OLT

BOARD OF DIRECTORS MEETING

PUBLIC PACKET

(FINAL PACKET PDF-10/09/2026)

SATURDAY OCTOBER 17, 2026

9:00 AM

AGENDA_Draft

Orient Land Trust (OLT) Quarterly Board of Directors Meeting

Seitz House (Private Residence on Hot Springs Grounds)

Saturday, October 17, 2026, 9:00 AM

For the education, enjoyment, and well-being of current and future generations, Orient Land Trust:
promotes a positive clothing-optional experience at all properties including Valley View Hot Springs, Orient Mine and Everson Ranch;
preserves the viewshed, including land acquisition;
protects natural, wild, agricultural, and historic resources, in the northern San Luis Valley.

Record Attendance – Scott M.

Open Board Meeting Call to Order - 9:00 AM – Jon

Board Member Introductions for any new in-person or online attendees

Reading of Mission Statement - Board Member, staff or attendee volunteer

Approve Board Meeting Minutes from Previous Meetings - 9:02 AM (Pages 4-8)

Appoint New Board Member (Recommendation from Governance Committee) - Jon **9:05 AM (5 minutes)** (Pages 41)

General Guest Questions/Comments - 9:10 AM – Jon

Reports & Updates - 9:15 AM (35 minutes)

I. Management Reports (FIO/DISC)
- A. Executive Director - Crystal (Pages 9-13)
- B. Facilities Manager - Mica (Page(s) 14-16)
- C. Ranch Manager - Russ (Page(s) 16)
- D. Housekeeping Manager - Robin (Page 17)
- E. Visitor Services Manager - Jeremy (Page 18-35)
- F. Volunteer Coordinator Report - Crystal (Page 36-38)
- G. Information Technology - Crystal & Doug Bates (Page 38)
- H. Other Reports (Page 38)

II. Board Officer and Committee Reports (FIO/DISC)
- A. Board Chair - Jon (Page 39)
- B. Treasurer - Roger (Page 40)
- C. Governance Committee - Aleia (BoD co-chair) & David R.(non-board member co-chair) (Page 41)
- D. Internal Affairs - Terry S. (Page 42)
- E. Conservation Committee - Bill M. (Page 42)

Financial Reports - 9:50 AM (20 minutes)

I. Income Statements, Balance Sheet, Cash Flow Statements (FIO/DISC)
- A. Statement of Financial Position (Pages 43-47)
- B. Statement of Activities Compared to Budget-Detail (Pages 48-52)
- C. Statement of Activities Compared to Previous Year-Detail (Pages 53-57)
- D. Statement of Activities by Property_Hot Springs (Pages 58-62)
- E. Statement of Activities by Property_Everson Ranch (Pages 63-65)
- F. Statement of Activities by Property_Shared (Pages66-67)
- G. Statement of Cash Flows (Page 68)

II. Winter Savings Report (Page 69)

Break - 10:10 AM (10 minutes)

Business - 10:20 AM (75 minutes)

I. 2027 Draft Budget Review (DISC) (Page 70-79)
II. Group Health Insurance Benefit to Employees (DISC/DEC) (Page 80-82)
III. Financial Audit Proposal for 2027-2029 (DISC/DEC) (Page 83)
IV. 2027 Member Appreciation Weekend in combination with July 17 Board Meeting (DISC/DEC) (Page 84)
V. Hot Springs New Electric Line (Umbilical) Project (DISC/DEC) (Page 85-88)
VI. Mountain Springs Electric System Upgrade Project (DISC) (Page 89)
VII. Resolutions to Change Signatories on OLT Accounts (DISC/DEC) (Page 90-91)

Updates (Approved, In Progress, and/or No Additional Board Decision Needed Items) 11:35 AM (5 minutes)

I. Update on Backup Hydro Plant (Previously Approved) (Starts on Page 92)
II. Update on Dark Sky application Project previously approved (Starts on Page 92)

Review Pending Items (Items for Awareness with No Request and/or Decision Needed from Board at this Time) - 11:40 AM (5 minutes)

No items for this section.

Policy Review - 11:45 AM (5 minutes)

I. Strategic Plan Review (Page 92-107)
(Note: This is a standing item on the agenda to acknowledge, review, highlight and revise the Strategic Plan as necessary to keep this important planning document useful, relevant and top-of-mind in the work of the OLT board.)

Announcements - 11:50 AM (5 minutes)

2026-2027 Board Meeting Schedule (9:00 AM start time on Saturday's)

I. January 23, 2027 (Board approved 4th Saturday of the month instead of the 3rd.)
II. April 17, 2027 (March 28 Easter, No conflict w/ Meeting)
III. July 17, 2027
IV. October 16, 2027
V. January 22, 2028 (Board approved 4th Saturday of the month instead of the 3rd.)
VI. April 15, 2028 (April 16 Easter, Potential Conflict, Move Meeting to April 22?)

How did we do today? (2 minutes)

Distribute public member surveys relating to our governance – Scott M.

Recess Regular Meeting - 12 Noon

Lunch Served…All are welcome - 12:00 NOON -12:45 PM

Executive Session (BoD's & Executive Director only) - 1:00 PM - 3:00 PM*

*(*End time approximate. Extension of Executive Session into Sunday is always possible depending on board business needs.)*

Reconvene and Adjourn Open Board Meeting when Executive Session ends

Board Meeting Minutes-Final
Orient Land Trust (OLT) Annual Board of Directors Meeting
Bishop Pavilion at the Hot Springs
Saturday, July 18, 2026, 2:45 PM

For the education, enjoyment, and well-being of current and future generations, Orient Land Trust: promotes a positive clothing-optional experience at all properties including Valley View Hot Springs, Orient Mine and Everson Ranch; preserves the viewshed, including land acquisition; protects natural, wild, agricultural, and historic resources, in the northern San Luis Valley.

Record Attendance
Board members present: Jon F., Roger C., Terry S., Scott H., Susan H., Bill M., Aleia S., Tricia H.
Board absent: Patrick C.
Staff present: ED Crystal England., Facilities Manager Mica B., Visitor Services Manager Jeremy R.,Scott M.,
Guests: Tens of guests and volunteers were in attendance.

Meeting Call to Order 2:45 PM –Jon F.
Board Chairperson Jon F. called the meeting to order at 2:45 PM. Board members Scott H. read the Orient Land Trust Mission Statement.

Approve Board Meeting Minutes from Previous Meeting
Motion
Board member Roger C. made a motion to approve the minutes of the last board meeting in April which was seconded by board member Terry S. Without further discussion, a vote was taken and the motion was passed unanimously.

Directors and Officers
Election of Officers
MOTION
Board member Aleia S. made a motion to approve board member Roger C. as Treasurer, replacing Patrick C. who is retiring from the board. Board member Tricia H. seconded the motion.The motion passed unanimously.

Board member Roger C. made a motion seconded by board member Bill M. to confirm other board officers continuing in their roles: Board Chairperson/President Jon F., Vice Chair Terry S. and Secretary Scott H. The motion passed unanimously.

Committee and Task Force Chairperson-Confirming New and Previous Appts
MOTIONS
Board member Roger C. made a motion to confirm non-board member David R. as co-chair of the Governance Committee. The motion was seconded by board member Tricia H. and passed unanimously.

Board member Roger C. made a motion seconded by board member Aleia S. to confirm the following board members continuing to lead board committees: board member Terry S. as chairperson of the Internal Affairs Committee, Bill M. as chairperson of the Conservation Committee and Board chair Jon F. as Firewise Task Force lead. The motion was seconded by board member Terry S. and passed unanimously.

Affirmation of OLT Values and Code of Ethics by Directors
MOTION

Board member Aleia S. made a motion, seconded by board member Tricia H., to affirm the OLT Values and Code of Ethics. The motion passed with all present board members in favor.

Affirmation of Deed Restriction Providing for Naturist Use Resolutions
Board chair Jon F. reviewed the deed restriction and naturist use of OLT properties resolutions included in the board meeting packet.

MOTION
Board member Terry S. made a motion, seconded by board member Tricia H., to affirm the naturist use of OLT lands deed restriction resolutions. The motion passed with all board members present in favor.

Naturist Freedom Affirmation

Board chair Jon F. read the affirmation as follows: A board member may move that the Board approve the following Affirmation: In addition to annually affirming the Naturist Deed Restriction which states, “this Restriction shall not be interpreted as requiring nudity of individuals on the Hot Springs Parcel,” in order to protect Orient Land Trust’s (OLT’s) nonprofit 501(c)(3) status and in response to a petition presented to the Board in April 2010, which questioned the Board’s support of naturism, this Board affirms and will continue to annually affirm:
• naturism and nude recreation as envisioned by OLT’s Founders and practiced over a long history,
• promotion of naturism through education by newsletter articles, outreach to members and information pamphlets as well as on-site educational programs,
• paramount is the freedom of choice and making sure that all guests are welcomed and made to feel comfortable in whatever state of dress or undress they choose to practice, and
• in order to maintain this freedom, we will never place a requirement of clothing or nudity on anyone at any time or place at Valley View Hot Springs.

MOTION
Board member Susan H. made a motion, seconded by board member Aleia S.,to pass the naturist freedom affirmation. The motion passed unanimously

Business

Approve Resolution to Increase Executive Director Discretionary Spending Limit
MOTION
Board member Roger C. made a motion seconded by board member Aleia S., to approve the Resolution increasing the Executive Director’s Discretionary Spending Limit from $5,000 to $7,500 as presented in the board packet. The motion passed unanimously. A motion approving this was already approved by the board at a previous board meeting but it is the board’s practice to put these policies in the form of resolutions for reference.

Board Designated Fund Allocation from Net Operating Income from 2025
MOTION
Board member Terry S. made a motion, seconded by board member Aleia S., to approve Board Designated Fund Allocations from 2025 change in net assets, as proposed in the board packet.The motion passed unanimously.

	2025 Change in Net Assets	$215,665.00		

	Current or Estimated Balance	Allocation %	Allocation $	Ending Balance
Steward Defense Fund	$60,000.00	0%	$0.00	$60,000.00
Land Conservation Fund	$55,262.80	0%	$0.00	$55,262.80
Operating Reserve Fund	$200,000.00	0%	$0.00	$200,000.00
Board Endowment Fund	$100,000.00	0%	$0.00	$100,000.00
Capital Savings Fund	$0.00	97%	$209,195.05	$209,195.05
Education Fund	$880.93	3%	$6,469.95	$7,350.88
Land Acquisition Fund	$55,267.80	0%	$0.00	$55,267.80
	$471,411.53		$215,665.00	$687,076.53

High Voltage Electric Line "Umbilical" Project Phase 1-Purchase of the wire

(Note: This item was added to the agenda because this is a high priority infrastructure project that we needed to get started to lock in the estimate and accommodate lead times for the supplies and work that is necessary.)

ED Crystal E. introduced the proposal for the first phase of this project, purchasing the wire for the new high voltage three-phase electric line from the Hydroelectric Plant to the Hot Springs that supplies all the electricity to the hot springs property. Future phases of the project includes burying the new electric wire in separate conduit and a new transformer that is necessary at the hydroelectric plant.
The current line is direct buried cable without conduit that is past its life expectancy, but will be kept in place as a back up. The life expectancy of the new cable is 25-30 years.ED Crystal shared that we got three bids from different contractors for the project carefully evaluating each. This phase of the project would be funded from reserves we already have and that she is still evaluating the best options to finance the costs remaining to complete the project. The proposal for the remaining phases of the project will be presented at the October board meeting.

Board member Scott H. spoke to the urgency of this project and the fact that the board did its due diligence consulting with an outside engineer to review the scope of work and estimates from the contractors so the board would be comfortable having the necessary information to make this decision. Part of the urgency to start the project is that the cost of the wire has been increasing and it was important to save on this by locking in the price and purchasing the wire as soon as possible. In answer to questions, board member Scott H answered that there is a three year warranty for the work and the new electric line should last "more than most of our lifetimes."

MOTION

Board member Roger C, made a motion to approve $135,000 to purchase the wire and engage contractor KVAR in the new High Voltage Electric Line "Umbilical" Project that is estimated at $412,000. The motion was seconded by board member Scott H. Board member Terry S. abstained from voting because OLT supplies the electricity to her residence which is next to the hot springs property. In further discussion, board chair Jon F. thanked Scott H for helping the board with its due diligence. Board member Roger C. agreed that the board has done its due diligence in making this decision. The motion passed with all other board members in favor.

Meet and Greet (Q&A) – Board Members, Staff & Guests

Board Member Introductions
Board members introduced themselves.

Guest Feedback and Questions
Guest Daniel F. suggested it was important that Member Appreciation Weekend take place on the weekend closest to the full moon like it traditionally had been. This year that didn't happen because MAW was combined with the annual board meeting that takes place on the third Saturday in July. There were other comments supporting this with suggestions to move MAW or the board meeting to make this happen. Board chair Jon F. mentioned that in 2027 the board meeting weekend is the closest to the full moon so having MAW during this time would be during the closest full moon.

In answer to a question from a guest about net operating revenue surplus being down in 2024, ED Crystal E. said that additional land was purchased that year with the costs covered from surplus operating revenue so we could save reserve funds.

Board member Tricia H. was the first to answer guest questions about what is happening at the ranch property. Saying that great things are happening and that her biggest motivation for joining the OLT board was because of the ranch, board member Tricia C mentioned that putting staff member Russ C. in place as ranch manager has facilitated positive developments at the ranch including new trees being planted, smart use of animals on the land, mitigation of old trees, and providing space for weddings and other event rentals at the ranch. She mentioned the ranch working group (a group of volunteers of which she is a part) donating shade trees for the recent tree planting project and facilitating a project to plant/save Hopi blue corn seeds, returning seeds to the Hopis for ceremonial purposes. Guest Erick E. commented about using mulch to keep weeds down and rebuilding soil to help with water retention.

Ranch manager, Russ C. made the comment that we have everything we need at the ranch except the people power encouraging those interested to volunteer to pull weeds and help with other ranch work.

A guest at the meeting, former board chair Dan J. commented that there was no model for the naturist deed restriction at the hot springs, but the OLT board at the time responded and came up with a process to make it happen that holds up legally. Board member Terry S. added that the mechanism to guarantee the naturist aspects of the hot springs was an important requirement to settle before her and Niel donated the land to the land trust. Board member Scott H. said the conservation easement with The Nature Conservancy protects OLT lands from development, preserving it the way it is.

In answer to the board's philosophy about acquiring more land, board member Roger C. said that OLT is interested in protecting more land along the GG corridor and land acquisition is still a big part of our goals.

Guest and ranch working group volunteer, Bonita shared her appreciation for Orient Land Trust as a whole ecosystem, not just the hot springs. Her involvement helping with projects at the ranch has taught her to appreciate this holistic vision.

Guest Erick E. made two additional comments reminding us all to be bear aware and keep vigilant about bear safety and advocating for higher employee wages.

After announcements about the next board meetings October 17 and January 23, 2027 and the arrival of the cakes celebrating the 25th anniversary of OLT there was a round of applause to end the meeting.

Adjourn Regular Meeting

Board chair Jon F. adjourned the meeting at 3:45 pm.

Submitted by:

_____/_____

Scott Hamilton, Secretary Date

Approved by:

_____/_____

Jon Florey, Board Chair Date

Reports & Updates

I. Management Reports

A.Executive Director Report for October Board Meeting

The third quarter of 2026 was one of our busiest of the year and, in many ways, captured exactly what this 25th anniversary year has been about.

We faced staffing challenges, welcomed wonderful new people to our team, moved forward with some of the most significant infrastructure projects we have undertaken in years, continued educational and volunteer programming, and hosted an amazing Members Appreciation Weekend.

Through it all, I am reminded that OLT's greatest strength is its community—the staff, volunteers, members, Board members, and guests who care deeply about this place.

Throughout 2026, we have been celebrating 25 years of Orient Land Trust. That anniversary gives us an opportunity to celebrate, but it also gives us an opportunity to reflect.

Twenty-five years ago, people came together around the belief that this landscape was worth protecting. What they created has grown into something remarkable: a land trust, a hot springs community, a working ranch, wildlife habitat, renewable energy infrastructure, educational programming, and a community of people who feel deeply connected to this land.

Our founders left us not only this special place, but also a set of values that continue to guide us today. Our community has grown and blossomed because people before us were willing to think beyond their own time here. Our job is not simply to maintain what we inherited. It is to protect what makes OLT special while preparing it for the next generation.

Our Team

Front desk staffing remained one of our greatest operational challenges this quarter. Staff shortages required considerable flexibility from the entire team. Employees picked up additional shifts, schedules were rearranged repeatedly, and I personally spent more time covering the front desk than I would have liked.

I am incredibly grateful to everyone who stepped in and helped us make it through the busiest part of the year. A special thank you to Nikki, Amy, Andrew, Leigh Ann, and Jeremy for their dedication and flexibility as we navigated a very busy season.

Fortunately, we are ending the quarter in a much stronger position.

We have welcomed some wonderful new faces to the team, and their training and integration into Valley View have gone very well. Please join me in welcoming Deborah and Ian, who are both wonderful additions to our team.

Our facilities team continues to be strong, and we keep finding ways to make small improvements that have a big impact. Be sure to check out the new table at the pavilion! A special thanks to Jed and Russ for making this improvement happen.

Mica's report outlines the many projects keeping the facilities team busy, but I also want to express my gratitude for their continued support with everyday issues. No matter who is working, I know we are well covered and prepared to handle whatever the day throws at us. Thank you to Mica, Jed, and Henry.

Our housekeeping team continues to thrive with Robin, Kate, and Rita. Their laughter while they work brings joy to the rest of the team, and we are forever grateful to Rita for the amazing food she regularly provides for everyone to share.

Investing in Our Hydroelectric Future

This quarter brought significant progress toward protecting one of Valley View's most important resources: our hydroelectric system.

The hydroelectric plant has been part of the Valley View story for decades, providing renewable energy while reflecting OLT's commitment to sustainability and responsible stewardship.

Over the years, as we have evaluated the system, it has become increasingly clear that protecting that legacy requires a substantial investment. The new hydroelectric plant project began in 2023, and I am pleased to share that construction is now complete. We are ready to move into the next phase: connecting the new plant to our existing electrical infrastructure.

At the same time, we are addressing what we have come to call the "umbilical cord", the approximately two-mile underground electrical line connecting the hydroelectric plant to Valley View.

Portions of this electrical infrastructure are now approximately 35 to 45 years old, well beyond their typical expected lifespan. During our evaluation and bidding process, we also discovered that the hydro plant transformer needs repair, adding urgency to the work. After receiving proposals and consulting with electrical professionals, we selected KVAR to complete the electrical work. The project will include replacing the aging line, as well as work associated with the hydro transformer.

These projects are expensive, but they are investments in the long-term resilience and sustainability of Valley View Hot Springs. They protect an energy system previous generations built for us while giving us an opportunity to ensure that future generations inherit something even stronger.

Protecting the Valley View Experience

This summer, we also spent time looking carefully at the experience we want guests to have at Valley View and the expectations that come with sharing this unusual and special place.

As technology has become increasingly present in everyday life, we have seen more situations involving phones and electronic devices in the village. In response, we have reinforced a very simple expectation: Phones should not be out in the village.

For many guests, the opportunity to disconnect is part of what makes Valley View special. More importantly, in a clothing-optional environment, putting phones away helps protect everyone's privacy and comfort. We encourage our members and guests to cultivate connection through disconnecting.

We also want new guests to understand that visiting Valley View comes with a responsibility to respect the land, the water, the people around them, and the culture and community that generations of members have worked to create.

Volunteers Continue to Make More Possible

Our volunteers deserve tremendous recognition this quarter.

As we have increased the number and variety of events and educational opportunities at OLT, volunteers have allowed us to accomplish far more than our staff could manage alone. Camp hosts supported our day-to-day operations throughout the busiest months of the year. Volunteers led bat hikes and astronomy programs and supported conservation projects, ranch activities, cleanups, tours, and special events.

The Conservation Committee helped organize successful volunteer workdays, including the Meander Clean Up and the Adopt-a-Highway County Road GG Clean Up.

At Everson Ranch, members of the Ranch Working Group and our ranch volunteers continued helping with everything from event planning and tours to pulling weeds and tackling property projects.

Every one of these activities represents more than donated labor. Volunteerism creates another way for people to form a meaningful relationship with OLT, and I am tremendously grateful to everyone who gave us their time this summer.

Astronomy Continues to Shine

Our astronomy program remains one of our most popular educational offerings.

During the quarter, we offered astronomy programming on 114 nights, giving 609 guests the opportunity to experience and learn about our extraordinary night skies.

A special thanks goes to Mark C., whose dedication to both leading programs and training additional volunteers has helped us expand what we can offer.

Our dark skies are one of OLT’s remarkable natural resources, and astronomy lets us connect recreation, education, and conservation in a way guests immediately understand. The program's continued popularity reinforces the value of expanding educational programming throughout OLT.

Our Best Members Weekend Yet

It is impossible to describe this quarter without talking about Members Weekend.

Our 25th Anniversary Members Weekend was, in my opinion, the best one we have hosted in my decade of service. Throughout the weekend, members enjoyed live music, astronomy, bat hikes, educational programs, tours, art activities, meals, time together, and the opportunity to celebrate this organization and the community that supports it. Fourteen volunteers helped make the weekend possible, alongside staff members who put an enormous amount of work into preparing for and hosting the celebration.

A huge thank you goes to everyone on the team who made the weekend possible. I would especially like to recognize Robin S., whose attention to detail helped ensure the entire weekend ran smoothly, as well as the

welcoming committee, whose members greeted our members as they arrived and helped set the tone for the weekend. The energy throughout the weekend felt particularly appropriate for our 25th anniversary. It was a celebration of Valley View, but it was also a celebration of the people who have protected this place and built OLT over the past quarter century.

Several guests shared that one of their favorite moments was hearing from Terry S. on Friday night. A special thanks to Terry for sharing her words, memories, and perspective and inspiring all of us.

I am incredibly proud of what our team created.

Everson Ranch

The Ranch continues to thrive and come alive.

This quarter, we watched the garden grow, supported the Hopi corn, made friends with yaks, and enjoyed watching our chicks grow into laying chickens. As our flock grows, we will be able to increase the availability of fresh eggs for guests at Valley View Hot Springs. Russ C. continues to impress us all with his improvements, work ethic, and willingness to jump into whatever project comes up.

While we did not have many campers at Everson Ranch this year, we did host a beautiful wedding. The ceremony took place beside the reservoir, followed by a reception and a night of dancing under the big tent. It was wonderful to see the Ranch used in this way, and we look forward to hosting more events like it in the future.

Mountain Springs

Life at Mountain Springs remains a blessing. Managing an off-grid system does come with challenges, and the hydroelectric system was briefly down this fall because of a broken connection. Fortunately, an expert's quick visit got the system back up and running, and we haven't had another issue. We are also looking at new solar panels and a new generator to provide greater resiliency and emergency power when needed.

We had another visitor in September, a neighborhood bear. We are taking steps to add electric fencing to better protect the property, and hopefully the rest of my chickens!

Looking Ahead

As we move into the final quarter of our 25th anniversary year, I feel both grateful and optimistic.

This quarter certainly had its challenges. Staffing shortages stretched us, and the scale of the infrastructure work ahead is significant. But those challenges have existed alongside tremendous progress.

We have new people bringing energy to our staff. Our volunteers continue to show up in remarkable ways. Our educational programs are growing. Members Weekend reminded us just how strong this community is. Our Ranch continues to come alive. And we are making important investments that will protect Valley View and OLT far beyond this anniversary year.

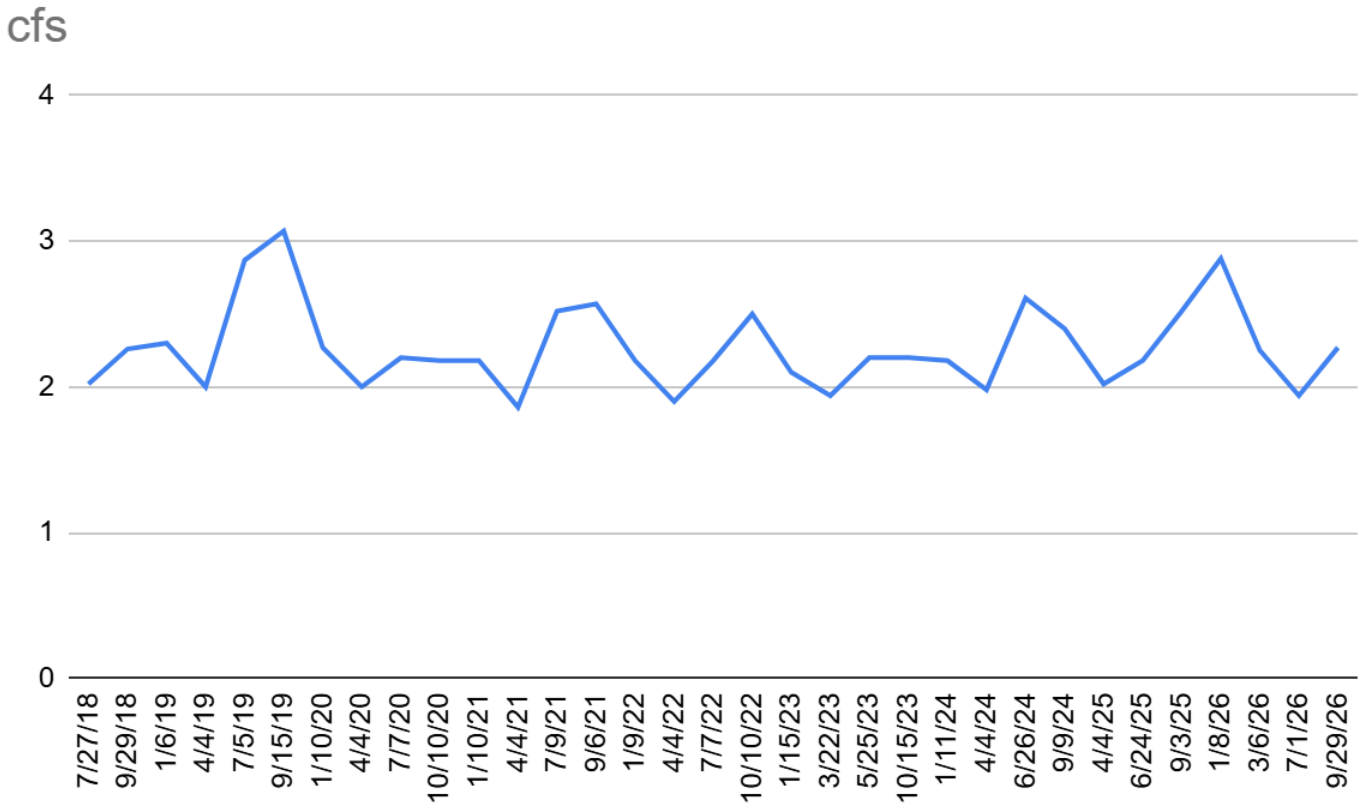
As we celebrate 25 years, I continue to think about the people who had the foresight to protect this place and create Orient Land Trust. The best way we can honor their work is to carry it forward.

