



Memorandum

TO: Vail Town Council

FROM: Finance Department

DATE: October 18, 2016

SUBJECT: Proposed 2017 Town Manager's Budget

I. SUMMARY

A first look at the 2017 Town Manager's budget proposal

II. DISCUSSION

This first reading of the 2017 Budget Ordinance No. 28 includes the proposed revenue and expenditures for all town funds, a summary of changes in personnel, funding recommendations for Council contributions and a five-year capital plan.

On September 20th, Council and staff held a budget preview meeting where preliminary revenue and expenditure discussions took place. The purpose of the meeting was to provide a high-level preview of the town's 2017 budget process and gather feedback from Council on preliminary budget assumptions.

The following outcomes / feedback from the September budget meeting were included in the creation of the 2017 budget proposal:

- Use a sales tax revenue projection of 2% over 2016 amended budget
- A 1% increase to the operating budgets in departments was approved however the 1% does not include specific increases that may be requested by departments to meet the stated goals of the upcoming budget year. Any special requests are outlined below.
- Council supported a proposed performance-based merit increase of a maximum of 4%.
- Council discussed a number of capital projects, including some newly-identified projects currently unfunded.

2017 Budget Objectives

The 2017 budget proposal assumes a continuation of high service levels within a cautiously optimistic economic forecast. In addition, some of the new budget requests help align resources and equipment to accommodate added service levels associated with newer capital improvements throughout town such as Booth Creek Park, Sports Courts at Chalet Road, medians on the frontage road, among others.

In addition, the budget proposal addresses several topics of importance to both Town Council and the community at large. Several areas of spending relate directly to common themes found

in both the Council Action Plan and the recent Community Survey results. Housing, Environmental Sustainability and Parking/Transportation were the top priorities listed in the community survey results. The Council Action Plan for 2015 – 2017 calls out initiatives that address those community concerns such as the Chamonix housing project, the Housing Strategic Plan update, land analysis for housing opportunities, Gore Creek Plan, an update of the Environmental Strategic Plan, a Parking and Pedestrian Enhancement Plan, and a managed parking long-term plan.

All of the above initiatives have been included in the proposed 2017 budget and long term capital plans, with the exception of construction of the Chamonix housing development. That project will be proposed for funding once more detailed costs are outlined. Other housing related spending includes \$3.2 million of Fee in Lieu dollars collected from developers plus an additional \$500,000 in 2017 to be used toward the purchase of deed restrictions or other housing strategic plan action items. Staff has also been working with Western Land Group and the US Forest Service to identify potential parcels of land for purchase adjacent to town boundaries that might be appropriate for housing. A partial headcount increase (.15) is recommended to return the vacant housing coordinator position to a regular 1.0 full time employee.

On the Environmental front, the 2017 proposed budget includes funding to update the Environmental Strategic Plan, a completion of the Sustainable Destination Certification, a continuation of Actively Green programming, and ongoing recycling and plastic bag education. There is approximately \$2.0 million of funding allocated to the Gore Creek Water Quality Plan projects, which includes \$1.1 million for water quality vaults and infrastructure improvements in East Vail, \$465K for stormwater site specific projects and \$150K riparian site specific projects as called out in the Water Quality Plan documents. A fixed-term employee will be dedicated to the Water Quality project for a period of two years, which began mid-year 2016.

Parking and pedestrian safety are included in the capital plan with a continuation of the Pedestrian Safety Enhancement projects, phased over a three year period which began in 2016. Specifically planned for 2017 includes crosswalk signage and lighting at Vail Valley Drive and Glen Lyon Road. Managed summer parking will be a topic of Council discussion this winter. Alterations to bus service routes resulting from the new I-70 Underpass will be reviewed during the year, for implementation when the project is completed late 2017. Transportation Master Plan updates are included in the 2018 capital budget as well.

The budget areas summarized above mirror the initiatives outlined in the Council Action Plan and address the most significant concerns raised by the Community Survey. Overall budget assumptions for the proposed 2017 budget are outlined below:

2017 Revenue

The town's 2017 budget is funded by a **projected \$64.9 million** net revenue budget. This projection is a 1.7% decrease from the 2016 amended budget and a decrease of 4.5% from the 2015 actual results. 62% of the estimated \$26.1 million in sales tax collections is budgeted to go towards General Fund operations and the remaining 38% to the Capital Projects Fund.

Property tax collections are estimated at \$4.9 million, flat with 2016 budget (non-assessment year) are based on the most recent report from the County Assessor's office. **Lift tax collections** of \$4.9 million are projected at a 5% increase from 2016 based on historical annual

increases and consideration of newer summer on-mountain activities. Collections for 2016 are currently up 8.0% from the prior year. **Parking revenue** of \$5.2 million is a 4.2% increase from 2015 actual collections. Currently no increase in pricing of either parking passes or daily rates is assumed. **Construction permit fees** ("Licenses and Permits") totaling \$1.5 million are 1.4% higher than 2016 budget based on current year-to-date and historical activity. No major redevelopment projects are included at this time.

Real Estate Transfer Tax revenue is projected at \$5.8 million, a 10% decrease over 2016 budget but flat with projections for year-end. A minimal amount of sales of units at the Lion are anticipated for 2017, with additional sales projected for 2018. Year to date collections are currently down 16% from the prior year, due to a limited number of high dollar sales. This is a similar trend to 2015, where transactions under \$2.5 million saw an increase in activity but the high dollar transactions experienced a decrease.

Construction Use Tax revenue is projected at \$1.5 million, flat with the 2016 budget. The estimate is based on a five-year history, and does not assume any major redevelopment projects at this time. 2016 collections are currently down 17% from the prior year, mainly due to large projects starting in 2015 such as The Lion, Marriott Residences and continued redevelopment of the Vail Valley Medical Center.

Endowment / Charitable Fund Inquiry

Staff has done some preliminary research on this topic based on Council's Action Plan tactic of "Develop and promote a TOV Endowment Fund". **A separate memo is attached (Attachment A)** with staff's preliminary findings.

During 2017, staff proposes to review fee-based revenues collected by the town. Some have been recently updated such as the out-of-district fire rates and annual revisions to the rental rates at Donovan Pavilion. Others have not been revised in many years, such as plan check or permitting fees. **Does Council agree with staff's recommendation to continue reviewing fee-based services?**

2017 Expenditures

Total expenditures for the General Fund are proposed at \$37.3 million, a 0.9% increase from 2016 amended budget. As a service organization, the majority of spending relates to staffing. For 2017, this represents \$24.0 million or 64% of total expenditures which includes benefits, and a 4% proposed merit increase based on employee performance.

Compensation

The 4% percent merit proposed in the 2017 budget is proposed to prevent a decline in market competitiveness and continue as an average payer for most employment categories. While several entry level and some department head positions are trending below average in comparison surveys, our skilled trades and mid-management positions are average or even slightly above. A recent information survey shows our comparative entities are planning for salary increases from 3% to 5 ½ %. **Attached are the regression analysis charts (see Attachment B1 – B3)** illustrating our average salary compared to our Colorado resort comparison group. The best news is in the benefits area where costs have decreased, which is a significant change from prior years of consistent increases. For the 2017 budget, benefits as

a percentage of wages is proposed at 38.9% for full time year round employees, down from 40.8% budgeted for 2016. 2016 is currently trending less than budget as well.

Headcount

The town's operations are proposed to be supported by 310.40 full time equivalent (FTE) positions in 2017, a 10.14 FTE (or 3.4%) increase from the prior year. Over the past ten years, the town has added 15 employees, or 5% of the total headcount. Approximately five of the new headcount requested for 2017 correspond to the town's decision to operate the Welcome Centers internally which does not add to the town's overall expenditures. The remaining positions relate to capital investments made over the last couple of years such as designated parking on the frontage road at Safeway, a new frontage road medians, redevelopment of the Booth Creek Park, Zeke M. Pierce Skatepark, the Pickleball Courts at Chalet Road, and impacts of maintaining the new underpass starting next winter season.

The new headcount request also reflects a second phase of a reorganization in the Fire Department initiated last year as outlined in **an attached memo from the Fire Department (Attachment C)** which reassigns the Captains from the fire engine staffing to a supervisory role (one Captain supervises all three stations per shift). Currently, two of the three shifts operate this way after the 2016 budget approval which also eliminated the vacant Deputy Chief position. The reassignment of the final and third Captain allows for one promotion to a Lieutenant and would convert 3 seasonal resident positions to a regular fire fighter position. The end result of these proposed staffing changes will ensure that each fire shift (three total) would be staffed with one Captain overseeing 9 employees across the three fire stations. A "floating" firefighter position (one per shift) allows for coverage due to sick and vacation leave. The net change to headcount from this proposal is a reduction of 0.07 FTE and an annual cost increase of \$84,667. This third Captain will also serve as the department's training officer due to the discontinuation of a county-wide shared training officer at the request of Eagle River Fire Protection District. The discontinuation of this program results in annual savings of \$33,488 to the department which will offset the annual expense listed above for a net impact to the budget of \$51,179.

Separately, the Fire Department requests consideration of a phased transition away from the town's Department of Labor Fire Apprenticeship program, otherwise known as the "Fire Resident Program" also outlined in the attached memo from the Fire Department. The impact of this transition is not currently proposed as part of the 2017 budget but may be presented to Council at a later date.

Other headcount requests include:

- 3.0 full time and 1.6 seasonal positions to operate the Welcome Centers, as that function is now managed internally rather than contracted out.
- During 2016 the schedules for the Event Liaison Specialist and Special Event Coordinator were increased from 32 hours per week to 40 hours per week. This results in an increase of 0.25 FTE for each position.
- During 2015 an additional planner position was approved for "overhire" to help address staffing needs in Community Development. In 2016, the position transitioned to a permanent FTE. The 2017 budget reflects that transition with an increase of 1.0 FTE.
- Increasing the vacant housing coordinator position from .85 FTE to 1.0 FTE to allow for future flexibility in hiring a full time employee dedicated to the town's housing goals.

- A seasonal parking sales position will be eliminated and converted to a full time year round position, to form a parking sales lead and “RBO” compliance specialist. With the increase in short term rentals and only 300 RBO licenses signed up, there is a need for further education and compliance monitoring. The success of this program will be evaluated over the coming year. It has been combined with the parking sales position due to similar skill set requirements such as computer skills and tactful communication with challenging customers.
- Two seasonal lead landscape employees (0.96 FTE) are requested to address staffing needs for added landscaping at Booth Creek Park, East Vail Interchange and other in-town improvements.
- One seasonal (.50 FTE) Heavy Equipment Operator is requested to begin in November of 2016, which in May of 2017 will convert to one full time (1.0 FTE) HEO / Turf Maintenance position. Once that employee is converted, the .5 seasonal FTE position would be re-filled for the 2017/18 winter. The Heavy Equipment Operator is requested to address increased snow plowing and hauling needs, as well as summer turf maintenance of recently completed and upcoming capital projects.
- A reduction of 1.0 FTE in the parking and landscape departments is a catchup to a 2016 conversion of a full time landscape/parking split position into one full time parking position.
- A fixed term employee (1.0 FTE) was approved during 2016 to assist with the Water Quality Strategic Plan implementation. The duration of the position is two years.
- The Police department is requesting to extend another year for a fixed term 1.0 FTE that was approved during the 2016 budget process as a one-year trial period for a Drug Task Force position. **Please see the attached memo with more details on the success of the GRANITE program (Attachment D).**

Please refer to page 21 for summary of FTE changes, and page 22 for a 10-year history of the town's FTE count.

Staffing requests proposed by department heads that are not currently included in the 2017 budget proposal include:

- County-wide Crime Analyst was proposed with partial reimbursement from participating agencies.
- Digital Communications Specialist for Police. Staff will review organization-wide needs for digital communications in the upcoming year.
- Asset Management / GIS Technician (tied to a new cost accounting / asset management / work order system for Public Works which was not funded at this time either).
- A second full time Heavy Equipment Operator. Staff has recommended 1.0 full time operator plus a .5 seasonal winter position for 2017 and will review in the 2018 budget process.

