

**A UNIT AT
DEER SPRINGS RANCH
INCLUDES**

- A 20 acre lot**
- One membership in**

Deer Springs Ranch Owners Association

1. Cabin use of 2 weeks
2. 1/300 interest in 2000 acres with improvements
3. Water rights and developments
4. Road maintenance
5. Ranch activities
6. Asset protection and development
7. Area security
8. An annual assessment

I want you to know that my family members and your Board of Directors have not endorsed or sponsored the following possibilities.

These ideas are only introduced for your
CONSIDERATION
and
MODIFICATION

RANCH NEEDS & REQUIRED FUNDING

Water rights and water use	\$75,000
Agriculture	\$10,000
Cattle ranch fencing & corrals	\$50,000
Roads	\$60,000
Recreation & activities	\$10,000
Cabins	\$100,000
Governing documents	\$5,000
Master Plan	\$20,000

Needed Investments	\$330,000
Annual Overhead Budget	\$100,000

\$430,000

Deer Springs Ranch



LOOKING AHEAD

WATER RIGHTS AND WATER USE

1. **Organized water ownership files & documentation.**
2. **Review of existing water rights.**
3. **Determine rights of adjoining property owners.**
4. **Collect data on all DSR water rights.**
5. **Develop, protect and manage wells, springs, pipelines, ponds and ditches.**
6. **Coordination of a comprehensive water use program.**

Estimated Cost: \$75,000



AGRICULTURAL ACTIVITIES & PRODUCTION

Conduct research leading to the coordination and implementation of a complete management plan for agricultural projects.

***Christmas Trees - Fruit Trees
Gardens - Plants - Grasses - Grazing
Crops - Hay - Potatoes***

**UTILIZE ACREAGE
Increase Production**



Estimated Cost: **\$10,000**

CATTLE RANCH AND LIVESTOCK ACTIVITIES

**Research and develop goals and
comprehensive management plan that is
specific for:**

***Cattle - Horses - Corrals
Fences - Pastures - Gates
Cattle Guards***

Estimated Cost: \$50,000



ROADS

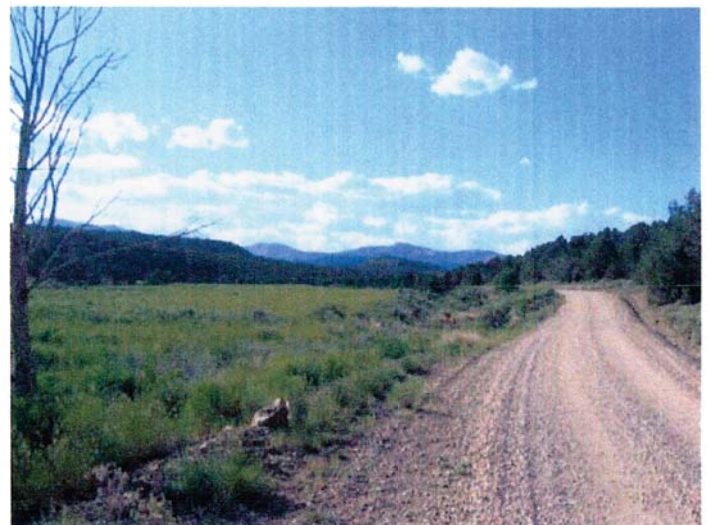
Improve, manage and maintain roads, rights-of-way and road signage. Collaborate on roads management plans with government agencies and neighboring property owners.

Culverts - Gravel - Cinders - Drainage

Before



After



Estimated Cost: \$60,000

RECREATION & ACTIVITIES

Research and develop a comprehensive management plan to increase activities on the ranch.

Coordinate & supervise these activities.

- ***Summer Staff***
- ***Winter Sports***
- ***Hiking Trails***
- ***Horse Rides***
- ***Seminars***
- ***Reunions***