I am deeply grateful to our staff, volunteers, committees, members, donors, and Board of Directors for everything you continue to do for Orient Land Trust.

B.Facilities Manager - Mica

On September 29, 2026 we were producing 55 kW. Water volumes at the flumes: Upper flume 0.82 ft = 2.27 cfs. Lower flume above the reservoir read 0.31 ft = 0.51 cfs. At the beginning of September we were making about 48kW, but the recent rains have allowed us to increase electrical production by about 7kW. We are still below our normal fall numbers, which is normally our highest flow, so hopefully the rain and snow will continue into the winter.

Water discharge records at the upper flume since July, 2018.



I have filled in the missing blanks on the chart I made for the July board meeting; using approximate numbers for April of 2019, 2020, and 2022, as well as July of 2020 and September of 2024.

Winter		Spring		Summer			Fall
				7/27/18	2.02	9/29/18	2.26
1/6/19	2.3	4/4/19	1.9	7/5/19	2.87	9/15/19	3.07
1/10/20	2.27	4/4/20	2.0	7/7/20	2.2	10/10/20	2.18
1/10/21	2.18	4/4/21	1.86	7/9/21	2.52	9/6/21	2.57
1/9/22	2.18	4/4/22	1.9	7/7/22	2.18	10/10/22	2.5
1/15/23	2.1	3/22/23	1.94	5/25/23	2.2	10/15/23	2.2
1/11/24	2.18	4/4/24	1.98	6/26/24	2.61	9/9/24	2.4
1/8/25	2.27	4/4/25	2.02	6/24/25	2.18	9/3/25	2.52
1/8/26	2.88	3/6/26	2.25	7/1/26	1.94	9/29/26	2.27

The meander cleanup event with the volunteers went very well. We had about 20 volunteers work for about 3-4 hours. We were able to clean about 25% of the meanders, the very top section from the powerhouse down to the ox bow that crosses the fence into the pasture. Since the event Russ and Michael have continued to work on the lowest section of the meanders, flowing into the reservoir.

Date	Power	Upper Flume	Lower Flume
5/28/26	50.5kW	2.06 cfs	0.32 cfs
7/1/26	53.0kW	1.94 cfs	0.56 cfs
9/29/26	55.3kW	2.27 cfs	0.49 cfs

As you can see from this chart only about 30% of the water entering the meanders is reaching the reservoir; More work on the meanders is needed to improve irrigation from the reservoir. My hope is that we can get to at least 50%.

July

- David Nagel repaired some of the steps and rocks at the Apple Tree pools.
- Russ and I repaired the methane digester at the ranch. It had settled and the sewer pipes from the round house bath were badly broken.
- Members Appreciation Weekend prep; enlarged stage, smoke hut improvements due to stage 2 fire ban, helped housekeepers with picnic table sanding and restaining.
- Lightning at the pavilion(?) took out several network devices that needed to be replaced.
- Lightning at the ranch took out the pump on the new well at the ranch. Ray Newmyer came out and replaced the failing pressure sensor.
- Henry and Jed replaced the pressure tank bladders on all the drinking water systems.
- San Luis Valley Water Leadership Program started.

August

- Jed and Henry replaced the pumps in the Main Bath, Pool Bath and the Welcome Center. Sunset and Caretaker's Cabin will probably need to be replaced soon.
- Western State University students did some work on the trail up to the main soaking pond. They removed large rocks and smoothed the trail.
- Work at the new hydro is nearing completion, see Doug Bishop's report below.
- Cows repeatedly broke through the fence at the hydro to get to water, the stock tank on the BLM land was completely dry. They could smell the water in the meanders and broke through the fence several times, only once were they able to get into the meanders and were all the way down at the reservoir. Fortunately they didn't do any damage to the construction that was happening at the new hydro building.
- The San Luis Valley Water Leadership Program became the San Luis Valley Water Alliance. Through this alliance we will be able to communicate with, learn from, and assist other water operators/public drinking water providers in the valley.

September

- Meanders Cleanup
- Henry and Jed replaced the water filters and dechlorination filters on all the drinking water systems.
- Jed and Russ made a new prep table for the pavilion kitchen.
- Leak in the small shower at main bath discovered, will need to be repaired/replaced in December.
- Sewer backup at Sunset; a small section (less than 10 feet) of the sewer line from Sunset has settled and caused a belly in the line. Ely Weaver came out with his endoscope and verified the problem and location (just above the cut), we will need to dig up and fix the slope of the sewer line.
- GG road cleanup

- A very large branch broke off the big apricot tree during "hurricane Polo.” I am very sad for that old tree.

C. Ranch Manager-Russ

With another growing season come and gone I take stock in what we've learned and remembered this season.
Life is simpler when you plow around the stumps.
The second mouse gets the cheese.
When you find yourself in a deep hole, the first thing to do is drop the shovel.
Good fences make good neighbors
A fence should be horse high, pig tight, and bull strong.
You can put your boots in the oven but that doesn't make them biscuits.
Farming looks mighty easy when your plows a pencil and you're 300 miles away from the corn field.
The best fertilizer is the farmers shadow.

Lots of people came to the ranch this summer with all kinds of ideas and suggestions about what should be done at the ranch. To be honest most of them were all hat and no cattle. I've heard advice from people who couldn't pour water out of a boot with the directions written on the heal and then there's been some who were more helpful than santa claus and the toothfairy combined. Some came to work that were as helpful as a screen door on a submarine and others that we hoped would stay forever. We definitely could have paved the ranch driveway with good intentions.

With such a drought year it was a small hay crop but we fared better than many in the valley that I know. We still grew enough to show a profit in hay sales if we sell all our hay. With the help of two dedicated near full-time volunteers and several others we grew a good deal of zucchini, summer squash, pumpkins, winter squash, green beans, tomatoes, cucumbers, carrots, chard, potatoes, lettuce, snap peas, and even some red and blue corn. The Hopi corn was a great experiment and we hope to be able to return more than we used after it all dries out.

We pulled off the greatest Everson Ranch wedding ever and hope to be able to offer the ranch as potential venue for more weddings on down the road. A new entrance to the tent camping grass area has been installed, coming from a larger parking lot area. Crystal was gracious enough to find funds for a 10 foot roll up shop door that now allows us to be fully enclosed in the shop. It is a great space to be able to still work no matter how windy or cold it is outside.
If you haven't noticed there are a few of the old barns that have more issues than a magazine stand. So lately we have been working on renewing their structural integrity and have given several of them much needed face lifts. They're looking so good I'm tempted to go ahead and switch over to plastic surgery.
The meander work is ongoing and we continue to try to increase our water flow into the reservoir. If we could cut our water loss between the hydro building and the reservoir we could double the amount of water that now reaches the reservoir. Which would then double the amount of hay ground that we would be able to irrigate.
I've brought in 11 yaks and 2 highland cows to help manage some land around the ranch through grazing and fertilizing. We also plan on using them in the garden as well this winter. We did have a surprise yak baby born at the ranch this summer. He was born during one of our few light rain showers this summer, so we call him raindrop. The two highlander cows are so friendly you need to be careful they may lick you to death. Our new young chickens are beginning to lay eggs except for the 27 roosters that Mica and volunteer Michael helped me butcher in September. It's been a busy summer and fall at the ranch with too many minor fixes and repairs to mention. As always you are all always welcome to come on down and lend a hand and remember, never trust a skinny cook or a clean farmer!

Reliably yours, Russ

D. Housekeeping Manager - Robin S.

To the Board of Directors,

We had another wonderful season!

Just to recap:

- We added running water and extra refrigerators to the Pavilion food storage cabin.
- We sanded, stained and sealed five of the picnic tables at the pavilion.
- David Nagel added a pool storage bin at the pool deck for all the pool noodles and floats.
- We had the most successful Members Appreciation Weekend to date!!!

Our wonderful staff and amazing guests all make this place so very special!

In finishing out the year. We are looking into replacing mattresses. We are thinking of a dense foam mattress with an encasement around it to prevent bed bugs from entering.

In December we hope to accomplish some touch up painting in areas that are needed. We will be deep cleaning all private accommodation as well as the communal spaces.

I am so grateful for the team I have,

Thank you, Kate, Rita, Andrew, and Nikki.

Thank you for letting us be a part of this magical place, that is the Orient Land Trust and Valley View Hot Springs!

Robin S – Housekeeping Manager

E. Visitor Services Manager - Jeremy

Visitor Services Manager Update

Orient Land Trust | Q3 2026 Board Report

Lovely to see snow on the peaks and the leaves a changin'! I am personally a very warm weather individual, but I do appreciate changing seasons and am hopeful for plenty of moisture this fall and winter.

We managed through the summer quite well, and I am grateful to all the VSRs for making it happen. We welcomed Ian Holland to the team, and Deborah Mulligan is back as well. I am happy to have them both, along with Andrew Reyes now mostly working on the Front Desk, with Nikki Didier, Amy Myszko and Leigh Ann Phillips rounding out the wonderful guest services team.

We had a little update in the Welcome Center with a new apparel display so that guests can shop all of our stock on hand without taking VSRs away from guests who are checking in, on the phone, or communicating via email. The display has been working as planned, and I look forward to seeing what sell-through looks like as we go forward.

While our visitation numbers are down compared to last year, I believe there are a couple of contributing factors worth noting. Higher fuel costs may be affecting people's travel decisions, particularly those coming from farther away. More importantly, we have been more intentional about managing our capacity and avoiding overbooking, both for overnight accommodations and our daily Day Pass limit. In previous years, we sometimes exceeded those limits, which naturally resulted in higher guest counts. This year, we have made a greater effort to stay within our established capacity, creating a more comfortable experience for guests and a more manageable workload for staff. While this may mean fewer visitors on paper, I believe it reflects a healthier and more sustainable approach to our operations.

You will see below an entirely different report than usual, and I am happy for the assistance of ChatGPT to help analyze the data and compile it in a fraction of the time. Not only was this very time-saving, but I feel it is easier to understand and digest.

I am looking forward to a few short vacations this fall and some small projects in December for VSRs who want some hours.

Jeremy Rowan

Visitor Services Manager

Q3 2026 Indoor Accommodations Occupancy Report

Orient Land Trust | Valley View Hot Springs

July 1 - September 30, 2026

Occupancy analysis only. Projected earnings are excluded.

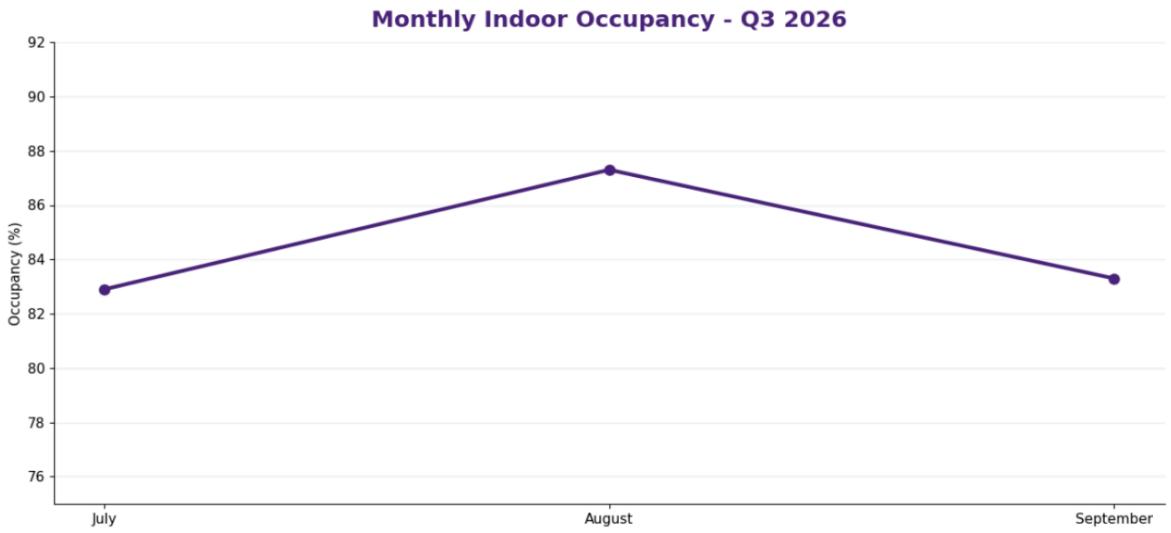
Executive Summary

Indoor accommodations recorded 1,632 occupied nights out of 1,931 available nights during Q3 2026, for overall occupancy of 84.5%. The aggregate figure is strongly affected by Oak House dorm beds. Private indoor accommodations alone achieved 96.3% occupancy (1,328 of 1,379 available nights).

Key measure	Q3 2026
Overall indoor occupancy	**84.5%**
Private indoor occupancy	**96.3%**
Occupied nights	1,632
Available nights	1,931
Unoccupied nights	299
Highest monthly occupancy	August - 87.3%

Monthly Performance

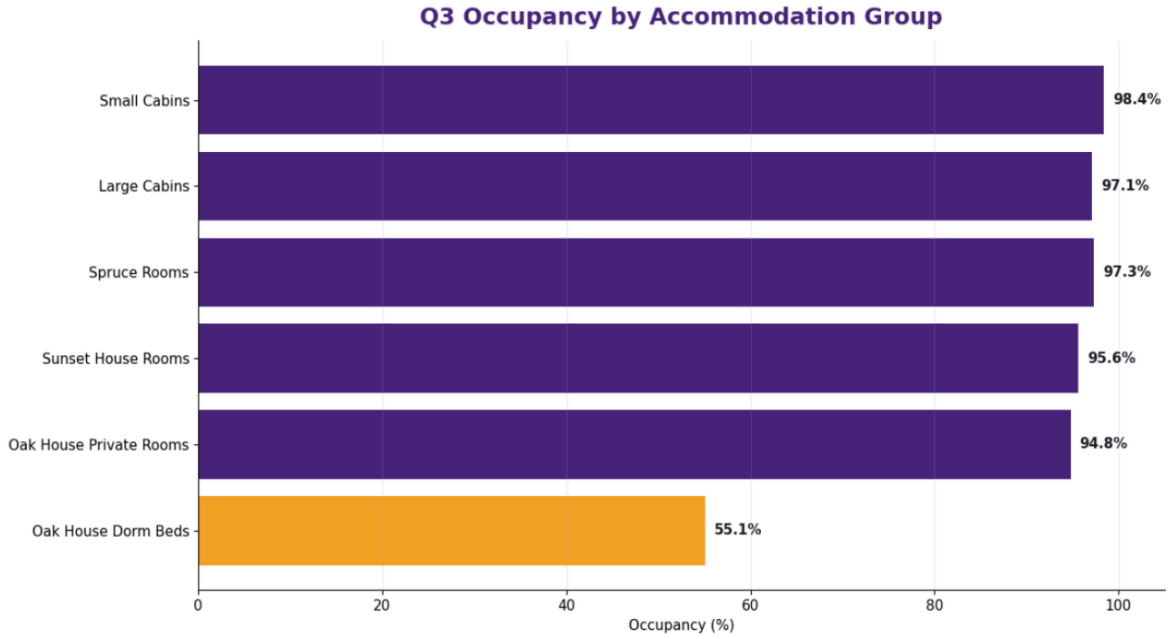
Occupancy remained above 82% in each month. August was the strongest month overall, while September softened primarily because of lower dorm utilization and several private-room vacancies.



Month	Available nights	Occupied nights	Occupancy
July	650	539	82.9%
August	651	568	87.3%
September	630	525	83.3%

Performance by Accommodation Group

Private cabins and rooms operated near practical capacity throughout the quarter. Dorm beds behaved as a distinct product category and accounted for most of the unused indoor capacity.



Accommodation group	Available	Occupied	Occupancy
Small Cabins	184	181	98.4%
Large Cabins	276	268	97.1%
Spruce Rooms	184	179	97.3%
Sunset House Rooms	367	351	95.6%
Oak House Private Rooms	368	349	94.8%
Oak House Dorm Beds	552	304	55.1%

Private Accommodations: Near-Capacity Demand

Across cabins and private rooms, only 51 of 1379 available room-nights went unoccupied in Q3. That 96.3% occupancy rate indicates very little remaining capacity during the quarter. Spruce Room 1 was occupied every available night, and most cabins/private rooms finished above 93%.

Oak House Dorm Beds: Different Demand Pattern

Dorm occupancy was 55.1% overall. Bottom bunks performed substantially better (73.2%) than top bunks (37.0%). This suggests the dorm should be evaluated separately from private lodging when discussing indoor-accommodation demand or capacity.

Dorm segment	Available	Occupied	Occupancy
Bottom bunks	276	202	73.2%
Top bunks	276	102	37.0%
All dorm beds	552	304	55.1%

Year-over-Year Context

Using the report's prior-year occupancy values weighted by available nights, overall Q3 indoor occupancy was approximately 84.1% in the prior-year comparison versus 84.5% in 2026. Private accommodations remained exceptionally strong; their weighted comparison moved from approximately 97.1% to 96.3%. Individual results were mixed, with gains in several rooms offset by declines elsewhere.

Accommodation	2026 occupancy	Prior-year occupancy	Change
Spruce Room 1	100.0%	95.6%	+4.4 pp
Aspen Cabin	98.9%	98.9%	+0.0 pp
Oak Room 1	98.9%	93.5%	+5.4 pp
Cedar Cabin	97.8%	98.9%	-1.1 pp
Willow Cabin	97.8%	97.8%	+0.0 pp

Sunset Room 4	97.8%	94.6%	+3.3 pp
Cottonwood Cabin	96.7%	98.9%	-2.2 pp
Elm Cabin	96.7%	97.8%	-1.1 pp
Oak Room 4	96.7%	98.9%	-2.2 pp
Sunset Room 1	95.7%	97.8%	-2.2 pp
Sunset Room 3	95.7%	97.8%	-2.2 pp
Spruce Room 2	94.6%	91.3%	+3.3 pp
Oak Room 3	93.5%	97.8%	-4.3 pp
Sunset Room 2	93.4%	100.0%	-6.6 pp
Oak Room 2	90.2%	96.7%	-6.5 pp
Dorm Bed C (Bottom)	82.6%	70.6%	+12.0 pp
Dorm Bed A (Bottom)	72.8%	71.7%	+1.1 pp
Dorm Bed B (Bottom)	64.1%	58.7%	+5.4 pp
Dorm Bed D (Top)	39.1%	33.7%	+5.4 pp
Dorm Bed F (Top)	39.1%	45.6%	-6.5 pp
Dorm Bed E (Top)	32.6%	30.4%	+2.2 pp

Management Takeaways

- Private indoor lodging was effectively capacity-constrained in Q3. With occupancy above 96% in aggregate, meaningful growth in occupied private-room nights would require either additional capacity, recovered blocked/unavailable inventory, or demand shifting into lower-demand periods.
- The dorm should not be combined with private lodging when evaluating product performance. Its lower utilization materially changes the overall indoor occupancy rate and masks the strength of cabins and private rooms.
- Top-bunk demand is the clearest underutilized indoor capacity. Bottom bunks substantially outperformed top bunks, suggesting guest preference within the dorm is an important factor to investigate.
- August produced the highest overall occupancy of the quarter. September remained strong for most private accommodations but showed more softness in select rooms and dorm beds.
- For future reporting, separating private accommodations, bottom dorm bunks, and top dorm bunks will provide a clearer picture of demand than a single indoor-accommodation occupancy percentage.

Appendix: Q3 Accommodation Detail

Accommodation	Group	Avail.	Occupied	Occupancy

Spruce Room 1	Spruce Rooms	92	92	100.0%
Aspen Cabin	Small Cabins	92	91	98.9%
Oak Room 1	Oak House Private Rooms	92	91	98.9%
Cedar Cabin	Small Cabins	92	90	97.8%
Willow Cabin	Large Cabins	92	90	97.8%
Sunset Room 4	Sunset House Rooms	92	90	97.8%
Cottonwood Cabin	Large Cabins	92	89	96.7%
Elm Cabin	Large Cabins	92	89	96.7%
Oak Room 4	Oak House Private Rooms	92	89	96.7%
Sunset Room 1	Sunset House Rooms	92	88	95.7%
Sunset Room 3	Sunset House Rooms	92	88	95.7%
Spruce Room 2	Spruce Rooms	92	87	94.6%
Oak Room 3	Oak House Private Rooms	92	86	93.5%
Sunset Room 2	Sunset House Rooms	91	85	93.4%
Oak Room 2	Oak House Private Rooms	92	83	90.2%
Dorm Bed C (Bottom)	Oak House Dorm Beds	92	76	82.6%
Dorm Bed A (Bottom)	Oak House Dorm Beds	92	67	72.8%
Dorm Bed B (Bottom)	Oak House Dorm Beds	92	59	64.1%
Dorm Bed D (Top)	Oak House Dorm Beds	92	36	39.1%
Dorm Bed F (Top)	Oak House Dorm Beds	92	36	39.1%
Dorm Bed E (Top)	Oak House Dorm Beds	92	30	32.6%

Source: Newbook occupancy report provided October 2, 2026. Projected earnings fields were not used in this analysis.

Q3 2026 Outdoor Accommodations

Occupancy Report | Orient Land Trust | Valley View Hot Springs

Executive Summary

Q3 outdoor reporting is presented at the inventory-segment level. Standard Tent Camping (Tent Sites 1-30) recorded 1,336 occupied site-nights from 2,944 available (45.4% occupancy). Regular vehicle camping recorded 1,925 occupied site-nights from 2,022 available (95.2%). Individual tent-site performance is intentionally omitted from this Board report.

95.2%	45.4%	1,925	1,336
Regular vehicle occupancy	Tent Camping occupancy	Vehicle occupied nights	Tent occupied nights

Outdoor Inventory Summary

Inventory segment	Available	Occupied	Occupancy
Regular Vehicle Camping	2,022	1,925	95.2%
Tent Camping - Sites 1-30	2,944	1,336	45.4%
Event/Overflow Tent - 31-50	2,116	51	2.4%
MAW/Event Vehicle	1,728	64	3.7%

Management interpretation

Regular vehicle camping remains a near-capacity product in Q3. Tent Camping is shown as a single standard inventory category rather than site by site. Temporary MAW and overflow inventory remains separate because blending it with standard camping would understate utilization of normal operating capacity.

Reporting methodology

Standard Tent Camping includes Tent Sites 1-30. Tent Sites 31-50 are event/overflow inventory. Site U is accessibility-designated and Old Site Z is overflow; both are excluded from regular vehicle occupancy. Projected earnings are not used.

Q3 Day Use Visitation

2025 vs. 2026 | Orient Land Trust

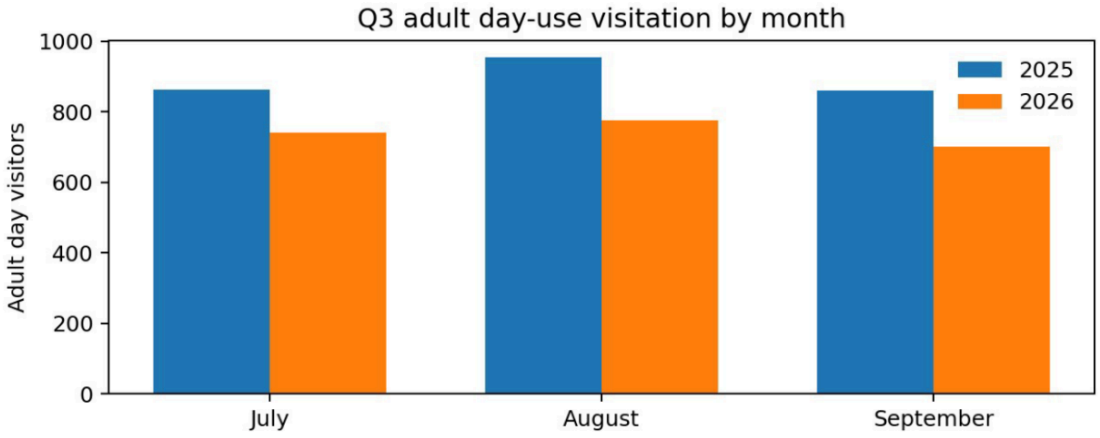
Executive Summary

Adult day-use visitation decreased from 2,677 in Q3 2025 to 2,219 in Q3 2026 (-17.1%). Adults are OLT's standard guest-count metric. Teens, children under 16, and animals are informational only and are not combined with adult visitation. Days above the standard 30-adult day-use limit fell from 37 to 14.

