

AAFPO/RESORT Management

From: William D. Ailles

13 August 2008

Statement: On 8/3/2007 I submitted a formal grievance in accordance with the instructions provided by the governing documents I received in 2002.

To date, I have received no formal reply to the formal grievance other than a letter from Dan Rakes, the resort general counsel, that 'intent' was sufficient enough reason to change the agreement signed between the resort and myself concerning the erosion of established amenities.

The amenities concerned are the limiting of Silver Ski membership's unlimited access to lift facilities and the reduction of Premium membership access to pool and hot tube facilities to Platinum membership only.

The other items stated in the formal grievance were:

---Excessive dues and fees increases to unimproved property owners (100% in one year) and a 25% increase to Premium membership members over a 3 year period. These increases do not follow the Consumer Price Index guidelines established in the bankruptcy agreements established with the state and federal agencies.

---Not following accepted good business practices concerning, 1. Data archival (I had to provide the 2002/2003 documents I received from the resort showing the governing documents concerning the amenities established at that time. 2. No document change procedures. 3. No formal AAFPO/Resort signature/date approval/authorizing blocks on official documents. 4. No formal grievance procedures established for the different personnel categories, such as, visitors, membership, and employees (both foreign and domestic).

Request: Due to the above unaddressed grievances, I think a government resort oversight agency is required to audit past and present business practices of the resort and I would appreciate a name and number of whom I should contact.

Thank you,  
William D. Ailles  
Angel Fire Property Owner

**Philip W. White**  
P. O. Box 155  
Angel Fire, NM 87710  
575-377-6376

July 25, 2008

**Mr. Barry Rogers**  
President, AAFPO  
P. O. Box 130  
Angel Fire, NM 87710

Dear Mr. Rogers,

In response to your request for detailed information concerning the errors in the EACC accounting records and in the recently completed field audit of EACC, the following is submitted:

**ERROR NO. 1 - GOLDMAN**

1. On July 10, 2007, EACC received a check for \$2,000.00 from Don & Sheri Goldman for the performance deposit and the permit fee for the construction of a dwelling on Lot 1055, Country Club 1. Permit No. 07-07-020 was assigned. According to the 2007 Building Permit Log, \$500.00 of the \$2,000.00 was for the permit fee and the remaining \$1,500.00 was for the performance deposit.
2. On July 10, 2007, EACC wrote check #1170 and made the credit entry in the amount of \$500.00 on and to the International State Bank Owner Contractor Deposits Operating Account payable to EACC's International State Bank Operating Account to transfer the fee portion to EACC's Operating Account. The check was deposited to the ISB Operating Account, but the \$500.00 entry (debit) was mistakenly posted to the Permit Fees account, thereby reducing that account by \$500.00.
3. On July 11, 2007, the \$2,000.00 check was deposited and a debit entry made to the International State Bank Owner Contractor Deposits Operating Account and a credit entry was made to Performance Deposits of \$2,000.00.
4. An entry dated July 11, 2007 of \$500.00 (debit) was made to the ISB Operating Account and the Permit Fees account was increased by \$500.00 (credit). This corrected the mistake made in Item 2 above.
5. At this point, the bank accounts were right, but Performance Deposits were overstated by \$500.00 and Permit Fees were understated by \$500.00. An entry should have been made transferring \$500.00 from Performance Deposits to the Permit Fees income account.

## **ERROR NO. 2 - ANGEL FIRE RESORT & COUNTRY CLUB**

- 1. On July 24, 2007, EACC received a check for \$8,650.00 from Angel Fire Resort and Country Club for the performance deposit and the permit fee for the construction of the new country club on Lots 1-4 and 7 & 8, Monte Verde 1. Permit No. 07-07-022 was assigned. According to the 2007 Building Permit Log, \$650.00 of the \$8,650.00 was for the permit fee and the remaining \$8,000.00 was for the performance deposit.**
- 2. On August 4, 2007, the \$8,650.00 check was deposited and a debit entry made to the International State Bank Owner Contractor Deposits Operating Account and a credit entry was made to Performance Deposits of \$8,650.00.**
- 3. On August 4, 2007, EACC wrote check #1186 and made the credit entry in the amount of \$650.00 on and to the International State Bank Owner Contractor Deposits Operating Account payable to EACC's International State Bank Operating Account to transfer the fee portion to EACC's Operating Account. The check was deposited to the ISB Operating Account, but the \$650.00 entry (debit) was mistakenly posted to the Permit Fees account, thereby reducing that account by \$650.00.**
- 4. An entry dated August 4, 2007 of \$650.00 (debit) was made to the ISB Operating Account and the Permit Fees account was increased by \$650.00 (credit). This corrected the mistake made in Item 3 above.**
- 5. At this point, the bank accounts were right, but Performance Deposits were overstated by \$650.00 and Permit Fees were understated by \$650.00. An entry should have been made transferring \$650.00 from Performance Deposits to the Permit Fees income account.**

**Combining the amounts set out in both ERROR NO. 1 and ERROR NO. 2, Performance Deposits are overstated by \$1,150.00, Fee Revenue from Permit Fees is understated by \$1,150.00, total income is understated by \$1,150.00, and the net loss is overstated by \$1,150.00.**

## **ERROR NO. 3 - TRANSFER OF INTEREST EARNED ON OWNER CONTRACTOR DEPOSITS**

**A combined total of \$3,250.89 in interest was earned on the three Owner Contractor Deposits Accounts during the fiscal year ended April 30, 2008. The interest earned was correctly shown as income to EACC as it was credited periodically during the year. The \$3,250.89 should have been transferred from the Owner Contractor Deposits Accounts to the Operating Accounts prior to the close of the fiscal year ended April 30, 2008 to properly reflect that the interest earned was a part of EACC's assets and not a part of the Owner Contractor Deposits. If the Performance Deposits had been correctly stated and the \$3,250.89 transferred from the Owner Contractor Deposits Accounts to the Operating Accounts, the balance in the Performance Deposits Account and the balance in the Owner Contractor Deposit Accounts would have been identical. But since Performance Deposits were overstated by \$1,150.00, the auditors made a journal**

entry of only \$2,100.89 (\$3,250.89 less \$1,150.00), transferring that amount from Owner Contractor Deposits Accounts to EACC's Operating Accounts. Owner Contractor Deposits Accounts are therefore overstated by \$1,150.00 and Operating Accounts are understated by \$11,150.00.

**SUMMATION:**

Before the correcting entries were made on July 24, 2008, backdated to April 30, 2008, Performance Deposits were overstated by \$1,150.00, Owner Contractor Deposit Bank Accounts were overstated by \$1,150.00 and EACC's Operating Bank Accounts were understated by \$1,150.00, all as of April 30, 2008. Also, Fee Revenue from Permit Fees was understated by \$1,150.00, total income was understated by \$1,150.00 and the net loss was overstated by \$1,150.00, all for the fiscal year ended April 30, 2008.