Benefits for the entire organization are projected to total \$7.5 million, a decrease of 1.0% from the 2016 budget. The town has enjoyed two years of improvements in the overall cost of healthcare due to fewer large claims and employee's commitment to wellness programs. This has enabled the town to keep employee's portion of healthcare costs such as paycheck deductions as well as co-pays and insurance deductible amounts flat for two years.

Please refer to page 24 for a break-out of all employee benefits. Benefits are broken out into two categories: “Fee-based” and “Payroll-based”. Fee-based expenses relate to elected benefits such as healthcare and disability insurance. Payroll-based expenses relate to mandated benefits such as medicare and unemployment insurance.

“Contributions and Special Events” line item in the General Fund budget includes the Welcome Centers, Economic Development and Commission on Special Event departments, as well as staff recommendations for Council Contributions. Please see pages 27-34 for a summary of contribution requests and recommendations.

The **Commission on Special Events (CSE)** proposed budget has been increased by 1%, after the removal of one-time support for the winter closing weekend activities. Total event spending is proposed at \$893,648. This includes funding from both the General Fund (\$581,648) and the Marketing Fund (\$312,000) which is sourced from business license revenue. Funding for the “Education and Enrichment” category is being proposed at \$151,000 following the 1% guideline. Fireworks continue to be separately funded from the General Fund for a total of \$52,015 in 2017 to include both the 4th of July and New Year’s celebrations.

Departmental spending of \$7.7 million (also labeled as **“All Other Operating”** in the General Fund statement on page 25) is a 3.0% decrease from the 2016 amended budget. The following items represent significant changes from the prior year spending:

- Annual operation of the Welcome Centers is included at a proposed \$323,000, a savings of \$15,000 from the prior year’s budget for contracted services.
- An increase in planning projects of \$10,500 from the prior year. Planning projects for 2017 include the West Vail Master Plan, Ford Park Master Plan action steps and a placeholder for a Civic Area / Dobson Master Plan.
- A \$10 per hour rate increase for the contracted town attorney. This is the first rate increase in over five years. Annual impact estimated at \$18,000.
- Increase in contract for building inspections based on contract renewal in the summer of 2016. Annual impact estimated at \$71,900.
- An increase in snow hauling contracts with the addition of the Vail Golf and Nordic Center parking lot and other areas. Annual increase totals \$10,000.
- An increase of \$17,300 in additional snow removal chemicals (mag chloride) and cinders.
- Expanded bus service was requested, but due to cost impact will require further discussion after completion of the I-70 Underpass project.

This General Fund 2017 budget proposal results in an ending fund balance of \$24.8 million or 64% of annual revenues.

Five-Year Capital Plan

The five-year capital plan for the Capital Projects Fund and the Real Estate Transfer Tax (RETT) Fund is included on pages 35-38. As in the previous capital worksheets, cost increases are highlighted in orange, new requests are highlighted in green, timing changes to projects in purple and items previously included as placeholders are highlighted in blue.

Capital Projects Fund (2017 Additions):

- \$250,000 requested for the town’s portion of an upgrade to the “WebRMS” Dispatching software, replacement of computer consoles and replacement of mobile computers in police and fire vehicles
- \$746,000 for expansion of town-owned fleet vehicles. This includes a plow truck (\$210K), truck with end dump trailer (\$210K), a loader with plow (\$290K), a sweepster broom for the loader (\$25K) and modifications to the Fire Brush 3 truck (\$7.5K) and to install new hooks for fire hose (\$4K) on the fire trucks.

- \$185,000 is reflected for improvements to the walkway in front of Vantage Point near East Lionshead Circle. This was a request made by the Vantage Point homeowners.
- \$135,000 in pedestrian safety improvements based on the plan approved by Council. In 2017 this includes Vail Valley Drive and Glen Lyon crosswalk signs and lighting. The 2018 phase includes lighting for the Main Vail and West Vail roundabouts.
- \$800,000 in snowmelt repairs on East Meadow Drive (from Solaris to Austria House) were originally budgeted for 2018 have been moved up to 2017 to coincide with construction activity at Slifer Square fountain.
- \$100K in landscape improvements at the Lionshead Parking Structure, funded by the Vail Reinvestment Authority (VRA).
- \$18,000 for parking equipment to enable remote control of the gate at East Betty Ford Way used for ADA access.
- \$150,000 to replace a heating unit at the Public Works Shops building; the second heating unit scheduled for replacement in 2018.
- \$500,000 placeholder for the purchase of deed restrictions; This would be added to the current balance of \$3.0 million in the “buy-down” funds for this purpose. Program policy and detailed implementation plan is not yet approved by Council.

The Capital Projects Fund is currently projected with an ending fund balance of \$21.6 million in 2017, and a fund balance of \$17.5 million at the end of 2021. This does not include any unfunded projects such as the Chamonix Housing development constructions costs.

RETT Fund (2017 Additions):

The RETT Fund supports annual operations of the town’s Parks and Recreation function, Environmental Sustainability, Art in Public Places and the Forest Health crews. There were no significant increases in any of these operations for 2017.

Project additions include the following:

- Council contributions for services include \$69,700 of annual operating support of the Betty Ford Alpine Gardens (1% increase), a one-time \$30,000 capital contribution to the Gardens for water fountain repairs, and \$45,450 program support for the Eagle River Watershed Council.
- \$677,656 is requested to fund the second phase of the Intermountain Fuels Reduction project as approved by Council.
- \$150,000 is requested for the reconstruction of the Glen Lyon recreation path to coincide with completion of the I-70 Underpass project.
- \$100,000 in improvements to Bighorn Park is requested, which includes shelter upgrade, ADA access, drainage improvements, play structure maintenance, new stairs at the west end and landscape improvements around the pond.
- \$300,000 of improvements in Ford Park, which would include \$150K for a shelter at the sports field and \$150K for a schoolhouse garden renovation. 2018 reflects an estimate of \$700K for pavers to be installed on Betty Ford Way.
- The annual capital budget meeting with the Vail Recreation District will be held prior to the 2nd reading of the budget ordinance so that the five-year plan for shared capital maintenance can be updated to include proposed spending for VRD-managed town assets.

The RETT Fund is currently projected with an ending fund balance of \$3.1M in 2017, and a fund balance of \$5.0 million at the end of 2021.

Marketing Fund

The Marketing Fund is generated through the collection of annual business license fees. Budgeted revenue for 2017 of \$381,500 is projected flat with 2016 amended budget and an increase of 18% from 2015 actuals due to “Rental by Owner” licensing. \$312,000 in expenditures will be used toward the Commission on Special Events.

Heavy Equipment Fund

This is an internal services fund that manages the maintenance and repair of town vehicles and equipment and the purchase of replacement vehicles other than buses and fire trucks. Costs are charged back to the departments based on their use of the vehicles and equipment. The Heavy Equipment Fund (HEF) includes approximately \$1,155,200 to purchase replacement vehicles and equipment in 2017. The vehicles are scheduled to be replaced at determined intervals. Funding for the HEF consists of charges to departments using the equipment and sales or trade-ins of old equipment. Projected fund balance is \$1.6 million for the end of 2017.

Health Insurance Fund

This is an internal services fund that manages the town’s health insurance plans. Costs are charged back to the town departments and employees through payroll deductions. The 2017 proposed budget anticipates a “break-even” outcome for the year, with no increase from 2016 budget for either the town departments or employees. This is the second year the town has been able to maintain costs, as we typically have increases each year. This is the result of a two year positive trend in health claims. Projected fund balance is \$3.3 million for the end of 2017.

Dispatch Services Fund

This is an enterprise fund that manages county-wide 911 emergency services. The 2017 budget proposal includes capital expenditures of \$390,641 for the replacement of a “Voice Logger System” which will not be supported past 2016 and workspace furniture. The participating agencies contribute approximately \$90,000 each year to a capital reserve account which will help fund these projects. The Dispatch Services Fund will need to utilize reserves in 2017 to cover the capital projects. Remaining fund balance will be \$651,365.

Timber Ridge Enterprise Fund

The 10 acre property at Timber Ridge is owned by the town, with the eastern half of the property under a ground lease to Lion’s Ridge Apartment Homes with no lease payment for ten years. The Timber Ridge Enterprise Fund includes only the operating budget for the western half of the property (96 units, with 54 units under master lease to Vail Resorts). The 2017 proposed budget reflects a surplus of \$122,296 after payment of all operating expenses, principal and interest due to the capital projects fund, and \$281,273 set aside for capital projects. Specifically the capital improvements represent the second phase of Vail Resort’s leased units (18 units of the 54 were renovated in 2016, with 18 planned for spring of 2017 and the final 18 units in the spring of 2018). The improvements are offset by rent increases for those units and paid back over a five-year period. Timber Ridge is projected to have a fund balance of \$838,921 at the end of 2017.

III. ACTION REQUESTED OF COUNCIL

Staff requests feedback from Council in preparation for the second reading of the 2017 Budget scheduled for November 1st.

**Memorandum**

TO: Vail Town Council

FROM: Finance Department

DATE: October 18, 2016

SUBJECT: Creation of an Endowment or Charitable Fund

I. SUMMARY

Staff has done some preliminary research on this topic based on Council's Action Plan tactic of "Develop and promote a TOV Endowment Fund". While a unique fund or separate organization (such as a "501c3") is not necessary to facilitate tax-deductible donations to the Town of Vail, having a separate fund may encourage citizens or organizations to contribute to town projects or programs.

II. BACKGROUND

There are a couple of options that may accomplish Council's goal, and staff would appreciate feedback on those options prior to continuing forward. Two options discussed with our external auditors include a traditional endowment fund or a more basic charitable/donation fund. An endowment fund is more restrictive and would require complex reporting and tracking mechanisms. This is because when a conventional endowment contribution is received, the donation principal, or "corpus" may not be touched, with only the investment income available to spend. In addition, the donor may restrict the use of that investment income to a particular purpose or project (some of which can be limited by Council when establishing the endowment fund). Even with a less restrictive investment policy than currently employed, the town's return on investments would not produce an effective amount of spendable resources. For example, a \$1.0 million corpus might provide \$10,000 per year towards the specific program/project at a return of 1%. If at any time investment earnings went negative, the town would have to fund the corpus so it would retain the original balance. Accounting and reporting for this type of arrangement is more time intensive due to the tracking of investment earnings and fiduciary responsibility to the corpus. There would also be additional tracking to ensure the funds are used according to the donor's wishes.

A second option to Town Council is the creation of a fund for the purposes of accepting donations (whether through a person's will or otherwise) without the legal restrictions of a true "endowment" fund. This fund could be named and marketed with the intention of promoting tax-deductible donations to town programs or projects. This option would allow Council more leeway with the spendable resources and have fewer impacts to accounting processes.

