

Tierra Grande Improvement Association, Inc.
Via: Zoom & Telephonic
Board of Directors
September 25, 2024

CALL TO ORDER: Rhonda Davis, President, called the meeting to order at 4:00 p.m.

ROLL CALL: Sue Moran, Administrator

Directors Present: Rhonda Davis, President
Michael Sumner, Executive VP
Richard Moore, Secretary
Alexa Roberts, Director

Directors Absent: Jim Lardner, Treasurer

Administration Present: Sue Moran, Administrator
Ron Robbins, IT/Operations

Guest(s): None

Audience: None

AGENDA: Ms. Davis asked if there were any changes to the agenda.

Ms. Moran requested that the following items be added under Action Items:

- Payment Arrangements for HVAC System for TGIA Office
- Grazing Lease with Juan Sanchez

There being no other changes to the agenda,

Motion: Motion by Dr. Moore, seconded by Mr. Sumner to approve the Agenda of September 25, 2024, as amended. No further discussion. Unanimously approved. Motion carried.

ACTION ITEMS:

Board of Directors Meeting Minutes – August 28, 2024

Ms. Davis asked if there were any changes or corrections to the content or to the substance of the minutes. There being none:

Motion: Motion by Mr. Sumner, seconded by Ms. Roberts to approve the Board meeting minutes of September 25, 2024, as presented. No further discussion. Unanimously approved. Motion carried.

Oasis Plaza (Landlord) – HVAC System for TGIA Office

Erik Hoskinson, Landlord / owner of the Oasis Plaza, agreed to install an HVAC system in the TG office. Per the office lease, TGIA agreed to pay one-half of the cost of the HVAC system up to \$3,000.

The Board reviewed two (2) bids. One for a single mini-split system, the other for two (2) mini-split system. The Board discussed that installing two (2) mini-split systems was a better value for the Association's contribution.

Ms. Moran shared that Mr. Hoskinson asked if TGIA would pay the entire amount then recover the Landlord's share by pro-rating the monthly rent.

The Board discussed the request. The following decision was made:

Motion: Motion by Dr. Moore, seconded by Mr. Sumner to approve estimate # 650 for two (2) 7k indoor mini-split HVAC systems and to approve the Landlord's request to pay the Landlord's portion of the HVAC system by reducing the monthly rent over a period of twenty-four (24) months. No further discussion. Unanimously approved. Motion carried.

Grazing Lease Renewal - Marcland

Ms. Moran noted that she spoke with Marc McKinley regarding renewing the grazing lease with TGIA. TGIA's concern had been that last year Mr. McKinley had considered selling his landholdings in TG. Mr. McKinley informed Ms. Moran that it was no longer the case and that he was happy to renew a longer-term grazing lease with TGIA.

The Board reviewed the renewed Marcland grazing lease. The only change was that it is for a five (5) year period, subject to review annually. The lease can be terminated by either party with thirty (30) days' written notice.

Motion: Motion by Mr. Sumner, seconded by Dr. Moore to renew the grazing lease with Marcland for a period of five (5) years. No further discussion. Unanimously approved. Motion carried.

Grazing Lease – NEW – Juan Sanchez Jr.

Ms. Moran reported that Juan Sanchez Jr.'s cattle graze on a 72-acre parcel of land owned by TGIA. She reached out to Sanchez's to ask if they would be interested in entering a grazing lease with TGIA for that parcel. Theresa Sanchez, wife of Juan Sanchez Jr. had asked Ms. Moran if there was a difference in the lease price IF the Sanchez's chose to put a water tank on the property.

Discussion ensued. Mr. Sumner suggested that without a water tank the lease would be \$100 annually. With a water tank, the lease should be \$150 annually because of erosion of the land around the tank. Since the Association does not have any immediate plans for the lot, a five (5) year lease was recommended.

Mr. Sumner noted that in the lease the CYL should be twenty.

Motion: Motion by Mr. Sumner, seconded by Dr. Moore to enter a grazing lease with Juan Sanchez Jr. as presented. No further discussion. Unanimously Approved. Motion carried.

