

CHICKASAW ASSOCIATION BOARD OF DIRECTORS
MEETING MINUTES – 10/16/2023

Board Members Absent: Becky Black, Rick Cochell

The meeting was called to order at 4:00PM by President Pat Dennis.

Administrative: Pat Dennis reported that the Moxley Brown easement agreement had been signed and filed with Oconee County.

Finance: In Becky Black's absence, Pat Dennis stated that the September financial presentation was posted online under the Documents section (https://www.chickasawpoint.com/files/ugd/82808c_eae41e01ef20495cb05872bdfd5896be.pdf). Email Becky Black with any questions. (The presentation is also attached to these minutes.)

Long-Range Planning: Nancy Aden reported that the Long-Range Recreation Committee held a townhall meeting on Thursday, October 12. The meeting was well attended and there were a lot of great questions and comments after the presentation. The subcommittee will be meeting to go over the input from the meeting and to determine the next steps. More information will be forthcoming.

Communications & Public Relations: Kim Wolcoveick reported that the advertising committee sent an invitation to property owners to complete an Overlook survey. The survey is anonymous and is being done through a site that is not associated with the POA. Deadline for completion is October 31. A video is now available on the Overlook website. Kim thanked Randy Woodson for the production. Creation of an advertisement and article in the Lake Hartwell Association newsletter for the restaurant and golf course is currently underway.

Roads & Covenant/Bylaws Revision: Bill Callahan reported the following. Roads: Most of the road painting is complete at the front entrance. Just two directional arrows left. All stop bars have now been finished at the intersection of Hogan and Chickasaw Drives. Replacing and repainting golf cart crossings will be done next. As of Monday, October 9, all utility repair access holes have now been repaired. The parking lot expansion at the boat ramp area was completed, along with the remaining road and water management repairs. This completes the paving projects planned for the year. Planning is underway for projects in the new year. The stop sign on Laurel Drive has been moved forward along with the accompanying stop bar painted on the road. Additionally, a sign was placed on the stop sign to indicate "Point Rd outbound does not stop, has right of way", and the intersection has been cleared of road edge brush to improve the sightline for traffic on both roads. In conjunction with Amenities, planning for additional landscaping management of the community is being explored. This would include the approach to Chickasaw along South Union Road and the overgrown roadsides throughout the community, beyond where the staff can manage now. Covenant/Bylaw Revision: The first ballot for the proposed changes to the Covenants was mailed Friday, September 29, and is due back by Friday, October 27, 2023. The ballots will be counted on Monday, October 30.

Amenities and Architectural Compliance (ACC): In Rick's absence, Bill Callahan gave his report. Amenities: In collaboration with Bill Callahan and the roads team, the parking area at the Pavilion was expanded by 15 feet. This will allow vehicles with trailers more room to maneuver watercraft in and out of the lake and provide additional parking for the Pavilion. Note of caution: The water level is down below 5 feet from full pool so use the lane closest to the marina. A mold remediation and restoration company performed an inspection of the Community Center. The inspection lasted over two hours and included the entire building, i.e., basement, first and second floor along with the walkway and the roof. There is some efflorescence in the basement, specifically in the electrical room, but no mold was detected anywhere in the building. (Efflorescence is a deposit of salts, usually white, formed on a surface, the substance having emerged in solution from within either concrete or masonry and subsequently precipitated by evaporation. It occurs most readily in porous concrete near the surface.) The company found NO fungal growth occurring in any area and given the building is 50 years old, they felt it is in good shape. There are potential small leaks coming from the membrane on the second-floor walkway. Money will be budgeted in 2024 to rebuild that membrane structure. An RV Park Committee

has been formed with Mary Anne Peschier as team leader. Good progress is being made and a new comprehensive RV Park program will be announced soon. A more comprehensive report provided by Mary Anne Peschier is attached to these minutes. ACC: The ACC Team is working with the gate personnel to control the movement of commercial vehicles. To avoid having contractors and guests detained at the gate because they don't have proper credentials, residents must enter them into the Gatehouse Solutions system before they arrive. Eleven exterior change requests were submitted this month. There have been 142 total projects year to date. All owners must complete an application for approval by the ACC prior to new construction or miscellaneous exterior improvements. The applications are online at [chickasawpoint.com](https://www.chickasawpoint.com/documents) under Association-Documents-Architectural (<https://www.chickasawpoint.com/documents>) or on a stand outside the POA Office. One new home just received the Certificate of Occupancy from Oconee County, and five others are under various stages of construction.