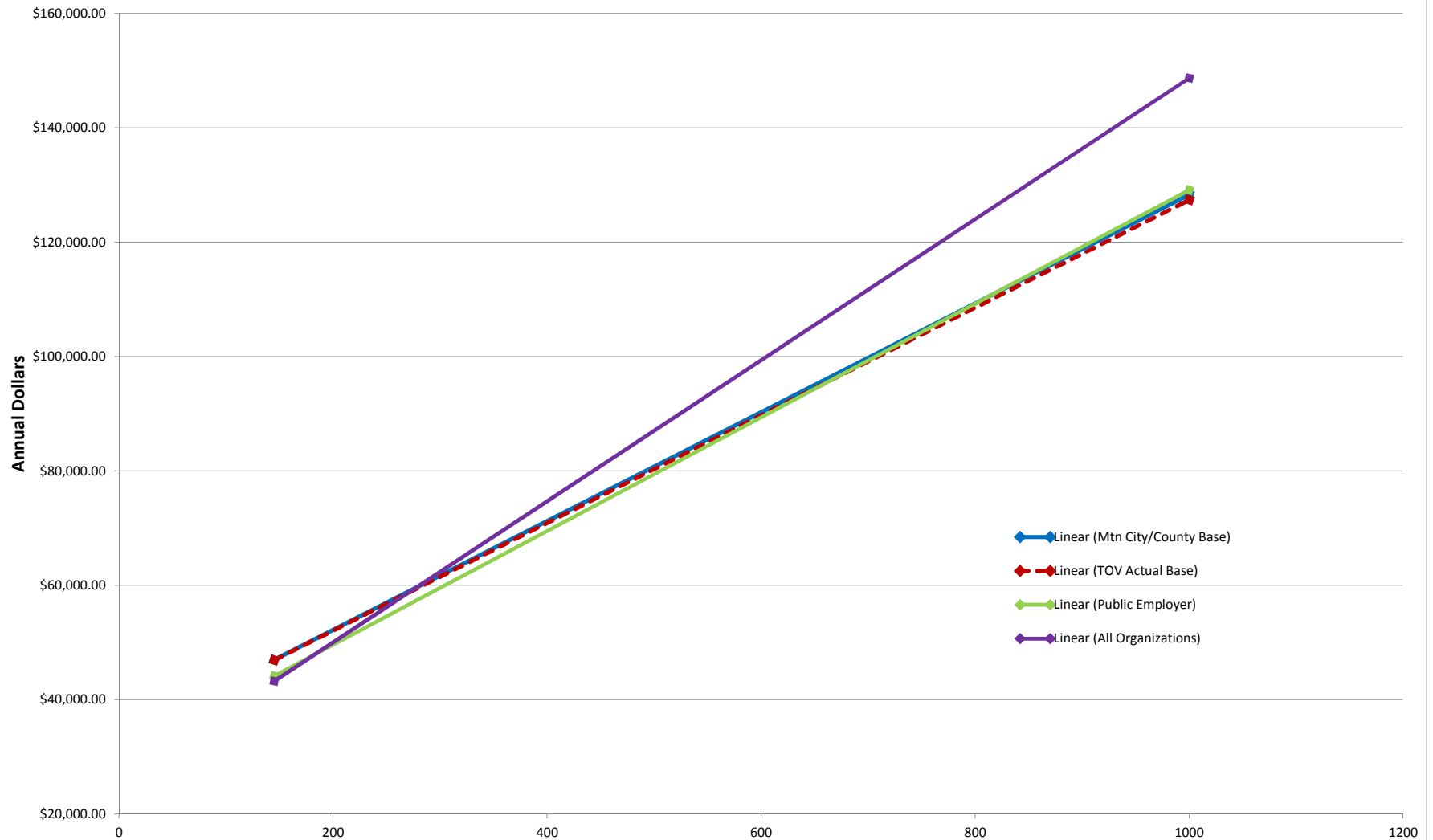
These two options are summarized in the table below with pros and cons. Staff would appreciate feedback on these options prior to moving forward.

Options:	Pros:	Cons:
Endowment Fund	Recognizable name for charitable giving	More restrictive because have to maintain the “corpus” of the gift, whether investment income goes up or down; Can only spend investment earnings on specified expenses; Accounting for each endowment is labor-intensive.
Donation Fund (such as “Friends of Vail” Philanthropic Fund), name TBD	Spending restrictions can be defined by Council, or can be open; Full value of donation can be used; Fewer accounting & reporting requirements	Might have to “market” this contribution opportunity more without the recognizable name of “endowment”

Prior to establishing an endowment fund staff would ask for feedback from Council on the following:

- Does Council want to proceed with researching the creation of an endowment fund or a donation fund?
- Are there particular uses the Council would want to designate as eligible for endowment funding?
- Or, will the donors be able to “earmark” their money for specific purposes or time frames?

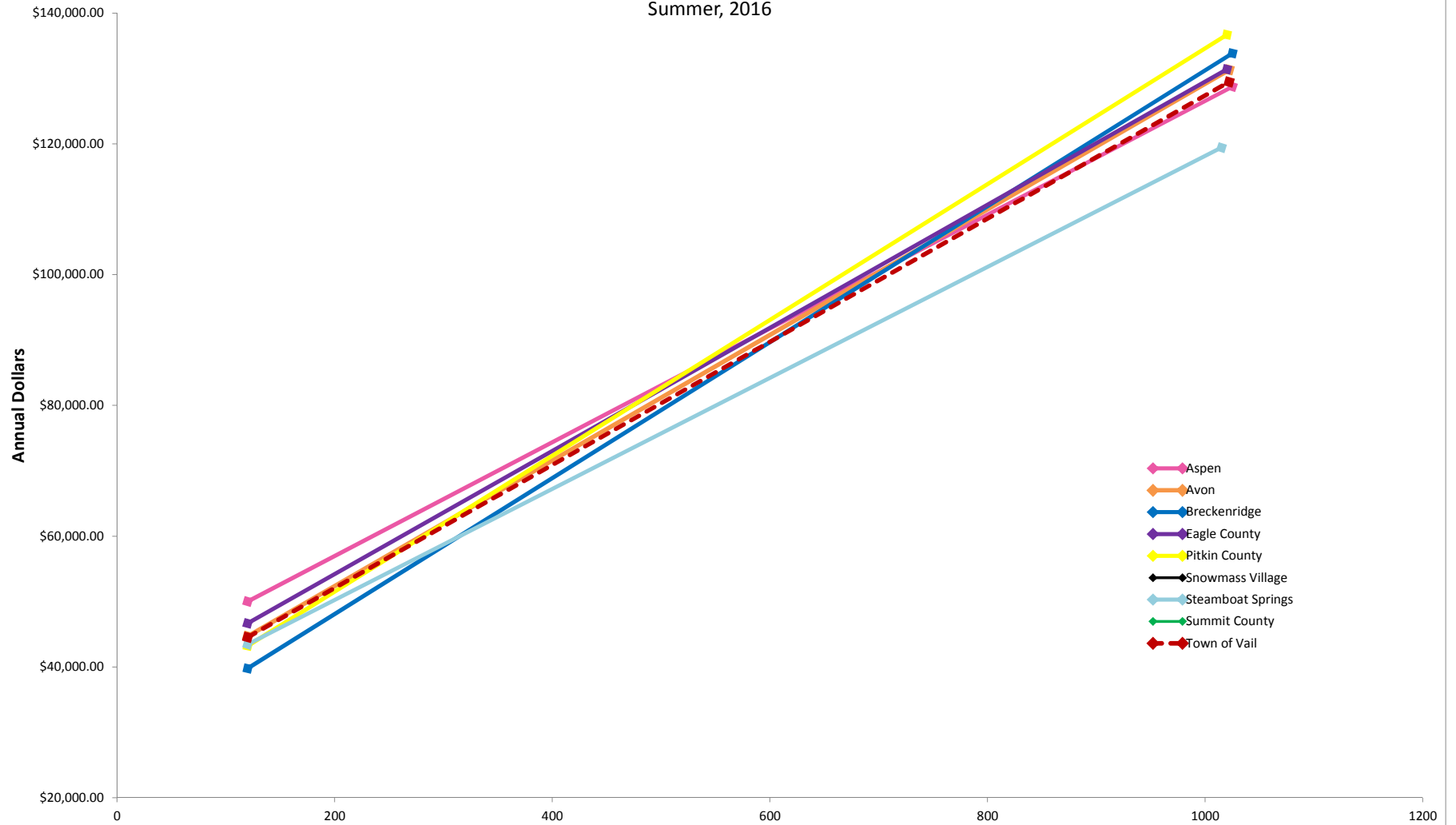
Town of Vail
Base Salary Practice
TOV vs. Counties/Municipalities, City, All Organizations (Without Summit/Snowmass)
Summer, 2016



Description: This chart compares base salary of the Town of Vail (red dotted line), comparison entities combined, in addition to public* and private* sector employers in Colorado.

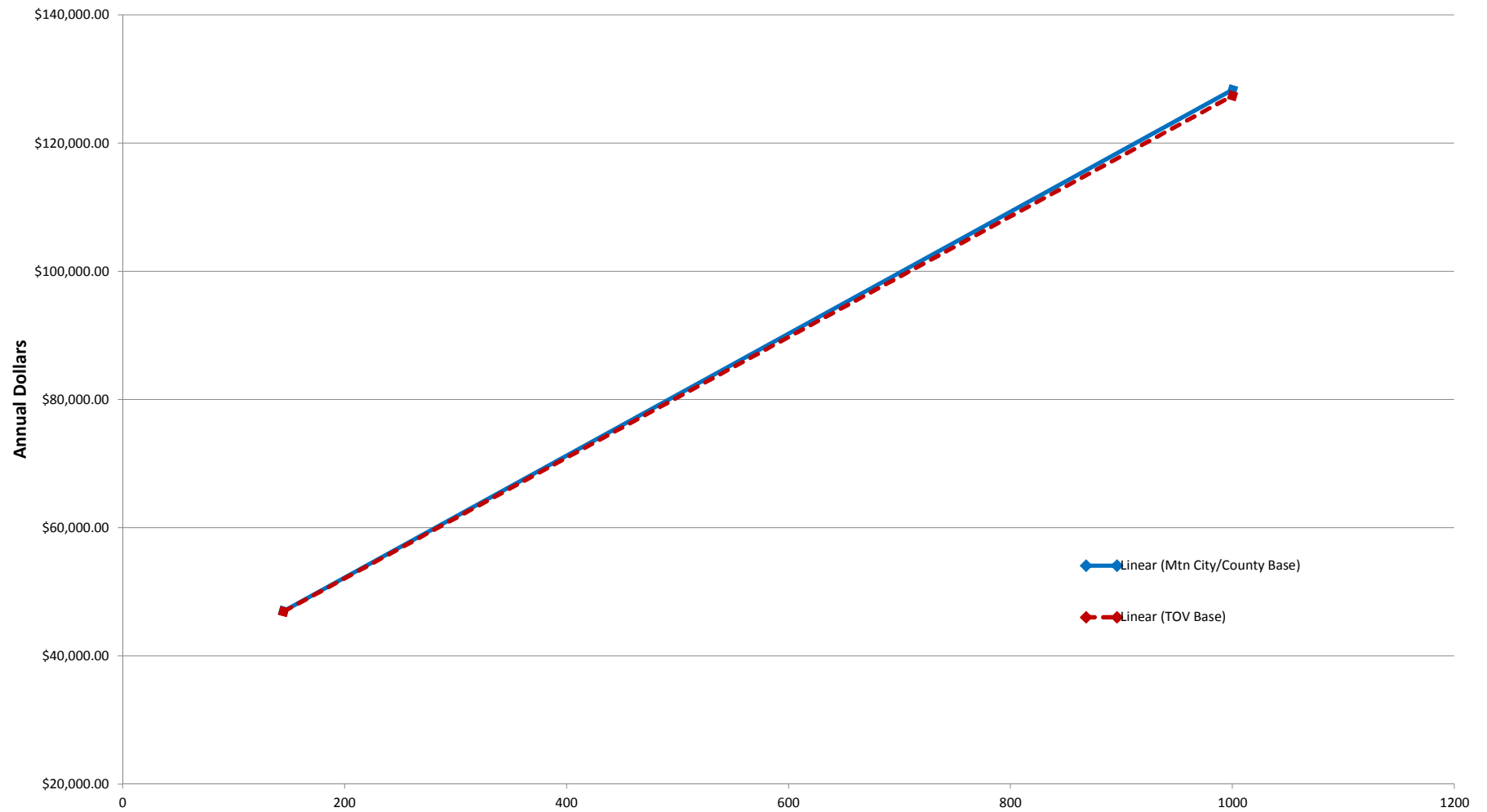
*Source: MSEC Compensation Surveys

Town of Vail
Base Salary Practices
TOV vs. Counties/Municipalities
Summer, 2016



Description: This chart compares base salary of the Town of Vail (red dotted line) and our comparison entities using lines of central tendency.