2,677	2,219	37 -> 14	36
2025 adult day visitors	2026 adult day visitors	Days above 30 adults	2026 peak adult day use

Visitation profile

Measure	2025	2026	YoY
Adults - primary metric	2,677	2,219	-17.1%
Teens - informational	1	2	+100.0%
Children under 16 - informational	119	122	+2.5%
Animals - informational	169	112	-33.7%



Daily Demand and 30-Adult Limit

Measure	2025	2026
Average adult day use	29.1/day	24.1/day
Peak adult day use	40 - Aug 15	36 - Jul 18
Lowest adult day use	9 - Jul 16	4 - Aug 04
Days above 30 adults	37	14
Adult visits above 30 across those days	143	32

The 30-person operating limit is evaluated using adult day visitors, consistent with OLT's standard guest metric. Individual Day Pass inventory numbers are aggregated and are not shown.

Board-Level Takeaways

- Adult day-use visitation declined 17.1% year over year in Q3.
- Days above the standard 30-adult limit fell from 37 to 14.
- The adult day-use peak decreased from 40 to 36.
- 2026 informational counts were 2 teens, 122 children under 16, and 112 animals.

MEMBER'S APPRECIATION WEEKEND

2025 vs. 2026 Population Comparison

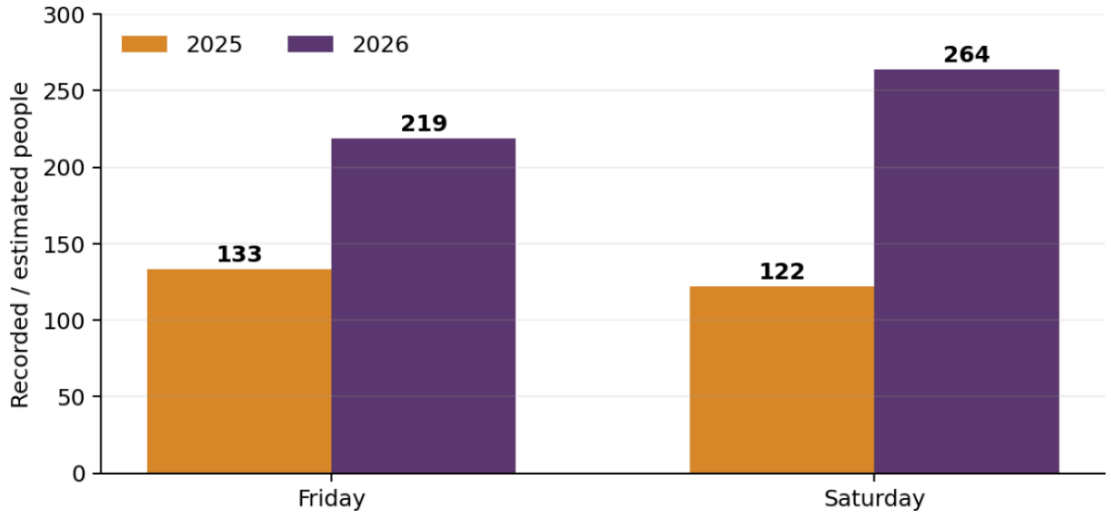
Orient Land Trust | Valley View Hot Springs

Executive Summary

Available Newbook records show a substantial increase in recorded MAW population from 2025 to 2026. Peak Saturday population increased from approximately 122 people to 264 people, while overnight population increased from 119 to 226. The increase was driven primarily by adults. The 2026 reporting method also provides substantially better visibility into occupants and animals than the 2025 Activity Ticket method.

Key Findings

Measure	2025	2026	Change
Friday total people	133	219	+86 (+65%)
Saturday total people	122	264	+142 (+116%)
Friday overnight people	124	200	+76 (+61%)
Saturday overnight people	119	226	+107 (+90%)
Saturday overnight adults	114	215	+101 (+89%)
Saturday total animals	6	22	+16



Population Detail

Population	2025 Fri	2026 Fri	Change	2025 Sat	2026 Sat	Change
Overnight adults	117	189	+72	114	215	+101
Overnight teens	0	2	+2	0	2	+2
Overnight children	7	9	+2	5	9	+4
Total overnight people	124	200	+76	119	226	+107
Day-use adults	6	19	+13	3	36	+33
Day-use teens	0	0	0	0	0	0
Day-use children	3	0	-3	0	2	+2
Total day-use people	9	19	+10	3	38	+35
Total people on property	133	219	+86	122	264	+142
Overnight animals	9	18	+9	6	22	+16
Day-use animals	0	2	+2	0	0	0
Total animals	9	20	+11	6	22	+16

What Changed

Attendance increased materially. The strongest change occurred on Saturday. Recorded/estimated total people increased by 142, from 122 in 2025 to 264 in 2026. Overnight population alone increased by 107 people.

Adults account for most of the growth. Saturday overnight adults increased from 114 to 215. Teens and children remained a comparatively small share of the recorded population in both years.

Animal counts also increased. Recorded animals rose from 9 to 20 on Friday and from 6 to 22 on Saturday. This has implications for guest communication, pet expectations, sanitation, and operational planning during MAW.

The 2026 booking method improved visibility. In 2025, MAW camping and overnight participation was captured primarily through Activity Tickets. In 2026, temporary camping inventory and occupant reporting allowed Newbook to show day-by-day occupants more directly. This makes the 2026 data more operationally useful for staffing, capacity planning, and future event evaluation.

Interpretation for Planning

Peak Saturday

The available records indicate approximately 264 people on property during the 2026 Saturday period, compared with 122 in 2025. For planning purposes, this suggests MAW can create a population level substantially above a typical operating weekend and should be evaluated as a distinct event rather than through ordinary quarterly occupancy alone.

Board & Management Takeaways

- MAW 2026 recorded substantially more people than MAW 2025 on both core event days, with the largest increase occurring on Saturday.
- The event remains overwhelmingly adult in its recorded demographic composition; growth from 2025 to 2026 was primarily adult attendance.
- Animal counts increased alongside attendance and should be incorporated into future MAW operational planning.
- For future year-over-year analysis, OLT should preserve a consistent daily occupant summary for MAW, including adults, teens, children, animals, day use, and overnight populations.
- The 2026 approach of representing temporary camping capacity within Newbook appears to provide clearer operational information than relying primarily on Activity Tickets.

Methodology & Data Notes

2025 figures are derived from the July 2025 Newbook Activity Tickets report for Members Appreciation Weekend. Day-pass tickets are separated from overnight participation; Public Astronomy Night tickets are excluded. Sunday-night activity outside the core Friday/Saturday comparison is excluded. 2026 figures use the Newbook Occupant Summary Report for July 17-18, 2026, with day-use and overnight populations separated. Adults, teens, children under 16, and animals are reported independently. Because OLT changed how MAW was configured in Newbook between the two years, these figures should be read as a comparison of recorded event populations rather than a comparison of identical reservation products. Combined 'people on property' figures are operational estimates based on recorded overnight occupants plus separately recorded day-use occupants, not a physical gate count.

Orient Land Trust | Members Appreciation Weekend | Prepared from Newbook records

YTD Operations Overview

Q1-Q3 2025 vs. 2026 | Board Supplement | Orient Land Trust

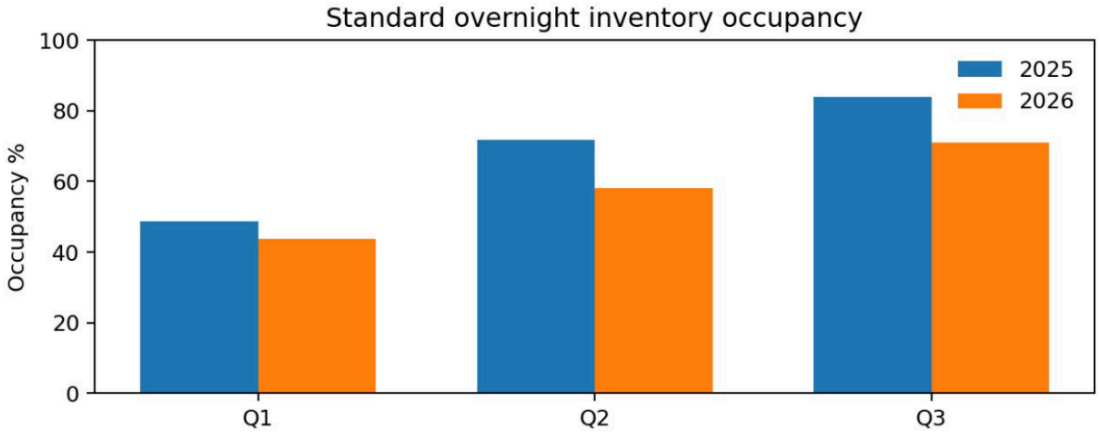
Executive Summary

Through Q3, core indoor and regular vehicle accommodations continue to carry strong demand. Tent Camping is reported as one standard category (Sites 1-30), while event/overflow inventory is separate. Adult day-use visitation decreased from 6,701 in 2025 to 5,999 in 2026 (-10.5%), and days above the standard 30-adult day-use limit fell from 71 to 43.

84.5%	95.2%	5,999	43
Q3 indoor occupancy	Q3 regular vehicle occupancy	2026 YTD adult day visitors	2026 days above 30 adults

Quarterly overnight occupancy

Quarter	2025	2026	Change
Q1	48.8%	43.8%	-5.0 pp
Q2	71.7%	58.1%	-13.6 pp
Q3	84.0%	70.9%	-13.0 pp



Occupancy by Accommodation Type

Q1

Accommodation type	2025	2026	Change
Indoor accommodations	76.1%	73.4%	-2.6 pp
Regular vehicle camping	46.8%	48.3%	+1.5 pp
Tent Camping - aggregate	9.8%	10.6%	+0.7 pp

Q2

Accommodation type	2025	2026	Change
Indoor accommodations	82.2%	79.0%	-3.2 pp
Regular vehicle camping	81.9%	79.4%	-2.5 pp
Tent Camping - aggregate	47.1%	29.7%	-17.4 pp

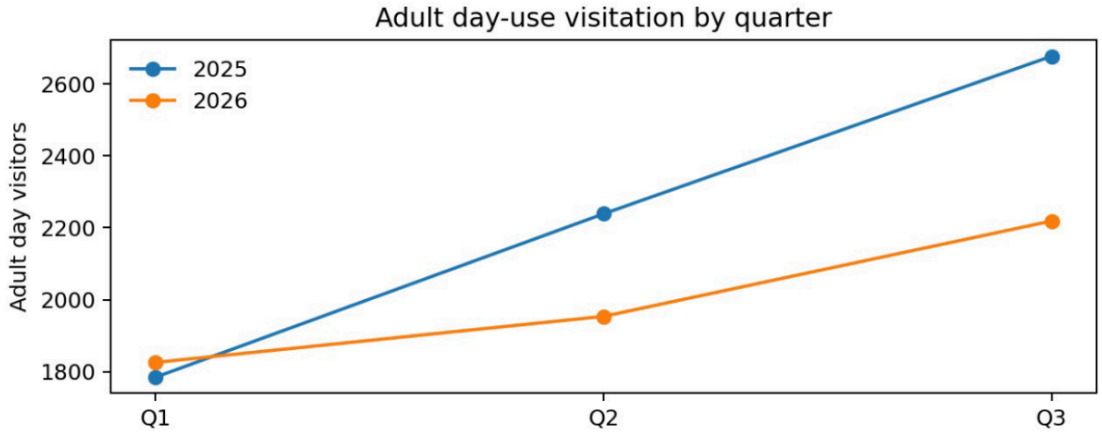
Q3

Accommodation type	2025	2026	Change
Indoor accommodations	84.2%	84.5%	+0.4 pp
Regular vehicle camping	95.7%	95.2%	-0.4 pp
Tent Camping - aggregate	70.2%	45.4%	-24.8 pp

Tent Camping is intentionally presented only as an aggregate. Changes in represented tent inventory affect the combined occupancy denominator, so category-level trends are more informative than the headline combined rate alone.

Day Use Visitation: Adults as Primary Metric

Quarter	2025 adults	2026 adults	YoY	2025 days >30	2026 days >30
Q1	1,785	1,826	+2.3%	12	22
Q2	2,239	1,954	-12.7%	22	7
Q3	2,677	2,219	-17.1%	37	14
YTD	**6,701**	**5,999**	**-10.5%**	**71**	**43**



Informational day-use counts - kept separate from adults

Quarter	25 teens	26 teens	25 children	26 children	25 animals	26 animals
Q1	1	2	105	93	137	107
Q2	2	6	136	117	153	133
Q3	1	2	119	122	169	112

Overnight adult guest activity - comparable quarters

Quarter	2025 adults	2026 adults	YoY	2025 T/C/A	2026 T/C/A
Q1	3,698	3,919	+6.0%	0/230/402	7/191/495
Q2	6,753	6,595	-2.3%	8/422/825	15/456/910

Adults are OLT's primary guest metric. T/C/A shows teens, children under 16, and animals separately. These are daily recorded guest counts rather than unique individuals. Q1-Q2 overnight adult activity uses daily Occupant Summary records. Q3 accommodation occupancy is directly comparable from complete Occupancy Reports; the supplied 2026 Q3 Occupant Summary is event-specific rather than a full-quarter overnight population export, so no Q3 overnight adult headcount is presented here.

Notable Year-over-Year Trends

- Adult day-use visitation declined 10.5% YTD, with days above the 30-adult limit falling from 71 to 43.
- Q3 shows the clearest day-use shift: days above 30 adults fell from 37 to 14.
- Core indoor and regular vehicle demand remained strong, particularly in Q3.
- Tent Camping is the largest source of pressure in the combined occupancy rate, but inventory changes mean the headline rate is not a pure like-for-like demand measure.
- Teens, children under 16, and animals remain informational measures and are not combined with adult guest counts.
- MAW and overflow inventory should continue to be evaluated separately from normal operations.

Reporting methodology

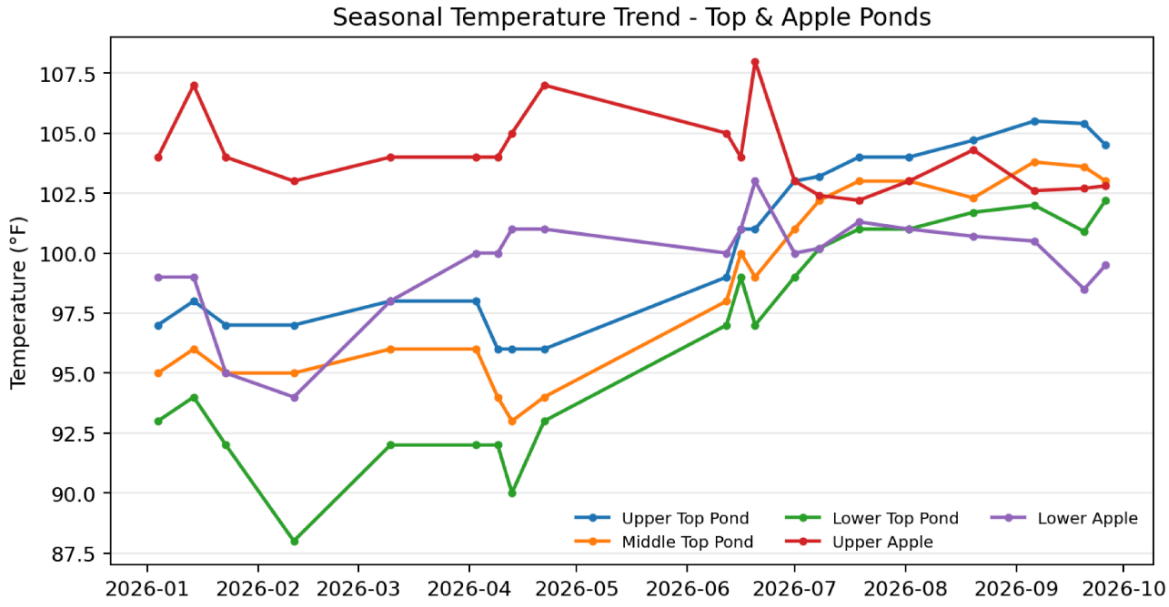
Q1 begins December 29 after the annual December 1-28 closure. Day Pass records are aggregated into daily adult visitation and excluded from overnight occupancy. Standard Tent Camping is Sites 1-30; Tent Sites 31-50 are event/overflow. Site U, Old Site Z, and temporary MAW vehicle inventory are excluded from standard occupancy. Revenue fields are not used.

Pond Temperature Monitoring

January 4 - September 26, 2026 | Valley View Hot Springs

Twenty temperature checks were recorded across ten ponds. The readings show a clear seasonal warming pattern in the three Top Ponds, while the Apple ponds and several lower-temperature soaking areas remained comparatively stable.

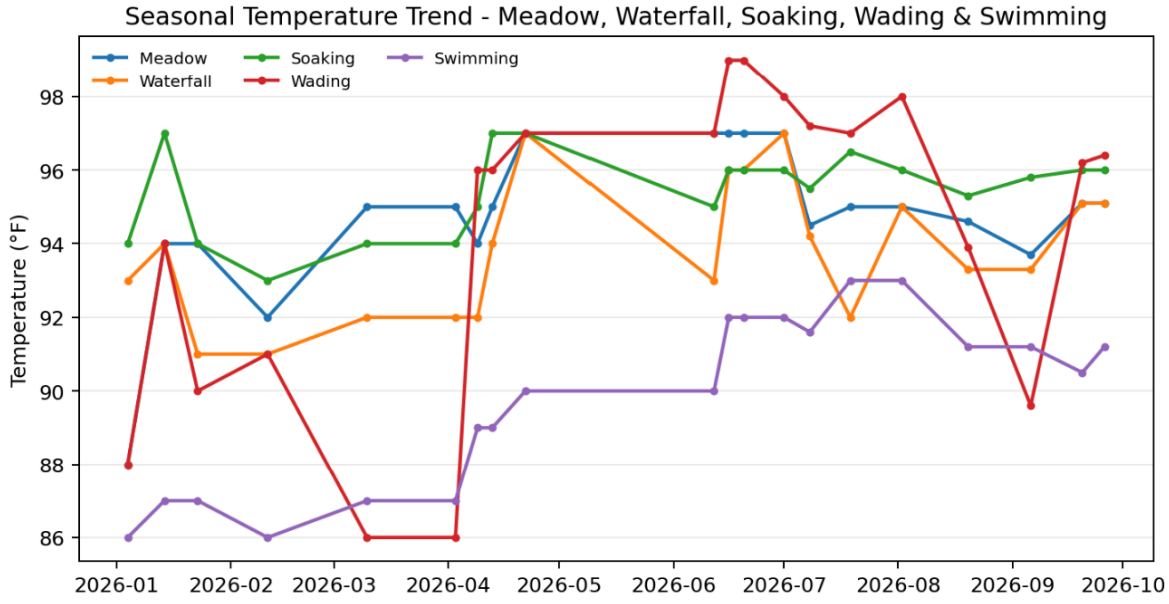
20	10	108°F	86°F
Reading dates	Ponds monitored	Highest reading Upper Apple, Jun 20	Lowest reading Swimming / Wading



Seasonal pattern. Upper Top Pond increased from 97°F in early January to 104.5°F by late September, with a September peak of 105.5°F. Middle and Lower Top Pond followed the same seasonal rise. Upper Apple remained consistently hot throughout the period, ranging from 102.2°F to 108°F.

Pond Temperature Monitoring - Detail

2026 monitoring summary by pond



More stable pools. Meadow, Waterfall and Soaking stayed primarily in the low-to-upper 90s. Swimming was the coolest and most stable monitored pool, ranging from 86°F to 93°F. Wading showed more variability, ranging from 86°F to 99°F.

Summary Statistics

Pond	Average	Low	High	Range
Upper Top Pond	100.4°	96°	105.5°	9.5°
Middle Top Pond	98.6°	93°	103.8°	10.8°
Lower Top Pond	96.4°	88°	102.2°	14.2°
Meadow	94.7°	88°	97°	9°
Waterfall	93.8°	91°	97°	6°
Soaking	95.5°	93°	97°	4°
Upper Apple	104.1°	102.2°	108°	5.8°
Lower Apple	99.6°	94°	103°	9°
Wading	94.3°	86°	99°	13°
Swimming	89.8°	86°	93°	7°

Operational note: These readings are periodic spot measurements rather than continuous temperature logging. They are most useful for observing broad seasonal patterns, relative pond temperatures and unusual readings over time.

F. Volunteer Coordinator Report - Crystal

As we reflect on this summer and look toward 2027, I am most grateful for the extraordinary time, energy, and enthusiasm our volunteers continue to give to Orient Land Trust.

Volunteers have always been an important part of OLT, and this year is no different. As we have increased the number and variety of events we offer, volunteers have helped us accomplish far more than we could with staff alone. They have hosted guests, led educational programs, supported special events, shared their expertise, helped care for the property, and strengthened the sense of community that makes OLT special.

July–September Volunteer Impact at a Glance

31 Camp Hosts
Supporting our guests, staff, and day-to-day operations throughout the quarter.

45 Event Volunteers
Supporting Members Weekend, the Meander Clean Up, and the Adopt-a-Highway County Road GG Clean Up.

30 Nights of Bat Hikes | 418 Guests
Connecting hundreds of guests with one of Valley View's most remarkable natural experiences.

114 Nights of Astronomy | 609 Guests
Sharing our extraordinary night skies and expanding OLT's educational programming.

Together, these numbers represent hundreds of individual acts of service—from leading a program for an evening to spending days helping us care for the property. They also demonstrate how much our growing calendar of events and educational programming depends upon the generosity of our volunteer community.

Volunteers Made Our Events Possible

Our 25th Anniversary Members Weekend was a clear example.

The celebration brought together live music, astronomy, bat hikes, tours, art activities, meals, and community building throughout the weekend. Fourteen volunteers joined us to help make the celebration possible. Their willingness to jump in wherever they were needed helped us create an experience that would have been impossible to provide with staff alone. We extend our deepest gratitude for their continued support!

Our records also show strong volunteer participation in projects and events later in the season. The Meander Clean Up brought together 13 volunteers, while our Adopt-a-Highway County Road GG Clean Up brought together 18 volunteers.

Many hands truly do make light work, and we accomplished so much with the help of these wonderful volunteers.

These event-based opportunities represent a particularly exciting area of growth for OLT. They give people another way to support our mission without committing to a traditional multi-day volunteer stay. Special thanks to the members of the **Conservation Committee** for their dedication to organizing these opportunities and making our volunteer events a success.

Camp Hosts

This quarter, 31 individual camp hosts volunteered their time at Valley View. Their presence helps make our day-to-day operations possible for our staff.

Camp hosts help in countless ways—from assisting guests and supporting staff to simply being available when an extra set of hands is needed. Their contribution is an important part of the Valley View community, and we are incredibly grateful for their support.

Bat Hikes

Our volunteer-led educational programming also had a wonderful season.

We offered bat hikes on 30 nights throughout bat season, giving 418 guests the opportunity to experience the spectacular evening outflight.

These hikes allow us to do more than show guests an amazing natural phenomenon. They provide an opportunity to talk about the bats, their habitat, and the importance of protecting the landscape that supports them.

We are deeply grateful to the volunteers who gave their evenings to make these experiences possible.

Astronomy

Astronomy continues to be incredibly popular with our guests.

During the quarter, we offered astronomy programming on 114 nights, giving 609 guests the opportunity to view and learn about our remarkable night skies.

We extend a special thanks to Mark C. for the tremendous amount of time and energy he has given to the program—not only by leading astronomy programs himself, but also by training new volunteers. His willingness to share his knowledge has helped us expand the program and introduce even more guests to the importance and beauty of our dark skies.

Everson Ranch

We would also like to extend our thanks to the **Ranch Working Group** and the many volunteers who continue to help bring new life to Everson Ranch. From planning events and leading tours to pulling weeds and tackling the countless projects that come with caring for a historic ranch, their enthusiasm keeps this project moving forward. Their enthusiasm, hard work, and welcoming smiles keep the help rolling in, and we are incredibly grateful for everything they contribute.

Looking Ahead

As we continue increasing the number and variety of events we offer, volunteer participation will become even more important. We want to continue developing volunteer opportunities as another way for people to build a meaningful relationship with OLT. Someone who comes to help with a cleanup, lead a bat hike, host an

astronomy program, assist with an event, work at the ranch, or spend time as a camp host becomes more deeply connected to this organization and its mission. That connection has value far beyond the hours worked.

As we begin planning an even broader calendar of events and programs for 2027, this year has demonstrated what is possible when our staff, committees, and volunteers work together.

To every volunteer who helped us this summer and throughout our 25th anniversary year, thank you.

Our events and overall guest experience are stronger because of you. The enthusiasm we have seen this year gives me great confidence about what we can build together in the years ahead.

G. Information Systems (ISS) Report - Doug Bates

No report for the packet by the packet deadline.

H. Other Reports
Massage and Bodywork Services- Suzanne R., Coordinator

No report for the packet by the deadline.

