

APPROVED

**EAST CANYON RESORT, INC.
REGULAR BOARD MEETING MINUTES
January 18, 2024**

I. WELCOME AND DETERMINATION OF QUORUM

The meeting was called to order at 6:02 PM (MT) on Thursday January 18, 2024 by Board Chairman Randy Upton at the Salt Lake County Government Center 2001 South State Street, in Salt Lake City, UT. A quorum was present to conduct business. The following persons participated in the meeting:

Board Members:

Randy Upton, Board Chairman
Cody Barnes, Board President
Toni Noerring, Board Vice Chairperson
Mark Christensen, Board Secretary
Robert Watson, Director
Bill Thomson, Director
Ashley Wilson, Director
Terry Nelson, Director

VRI Americas and Resort Staff:

Richard Johnson, ECR General Manager
Moriah Morgan, ECR Assistant General Manager
Caitlin Postlethwait, VRI Administrative Assistant

Guests

Kris Watson
Barry Thomas
Judy Thomas
Wade Ross
Kyle Allaire
Diane Weavy
Dave Weavy
Ash Jenkins
Hans Noerring

The Board welcomed guests in attendance and Richard Johnson as ECR General Manager.

II. EXECUTIVE SESSION

MOTION: Toni Noerring moved to enter into Executive Session at 6:07 PM. Ashley Wilson seconded the motion and it was approved.

The Board resumed regular session at 7:02 PM.

III. DWR BIOLOGIST REPORT

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Jayla Walden Wild Life Biologist for the Utah Division of Wildlife Resources for East Canyon and Morgan County addressed the Board on their findings of various animal populations in the surrounding East Canyon area. Discussion and findings suggest that Mule deer hunting recommendation for fall of 2024 should be 40-50% of what has taken place in the last 5 years. A recommendation was made to allow Elk hunting in same parameters that have occurred in the last 5 years. A follow up on chronic wasting disease potential will be scheduled for evaluation. Further discussion to be held by the Board in future meeting.

IV. EXECUTIVE SESSION

MOTION: Ashley Wilson moved to go into Executive Session at 7:36 PM. Toni Noerring seconded the motion and it was approved.

MOTION: Mark Christensen moved to resume Regular session at 8:26 PM. Terry Nelson seconded the motion and it was approved.

V. REVIEW OF AGENDA

The agenda was approved as presented.

VI. REVIEW OF PREVIOUS MEETING MINUTES

A. Minutes of December 7, 2023 Regular Meeting

MOTION: Toni Noerring moved to approve the December 7, 2023 regular meeting minutes as presented. Terry Nelson seconded the motion and it was approved unanimously.

VII. REVIEW OF ECR MONTHLY FINANCIAL STATEMENT

A. Financial Statement November 2023

The November 2023 ECR financial statement was provided for informational purposes. The December 2023 ECR financial statement was just made available prior to the meeting on January 18, 2024. There were no comments made on the ECR financial statements.

B. ECR Delinquency Report

The ECR Delinquency Report was provided for informational purposes.

C. ECR Inventory Sold Report

The ECR Inventory Sold Report was provided for informational purposes.

MOTION: Ashley Wilson moved to adopt the financial reports as presented. Toni Noerring seconded the motion and it was approved unanimously.

VIII. MEMBER COMMENTS

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There were no member comments from guests in attendance.

IX. REPORTS

A. VRI Management Report

- a.) Richard Johnson, ECR General Manager addressed the Board with current happenings on-site at the resort. Highlights of current resort staff were provided in the managers report, introductions of new hires and departmental breakdowns of who does what around the ECR property. It was reported the Special Events department has implemented an 'ECR Bucks' program with redeemable certificates for goods in the store, a fishing contest, and rock hiding for members to find and turn in for ice cream.

It was reported that Keisha Tempke ECR Administrative Assistant is leaving ECR, Richard Johnson and Moriah Morgan are working to absorb her responsibilities until someone is hired to fill the role.

Richard Johnson reported that the ECR maintenance department is working with the Utah water department and has been given 3-4 years to install meters per newly passed state regulations. It is advised that currently the water main and irrigation water require meter installation, ECR Board President Cody Barnes is looking into obtaining grants from the state to help with the cost. Additional information to be provided at a future meeting.