Town of Vail
Base Salary Practice
TOV vs. Counties/Municipalities (Without Summit/Snowmass)
Summer, 2016



Description: This chart compares base salary of the Town of Vail (red dotted line) and our comparison entities combined.



Memorandum

To: Town Council

From: Mark Novak, Fire Chief

Date: October 11, 2016

Subject: Fire Department Budget Request

I. Purpose

The purpose of this memo is to address changes in the Fire Department staffing model proposed in the 2017 budget. There are two separate components to this proposal:

- 1) Completing the restructuring of the Captain position initiated in 2016
- 2) Restructuring the current Resident Firefighter program to provide Resident Firefighters with a full work schedule.

Cumulatively, the proposed changes result in no net change in the Fire Department FTE count while providing adequate staffing for daily operations.

II. Captain Reassignment

The Fire Department budget for 2017 includes a proposal to move the third Captain off the fire engine. This move is the final phase of a re-assignment of the Captain rank in order to more effectively use these personnel to simultaneously improve operational effectiveness at emergencies and address administrative needs. This staffing model places the Captain in the role of a shift commander which allows the Captain to provide better oversight of the entire shift while increasing their capacity to participate in the management team. The most apparent difference in the new model is that the Captain is assigned to a command vehicle instead of a fire engine. This model is consistent with that of fire agencies in neighboring mountain resort communities, including Eagle River Fire District and Lake Dillon Fire Rescue.

During the 2016 budget cycle, the Fire Department demonstrated flexibility and eliminated a high level management position (Deputy Chief) in order to re-define the role of the Captains. Two Captains were reassigned to the shift commander role in 2016. The goals of this reorganization were as follows:

- Provide for consistent Incident Command that complies with National Fire Protection Association (NFPA) standards 1710 and 1561.
- Provide better supervision at the shift level

- Allow Captains the opportunity to succeed in their managerial roles. When assigned to the fire engine, the Captain is attempting to serve as both a manager and unit supervisor.
- Provide for consistent participation in Regional Hazardous Materials Association of Eagle County (RHMAEC) operations group
- Provide for consistent participation in radio system users group
- Provide flexibility in staffing. Captains can be used to manage overtime for short term absences such as training and sick calls.
- Improve coordination with both fleet and facilities maintenance
- Increase continuity and accountability of administrative projects
 - Incident reporting quality assurance
 - IT liaison
 - Dispatch liaison and policy group
 - Health and Safety Officer
- Provide oversight of rescue programs
- Improve oversight and coordination of Resident Firefighter Program
- Reduce workload on Human Resources Department
- Allow implementation and management of engine company fire prevention inspection program
- Provide increased mentoring and employee development both at all levels of the organization

In addition to the responsibilities noted above, there will be a need in 2017 to assign one Captain the responsibilities of training officer. For the past four years Vail Fire and Emergency Services (VFES) has shared a training officer with the Eagle River Fire Protection District (ERFPD). During the past year ERFPD identified that a single training officer cannot meet the demands of both organizations. ERFPD investigated hiring an additional training officer so that the shared training officer program could be continued, but ultimately, competing budget priorities within ERFPD precluded this option. As a result, ERFPD and VFES will not share this position in 2017.

The loss of the shared training officer position will significantly increase the workload for the Captains. There are a number of critical tasks completed by the training officer which include:

- Developing training programs
- Coordinating training with outside agencies,
- Coordinating state certification testing
- Developing the annual training plan and the monthly training calendar
- Auditing training records to ensure compliance with state certification requirements and Insurance Service Office Requirement
- Ensuring that training keeps pace with changing industry standards
- New employee training

- Coordinating training for specialized programs (Haz Mat, extrication, swift-water rescue, rope rescue, etc.),

The loss of the ERFPD training officer contract will increase the acuity of the need to have all three Captains operating separately from an engine company. With the loss of the ERFPD training officer, one Captain would assume the role of training officer for VFES. This will necessitate shifting a portion of that Captain's current workload to the other two Captains. All of the Captains will remain fire suppression personnel, who respond to all significant incidents.

Completing this transition requires the following actions:

- 1) Move one Captain off the fire engine
- 2) Promote one employee to the position of Lieutenant
- 3) Staff one additional Full-Time/Regular Firefighter position.

This re-organization will not result in an increase in the FTE count, as it is concurrently proposed to reduce the number of employees in the Resident Program from nine to six. The change in the Resident FTE count will be addressed later in this memo.

A. FTE impact of reorganization

The current FTE count for the Fire Department (excluding the Wildland Program) is:

<u>Program</u>	<u>Employees</u>	<u>FTE*</u>	<u>Total</u>
Full-Time	30	28 x1, 1 x .5, 1x .3	28.8
Seasonal (Resident)	9.3	.76	7.07
Total			35.87

*28 fire suppression personnel at 1 FTE, 1 Administrative Assistant at .5 FTE, and 1 Wildland Coordinator at .3 FTE (Wildland Coordinator funded at .3 from General Fund and .7 from RETT)

The proposed reallocation of FTE would result in the following FTE count:

<u>Program</u>	<u>Employees</u>	<u>FTE</u>	<u>Total</u>
Full-Time	31	29 x1, 1 x .5, 1 x .3	29.8
Seasonal (Resident)	6	1	6
Total			35.80

B. Budget Impact of Reorganization

Discontinuing the shared training officer with ERFPD will result in a savings (professional fees) in 2017 of \$33,488.

	Salary	Benefits	Total
Promote Engineer to Lt.	5,921	2,458	8,379
Move 1 Resident to FT FF	53,914	22,374	76,288
No IGA Training Officer	(33,488)		
Total	26,347	24,832	51,179

III. Resident Firefighter Program

The Fire Department is currently experiencing a number of challenges with the Resident Firefighter program. The nature of the fire service has changed greatly since the inception of the Resident program in 1980. The two most significant changes are that entry level requirements for a firefighter have significantly changed and the nature of the job market for firefighters has markedly improved. At the time of the inception of the Resident program there were few training requirements needed to enter the fire service. This allowed the program to thrive; the Resident Firefighters were able to get free or subsidized housing, while the Fire Department was able to use Resident Firefighters from the date of hire to supplement staffing.

Today a firefighter must complete approximately 790 hours of training prior to being available for staffing. This training includes completing the following: Firefighter I Academy, Emergency Medical Technician (EMT) training, Hazardous Materials First Responder Operations training, and Basic Wildland Firefighter training. Currently only candidates who have completed all of this training are eligible to be hired. Once a Resident Firefighter is hired, they complete two weeks of intensive training designed to orient them to VFES equipment and standard operating procedures. This is followed by a one month period during which the new Firefighter works as an extra firefighter on the engine so they can be evaluated and intensively mentored. Once this six week on-boarding process is complete, then the Resident FF is available for staffing.

As a result of the training requirements and the availability of full-time jobs available in the region, VFES has been struggled with retention for a number of years. Over the past five years the average tenure of a Resident Firefighter is eighteen months. This results not only in a retention problem, but also impacts our ability to have a sound succession plan, due to the high turnover at the entry level of the organization.

In addition to the challenge of retention, recruitment for this position has become increasingly challenging. During the last two years we have conducted three recruitment processes and will need to recruit again before the end of the year. Each of the

recruitment processes has only generated 20-30 applicants. Of these applicants, typically ten or less, meet the minimum qualifications. Of those meeting the minimum qualifications, typically less than two-thirds elect to participate in the selection process.

Recruiting and hiring Resident Firefighters has a number of costs both in terms of financial resources and personnel. A recruitment process begins with advertising the position nationally basis for 30-60 days. Applications are then screened, phone interviews are conducted and then qualified applicants are invited to attend an on site evaluation. On-site evaluation consists of an oral interview panel, a written test and a physical capability test. This process has significant cost in terms of overtime to staff the process and purchasing a standardized test.

Successful applicants then undergo a background screening, drug test, psychological evaluation and extensive physical examination. This pre-employment screening costs approximately \$750 per candidate. Once a Resident Firefighter is hired it costs approximately \$4000 to outfit the Firefighter with personal protective equipment and uniforms.

From the time a recruitment process is initiated, the total time until a Resident Firefighter is available for staffing is approximately three months.

For a number of years the Resident program has been structured as a Department of Labor (DOL) Apprenticeship program. The primary advantage of this program is that it allows the Town to pay the Resident Firefighter a wage substantially lower than full-time Firefighters and provides exemptions to the Fair Labor Standards Act (FLSA) in regards to pay for time attending outside training. Resident Firefighters are also not categorized as Regular employees. Although the Town is required to provide healthcare in compliance with the ACA, Resident Firefighters do not receive the full employee benefit package.

The Apprenticeship program also creates additional administrative burden to comply with DOL requirements. During the last year it was identified that several components of our program needed to be modified to maintain compliance with the DOL program. We are currently developing strategies to ensure compliance.

One particularly challenging aspect of the DOL Apprenticeship program is that it is intended to be a program used by employers when there is not a sufficient pool of trained candidates to fill a position. The understanding is that the employer should have a regular position available for the Apprentice (Resident) when they complete the Apprenticeship. The term of an Apprenticeship is 6000 hours (3 years). The implication is that if an Apprentice completes the program, the Town should be prepared to increase the pay to a level equivalent to our full-time regular Firefighters.

An additional challenge of the program is Resident Firefighters missing critical on shift training. Currently Resident Firefighters are budgeted at .76 FTE. The practical application of this is that when the Resident program is fully staffed, they are only assigned to seven shifts per month, while a full-time firefighters work ten shifts per

month. This has several consequences that are detrimental to the program. The first is that the Resident Firefighters miss three shifts per month of regularly scheduled training. This is contrary to the intent of the program, which is to train the Resident to advance beyond the Apprentice level. This schedule also results in the Resident Firefighters taking second and third jobs to cover their living expenses. As a result, Resident Firefighters are often not available to fill vacancies that result from vacation and sick leave.

The financial reality of working less than a full-time schedule at a low wage also drives the majority of the Resident Firefighters to begin looking for full-time firefighting jobs almost immediately after they are hired.

One component of the Resident program that has changed greatly over the years is the perceived value of living in the Resident dormitory. In the early years of the program, this was seen as a benefit of the program which allowed the employee to live inexpensively in Vail and pursue recreational activities such as skiing. Today, many of the Residents view the dormitory living requirement as a burden.

VFES has been exploring approaches to addressing the challenges of the Resident Program for a number of years. In 2014 the entry level requirements were increased to reduce the training burden on VFES. Later in 2014 the number of approved Resident Firefighter positions was reduced from twelve to nine in order to facilitate funding regular fire department positions and reduce overtime.

Current the Resident Firefighter Program has authorized staffing of 9.3 employees at .76 FTE per employee. In 2017 it is planned to reduce the number of employees to six at 1.0 FTE per employee so that these employees are able to work a full schedule. This staffing level maintains adequate staffing for day to day operations.

Although this plan addresses the immediate need to provide the Resident Firefighters with a full work schedule, it does not address long term issues associated with the program including DOL requirements, retention, succession, recruitment challenges, and training costs.

Staff has analyzed alternatives to the DOL Apprenticeship program. The alternative which appears to address the current challenges while minimizing cost, is one in which the DOL Apprenticeship Program is discontinued and a new entry level Firefighter rank is established at a lower hourly wage than the current Firefighter rank. This approach would not impact FTE count and would have an annual cost increase over the current Resident Program of approximately \$110,000. It is recognized that these costs are not static and would be subject to incremental growth in future years.