II. Board Officer and Board Committee Reports

A. Board Chair Report by Jon F.

Dear OLT Members, Staff, Volunteers, and fellow Board Members,

It is hard to believe we are already approaching our final quarterly Board meeting of 2026. There has been a lot happening throughout OLT since we were all together in July. Apparently, nobody got the memo that things were supposed to slow down after summer! :)

First, thank you to everyone who helped make our 25th anniversary and Members Appreciation Weekend (MAW) such a success. For the **third consecutive year, we combined MAW with our Annual Board Meeting**, and I continue to believe there is real value in bringing our members, staff, volunteers, and Board together for this special weekend. And the music this year was fantastic!!! If you were there, I hope you enjoyed the weekend as much as we did. A special thank you to everyone who helped make it happen. Looking forward to seeing you all next year at MAW when there is going to be a full moon!

I also want to recognize our staff and volunteers. There continues to be an incredible amount of work happening throughout OLT, including at Everson Ranch. Much of what you see and enjoy when visiting is possible because of people who consistently give their time, energy, and heart to this organization. Our volunteer numbers continue to climb year over year! To our staff and volunteers, thank you!!!!!

As a reminder, one of our important accomplishments this year was the completion of OLT's 5 Year Strategic Plan (5YSP). The plan gives us a clear framework for the next five years while keeping us focused on our uncompromised goal: “Protect and preserve.” Everything we do must support that. One other theme that runs throughout the plan, and throughout OLT itself, is **community**. The land and waters are at the heart of what we protect, but the community that has grown around them is an important part of what makes OLT so special. Our 5YSP reminds us that **"Community does not happen accidentally. It is fostered."** Whether you visit, volunteer, work here, donate, or simply care deeply about this place, you are a critical part of that community. As we move toward 2027, the important part is making sure we use the plan. It was intentionally designed to be an active decision-making tool, not something we finish, admire for a while, and then put on a shelf to collect dust.

Speaking of dust. There are a lot of big projects underway and in the pipeline throughout OLT. Managing these projects thoughtfully—balancing priorities, costs, timing, and available resources—will continue to be an important focus. More detail about these projects is included in this Board packet, along with the organization's current financial information. The 5YSP also gives us tools for prioritizing and tracking projects so we can better understand their costs, progress, risks, and alignment with OLT's priorities.

As we head toward the end of 2026, we will continue to keep the bigger picture in mind—asking questions, listening to one another, respecting differing perspectives, supporting our staff, fostering community, and making decisions that serve OLT for the long term. It takes an entire community to care for this very special place, and I appreciate all that each of you do to **protect** and **preserve** OLT.

I look forward to seeing you all soon!

With great appreciation,
Jon
Board Chair

B. Board Treasurer Report by Roger C.

This is my first report as treasurer. I still have a few things to learn and when the final financials come out for this quarter I will be reviewing them in depth. They sent me a preliminary and everything looks good. Revenue is up, expenses are down, including employment related expenses.

After taking office, I had a conversation with Pat, our previous treasurer, to go over some of his concerns and things he wished would've been different when he was treasurer. A few things he brought up was keeping an eye on our bank account and trying not to have more than the maximum FDIC deposits in one particular bank I did review our banking situation and there are a few accounts that go over the maximum FDIC amount it is definitely something that we should look at in the diversifying our funds into different banks. Another concern of his was one signature required and expenditures over a certain amount of money let's say $10,000 that may be more than one signature should be required. When that amount of money is being spent. He wasn't sure how to implement this because the second signature may not be available or present at Orient Land Trust office. Like I said when the final financials come out, I will review them and if anything needs to be brought up at that point, I will.

Respectfully Submitted,
Roger D Courtemanche
Treasurer
Orient land Trust

C. Governance Committee (GC) Report
Co-Chairs: David R., Aleia S.

Governance Committee Summary Report

2026 Board Recruitment

Following the recent resignation of **Patrick Comiskey** from the OLT Board of Directors, the Governance Committee began a search for his replacement. The committee considered a broad pool of potential candidates and interviewed several individuals as part of its process.

The committee considered each candidate's connection to OLT, relevant professional and organizational experience, understanding of OLT's mission and strategic priorities, potential contributions to the Board, and interest in becoming more involved with OLT.

Recommendation

Following the interviews and discussion, the Governance Committee recommends **Dean Levi** for appointment to the OLT Board.

Dean has been a Valley View member since 1990 and has had extensive involvement with OLT, including camp hosting, service on the Visitor Experience Committee, and creating and delivering a course for OLT's science camp for children. His 29-year career at the National Renewable Energy Laboratory included leadership and management responsibilities, including supervising teams of 12–18 people, managing facilities and budgets, developing proposals, and overseeing complex projects. He also has experience in grant development, budgeting, and project planning.

The committee believes Dean's combination of **longstanding OLT involvement, leadership experience, financial and project-management skills, and understanding of OLT's mission and governance needs** would make him a strong addition to the Board.

Building OLT's Future Leadership

The Governance Committee was encouraged by the depth of experience and interest among the people considered during this process. The committee's work is not simply to fill an immediate vacancy, but also to develop a strong and engaged pool of OLT members who may be ready for Board service in the future.

The committee is encouraging interested candidates to become more involved through committees, working groups, volunteer activities, attendance at Board meetings, and other opportunities to learn more about OLT's operations. This provides prospective future board members with firsthand experience while allowing OLT to benefit from their skills and perspectives.

The Governance Committee believes that cultivating this broader pool of engaged members will strengthen OLT's leadership and provide a thoughtful pipeline of candidates as future Board openings occur. We encourage anyone interested in serving as a board member to contact Aleia Schaum and/or David Ridgeway for additional information on ways to get involved.

Respectfully submitted,

David Ridgeway and Aleia Schaum
OLT Governance Committee Co-chairs

Sample Motion

A board member may make a motion to approve the recommendation of the Governance Committee to appoint Dean Levi to serve the remaining term of retired board member Patrick C. until the annual board meeting in 2028.

D. Internal Affairs Committee (IAC) Report
Chair: Terry S.
The Internal Affairs Committee did not meet in the third quarter. The committee chair performed a quarterly spot review of payroll and employee credit card charges in July and again in October. The IAC will be involved in the upcoming budget process.
Terry Seitz

E. Conservation Committee (CC) Report
Chair: Bill M.
The Conservation Committee met on September 30, 2026, and discussed the following topics.

County Road GG cleanup was held on Saturday, September 26. We had 22 participants, 11 of whom had not participated in this event before. One staffer (Mica) and two board members participated. We cleaned the stretch of CR GG from Highway 285 to CR 61 (the road to the ranch). There seemed to be significantly less trash this year, probably because we've had good participation over the last two years. Crystal provided five OLT swag items from the bin of defective merch, which David R and I wrapped and planted in the ditches for volunteers to find. That went over well. We have scheduled the next cleanup for September 25, 2027.

Parcel monitoring - For OLT's six land parcels not being monitored by The Nature Conservancy, OLT has the responsibility of monitoring them ourselves. Monitoring consists of mapping the plots and finding the markers, taking photographs, and assessing changes in plant and animal life on the parcels. We are trying to monitor each parcel every three years, so that each year two parcels are up for monitoring. The Essen and Sussman parcels are due to be monitored in 2026, and the Mountain Springs and Joyful Journey-adjacent parcels in 2027. We are hoping to get the 2026 parcels scheduled by the time the board meets, but have not yet settled on a date as of this report.

The Meanders - The Meanders is one of the remarkable projects OLT has accomplished in an effort to conserve our hot springs water on the ranch, and to protect endangered species. The Conservation Committee is considering an effort to develop and promote the Meanders as a destination for members to experience. Ultimately, we hope to develop an obvious trail along the Meanders for members to hike, with educational signage along the way. We discussed the possibility of kicking off this effort in 2027 with an organized educational hike for members, starting at the hydro plant (maybe offering a short hydro tour to start the event) and ending at the reservoir, followed by a meal at the ranch. We are also considering a volunteer event to help clean the meanders in the spring, while plants are small enough to make the meanders accessible.

Deadwood Cleanup - the committee discussed having the annual deadwood cleanup day returned to the events sponsored by this committee, although the Firewise group would continue to be responsible for development of formal fire mitigation program (Firewise designation or an alternative designation).

Committee Mission Statement - We also discussed refining the committee's Mission Statement (current version had been sent to the committee before the meeting), and having it synced with the recent Strategic Plan developed by the Board in February.

Members Weekend Art Table - the art table offered during the Saturday of Member Appreciation Weekend was a big success this year, thanks to Cynthia N and Jamie M's efforts. Also, OLT member and artist Robin Stanaway was a generous contributor of talent and materials. We will try to repeat and expand on this event again this year.

Bill Moench, committee chair

Financial Reports

I. Statements of Activity, Statement of Financial Position

Orient Land Trust

Statement of Financial Position

As of September 30, 2026

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
101000 Checking accounts	
101010 Checking Account 1120	2,711.20
101015 PB&T Main Checking	308,167.90
Total 101000 Checking accounts	**310,879.10**
102000 Petty cash	1,100.00
103000 Savings	
103010 PB&T Savings Account (7640) WS	220,223.03
103015 Blue FCU CD 822-S1000 (was Aventa)	1,820.39
103015.1 Blue FCU CD	64,589.48
Total 103015 Blue FCU CD 822-S1000 (was Aventa)	**66,409.87**
103050 Blue FCU Share 822-S0001 (was Aventa)	6.71
Total 103000 Savings	**286,639.61**
104000 PB&T Savings (0545) BD	4,590.68
104600 Capital Savings Fund	74,195.05
104700 Education Fund	6,469.95
Total 104000 PB&T Savings (0545) BD	**85,255.68**
Greater Giving	1,192.00
Total Bank Accounts	**$685,066.39**
Accounts Receivable	
115000 Grants and pledges receivable	
115015 Discounts for long-term pledges	-0.09
Total 115000 Grants and pledges receivable	**-0.09**
Total Accounts Receivable	**$ -0.09**

Orient Land Trust

Statement of Financial Position

As of September 30, 2026

	TOTAL
Other Current Assets	
122000 Inventory Asset	0.00
122010 Inventory-Food	966.92
122020 Inventory-Apparel	13,935.50
122030 Inventory-Other	1,146.61
Total 122000 Inventory Asset	**16,049.03**
123000 Marketable securities	
123015 Fidelity Investments	70,579.50
123025 FZCXX_Premium Money Market	87,064.13
123030 CD Ladder 5 Year 2023	
123031 MOU w/ LTUA and CBLT	600.57
123032 Steward Defense Fund	60,000.00
123033 Land Conservation Fund	55,262.80
123034 Operating Reserve Fund	200,000.00
123035 Board Endowment Fund	100,000.00
123037 Education Fund	9,924.37
123038 Land Acquisition Fund	55,267.80
Total 123030 CD Ladder 5 Year 2023	**481,055.54**
Total 123015 Fidelity Investments	**638,699.17**
Total 123000 Marketable securities	**638,699.17**
124000 Prepaid expenses and other	
124015 Prepaid expenses	2,616.47
124020 Prepaid insurance	23,571.36
Total 124000 Prepaid expenses and other	**26,187.83**
126001 QuickBooks Tax Holding Account	6,499.00
Payroll Refunds	3,794.00
Total Other Current Assets	**$691,229.03**
Total Current Assets	**$1,376,295.33**
Fixed Assets	
130000 Infrastructure	528,827.86
131000 Accumulated depreciation	0.00
131005 Accum. Depr. Village Buildings	-653,086.37
131010 Accum. Depr. Ranch Buildings	-121,140.24
131015 Accum. depr. infrastructure	-215,847.32
131020 Accum. depr. land imp.	-225,100.67
131025 Accum. depr. buildings	-56,363.34
131030 Accum. depr. computers	-16,557.76
131040 Accum. depr. FF&E	-79,696.06
131050 Accum. depr. vehicles	-95,120.99
131060 Accum. depr. software	-9,312.94
Total 131000 Accumulated depreciation	**-1,472,225.69**

Orient Land Trust

Statement of Financial Position

As of September 30, 2026

	TOTAL
132000 Construction in progress	
132005 Construction in progress	134,970.00
132055 New Hydroelectric Plant 2025	212,599.38
Total 132000 Construction in progress	**347,569.38**
133000 Fixed assets	
133010 Land Improvements	252,942.67
133012 Village Land Improvements	23,779.00
133014 Everson Ranch	25,147.77
Total 133010 Land Improvements	**301,869.44**
134000 Software	28,890.34
134500 Land	240,790.34
134510 Valley View Hot Springs plus	609,896.75
134520 Essen parcel	173,648.67
134530 Sussman parcel	57,263.20
134540 Orient Mine	408,750.00
134550 Everson Ranch	406,980.00
134560 80 Acres adjacent to JJ	88,000.00
134570 Mountain Springs	110,000.13
Total 134500 Land	**2,095,329.09**
134850 Buildings	
134852 Village Buildings	1,181,737.73
134854 Ranch Buildings	245,019.61
134856 Mountain Springs Buildings	427,902.00
Total 134850 Buildings	**1,854,659.34**
135000 Computer Equipment	19,082.69
135500 Furniture, fixtures, & equipmen	159,457.21
136400 Vehicles	115,766.85
Total 133000 Fixed assets	**4,575,054.96**
135010 Right of Use (ROU) Asset	4,827.99
Total Fixed Assets	**$3,984,054.50**
TOTAL ASSETS	**$5,360,349.83**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
105000 Bill.com Credit Card Management	3,552.18
Total Credit Cards	**$3,552.18**
Other Current Liabilities	
203000 Direct Deposit Liabilities	383.06
206000 Deferred revenue & deposits	0.00
206050 Prepayments on Reservations	9,274.78

Orient Land Trust

Statement of Financial Position

As of September 30, 2026

	TOTAL
Total 206000 Deferred revenue & deposits	**9,274.78**
206150 Creditor/Prepayment/Deposit Newbook	-518.05
207500 Sales and Lodging Tax	
207525 County Sales and Lodging Tac	6,002.47
207550 State Sales and Lodging Tax	2,145.39
Total 207500 Sales and Lodging Tax	**8,147.86**
208000 Payroll Liabilities	1,020.39
208005 Salary Accrual	19,155.01
208020 Vacation accrual	16,390.50
208030 Colorado Unemployment	1,872.09
208035 Colorado Withholding	1,666.00
208040 Federal 941	-2,766.75
208045 Colorado FAMLI	1,678.14
208050 TASC HSA Contributions	0.07
208360 SEP IRA Liability Payable	25,985.28
WI Income Tax	9.49
Total 208000 Payroll Liabilities	**65,010.22**
Total Other Current Liabilities	**$82,297.87**
Total Current Liabilities	**$85,850.05**
Long-Term Liabilities	
210010 Lease liability	1,542.94
Total Long-Term Liabilities	**$1,542.94**
Total Liabilities	**$87,392.99**
Equity	
301000 Unrestricted net assets	0.00
301005 Other fixed assets	1,463,148.00
301200 Board Designated	0.00
301220 Education Program Fund	9,924.37
301230 MOU w/ LTUA & CBLT	600.57
301240 Steward Defense Fund	60,000.00
301250 Land Conservation Fund	0.00
301252 Allocation-Donations_LC	55,262.80
Total 301250 Land Conservation Fund	**55,262.80**
301260 Operating Reserve Fund	200,000.00
301270 Board Endowment Fund	100,000.00
301290 Land Acquisition Fund	55,267.80
Total 301200 Board Designated	**481,055.54**
Total 301000 Unrestricted net assets	**1,944,203.54**
301100 Retained Earnings (UR,QB gener)	1,358,677.83
302000 Temporarily Restrict Net Asset	2,771.00
303000 Permanent restricted net assets	1,483,889.75

Orient Land Trust

Statement of Financial Position

As of September 30, 2026

	TOTAL
Net Revenue	483,414.72
Total Equity	**$5,272,956.84**
TOTAL LIABILITIES AND EQUITY	**$5,360,349.83**

Orient Land Trust

Budget vs Actual Statement of Activity

January - September, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
400000 Revenue-direct contributions UR		0.00	0.00	
400100 OLT Misc Memberships	292,576.68	311,731.64	-19,154.96	93.86 %
400300 Cash Contributions	4,199.37	4,684.99	-485.62	89.63 %
Total 400000 Revenue-direct contributions UR	**296,776.05**	**316,416.63**	**-19,640.58**	**93.79 %**
410000 Program Revenue		0.00	0.00	
410200 Gross Sales of Inventory		0.00	0.00	
450010 All Sales	49,623.69	44,970.52	4,653.17	110.35 %
450020 Other sales	1,000.00		1,000.00	
485041 Ranch Product Sales	38.00	7,383.78	-7,345.78	0.51 %
Total 410200 Gross Sales of Inventory	**50,661.69**	**52,354.30**	**-1,692.61**	**96.77 %**
410500 Admission & accommodation fees	1,237,724.82	1,161,888.22	75,836.60	106.53 %
410530 Forfeit fees		0.00	0.00	
410540 Admission Fees	80.00	0.00	80.00	
410550 Accommodation Fees		0.00	0.00	
Total 410500 Admission & accommodation fees	**1,237,804.82**	**1,161,888.22**	**75,916.60**	**106.53 %**
410600 Service Fees (vendor)	200.00	2,620.00	-2,420.00	7.63 %
Total 410000 Program Revenue	**1,288,666.51**	**1,216,862.52**	**71,803.99**	**105.90 %**
420000 Fee Income		0.00	0.00	
420100 Housing Fee	954.80	4,200.00	-3,245.20	22.73 %
Total 420000 Fee Income	**954.80**	**4,200.00**	**-3,245.20**	**22.73 %**
450000 Other Revenue.		0.00	0.00	
450030 Eggs Income_Everson Ranch	1,657.80		1,657.80	
450035 Grazing Lease Income_Everson Ranch	500.00		500.00	
450040 Hay Income_Everson Ranch	825.00		825.00	
450045 Produce Income_Everson Ranch	404.63		404.63	
450055 Turkeys_Everson Ranch	16.12		16.12	
450100 Over-under adjustments		0.00	0.00	
450800 Other revenue	1,000.00	0.00	1,000.00	
Total 450000 Other Revenue.	**4,403.55**	**0.00**	**4,403.55**	
470000 Investment Income.		0.00	0.00	
470100 Change in mkt. value of invest.		0.00	0.00	
470500 Dividends & int. from securitie		0.00	0.00	
470600 Interest Earned	1,956.37	0.00	1,956.37	
Total 470000 Investment Income.	**1,956.37**	**0.00**	**1,956.37**	
Total Revenue	**$1,592,757.28**	**$1,537,479.15**	**$55,278.13**	**103.60 %**
Cost of Goods Sold				
500000 Cost of goods sold		0.00	0.00	
500010 All Food Purchases	11,185.79		11,185.79	
500020 Apparel	7,279.30		7,279.30	
500030 Other	3,475.31	19,424.97	-15,949.66	17.89 %
500035 Employee purchases		0.00	0.00	

Orient Land Trust

Budget vs Actual Statement of Activity

January - September, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 500030 Other	**3,475.31**	**19,424.97**	**-15,949.66**	**17.89 %**
500080 Ranch COGS (feed,meals etc)	2,736.20	11,999.97	-9,263.77	22.80 %
500050 Ranch Other purchases	99.10		99.10	
500090 Ranch Seeds and Plants	111.01	835.76	-724.75	13.28 %
Total 500080 Ranch COGS (feed,meals etc)	**2,946.31**	**12,835.73**	**-9,889.42**	**22.95 %**
Total 500000 Cost of goods sold	**24,886.71**	**32,260.70**	**-7,373.99**	**77.14 %**
Total Cost of Goods Sold	**$24,886.71**	**$32,260.70**	**$ -7,373.99**	**77.14 %**
GROSS PROFIT	**$1,567,870.57**	**$1,505,218.45**	**$62,652.12**	**104.16 %**
Expenditures				
600000 Employee Expenses		0.00	0.00	
610000 Gross Wages		0.00	0.00	
610100 Regular Payroll	497,641.02	544,053.10	-46,412.08	91.47 %
610200 Overtime (x1.5 hourly)	8,765.78	10,424.57	-1,658.79	84.09 %
610300 Holiday Overtime (1.5x)	9,356.54	10,080.10	-723.56	92.82 %
610400 Bonus		0.00	0.00	
610500 Paid Time Off	38,130.24	32,666.70	5,463.54	116.73 %
Total 610000 Gross Wages	**553,893.58**	**597,224.47**	**-43,330.89**	**92.74 %**
620000 Payroll Taxes & Workmans Comp		0.00	0.00	
620100 CO Unemployment Tax	8,600.82	9,288.13	-687.31	92.60 %
620200 Company 941 (SS& Med) tax	40,003.81	40,246.25	-242.44	99.40 %
620500 Workers compensation insurance	10,953.00	24,324.34	-13,371.34	45.03 %
620600 CO FAMLI Employer	2,390.50	2,803.06	-412.56	85.28 %
Total 620000 Payroll Taxes & Workmans Comp	**61,948.13**	**76,661.78**	**-14,713.65**	**80.81 %**
630000 Employee Benefits		0.00	0.00	
630200 SEP IRA Contribution		30,000.00	-30,000.00	
630400 Staff Development	357.60	169.45	188.15	211.04 %
630500 Health Insurance Benefit	97,612.25	100,499.22	-2,886.97	97.13 %
Total 630000 Employee Benefits	**97,969.85**	**130,668.67**	**-32,698.82**	**74.98 %**
Total 600000 Employee Expenses	**713,811.56**	**804,554.92**	**-90,743.36**	**88.72 %**
702100 Bad debt expense		0.00	0.00	
702200 Board Expenses	743.12	0.00	743.12	
702250 Meeting Expenses	1,890.23	1,424.30	465.93	132.71 %
Total 702200 Board Expenses	**2,633.35**	**1,424.30**	**1,209.05**	**184.89 %**
704400 Dues & Subscriptions		65.00	-65.00	
704410 Association dues	6,155.00	5,975.00	180.00	103.01 %
704450 Publications & subscriptions		209.00	-209.00	
Total 704400 Dues & Subscriptions	**6,155.00**	**6,249.00**	**-94.00**	**98.50 %**
706500 Financial Fees		0.00	0.00	
706520 Bank charges & fees	1,122.41	328.97	793.44	341.19 %
706530 Credit card processing fees	37,986.20	33,100.03	4,886.17	114.76 %
706540 Direct Deposit Fees		1,125.00	-1,125.00	

Orient Land Trust

Budget vs Actual Statement of Activity

January - September, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 706500 Financial Fees	**39,108.61**	**34,554.00**	**4,554.61**	**113.18 %**
706800 Furniture, fixtures and equip		1,543.65	-1,543.65	
706810 Furniture & Fixtures	4,411.46	1,544.96	2,866.50	285.54 %
720210 Equipment	1,048.43	6,178.61	-5,130.18	16.97 %
720260 Software	16,572.24	15,715.31	856.93	105.45 %
Total 706800 Furniture, fixtures and equip	**22,032.13**	**24,982.53**	**-2,950.40**	**88.19 %**
707000 Grants and awards	750.00	1,700.00	-950.00	44.12 %
707200 Awards & grants to individuals		0.00	0.00	
Total 707000 Grants and awards	**750.00**	**1,700.00**	**-950.00**	**44.12 %**
709500 Insurance		0.00	0.00	
709520 Conservation Defense Insurance	396.00	315.00	81.00	125.71 %
709530 Directors & officers insurance	7,849.53	9,875.00	-2,025.47	79.49 %
709540 General Insurance		969.08	-969.08	
709550 Liability & Property insurance	50,757.58	54,935.26	-4,177.68	92.40 %
Total 709500 Insurance	**59,003.11**	**66,094.34**	**-7,091.23**	**89.27 %**
712500 Licenses and Permits	26.00	10.00	16.00	260.00 %
713300 Maintenance/Repair/ Improvement		0.00	0.00	
713310 Parts and other	20,826.19	18,222.88	2,603.31	114.29 %
713330 Property Maintenance	18,522.00	49,971.51	-31,449.51	37.07 %
713360 Property Improvements	6,762.48	2,264.99	4,497.49	298.57 %
Total 713300 Maintenance/Repair/ Improvement	**46,110.67**	**70,459.38**	**-24,348.71**	**65.44 %**
713500 Misc / Other Expenses		1,000.00	-1,000.00	
715500 Occupancy expenses		0.00	0.00	
715560 Rent	900.00	1,100.00	-200.00	81.82 %
715800 Utilities		0.00	0.00	
715810 Electric	223.54	4,299.00	-4,075.46	5.20 %
715820 Propane / Diesel fuel	9,509.79	831.30	8,678.49	1,143.97 %
715830 Trash Disposal	11,304.51	6,183.00	5,121.51	182.83 %
715870 Water Tests	2,012.68	1,597.11	415.57	126.02 %
Total 715800 Utilities	**23,050.52**	**12,910.41**	**10,140.11**	**178.54 %**
Total 715500 Occupancy expenses	**23,950.52**	**14,010.41**	**9,940.11**	**170.95 %**
715600 Office Supplies	2,826.69	1,874.97	951.72	150.76 %
716300 Postage and Delivery	419.79	1,687.50	-1,267.71	24.88 %
716400 Printing & publications	708.96	1,874.97	-1,166.01	37.81 %
716600 Professional fees & Consultants		0.00	0.00	
716610 Accounting fees	28,205.00	16,566.20	11,638.80	170.26 %
716620 Contractors & 1099	61,343.15	53,236.35	8,106.80	115.23 %
716640 Legal fees	75.00	2,062.53	-1,987.53	3.64 %
Total 716600 Professional fees & Consultants	**89,623.15**	**71,865.08**	**17,758.07**	**124.71 %**
716800 Program Supplies & Expenses		0.00	0.00	
716810 Program expenses	1,109.94	2,437.47	-1,327.53	45.54 %
716850 Program supplies	15,633.08	18,187.47	-2,554.39	85.96 %

Orient Land Trust

Budget vs Actual Statement of Activity

January - September, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 716800 Program Supplies & Expenses	**16,743.02**	**20,624.94**	**-3,881.92**	**81.18 %**
719600 Special Events Exp	9,069.34	0.00	9,069.34	
720100 Tax, Business		0.00	0.00	
720130 Real estate taxes	1,479.88	7,850.00	-6,370.12	18.85 %
Total 720100 Tax, Business	**1,479.88**	**7,850.00**	**-6,370.12**	**18.85 %**
720400 Telecommunications		0.00	0.00	
720410 Internet service	11,867.63	5,941.47	5,926.16	199.74 %
720450 Telephone	6,556.19	5,785.15	771.04	113.33 %
720451 Employee Cell Phone Program		0.00	0.00	
Total 720450 Telephone	**6,556.19**	**5,785.15**	**771.04**	**113.33 %**
720480 Web Hosting	290.67	29.97	260.70	969.87 %
Total 720400 Telecommunications	**18,714.49**	**11,756.59**	**6,957.90**	**159.18 %**
720500 Travel		0.00	0.00	
720510 Accomodations	269.40		269.40	
720540 Mileage,reimb gas recpt,other	1,616.36	3,112.47	-1,496.11	51.93 %
Total 720500 Travel	**1,885.76**	**3,112.47**	**-1,226.71**	**60.59 %**
722500 Vehicles		0.00	0.00	
722510 Onsite Vehicle Gasoline	1,926.78	3,975.03	-2,048.25	48.47 %
722520 Other utility vehicles		5,614.05	-5,614.05	
722530 Vehicle Insurance	4,008.00	8,012.00	-4,004.00	50.02 %
722540 Vehicle License Plates	2,091.18	4,274.33	-2,183.15	48.92 %
722550 Vehicle Maintenance and Repair	5,365.04	769.41	4,595.63	697.29 %
Total 722500 Vehicles	**13,391.00**	**22,644.82**	**-9,253.82**	**59.13 %**
722800 Volunteers and Membership				
719660 Premiums for members	0.00		0.00	
722850 Volunteer Training	103.37		103.37	
722880 Volunteer Recognition	110.94		110.94	
Total 722800 Volunteers and Membership	**214.31**		**214.31**	
Office Supplies & Software	6,402.66		6,402.66	
Purchases		0.00	0.00	
Reimbursements				
Payroll Correction f	0.00		0.00	
Total Reimbursements	**0.00**		**0.00**	
Total Expenditures	**$1,075,060.00**	**$1,168,330.22**	**$ -93,270.22**	**92.02 %**
NET OPERATING REVENUE	**$492,810.57**	**$336,888.23**	**$155,922.34**	**146.28 %**
Other Expenditures				
805000 Capital Fixed Asset Expenses				
805100 New construction				
805220 New Hydro Electric	8,375.00		8,375.00	
Total 805100 New construction	**8,375.00**		**8,375.00**	
808000 Land Conservation Expense				

Orient Land Trust

Budget vs Actual Statement of Activity

January - September, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
808010 Land Improvements	43.99		43.99	
Total 808000 Land Conservation Expense	**43.99**		**43.99**	
Total 805000 Capital Fixed Asset Expenses	**8,418.99**		**8,418.99**	
Ask My Client	976.86	0.00	976.86	
Total Other Expenditures	**$9,395.85**	**$0.00**	**$9,395.85**	**0.00%**
NET OTHER REVENUE	**$ -9,395.85**	**$0.00**	**$ -9,395.85**	**0.00%**
NET REVENUE	**$483,414.72**	**$336,888.23**	**$146,526.49**	**143.49 %**

Note
This report is not intended for tax purposes and may not include entries after prepared date.