Safety & Real Estate: Karl Reebenacker reported that Oconee County has replaced missing Palmer Ln and North Sundew street signs. Safety related road signs have been cleaned by volunteers. The problem light fixture has been changed to a downlight with Bill Callahan's oversight. No new complaints have been received. Unless notified otherwise, the issue is closed. This is a second request for POA members to participate in the safety committee. Additional POA members are needed, especially from any who have emergency planning experience. Please contact Karl Reebenacker if interested at cp.karlreeb@outlook.com Emergency notification system/evacuation plan – Held an initial meeting with the two remaining committee members who responded. An informal survey generated more questions than answers due to our lack of expertise. Findings to date: Constant Contact is not an option for broadcast notification due to not being active 24/7. Setting up automated call or text macro in Excel is a possible option, need to identify source of notification and management of system. Investigating possibility of programs available from Oconee County Emergency Services. Evacuation Plan – Only practical current exits from community identified are through the gate house for vehicles, or possibly the 18th fairway by golf cart or on foot. As an alternative, identifying possible rally points: The Overlook, Community Center, Pavilion/Boat Ramp/Beach. Requested information from Oconee County Emergency Services regarding planning assistance and information about County programs that may be available to Chickasaw. The Deputy Fire Chief replied by email and is willing to set up a meeting to discuss. We've responded back to him and will announce the meeting when scheduled.

No new business.

The meeting adjourned at 4:52PM.

Treasurer's Report –September 2023

Comparative Statements – Sept 2023 & Aug 2023

- Balance Sheet Changes for the month ending 9-30-2023
 - Total Operating Cash is up slightly from \$1.09M to \$1.10M. The increase was primarily due to strong September income for CPGA (annual membership collections and continued strong non member fees).
 - Through 9-30-2023 we have collected approximately 96% of billed assessments for 2023. We will collect the remainder throughout the year per payment plan agreements & collection efforts related to lot owners (this is approximately \$40k).
 - Total Cash at 9-30-23 was \$1.69M compared to \$1.88M a year ago. Difference is primarily related to use of funds for large paving projects done this year.
 - No other significant changes on any of the other balance sheets....transactions were all routine related to accounts payable, intercompany liabilities and depreciation allowance booked against fixed assets.

Chickasaw Association, Inc.
Comparative Balance Sheet
As of 09/30/2023 and 08/31/2023

	As of 09/30/2023	As of 08/31/2023	Variance	%age
Assets:				
Operational Checking Accounts	\$576,875	\$609,829	(\$32,954)	-5.4%
Other Money Market & Savings Accounts	338,084	340,088	(2,004)	-0.6%
Accounts Receivable (net of allowances)	21,536	21,536	0	0.0%
Intercompany Receivables	1,719,288	1,702,511	16,777	1.0%
Fixed Assets (Net of Accum. Depreciation)	3,883,344	3,884,979	(1,635)	0.0%
Other Assets	1,446,811	1,446,811	0	0.0%
Total Assets	\$7,985,939	\$8,005,755	(\$19,817)	-0.2%
Liabilities & Equity:			0	
Accounts Payable	\$37,077	\$36,652	\$425	1.2%
Current Portion of Loans/Notes	3,441	4,129	(688)	-16.7%
Taxes and Payroll Liabilities	572	532	40	7.6%
Other Liabilities	\$14,330	\$20,830	(6,500)	-31.2%
Intercompany Payables	592,159	569,273	22,886	4.0%
Long Term Notes	3,658,701	3,668,048	(9,347)	-0.3%
Retained Earnings	3,444,111	3,444,111	0	0.0%
Current Year Net Income (Loss)	235,547	262,181	(26,633)	-10.2%
Total Liabilities & Equity	\$7,985,939	\$8,005,755	(\$19,817)	-0.2%

Chickasaw Utility Company
Comparative Balance Sheet
As of 09/30/2023 and 08/31/2023