**CORRECTING ENTRIES:**

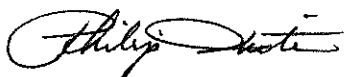
On July 24, 2008, the following entries, backdated to April 30, 2008, were made to EACC's accounting records:

1. A debit entry of \$1,150.00 was made to Performance Deposits and a credit entry of \$1,150.00 was made to Permit Fees. This entry decreased Performance Deposits and increased Permit Fee income, total income and the net loss for the year to the correct amounts.
2. A check of \$1,150.00 was written on and a credit entry made to the Owner Contractor Deposit Accounts; the check was deposited to and a debit entry made to EACC's Operating Accounts. The amount in the Owner Contractor Deposit Accounts is the same as the amount of the Performance Deposits. The amount in EACC's Operating Accounts is now correct and is verified by comparing it to the balance in the accounts as of April 30, 2007 less the net loss plus non-cash expenditures (depreciation) for the fiscal year ended April 30, 2008.

**THESE ENTRIES CORRECTED THE ERRORS SET OUT ABOVE.**

Enclosed are copies of reports of entries to the affected accounts and have highlighted the entries in question.

Yours truly,



Consultant to EACC

enclosures.

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

## AAFPO SECRETARY'S REPORT AUGUST 2008

After rereading the AAFPO Bylaws, I realized that I had not done a very good job as secretary. I checked at the Shuter Library and discovered that minutes from meetings in August, September, October and November of 2007 and minutes from meetings in February and March had not been distributed to the library. Minutes of the two June meetings as well as the Annual Meeting had just recently been approved and were in process.

The "good news" is that much of the material used to create the minutes was filed in the AAFPO file cabinet in the E/ACC office. I then went back and augmented the minutes with the reports submitted for the meetings to provide a complete record of activity for that month. Copies were made of the missing 2007 minutes and two copies of the 2008 minutes were made. One copy of the 2007 and 2008 minutes were provided to the Shuter Library and one copy of the 2008 minutes was given to Maren Smith in the Membership Office. Having a backup provides a level of security in case the copy from the library is stolen.

On an ongoing basis, new procedures have been implemented to ensure that the minutes are distributed to the Shuter Library and the Membership Office as well as updated to the [www.aafpo.org](http://www.aafpo.org) web site as soon as they are approved. Two signed copies of all reports submitted for the Board meetings are placed in an envelope to be held by Gayle McCutchen, our recording secretary. These are held until the minutes of the meeting are approved at the following meeting. The signed minutes and the reports from the meeting are then consolidated, copied, and distributed to the Shuter Library and the Membership Office. Simultaneously, the complete record of the meeting is uploaded to the [www.aafpo.org](http://www.aafpo.org) web site.

Even though this is not in Gayle's job description, she has agreed to consolidate the reports, make the copies, distribute the reports and provide the reports for upload to the web site. The only responsibility of anyone submitting a report at the Board meetings is to provide two signed and dated copies to Gayle before or during the meeting. She will handle the rest of the process.

## Digitizing AAFPO Records


In a related vein, I am concerned that our records are available only in notebooks in the library. With the cost of electronic capture and storage declining and with improvements in software, I feel that AAFPO should convert our historical records electronically. The pages would be scanned, enhanced by OCR technology, and recorded as PDF files as well as indexed using word processing techniques. That would permit an accurate record of the documents and provide access to the documents using search techniques. For example, if someone wanted to know every opinion by Terry Kamm included in the minutes, you could do a search and then print the PDF file of the appropriate records.

Instead of laboriously searching through a series of notebooks, the documents could then be accessed via the computers in the Shuter Library. If we wished, the documents could be uploaded to the AAFPO web site.

In addition, selected documents could be screened through the same process and the word processing files could then be manually formatted and imported into a MS WORD document. The document could then be modified. The AAFPO Bylaws would be the first application of this technique.

The process would begin by digitizing the most recent records and then moving back through time. It is estimated that over 3,000 pages of minutes are in binders at the Shuter Library. Preliminary cost estimates range from \$2,000-\$3,000 for all 3,000 pages. Conversion to MS WORD would be more expensive on a page-by-page basis since the formatting is a time-consuming process.

Before devoting any more time to this project, I would like preliminary approval to go forward and seek a formal proposal for the work. This proposal would then be presented at the September Board meeting along with a demonstration of the system. Final approval would come at that time. It is anticipated that the project could be completed by the end of calendar 2008.

  
\_\_\_\_\_  
Jack Fuehr  
Secretary

  
\_\_\_\_\_  
Date

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

## AAFPO TREASURER'S REPORT AUGUST 2008

This report includes activity in July 2008.

The checking and money market accounts held at International Bank have been reconciled as of the end of July 2008. The checking account balance is \$1,273.67 and the money market balance is \$96,071.12

The money market account accumulated interest of \$94.53 in July. Checks that cleared included the following:

NM Public Regulatory Agency	\$ 10.00	Annual filing fee
<i>Sangre de Cristo Chronicle</i>	\$420.34	Election ads
National Laser	\$202.80	Appreciation plaques
Jack Fuehr	\$100.00	Director's supplies
Jim LeBus	\$ 81.00	Travel to Raton – Kamm
Burst-Whitson CPA	\$738.29	Not-for-profit analysis

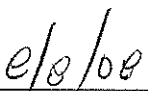
Deposits during the period included the AAFPO 1% transfer from the Resort of \$11,434 in July.

The reconciliation reports and the P&L and Balance Sheet statements are current and have been filed in a binder located in the AAFPO filing cabinet in the E/ACC office. The reconciliation reports are attached as PDF files.

Due to the increasing balance in the Money Market account, the Finance Committee decided to seek higher yields on the funds by purchasing a "ladder" of CDs from the three local banks. Lovelle Upton conducted a study of alternative investments and determined that the yields are higher than the rate currently being paid by the International Bank Money Market account.

I would like approval from the Board to purchase a "ladder" of \$20,000 CDs (3-month, 6-month, 9-month, and one year) based upon the yields offered by the three local banks following this meeting. As the CDs mature, I will request approval from the Board to renew the CDs at a maturity to be determined at that time.

  
\_\_\_\_\_  
Jack Fuehr  
Treasurer

  
\_\_\_\_\_  
Date

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08/07/08

**AAFPO Administrative Account  
Reconciliation Detail  
International Bank - Checking, Period Ending 07/31/2008**

Type	Date	Num	Name	Clr	Amount	Balance
<b>Beginning Balance</b>						2,330.05
<b>Cleared Transactions</b>						
<b>Checks and Payments - 6 Items</b>						
Check	5/15/2008	1588	NM State Public Reg...	X	-10.00	-10.00
Check	6/16/2008	1595	Sangre de Cristo Ch...	X	-420.34	-430.34
Check	6/16/2008	1593	National Laser	X	-202.80	-633.14
Check	6/16/2008	1591	Jack Fuehr	X	-100.00	-733.14
Check	6/16/2008	1590	Jim Lebus	X	-81.00	-814.14
Check	7/8/2008	1596	Burst Whitson CPA	X	-738.29	-1,552.43
Total Checks and Payments					-1,552.43	-1,552.43
<b>Deposits and Credits - 1 item</b>						
Transfer	7/21/2008			X	1,000.00	1,000.00
Total Deposits and Credits					1,000.00	1,000.00
Total Cleared Transactions					-552.43	-552.43
Cleared Balance					-552.43	1,777.62
<b>Uncleared Transactions</b>						
<b>Checks and Payments - 2 items</b>						
Check	7/21/2008	1598	Kamm & McConnell		-433.95	-433.95
Check	7/21/2008	1597	Gayle McCutcheon		-70.00	-503.95
Total Checks and Payments					-503.95	-503.95
Total Uncleared Transactions					-503.95	-503.95
Register Balance as of 07/31/2008					-1,056.38	1,273.67
<b>Ending Balance</b>					<b>-1,056.38</b>	<b>1,273.67</b>