Orient Land Trust

Statement of Activity Previous Year Comparison YTD

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Revenue		
400000 Revenue-direct contributions UR		
400100 OLT Misc Memberships	292,576.68	314,666.00
400300 Cash Contributions	4,199.37	4,806.99
Total 400000 Revenue-direct contributions UR	**296,776.05**	**319,472.99**
410000 Program Revenue		
410200 Gross Sales of Inventory		
450010 All Sales	49,623.69	45,081.07
450020 Other sales	1,000.00	
485041 Ranch Product Sales	38.00	4,943.47
Total 410200 Gross Sales of Inventory	**50,661.69**	**50,024.54**
410500 Admission & accommodation fees	1,237,724.82	1,115,792.98
410530 Forfeit fees		16.00
410540 Admission Fees	80.00	-22.00
410550 Accommodation Fees		-290.10
Total 410500 Admission & accommodation fees	**1,237,804.82**	**1,115,496.88**
410600 Service Fees (vendor)	200.00	2,920.00
Total 410000 Program Revenue	**1,288,666.51**	**1,168,441.42**
420000 Fee Income		
420100 Housing Fee	954.80	3,893.38
Total 420000 Fee Income	**954.80**	**3,893.38**
450000 Other Revenue.		
450030 Eggs Income_Everson Ranch	1,657.80	
450035 Grazing Lease Income_Everson Ranch	500.00	
450040 Hay Income_Everson Ranch	825.00	
450045 Produce Income_Everson Ranch	404.63	
450055 Turkeys_Everson Ranch	16.12	
450100 Over-under adjustments		65.86
450800 Other revenue	1,000.00	11,906.00
Total 450000 Other Revenue.	**4,403.55**	**11,971.86**
460000 Special Events/activities/fundr		3,810.00
470000 Investment Income.		
470100 Change in mkt. value of invest.		20,052.87
470500 Dividends & int. from securitie		
470600 Interest Earned	1,956.37	1,854.16
Total 470000 Investment Income.	**1,956.37**	**21,907.03**
490000 Restricted Donations.		
490600 Restricted Donations- other		20,000.00
Total 490000 Restricted Donations.		**20,000.00**
Total Revenue	**$1,592,757.28**	**$1,549,496.68**

Orient Land Trust

Statement of Activity Previous Year Comparison YTD

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Cost of Goods Sold		
500000 Cost of goods sold		78.16
500010 All Food Purchases	11,185.79	
500020 Apparel	7,279.30	
500030 Other	3,475.31	39.00
500035 Employee purchases		3,074.81
Total 500030 Other	**3,475.31**	**3,113.81**
500080 Ranch COGS (feed,meals etc)	2,736.20	3,955.24
500050 Ranch Other purchases	99.10	
500090 Ranch Seeds and Plants	111.01	835.76
Total 500080 Ranch COGS (feed,meals etc)	**2,946.31**	**4,791.00**
Total 500000 Cost of goods sold	**24,886.71**	**7,982.97**
Total Cost of Goods Sold	**$24,886.71**	**$7,982.97**
GROSS PROFIT	**$1,567,870.57**	**$1,541,513.71**
Expenditures		
600000 Employee Expenses		213.10
610000 Gross Wages		
610100 Regular Payroll	497,641.02	482,859.38
610200 Overtime (x1.5 hourly)	8,765.78	10,913.34
610300 Holiday Overtime (1.5x)	9,356.54	10,765.53
610500 Paid Time Off	38,130.24	33,355.54
Total 610000 Gross Wages	**553,893.58**	**537,893.79**
620000 Payroll Taxes & Workmans Comp		
620100 CO Unemployment Tax	8,600.82	9,310.06
620200 Company 941 (SS& Med) tax	40,003.81	39,907.74
620500 Workers compensation insurance	10,953.00	24,324.34
620600 CO FAMLI Employer	2,390.50	2,740.29
Total 620000 Payroll Taxes & Workmans Comp	**61,948.13**	**76,282.43**
630000 Employee Benefits		
630400 Staff Development	357.60	169.45
630500 Health Insurance Benefit	97,612.25	70,454.90
Total 630000 Employee Benefits	**97,969.85**	**70,624.35**
Other Employee Expenses		146.72
Total 600000 Employee Expenses	**713,811.56**	**685,160.39**
702100 Bad debt expense		100.00
702200 Board Expenses	743.12	
702250 Meeting Expenses	1,890.23	474.30
Total 702200 Board Expenses	**2,633.35**	**474.30**

Orient Land Trust

Statement of Activity Previous Year Comparison YTD

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
704400 Dues & Subscriptions		65.00
704410 Association dues	6,155.00	5,975.00
704450 Publications & subscriptions		209.00
Total 704400 Dues & Subscriptions	**6,155.00**	**6,249.00**
706500 Financial Fees		
706520 Bank charges & fees	1,122.41	357.97
706530 Credit card processing fees	37,986.20	33,243.76
706540 Direct Deposit Fees		
Total 706500 Financial Fees	**39,108.61**	**33,601.73**
706800 Furniture, fixtures and equip		1,543.65
706810 Furniture & Fixtures	4,411.46	1,544.96
720210 Equipment	1,048.43	6,088.18
720260 Software	16,572.24	14,444.50
Total 706800 Furniture, fixtures and equip	**22,032.13**	**23,621.29**
707000 Grants and awards	750.00	1,700.00
709500 Insurance		
709520 Conservation Defense Insurance	396.00	315.00
709530 Directors & officers insurance	7,849.53	9,875.00
709540 General Insurance		969.08
709550 Liability & Property insurance	50,757.58	54,221.78
Total 709500 Insurance	**59,003.11**	**65,380.86**
712500 Licenses and Permits	26.00	10.00
713300 Maintenance/Repair/ Improvement		0.00
713310 Parts and other	20,826.19	21,380.73
713330 Property Maintenance	18,522.00	14,101.91
713360 Property Improvements	6,762.48	2,199.99
Total 713300 Maintenance/Repair/ Improvement	**46,110.67**	**37,682.63**
713500 Misc / Other Expenses		1,100.00
715500 Occupancy expenses		
715560 Rent	900.00	1,100.00
715800 Utilities		
715810 Electric	223.54	3,974.00
715820 Propane / Diesel fuel	9,509.79	662.55
715830 Trash Disposal	11,304.51	6,183.00
715870 Water Tests	2,012.68	1,662.11
Total 715800 Utilities	**23,050.52**	**12,481.66**
Total 715500 Occupancy expenses	**23,950.52**	**13,581.66**
715600 Office Supplies	2,826.69	9,517.43
716300 Postage and Delivery	419.79	1,259.26

Orient Land Trust

Statement of Activity Previous Year Comparison YTD

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
716400 Printing & publications	708.96	1,537.85
716600 Professional fees & Consultants		
716610 Accounting fees	28,205.00	17,575.00
716620 Contractors & 1099	61,343.15	52,926.18
716640 Legal fees	75.00	2,439.72
Total 716600 Professional fees & Consultants	**89,623.15**	**72,940.90**
716800 Program Supplies & Expenses		1,682.69
716810 Program expenses	1,109.94	3,102.77
716850 Program supplies	15,633.08	20,721.81
Total 716800 Program Supplies & Expenses	**16,743.02**	**25,507.27**
719600 Special Events Exp	9,069.34	5,673.14
720100 Tax, Business		
720130 Real estate taxes	1,479.88	7,712.28
Total 720100 Tax, Business	**1,479.88**	**7,712.28**
720400 Telecommunications		
720410 Internet service	11,867.63	6,248.73
720450 Telephone	6,556.19	5,965.04
720451 Employee Cell Phone Program		213.39
Total 720450 Telephone	**6,556.19**	**6,178.43**
720480 Web Hosting	290.67	2.81
Total 720400 Telecommunications	**18,714.49**	**12,429.97**
720500 Travel		
720510 Accomodations	269.40	
720540 Mileage,reimb gas recpt,other	1,616.36	3,151.14
Total 720500 Travel	**1,885.76**	**3,151.14**
722500 Vehicles		
722510 Onsite Vehicle Gasoline	1,926.78	4,634.62
722520 Other utility vehicles		791.05
722530 Vehicle Insurance	4,008.00	5,320.00
722540 Vehicle License Plates	2,091.18	1,174.33
722550 Vehicle Maintenance and Repair	5,365.04	10,405.22
Total 722500 Vehicles	**13,391.00**	**22,325.22**
722800 Volunteers and Membership		
719660 Premiums for members	0.00	
722850 Volunteer Training	103.37	
722880 Volunteer Recognition	110.94	
Total 722800 Volunteers and Membership	**214.31**	
Office Supplies & Software	6,402.66	
Purchases		1,486.14

Orient Land Trust

Statement of Activity Previous Year Comparison YTD

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Reimbursements		
Payroll Correction f	0.00	
Total Reimbursements	**0.00**	
Total Expenditures	**$1,075,060.00**	**$1,032,202.46**
NET OPERATING REVENUE	**$492,810.57**	**$509,311.25**
Other Expenditures	**$9,395.85**	**$0.00**
NET OTHER REVENUE	**$ -9,395.85**	**$0.00**
NET REVENUE	**$483,414.72**	**$509,311.25**

Orient Land Trust

Hot Springs Statement Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Revenue		
400000 Revenue-direct contributions UR		
400100 OLT Misc Memberships	2,815.00	
400300 Cash Contributions	2,684.53	
Total 400000 Revenue-direct contributions UR	**5,499.53**	
410000 Program Revenue		
410200 Gross Sales of Inventory		
450010 All Sales	49,605.28	45,081.07
450020 Other sales	1,000.00	
485041 Ranch Product Sales	30.00	
Total 410200 Gross Sales of Inventory	**50,635.28**	**45,081.07**
410500 Admission & accommodation fees	1,237,681.86	911,889.96
410530 Forfeit fees		16.00
410540 Admission Fees		13,590.57
410550 Accommodation Fees		190,000.35
Total 410500 Admission & accommodation fees	**1,237,681.86**	**1,115,496.88**
410600 Service Fees (vendor)	200.00	2,920.00
Total 410000 Program Revenue	**1,288,517.14**	**1,163,497.95**
420000 Fee Income		
420100 Housing Fee	954.80	
Total 420000 Fee Income	**954.80**	
450000 Other Revenue.		
450030 Eggs Income_Everson Ranch	2.80	
450045 Produce Income_Everson Ranch	11.00	
450100 Over-under adjustments		65.86
450800 Other revenue	1,000.00	8,662.00
Total 450000 Other Revenue.	**1,013.80**	**8,727.86**
470000 Investment Income.		
470600 Interest Earned	1,296.23	1,050.31
Total 470000 Investment Income.	**1,296.23**	**1,050.31**
490000 Restricted Donations.		
490600 Restricted Donations- other		20,000.00
Total 490000 Restricted Donations.		**20,000.00**
Total Revenue	**$1,297,281.50**	**$1,193,276.12**
Cost of Goods Sold		
500000 Cost of goods sold		78.16
500010 All Food Purchases	11,185.79	
500020 Apparel	7,279.30	

Orient Land Trust

Hot Springs Statement Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
500030 Other	3,475.31	39.00
500035 Employee purchases		3,074.81
Total 500030 Other	**3,475.31**	**3,113.81**
500080 Ranch COGS (feed,meals etc)		0.00
500090 Ranch Seeds and Plants	29.30	
Total 500080 Ranch COGS (feed,meals etc)	**29.30**	**0.00**
Total 500000 Cost of goods sold	**21,969.70**	**3,191.97**
Total Cost of Goods Sold	**$21,969.70**	**$3,191.97**
GROSS PROFIT	**$1,275,311.80**	**$1,190,084.15**
Expenditures		
600000 Employee Expenses		213.10
610000 Gross Wages		
610100 Regular Payroll	456,823.92	472,150.62
610200 Overtime (x1.5 hourly)	8,686.32	10,616.12
610300 Holiday Overtime (1.5x)	9,111.13	10,305.36
610500 Paid Time Off	36,718.55	33,267.90
Total 610000 Gross Wages	**511,339.92**	**526,340.00**
620000 Payroll Taxes & Workmans Comp		
620100 CO Unemployment Tax	8,096.91	9,127.71
620200 Company 941 (SS& Med) tax	37,385.30	39,213.40
620500 Workers compensation insurance	10,953.00	24,324.34
620600 CO FAMLI Employer	2,227.71	2,695.86
Total 620000 Payroll Taxes & Workmans Comp	**58,662.92**	**75,361.31**
630000 Employee Benefits		
630400 Staff Development	357.60	169.45
630500 Health Insurance Benefit	100,549.02	70,454.90
Total 630000 Employee Benefits	**100,906.62**	**70,624.35**
Total 600000 Employee Expenses	**670,909.46**	**672,538.76**
702100 Bad debt expense		100.00
702200 Board Expenses	557.34	
702250 Meeting Expenses	1,890.23	474.30
Total 702200 Board Expenses	**2,447.57**	**474.30**
704400 Dues & Subscriptions		65.00
704410 Association dues	6,155.00	5,975.00
Total 704400 Dues & Subscriptions	**6,155.00**	**6,040.00**
706500 Financial Fees		
706520 Bank charges & fees	851.62	356.52

Orient Land Trust

Hot Springs Statement Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
706530 Credit card processing fees	31,164.85	33,122.71
706540 Direct Deposit Fees		
Total 706500 Financial Fees	**32,016.47**	**33,479.23**
706800 Furniture, fixtures and equip		1,543.65
706810 Furniture & Fixtures	4,411.46	1,544.96
720210 Equipment	1,048.43	6,088.18
720260 Software	17,653.93	14,444.50
Total 706800 Furniture, fixtures and equip	**23,113.82**	**23,621.29**
707000 Grants and awards	750.00	1,700.00
709500 Insurance		
709520 Conservation Defense Insurance	396.00	311.85
709530 Directors & officers insurance	7,849.53	9,875.00
709540 General Insurance		969.08
709550 Liability & Property insurance	39,287.96	52,233.64
Total 709500 Insurance	**47,533.49**	**63,389.57**
712500 Licenses and Permits	26.00	10.00
713300 Maintenance/Repair/ Improvement		0.00
713310 Parts and other	15,917.51	18,145.06
713330 Property Maintenance	10,342.62	9,521.63
713360 Property Improvements	1,725.64	2,199.99
Total 713300 Maintenance/Repair/ Improvement	**27,985.77**	**29,866.68**
713500 Misc / Other Expenses		1,100.00
715500 Occupancy expenses		
715560 Rent	900.00	1,100.00
715800 Utilities		
715810 Electric	223.54	
715820 Propane / Diesel fuel	9,257.79	662.55
715830 Trash Disposal	11,304.51	4,977.00
715870 Water Tests	2,012.68	1,662.11
Total 715800 Utilities	**22,798.52**	**7,301.66**
Total 715500 Occupancy expenses	**23,698.52**	**8,401.66**
715600 Office Supplies	3,060.69	9,517.43
716300 Postage and Delivery	419.79	1,217.46
716400 Printing & publications	708.96	1,537.85
716600 Professional fees & Consultants		
716610 Accounting fees	23,042.50	17,487.70
716620 Contractors & 1099	61,343.15	49,944.48
716640 Legal fees	75.00	2,439.72
Total 716600 Professional fees & Consultants	**84,460.65**	**69,871.90**

Orient Land Trust

Hot Springs Statement Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
716800 Program Supplies & Expenses		1,560.15
716810 Program expenses	1,109.94	3,102.77
716850 Program supplies	15,362.97	20,473.61
Total 716800 Program Supplies & Expenses	**16,472.91**	**25,136.53**
719600 Special Events Exp	9,069.34	5,673.14
720100 Tax, Business		
720130 Real estate taxes	1,479.88	7,712.28
Total 720100 Tax, Business	**1,479.88**	**7,712.28**
720400 Telecommunications		
720410 Internet service	12,057.43	5,442.33
720450 Telephone	8,632.21	5,965.04
720451 Employee Cell Phone Program		213.39
Total 720450 Telephone	**8,632.21**	**6,178.43**
720480 Web Hosting	290.67	2.81
Total 720400 Telecommunications	**20,980.31**	**11,623.57**
720500 Travel		
720510 Accomodations	269.40	
720540 Mileage,reimb gas recpt,other	1,315.27	3,076.13
Total 720500 Travel	**1,584.67**	**3,076.13**
722500 Vehicles		
722510 Onsite Vehicle Gasoline		4,634.62
722520 Other utility vehicles		791.05
722530 Vehicle Insurance	3,111.21	5,266.80
722540 Vehicle License Plates	2,091.18	741.13
722550 Vehicle Maintenance and Repair	1,728.17	5,388.52
Total 722500 Vehicles	**6,930.56**	**16,822.12**
722800 Volunteers and Membership		
719660 Premiums for members	0.00	
722850 Volunteer Training	103.37	
722880 Volunteer Recognition	110.94	
Total 722800 Volunteers and Membership	**214.31**	
Office Supplies & Software	6,402.66	
Purchases		1,486.14
Reimbursements		
Payroll Correction f	569.29	
Total Reimbursements	**569.29**	
Total Expenditures	**$986,990.12**	**$994,396.04**
NET OPERATING REVENUE	**$288,321.68**	**$195,688.11**

Orient Land Trust

Hot Springs Statement Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Other Expenditures		
805000 Capital Fixed Asset Expenses		
805100 New construction		
805220 New Hydro Electric	8,375.00	
Total 805100 New construction	**8,375.00**	
Total 805000 Capital Fixed Asset Expenses	**8,375.00**	
Ask My Client	976.86	
Total Other Expenditures	**$9,351.86**	**$0.00**
NET OTHER REVENUE	**$ -9,351.86**	**$0.00**
NET REVENUE	**$278,969.82**	**$195,688.11**

Orient Land Trust

Everson Ranch Statement of Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Revenue		
400000 Revenue-direct contributions UR		
400300 Cash Contributions		
Total 400000 Revenue-direct contributions UR		
410000 Program Revenue		
410200 Gross Sales of Inventory		
450010 All Sales	18.41	
485041 Ranch Product Sales	8.00	4,943.47
Total 410200 Gross Sales of Inventory	**26.41**	**4,943.47**
410500 Admission & accommodation fees	42.96	0.00
410540 Admission Fees	80.00	
Total 410500 Admission & accommodation fees	**122.96**	**0.00**
Total 410000 Program Revenue	**149.37**	**4,943.47**
420000 Fee Income		
420100 Housing Fee		3,893.38
Total 420000 Fee Income		**3,893.38**
450000 Other Revenue.		
450030 Eggs Income_Everson Ranch	1,648.00	
450035 Grazing Lease Income_Everson Ranch	500.00	
450040 Hay Income_Everson Ranch	825.00	
450045 Produce Income_Everson Ranch	393.63	
450055 Turkeys_Everson Ranch	16.12	
Total 450000 Other Revenue.	**3,382.75**	
460000 Special Events/activities/fundr		3,810.00
470000 Investment Income.		
470600 Interest Earned	46.42	
Total 470000 Investment Income.	**46.42**	
Total Revenue	**$3,578.54**	**$12,646.85**
Cost of Goods Sold		
500000 Cost of goods sold		
500080 Ranch COGS (feed,meals etc)	2,672.22	2,475.24
500050 Ranch Other purchases	99.10	
500090 Ranch Seeds and Plants	81.71	835.76
Total 500080 Ranch COGS (feed,meals etc)	**2,853.03**	**3,311.00**
Total 500000 Cost of goods sold	**2,853.03**	**3,311.00**
Total Cost of Goods Sold	**$2,853.03**	**$3,311.00**
GROSS PROFIT	**$725.51**	**$9,335.85**

Orient Land Trust

Everson Ranch Statement of Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Expenditures		
600000 Employee Expenses		
610000 Gross Wages		
610100 Regular Payroll	30,218.09	9,380.06
610200 Overtime (x1.5 hourly)	79.46	232.68
610300 Holiday Overtime (1.5x)	245.41	460.17
610500 Paid Time Off	1,411.69	87.64
Total 610000 Gross Wages	**31,954.65**	**10,160.55**
620000 Payroll Taxes & Workmans Comp		
620100 CO Unemployment Tax	503.90	154.42
620200 Company 941 (SS& Med) tax	2,221.73	587.76
620600 CO FAMLI Employer	139.77	38.20
Total 620000 Payroll Taxes & Workmans Comp	**2,865.40**	**780.38**
630000 Employee Benefits		
630400 Staff Development		0.00
630500 Health Insurance Benefit	25.75	
Total 630000 Employee Benefits	**25.75**	**0.00**
Total 600000 Employee Expenses	**34,845.80**	**10,940.93**
702200 Board Expenses	185.78	
702250 Meeting Expenses		0.00
Total 702200 Board Expenses	**185.78**	**0.00**
704400 Dues & Subscriptions		
704450 Publications & subscriptions		209.00
Total 704400 Dues & Subscriptions		**209.00**
706500 Financial Fees		
706520 Bank charges & fees	270.79	1.45
706530 Credit card processing fees	6,821.35	121.05
706540 Direct Deposit Fees		
Total 706500 Financial Fees	**7,092.14**	**122.50**
706800 Furniture, fixtures and equip		
720210 Equipment		0.00
Total 706800 Furniture, fixtures and equip		**0.00**
709500 Insurance		
709520 Conservation Defense Insurance		3.15
709550 Liability & Property insurance	11,469.62	1,988.14
Total 709500 Insurance	**11,469.62**	**1,991.29**