A review and update of previously approved 22-23 fiscal year Capital Project was presented. Discussion held on on-going projects.

- b.) Resort comment cards were provided for informational purposes.

B. Committee Reports

a.) Finance Committee

Mark Christensen ECR Finance Committee member reported on current status of ECR Finance Committee. A Capital Replacement Plan proposal is in the works and Scott Olson was thanked for his time and efforts as an ECR Finance Committee Member.

b.) Rules Committee

Discussion to be held under New Business Section:

c.) Outdoors Committee

No current report to discuss from the Outdoors Committee.

d.) IT/Communications Committee

No current report to discuss from the IT/Communications Committee.

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e.) Facilities/Land Use Committee

No current report to discuss from the Facilities/Land Use Committee.

X. NEW BUSINESS

A. Fees Discussion

Proposed Rule changes were included in the Managers Report Newsletter for Board consideration (See Exhibit A) the following recommendations were made by the Board.

1. **MOTION:** Ashley Wilson moved to approve giving ECR management authority to implement dynamic pricing relative to condominium rentals. Terry Nelson seconded the motion and it was approved.
2. **MOTION:** Toni Noerring moved to approve the no-show fee changes as written (See Exhibit A) Cody Barnes seconded the motion and it was approved.
3. **MOTION:** Ashley Wilson moved to approve the facility rental fee increase \$150 for ECR Member, \$250 for non-ECR Member. Mark Christensen seconded the motion and it was approved.
4. **Part of 1**
5. **Tabled to Rules Committee**
6. **Tabled to Rules Committee**
7. **MOTION:** Toni Noerring moved to increase ATV inspection fee to members paying \$20 one(1) time per year, per machine. Non Owners pay \$5 per machine, each visit. Ashley Wilson seconded the motion and it was approved.
8. **MOTION:** Ashley Wilson moved to approve the proposed wedding pricing from ECR management (See Exhibit A) Toni Noerring seconded the motion and it was approved.
9. **Long Term Storage** – Tabled to the Rules Committee

B. 2024-2025 Budget Discussion

Richard Johnson presented the Board with three (3) variations of 2024-2025 East Canyon Resort Budget proposal. A 3% increase to maintenance fees, a 6% increase to maintenance fees, and 9% increase to maintenance fees was reviewed by the Board. Discussion held on cost of upcoming Capital Improvement projects. The ECR Board and Finance Committee will review budget proposals and discuss further at future Board meeting.

C. Condominium Telephones

Discussion was held among the Board regarding the cost of telephones in condominiums. Board can eliminate monthly phone expense by removing telephones from condominiums and having VoIP (Voice over Internet Phones) available for check-out for members as needed.

MOTION: Ashley Wilson moved to approve removing telephones from condominiums and cancelling telephone service, with VoIP phones being available to check-out as needed. The motion was seconded by Toni Noerring and approved.

D. Cost Per Night

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Richard Johnson presented a report with a breakdown of cost per night usage depending on various ECR membership types. The report was provided for informational purposes.

E. Sale of Memberships/Membership Classes Available

Discussion was held regarding the sale of membership pricing and parameters. The Board was in agreement to allow management discretion of pricing and outlets to market for sales of ECR memberships using proposed dynamic pricing.

MOTION: Mark Christensen moved to approve ECR management to utilize dynamic pricing to assist in the sale of ECR memberships to new members. Cody Barnes seconded the motion and it was approved.

XI. PREVIOUS BUSINESS

There was no Previous Business to discuss.

XII. OTHER BUSINESS

A. Action Item List

The Board Member Action Item List was provided for informational purposes.

B. Confirm Future Meeting Dates:

February 22, 2024 – Salt Lake County Government Center-Budget/Capital Improvement/Fees Approval – Ashley Wilson to be excused from meeting.

March 21, 2024 – Salt Lake County Government Center-

May 23, 2024 – East Canyon Resort

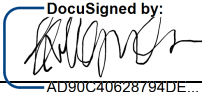
August 22, 2024 East Canyon Resort

September 26, 2024 East Canyon Resort Annual Meeting

October 10, 2024 East Canyon Resort

XIII. ADJOURNMENT

MOTION: Toni Noerring moved to adjourn the meeting at 10:17 PM MT. The motion was seconded by Ashley Wilson and approved unanimously.