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08/07/08

**AAFPO Administrative Account**  
**Reconciliation Detail**  
International Bank - MM, Period Ending 07/31/2008

Type	Date	Num	Name	Clr	Amount	Balance
<b>Beginning Balance</b>						85,542.59
<b>Cleared Transactions</b>						
<b>Deposits and Credits - 2 items</b>						
Deposit	7/7/2008		Angel Fire Resort	X	11,434.00	11,434.00
Deposit	7/18/2008	dep	International Bank	X	94.53	11,528.53
<b>Total Deposits and Credits</b>					<u>11,528.53</u>	<u>11,528.53</u>
<b>Total Cleared Transactions</b>					<u>11,528.53</u>	<u>11,528.53</u>
<b>Cleared Balance</b>					11,528.53	97,071.12
<b>Uncleared Transactions</b>						
<b>Checks and Payments - 1 item</b>						
Transfer	7/21/2008				-1,000.00	-1,000.00
<b>Total Checks and Payments</b>					<u>-1,000.00</u>	<u>-1,000.00</u>
<b>Total Uncleared Transactions</b>					<u>-1,000.00</u>	<u>-1,000.00</u>
<b>Register Balance as of 07/31/2008</b>					<u>10,528.53</u>	<u>96,071.12</u>
<b>Ending Balance</b>					<u><u>10,528.53</u></u>	<u><u>96,071.12</u></u>

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

**E-mail from Lovelle to Jack Fuehr and Barry Rogers (July 16, 2008)**

As per the last finance committee meeting, I have researched the rates on putting some of our surplus cash in "laddered" CDs

As of today (July 16<sup>th</sup>) the following CD rates were quoted to me for \$20K CDs:

<u>Bank</u>	<u>3mn</u>	<u>6mn</u>	<u>9mn</u>	<u>12mn</u>
Bank of America	1.34%	1.44%	2.67%	3.21%
International Bank	1.55%	2.25%	2.25%	2.50%
First National Bank	1.79%	2.23%	2.33%	2.28%

Lovelle Upton

**AF/EACC**  
July 2008 Report

**Operating Accounts**

ISB-Checking	\$17,611.26
ISB-CD	\$ 3,882.12
FNB-CD	\$49,005.31
<b>Total</b>	<b>\$70,498.69</b>

**Owner/Contractor Accounts**

ISB-Checking	\$ 16,646.67
ISB-MM	\$ 13,697.62
FNB-MM	\$ 92,690.62
<b>Total</b>	<b>\$123,034.91</b>

Total income for the month of July	\$ 2,890.84
<u>Total expenses</u>	<u>\$ 6,464.64</u>
Net Income	\$ -3,573.80

Performance Deposits of **\$123,034.91** are held in the Owner/Contractor accounts to be returned to owners and/or contractors upon timely completion of housing construction according to approved plans.

8/13/08

ANGEL FIRE ENVIRONMENTAL / ARCHITECTURAL CONTROL COMMITTEE

	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
Single Family	21	25	19	19	17	22	19	14	28	31	52	57	59	82	60	58	62	78	80	71	37	16	12
SF Additions	2	11	5	5	10	9	10	0	14	14	9	23	18	15	23	17	15	18	29	24	13	17	12
Commercial	1	1	2	0	1	1	0	0	1	0	1	2	4	1	0	2	0	0	0	0	1	1	2
Comm Add	1	2	1	1	0	0	1	0	0	2	0	0	0	0	0	1	0	0	0	1	0	0	0
Multifamily	5	11	0	1	0	1	0	0	0	1	0	0	0	0	0	1	5	0	2	0	4	2	2
Preconst.																					4	2	2
<b>TOTALS</b>	<b>30</b>	<b>50</b>	<b>27</b>	<b>26</b>	<b>28</b>	<b>33</b>	<b>30</b>	<b>14</b>	<b>43</b>	<b>48</b>	<b>62</b>	<b>82</b>	<b>81</b>	<b>98</b>	<b>83</b>	<b>79</b>	<b>82</b>	<b>96</b>	<b>111</b>	<b>96</b>	<b>59</b>	<b>39</b>	<b>28</b>

## VITA

### R. E. (Gene) Byrd

#### Contact Information:

32 St. Andrews Way  
P. O. Box 1561  
Angel Fire, NM, 87710  
Email – [reldbyrd@msn.com](mailto:reldbyrd@msn.com)

*cell 575-595-5161*

#### Retired Dean and Vice President:

Amarillo College, 1973 - 2005  
Served as chief academic officer and chief instructional affairs administrator. Responsible for a faculty of 230 full-time and 200 part-time; one hundred programs of study; library and learning resources; distance education program and a budget of 16 million in an institution with an enrollment of 10,000 credit and 30,000 continuing education students, and a budget of 34 million.

#### Education:

Ed.D. Memphis State University, Memphis, TN,  
Major - Administration in Higher Education  
M.A. Harding College, Searcy, AR  
M.A. Eastern New Mexico University, Portales, NM  
Post-masters study at the University of Southern California  
and the University of Iowa  
B.A. Harding College, Searcy, AR

#### Former Positions:

Dean of Instruction, Oscar Rose Junior College, Midwest City, OK  
Chairman, Humanities and Social Sciences Division, Oscar Rose Junior  
College, Midwest City, OK  
Chairman, Social Sciences Division, Dyersburg State Community College,  
Dyersburg, TN  
Instructor, Cameron State College, Lawton, OK  
Instructor, Eastern New Mexico University, Portales, NM

**Former Professional Affiliations:**

Texas Association of Junior College Instructional Administrators  
National Council of Instructional Administrators  
Texas Community College Teachers Association  
Texas Association of Community College Technical Educators

**Construction Related Experience:**

Residential Home and Townhome Construction, Amarillo, TX. 1974-2002  
Built Approximately 50 Custom and Spec Units  
Designed Many of the Townhomes  
Formed L & G Homes, INC.  
Partner in Sunbird Development Corporation  
Held Texas Real Estate Salesmen and Brokers License 1979 – present.

**Recent Construction Experience:**

Built 32 St. Andrews Way in Angel Fire as Owner/Builder

**Reference for Construction Experience:**

David Hutson  
Happy State Bank  
Amarillo, TX  
806-354-2265

ANGEL FIRE ENVIRONMENTAL AND ARCHITECTURAL CONTROL COMMITTEE	NUMBER	
	EFFECTIVE	
	RECOMMENDED	
	APPROVED	

A. PURPOSE

It shall be the purpose of the Angel Fire Environmental and Architectural Control Committee (Committee) to assist in the regulation of the development of each subdivision at Angel Fire according to the deed restrictions pertaining to each property and the recorded Declaration of Restrictive Covenants supplements and amendments thereto (Restrictions). The greater purpose of the Committee is to provide a means for Angel Fire to be fully developed in a manner consistent with the plan for the community.