Orient Land Trust

Everson Ranch Statement of Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
713300 Maintenance/Repair/ Improvement		
713310 Parts and other	4,105.29	538.94
713330 Property Maintenance	1,713.48	4,580.28
713360 Property Improvements	2,541.68	
Total 713300 Maintenance/Repair/ Improvement	**8,360.45**	**5,119.22**
715500 Occupancy expenses		
715800 Utilities		
715810 Electric		3,974.00
715820 Propane / Diesel fuel	252.00	
715830 Trash Disposal		1,206.00
Total 715800 Utilities	**252.00**	**5,180.00**
Total 715500 Occupancy expenses	**252.00**	**5,180.00**
716600 Professional fees & Consultants		
716610 Accounting fees	5,162.50	87.30
716620 Contractors & 1099		2,981.70
Total 716600 Professional fees & Consultants	**5,162.50**	**3,069.00**
716800 Program Supplies & Expenses		
716850 Program supplies	270.11	106.73
Total 716800 Program Supplies & Expenses	**270.11**	**106.73**
720400 Telecommunications		
720410 Internet service		665.55
Total 720400 Telecommunications		**665.55**
720500 Travel		
720540 Mileage,reimb gas recpt,other	80.91	75.01
Total 720500 Travel	**80.91**	**75.01**
722500 Vehicles		
722530 Vehicle Insurance	896.79	53.20
722540 Vehicle License Plates		433.20
722550 Vehicle Maintenance and Repair	584.78	4,724.03
Total 722500 Vehicles	**1,481.57**	**5,210.43**
Total Expenditures	**$69,200.88**	**$32,689.66**
NET OPERATING REVENUE	**$ -68,475.37**	**$ -23,353.81**
NET REVENUE	**$ -68,475.37**	**$ -23,353.81**

Orient Land Trust

OLT Shared Statement of Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
Revenue		
400000 Revenue-direct contributions UR		
400100 OLT Misc Memberships	289,761.68	314,666.00
400300 Cash Contributions	1,514.84	4,806.99
Total 400000 Revenue-direct contributions UR	**291,276.52**	**319,472.99**
450000 Other Revenue.		
450030 Eggs Income_Everson Ranch	7.00	
450800 Other revenue		3,244.00
Total 450000 Other Revenue.	**7.00**	**3,244.00**
470000 Investment Income.		
470100 Change in mkt. value of invest.		20,052.87
470500 Dividends & int. from securitie		
470600 Interest Earned	613.72	803.85
Total 470000 Investment Income.	**613.72**	**20,856.72**
Total Revenue	**$291,897.24**	**$343,573.71**
Cost of Goods Sold		
500000 Cost of goods sold		
500080 Ranch COGS (feed,meals etc)		0.00
Total 500000 Cost of goods sold		**0.00**
Total Cost of Goods Sold	**$0.00**	**$0.00**
GROSS PROFIT	**$291,897.24**	**$343,573.71**
Expenditures		
600000 Employee Expenses		
610000 Gross Wages		
610100 Regular Payroll	0.00	0.00
610200 Overtime (x1.5 hourly)	0.00	0.00
610300 Holiday Overtime (1.5x)	0.00	0.00
610500 Paid Time Off	0.00	0.00
Total 610000 Gross Wages	**0.00**	**0.00**
620000 Payroll Taxes & Workmans Comp		
620100 CO Unemployment Tax	0.00	0.00
620200 Company 941 (SS& Med) tax	0.00	0.00
620600 CO FAMLI Employer	0.00	0.00
Total 620000 Payroll Taxes & Workmans Comp	**0.00**	**0.00**
630000 Employee Benefits		
630400 Staff Development		0.00
630500 Health Insurance Benefit		
Total 630000 Employee Benefits		**0.00**
Total 600000 Employee Expenses	**0.00**	**0.00**

Orient Land Trust

OLT Shared Statement of Activity PY

January - September, 2026

	TOTAL	
	JAN - SEP, 2026	JAN - SEP, 2025 (PY)
702200 Board Expenses	0.00	
702250 Meeting Expenses		0.00
Total 702200 Board Expenses	**0.00**	**0.00**
706500 Financial Fees		
706520 Bank charges & fees	0.00	0.00
706530 Credit card processing fees	0.00	0.00
706540 Direct Deposit Fees		
Total 706500 Financial Fees	**0.00**	**0.00**
706800 Furniture, fixtures and equip		
720210 Equipment		0.00
Total 706800 Furniture, fixtures and equip		**0.00**
709500 Insurance		
709520 Conservation Defense Insurance		0.00
709550 Liability & Property insurance	0.00	0.00
Total 709500 Insurance	**0.00**	**0.00**
713300 Maintenance/Repair/ Improvement		
713310 Parts and other	0.00	787.94
713330 Property Maintenance	0.00	0.00
713360 Property Improvements	0.00	
Total 713300 Maintenance/Repair/ Improvement	**0.00**	**787.94**
716600 Professional fees & Consultants		
716610 Accounting fees	0.00	0.00
Total 716600 Professional fees & Consultants	**0.00**	**0.00**
716800 Program Supplies & Expenses		
716850 Program supplies	0.00	0.00
Total 716800 Program Supplies & Expenses	**0.00**	**0.00**
720500 Travel		
720540 Mileage,reimb gas recpt,other	0.00	0.00
Total 720500 Travel	**0.00**	**0.00**
722500 Vehicles		
722530 Vehicle Insurance	0.00	0.00
722550 Vehicle Maintenance and Repair		0.00
Total 722500 Vehicles	**0.00**	**0.00**
Total Expenditures	**$0.00**	**$787.94**
NET OPERATING REVENUE	**$291,897.24**	**$342,785.77**
NET REVENUE	**$291,897.24**	**$342,785.77**

Orient Land Trust

Statement of Cash Flows

January - September, 2026

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	483,414.72
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
120000 Employee Loans/Advances	0.00
122010 Inventory Asset:Inventory-Food	-0.57
122020 Inventory Asset:Inventory-Apparel	-6,960.43
122030 Inventory Asset:Inventory-Other	613.10
124015 Prepaid expenses and other:Prepaid expenses	-2,616.47
124020 Prepaid expenses and other:Prepaid insurance	-23,571.36
126001 QuickBooks Tax Holding Account	-582.15
Payroll Refunds	-3,794.00
200000 Accounts payable	-3,265.94
105000 Bill.com Credit Card Management	-4,489.15
206050 Deferred revenue & deposits:Prepayments on Reservations	2,616.86
206150 Creditor/Prepayment/Deposit Newbook	-518.05
207525 Sales and Lodging Tax:County Sales and Lodging Tac	6,002.47
207550 Sales and Lodging Tax:State Sales and Lodging Tax	2,145.39
208030 Payroll Liabilities:Colorado Unemployment	1,484.96
208035 Payroll Liabilities:Colorado Withholding	-1,556.00
208040 Payroll Liabilities:Federal 941	-2,766.75
208045 Payroll Liabilities:Colorado FAMLI	-109.62
208050 Payroll Liabilities:TASC HSA Contributions	165.61
208055 Payroll Liabilities:Principal Group Benefit All	-451.32
208060 Payroll Liabilities:Anthem Group Health_Employee_Contr.	-990.18
208360 Payroll Liabilities:SEP IRA Liability Payable	-27,778.20
Direct Deposit Payable	0.00
Payroll Corrections	0.00
Payroll Liabilities:Payment for Employee Open Invoices	0.00
Payroll Liabilities:Voluntary Life/AD&D Principal	0.00
Payroll Liabilities:WI Income Tax	9.49
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**-66,412.31**
Net cash provided by operating activities	**$417,002.41**
INVESTING ACTIVITIES	
132005 Construction in progress:Construction in progress	-134,970.00
132055 Construction in progress:New Hydroelectric Plant 2025	-26,665.41
Net cash provided by investing activities	**$ -161,635.41**
NET CASH INCREASE FOR PERIOD	**$255,367.00**
Cash at beginning of period	429,699.39
CASH AT END OF PERIOD	**$685,066.39**

Financial Reports

II. Winter Savings, Board Designated and Restricted Income

We have $220 in the Winter Savings Account.

(Note: This account is used to cover operating shortfalls in the winter season (October-April) which we have every year. We usually save at least $175,000-$200,000 in the account from net operating income during the summer months.)

BUSINESS

I. **2027 Draft Budget Review** (DISC)

The practice has been for staff to present a first draft of the budget for the following year at the October board meeting. From there the budget is further amended with board member input from the board meeting and Internal Affairs Committee member input, working with staff, as needed with the goal of having the board approve a final draft of the budget at the January meeting.

The 2027 Draft Budget from Staff follows in two formats. First, the budget breakdown by property followed by the budget compared to actuals.

2027 Budget Draft 10-08-2026	Everson Ranch Property	Hot Springs Property	OLT-Shared	TOTAL
Revenue				
400000 Revenue-direct contributions UR	0.00	0.00	0.00	0.00
400100 OLT Misc Memberships		0.00	339,167.03	339,167.03
400300 Cash Contributions	0.00	0.00	1,464.84	1,464.84
Total 400000 Revenue-direct contributions UR	$ 0.00	$ 0.00	$340,631.87	$340,631.87
410000 Program Revenue	0.00	0.00		0.00
410200 Gross Sales of Inventory	0.00	0.00		0.00
450010 All Sales	0.00	61,861.32		61,861.32
450020 Other sales		900.00		900.00
485041 Ranch Product Sales	0.00	30.00		30.00
Total 410200 Gross Sales of Inventory	$ 0.00	$ 62,791.32	$ 0.00	$ 62,791.32
410500 Admission & accommodation fees	3,000.00	1,411,117.45		1,414,117.45
410540 Admission Fees	0.00			0.00
Total 410500 Admission & accommodation fees	$ 3,000.00	$ 1,411,117.45	$ 0.00	$ 1,414,117.45
410600 Service Fees (vendor)		2,400.00		2,400.00
Total 410000 Program Revenue	$ 3,000.00	$ 1,476,308.77	$ 0.00	$ 1,479,308.77
420000 Fee Income		0.00		0.00
420100 Housing Fee		0.00		0.00
Total 420000 Fee Income	$ 0.00	$ 0.00	$ 0.00	$ 0.00
450000 Other Revenue.	0.00	0.00	0.00	0.00
450030 Eggs Income_Everson Ranch	1,559.80	0.00	0.00	1,559.80
450035 Grazing Lease Income_Everson Ranch	600.00			600.00
450040 Hay Income_Everson Ranch	650.00			650.00
450045 Produce Income_Everson Ranch	300.00	0.00		300.00
450800 Other revenue		600.00		600.00
Total 450000 Other Revenue.	$ 3,109.80	$ 600.00	$ 0.00	$ 3,709.80
470000 Investment Income.	0.00	0.00	0.00	0.00
470600 Interest Earned	46.42	993.94	613.72	1,654.08
Total 470000 Investment Income.	$ 46.42	$ 993.94	$ 613.72	$ 1,654.08
Total Revenue	$ 6,156.22	$ 1,477,902.71	$341,245.59	$ 1,825,304.52
Cost of Goods Sold				
500000 Cost of goods sold	0.00	0.00		0.00
500010 All Food Purchases		7,141.59		7,141.59
500020 Apparel		12,327.02		12,327.02
500030 Other		2,471.94		2,471.94
500080 Ranch COGS (feed,meals etc)	3,000.00	0.00		3,000.00
500050 Ranch Other purchases	120.00			120.00
500090 Ranch Seeds and Plants	100.00	0.00		100.00
Total 500080 Ranch COGS (feed,meals etc)	$ 3,220.00	$ 0.00	$ 0.00	$ 3,220.00
Total 500000 Cost of goods sold	$ 3,220.00	$ 21,940.55	$ 0.00	$ 25,160.55
Total Cost of Goods Sold	$ 3,220.00	$ 21,940.55	$ 0.00	$ 25,160.55

2027 Budget Draft 10-08-2026	Everson Ranch Property	Hot Springs Property	OLT-Shared	TOTAL
Gross Profit	**$ 2,936.22**	**$ 1,455,962.16**	**$341,245.59**	**$ 1,800,143.97**
Expenditures				
600000 Employee Expenses	0.00	0.00	0.00	0.00
610000 Gross Wages	0.00	0.00	0.00	0.00
610100 Regular Payroll	34,715.66	686,617.37	0.00	721,333.03
610200 Overtime (x1.5 hourly)	100.00	13,035.60	0.00	13,135.60
610300 Holiday Overtime (1.5x)	200.00	11,119.61	0.00	11,319.61
610400 Bonus				0.00
610500 Paid Time Off	1,348.09	49,051.75	0.00	50,399.84
Total 610000 Gross Wages	**$36,363.75**	**$ 759,824.33**	**$ 0.00**	**$796,188.08**
620000 Payroll Taxes & Workmans Comp	0.00	0.00	0.00	0.00
620100 CO Unemployment Tax	428.75	8,715.22	0.00	9,143.97
620200 Company 941 (SS& Med) tax	1,768.55	53,495.08	0.00	55,263.63
620500 Workers compensation insurance		30,000.00		30,000.00
620600 CO FAMLI Employer	150.00	3,075.49	0.00	3,225.49
Total 620000 Payroll Taxes & Workmans Comp	**$ 2,347.30**	**$ 95,285.79**	**$ 0.00**	**$ 97,633.09**
630000 Employee Benefits	0.00	0.00		0.00
630200 SEP IRA Contribution		32,500.00		32,500.00
630400 Staff Development		584.55		584.55
630500 Health Insurance Benefit	980.00	150,000.00		150,980.00
Total 630000 Employee Benefits	**$ 980.00**	**$ 183,084.55**	**$ 0.00**	**$184,064.55**
Total 600000 Employee Expenses	**$39,691.05**	**$ 1,038,194.67**	**$ 0.00**	**$ 1,077,885.72**
702200 Board Expenses	0.00	557.34	0.00	557.34
702250 Meeting Expenses		2,290.23		2,290.23
Total 702200 Board Expenses	**$ 0.00**	**$ 2,847.57**	**$ 0.00**	**$ 2,847.57**
704400 Dues & Subscriptions		0.00		0.00
704410 Association dues		14,619.00		14,619.00
704450 Publications & subscriptions		229.00		229.00
Total 704400 Dues & Subscriptions	**$ 0.00**	**$ 14,848.00**	**$ 0.00**	**$ 14,848.00**
706500 Financial Fees	0.00	0.00	0.00	0.00
706520 Bank charges & fees	270.79	891.62	0.00	1,162.41
706530 Credit card processing fees	300.00	42,948.47	0.00	43,248.47
706540 Direct Deposit Fees		2,231.28		2,231.28
Total 706500 Financial Fees	**$ 570.79**	**$ 46,071.37**	**$ 0.00**	**$ 46,642.16**
706800 Furniture, fixtures and equip		0.00		0.00
706810 Furniture & Fixtures		3,647.71		3,647.71
720210 Equipment		6,500.00		6,500.00
720260 Software		20,525.85		20,525.85
Total 706800 Furniture, fixtures and equip	**$ 0.00**	**$ 30,673.56**	**$ 0.00**	**$ 30,673.56**
707000 Grants and awards		750.00		750.00
707200 Awards & grants to individuals		1,950.00		1,950.00
Total 707000 Grants and awards	**$ 0.00**	**$ 2,700.00**	**$ 0.00**	**$ 2,700.00**
709500 Insurance	0.00	0.00	0.00	0.00

2027 Budget Draft 10-08-2026	Everson Ranch Property	Hot Springs Property	OLT-Shared	TOTAL
709520 Conservation Defense Insurance		396.00		396.00
709530 Directors & officers insurance		7,849.53		7,849.53
709540 General Insurance		500.00		500.00
709550 Liability & Property insurance	10,121.66	65,000.00	0.00	75,121.66
Total 709500 Insurance	$10,121.66	$ 73,745.53	$ 0.00	$ 83,867.19
709700 Interest on Loans				
709730 Loan for New Electric Line		2,796.93	0.00	2,796.93
Total 709700 Interest on Loans	$ 0.00	$ 2,796.93	$ 0.00	$ 2,796.93
712500 Licenses and Permits		662.76		662.76
713300 Maintenance/Repair/ Improvement	0.00	1,146.92	0.00	1,146.92
713310 Parts and other	4,015.74	28,562.75	0.00	32,578.49
713330 Property Maintenance	5,200.00	22,795.70	0.00	27,995.70
713360 Property Improvements	2,541.68	5,000.00	0.00	7,541.68
Total 713300 Maintenance/Repair/ Improvement	$11,757.42	$ 57,505.37	$ 0.00	$ 69,262.79
713500 Misc / Other Expenses		1,200.00		1,200.00
715500 Occupancy expenses	0.00	0.00		0.00
715560 Rent		1,180.00		1,180.00
715800 Utilities	0.00	0.00		0.00
715810 Electric	4,800.00	0.00		4,800.00
715820 Propane / Diesel fuel	252.00	6,270.58		6,522.58
715830 Trash Disposal		14,187.49		14,187.49
715870 Water Tests		2,700.00		2,700.00
Total 715800 Utilities	$ 5,052.00	$ 23,158.07	$ 0.00	$ 28,210.07
Total 715500 Occupancy expenses	$ 5,052.00	$ 24,338.07	$ 0.00	$ 29,390.07
715600 Office Supplies		3,414.28		3,414.28
716300 Postage and Delivery		1,500.00		1,500.00
716400 Printing & publications		1,550.00		1,550.00
716600 Professional fees & Consultants	0.00	0.00	0.00	0.00
716610 Accounting fees	5,162.50	23,042.50	0.00	28,205.00
716620 Contractors & 1099	3,000.00	55,980.10		58,980.10
716640 Legal fees		3,000.00		3,000.00
Total 716600 Professional fees & Consultants	$ 8,162.50	$ 82,022.60	$ 0.00	$ 90,185.10
716800 Program Supplies & Expenses	0.00	688.60	0.00	688.60
716810 Program expenses	300.00	3,200.00		3,500.00
716850 Program supplies	120.00	20,000.00	0.00	20,120.00
Total 716800 Program Supplies & Expenses	$ 420.00	$ 23,888.60	$ 0.00	$ 24,308.60
719600 Special Events Exp		9,069.34		9,069.34
720100 Tax, Business		0.00		0.00
720130 Real estate taxes		8,000.00		8,000.00
Total 720100 Tax, Business	$ 0.00	$ 8,000.00	$ 0.00	$ 8,000.00
720400 Telecommunications		0.71		0.71
720410 Internet service		8,349.00		8,349.00

2027 Budget Draft 10-08-2026	Everson Ranch Property	Hot Springs Property	OLT-Shared	TOTAL
720450 Telephone		8,900.00		8,900.00
720480 Web Hosting		289.25		289.25
Total 720400 Telecommunications	$ 0.00	$ 17,538.96	$ 0.00	$ 17,538.96
720500 Travel	0.00	0.00	0.00	0.00
720510 Accomodations		0.00		0.00
720540 Mileage,reimb gas recpt,other	120.00	2,500.00	0.00	2,620.00
Total 720500 Travel	$ 120.00	$ 2,500.00	$ 0.00	$ 2,620.00
722500 Vehicles	0.00	0.00	0.00	0.00
722530 Vehicle Insurance	896.79	5,400.00	0.00	6,296.79
722540 Vehicle License Plates	434.00	2,091.18		2,525.18
722550 Vehicle Maintenance and Repair	584.78	3,000.00		3,584.78
Total 722500 Vehicles	$ 1,915.57	$ 10,491.18	$ 0.00	$ 12,406.75
722800 Volunteers and Membership		0.00		0.00
719660 Premiums for members		0.00		0.00
722850 Volunteer Training		103.37		103.37
722880 Volunteer Recognition		300.00		300.00
Total 722800 Volunteers and Membership	$ 0.00	$ 403.37	$ 0.00	$ 403.37
Office Supplies & Software		0.00		0.00
Reimbursements		0.00		0.00
Payroll Correction f		0.00		0.00
Total Reimbursements	$ 0.00	$ 0.00	$ 0.00	$ 0.00
Total Expenditures	$77,810.99	$ 1,455,962.16	$ 0.00	$ 1,533,773.15
Net Operating Revenue	-$ 74,874.77	$ 0.00	$341,245.59	$266,370.82
Other Expenditures				
805000 Capital Fixed Asset Expenses		0.00		0.00
805100 New construction		0.00		0.00
805220 New Hydro Electric		0.00		0.00
Total 805100 New construction	$ 0.00	$ 0.00	$ 0.00	$ 0.00
Total 805000 Capital Fixed Asset Expenses	$ 0.00	$ 0.00	$ 0.00	$ 0.00
Ask My Client		0.00		0.00
Total Other Expenditures	$ 0.00	$ 0.00	$ 0.00	$ 0.00
Net Other Revenue	$ 0.00	$ 0.00	$ 0.00	$ 0.00
Net Revenue	-$ 74,874.77	$ 0.00	$341,245.59	$266,370.82

2027 Budget Draft 10-08-2026			Actuals	Actuals	
	Budget 2027	Budget 2026	2025	2024	Notes
Ordinary Income/Expense					
Income					
400000 · Revenue-direct contributions UR					
400100 · OLT Misc Memberships	339,167	360,232	360,446	363,418	
400300 · Cash Contributions	1,465	4,685	8,989	811	
Total 400000 · Revenue-direct contributions UR	340,632	364,917	369,435	364,229	
410000 · Program Revenue					
410200 · Gross Sales of Inventory					
450010 · All Sales	61,861	55,371	58,454	59,780	
485041 · Ranch Product Sales	900	9,845	5,388	4,070	
485042 · Livestock Sales	30				
Total 410200 · Gross Sales of Inventory	62,791	65,216	63,843	63,850	
410500 · Admission & accommodation fees	1,414,117	1,400,263		1,200,905	
485051 · Reconciliation for Database HH					
485052 · Forfeit fees				24	
410500 · Admission & accommodation fees - Other			1,379,327		
Total 410500 · Admission & accommodation fees	1,414,117	1,400,263	1,379,327	1,200,929	
410600 · Service Fees (vendor)	2,400	2,620	3,125	4,595	
Total 410000 · Program Revenue	1,479,309	1,468,099	1,446,294	1,269,374	
420000 · Housing Fee Income		4,200	6,093	7,996	
420100 · Ranch Rental other	0				
420200 · Ranch Events Revenue	0				
Total 420000 · Rental Income	0	4,200	6,093	7,996	
430000 · Government Grants (UR)					
430300 · Other gov't grants					
Total 430000 · Government Grants (UR)	0	0	0	0	
450000 · Other Revenue.			11,972	1,567	
450030 Eggs Income_Everson Ranch	1,560				
450035 Grazing Lease Income_Everson Ranch	600				
450040 Hay Income_Everson Ranch	650				
450045 Produce Income_Everson Ranch	300				
450100 · Over-under adjustments	600			3	
450600 - SBA PPP Loan Forgiveness					
450650 - Employee Retention Credit					
Total 450000 · Other Revenue.	3,710	0	11,972	1,570	
460000 · Special Events/activities/fundr					
460100 · Special events & activities			3,810		
Total 460000 · Special Events/activities/fundr	0	0	3,810	0	
470000 · Investment Income.					
470100 · Change in mkt. value of invest.				4,414	
470500 · Dividends & int. from securitie				30,245	
470600 · Interest Earned	1,654		24,274	723	
Total 470000 · Investment Income.	1,654	0	24,274	35,382	
480100 - In-Kind Donated Goods and Services				3,300	
490000- Restricted Donations			21,528	22,300	
Total Income	1,825,305	1,837,215	1,883,406	1,704,151	

2027 Budget Draft 10-08-2026			Actuals	Actuals	
	Budget 2027	Budget 2026	2025	2024	Notes
Cost of Goods Sold					
500000 · Cost of goods sold					
500010 · All Food Purchases	7,142			8,660	
500020 · Apparel	12,327			25,999	
500030 · Other	2,472	25,900	5,578	2,781	
500035 · Employee purchases				2,988	
500030 · Other - Other					
Total 500030 · Other	2,472	25,900	5,578	5,770	
500080 · Ranch COGS (feed,meals etc)	3,000	16,000	4,807	5,793	
500050 · Ranch Other purchases				2,410	
500090 · Ranch Seeds and Plants	120	836	836		
500100 · Ranch Breeding Fees	100				
500080 · Ranch COGS (feed,meals etc) - Other					
Total 500080 · Ranch COGS (feed,meals etc)	3,220	16,836	5,643	8,202	
500000 · Cost of goods sold - Other					
Total 500000 · Cost of goods sold	25,161	42,736	11,221	48,631	
Total COGS	25,161	42,736	11,221	48,631	
Gross Profit	1,800,144	1,794,480	1,872,185	1,655,520	
Expense					
Village Improvements (Inactive)					
600000 · Employee Expenses			360		
610000 · Gross Wages					
610100 · Regular Payroll	721,333	710,526	653,313	716,887	
610200 · Overtime (x1.5 hourly)	13,136	13,125	12,602	18,544	
610300 · Holiday Overtime (1.5x)	11,320	11,880	15,229	5,501	
610400 · Bonus	0	0	20,750	22,600	
610500 · Paid Time Off	50,400	51,867	48,749	45,640	
Total 610000 · Gross Wages	796,188	787,398	750,643	809,172	
620000 · Payroll Taxes					
620100 · CO Unemployment Tax	9,144	11,270	10,222	8,380	
620200 · Company 941 (SS& Med) tax & CO FAMLI	55,264	59,079	54,740	64,135	
620500 - Workers Compensation Insurance and CO FAI	30,000	27,972	33,800	18,476	
Total 620000 · Payroll Taxes	97,633	98,322	98,762	90,991	
630000 · Employee Benefits					
630100 · Other Benefits					
630200 · SEP IRA Contribution	32,500	30,000		26,897	
630400 · Staff Development	585	2,119	1,321	3,059	
630500 · Health Insurance Benefit	150,980	133,999	92,696	86,834	
Total 630000 · Employee Benefits	184,065	166,118	94,017	116,790	
Total 600000 · Employee Expenses	1,077,886	1,051,838	943,781	1,016,953	
66900 · Reconciliation Discrepancies				1	
702100 · Bad debt expense				10	
702200 · Board Expenses	557				
702250 · Meeting Expenses	2,290	1,899	1,050	1,006	
Total 702200 · Board Expenses	2,848	1,899	1,050	1,006	
704300 · Donor Recognition					