	As of 09/30/2023	As of 08/31/2023	Variance	%age
Assets:				
Operational Checking Accounts	\$191,773	\$211,412	(\$19,639)	-9.3%
Other Money Market & Savings Accounts	234,917	234,917	0	0.0%
Accounts Receivable (net of allowances)	96,025	97,828	(1,802)	-1.8%
Intercompany Receivables	694,898	665,125	29,773	4.5%
Fixed Assets (Net of Accum. Depreciation)	1,460,716	1,468,216	(7,500)	-0.5%
Total Assets	\$2,678,329	\$2,677,498	\$831	0.0%
Liabilities & Equity:				
Accounts Payable	\$40,714	\$46,220	(\$5,507)	-11.9%
Intercompany Payables	42,983	30,146	12,837	42.6%
Intercompany Notes Payable (Long Term)	1,004,583	1,001,896	2,688	0.3%
Retained Earnings & Contributed Capital	1,418,937	1,418,937	0	0.0%
Current Year Net Income (Loss)	171,112	180,299	(9,187)	-5.1%
Total Liabilities & Equity	\$2,678,329	\$2,677,498	\$831	0.0%

CPGA, Inc.
Comparative Balance Sheet
As of 09/30/2023 and 08/31/2023

	As of 09/30/2023	As of 08/31/2023	Variance	%age
Assets:				
Operational Checking Accounts	\$335,691	\$271,045	\$64,647	23.9%
Other Money Market & Savings Accounts	8,105	8,696	(591)	-6.8%
Miscellaneous Receivables	8,187	7,579	607	8.0%
Intercompany Receivables	11,232	17,118	(5,886)	-34.4%
Inventory	40,286	38,834	1,453	3.7%
Fixed Assets (Net of Accum. Depreciation)	394,257	399,257	(5,000)	-1.3%
Total Assets	\$797,757	\$742,528	\$55,229	7.4%
Liabilities & Equity:				
Accounts Payable	40,714	53,768	(\$13,055)	-24.3%
Current Portion of Loans/Notes	36	36	0	0.0%
Taxes and Payroll Liabilities	14,284	11,577	2,707	23.4%
Intercompany Payables	785,693	783,440	2,252	0.3%
Long Term Notes	0	0	0	#DIV/0!
Retained Earnings & Contributed Capital	(23,726)	(23,726)	0	0.0%
Current Year Net Income (Loss)	(19,243)	(82,568)	63,325	-76.7%
Total Liabilities & Equity	\$797,757	\$742,528	\$55,229	7.4%
Cash Balances (all entities) :	As of 09/30/2023	As of 08/31/2023		
Total operational cash as of month end (all entities)	\$1,104,339	\$1,092,286		
Total cash (including operational cash noted above)	\$1,685,445	\$1,675,987		
As of September 30, 2022:				
Total operational cash as of month end	\$1,304,585			
Total cash (including operational cash noted above)	\$1,877,926			

Income Statements – Sept 2023

- **Income for the entities is as noted below:**
 - POA income through September included approximately 96% of 2023 assessment billings. This line item is over budget year to date by \$42k due to timing of collection of assessments plus some collection of prior year amounts. Other revenues for the POA are \$16k over budget due to strong impact assessments and storage rental revenue.
 - CUCO income is running slightly ahead (+\$20k) of budget due to higher than expected tap fee income for new homes and water/sewer billings being up in August and September.
 - CPGA income year to date is under by (\$94k). Member and Non-Member fees are over by \$+59k while Restaurant and other revenues are running under budget by (\$153k). Golf course non-member fees were over budget for the month of Sept by \$7k and over for the year by \$47k. Member fees are over for the year by \$12k (annual billings were recently issued).
 - Gross revenue for The Overlook was up compared to prior months down (\$50k in Sept vs \$44k in Aug & \$49k in July). YTD is under budget by \$149k.
- **Routine expenses, year-to-date, are as noted below:**
 - POA expenses are running over budget by \$137k which is almost entirely related to road paving expenses. Note that road expenses will reflect an over budget position thru the rest of the year because we had prior year reserves that have been spent this year but were not part of the budgeted amounts in 2023. The Finance & Administration expense category is over budget related to the higher interest expense we paid earlier this year before the loan converted to a fixed rate.
 - CUCO expenses are under by (\$14k) year to date. This is primarily due to lower than anticipated costs for electricity, and equipment/general repair costs.
 - CPGA expenses are under budget overall by (\$92k) through Sept which is partially due to lower than expected costs for fuel, electricity, repairs and maintenance and advertising costs year to date. The Overlook has been operating at less than full capacity. Total expenses are running under budget by (\$40k).
 - Individual results related to The Overlook are provided. Sept expenses were slightly under budget by \$3k overall. Food and bar costs are still over targeted cost %ages although these metrics did show improvement in Sept. Labor costs were under the fixed budget for the month but higher than desired related to posted revenue for the month. This is a key area of opportunity.
 - Individual results for The Golf Course are also provided. They continue to show positive variances in all aspects and are \$116k ahead of their year to date budget. When combined with the Overlook results, CPGA has a positive bottom line variance of \$8k.