B. ORGANIZATION

1. The Committee members shall be appointed by the Declarant and although Declarant reserves the right to appoint and/or remove anyone at anytime to the Committee, Declarant intends to make its appointments from the following categories.
  - a. One member to be either Declarant's Director or Vice President of Operations or Vice President of Sales or their designee.
  - b. One member from a group doing business in the Angel Fire community, including but not limited to, independent real estate brokers, property managers, insurance agents, bankers and title company representatives.
  - c. Two members who are homeowners and members of the Angel Fire Property Owners Association or who are developers or contractors in the Angel Fire community.
  - d. One member from Angel Fire Services Corporation.

Except for category a and d above, the appointees shall not be employed by Declarant or by any subsidiary of Declarant.

2. At each meeting of the Committee, the minutes shall reflect the following:
  - a. identify the three Committee members by name who shall be appointed as voting members for the approval of submitted plans and specifications.
  - b. the attendance and action taken with respect to the submission of plans by owners, builders and contractors.
3. The Committee is to adopt a regular meeting time; i.e., weekly, biweekly, etc. at which time it shall conduct its ordinary business. Special meetings may be held as deemed necessary by the Committee.

ANGEL FIRE ENVIRONMENTAL AND  
ARCHITECTURAL CONTROL COMMITTEE

NUMBER

EFFECTIVE

RECOMMENDED

APPROVED

C. ADMINISTRATION

1. The Committee's authority to approve or disapprove plans and specifications is set forth as follows:
  - a. In the Monte Verde subdivisions and in Angel Fire Village I, II, and IV (single family residential only), the restrictions limit the Committee's authority. It can act only in an advisory capacity to Angel Fire Corporation (Declarant). Declarant has authority to approve or disapprove plans and specifications. However, Declarant intends to act consistent with the majority advice of the Committee, and any reference herein as to the Committee shall be viewed in the same light as to property located within the aforementioned subdivisions. The Committee may take formal action with respect to these subdivisions.
  - b. In the Angel Fire Village I commercial and multi-family and in all other single-family residential subdivisions, the restrictions give the Committee the authority to approve or disapprove plans and specifications with specific requirements to be followed, which are:
    - (1) that said plans and specifications are in accordance with all the provisions of the Restrictions;
    - (2) that the design and color scheme of the proposed building is in harmony with the general surroundings of the real property or with the adjacent buildings or structures;
    - (3) that said plans and specifications submitted are complete; and
    - (4) that the Committee deems said plans and specifications not to be contrary to the interest, welfare, aesthetics or rights of all the real property and its owners.
  - c. The Restrictions also provide for the Committee to allow reasonable variances and adjustment of the Restrictions in order to overcome practical difficulties and prevent unnecessary hardships in the application of the provisions of the Restrictions. Such variances, however, are to be done in conformity with the intent and purposes of the Restrictions and such variance or adjustment is not to be materially detrimental or injurious to other property or improvements in the subdivision.
  - d. Certain areas of Angel Fire, such as commercial tracts in Angel Fire Country Club Unit One, are not included in the property described as covered by recorded Restrictions. Often these areas are sold with restrictions referenced in addenda to the purchase agreement and the Committee's authority thereby defined. Some properties are included in the property as covered by recorded Restrictions and are sold with additional

ANGEL FIRE ENVIRONMENTAL AND ARCHITECTURAL CONTROL COMMITTEE	NUMBER	
	EFFECTIVE	
	RECOMMENDED	
	APPROVED	

restriction-type requirements referenced in addenda to the purchase agreement. The Committee must check with Angel Fire Corporation as to the existence of such addenda on any given property.

- e. The Committee shall allow only the designated use or any lower ranking use of the property than the designated use set forth in the Restrictions or on the plat of record. For example, a property designated as commercial may be used for multi-family or single family usage. Or a property designated as multi-family may be used as single family usage. But multi-family, with support commercial property cannot be used for commercial use catering to the public at large.
2. The Committee shall provide a package of instruction to any property owner, owner builder, or contractor wishing to submit plans for approval. The package is to include (if requested by the applicant) a copy of the Restrictions for the particular property to be improved and a building application form setting forth particular matters to be considered before approval is granted.
  3. The Committee shall charge a fee (subject to change from time to time) for review of the plans and specifications and an inspection fee to be received by the Committee at the time of submission.
  4. The Committee will make every effort to provide simple ground rules before submission of plans to avoid unnecessary expense for the builder, but the builder is solely responsible for assuring the Committee's concurrence with his direction at all times.
  5. There shall be submitted to the Committee the building application, together with two (2) sets of plans and specifications, for any and all proposed improvements. No preparation of the property site or structures or improvements of any kind shall be erected, altered, placed or maintained upon any parcel unless and until the final plans, elevations, and specifications therefore have received written approval as herein provided. Such plans shall meet all submissions requirements.
    - a. The plans and specifications shall be stamped as received and dated.
    - b. A log book shall be maintained for each subdivision by date of plans approved and shall contain the following information:
      - (1) legal description of property
      - (2) name of owner
      - (3) name of builder
      - (4) type structure

ANGEL FIRE ENVIRONMENTAL AND ARCHITECTURAL CONTROL COMMITTEE	NUMBER	
	EFFECTIVE	
	RECOMMENDED	
	APPROVED	

- (5) date of Committee approval
- (6) date construction to commence
- (7) expected construction completion date

6. When the Committee takes action on plans submitted for the appropriate subdivisions, the following voting procedure shall apply:

The Committee records shall reflect that the members voting in the majority (for or against) are the designated three Committee members required for such actions within these subdivisions, but in no event are more than three members to be so designated.

For all remaining subdivisions, the Committee records shall reflect the full vote of the Committee. No formal action can be taken by the Committee without at least three members present voting on the question (in which case a unanimous vote shall be required for approval).

7. The Committee shall approve or disapprove plans, specifications, and details within thirty(30) days from the receipt thereof. One (1) set of said plans and specifications and details with the approval or disapproval endorsed thereon shall be returned to the person submitting them; the second (2nd) set of plans shall be retained by the Committee for its permanent files.
- a. The Committee will not be required to correct plans, specifications, etc. to make them acceptable. However, if the applicant desires to make certain minimum changes and alterations to the plans before approval is given, both sets of plans will be marked with such changes and alterations and initialed by applicant.
  - b. The plans will be stamped as approved, or as disapproved requiring resubmission.
8. The Committee shall have the right to disapprove any plans, specifications or details submitted to it in the event the same are not in accordance with all of the provisions of the Restrictions and submission requirements; if the design or color scheme of the proposed building or other structure is not in harmony with the general surroundings of the real property or with the adjacent buildings or structures; if the plans and specifications submitted are incomplete; or in the event the Committee deems the plans, specifications or details, or any part thereof, to be contrary to the interest, welfare, aesthetics or rights pertaining to the property subject hereto, or the owners thereof. The decisions of the Committee shall be final.

ANGEL FIRE ENVIRONMENTAL AND ARCHITECTURAL CONTROL COMMITTEE	NUMBER	
	EFFECTIVE	
	RECOMMENDED	
	APPROVED	

9. The Committee shall notify the applicant in writing of its approval or disapproval of the application. If approved, a permit will be issued and may be picked up along with one set of plans (stamped approved) at the Committee's office.
  