By:  Date: 10/1/2024
Mark Christensen, Secretary

PROPOSALS

- **Rental Program and Rules Review**
- **New Wedding Packages**
- **Removing Condo Phones**
- **Membership Dynamic Pricing and Upgrades**

These proposals are being put forth to keep the members' maintenance fees low by generating more revenue. We believe changes can be made to the rental, membership, and wedding packages to invite more guests and potential new members to discover East Canyon Resort.

RENTAL PROGRAM AND RULES REVIEW

BOARD'S RULES AND REGULATIONS

11. Condo Rental

11.1. Condos

11.1.1. Availability - ECR may rent Condos to Members or the General Public (Renters) subject to availability and policies as may be determined by the Board.

11.2. Fee – A Condo Daily Rental fee will be charged. The Reservation must be paid in advance or guaranteed with a credit card. If the reservation is cancelled less than three days in advance, the renter will be charged for one night's rental.

Appendix B Fee: \$100 CF, \$250+tax/per night

11.3. Policies - All Renters are subject to ECR Administrative Policies and Procedures and to the Rules and Regulations.

Cannot access Wilderness Areas (Listed in rules under different section)

PROPOSED RULE CHANGES

No Show Fee – Currently there is an unwritten policy that all condo rentals must be checked into by 9PM the beginning night of the reservation or they will be considered a No Show, there is not currently a price for this. Our plan is the renter has until the last night of the reservation to check-in and we will charge them the entire stay whether they arrive or not.

Late Cancellation – Currently the late cancellation policy is not in the rule book, however, on the website we have a 72 hour cancellation policy, the fee is the cost of the first nights stay.

Dynamic pricing throughout year, have cleaning fee factored into nightly rental rate

APPROVED 2024 GENERAL PUBLIC CONDO RENTAL

Marked 1 condo unit (16B) as 'Resort Use Only' in room matrix for advance public rentals; no limit on how far in advance these rentals can be made. This condo unit would be booked last with reservations by owning members wanting to use regular condo time if it was not picked up by a rental. This unit's availability for rentals EXCLUDES October and March.

Proposed Advanced General Public Condo Rentals

In addition to the current rental program, add 4 additional units as for advanced public rentals, no limit on how far in advance these rentals can be made.

General public rentals can be made during the excluding blocked out time frames 60 days in advance if a condo unit is available and there is nobody on the waitlist. Block out busy time frames in the condos are: June 15th-November 1st, February 15th-April 1st, Holiday weekends: Thanksgiving, Christmas, New Year's, Martin Luther King Jr. Day, and President's Day.

PROPOSED 2024 WEDDING PACKAGES

CEREMONY ONLY

- \$700
- not available Friday through Sunday
- limit number of guests to 75
- 4-hour rental of one space (lawn, loft, deck)
- \$150 set-up fee
- \$100 per additional hour

RECEPTION ONLY

- Monday through Thursday \$2500
- Friday through Sunday \$3500
- 6-hour rental of lodge/deck
- \$350 set-up fee
- \$100 per additional hour
- Wedding planning account on AllSeated

MICRO WEDDING PACKAGE

- Up to 75 guests
- \$3,000
- Not available Friday through Sunday
- 10:00 am to 10:00 pm rental of entire Lodge & Lawn
- One night stay in condo
- Set-up and tear-down
- Wedding planning account on AllSeated

FULL WEDDING PACKAGE (CEREMONY & RECEPTION & ADDED PERKS FOR UP TO 200 GUESTS)

- Monday through Thursday \$3,500
- Friday through Sunday \$5,000
- 10:00 am to 10:00 pm rental of entire Lodge & Lawn
- Previous day set-up 4:00 pm to 9:00 pm
- 2-night stay in condo for wedding couple
- Event Center the day of wedding for groom (and caterer)
- Photo session in wilderness area (escorted & booked in advance)
- 2-night stay for one year anniversary

- Wedding planning account on AllSeated
- Set-up and tear-down
- Early condo check-in

NOTES:

- 10%-member discount
- 10% off if they use a wedding planner.