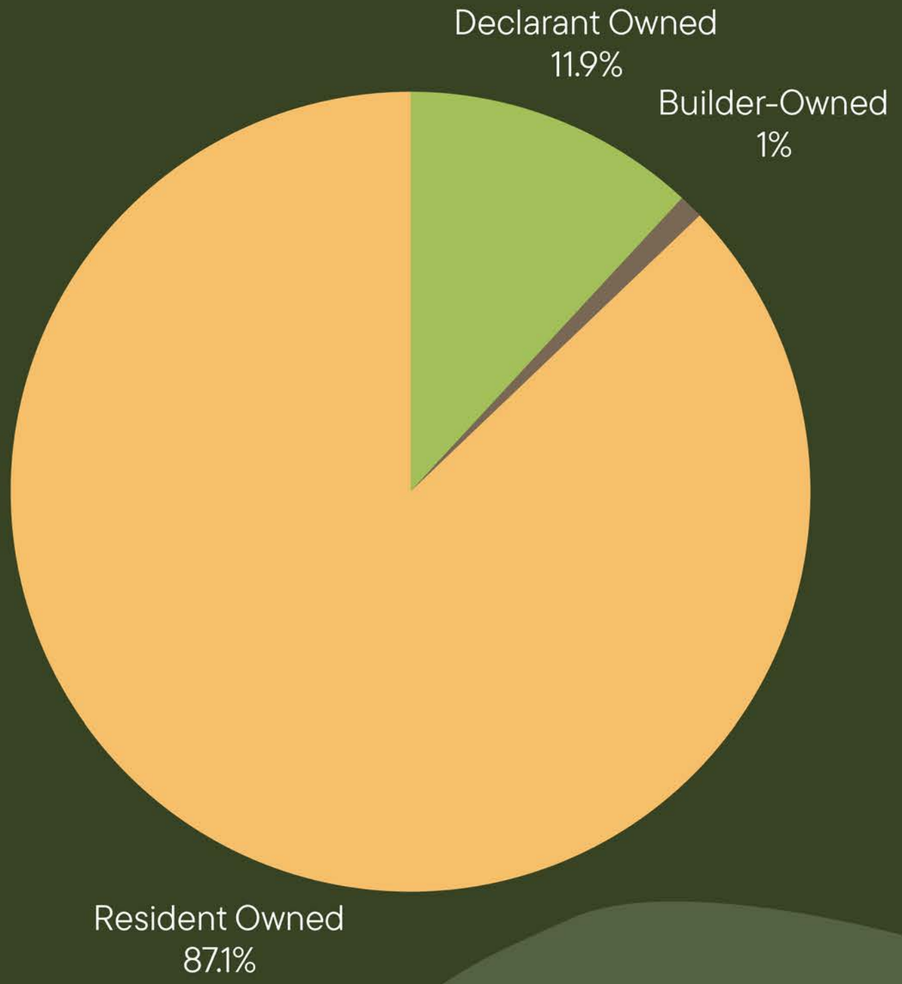
Local & Resident Partnerships

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

Door Prize Drawing!!!



Development Update



Development

1613 OUT OF 1828

Unit count by 11/5

12%

Declarant-owned lots

88%

Homeowner lots

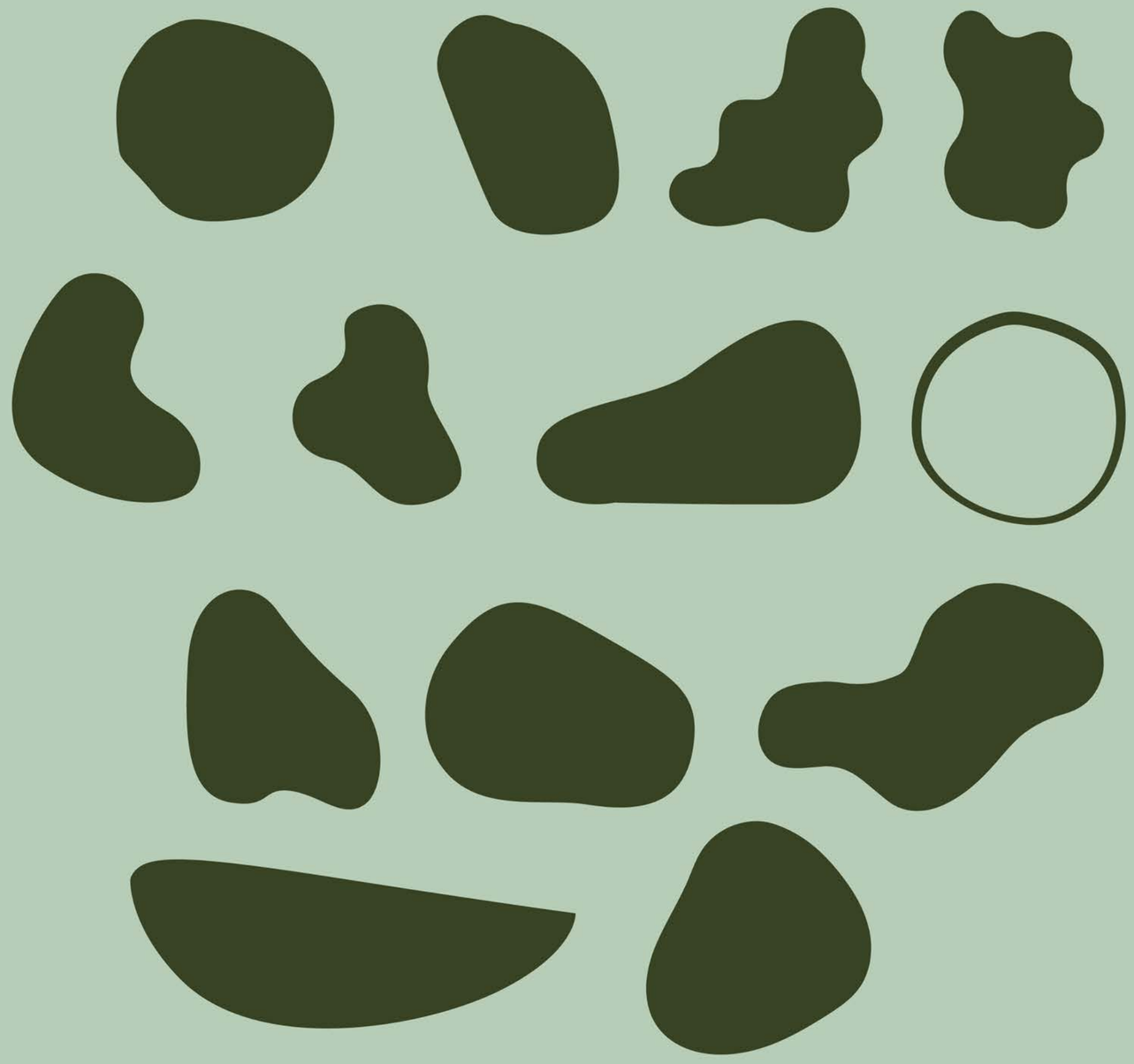
1%

Builder-owned lots

- Projected Build out – End of 2025 or beginning of 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 board may elect to transition earlier than the 10-year mark.
- The Development period is 30 years (2047) unless ended earlier by the Declarant

ADJOURNMENT

Door Prize Drawing!!!



Q & A

Thank you!