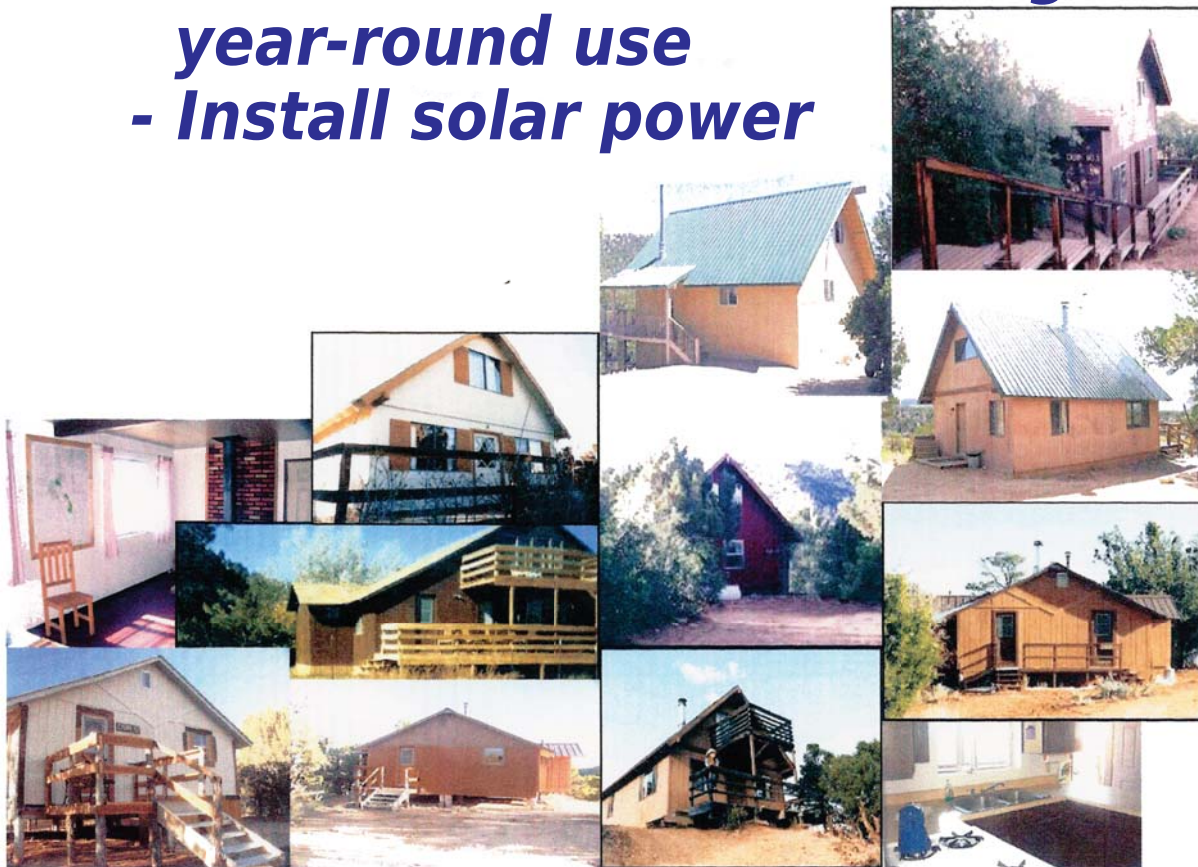
Estimated Cost: \$10,000



CABINS & FURNISHINGS

**Coordinate maintenance and furnishings
for cabins/buildings**

- ***Upgrade all buildings***
- ***Upgrade all furnishings***
- ***Purchase and maintain adequate linen and supplies***
- ***Winterize several buildings for year-round use***
- ***Install solar power***



Estimated Cost: \$100,000

GOVERNING DOCUMENTS

Research state requirements and legal ramifications of By Laws, Rules and Protective Covenants.

Draft and recommend changes and updates for consideration of DSR Board of Directors and members.

Estimated Cost: \$5,000

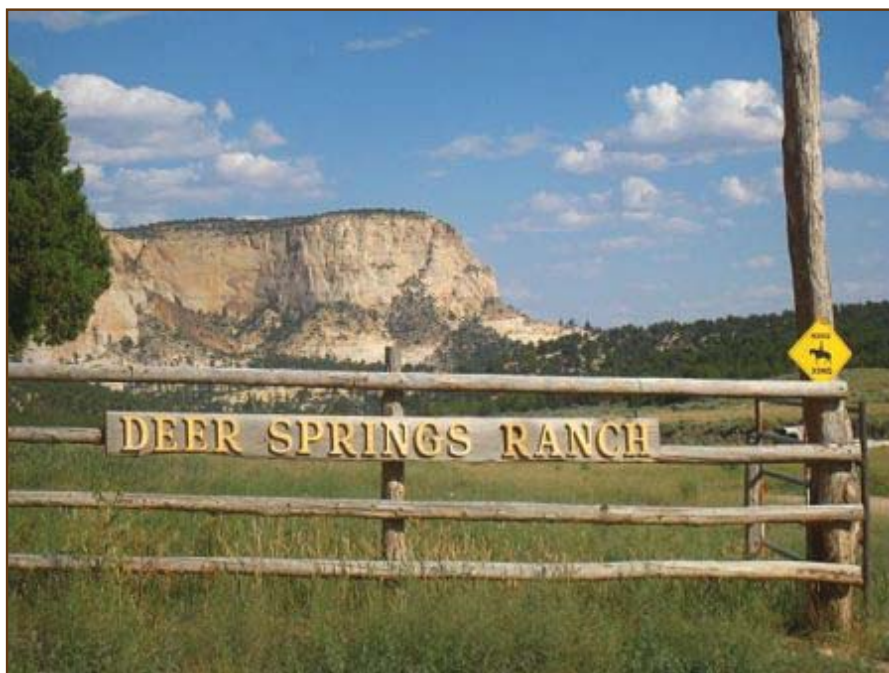
MASTER PLAN

Research, create and publish a Master Plan for Development, Maintenance & Operation of DSR.