10. Neither the Committee, its members, nor Angel Fire Corporation, its subsidiaries or employees, shall be responsible in any way for any defects in any plans or specifications submitted, revised or approved in accordance with the foregoing provisions, nor for any structural or other defects in any work done according to such plans and specifications, including, but not limited to, location of improvements with respect to property lines, set backs, and easements, compliance with the Uniform Building Code, State and County requirements, Angel Fire Services Corporation requirements, geological or foundation designs, or damages, claimed or realized, by other Angel Fire property owners.
  
11. The Committee shall have the right at any time to change its administrative practices by setting forth written revisions of the above, so long as they are in compliance with the Restrictions.

# AAFPO AMENITIES COMMITTEE

## August Report

August 4, 2008

Meeting called to order at 5.00 PM

In Attendance:

Resort            John Reveal

Committee    Chuck Verry – Committee Chair  
                  Joan Ronchetti – Country Club Liaison  
                  Michael Martinez – Oly Park Chair  
                  Stuart Hamilton – Golf Chair  
                  Bob Legasse – Greenbelt Chair  
                  Glenn Wiederstein – Monte Verde Lake Chair  
                  Brian Barnes – RV Park and Stables Chair

Absent            Bill Mereness - Ski Chair  
                  Doug Adamski – Tennis Chair  
                  Maren Smith – Membership  
                  Bert Cook – Resort Facilities

There were no visitors so there was no solicitation of comments from the audience. To help allow for proper preparation of the amenities report for presentation to the board, a consensus was achieved to move the monthly amenities meeting to the Monday, the week before the board meeting.

In Doug Adamski's absence Chairman Verry requested updates on the following tennis projects:

    Court Resurfacing – currently on schedule with the fencing redo to be completed shortly and the surface to be finished by Aug 23, weather permitting

    Landscaping – to be addressed after the resurfacing contractor has left.

    Teaching Aids and Additional Benches – Should have been ordered by Bert Cook

    Electric Panel – An enclosure to protect the electrical panel is yet to be done – John Reveal to investigate

Brian Barnes discussed the issues concerning the RV Park and Stables. The plans regarding the bathhouse are currently under review with Pat Brunstead feeling that an adequate structure should be possible this year at something less than \$100,000. A two week timeframe for this discussion is proposed. If excess monies become available the following upgrades for the RV Park are proposed – road improvements including grading for drainage and new aggregate and 50 amp electrical hookups. A discussion followed concerning a situation at the stables involving a member, the resort and the vendor. The

situation requires AAFPO to further define member's rights and responsibilities especially at the stables.

Oly Park – The rubber mulch has been delivered and installed. Landscaping is in progress, pavilion windscreens have been installed. Picnic tables have been ordered

And are expected in shortly. The Oly Park attendant has been transferred to other duties but we feel that he should be replaced; as staff is available John has promised to return the attendant.

Golf – Plans are still being reviewed for the design of the golf shelters. Hole #1 drainage issues to be addressed as a fall project All other projects less #5 hole are either finished or on schedule. Review of #5 hole to take place week of the 18<sup>th</sup>. Beautification continues and receives many compliments.

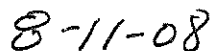
MonteVerde Lake – Final approval from the EPA for the location of the restroom facilities was granted 8/1/08, installation to commence week of the 11<sup>th</sup>. Playground equipment and picnic tables are on order as is the floating dock, expected delivery two weeks. Fish stocking continues on schedule.

Country Club – The present state appears to be in flux. Financing proposals from two banks have been received, a third is anticipated. Tim Allen is personally involved in an attempt to reduce the anticipated costs expected to exceed 15 mil down to the 12 to 13 million ranges. No current information was available with regard to and ETA of real construction.

Ski Hill – The glade project is contracted to commence this fall in time for this winter use.

Green Belts – Projects remain on schedule and budget. Easy bike trail is complete except for signage, suggest excess funds be used to improve a short section of deer trail to make it ride able. Elk and bear trails are now connected and complete less signage. Greenbelt boundary survey continues, boundary marking to begin Aug 9. Picnic tables for Oesta Vista and Lady Slipper trails have arrived installation soon. Wildflower planting will be done later this summer and fall.

  
\_\_\_\_\_  
Chuck Verry

  
\_\_\_\_\_  
Date

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

August 9, 2008

TO: Spencer Hill  
Jim LeBus  
Robin May  
Barry Rogers  
Joan Ronchetti  
Lovellette Upton  
Chuck Verry  
Harvey Wright

CC: Jeannie Edwards  
John Kitts  
Maren Smith

ROM: Jack Fuehr

SUBJECT: August 2008 Finance Committee Report

The Finance Committee (Jack Fuehr, Lovellette Upton [via telephone] and Joan Ronchetti) met with the Resort (John Kitts, Jeannie Edwards, and Maren Smith) on Friday, August 8, 2008.

## **Discretionary Account Reports**

Jeannie presented the check for June collections to Joan as well as the detailed bank statements showing the flow of funds from the Chase account in Phoenix to International Bank in Angel Fire. Jeannie also distributed the invoices from vendors that were disbursed from the Discretionary Account in June. Jeannie reviews all of the invoices and has been able to reject some items that were not directly related to Discretionary spending. Spending for Resort personnel, such as the golf course beautification assistant, will be shown as payroll transfers and will not have invoice backup.

Jeannie then presented the FY2009 report. Against a budget of \$504,278 for FY2009, \$14,467 has been spent through the end of June with the Golf Course (\$13,018) absorbing the bulk of the spending. This number will increase significantly in July since \$44,000 has already been booked.

Since the Amenities Committee is meeting earlier in the month, we asked Jeannie to prepare this report before the end of the month. Lovelle will then edit the report (delete the first two pages) and forward the appropriate pages to the Amenities Committee. Lovelle also agreed to maintain a file of all invoices paid for the various projects. Project codes were added to this month's report; this will permit correlation of the invoices with the individual projects. Maren advised that the Gantt charts have been updated and agreed to forward them to Lovelle.

### **Concord Replacement**

The Resort is now reviewing the specifications for the new system. Sirius, the developer of the badge system currently in use, may be asked to bid on development of the billings system. They were the developer of the system that was replaced by Concord so they are already familiar with the bulk of the requirements. The Finance Committee will be asked to review the specifications before they are distributed to potential vendors. A systems analyst acquaintance of Lovelle's will also be asked to see if he would be interested in developing this system.

### **The FY2008 Resort Operation Actuals**

Jeannie is working with Sam Montgomery on the Finance Committee's request for the Resort's FY2008 detailed spending by amenity by month. The auditors have been charged with the responsibility of verifying that the numbers presented to AAFPO are the same as those in the General Ledger. This is the last step in verifying that the Resort's spending on the amenities exceeds the amount collected from our membership.

### **The FY2009 Resort Operations Budget**

The Resort's FY2009 Operations Budget that was approved by the Angel Fire Resort Board in July was formatted to meet the reporting structure used by the Finance Committee. The budget approved by the AFR Board showed a decrease in revenue and an increase in expenses from the budget presented at the Annual Meeting. As a result, the deficit between dues collected and amenities' spending is greater than the numbers presented to the membership in June.