Staff anticipates recommending this approach in the 2018 budget request.

IV. Summary

Staff recognizes the ongoing support Council has demonstrated in improving the capability of Vail Fire and Emergency Services. We are also mindful of the need to be fiscally conservative in the upcoming budget while concurrently advancing a number of strategic objectives. The proposals detailed in this memo are consistent with the following goals and initiatives established by the Council Action Plan and the Organizational Action Plan:

- Create a Town of Vail transition plan to develop future leaders to continue the unique traditions, values and culture of the TOV
- Invest in succession planning to include bench strength development, transfer of leadership and institutional knowledge
- Maintain and improve a high level of readiness and response to natural and man-made threats to ensure a safe and secure community with continued focus on emergency preparedness, including wildfire mitigation, education, prevention and effective evacuation strategies
- Explore organizational staffing design models that enable the organization to be nimble, dynamic, focused and flexible, while tapping talents of middle managers

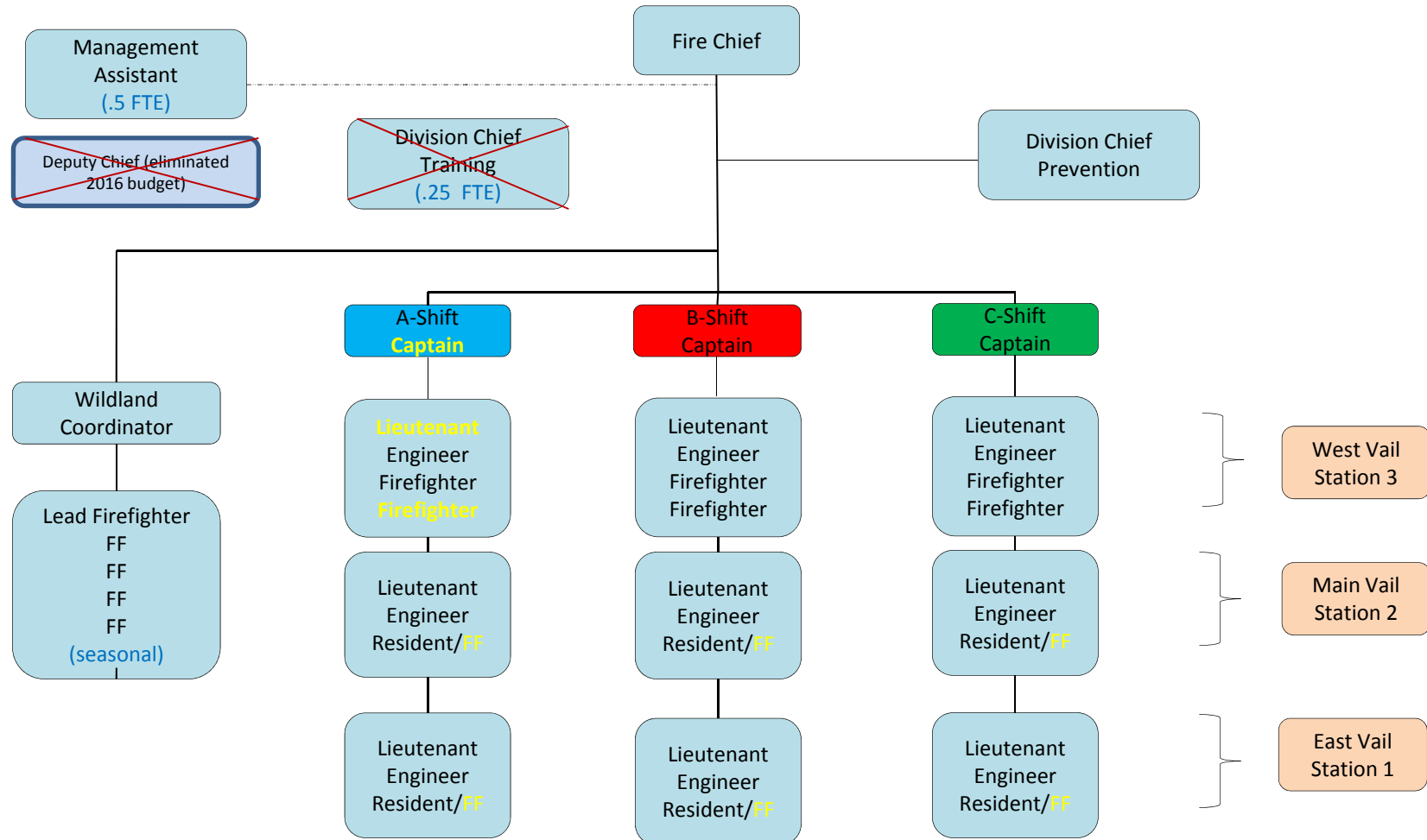
V. Staff Recommendation – Authorize reassignment of one Captain as described in section II of this memo and reduce the total number of Resident Firefighters to six. Direct staff to continue to explore options to transition Resident Firefighter program out of the DOL Apprenticeship program.

VI. Attachments

1. 2017 VFES organizational chart



2017 Staffing



Total FTE 35.8

6 residents/entry level FF's assigned FT needed to fully staff



75 South Frontage Road West
Vail, Colorado 81657
vailgov.com/police

Police Department
970.479.2210
970.479.2216 fax

To: Town Council

From: Stan Zemler, Town Manager
Dwight Henninger, Chief of Police
Craig Bettis, Commander

Date: October 18, 2016

Subject: Annual Update of GRANITE (Gore Range Narcotics Interdiction Team)

In 2014, numerous pieces of local intelligence and a comprehensive report done in our region by the Drug Enforcement Administration foreshadowed the critical urgency for police departments in Eagle County to leverage resources and combat the growing drug problem. In March 2015, the Vail Police Department committed one sergeant and one narcotics detective, full time, to address the issues identified by the Drug Enforcement Administration's threat assessment. This team was known as the Vail Unified Drug Unit (VUDU).

In March, 2015, VUDU began an investigation after receiving intelligence regarding drug activity at the Vail Underground. Several VUDU investigations confirmed that three separate employees of the Vail Underground were distributing cocaine on site. In addition to this, the bar was a "safe haven" for several other high intensity cocaine distributors to conduct their cocaine sales to staff and customers.

The case investigation began with controlled purchases of gram quantities of cocaine at the Vail Underground, but evolved to higher level dealers in the drug trafficking organization, and ounce deals of cocaine off site. Detectives used various methods of investigation including GPS trackers and phone toll analysis. Detectives were able to determine they had fully identified the sources of cocaine supply that were supplying Vail with ounce quantities of cocaine. Detectives also confirmed that these individuals were being sourced outside the Vail area, by Front Range kilogram quantity cocaine dealers. Knowing that detectives had fully exploited this Drug Trafficking Organization by identifying the sources of supply and co-conspirators, detectives made arrests in this case.

The case take down consisted of two separate search warrants and 9 arrest warrants. The search warrants were executed with the use of the Eagle County Special Operations Unit due to the level of risk associated with the suspects, which included known weapons. The search warrants were conducted without incident and lead to the additional charges of three adult males on felony level drug offenses. Three vehicles were seized, along with 8 firearms, one of which was stolen in a burglary of a sporting goods warehouse and another used in the commission of a cocaine sale in Vail.

Through the course of the investigation of the Vail Underground DTO, VUDU seized approximately 324.7 grams of cocaine (11.45 ounces) which has a street value of approximately \$33,000.00. In addition to this, detectives seized 13.3 grams of MDMA (ecstasy a schedule I controlled substance), 8 guns, one of which was confirmed stolen by the ATF, heroin, ketamine, psilocybin mushrooms, morphine, \$2,335.00 in U.S. Currency and clonazepam. Approximately 750 doses of LSD were seized; this has a street value of approximately \$9,000.00. A total of 16 people were arrested. This case was presented to a grand

jury. All 9 individuals involved in the Drug Trafficking Organization were indicted on drug offenses and conspiracy. In 2014, the Vail Police Department had a total of 45 drug arrests for all charges. This case investigation was a three month investigation and produced 16 felony drug distribution arrests.

The Vail Underground DTO earned VUDU the positive attention on the community, media, and agencies within the region; specifically, the Eagle County Sheriff's Office. In October 2015 the Vail Police Department and the Eagle County Sheriff's Office joined resources and created the multijurisdictional drug task force known as GRANITE (Gore Range Narcotics Interdiction Team). Eagle and Avon Police Department's contribute detectives as needed.

Since inception, GRANITE has conducted investigations focused on making a local impact to our communities within Eagle County. In the past year, cases of note that GRANITE have investigated include:

- **Butane Hash Oil Clandestine Lab:** GRANITE conducted an investigation into a Butane Hash Oil Clandestine Lab after receiving anonymous tips from concerned community members. The extraction of marijuana concentrate using Butane, a highly volatile substance, is a felony. This process has created serious problems within our community due to the explosions occurring during the extraction process. There have been deaths, serious bodily injury, and severe property damage associated with Butane Labs in the State of Colorado. Through the course of this investigation, GRANITE learned that a marijuana dispensary manager was illegally diverting marijuana from the dispensary he managed and using it in an illegal Butane operation at his residence. A search warrant was obtained and executed at the residence on Kinnickinnick Road in Vail. In the residence, which was a 6 unit town home, officers located and safely dismantled a Butane Hash Oil extraction lab, U.S. Currency, finished marijuana concentrate product, and evidence of distribution. Three individuals were charged with felony drug crimes which included production of hash oil, and illegal distribution of marijuana concentrate. The operation was safely dismantled without injury to suspects or officers. This case was the first like it in Colorado, as drug task forces are responding to these labs after an explosion, rather than the prevention of one.
- GRANITE has collaborated with federal law enforcement agencies, specifically, the FBI to prosecute a local heroin overdose death. The suspect in this investigation sold heroin to an individual who later died on a lethal overdose. The dealer has previously sold to a separate individual who also died as a result of overdose. The defendant in this investigation is awaiting trial on federal offenses.
- **LSD Chemist Arrested:** GRANITE conducted an investigation after receiving information that a chemist from Denver, was the source of supply, delivering thousands of doses of LSD to dealers in Vail. An operation was planned and the suspect delivered 1000 doses of LSD and 2 pounds of high grade marijuana. He was arrested without incident. Since his arrest, Vail has seen a steady decrease in the availability of LSD due to the suspect being a major source of supply for the drug locally. In addition to the controlled substances, \$4,000.00 in drug money was seized. The total street value of drugs seized during this operation was \$14,000.00.
- **Eagle Cocaine Dealers Arrested:** Command staff of the Eagle Police Department requested an agency assist for GRANITE to investigate cocaine sales occurring at bars in their town. An investigation was launched. An individual selling cocaine was identified and was involved in selling cocaine illegally on three separate investigations. An additional co-conspirator was identified and involved in all cocaine sales. Both suspects were arrested and a search warrant producing further evidence of cocaine distribution was seized. Investigators kept tabs on the suspect due to his previous convictions for other felonies including a felony drug conviction. Detective saw a post the defendant placed selling a hand gun and shot gun on-line. Detectives were able to arrest the suspect for the sale of the gun and possession of a firearm by a convicted felon.
- **Cocaine Supplier of Vail is arrested with Six Ounces of Cocaine:** GRANITE conducted an operation to arrest a cocaine dealer who was selling ounce quantities of cocaine to the Vail area. The suspect, was arrested without incident after he delivered six ounces of cocaine, with

a street value of \$17,000.00, to Vail. The investigation continued with the assistance of the FBI. GRANITE identified two co-conspirators who are awaiting felony charges.