Submit Master Plan suggestions for consideration to the Board of Directors and Members.

Propose schedule for Capital Improvements and suggestions for Funding options.

Estimated Cost: \$20,000



MONEY SOURCES TO CONSIDER

- 1. Authorize and facilitate an owners right to sell or lease a half membership or a whole membership.**
- 2. Authorize and facilitate an owners right to sell or lease a half unit or a whole unit.**
- 3. Market about 50 half units in the 2000 acre common area.**
- 4. Raise annual assessments.**
- 5. Special ownership assessment.**

CABIN USE

Only _____ of our Members used two weeks of their cabin time this year.

Only _____ of our Members used two weeks of their cabin time last year.

CONSIDER

- Authorize and facilitate an owners right to sell or rent unused cabin time and ranch privileges.

Rent 100 weeks for \$500

New Money
\$50,000

Rent 100 half weeks for \$300

Sell or lease:

-200 Half memberships for \$5000

-100 Full memberships for \$10000

New Money
\$1,000,000

SELL OR LEASE

Half of your unit at Deer Springs Ranch

10 Acres

1 Week cabin time

1/600 Interest in the 2000 acre commons area including buildings, improvements, programs and water rights.

Suggested Price

200 Half Units at \$20,000

New Money: \$4,000,000

Yearly Assessments

600 Half Units at \$300

New Money: \$180,000

COMMONLY OWNED ASSET

2000 ACRES

- 1. Develop a model old cattle ranch.**
 - Corrals, fences, gates, cattleguards, and fields.**
- 2. Improve all roads.**
- 3. Protect and develop water rights.**
- 4. Market 50 half units in our unused areas.**
 - 50 half units for \$30,000**
 - New Money: \$1,500,000**



ASSESSMENTS

**Annual assessments for 5 years
at \$600 per year:**

$\$600 \times 300 \text{ units equals } \$180,000$

$\times 5 \text{ years}$

Total: $\$900,000$

Special Ownership Assessment

$\$2000 \times 300 \text{ units equals } \$600,000$



MONEY SOURCES

Annual Membership Assessments

300 units X \$434 **\$130,200**

Rent Unused Cabin Space

100 weeks at \$500 **\$50,000**

Market 100 member owned half units

100 half units at \$20,000 **\$2,000,000**

Market 50 half units in unused common area

50 half units at \$30,000 **\$1,500,000**

New Cash Flow: \$3,680,200

IT'S SUGGESTION TIME

Lot # _____ Please Cast Your Vote

- | | | |
|---|------------|-----------|
| 1. Does the ranch need help? | Yes | No |
| 2. Do the members know the ranch needs help? | Yes | No |

Do you agree with ranch needs as outlined today?

- | | | |
|----------------------------------|------------|-----------|
| 3. Ranch Clean-Up? | Yes | No |
| 4. Protect Assets? | Yes | No |
| 5. Streamline Leadership? | Yes | No |
| 6. Reduce Assessments? | Yes | No |
| 7. Updated Documents? | Yes | No |

In your best judgement.....

- | | | |
|---|------------|-----------|
| 8. Is this plan good? | Yes | No |
| 9. Will it help the ranch? | Yes | No |
| 10. Will it help the members? | Yes | No |
| 11. Does DSROA want to finance, staff and organize to formulate and activate a plan? | Yes | No |
| 12. Do you want to contract a concessionaire to fund and follow this plan? | Yes | No |

Authorization?

Who will make the decisions?

- | | | |
|--------------------------------------|------------|-----------|
| 13. Some individual? | Yes | No |
| 14. A small group of members? | Yes | No |
| 15. The Board of Directors? | Yes | No |

Invitation To Membership

- In the Ranch Newsletter, would you like to invite any members to present "their" plan with "leadership & budget" requirements for improvements needed at Deer Springs Ranch?**
- | | |
|------------|-----------|
| Yes | No |
|------------|-----------|

I suggest we consider the following funding amounts

	Proposed	
Water Rights	\$75,000	\$ _____
Agricultural	\$10,000	\$ _____
Cattle Ranch	\$50,000	\$ _____
Roads	\$60,000	\$ _____
Rec. Activities	\$10,000	\$ _____
Cabins	\$100,000	\$ _____
Gov. Documents	\$5,000	\$ _____
Master Plan	\$20,000	\$ _____
Other?		\$ _____
		\$ _____

I recommend required funding come from:

Increased annual assessments	\$ _____
Rental of vacant cabin time	\$ _____
Marketing members half units	\$ _____
Marketing DSROA half units	\$ _____
One time special assessment	\$ _____
Other sources?	\$ _____
\$ _____	

My Lot# _____