Income Statements – September 2023

- **Income Statement Highlights for September 2023:**
 - **YTD Net Income is as noted below:**
 - **POA is behind budget by \$75k which is totally attributable to the road paving expenses. We bundled/rolled forward several years worth of funding and the total expense hit 2023 although the budget only represents the 2023 budget allotment (prior year funds were included in prior year budgets)**
 - **CUCO is ahead of budget by \$48k. \$20k of this variance is due to excess water/sewer billings plus higher than anticipated tap fee income. There is a positive \$24k variance because regular expenses and interest expenses are running under budget and a \$4k positive variance in assessments year to date.**
 - **CPGA overall is ahead of budget by \$8k, \$7k of this variance is due to the positive variance on assessment collections. The Golf Course alone is ahead of budgeted net income projections by \$116k. The Overlook is showing a negative bottom line variance of (\$108k).....a YTD actual loss of (\$51k) against a expected/budgeted net income of +\$57k. Overall, CPGA is showing a year to date bottom line of +\$32k compared to a budgeted loss of (\$84k).**
 - **The combined income for all three entities thru 9-30-2023 was \$387k compared to a budgeted income of \$406k. This is primarily due to strong assessment collections year to date and many expenses running below budgeted amounts.**

Chickasaw Association, Inc.

Statement of Revenues and Expenses

For the nine months ending September 30, 2023

	ACTUAL	BUDGET		
	For the nine months ending	For the nine months ending	Total \$	%age
	9/30/2023	9/30/2023	Variance	Variance
Income/Receipts:				
Assessment and Capital Reserve	\$1,006,924	\$964,566	\$42,358	4.4%
All Other Revenues	123,865	104,770	19,095	18.2%
Total Income/Receipts	\$1,130,789	\$1,069,336	\$61,453	5.7%
Expenses:				
Finance & Administration	(\$273,230)	(\$261,492)	(\$11,738)	-4.5%
Communications	(9,712)	(7,815)	(\$1,897)	-24.3%
Pool Operations	(49,478)	(69,660)	\$20,182	29.0%
Gate Operations	(64,017)	(67,405)	\$3,389	5.0%
POA Operations	(87,734)	(103,901)	\$16,167	15.6%
Roads	(333,148)	(135,700)	(\$197,448)	-145.5%
Clubhouse	(18,695)	(27,200)	\$8,505	31.3%
Depreciation	(14,865)	(14,910)	\$45	0.3%
Special Projects/Major Projects	(44,364)	(70,160)	\$25,796	36.8%
Total Expenses	(\$895,241)	(\$758,243)	(\$136,998)	-18.1%
Current Year to Date Net Income	\$235,547	\$311,093	(\$75,545)	-24.3%

Chickasaw Utility Company (CUCO)				
Statement of Revenues and Expenses				
For the nine months ending September 30, 2023				
	ACTUAL	BUDGET		
	For the nine months ending	For the nine months ending	Total \$	%age
	9/30/2023	9/30/2023	Variance	Variance
Income/Receipts:				
Water and Sewer Billings	\$549,559	\$541,350	\$8,209	1.5%
All Other Revenues	28,248	16,200	\$12,048	74.4%
Total Income/Receipts	\$577,807	\$557,550	\$20,257	3.6%
Expenses:				
Cost of Water	(\$109,247)	(110,000)	\$753	0.7%
Water/Sewer Repairs & Supplies	(54,915)	(54,100)	(\$815)	-1.5%
Chemicals & Sludge Removal	(23,929)	(25,000)	\$1,071	4.3%
Wages/Payroll Taxes	(90,255)	(90,922)	\$667	0.7%
Contract Services	(65,250)	(65,250)	\$0	0.0%
Electricity	(28,102)	(30,040)	\$1,938	6.5%
Other Expenses	(81,681)	(92,535)	\$10,854	11.7%
Total Expenses	(\$453,380)	(\$467,847)	\$14,467	3.1%
Current Year to Date Net Income	\$124,427	\$89,703	\$34,724	38.7%
Non-Operating Income/Expense:				
RDA Loan and Capital Assessment	\$129,373	\$125,548	\$3,825	3.0%
Other Miscellaneous Income	9,000	9,000	\$0	0.0%
Depreciation	(67,500)	(67,500)	\$0	0.0%
RDA Loan Interest Expense	(24,188)	(33,862)	\$9,674	28.6%
Capital Projects	0	0	\$0	#DIV/0!
Total Non-Operating Income/Expense	\$46,686	\$33,186	\$13,499	-40.7%
Current Year to Date Net Income	\$171,112	\$122,889	\$48,223	-39.2%