There was a brief discussion of the Membership Services budget. Jack questioned whether the November "snow calling" event should be classified as a "social" or a Resort marketing expense. Maren commented that the marketing budget cannot absorb this expense and that the bulk of the expense is for food and beverages. Over 500 people attended last year's event and a good cross-section of the membership attended. This event was originated because of a member's request.

### **AAFPO Use of the Amenities**

The Resort has not yet been able to determine how many individual AAFPO member accounts used each of the amenities during the current fiscal year. Maren will continue to attempt to distill this information from the aggregate data already in hand. No data is available yet for the tennis operation.

Lovelle asked if anyone on the Greenbelts subcommittee had said anything about a trails sign-in book. Maren explained that there is a downside to placing sign-in books at the trailheads; the Resort would then become responsible for checking the logbooks and could incur some liability. Lovelle suggested that different colored pebbles could be used to track the usage of the trails by members and non-members.

### **Analysis of Membership Delinquencies**

Maren advised that letters are being mailed to FY2009 delinquent accounts that were billed in April and due in May of this year. Letters will be sent to FY2008 delinquent accounts following this round of mailings. These accounts amount for over \$800,000 in delinquent dues and are a particular “target” this year.

Jeannie agreed to provide a monthly report on collections from delinquent accounts. The report would show the fiscal years across the top and the months in FY2009 down the page. Cumulative totals will be provided along with the outstanding balance.

### **Angel Fire Resort FY2009 Amenities Capital Plan**

The Angel Fire Resort FY2009 Capital Plan has been approved by the Angel Fire Resort Board but was not available at the meeting. John Kitts committed to providing the approved AFR Amenities Capital Plan during the week of August 11<sup>th</sup>. John was also asked to provide the actual AFR Amenities Capital Spending in FY2008. Preliminary numbers for FY2008 were presented at the Annual Meeting.

### **Free-for –All**

Lovelle asked about the clubhouse and Joan reported that she had talked with Pat Brunstad earlier this week. In an effort to reduce the cost of the building, the cart storage area may be moved to a separate building. Another possibility is the replacement of some steel components with wood.

This concluded the section of the meeting with the Resort.

### **AAFPO-E/ACC Chart of Accounts**

A proposal to alter the AAFPO Chart of Accounts was distributed to the Finance Committee in July. Lovelle commented that it might be best to permit as much flexibility as possible and not restrict the categories. Joan was provided a proposal to add accounts to the AAFPO chart as well as a suggestion to consolidate some of the income and expense categories for E/ACC. After completion of the not-for-profit project, Joan will study this proposal.

### **Not-for-Profit Status**

John Burst advised that he still believes that AAFPO qualifies for not-for-profit status. Time is running out since the forms must be filed by the end of August. John is awaiting a trial balance from Sam Montgomery, the AAFPO auditor. Sam is at a standstill because of a concern raised by Phil White in a July letter regarding the E/ACC audit. The attachments to Phil's letter have not been provided to the Finance Committee despite repeated requests.

Lovelle advised that Bubba is not currently planning to move and it might be prudent for AAFPO to continue to engage Bubba to do the tax prep because of his familiarity with our operation. Joan responded that John Burst had been recommended by Terry Kamm because of his expertise with not-for-profit entities.

In the event that the Finance Committee accepts the proposal to file for not-for-profit status for AAFPO, the Board will be polled via E-mail for approval of the proposal since the deadline will occur prior to the next Board meeting.

### **AAFPO-E/ACC Audit Results**

The audit is virtually complete with the exception of the Agreed upon Procedures. The auditors are reluctant to issue any reports or the trial balance until the issue raised by Phil White is resolved.

### **Special Discretionary Account**

The committee discussed the creation of a "Special" Discretionary Account to be used only for new amenities. There is some concern that the amount of money in the Administrative Account may begin to attract attention. However, the committee decided that offloading excess funds into a "special" account on the Resort's books was not a prudent approach to reducing the balance.

### **Discretionary Account Budget Guidelines**

With the precedent established for sharing the expense of the glade skiing area, there was discussion of whether this would be a good approach to be used in future large Discretionary Account projects (over \$50,000). Jeannie pointed out during the Resort section of the meeting that putting a restriction on the funds without the concurrence of the Resort could lead to significant problems. Since virtually all of our Discretionary Account spending benefits the Resort as well as our members, this concept should be considered for large dollar amenities projects in the future.

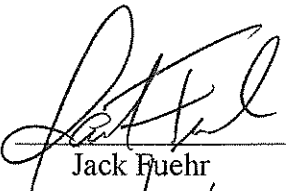
### **Discretionary Account Spending Controls**

The question was raised whether the Finance Committee should attempt to ensure that effective cost controls are in place in the execution of amenities projects. The bathhouse was cited as an example. The budget calls for \$130,000 in spending but the cost might be reduced by "pencil-whipping" the project. Lovelle mentioned that Brian Barnes had called him about this project earlier in the week and felt that Brian was cognizant of the opportunity to reduce the cost of the project. Joan advised that "Ice" Sanchez has been taken off the bathhouse project.

The next meeting of the Finance Committee is tentatively scheduled on Friday, September 5, 2008 at 10 AM in the Resort Hotel's Executive Conference Room. Since many members of the Resort are now working 4-day weeks, this date could be changed to accommodate the Resort participants in the meeting.

The meeting was adjourned at 11:15 AM.

Respectfully submitted,

  
\_\_\_\_\_  
Jack Fuehr  
9/10/08  
\_\_\_\_\_  
Date

**Summary of Waiver Review Committee Activity**  
**August 22, 2008**

Number of Waiver Requests Considered:	16
Total Monetary Value of Waiver Requests Considered:	\$103,202.45
Total Monetary Value of Waiver Requests Approved:	\$ 13,795.94
Number of Payment Plan Requests Considered:	19 (includes waiver/payment plan combinations)
Total Monetary Value of Payment Plans Considered:	\$ 99,718.04
Total Monetary Value of Payment Plans Approved:	\$ 94,958.62*

\*The only two payment plan denials were Base memberships with no financial or other hardship cited in request.

## 2008 AFFPO ELECTION SUMMARY

- The mailed ballots were collected from the Post Office by Barry Rogers and delivered to the membership office.
- The membership office staff opened the ballots and then checked in their computer program that the voter was paid in full. The verified ballots were then numbered at the top and bottom of the ballot. The numbers enabled the election committee to keep an accurate count of all ballots.
- The verified ballots were picked up every few days and the ballot number, voter name and lot number entered on a spread sheet in the Bradshaw's home computer. If a proxy was indicated on the ballot it was entered in another column.
- The verified ballots were placed into a numbered folder (50 per folder) .. 2 tally sheets were clipped to the inside of the folder ready for counting day.
- When all the verified ballots were entered on the spread sheet and sorted, only 1 ballot was declared invalid as the owner had voted 2 times for the same lot.
- The top of each ballot with the name and lot number was cut off and folded one time and put in a large box for the "drawing".
- Barry Rogers delivered the proxy ballots to the board members for their votes and then the ballots were returned to the correct folder by ballot number.
- On Wednesday, June 11, 2008 the following people met in the AF Resort Board room to count ballots...Pat and Paulette McCarty, Jack and Sandy Fuehr, Walt and Susan Bradshaw, Ralph and Sue Hall, Barry Rogers and Gayle McCutcheon from the membership office.
- All ballots were counted at least twice by two different counters ! Several folders of 50 ballots had to be counted and verified 3 or 4 times until the identical count was reached.