2027 Budget Draft 10-08-2026			Actuals	Actuals	
	Budget 2027	Budget 2026	2025	2024	Notes
704400 · Dues & Subscriptions		65	65	686	
704410 · Association dues	14,619	5,975	14,325	10,290	
704450 · Publications & subscriptions	229	209	438	190	
Total 704400 · Dues & Subscriptions	14,848	6,249	14,828	11,166	
706500 · Financial Fees					
706520 · Bank charges & fees	1,162	329	388	224	
706530 · Credit card processing fees	43,248	44,850	45,635	34,305	
706540 · Direct Deposit Fees	2,231	1,500		1,283	
Total 706500 · Financial Fees	46,642	46,679	46,023	35,812	
706600 · Fundraising Expenses					
706800 · Furniture, fixtures and equip		1,544	1,544		
706810 · Furniture & Fixtures	$3,648	$1,545	2,932	2,661	
720210 · Equipment	6,500	7,679	6,667	5,278	
720260 · Software	20,526	20,215	18,769	83,836	
706800 · Furniture, fixtures and equip - Other					
Total 706800 · Furniture, fixtures and equip	30,674	30,983	29,911	91,774	
707000 · Grants and awards	750	1,700	1,950	2,632	
707200 · Awards & grants to individuals	1,950	150			
707000 · Grants and awards - Other					
Total 707000 · Grants and awards	2,700	1,850	1,950	2,632	
709100 - In Kind Expense					
709500 · Insurance					
709520 · Conservation Defense Insurance	396	315	315	252	
709530 · Directors & officers insurance	7,850	9,875	9,875	9,322	
709540 · General insurance	500	74,179	73,720	76,832	
709550 · Liability & Property insurance	75,122				
709560 · Workers compensation insurance					
Total 709500 · Insurance	83,867	84,369	83,910	86,406	
709700 · Interest on loans					
709720 · Loan for New Electric Line	2,797	0	0	0	
Total 709700 · Interest on loans	2,797	0	0	0	
712500 · Licenses and Permits	663		663	768	
602910 · Regulatory Fees					
712500 · Licenses and Permits - Other					
Total 712500 · Licenses and Permits	663	0	663	768	
713300 · Maintenance/Repair/ Improvement			638	3,300	
713310 · Parts and other	32,578	22,858	29,176	21,865	
713330 · Property Maintenance	27,996	65,102	109957.42	30,950	
713360 · Property Improvements	7,542	2,765	7,065	47,401	
713300 · Maintenance/Repair/ Improvement - Other	1,147				
Total 713300 · Maintenance/Repair/ Improvement	69,263	90,725	146,836	103,517	
713500 · Misc / Other Expenses	1,200	1,000	1,100	3,443	
715500 · Occupancy expenses	0				
715560 · Rent	1,180	1,310	1,943	2,550	
715800 · Utilities	0.00				
715810 · Electric	4,800	5,659	5,322	4,463	
715820 · Propane / Diesel fuel	6,523	1,238	663	1,198	

2027 Budget Draft 10-08-2026			Actuals	Actuals	
	Budget 2027	Budget 2026	2025	2024	Notes
715830 · Trash Disposal	14,187	11,133		7,588	
715870 · Water Tests	2,700	2,317	4,539	2,700	
715800 · Utilities - Other			8,228		
Total 715800 · Utilities	28,210	20,347	20,695	15,949	
715500 · Occupancy expenses - Other					
Total 715500 · Occupancy expenses	29,390	21,657	22,638	18,499	
715600 · Office Supplies	3,414	2,500	4,985	206	
716300 · Postage and Delivery	1,500	2,250	1,575	3,301	
716400 · Printing & publications	1,550	2,500	2,272	2,908	
716600 · Professional fees & Consultants	0				
716610 · Accounting fees	28,205	16,566	20,935	13,330	
716620 · Contractors & 1099	58,980	70,982	64,423	10,719	
716640 · Legal fees	3,000	2,750	3,105	6,460	
716600 · Professional fees & Consultants - Other					
Total 716600 · Professional fees & Consultants	90,185	90,298	88,463	30,509	
716800 · Program Supplies & Expenses					
716810 · Program expenses	689	3,250	4,786	746	
716850 · Program supplies	3,500	24,250	23,417	32,611	
716800 · Program Supplies & Expenses - Other	20,120				
Total 716800 · Program Supplies & Expenses	24,309	27,500	28,202	33,357	
719600 · Special Events Exp	9,069		5,673		
720100 · Tax, Business					
720110 · County					
720130 · Real estate taxes	8,000	7,850	7,712	7,644	
720180 · State		0	0	0	
Total 720100 · Tax, Business	8,000	7,850	7,712	7,644	
720400 · Telecommunications					
720410 · Internet service	8,349	7,968	6,680	7,193	
720450 · Telephone	8,900	5,785	9,696	10,467	
720451 · Employee Cell Phone Program				200	
720450 · Telephone - Other					
Total 720450 · Telephone	8,900	5,785	9,696	10,667	
720480 · Web Hosting	289	40	123		
Total 720400 · Telecommunications	17,538	13,793	16,499	17,859	
720500 · Travel					
720530 · Meals					
720540 · Mileage,reimb gas recpt,other	2,620	4,150	3,529	2,173	
Total 720500 · Travel	2,620	4,150	3,529	2,173	
722500 · Vehicles					
722510 · Onsite Vehicle Gasoline		5,300			
722511 · Employee Gasoline	0				
722510 · Onsite Vehicle Gasoline - Other	0		7,757	8,055	
Total 722510 · Onsite Vehicle Gasoline	0	5,300	7,757	8,055	
722530 · Vehicle Insurance	6,297	8,012	5,320	4,274	
722540 · Vehicle License Plates	2,525	4,394	1,174	738	
722550 · Vehicle Maintenance and Repair	3,585	7,746	11,611	5,836	
Total 722500 · Vehicles	12,407	25,452	25,862	18,902	

2027 Budget Draft 10-08-2026			Actuals	Actuals	
	Budget 2027	Budget 2026	2025	2024	Notes
722800 · Volunteers and Membership	0			858	
719660 · Premiums for members	0			1,304	
722880 · Volunteer Recognition	103		300		
722800 · Volunteers and Membership - Other	300				
Total 722800 · Volunteers and Membership	403	0	300	2,162	
Total Expense	1,533,772	1,513,542	1,479,023	1,491,010	
Net Ordinary Income	266,372	280,938	393,162	164,510	
Other Income/Expense					
Other Income					
850500 · Fixed Asset Fund Transfers					
850501 · Capital Savings BDF Transfers					
Total 850500 · Fixed Asset Fund Transfers	0	0	0	0	
Total Other Income	0	0	0	0	
Other Expense					
805000 · Capital Fixed Asset Expenses					
805100 · New construction					
805110 · Drinking Water Treatment System					
805125 · Methane Digester					
805135 · New Database/VMA					
805210 · Ranch Produce Processing Shed					
865650 · Welcome Center Septic System					
Total 805100 · New construction	0	0	0	0	
Total 805000 · Capital Fixed Asset Expenses	0	0	0	0	
Total Other Expense	0	0	0	0	
Net Other Income	0	0	0	0	
Net Income	**266,372**	**280,938**	**393,162**	**164,510**	

Business con't

II. **2027 Renewal Group Health Insurance Benefit to Employees** (DISC/DEC)

There is a 12.9% increase for the Group Health Insurance benefits renewal for 2027. If you can believe it, 12.9% is one of the lower renewals we've seen this year, writes our health insurance broker.

Background:

- The rationale for paying 100% of the premium is that the plans have high deductibles and out of pocket expenses that employees still have to cover before insurance kicks in. The Health Savings Account (HSA) option allows an employee to contribute money pre tax through payroll deductions to a savings account whose funds can be used for out of pocket medical costs, including deductibles. If the employee has to share in the costs of premiums then they will not have money left to put in the HSA account and thus the benefit of the HSA effectively goes away. Also, employees will not be able to pay the premiums on additional Dental, Vision and/or Accident Insurance, if they have to pay some of the health insurance premiums.
- Additional costs to employees for part of the insurance premium would make the insurance unaffordable and lead to employees choosing to go without coverage. If our participation in the plans drops too low then offering health insurance group coverage is not viable.
- The board's initial approval for health insurance group plan coverage premiums at no cost to employees was contingent on admission price increases for day and overnight use that would cover the cost of health insurance premiums and these price increases were put in place in 2020 and are still in place.

Cost estimate (without adding 20%): $140,000-$150,980 estimate depending on the number of plan participants.

SAMPLE MOTION Approving 2027 Group Health Insurance Coverage

A Board Member may make a motion to approve continuing to cover employee group health insurance premiums as proposed at 100% for the two $5,500 deductible plans in 2027 just like we have since 2020. Employees who want to pay the difference can select the plan with a $2,500 deductible.

Renewal rate sheet

ORIENT LAND TRUST
Group Number: E00488
Effective January 01, 2027 through December 31, 2027

Anthem

Quote: 00624-7

Renewal highlights

Total enrolled medical employees:	13
Total enrolled medical members:	13
Specific Stop Loss:	$25,000
Aggregate Stop Loss:	120%
Coverage Period:	Paid
Terminal Liability:	15 Months Post Termination Date Included
Surplus Refund:	50.00%
Commission PCPM:	$28

Current Plan: 8VXT Anthem Balanced PPO 5500/0%/5500 w/HSA
Renewal Plan: 1HJ5 Balanced PPO 5500/0%/5500 w/HSA
Subgroup Numbers: [E004880008, E004880006]

Select Plan

	Admin Fee	Specific Stop Loss	Aggregate Stop Loss	Terminal Liability	Max Paid Claim Fund	Total Cost	Enrolled Contacts
Current Rates							
Employee	$22.02	$417.66	$26.11	$11.92	$437.61	$915.32	12
Employee + Spouse	$48.44	$918.85	$57.44	$26.23	$962.74	$2,013.70	0
Employee + Children	$39.64	$751.79	$47.00	$21.45	$787.70	$1,647.58	0
Employee + Family	$68.26	$1,294.75	$80.94	$36.95	$1,356.59	$2,837.49	0
Monthly Total	**$264.24**	**$5,011.92**	**$313.32**	**$143.04**	**$5,251.32**	**$10,983.84**	**12**
Renewal Rates							
Employee	$23.34	$479.99	$28.69	$13.07	$487.15	$1,032.24	12
Employee + Spouse	$51.35	$1,055.98	$63.12	$28.75	$1,071.73	$2,270.93	0
Employee + Children	$42.01	$863.98	$51.64	$23.53	$876.87	$1,858.03	0
Employee + Family	$72.35	$1,487.97	$88.94	$40.51	$1,510.17	$3,199.94	0
Monthly Total	**$280.08**	**$5,759.88**	**$344.28**	**$156.84**	**$5,845.80**	**$12,386.88**	**12**
% Change	**5.99%**	**14.92%**	**9.88%**	**9.65%**	**11.32%**	**12.77%**	

Current Plan: 8VY3 Anthem Balanced PPO 5500/30%/9200 Rx Copay
Renewal Plan: 1HK9 Balanced PPO 5500/30%/9200 Rx Copay
Subgroup Numbers: [E004880010, E004880009]

Select Plan

	Admin Fee	Specific Stop Loss	Aggregate Stop Loss	Terminal Liability	Max Paid Claim Fund	Total Cost	Enrolled Contacts
Current Rates							
Employee	$22.02	$438.80	$25.77	$12.11	$430.50	$929.20	1
Employee + Spouse	$48.44	$965.36	$56.69	$26.65	$947.10	$2,044.24	0
Employee + Children	$39.64	$789.84	$46.39	$21.79	$774.90	$1,672.56	0
Employee + Family	$68.26	$1,360.28	$79.89	$37.54	$1,334.55	$2,880.52	0
Monthly Total	**$22.02**	**$438.80**	**$25.77**	**$12.11**	**$430.50**	**$929.20**	**1**
Renewal Rates							
Employee	$23.34	$508.45	$28.70	$13.48	$488.92	$1,062.89	1
Employee + Spouse	$51.35	$1,118.59	$63.14	$29.66	$1,075.62	$2,338.36	0
Employee + Children	$42.01	$915.21	$51.66	$24.26	$880.06	$1,913.20	0
Employee + Family	$72.35	$1,576.20	$88.97	$41.79	$1,515.65	$3,294.96	0

Monthly Total	**$23.34**	**$508.45**	**$28.70**	**$13.48**	**$488.92**	**$1,062.89**	**1**
% Change	**5.99%**	**15.87%**	**11.37%**	**11.31%**	**13.57%**	**14.39%**	

Current Plan: 8VZY Anthem Balanced PPO 2500/30%/6000 Rx Copay
Renewal Plan: 1HJ3 Balanced PPO 2500/30%/6000 Rx Copay
Subgroup Numbers: [E004880012, E004880011]

Select Plan

	Admin Fee	Specific Stop Loss	Aggregate Stop Loss	Terminal Liability	Max Paid Claim Fund	Total Cost	Enrolled Contacts
				Current Rates			
Employee	$22.02	$450.83	$30.68	$13.49	$516.83	$1,033.85	0
Employee + Spouse	$48.44	$991.83	$67.50	$29.67	$1,137.03	$2,274.47	0
Employee + Children	$39.64	$811.49	$55.22	$24.29	$930.29	$1,860.93	0
Employee + Family	$68.26	$1,397.57	$95.11	$41.83	$1,602.17	$3,204.94	0
Monthly Total	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	
				Renewal Rates			
Employee	$23.34	$517.05	$33.65	$14.80	$573.99	$1,162.83	0
Employee + Spouse	$51.35	$1,137.51	$74.03	$32.56	$1,262.78	$2,558.23	0
Employee + Children	$42.01	$930.69	$60.57	$26.64	$1,033.18	$2,093.09	0
Employee + Family	$72.35	$1,602.86	$104.32	$45.87	$1,779.37	$3,604.77	0
Monthly Total	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	
% Change	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	

	Current Rates	Renewal Rates	% Change
Monthly Total All Plans	$11,913	$13,450	12.90%

Authorized Signature: _____

By typing my name I intend for it to serve as my signature, and that I am authorized to sign on behalf of this group.

Title: _____

Date: _____

The above rates may be adjusted if a year one discount for the purchase of specialty products applies, or additional services are purchased, such as riders or engagement packages.

Please refer to the Statement of Benefits for detailed information on benefit attributes, especially for Tiered benefit designs or which services are before or after deductible.

The Assumptions and Conditions must be met for the rates to be valid. Please refer to the Assumptions and Conditions section for details.

Anthem Blue Cross and Blue Shield is the trade name of Rocky Mountain Hospital and Medical Service, Inc. HMO products underwritten by HMO Colorado, Inc. Independent licensees of the Blue Cross and Blue Shield Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc.

Business con't

III. **2026-2028 Financial Audit proposa**l (DISC/DEC)

The firm that completed last year's financial audit (Taylor Roth) is recommended to provide the audit for 2026 (to be completed in early 2027.) Additionally, information was sent with estimates for the audit in 2026.

12/31/2026	**Audit**	14,450.00
	F990	1,350.00
12/31/2027	**Audit**	15,175.00
12/31/2028	**Audit**	15,935.00

SAMPLE MOTION Approving 2026 Financial Audit by Taylor Roth

A Board Member may make a motion to approve the estimate for the financial audit for 2026 by accounting firm Taylor Roth in the amount of $14,450.

Alternatively, a board member could make a motion, seconded by another board member to approve the estimate for the financial audit for 2026, 2027 and 2028 by accounting firm Taylor Roth as outlined in the following estimate: 2026: 14,450.00, 2027: 15,175.00, 2028: 15,935.00.

Business con't

IV. **Member Appreciation Weekend 2027 Combined with Board Meeting July 18, 2026** (DISC/DEC)

For the first time in 2024 and again this year in 2025 and 2026, the board and staff decided to combine our annual board meeting in July with our Member Appreciation Weekend (MAW) event and the feedback has been generally positive. Again this year, the event was a success in many ways including:

- Board members were able to attend the member appreciation event interacting with more members in one place at one time than is otherwise possible.
- We held all the activities that are traditionally part of member appreciation weekend including live bands Friday and Saturday nights, member potluck on Saturday and breakfast for members on Sunday morning.
- Having board members here for the unveiling of the new 20" telescope in 2025

Should we combine these events again in 2026 (July 17-19)?

Some feedback that we heard from staff and board members *in 2024* that we addressed in 2025 and 2026 to mitigate objections to the combining of these events included:

- *Combining these events is more work for staff.* In actuality, having two large events close together is more work for staff.
- *Board members took precious indoor accommodation space away from other guests.* Board members did camp and made other arrangements to minimize the amount of indoor space taken by board members.
- *Board members did not have enough time for board business with a shorter board meeting.* This year the board addressed this by planning more time in the Executive Session portion of the meeting and would do the same in 2026 if the events are combined.
- *There was no way to attend the meeting remotely.*
- *People that wanted to attend the annual meeting of the board were dissuaded from doing so because of the hassle navigating the parking and other issues from the member appreciation event.* The 2024 Board Meeting had at least 20 people attend even during inclement weather. The 2025 Board Meeting had at least 50+ people attend and give feedback. Normal board meetings don't see that kind of attendance. *In 2024, several guests complained about the takeover of the pavilion for the board meeting.* In 2025, this was minimized to focus on guests' interactions with the board during the meet and greet. The pavilion was used for the public part of the board meeting for only a short amount of time to encourage guest attendance. An hour of time is not a takeover of the pavilion.
- *It has been traditional to rotate the months in which we have Membership Appreciation Weekend so guests that cannot come in July could come in August or another month.*

SAMPLE MOTION To Approve Combining the Annual Board Meeting and Member Appreciation Event in 2026

A Board Member may make a motion to approve combining the annual board meeting July 17, 2027 with the Member Appreciation Weekend events July 16-18, 2027 like we did in 2026, 2025 and 2024.

Business con't

V. Hot Springs New Electric Line (Umbilical) Project (DISC/DEC)

Proposal Summary

Project Title:

The Umbilical Cord

Replacing the electrical line from the hydro to the hot springs village

Submitted By:

Executive Director, Crystal England

Brief Description:

The electrical infrastructure connecting the hydro plant and village has now exceeded its expected service life. The line connecting the hydro transformer to the old hydro building was installed in 1991 and is approximately 35 years old. From there, the system connects to the transformer behind the main bath via a line that is approximately 45 years old. With an expected service life of 20 to 30 years, both sections are well beyond their anticipated lifespan and are due for replacement.

Given the age and condition of this infrastructure, we solicited proposals from three companies to replace the electrical line. During that process, we also discovered that the transformer at the hydro plant needs repairs, adding another issue to address as part of this work.

After reviewing the proposals and consulting with industry experts, we recommend hiring KVAR to complete the necessary electrical upgrades.

We will install a new three-phase electrical line approximately 10 feet from the existing wire from the hydro plant to the transformer behind the main bath. We'll use #2 AWG line, with three lines in one piece of 4-inch conduit. This scope includes trenching and backfilling, as we cover almost two miles of land. We've also included a new transformer at the hydro plant and repairs to the existing transformer.

Estimated Cost Range:

KVAR Estimation 2026.pdf

The proposal has been adjusted as the cost of materials has gone up since this was originally written.

The latest breakdown from KVAR:

Materials	$215,615.89
Labor, Equipment, Digging:	$186,000
Bore:	$11,253.80
Refurbish Existing Transformer:	$6,000.00
Total:	$418,869.69

This table includes the cost of the wire ($134,970) , which we have already purchased. The table below reflects those purchases, with a lower overall material cost.

Materials	$80,645.89
Labor, Equipment, Digging:	$186,000
Bore:	$11,253.80
Refurbish Existing Transformer:	$6,000.00
Total:	$283,899.69

With our standard 20% contingency of $56,780 added to the total project proposal, the total comes to $340,680 without including the cost of the wire we have already purchased.
The material costs could be more as we cannot lock in prices so KVAR is recommending the 20% contingency to cover fluctuations in material costs. Also it has been customary for the board to add a 20% contingency when approving capital projects.

Project Funding

Non Designated/Non Restricted Funds from OLT Fidelity Account	$93,900
Capital Savings Board Designated Funds	$50,000
PB&T Loan	$140,000
Total Funding	$283,900

Loan Options

Option 1: Unsecured (no collateral) Loan. 3/4% Origination Fee, $500 Processing Fee, interest rate subject to final approval but likely 7.25%. This loan could be amortized for 10 or 15 years, as you prefer, but would renew every 2 years. This means that the interest rate could adjust every other year.

Option 2:A note secured by deposits you already have at PB&T. We would restrict the funds in your savings account to match the balance of the loan. Another option is to move funds into a CD for the same purpose. You decide how much you want to borrow with the understanding that the corresponding amount is restricted on your balances. Benefits are that there is no origination fee and a very low interest rate. The interest rate is calculated based on the interest you are receiving and adding 2%. For example, if you were earning 1.5% in a CD, the interest rate on the loan would be 3.5%. We could amortize this for 10 or 15 years, as you prefer. $500 processing fee. Renews every five years but rate margin of 2% remains.

Balances Remaining after Funding Project

Non Designated/Non Restricted Funds from OLT Fidelity Account	$63,743.63
Capital Savings Board Designated Funds	$24,195.05

Requested Priority Level:
High, as discussed in July.

Strategic Alignment Review

Strategic Question	Y/N	Notes
Does this project support OLT's Vision of protecting a peaceful place that inspires preservation?	YES	This project is essential to ensuring safe electric transmission from the hydro plant to VVHS.
Does it support the Mission to serve current and future generations?	YES	This project is imperative for providing power for future generations.
Does it protect land stewardship values?	YES	Our focus on sustainable energy supports our land stewardship values.
Does it support a positive clothing-optional guest experience?	YES	It provides the electricity necessary to create the experience.
Does it preserve the rustic experience while supporting necessary infrastructure?	YES	This underground line will never be seen by guests, ensuring the rustic experience we all love, while providing the power needed to support the many different systems needed to operate VVHS.

Stewardship and Risk Considerations

Question	Assessment
Does delaying this project create risk to operations or safety?	Yes. Given the age of the existing infrastructure, delaying this work increases risk.
Does the project protect existing infrastructure rather than expanding development?	This project supports every aspect of day to day operations at VVHS.
Does the project align with long-term stewardship responsibilities?	We're ensuring the next generations can continue our hydroelectric legacy.

Financial Impact Review

Consideration	Assessment
Initial project cost	$418,869.69
Long-term operational benefit	This project upgrades our existing system and provides the electricity needed to keep VVHS operating.
Impact of Investment (IOI) considered?	
Funding sources identified?	See table below

Strategic Priority Fit

Strategic Priority	Alignment
Protect the Specialness (land stewardship)	This project both supports and promotes our focus on sustainable energy.
Financial resilience	This project ensures the continuation of operations at our revenue producing property.
Organizational stability	This project is deemed necessary to keep OLT operating

Recommended Priority Level:

Priority 1 – Must Do Immediately

Reason:

We are fortunate to have surpassed the expected lifespan of the high voltage wire that supplies electricity to VVHS. However, delaying this project further increases the risk of a power disruption at VVHS. The costs associated with this work are unlikely to decrease in the future, and prices for these items continue to rise. This project not only ensures sustainable electricity supply but also provides for the next generation.

Board Decision

☐ Approve Project
☐ Approve with Modifications
☐ Defer for More Information
☐ Decline

Sample Motion to Approve the Umbilical Project

A board member may make a motion, seconded by another board member, to approve $340,680 ($283,900 plus 20% contingency of $56,780) to complete the High Voltage Electric Line “Umbilical” Project funded as proposed using non-designated and Capital Savings Board Designated Funds and a loan for a 10-15 year term.

VI. Mountain Springs Electric System Upgrade Project (DISC)

Mountain Springs Solar Expansion

As we continue investing in the long-term sustainability and reliability of OLT's infrastructure, we are also looking at opportunities to improve our power system at Mountain Springs.

One of our ongoing challenges is the need to keep the hydroelectric system operating throughout the winter months, even when freezing temperatures create additional risks to the equipment and infrastructure. Ideally, we would like to shut down the hydro system during the coldest months of the year, reducing the potential for freeze related damage and the maintenance demands associated with winter operation.

To make this possible, we are exploring the addition of two more solar panels at Mountain Springs, along with the installation of a new backup generator. By increasing the number of solar panels, we hope to generate enough additional electricity to support Mountain Springs during the winter without relying on continuous hydroelectric production.

This investment would allow us to make better use of solar energy while giving the hydro system a much-needed seasonal break. Reducing winter operation could help extend the life of our equipment, minimize the risk of costly repairs, and improve the overall reliability of our power infrastructure.

An important part of this plan is the addition of a new generator to provide dependable backup power. The gas powered generator we have been operating is now beyond repair. This generator will be just for extended periods of limited solar production, and will provide an emergency back up.

Our goal is to develop a more resilient and efficient power system that allows us to shut down the hydroelectric plant during freezing conditions without compromising the electrical needs of Mountain Springs.

I am still awaiting on a quote for the solar panels from the expert, Luke C. The new generator will cost approximately $3,300, and I will update this information with the final quote for the solar upgrade as soon as I receive it.