- GRANITE Assists Avon Police with Cocaine Arrests: GRANITE conducted several investigations in the bars in Avon which resulted in identifying a cocaine dealer. This defendant has been a long time nuisance to the safety of our community. He was in the county drug court program on a last chance agreement to stay sober and not break any laws. This cocaine trafficking broke this agreement, and he is currently serving time in the Department of Corrections for 3 years.
- GRANITE was Awarded Drug Task Force of the Year Award: In September of 2016, GRANITE accepted the Presidents Award from the Colorado Drug Investigator Association during the annual conference in front of their peers in drug enforcement. This award recognized them for their efforts in making a local impact on the safety and security of their community.
- On Going Investigations: GRANITE is currently investigating four different drug rings selling LSD and cocaine.
- GRANITE has seized \$100,000.00 in U.S. Currency in 2016, related to drug proceeds.

This unit's focus is to make a local impact on high intensity drug activity within the Town of Vail, and throughout Eagle County. In addition to this, the team is actively engaged in youth diversion through drug education in schools throughout all areas in Eagle County, including the 911 Safety Fairs. Although the unit's primary focus is drug investigation they help support patrol services as needed by backfilling shifts and by working high crime pattern activity such as, theft rings, car break-in's, ski thefts and other major cases.

Staff is recommending the continued funding of this 29th police officer position for the second year of this two year evaluation period.



2017 PROPOSED BUDGET

**First Reading of
Ordinance No. 28, Series 2016**

October 18, 2016

**Town of Vail
Proposed 2017 Budget
Table of Contents**

Cover Memo	1
2017 Budget Highlights	9
Major Revenue Analysis	20
Summary of Changes in Personnel	21
Ten-Year Summary of Budgeted Positions by Department	22
Employee Benefits Summary This report shows the list of employee benefits by percentage and costs.	24
General Fund Revenue and Expenditures This schedule shows the major revenue and expenditures by category in the General Fund	25
Contributions and Special Events	27
Capital Projects Fund Revenue and Expenditures This schedule shows revenue by type and expenditures by project in the Capital Projects Fund for 2016, Proposed 2017, and 2018 - 2021 plan	35
Real Estate Transfer Tax Fund Revenue and Expenditures This schedule shows revenue by type and expenditures by project in the RETT Fund for 2016, Proposed 2017, and 2018 - 2021 plan	39
Unfunded Projects This schedule shows a listing of potential future projects that are currently not reflected in the proposed budget or long-term plan	42
Marketing (Business License) Fund Revenue and Expenditures	43
Heavy Equipment Fund Revenue and Expenditures	44
Health Insurance Fund Revenue and Expenditures	44
Dispatch Services Fund Revenue and Expenditures	45
Timber Ridge (Enterprise) Fund Revenue and Expenditures	46

Financial Overview

The Town of Vail 2017 budget proposal presented in this document reflects the town's vision to be the premier international mountain resort community in a fiscally responsible manner. The 2017 budget proposal assumes a continuation of high service levels within a cautiously optimistic economic forecast. Several areas of spending relate directly to common themes found in both the Council Action Plan and the recent Community Survey results. In addition, some of the new budget requests help align resources and equipment to accommodate added service levels associated with newer capital improvements throughout town.

The Town is nearing completion with several major capital projects, including a renovation of the Clubhouse at the Vail Golf Course and Nordic Center, construction of a new I-70 underpass, Pickleball Courts at Chalet Road, and the reconstruction of Booth Creek Park. Historically the town has funded all capital projects through the Capital Projects Fund, and later through the Real Estate Transfer Tax fund for eligible projects. Now the town has more options and several of the town's more recent (and future) major projects have other sources of funding including: Vail Reinvestment Authority bonds and other Tax Increment Financing (TIF) revenue and cost sharing with the Vail Recreation District.

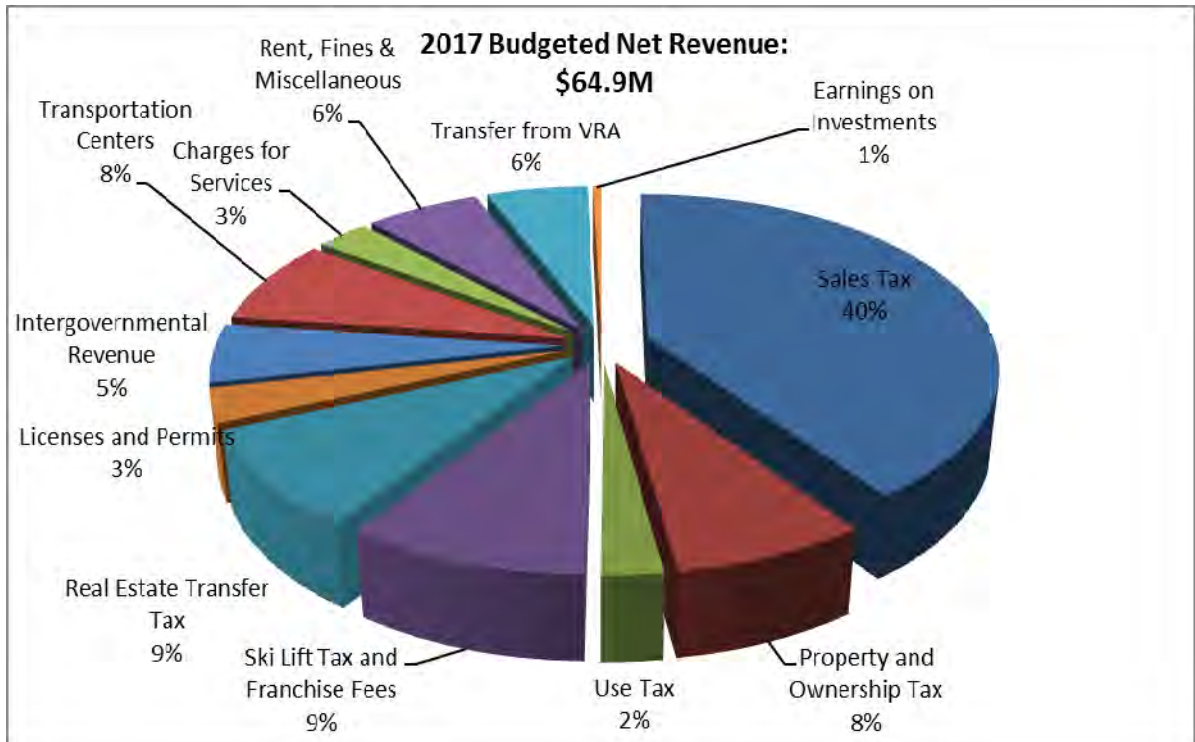
The various sources of funding for capital projects has enabled the town to cash-fund many projects, however total town reserves of nearly \$80.0 million in 2016 will be reduced to \$54.6 million in 2017 upon completion of many capital projects.

General Fund operations for the proposed 2017 budget results in an surplus of \$1,280,967. The General Fund fund balance at the end of 2017 is projected at \$24.9 million, or 64% of annual revenues.

REVENUE

The town's 2017 budget is funded by a projected **\$64.9 million net revenue** budget. Net revenues exclude inter-fund charges and transfers. 2017 projected revenues is a 1.7% decrease from 2016 amended and is a 4.5% decrease from 2015 actual results. The below chart identifies the various sources of town revenue:

Financial Overview

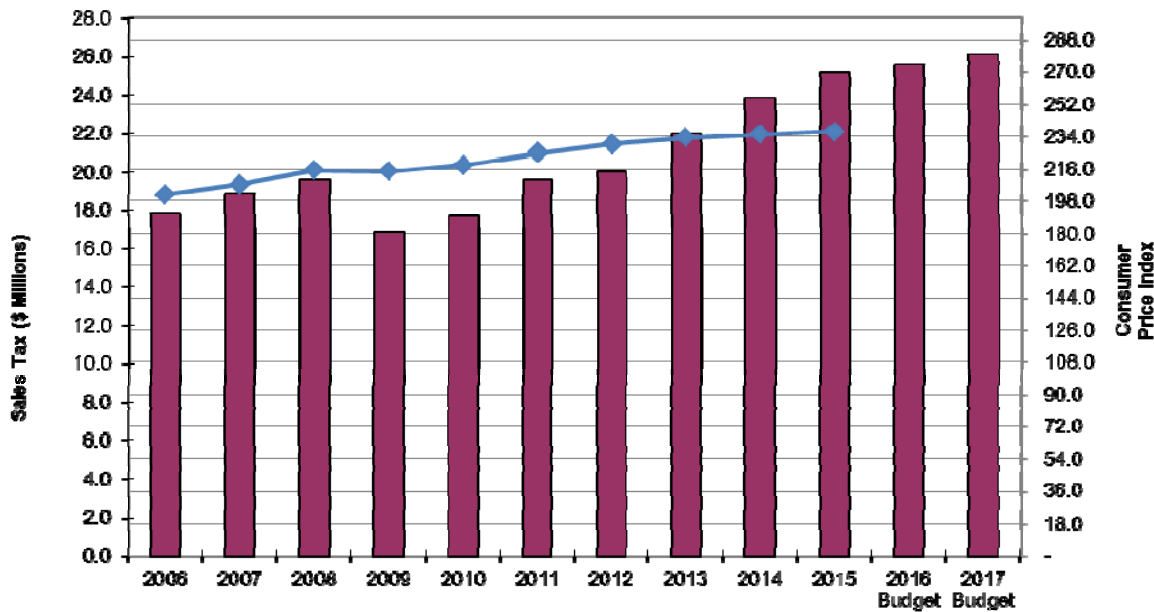


LOCAL TAXES: Six revenue sources make up local taxes and generate 69% of the town's annual revenues: sales tax; property and ownership tax; use tax; ski lift tax; real estate transfer tax; and franchise fees.

A 4% general **sales tax** will produce approximately 40% of annual revenue for 2017. The \$26.1 million of sales tax projected at an increase of 2% from the amended budget for 2016 and a 3.8% increase from 2015. Sales tax revenue is influenced by a number of factors including the general economy, tourism and snowfall, special events and redevelopment activity. Sales tax revenue is seasonal, with approximately 70% of the total generated during the ski season which is defined as November through April.

Financial Overview

Sales Tax Compared with Inflation



Vail Reinvestment Authority (VRA) was created on November 4, 2003 to oversee development and redevelopment of identified blighted areas within the town. The Authority is funded with incremental property tax collected on redeveloped properties within the district. The VRA will reimburse the town's Capital Projects Fund for various capital projects in Lionshead. For 2017 this includes the town's portion of the I-70 underpass (\$3.25M), Lionshead parking structure landscape renovations (\$100K) and improvements to the walkway in front of Vantage Point (\$185K). These funds, totaling \$3.6 million in 2017, represent approximately 6% of funding available for town spending. In prior years these funds have provided up to 13% of annual town revenues.

Real Estate Transfer Tax (RETT) is a 1% tax on transfers of property within the Town of Vail. This tax is the primary revenue source in the Real Estate Transfer Tax Fund whose use is restricted to parks, recreation, open space, and environmental sustainability. Real Estate Transfer Tax collections of \$5.9 million represent 9% of total annual revenues. This is a 10% decrease from the 2016 amended budget but is flat with year-end projections.

Property and Ownership Tax of \$4.9 million will generate 8% of total revenues for 2017. 2017 revenues are projected to remain flat with 2016 amended based on a non-assessment year and a recent report from the County Assessor's office. The current base mil levy is 4.69 and constitutes 10% of the average taxpayer's property tax bill.

In November 2000, Vail's electorate approved lifting the revenue limitation placed on property tax revenue by the Tax Payer's Bill of Rights (TABOR) approved by Colorado voters in 1992. Property values are reassessed every two years, providing potential increases or decreases in the even years. However, the base mil levy cannot be increased without a vote.

Use Tax collections are estimated at \$1.5 million for 2017, flat with 2016 amended budget. The estimate is based on a five-year history, and does not assume any major

Financial Overview

redevelopment projects. In November 2007, voters approved the implementation of a 4% construction use tax effective January 1, 2008. Revenue from this source is allocated to the Capital Projects Fund.