- The completed tally sheets were collected by Walt Bradshaw and entered on a summary sheet. The summary sheet was verified by Paulette McCarty.
- The ballots and the tally sheets were returned to the correct folders.
- We started at 9am and finished at 10:30am.
- Verified ballots received after the Wednesday count were added to the computer spread sheet and to the summary sheet. Printouts of these sheets were taken to the meeting on Saturday along with all the folders of ballots.
- At the General Meeting anyone wishing to vote was #1 verified by membership office, #2 name checked on printout to be sure they had not already voted ( 13 people had already voted by mail and did not remember). The ballot counts were added to the summary sheet and the top half cut off for the drawing.
- 1463 ballots were received.
- Of the 1463 ballots...167 had a proxy voter.
- The results were
 

Harvey Wright	898
R. Spencer Hill	789
Robin May	776
Glen Wiederstein	663
Pete Peterson	602
Janis Sakai	483

Suggestions for next election year.

Don't offer proxy voting. Many voters did not understand this system. They chose 2 or 3 proxy names and then voted themselves anyway.

Election date and mailings should be carefully checked with the membership office to avoid conflicts with billing, other mailings at the same time etc. Gayle and Annette were swamped with other mailings and this delayed the verification of ballots.

Ballots collected from the Post Office should be opened by an election committee member before delivering to the membership office as this was a time consuming procedure for the office staff.

After the ballots have been verified, an election committee member should number the ballot top and bottom. This year numbering mistakes were corrected when the names and lot numbers were entered in the home computer.

If proxy votes are used again, those ballots can be put in a separate folder and then numbered. Returning the completed proxy votes to the correct folder for counting purposes would then be much quicker.

*Walt Bradshaw*

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

August 10, 2008

TO: Spencer Hill  
Jim LeBus  
Robin May  
Barry Rogers  
Joan Ronchetti  
Lovelie Upton  
Chuck Verry  
Harvey Wright

CC: Christy Germscheid  
Maren Smith  
Guy Wood

ROM: Jack Fuehr

Sent  
9:00  
SUNDAY

SUBJECT: August 2008 Communication Committee Report

After several weeks of recruiting, I recommend that the following people be appointed by the Board to the Communications Committee:

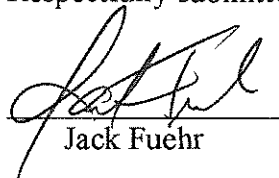
Jack Fuehr, acting Chairperson  
Guy Wood  
Robin May  
Christy Germscheid  
Maren Smith

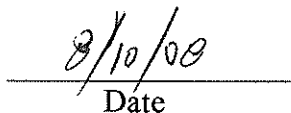
Guy Wood is the former co-publisher and co-owner of the *Sangre de Cristo Chronicle* and has won numerous journalism awards for his contribution to the community. Christy Germscheid is currently the Public Relations Director for Angel Fire Resort and has made significant contributions to earlier editions of "The Mountain View." Maren Smith is the Angel Fire Resort Membership Manager and served for many issues as publisher of "The Mountain View." Robin May is an AAFPO Board Director and will provide a Board interface when I am not in Angel Fire.

Some of you may question the appointment of an Angel Fire Resort employee to the committee. Article VI BOARD OF DIRECTORS of the AAFPO Bylaws prohibit directors from being an employee or receiving compensation from the "Developer or its successors." There is no clause in the Bylaws preventing Resort employees from serving on AAFPO committees.

I am extremely pleased that I was able to recruit a team of people for the committee with such high qualifications, experience in communications, and leadership in the community.

Respectfully submitted,

  
Jack Fuehr

  
Date

# The ASSOCIATION of ANGEL FIRE PROPERTY OWNERS

DATE: July 21, 2008

TO: Barry Rogers  
Jim LeBus  
Spencer Hill  
Robin May  
Joan Ronchetti  
Lovelie Upton  
Chuck Verry  
Harvey Wright

CC: Jon Reveal  
Karen Kelly  
John Kitts  
Dan Rakes  
Maren Smith

FROM: Jack Fuehr

SUBJECT: Critique – 2008 AAFPO Annual Meeting

Overall, the meeting was very successful. There were a few minor “glitches” and omissions but we met our objectives to transmit a “state of the AAFPO” to our membership and announce the results of the election for new directors.

Here are some random thoughts:

- 1) Conducting several “dry runs” prior to the meeting was highly beneficial. Contributions made during the AAFPO Board meeting and the presentation to the Resort on Friday morning were incorporated into the final presentation. There were no surprises on Saturday.
- 2) The presentation was built from the 2007 presentation with several organizational changes. Several sections that were presented by the Resort in 2007 were part of the AAFPO presentation this year. Next year’s presentation can be built upon this year’s format with a subtle change in color to differentiate the two presentations.
- 3) Individuals who were concerned that they were not able to participate in the creation of the slides lodged several complaints. This was not my intent. An outline was circulated a week before the “dry run” but I did not receive any responses.

Fortunately, I had a good idea of what needed to be presented and had access to the bulk of the data. Jim Brown's presentation at the May Board meeting provided all of the data needed for the Amenities Committee reports. The delinquency data was discussed months earlier at one of the Finance Committee meetings. B.U. and I had developed the E/ACC and AAFPO Administrative budgets earlier in May.

Maren provided a copy of the 2007 presentation before she left town for a family reunion. She had already begun formatting the slides for this year's presentation. I ordered the slides to match the outline provided to the AAFPO Board and Resort and filled in the data.

The solution for next year would be to provide the slides to the Board member responsible in early May. A discussion during the May Board meeting would determine if any areas were to be deleted or any topics added to the presentation. Assignment of responsibility at that time would ensure that the presentation would be ready for final review at the June Board meeting

Even with increased participation by Board members, there will still be a need for a coordinator. That appointment should be made by the Board at the April Board meeting.

4) There were several oversights that should be corrected before next year's meeting:

- a. There should be a slide showing the members of the E/ACC.
- b. Increase promotion of the event in the *Chronicle*, "The Mountain View" and the Chamber "blast."
- c. Anticipate larger crowds and plan accordingly.

5) For the second year in a row, a member of the Elections Committee became a candidate for the Board. I do not feel that we can prohibit this behavior since it has occurred twice in two years. However, we should pass a resolution – if that is what it will take – to remove the candidate from the Elections Committee the minute that person becomes a candidate. NO further mention of the candidate should be uttered from that moment onward. Otherwise, there is the possible suspicion that the candidate might have an unfair advantage over the other candidates for the Board.

6) To mitigate the impact of last-minute printing problems, the deadline for final changes must be no later than Wednesday for a Saturday meeting.

7) The Resort must be a participant instead of an observer at the meeting. For the second year in a row, the AAFPO presentation has been superior to the Resort part of the meeting. There were extenuating circumstances this year – Jon and Karen were both out of town during the early stages of preparing the presentation and neither had ever attended an annual meeting before.

- a. The majority of our members do NOT attend the Annual Meeting. It is very important that the Resort presentation be presented on the slides.
- b. Our membership needs to know where the Resort is headed. The best way to show that is through a presentation structured on an Objectives-Strategies-Tactics approach.

