

# Granby Ranch Conservancy, Inc.

October 18, 2021

Dear Granby Ranch Homeowners:

This has been an exciting summer at Granby Ranch. In May, new ownership acquired this special place and immediately began investing time, money and resources into the development. We have created an exciting strategic initiative to help deliver the message regarding the future of the area, “Granby Ranch Rising”, which will encompass a host of near and long-term improvements. You can view an introductory video [HERE](#). As we compose this letter, Granby Ranch Rising is well underway and significant achievements already include:

- Kicking off the [Rocky Mountain Music Series](#), which included three free concerts at Granby Ranch this summer;
- Increasing snowmaking coverage by almost 100%, which will allow us to consistently open the resort with much more terrain than past seasons. In addition, we will utilize the West Mountain area to welcome youth and Olympic caliber athletes for early season alpine and freestyle training;
- Engaging the venerated SE Group to create a vision of the Granby Ranch Master Plan of which the entire community will be proud; and
- Vastly improving the condition and playability of the golf course.

It is an exciting time for Granby Ranch, and more announcements are forthcoming. In the meantime, we also invite you to take a look at a sixteen-page content piece which we recently distributed to over 15,000 past and new Granby Ranch customers. A link to this “mini-magazine” can be found [HERE](#).

We are confident that the budget we have presented puts the community on a positive path moving forward and positions Granby Ranch for sustained success. With advisement from the Homeowner Budget Committee, we made many changes to this year’s Granby Ranch Conservancy, Inc. (“GRC”) budget, a summary of which is below:

- Several expense items have been removed from the GRC budget. Expenses related to Cross Country Trail Grooming, River Enhancement, Trail Planning/Construction/Maintenance/Access Control will be paid for by the ownership entities. This will reduce GRC expenses by more than \$136,000.
- Short Term Rental/Pool Fees increased revenue in the Amenities Fund by approximately \$15,000.
- Due to the continued appreciation of Granby Ranch residential properties and the increase in activity related to Granby Ranch Rising, the Community Fee collected through August are in excess of \$500,000.
- The Resort Service Fee is anticipated to be almost twice budget.
- The Full Benefit Homeowner cost of \$1,960 for fiscal year 2022 provides a typical family of 4 a suite of benefits that is worth over \$4,900. This is an over 60% discount from retail value. The benefits package is detailed in the following table:

<b>Amenity Package Value</b>	<b>Retail</b>	<b>Number per Household</b>	<b>Total</b>
Adult Ski Pass	\$409.00	2	\$818.00
Child Ski Pass	\$269.00	2	\$538.00
Fast Rider Lane Privileges	\$239.00	4	\$956.00
Adult Nordic Trail Pass	\$129.00	2	\$258.00
Child Nordic Trail Pass	\$59.00	2	\$118.00
Adult All Mountain & Lift Access (Summer)	\$279.00	2	\$558.00
Child All Mountain & Lift Access (Summer)	\$164.00	2	\$328.00
Golf Rounds	\$90.00	12	\$1,080.00
Season Range Pass	\$300.00	Family Pass	\$300.00
Total Annual Retail Value per Representative Household =			\$4,954.00
Annual Benefit Budgeted Package Cost per Household =			\$1,960.00

Access to the many amenities at Granby Ranch, at a substantial discount, is a significant value enhancement to residential property values at Granby Ranch. When prospective buyers come to our community the availability of high-quality amenities is a major factor in their buying decisions, and in the value our properties command. The preservation and enhancement of these amenities plays a key role in the continued growth of property values at Granby Ranch.

The proposed budget for 2022 is attached, with a comparison to the 2021 budget. The budget document includes some additional annotations and notes to help explain some line items.