C.P.G.A				
Statement of Revenues and Expenses				
For the nine months ending September 30, 2023				
	ACTUAL	BUDGET		
	For the nine months ending	For the nine months ending	Total \$	%age
	9/30/2023	9/30/2023	Variance	Variance
Income/Receipts:				
Member Fees	\$147,578	\$135,045	\$12,533	9.3%
Non-Member Fees	\$289,873	\$243,000	\$46,873	19.3%
Grill/Event Center Revenues	\$404,443	\$553,000	(\$148,557)	-26.9%
All Other Revenues	81,527	86,750	(\$5,223)	-6.0%
Total Income/Receipts	\$923,421	\$1,017,795	(\$94,374)	-9.3%
Expenses:				
Golf Course Expenses	(\$349,531)	(\$344,949)	(\$4,583)	-1.3%
Inside Operations - Cost of Sales	(19,951)	(38,550)	\$18,599	48.2%
Inside Operations - Pro Shop	(108,253)	(102,211)	(\$6,042)	-5.9%
Inside Operations - Grill/Event Center	(455,505)	(495,986)	\$40,481	8.2%
Facility Expenses	(63,971)	(85,975)	\$22,004	25.6%
Administrative Expense	(98,758)	(120,933)	\$22,175	18.3%
Depreciation	(45,000)	(45,000)	\$0	0.0%
Taxes	(4,547)	(4,106)	(\$441)	-10.8%
Total Expenses	(\$1,145,516)	(\$1,237,710)	\$92,194	7.4%
Current Year to Date Net Income	(\$222,095)	(\$219,915)	(\$2,180)	-1.0%
Non-Operating Income/Expense:				
Operations and Capital Assessment	254,768	\$247,556	\$7,212	2.9%
Capital Projects	(51,916)	(55,000)	\$3,084	5.6%
Total Non-Operating Income/Expense	\$202,852	\$192,556	\$10,296	5.3%
Current Year to Date Net Income	(\$19,243)	(\$27,359)	\$8,115	29.7%

CPGA - The Overlook Restaurant (Grill & Bar)
Statement of Revenues and Expenses

ACTUAL	BUDGET			ACTUAL	BUDGET	
For the one month ending	For the one month ending	Total \$		For the nine months ending	For the nine months ending	Total \$
9/30/2023	9/30/2023	Variance		9/30/2023	9/30/2023	Variance
			Income/Receipts:			
\$34,248	\$70,000	(\$35,752)	Food Revenue	\$258,525	\$398,000	(\$139,475)
\$16,423	\$18,000	(\$1,577)	Bar Revenue	\$141,418	\$151,000	(\$9,582)
\$0	1,000	(\$1,000)	Catering Income	\$4,500	\$4,000	\$500
\$50,671	\$89,000	(\$38,329)	Total Income/Receipts	\$404,443	\$553,000	(\$148,557)
			Cost of Sales:			
(\$13,178)	(\$17,850)	\$4,672	Food Costs	(\$128,834)	(\$147,950)	\$19,116
(\$5,192)	(3,450)	(\$1,742)	Bar Costs	(\$52,503)	(\$32,350)	(\$20,153)
(\$18,370)	(21,300)	\$2,930	Total Cost of Sales	(181,338)	(180,300)	(\$1,038)
			Other Operating Expenses:			
(\$29,523)	(31,088)	\$1,565	Wages	(\$214,785)	(\$242,478)	\$27,693
(\$3,085)	(2,910)	(\$175)	Payroll Taxes	(\$19,809)	(\$22,698)	\$2,889
(\$315)	(840)	\$525	Healthcare Reimbursement (ICHR)	(\$2,835)	(\$7,560)	\$4,725
\$0	0	\$0	Gift Card Promo Costs	(\$1,850)	\$0	(\$1,850)
\$0	0	\$0	Licenses	\$0	\$0	\$0
(\$1,016)	(1,520)	\$504	Propane Gas	(\$7,069)	(\$13,680)	\$6,611
(\$1,550)	(1,200)	(\$350)	Aramark Services	(\$15,756)	(\$10,960)	(\$4,796)
(\$868)	(300)	(\$568)	AirGas	(\$3,440)	(\$2,700)	(\$740)
\$0	(500)	\$500	Furniture & Equipment	(\$6,395)	(\$6,000)	(\$395)
\$0	(500)	\$500	Maintenance/Repairs	(\$570)	(\$5,060)	\$4,491
\$0	(200)	\$200	Miscellaneous Expenses	(\$840)	(\$1,800)	\$960
\$0	(200)	\$200	Dishwasher Lease	(\$818)	(\$2,250)	\$1,432
(\$36,357)	(\$39,258)	\$2,901	Total Other Operating Expenses	(\$274,167)	(\$315,186)	\$41,019
(\$4,056)	\$28,442	(\$32,498)	Current Year to Date Net Income	(\$51,062)	\$57,514	(\$108,576)