Ski Lift Tax and Franchise Fees total \$5.0 million and \$1.1 million, respectively for 2017, representing 9% of the total annual revenue. The town assesses a 4% tax on all lift access tickets to the Vail ski area. The town also collects franchise fees from all the major utilities operating in the Town of Vail. The fees are collected and paid by the local gas, electric, telephone, and cable television companies. The rate is established by ordinance and is different for each utility type. Lift Tax was projected with a 5% increase over the 2016 amended. All franchise fees are projected based on historical trends, and are accounted for in the General Fund.

LICENSES AND PERMITS are expected to generate approximately \$2.0 million or 3% of total revenues in 2017, down 1.4% from the 2016 amended budget. This revenue source can fluctuate from a few large commercial and residential construction projects. The 2017 projection is based on historical averages. Licenses and permits are General Fund revenues with the exception of the business license fee and recreational amenities fee as described below.

Construction Fees, which include building permits, electrical, mechanical, and plumbing permits, design review fees, plan check fees, variances, etc., are the largest component of the license and permit category. Construction fees alone are budgeted at \$1.5 million in 2017.

The **Business License Fee** is restricted by ordinance for marketing and is recorded in the Marketing Fund. This revenue of \$380,000 is a 1.5% from 2016 due to an increase in business license fees collected from the short-term rental licensing requirement which began January, 1, 2016.

The **Recreational Amenities Fee** is assessed on new residential square footage. It is accounted for in the RETT Fund and its use is restricted to parks, recreation, open space, and environmental sustainability. With no major redevelopment projects assumed, this fee is budgeted conservatively at \$10,000 in 2017, and flat with 2016 amended budget.

INTERGOVERNMENTAL REVENUE supplies 5% of the total revenue (\$3.5 million) and includes federal and state grants, county sales tax, county road and bridge tax, highway users' tax, cigarette tax, and E911 Authority Board. Revenue forecasts are obtained from the contributing agencies or estimated based on trends. Federal and state grants are recorded in the Capital Projects Fund, RETT Fund or the General Fund depending upon their purpose. Lottery revenue is recorded in the RETT Fund and all other intergovernmental revenue goes to the General Fund.

The **E911 Authority Board** is a conduit managed by Eagle County to fund emergency communications from the surcharges it collects on phone bills. In 2017 the E911 board will pay salary and benefits for the equivalent of two dispatch supervisors, six dispatchers and a systems engineer in the Vail Communications Center. From 2010 through 2016, the E911 board covered eight dispatchers plus the 2 supervisors and one systems engineer to help participating agencies with the impact of the economic downturn. In 2015, the number of dispatchers covered was reduced back to seven and was then again reduced in 2016 to six. Staff has proposed no changes to personnel in

Financial Overview

2017. The agencies are covering the cost through increased fees. 2017 contribution from the E911 board totals \$766,809 and is accounted for in the Dispatch Services Fund.

County Sales Tax The town receives fifteen percent (15%) of a 1% general retail sales tax levied by Eagle County. This payment is pursuant to an enabling ballot question approved by the voters and applies to all of the towns within the county. Collections budgeted for 2017 total approximately \$835,000.

County Road & Bridge The town collects a portion of the county's mil levy for road and bridge based upon Colorado State Statutes. County road and bridge revenue for 2017 was budgeted based on the prior two year history, at approximately \$764,000. This revenue is dependent upon what Eagle County sets for a road and bridge mil levy and the assessed valuation for the town.

Highway Users' Tax The State of Colorado shares a portion of its gasoline tax based upon the town's miles of roads in proportion to other municipalities in the state. This revenue of \$224,000 is budgeted at a slight increase with the 2016 budget based on information provided by the Colorado Municipal League.

TRANSPORTATION CENTERS located at Lionshead and in the Village generate 8% of total revenues and are budgeted at \$5.2 million for 2017. This is flat with year end 2016 projections (a 22% increase over budget), and a 4.2% increase from 2015. Daily parking fees and parking passes during ski season are the largest sources of this revenue.

CHARGES FOR SERVICES comprise 3% of the town's annual revenue. The largest sources in this category include dispatching contracts and a contract with the Colorado Department of Transportation (CDOT) for maintenance of the frontage roads.

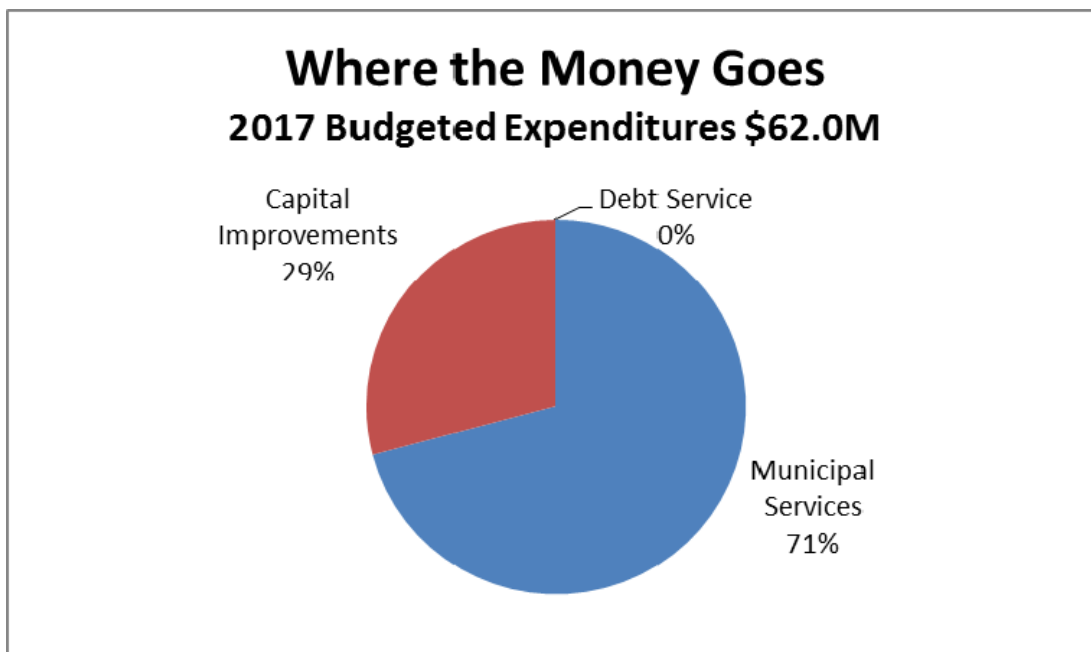
EARNINGS ON INVESTMENTS currently generate less than 1% of the annual revenues. The town's investment policy priority is safety, followed by liquidity and return.

Financial Overview

EXPENDITURES

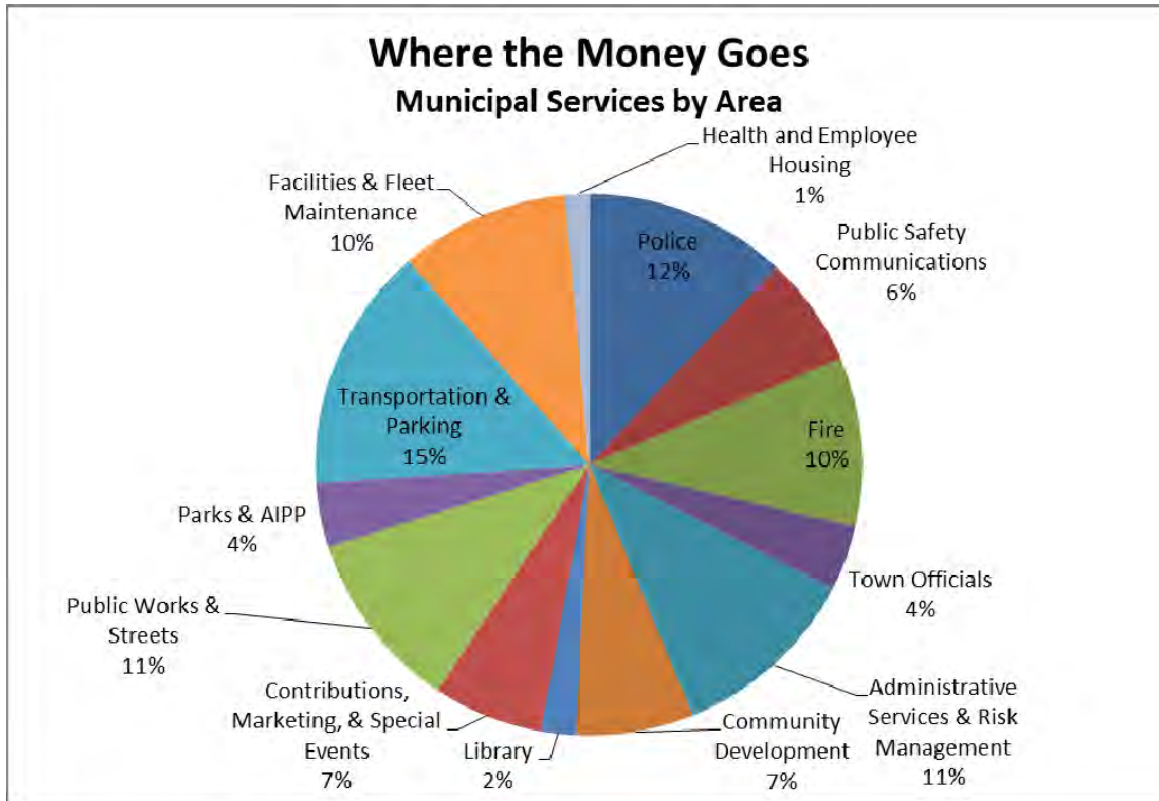
The town's expenditure budget for 2016 is **\$62.0 million** excluding inter-fund transfers and charges. This is a 34.2% decrease from the 2016 amended budget, mainly due to a decrease in capital projects spending. 2016 included large capital projects such as the replacement of 8 buses, a major renovation of the East Vail Fire Station, redevelopment of the Vail Golf and Nordic Center, creation of Pickleball sport courts at Chalet Road, and the complete reconstruction of Booth Creek Park. Included in the 2017 amounts are capital projects that will be reimbursed from the Vail Reinvestment Authority.

Seventy-one percent of the expenditures are to provide municipal services and twenty-nine percent to fund capital improvements.