**2022 Homeowner Categories and Benefits:**

❖ **2022 GRC Homeowner Categories:**

- Limited Benefit Homeowner (“LBH”)
  - All owners of property in GRC not paying the Use and Consumption Fee, and their dependents of age 26-and-under, enjoy the privileges of LBHs.
- Full Benefit Homeowner (“FBH”) and Full Benefit Homeowner Associate (“FBHA”)
  - 2 adults, 2 dependents of age 26-or-under, plus any dependent children age 5-and-under may be designated as FBHs for each property paying the Use and Consumption Fee, as follows:

- One adult must be the primary designee and must be on the deed\* to the eligible property.
    - The primary designee may designate a second adult beneficiary (the secondary designee) who is a spouse, significant other, or other immediate relative within one generation up or down as an FBH.
    - All FBHAs age 5-and-under will also be designated as FBHs.
  - FBHA definition: Additional dependents, adult children, parents, or grandchildren of the primary designee or the secondary designee – as well as other owners appearing on the deed and their dependents, parents, and grandchildren – will be classified as Full Benefit Homeowner Associates (“FBHA”).
  - FBHAs may obtain FBH designation, on an annual basis, by paying \$200 for a qualified dependent age 6 through 26, and \$500 for a qualified adult (the “Additional FBH Fee”). No other parties other than FBHAs are eligible to become FBHs by paying the Additional FBH Fee.
- LBHs will be entitled to Category 1 benefits listed below. FBHAs will be entitled to Category 1 and Category 2 benefits listed below. FBHAs will also be entitled to Category 3 benefits by paying the Additional FBH Fee.

\*For those properties co-owned by multiple families or owned in corporate partnerships, please contact the GRC directly for eligibility information.

❖ **2022 GRC Homeowner Benefits:**

- Category 1 Benefits (FBH, FBHA, and LBH):
  - Access Trail Pass for mountain biking, Nordic skiing, and hiking, subject to rules and regulations, seasonal closures, and similar restrictions.
  - Access to fishing through the available fishing program and outfitter.
  - Recycling services, as offered by the operator.
- Category 2 Benefits (FBH and FBHA):
  - Full access to Ranch Hall, Ranch Hall Pool and designated parking during hours of operation, including Homeowner events, as may be offered.
- Category 3 Benefits (FBH only):
  - Ski Benefits
    - Season ski pass and summer all mountain trail and lift pass.
    - Fast Rider Program pass.
    - Nordic Trail pass.
  - Ski Discounts (available only to FBHs)
    - 10% discount off one (1) day winter lift tickets. Maximum of ten (10) per season per household. Primary designee must redeem at ticket window.
    - 10% discount at all ski rental and demo ski outlets.
    - 10% discount on all ski & ride school lessons (group or private).
    - 10% discount at all retail establishments.
  - Golf Benefits

- Twelve complimentary 18-hole rounds of golf with cart.
  - Complimentary access to the golf range when open.
- Food and Beverage Discounts
  - 10% discount on all food and beverage at the Granby Ranch restaurants (not to include already-discounted Happy Hour pricing).
- Homeowners Lounge at 8350 Privileges
  - Includes access to 8350 Lounge 8AM to 3PM during winter season operations. Date and event related restrictions may apply.
- Short Term Renter (STR) Privileges
  - Access privileges for short term rental tenants (STRs) of FBH to the Ranch Hall Pool, subject to fees, rules, and restrictions.

**Important Notes on the Amenities and the Budget Vote:**

❖ **Amenities: À la carte or Amenity Package?**

In the past, some homeowners have expressed a preference that we eliminate the Amenity Package and have each homeowner buy all of their benefits à la carte. If the homeowners collectively desire the à la carte option, the amenity providers are amenable to providing the benefits à la carte to homeowners at a 10% discount. However, the Homeowner Budget Committee reviewed the 2022 proposed budget, and concluded that at this time, the full amenity package made more economic sense for the homeowner group than the à la carte method with a 10% discount. The reality is, we can only get the pricing that is offered in this Amenity Package by committing to subscribe collectively.

❖ **Budget Vote:**

It is important to note what happens if the community rejects the 2022 proposed budget. Under the GRC Bylaws, if a majority of all owners reject the 2022 proposed budget, the 2022 budget would then revert to the prior year's approved budget (i.e., the 2021 budget). If the 2022 budget is rejected, the 2021 budget provides what fees would be collected and how GRC would spend the bulk of those fees in 2022, however, the amenity providers do not have the ability and are not obligated to provide the 2021 benefits at the 2021 prices in fiscal year 2022. Therefore, if a majority of all owners reject the 2022 proposed budget, then the amenity providers would provide the benefits à la carte to homeowners at a 10% discount and not through the 2021 Amenity Package or the proposed 2022 Amenity Package.

Sincerely,

Granby Ranch Conservancy, Inc.