CPGA - Golf Course Only
Statement of Revenues and Expenses

ACTUAL	BUDGET			ACTUAL	BUDGET	
For the one month ending	For the one month ending	Total \$		For the nine months ending	For the nine months ending	Total \$
9/30/2023	9/30/2023	Variance		9/30/2023	9/30/2023	Variance
			Income/Receipts:			
\$88,304	\$77,215	\$11,089	Member Fees	\$147,578	\$135,045	\$12,533
\$42,557	\$35,000	\$7,557	Non-Member Fees	\$289,873	\$243,000	\$46,873
16,404	12,400	\$4,004	All Other Revenues	81,527	86,750	(\$5,223)
\$147,266	\$124,615	\$22,651	Total Income/Receipts	\$518,978	\$464,795	\$54,183
			Expenses:			
(\$43,102)	(\$32,807)	(\$10,295)	Golf Course Expenses	(\$349,531)	(\$344,949)	(\$4,583)
(3,786)	(3,800)	\$14	Inside Operations - Cost of Sales	(\$19,951)	(\$38,550)	\$18,599
(17,763)	(13,023)	(\$4,740)	Inside Operations - Pro Shop	(\$108,253)	(\$102,211)	(\$6,042)
(6,194)	(8,575)	\$2,381	Facility Expenses	(\$63,971)	(\$85,975)	\$22,004
(8,472)	(10,980)	\$2,508	Administrative Expense	(\$98,758)	(\$120,933)	\$22,175
(5,000)	(5,000)	\$0	Depreciation	(\$45,000)	(\$45,000)	\$0
(51)	0	(\$51)	Taxes	(\$4,547)	(\$4,106)	(\$441)
\$ (84,368)	\$ (74,185)	(\$10,183)	Total Expenses	(\$690,011)	(\$741,724)	\$51,712
\$62,898	\$50,430	\$12,468	Current Year to Date Net Income	(\$171,033)	(\$276,929)	\$105,896
			Non-Operating Income/Expense:			
4,482	6,695	(\$2,213)	Operations and Capital Assessment	\$254,768	\$247,556	\$7,212
0	0	\$0	Capital Projects	(\$51,916)	(\$55,000)	\$3,084
\$4,482	\$6,695	(\$2,213)	Total Non-Operating Income/Expense	\$202,852	\$192,556	\$10,296
\$67,380	\$57,125	\$10,255	Current Year to Date Net Income	\$31,819	(\$84,373)	\$116,191

Comparative Income Statements – Current/Prior Year September 2023 vs. September 2022