FINANCIAL REPORT(s) – The Financial Reports (Net Worth, Cash Flow, & Profit & Loss Statement, Budget, and check register for each account) for the period ending August 31, 2024, were reviewed.

There being no further discussion, Mr. Sumner recommended that the Financial Statements for the period ending August 31, 2024, be placed in the record for audit or review.

Status of Accounts – The Board reviewed the status of accounts as of September 22, 2024. Ms. Moran noted that two (2) accounts were up for renewal on October 3, 2024. One a T-Bill the other a CD with United Business Bank (UBB). Ms. Moran shared that UBB was offering a 13-month CD at the rate of 4.20% and an eight (8) month CD at 4.65%. She also noted that it is unknown what the T-Bill renewal rate will be until after the T-Bill is purchased.

Ms. Moran also reported that the Operating funds were getting low. A transfer from the Special Projects account to the Operating Account is needed to cover October operating expenses.

Motion: Motion by Mr. Sumner, seconded by Dr. Moore to:

- **Renew the T-Bill for twelve (12) months.**
- **Renew the UBB CD for thirteen (13) months at 4.20%.**
- **Transfer funds from Special Projects (\$10,000-\$15,000) as needed to cover Operating Expenses for October.**

No further discussion. Unanimously approved. Motion carried.

OLD BUSINESS -

Entrance Beautification: Ms. Moran shared that Paul's Sons Signs will be re-painting the words "Tierra Grande" on the wall of the Mallette entrance as well as installing the TG logo on each pillar at that entrance.

Regarding the street entrance signs for Diablo, designed, and painted by Nikaela Sainz, a TG landowner, Ms. Sainz has volunteered to donate her time and her design for the sign. She has also volunteered to coordinate the production and installation of the sign.

NEW BUSINESS -

Valencia County Public Works Proposed Memorandum of Agreement: The Board discussed the opportunity to enter into a Memorandum of Agreement (MOA) with Valencia County Public Works related to the County maintenance of roads in TG. The MOA will present that it is Valencia County's Public Works responsibility to identify roads in TG that need significant improvement. Recognizing that the County does not have the funds to make significant improvements, the County will provide TGIA with detail for each proposed improvement project. TGIA may approve the grant request for all or a portion of the request to offset costs. The County will do the work, arrange for the necessary materials, and pay all vendors.

The Board felt that the MOA with Valencia County Public Works was a good option to help improve TG infrastructure.

Ms. Moran stated that a draft MOA should be available for the Board's review at the October Board meeting.

Tierra Grande Lot – For Sale By Owner: Ms. Moran mentioned that a property TG owns, which had previously been the dumpster location, will no longer be used for dumpsters. She asked if the Board would want to add the lot to the For Sale By Owner catalog.

Mr. Sumner wondered if TG sold the property for more than owed would it impact on our tax-exempt status. Ms. Moran responded the Mr. Hobbes, our previous accountant, had stated that TGIA's sale of lots owned by the Association would not / did not impact on our tax-exempt status. Ms. Moran added that by the time TGIA recovers foreclosure costs, property taxes paid, and administration and overhead costs, we would be lucky to break even.

The Board made the decision to wait to see how the new location for the dumpsters works out before adding the lot to the For Sale By Owner catalog.

October Board Meeting Date: Ms. Moran reported that Mr. Lardner would not be available to attend the Board Meeting on October 23, 2024, Board meeting. The Board approved rescheduling the October Board meeting to Wednesday, October 30th.

Miscellaneous:

Ms. Davis mentioned that an accounting firm she knows will be opening another office. We can ask if they would be willing to work with TG. Ms. Moran commented that we are looking into a Quicken Bookkeeping option, but she would like to speak with Mr. Lardner before researching it further.

Ms. Davis also noted that Rio Grande Financial Insurance is offering insurance through Lloyds of London. Ms. Moran will contact them. Ms. Moran went on further to comment that she does not believe that our current insurance carrier really understands that TG is not a traditional HOA, but a unique Landowners association.

ADJOURNMENT: The meeting adjourned at 5:30 p.m.

Next TGIA Board Meeting: The next meeting is scheduled for Wednesday, October 30, 2024, at 4:00 p.m.

Signature

/sdm: Minutes09/25 /24

Date Approved