VII. Resolution to Change Signatories on OLT Accounts (DISC/DEC)

ORIENT LAND TRUST
Valley View Hot Springs
PO Box 65, Villa Grove, CO 81155-0065
Tel: 719-256-5212
Email: dougbishop@olt.org
Web: www.olt.org

A Colorado 501(c)(3) Corporation

Board of Directors

Jon Florey
Chair

Terry Sietz
Vice Chair

Roger Courtemanche
Treasurer

Scott Hamilton
Secretary

Susan Hicks

Tricia Huth

Bill Moench

Aleia Schaum

Officers

Crystal England
Executive Director

ORIENT LAND TRUST
Resolution No. 2026-004
CONCERNING SIGNATORIES ON
BANK, CREDIT UNION & INVESTMENT ACCOUNTS
Effective October 17, 2026
Page 1 of 2

FINDINGS:

A. At the annual meeting of the OLT Board of Directors on July 18 2026, board member Roger Courtemanche was appointed the new board Treasurer, taking over from retiring board member Patrick Comiskey and needs to be removed on all OLT accounts..
B. Doug Bishop Retired as OLT Executive at the end of 2024 and needs to be removed as a signatory on the OLT Fidelity Investments account
C. It is in the best interests of OLT to have four (4) signatories including the board chair, treasurer, executive director and one senior staff person/staff manager on each of the accounts at Pueblo Bank and Trust, Blue Federal Credit Union and Fidelity Investments

Pueblo Bank & Trust, 200 F St., Salida, CO 81201,
1. XXX3403 Operating Account
2. XXX1120 Raffle Account
3. XXX7640 Savings Account 1
4. XXX0545 Savings Account 2

RESOLUTION:

The Orient Land Trust Board of Directors resolves as follows effective October 17, 2026:

1. Board Treasurer Roger Courtemanche is approved as a signatory on the following accounts at Pueblo Bank and Trust, Blue Federal Credit Union and Fidelity Investments

Pueblo Bank & Trust, 200 F St., Salida, CO 81201
- a. XXX3403 Operating Account
- b. XXX1120 Raffle Account
- c. XXX7640 Savings Account 1
- d. XXX0545 Savings Account 2

Blue Federal Credit Union 7480 US-50,Salida, CO 81201
- a. XXXS0001 Operating Account
- b. XXXS1000 Raffle Account

ORIENT LAND TRUST
Resolution No. 2026-004
CONCERNING SIGNATORIES ON
BANK, CREDIT UNION & INVESTMENT ACCOUNTS
Effective October 17, 2026

Fidelity Investments
a. XXXXX4823 Account

2. If needed, remove retired Executive Director Doug Bishop from the OLT Fidelity account.
3. Executive Director Crystal England, Senior Staff Scott McCumber and Board Chairperson Jon Florey remain as signatories on the accounts as well.

_____ _____
Jon Florey, Chairperson Date
ATTEST:

_____ _____
Scott Hamilton, Secretary Date

Updates (Approved, In Progress, and/or No Additional Board Decision Needed Items)

I. Update on Backup Hydro Plant (Previously Approved)
New Hydroelectric Project Update

In the proposal approved in January 2026, we set an ambitious goal of completing the construction phase of the new hydroelectric plant during the summer of 2026. I'm pleased to report that we have largely achieved that goal!

The water lines have been installed in the new building and successfully pressure-tested. With this work complete, our new hydroelectric plant is now mechanically operational!

This is a significant milestone in a project that represents an important investment in OLT's future. While there is still work ahead, I want to take a moment to recognize and thank the dedicated team whose hard work and expertise brought us to this point: Jim M, Doug B, Russ C, Mica B, Jed L, and Henry H. Their contributions have been instrumental in moving this project forward.

There are still a few construction tasks to complete, including finishing the connection between the two buildings. These remaining items were included in the previously approved budget, and I'm pleased to report that we remain on track financially to complete the full scope of work outlined in the 'Phase One' proposal approved in January of 2026.

Next Steps

Our immediate priority is to establish a temporary electrical connection between the new hydroelectric plant and our existing infrastructure. This connection would allow us to begin operating the new plant while we complete necessary repairs to the existing hydroelectric facility.

Once those repairs are finished, we plan to transition operations back to the existing plant, allowing us to move forward with the electrical and networking phases of the new hydro project.

These next phases will require additional planning and investment, and separate proposals will be presented to the Board for consideration and approval.

Reaching mechanical operation is an exciting accomplishment and an important step toward strengthening the long-term reliability and sustainability of OLT's hydroelectric infrastructure. I'm grateful to everyone who has contributed to this effort, and I look forward to sharing continued progress as we move into the next stages of the project.

II. Update on Dark Sky application Project previously approved
We are very close to having the application completed and we are on budget for the project.

Policy Review

I. Strategic Plan Review
(Note: This is a standing item on the agenda to acknowledge, review, highlight and revise the Strategic Plan as necessary to keep this important planning document useful, relevant and top-of-mind in the work of the OLT board.)

Orient Land Trust

Strategic Plan 2026–2031

Stewarding What We Love

About Orient Land Trust

Orient Land Trust (OLT) is a nonprofit organization dedicated to the stewardship of land, water, and community in Colorado's northern San Luis Valley. Through conservation, education, and respectful clothing-optional recreation, OLT protects the unique landscapes and natural hot springs that make this place extraordinary. Properties stewarded by OLT include Valley View Hot Springs, Orient Mine, and Everson Ranch.

The organization's work focuses on preserving the natural environment, fostering a respectful community experience, and ensuring that these lands remain protected and accessible for current and future generations.

Executive Overview

On February 21, 2026, the Orient Land Trust Board of Directors and Executive Director gathered to reflect on the future stewardship of OLT and update the organization's strategic plan. The discussion focused on protecting what makes Orient Land Trust special while preparing thoughtfully for the opportunities and challenges ahead. All nine board members, the executive director and the board assistant were present. So was the experience of twenty-five years of stewardship. So was the heart of this beautiful piece of earth and the community that it enriches.

Vision

Our Vision remains our "North Star". Orient Land Trust (OLT) is a unique place of peace, community, and soothing waters that nourish the environment and inspire us to preserve it. That phrase — *inspire us to preserve it* — guided the entire day.

Mission

For the education, enjoyment, and well-being of current and future generations, Orient Land Trust promotes a positive clothing-optional experience at all properties including Valley View Hot Springs, Orient Mine and Everson Ranch; preserves the view-shed, including land acquisition; and protects natural, wild, agricultural, and historic resources in the northern San Luis Valley.

If the *Vision* is our destination and the *Mission* is the vehicle, then this *Strategic Plan* is the map. It translates what we care about into how we will act — especially when resources are limited, tensions and competing priorities arise, or change feels uncomfortable.

What We Heard in the Room

Throughout the February 21st session, several themes surfaced repeatedly:

- Board member Susan H. voiced anxiety many felt — the fear of losing the special connection to nature that defines Valley View. The desire to keep things rustic. The tension of change.
- Board member Scott H. expressed the need to keep the strategy in front of us on an ongoing basis and to use it to guide decision making.
    - Founder Terry S., when asked how she thought OLT was maturing and remaining aligned with the founding vision, reflected that "the child is growing up just fine"; a testament to the strength of the stewardship over the past 25 years.
- Crystal coined a phrase that resonated deeply: Fostering Community, signaling the essential role that the community and culture play in the stewardship of this remarkable place.

- Aleia spoke of heart energy and the opportunities that exist within tension and differing opinions.
- Jon expressed gratitude for this group and its work to steward OLT and stated how Valley View and its community continues to amaze him.
- Roger urged the importance of courageously speaking up and contributing one's unique perspective of OLT.

Our Uncompromised Goal

During the session, the concept of an "*Uncompromised Goal*" was introduced — the one thing that must be protected no matter what. For OLT, that uncompromised goal is clear:

> *Protect the land and the experience that inspires us to preserve it. Everything we do must support that.*

Problemtunities

During the session, the concept of "*Problemtunities*" was introduced — a way of looking at problems to see the potential opportunities hidden within the problem. Every challenge, from infrastructure strain to political uncertainty, carries the possibility of strengthening OLT if approached thoughtfully and with curiosity. Tension is not failure, it is information. Disagreement is not division, it is curiosity.

Keeping the Strategic Plan Alive and Strengthening our Resolve

The strategic plan will be reviewed regularly by the Board and Executive Director to ensure it remains an active decision-making tool. It will be referenced in board discussions, integrated into staff communication, and included in onboarding for new board members and staff. A sample "*Strategic Decision-Making Tool*" has been included in this document in Appendix A to assist the board in leveraging this strategic plan for sound and aligned decision making. To support and strengthen project delivery, a "*Project Management - Prioritization, Tracking, and Reporting Guide*" has been included in Appendix B.

Our Five Strategic Priorities for (2026–2031)

1. Protect the Specialness of OLT

Maintain the ecological health, rustic character, and peaceful experience that defines Orient Land Trust. Board members repeatedly spoke about protecting the "specialness" of OLT — the connection to land, water, quiet, and community. Rustic character matters. Technology and growth must not invade what makes this place healing. When facing decisions about growth, change in operating model, building or infrastructure development, we will ask: *Does this enhance or diminish the experience of peace and connection?*

Over the next five years we will:

- Protect habitat for plant, animal, and invertebrate life.
- Maintain the integrity of the viewshed.
- Maintain the positive, respectful clothing-optional culture across all properties.
- Protect the quiet and rustic intimacy even as infrastructure evolves.
- Consider moving/reducing parking away from the hot springs village to enhance visitor experience.
- Protect against negative digital impacts and overuse of devices.

2. Balance Growth and Intimacy

Carefully balance infrastructure needs with preservation of the community atmosphere and connection to nature. The tension between infrastructure development needs and caps on capacity was openly discussed. Scott asked: "how do we balance infrastructure with revenue limits?" Aleia reminded us to balance revenue with conservation values also. This tension will not disappear. We will manage it deliberately. *Growth will never come at the expense of soul.*

Over the next five years we will:

- Explore approach for the growing demand for electric vehicle charging carefully without eroding rustic character. Examples discussed included asking guests to arrive fully charged, charging at the ranch where electricity is provided by the grid, and partnering with Joyful Journey to allow our members to charge there instead of installing charging capacity in the village.
- Balance ranch development with water realities and climate change.
- Address fire mitigation proactively.
- Manage hay production responsibly to support both land health and financial sustainability.
- Model our self-sustaining culture by strengthening our ability to create our own electricity.

3. Strengthen Financial Resilience

Improve project management discipline to make our dollars work harder for us (See Appendix B), continue to explore grants, donor support, and other revenue opportunities. The overall desire is to find ways to maximize the incoming revenue without increasing financial burden for our members. *The need for strong economic stewardship remains front and center.*

Over the next five years we will:

- Make existing dollars work harder.
- Strengthen project management discipline.
- Incorporate Impact of Investment (IOI) analysis into all major projects.
- Improve status reporting cadence and cost predictability.
- Crystal's list of immediate priorities reflects infrastructure that protects viability:
  - New electric line ("umbilical")
  - Back-up hydro
  - Ranch building stabilization
  - Foundations and roofs on hot springs cabins
- "Murder your darlings" is a writing advice metaphor advising creators to remove beloved scenes, characters, or lines of dialogue that do not serve the overall story, even if they are well-written. It urges objectivity during revision to ensure the work is concise and effective. This philosophy applies to leadership's work to keep a focus on the vision/mission/strategy as well. Meaning, we will not chase every idea. We will "murder our darlings" when necessary — choosing viability and alignment with vision/mission/strategy over sentiment.

4. Invest in People and Community

Support staff satisfaction and retention while fostering a respectful and welcoming naturist community. The sparse population in the San Luis Valley poses staff hiring and retention challenges. Recognizing that without a strong team we cannot fulfill our mission, we will seek to grow our ability to

attract and retain good talent that fosters our treasured community. Heart energy resonated strongly in the room regarding our passion to invest in our people and our community. *Community does not happen accidentally. It is fostered.*

- **Over the next five years we will:**
  - Continue to foster a respectful and welcoming naturist community.
  - Monitor staff retention efforts before committing to housing development. Staff retention and satisfaction are priorities. Crystal's leadership in this area is ongoing.
  - Strengthen onboarding of staff and volunteers.
    - Embed strategy into orientation for new board members. Scott McCumber expressed interest in working on this.
  - Ensure that guests continue to have the OLT experience that inspires us to preserve it.

5. Lead with Vigilance

Monitor climate, political, and regulatory changes that may affect OLT's long-term mission. Changes in the natural climate inform our efforts to protect OLT's lands proactively, while shifts in the political climate could have impacts to the BLM lands surrounding OLT properties as well as to our ability to support naturism. OLT will lead with vigilance and discipline to take the necessary actions and make appropriate decisions that protect the "North Star". *We will monitor, adapt, and stay steady in mission.*

- **Board members acknowledged the need to remain vigilant and steadfast when addressing challenges such as:**
  - Climate change impacts (water, drought).
  - Fire mitigation needs.
    - Political shifts, including potential BLM land considerations.
    - Cultural shifts that may affect clothing-optional recreation.

Closing Thoughts

Orient Land Trust exists because people care deeply about this land, these waters, and the community that has grown around them. The peace found here, the connection to nature, and the spirit of respect that defines this place are not accidental—they are the result of thoughtful stewardship and shared commitment. As we move forward, this strategic plan is an invitation to continue that work with renewed energy, purpose and gratitude: protecting what makes OLT special, fostering community, and making wise decisions that serve both today's members and generations yet to come. Together, the Board and Executive Director carry the privilege and responsibility of ensuring that this remarkable place continues to inspire, heal, and endure.

Appendix A: Strategic Decision-Making Tool

Strategic Decision-Making Tool:

A Tool for Evaluating Alignment with the 2026–2031 Strategic Plan

Purpose:

This tool, when used as a discussion guide, helps the Board of Directors and Executive Director evaluate whether a proposed project or decision aligns with Orient Land Trust's Vision, Mission, and Strategic Plan. It ensures decisions support stewardship, financial sustainability, and community values. It can be used

independently or incorporated into existing tools as appropriate. To illustrate how the tool works, it is filled out below, using the replacement of the hydro "umbilical" line as an example.

Proposal Summary

Project Title:
Replacement of the Hydro Electric "Umbilical" Line

Submitted By:
Executive Director

Brief Description:
Replace the aging electrical transmission line connecting the hydroelectric plant to the Hot Springs Village to ensure reliable power delivery and reduce risk of failure.

Estimated Cost Range:
Large (Infrastructure project)

Requested Priority Level:
Priority 1 – Must Do Immediately

Strategic Alignment Review

Strategic Question	Y/N	Notes
Does this project support OLT's Vision of protecting a peaceful place that inspires preservation?	YES	Reliable power ensures operations without emergency interventions that could harm the landscape.
Does it support the Mission to serve current and future generations?	YES	Maintains critical infrastructure supporting the guest and member experience.
Does it protect land stewardship values?	YES	Prevents potential electrical failures that could cause environmental or operational disruptions.
Does it support a positive clothing optional guest experience?	YES	Reliable power is essential for operations and safety at Valley View facilities.

Does it preserve the rustic experience while supporting necessary infrastructure?	YES	Replacement maintains existing system rather than expanding development footprint.

Stewardship and Risk Considerations

Question	Assessment
Does delaying this project create risk to operations or safety?	YES – risk of power interruption or system failure
Does the project protect existing infrastructure rather than expanding development?	YES

Does the project align with long-term stewardship responsibilities? YES

Financial Impact Review

Consideration	Assessment
Initial project cost	High
Long-term operational benefit	Prevents emergency repair costs and outages.
Impact of Investment (IOI) considered?	Yes, it will be expensive to build, but low cost to maintain over the next 30 years.
Funding sources identified?	To be determined (capital reserves / donor development / grants if available).

Strategic Priority Fit

Strategic Priority	Alignment
Protect the Specialness (land stewardship)	Supports infrastructure needed to protect operations
Financial resilience	Prevents costly emergency repairs.
Organizational stability	Ensures operational continuity by ensuring constant power. Without power, the hot springs would be nonfunctional, cutting off the organization's revenue stream.

Recommended Priority Level:
Priority 1 – Must Do Immediately

Reason:
Critical infrastructure required to maintain safe and reliable operations.

Board Decision
☐ Approve Project
☐ Approve with Modifications
☐ Defer for More Information
☐ Decline

Notes:

Why This Tool Works Well
This framework helps the board:
• Tie decisions **directly to the strategic plan**
• Evaluate **alignment before debating cost**
• Consider **Impact of Investment**
• Maintain **stewardship discipline**
• Keep meetings focused and efficient
• It also reinforces the board's key planning objectives:
"Pick the right things, recognize limits early, and steward resources wisely."

Appendix B: Project Management - Prioritization, Alignment, Tracking, and Reporting

Project Management-Prioritization, Alignment, Tracking, and Reporting Guide

Project prioritization should be evaluated based on urgency and strategic alignment. High urgency combined with strong strategic alignment indicates projects that should be addressed immediately. A full list of OLT projects is maintained by the executive director and is housed in a separate document. The "Project Prioritization Framework below can be used as a guide to rank the projects' relative priorities. An additional dimension for prioritization can be created using the guide in appendix A to illustrate and rank a project's alignment with the overall strategic plan.

Project Prioritization Guidance

Priority 1 – Must do immediately to support organizational viability.

Priority 2 – Do within years 1–3.

Priority 3 – Do within years 4–5.

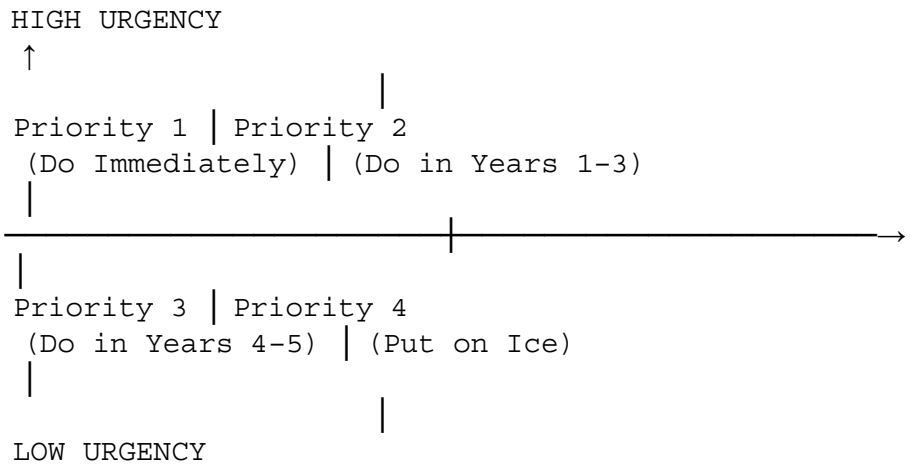
Priority 4 – Put on ice for future consideration.

Project Prioritization Matrix
(Visual Tool for Comparing Projects)

Purpose: Helps the board compare multiple projects and see which ones best support the Strategic Plan.

How It Works: Projects are evaluated on two axes:

Horizontal: Strategic Alignment
Vertical: Urgency / Risk



Example Placement

Project	Strategic Alignment	Urgency	Priority
Replace Hydro “Umbilical”	High	High	Priority 1
Hot Springs Cabin Roofs	High	Medium	Priority 2
Bike Path to Ranch	Medium	Low	Priority 3
EV Charging Capabilities	Low	Low	Priority 4

Board Discussion Question

“*Which quadrant does this project belong in?*” This quickly surfaces disagreements and helps the board focus on the highest value work first.

Strategic Alignment Scorecard

Purpose:

Provides a simple numeric way to check how well a proposal supports the Strategic Plan. Each category is scored 1–5. Total Possible Score: 30

Strategic Criteria	Score (1–5)	Notes
Supports Vision & Mission		
Protects Land Stewardship		
Supports Guest/Community Experience		
Financial Sustainability		
Operational Feasibility		
Addresses Urgent Risk		

Score Interpretation

Score Range	Guidance
24–30	Strong strategic fit
18–23	Worth pursuing with review
12–17	Low priority / reconsider
Below 12	Not aligned with strategy

Example: Umbilical Replacement

Criteria	Score
Vision & Mission	5
Land Stewardship	4
Community Experience	5
Financial Sustainability	4
Operational Feasibility	4
Urgency	5

Total Score: 27 → Strong Strategic Fit

How the Three Tools Work Together

Tool	Purpose
Decision-Making Tool	Detailed evaluation of a single proposal
Prioritization Matrix	Compare multiple projects visually
Alignment Scorecard	Quick numerical assessment

Project Tracking and Reporting Guide

1. Purpose of This Guide

Orient Land Trust undertakes projects that require investments of time, money, and organizational attention. These projects range from infrastructure improvements to conservation initiatives and educational program development. This guide establishes a simple and consistent approach to tracking projects so that:

- Leadership can make informed decisions.
- Projects remain aligned with the Strategic Plan.
- Costs and timelines are visible and predictable.
- Risks are identified early.
- The Board and Executive Director receive consistent status updates.

This framework is designed to support responsible stewardship of OLT's financial resources, staff capacity, and land.

2. What Is Considered a "Project"

A project is any activity that:

- Requires significant staff time or financial investment
- Has a defined beginning and end
- Produces a lasting outcome (facility, system, program, or improvement)

Examples include:

- Infrastructure improvements (e.g., hydroelectric umbilical replacement) •
  Building repairs or renovations
- Land stewardship initiatives
- Technology or operational system improvements
- Education program development

Routine operational work is not considered a project.

3. Core Project Information to Track

Each project should have a **Project Summary Record** containing the following information.

Basic Project Information

Item	Description

Project Name	Clear title for the project
Project Sponsor	Executive Director or Board Sponsor
Project Manager	Person responsible for coordinating work

Strategic Priority	Which Strategic Plan priority(s) it supports
Priority Level	1–4 rating from Strategic Plan project list
Project Description	Brief explanation of purpose and expected benefits

Timeline Information

Item	Description
Start Date	When project work begins
Target Completion Date	Expected finish date
Key Milestones	Major checkpoints during project

Financial Information

Item	Description
Estimated Budget	Initial cost estimate
Funding Source	Reserves, donors, grants, operating funds
Approved Budget	Budget authorized by board
Actual Costs to Date	Current spending
Forecast Remaining Cost	Estimated cost to complete
Impact of Investment (IOI) Costs	The ongoing cost to maintain the investment once the project has completed delivery.

This information supports **Impact of Investment (IOI)** evaluation, helping leadership understand both the initial cost and the long-term operational impact of the initial investment.

Strategic Alignment

Each project should identify how it supports the Strategic Plan: See Appendix A

- Land Stewardship
- Infrastructure and Facilities
- Community and Education
- Financial Sustainability
- Organizational Health

This ensures projects support mission priorities.

4. Project Status Reporting

Projects should be reviewed and reported at a **regular cadence.** Shorter duration projects or those with high risk may required weekly reporting while larger, slower moving projects with low risk may only need quarterly reporting. A standard status report allows leadership to quickly understand how a project is progressing. See template, below.

Project Status Summary Template

Project Status Overview

Item	Status
Project Name	
Project Manager	
Current Phase	Planning / Design / Construction / Complete
Percent Complete	
Next Milestone	
Expected Completion Date	

Schedule Status

Indicator	Meaning
✅ On Schedule	Project progressing as planned
⚠ At Risk	Potential delay identified
❌ Behind Schedule	Milestones missed or major delay

Budget Status

Indicator	Meaning
✅ On Budget	Costs within approved plan

◆◆ Watch	Risk of exceeding budget
◆◆ Over Budget	Costs exceeding expectations

Overall Project Health

Indicator	Meaning
◆◆ Healthy	Proceeding well
◆◆ Needs Attention	Some issues emerging
◆◆ Action Required	Board/ED attention needed

5. Risk and Issue Tracking

Early identification of risks allows leadership to respond before problems escalate. Each project report should include a short list of key risks and issues that the project manager speaks to in each quarterly report.

Risk Log Example

Risk	Impact	Mitigation Plan
Contractor availability	Possible schedule delay	Secure contractor commitments early
Unexpected site conditi		Maintain contingency reserve
Weather impacts	Construction delay	Adjust schedule buffer

Issue Log Example

Issue	Impact	Next Action
Electrical design revisions required	3-week schedule delay and additional $1,200 in cost.	Engineering review underway

Risks are potential problems that might occur but have not occurred yet. If they do, they become issues.

Issues are problems (or “problemtunities”) currently occurring. Depending on the

number of issues being tracked, further prioritization may be recommended to help keep a focus on the top priority issues.

6. Reporting to the Executive Director and Board

Project reporting should support strategic decision-making rather than overwhelm leadership with detail. Project managers should speak to their management of a project in terms of how it is supporting or not supporting the organizations strategic objectives.

Example of a reporting approach:

Monthly (Internal Staff)

- Project manager updates
- Budget tracking
- Risk and Issue monitoring

Quarterly (Board)

- Status summary of active projects
- Budget and schedule status
- Key risks/issues or decision points
- Progress against strategic priorities

Annual Review

- Completed projects
- Lessons learned
- Financial performance
- Strategic impact

7. When Board Decisions Are Required

Board review may be required when:

- A project exceeds approved budget limits
- Major schedule delays occur
- Scope changes significantly
- Strategic priorities shift
- New risks threaten mission or finances

Clear reporting ensures the board has the needed information to respond early and more effectively, making decisions more meaningful and our investment dollars work harder for us.

8. Benefits of This Approach

This project tracking approach helps OLT:

- Protect financial resources
- Improve predictability of project outcomes
- Strengthen accountability
- Align projects with strategic priorities
- Identify and address problems early

- Support transparent governance

Most importantly, it ensures that projects serve the organization's mission rather than distract from it.

Closing Thought

Orient Land Trust's projects are investments in land, community, and future generations. Tracking them carefully ensures that our money is working hard for us and that every investment strengthens the mission that defines OLT.

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