- Comparative Statements indicate the following differences of note:
 - POA Income is running about \$81k ahead of this time last year which is related to increases in assessment billings (increases in number of homes plus rate changes) but also due to timing of collections, offset by a significant drop off in land sales in 2023.
 - POA expenses are \$323k more than prior year; \$273k is directly related to the paving funds spent in 2023. Interest expense is also higher due to the full loan structure kicking in earlier in 2023. There are also positive and negative variances in numerous areas, mostly timing related as to when actual expenses hit plus routine increases, i.e. wages.
 - CUCO revenues are up about \$10k compared to prior year. This is related to tap fees for newly constructed homes.
 - CUCO expenses are slightly ahead of 2022 (by \$37k) which is spread across most of the line items and is mostly due to budgeted increases in salaries, wages, cost of goods, etc.
 - CPGA revenue is ahead of prior year by \$502k. \$404k is related to The Overlook revenues, the rest is related to strong member and non-member fees, up \$93k compared to 2022. This includes new membership revenue as well as increases in greens fees.
 - CPGA expenses are above prior year by \$510k, \$413k directly related to the opening of The Overlook (this was not operational at this time in 2022). The rest of the variance is related to budgeted repair and maintenance costs for the golf course as well as planned increases in wage costs, utilities and insurance.

Chickasaw Association, Inc.

Comparative Statement of Revenues and Expenses

For the nine months ending Sept 30, 2023 and Sept 30, 2022

	ACTUAL		ACTUAL		
	For the nine months ending		For the nine months ending		
	9/30/2023		9/30/2022	Total \$	%age
				Variance	Variance
Income/Receipts:					
Assessment and Capital Reserve	\$1,006,924		\$863,573	\$143,351	16.6%
All Other Revenues	123,865		186,120	(62,255)	-33.4%
Total Income/Receipts	\$1,130,789		\$1,049,693	\$81,096	7.7%
Expenses:					
Finance & Administration	(\$273,230)		(\$174,262)	(\$98,968)	-56.8%
Communications	(9,712)		(8,030)	(\$1,681)	-20.9%
Pool Operations	(49,478)		(41,533)	(\$7,945)	-19.1%
Gate Operations	(64,017)		(58,731)	(\$5,286)	-9.0%
POA Operations	(87,734)		(80,196)	(\$7,538)	-9.4%
Roads	(333,148)		(60,030)	(\$273,118)	-455.0%
Clubhouse	(18,695)		(26,764)	\$8,069	30.1%
Depreciation	(14,865)		(14,985)	\$120	0.8%
Special Projects/Major Projects	(44,364)		(108,008)	\$63,644	58.9%
Total Expenses	(\$895,241)		(\$572,540)	(\$322,702)	-56.4%
Current Year to Date Net Income	\$235,547		\$477,154	(\$241,606)	-50.6%

Chickasaw Utility Company (CUCO)				
Statement of Revenues and Expenses				
For the nine months ending Sept 30, 2023 and Sept 30, 2022				
	ACTUAL	ACTUAL		
	For the nine months ending 9/30/2023	For the nine months ending 9/30/2022	Total \$ Variance	%age Variance
Income/Receipts:				
Water and Sewer Billings	\$549,559	\$548,577	\$983	0.2%
All Other Revenues	28,248	18,951	\$9,297	49.1%
Total Income/Receipts	\$577,807	\$567,527	\$10,280	1.8%
Expenses:				
Cost of Water	(\$109,247)	(\$98,149)	(\$11,098)	-11.3%
Water/Sewer Repairs & Supplies	(54,915)	(40,787)	(\$14,128)	-34.6%
Chemicals & Sludge Removal	(23,929)	(23,960)	\$31	0.1%
Wages/Payroll Taxes	(90,255)	(84,799)	(\$5,456)	-6.4%
Contract Services	(65,250)	(65,250)	\$0	0.0%
Electricity	(28,102)	(26,359)	(\$1,743)	-6.6%
Other Expenses	(81,681)	(77,408)	(\$4,273)	-5.5%
Total Expenses	(\$453,380)	(\$416,712)	(\$36,669)	-8.8%
Current Year to Date Net Income	\$124,427	\$150,816	(\$26,389)	-17.5%
Non-Operating Income/Expense:				
RDA Loan and Capital Assessment	\$129,373	\$144,304	(\$14,931)	-10.3%
Other Miscellaneous Income	9,000	9,000	\$0	0.0%
Depreciation	(67,500)	(67,500)	\$0	0.0%
RDA Loan Interest Expense	(24,188)	(21,788)	(\$2,400)	-11.0%
Capital Projects	0	(1,136)	\$1,136	100.0%
Total Non-Operating Income/Expense	\$46,686	\$62,880	(\$16,194)	25.8%
Current Year to Date Net Income	\$171,112	\$213,695	(\$42,583)	19.9%