1. Objective – becoming the premier destination for families seeking intermediate skiing in the Southern Rockies.
2. Strategy – develop snowboarding activities to attract a younger demographic that is growing faster than the overall skiing population.
3. Tactic #1 – build and maintain a “half pipe” to attract specialty snowboarders and skiers.
4. Tactic #2 – hosting skiing and snowboarding competitions that highlight the capabilities of Angel Fire.

Address the problems as well as the promise. The membership sees vacillation on a number of fronts. The Resort Hotel renovation has been an on again off again project that sets the tone for the entire Resort. If the Resort were concerned with “word of mouth,” this would be improved overnight. The same goes for the parking lots during ski season.

- c. The words of appreciation by Jon Reveal were well received. From my experience before I became a member of the Board, I was always left with the impression that the AAFPO members were not carrying their weight. A few words of appreciation on the part of the Resort is a much better option than the chairman of the Finance Committee announcing that AAFPO dues cover virtually ALL of the Resort’s expenses spent on the amenities. The revenue generated from lift tickets and golf greens fees flow directly to the “bottom line.”

8) The Marketing Department could have done better with handouts and posters advertising events during the summer. I had requested that posters be hung on the walls and I think that Maren conveyed my request to the Marketing Department. One possible problem was the proximity of Angel Fire Night at the ABQ Isotopes game on Thursday night. The staff was not available until after noon on Friday.

9) We need two tables outside the room to collect the names of the attendees. Karen Nichols set up an impromptu table using a display. Without her effort, the meeting would have started even later than 1:30.

10) Offering the free use of the lift between the meeting and the social was well received. It gave the Resort an opportunity to promote the Mountain Haus restaurant and perhaps encouraged some members who had not ridden the lift to try it for the first time.

11) I cannot speak for the rest of the Board but I would have preferred holding a picnic at Olympic Park as opposed to a sit-down dinner in the Garden Court. The dinner was great but a picnic would have drawn a younger demographic than the dinner. We need to get many more members involved and a picnic might draw more members with children.

12) "The Mountain View" should be published in May and be focused on the candidates for the Board. Passing the newsletter out at the Annual Meeting was too late to be effective. As we discussed at the last Board meeting, we should reexamine the schedule for this publication. We can also avoid bottlenecks by employing a professional editor and writer as well as someone to do the layout and publishing.

13) Does anyone feel that moving the meeting to July would be beneficial? The population of Angel Fire is much higher in July than it is in June. The only problem is that the June meeting is a required meeting and has traditionally been the demarcation line between Boards. The June date does not coincide with the end of the fiscal year (April 30) or any other landmark. Since we are planning to modify the Bylaws this coming year, we could incorporate the new date into the Bylaws.

This is a "working" document. Anyone who has additional thoughts, please respond and I will include your ideas in the final draft.

### **Thoughts for the 2009 Annual Meeting**

To build on the momentum generated in the past two years, we need to continually add events and promotions attached to this meeting. The following are some random thoughts to be discussed with the Resort, the Village and the Angel Fire business community.

1) Promote next year's meeting as "AAFPO Weekend." The meeting could be scheduled in June before the onslaught of summer visitors following the 4<sup>th</sup> of July weekend. This would generate tourism early in the season when the hotel and condominiums are not fully booked.

2) Since I doubt the clubhouse will be completed by next June, we need to conduct the meeting in a larger facility. I would suggest the Angel Fire Community Center. We could conduct the meeting there beginning at 2 PM with hors d'oeuvres to follow at 5 PM with a cash bar. We could also show a movie there in the evening.

3) We could solicit participation by local restaurants in "AAFPO Weekend" by soliciting special offers for our members for dinner on Saturday night and Sunday. Restaurants could offer "spiffs" to attract customers. Efforts should be made to include restaurants from Angel Fire, Eagle Nest, Red River and Taos. The restaurant "spiffs" could be distributed in a handout at the meeting.

4) The Resort and area rental agents should be solicited to offer special rates for "AAFPO Weekend." Since this is not a high demand season, special weekend packages could be offered.

5) To encourage members from out-of-town to attend the meeting, AAFPO could offer an additional annual dues membership drawing for people coming from out of the area who do not own homes in Angel Fire. We want to limit this award to people who will be staying in rental units over the weekend.

We need to establish the rules for this award. In addition to excluding Angel Fire home and condominium owners, we need to establish a distance requirement. If we set the limit at 100 miles or more, that would effectively exclude Santa Fe. If we set the limit at 150 miles, that would eliminate Albuquerque. We want those people who will be staying overnight and taking advantage of the special room rates being offered. Albuquerque has a large number of AAFPO members and is probably outside the radius of people who will just drive in for a day.

6) The Resort could offer special events for this weekend. Free lift rides, bungee jumping, climbing wall activities as well as half-off on golf carts for Charter and Premier Members with golf privileges are just some possible ideas. Half-off greens fees for members without golf privileges could be another program. These offers could include Monday and Friday in an attempt to lengthen the stay for people coming in for the weekend.

To make this feasible, the Resort would need to restrict access to the course to those members who have standing tee times on the weekend. The intent is to get new people on the golf course. This would not be any different from limiting access during scheduled tournaments.

7) Contractors could conduct a seminar for any members planning to build homes in the near future. Members of E/ACC and the Village Building department could present the various steps that needed to be followed when building a home in Angel Fire. This would not be part of the Annual Meeting but could be conducted for those interested at a different venue.

8) Realtors could make themselves available to meet with members who are interested in exchanging property bought years ago for land that meets their current needs. This would also be a separate event, perhaps on Sunday.

9) We might consider inviting Katherine McDermott to make a presentation about the arts scene in Angel Fire next summer. He could talk about Angel Fire Mountain Theater, Music from Angel Fire, Arts Fest, and scheduled gallery happenings. She makes an excellent presentation and her enthusiasm is contagious.

10) The Chamber of Commerce may be able to interest their members in offering special discounts to AAFPO members over the weekend.

These are just some thoughts and can be augmented by suggestions from the Resort, the Angel Fire business community, the Village and other interested parties.

### **The Annual AAFPO Appreciation Dinner**

To reward those who have participated on any AAFPO boards and committees during the past year, AAFPO should conduct a special appreciation dinner at about the same time as the Annual Meeting. Members of the outgoing board as well as the new directors would be invited along with their spouses. Members and spouses of all other AAFPO committees would also be invited to attend. Key managers at the Resort and their spouses could also be invited to celebrate the accomplishments of the prior year and set the agenda for the coming year.

My thought is that we would have enough participants to rent a restaurant for a night. The ideal time would be the Monday following "AAFPO Weekend." This would be a premier event and be all-inclusive. To assuage any possible complaints from our membership, the E/ACC "Christmas party" should be replaced by this event. Otherwise, other committees may feel the need to have special parties during the year and the costs could get out of hand.

A consolidated Appreciation Dinner for all those members of the Board and the various committees would not fully compensate them for the many hours of service throughout the year but would serve to show that the AAFPO membership appreciates all of the hard work on their behalf that occurs during the course of the year.

If anyone has any thoughts about this proposal prior to presentation at the August AAFPO Board meeting, do not hesitate in offering your suggestions and ideas.

  
Jack  
7/21/08