C.P.G.A				
Statement of Revenues and Expenses				
For the nine months ending Sept 30, 2023 and Sept 30, 2022				
	ACTUAL	ACTUAL		
	For the nine	For the nine		
	months ending	months ending	Total \$	%age
	9/30/2023	9/30/2022	Variance	Variance
Income/Receipts:				
Member Fees	\$147,578	\$128,523	\$19,055	14.8%
Non-Member Fees	\$289,873	\$215,880	\$73,993	34.3%
Grill/Event Center Revenues	\$404,443	\$0	\$404,443	#DIV/0!
All Other Revenues	81,527	77,363	\$4,163	5.4%
Total Income/Receipts	\$923,421	\$421,767	\$501,654	118.9%
Expenses:				
Golf Course Expenses	(\$349,531)	(\$311,291)	(\$38,240)	-12.3%
Inside Operations - Cost of Sales	(19,951)	(34,520)	\$14,569	42.2%
Inside Operations - Pro Shop	(108,253)	(99,116)	(\$9,137)	-9.2%
Inside Operations - Grill/Event Center	(455,505)	(42,881)	(\$412,624)	-962.3%
Facility Expenses	(63,971)	(40,632)	(\$23,338)	-57.4%
Administrative Expense	(98,758)	(57,909)	(\$40,849)	-70.5%
Depreciation	(45,000)	(45,000)	\$0	0.0%
Taxes	(4,547)	(3,598)	(\$950)	-26.4%
Total Expenses	(\$1,145,516)	(\$634,946)	(\$510,569)	-80.4%
Current Year to Date Net Income	(\$222,095)	(\$213,179)	(\$8,916)	-4.2%
Non-Operating Income/Expense:				
Operations and Capital Assessment	254,768	269,016	(\$14,248)	-5.3%
Capital Projects	(51,916)	(131,693)	\$79,776	60.6%
Total Non-Operating Income/Expense	\$202,852	\$137,323	\$65,529	47.7%
Current Year to Date Net Income	(\$19,243)	(\$75,856)	\$56,613	74.6%

RV PARK STATUS UPDATE for POA BOARD MEETING, OCTOBER 16, 2023

Rick Cochell (POA Amenities) and Mary Anne Peschier (RV PARK Volunteer Manager), have met several times to establish a baseline for the scope of work, as well as the Rules & Rates. They have completed assessing the condition and needs of the RV Park, and have defined the scope of work that will be focused on initially.

Additionally, consulting with established contacts, work has begun on the following improvements:

- installing Security Cameras
- establishing a dedicated RV Park phone number
- creating a dedicated RV Park email address
- proposal for a roadside sign to be installed at the RV Park, identifying that it belongs to Chickasaw Point and is Private.

Mary Anne has met with the RV Park Committee of seven a few times as well. The Committee is in the final stages of drafting the Rules and establishing Rates for RV Park campers, to present for POA BOARD approval. Other areas that are also in progress include but are not limited to:

- creating a Volunteer Security Procedure working with Chickasaw Point's Security Manager
- creating a financial analysis to establish and review rates on an ongoing basis
- establishing a Volunteer Managed Reservation Process
- creating a Volunteer Landscaping Schedule to include:
 - mowing, weed whacking, watering etc.
- creating a Volunteer Maintenance Plan to include:
 - neatening site wooden post borders, trim overgrowth, add gravel, repair the 6 x 6 posts as needed, replace sewer covers, repair the trash enclosure and add planter boxes where needed.
- establish a Volunteer Beautification Plan to include:
 - paint the trash enclosure, numbered posts & electric boxes, etc. (Event Center colors for continuity), adding solar light post covers to the site number posts, replacing picnic tables, and planting perennials.
- create an RV Park brochure for all campers which will include Rules, Rates, Local Area and Emergency information
- create an RV Park marketing brochure for potential home buyers and new home builders
- establishing a relationship with local Real Estate Agents to:
 - identify potential home buyers and new home builders
 - promote the RV Park to new residents as an amenity
 - promote the RV Park as an option for approved Public RV Park Programs (TBD)

This is a brief summary of the work that has been done so far. While some of this work has begun, there is still plenty to do. Mary Anne will be reaching out to the rest of the Volunteers, to begin meeting with the individual teams. We appreciate your patience while this foundation work gets taken care of. We look forward to working with the volunteers to complete the upgrades and achieve future success of the RV Park at Chickasaw Point. As a reminder, all final decisions will be made by the POA Board.