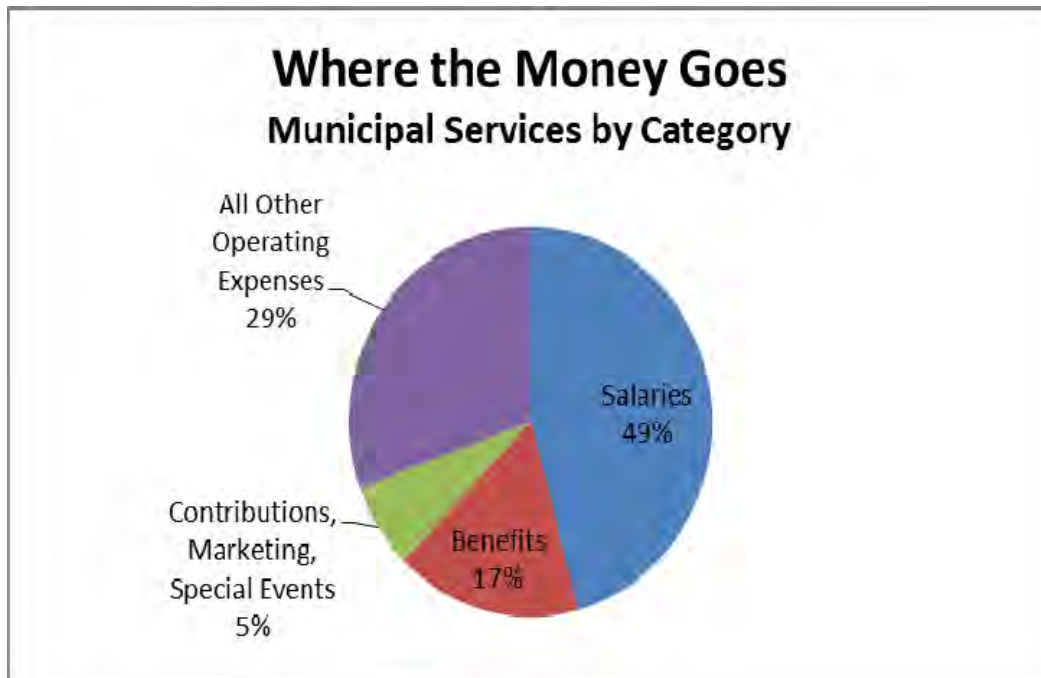


Within municipal services, 29% of spending is for public safety, including 12% for the Vail Police Department, 6% for Vail Public Safety Communications (which is county-wide) and 10% for Fire prevention and suppression. Fifteen percent of the total is spent on transportation and parking, which includes the free bus system and free and paid parking in the parking structures and at the Ford Park softball and soccer fields. Public Works and Streets account for 11% of spending. This includes daily repairs and maintenance of the town's infrastructure and support of special events, but not new capital or items that extend the life of existing capital. Facility and fleet maintenance at 10% includes daily repairs and maintenance of town-owned buildings and equipment and operation of the Donovan Pavilion, Lionshead Welcome Center and Grand View, but again not new capital or items that extend the life of existing capital.

Financial Overview

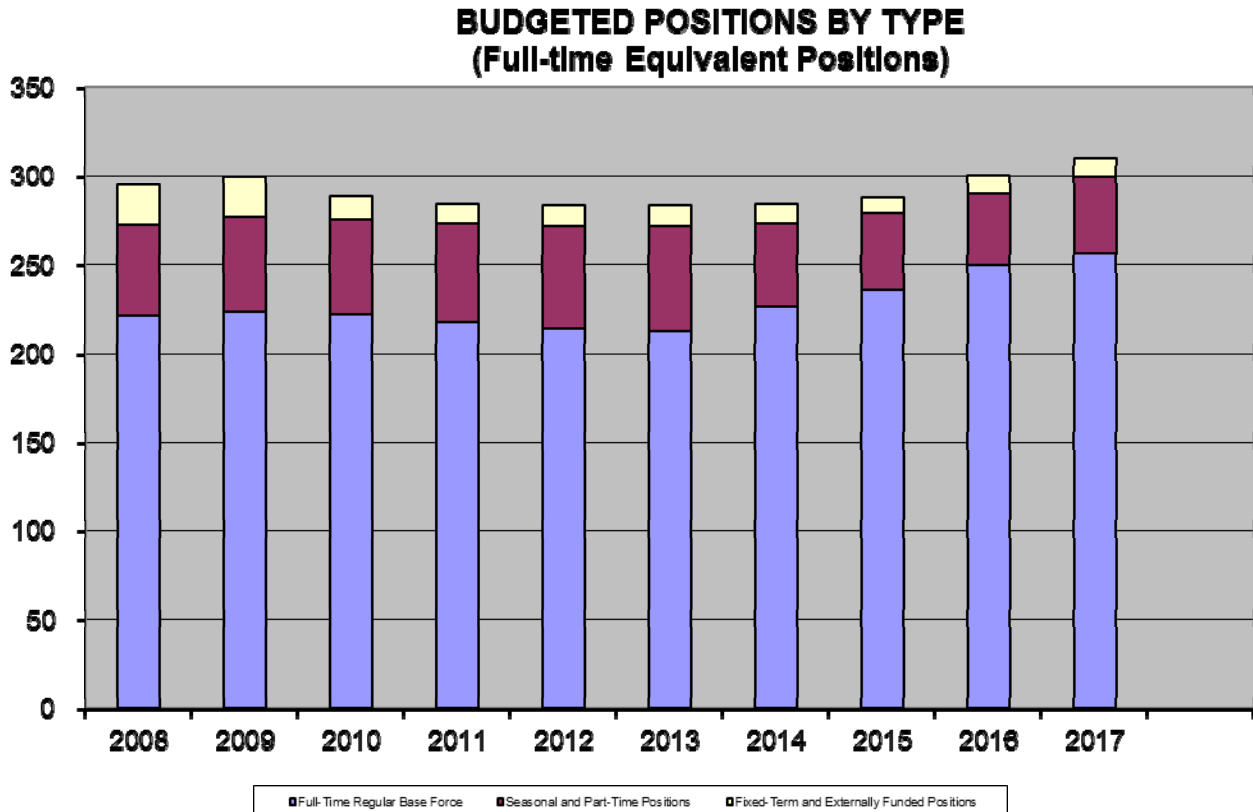


Another way to look at how the town spends its money is to look at expenditures by category. The major categories within municipal services are Salaries; Benefits; Contributions, Marketing and Special Events; and Operating, Maintenance and Contracts (All other Operating Expenses). Salaries, which represent about half the total expenditures, include full-time, part-time and seasonal salaries, overtime, bonuses, and special pay categories. Benefit costs include: health insurance, disability coverage, worker's compensation, pension, life insurance, unemployment, Medicare and wellness or ski pass package. Contributions, Marketing, and Special Events include the funding provided by the town to local non-profit and marketing organizations as well as the Commission on Special Events. This category does not include marketing expenditures of the Vail Local Marketing District, which are reported separately. Included in the category of operating, maintenance and contracts are: utilities; property and liability insurance premiums; fuel and parts for vehicles; other professional fees; repairs and maintenance for facilities and equipment; office and general operating supplies; and operating leases and rentals.



The town's staff includes three basic categories of employees: 1) full-time regular, 2) fixed term and/or externally funded, and 3) part-time or seasonal. Full-time regular staff positions are fully funded by the town, generally work 40 hours per week, and have a full benefits package. Fixed-term and/or externally funded positions may be full or part-time with negotiated benefits and are filled for a period of time determined by workload and/or contract or until external funding is no longer available. Part-time employees work 30 hours a week or less and seasonal employees work 40 hours a week, but less than half a year in a position. The town reports staffing in terms of full-time equivalents or FTE's to provide a common measure. One FTE equals 40 hours a week or 2,080 hours a year. For example, a part-time employee working 20 hours equates to .5 FTE and a seasonal employee working four months a year equates to .33 FTE.

Financial Overview



The town's operations are supported by 310.4 full time equivalent (FTE) positions in 2017, up 10.1 from 2016. Of these, 268.13 are full-time regular employees. The majority of the increase in headcount (4.6 of the 10.14) is requested to operate the Welcome Center, as that is now operated by the town. The remaining new shifts in headcount proposed by staff include an approved "over hire" planner position to help address staffing needs in Community Development, and increase in hours from 32 to 40 hours per week for the Event Liaison Specialist and Special Event Coordinator (increase of .25 each), the addition of a full time Parking Sales / "RBO" Compliance specialist offset by a seasonal parking sales position (.5FTE), two seasonal lead landscape employees (0.96FTE), a 0.15 FTE increase for the vacant housing coordinator position from .85 FTE to 1.0FTE, one seasonal Heavy Equipment Operator to start in November 2016 and will convert to 1.0 FTE in May (1.5FTE), a 2-year fixed term water quality position, and 1 Journey Mechanic to assist with the increased complexity and number of vehicles maintained by the town.

SALARY AND WAGES

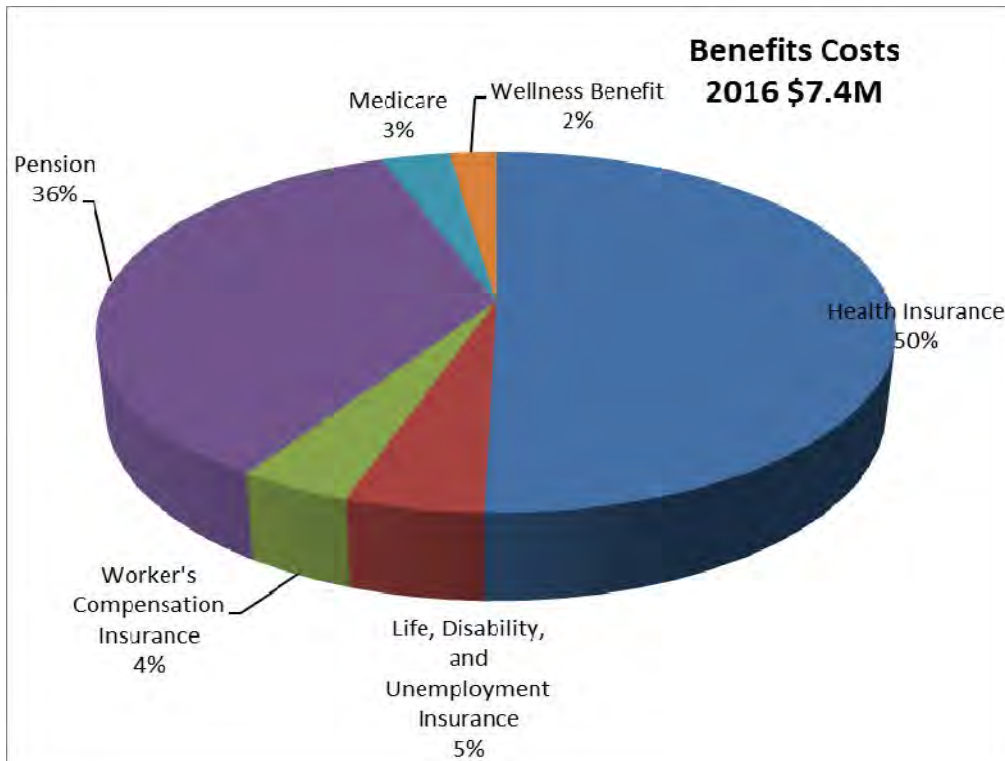
The 2017 budget includes funding for performance based merit increases for full-time employees (up to 4%). Most employees are eligible for merit increases on June 1.

BENEFIT COSTS

Employee benefits are projected at \$7.5 million, representing 37.8% of base salary expense for 2017. For full-time employees, benefits average 38.9% of salary and for seasonal employees, benefits average 26.1% of wages. The town is self-insured and has stop-loss coverage from an outside insurer to protect against significant claims. Coverage is offered to full-time employees and their dependents. Health care expenditures are recorded through the Health Insurance Fund.

Financial Overview

The next largest component of the benefits cost is employee pension comprising 18% of the total benefits. The town's full-time pension plan contribution ranges from 11.15% to 17.15% of salary, depending on length of service. Seasonal and part-time employees receive a 1.5% contribution. The contribution for full-time employees is somewhat higher than most private sector employers because town employees are not part of the Social Security system.



CAPITAL IMPROVEMENT PROGRAMS

The capital improvement programs include purchases of property and equipment and improvements or capital maintenance that extend the asset's useful life. The majority of capital costs are incurred in the Capital Projects and Real Estate Transfer Tax (RETT) Funds. Heavy equipment replacement vehicles, except for buses and fire trucks, are purchased from the Heavy Equipment Internal Services Fund. Capital items costing less than \$5,000 are included in the General Fund by department. The Facility Maintenance and Parking Structure capital maintenance projects are included in the Capital Projects Fund. The town prepares a five-year capital plan for the Capital Projects and RETT Funds.

The capital improvements program reflects the town's vision to be "the premier international mountain resort community." Total Capital Improvement Programs from both the Capital Projects Fund and RETT Fund are budgeted at \$20.5 million in 2017.

Real Estate Transfer Tax Fund Projects

Annual operating costs in the RETT fund are proposed at \$3.2 million. Included in ongoing operating costs are contributions to non-profit organizations of \$137,270. Other noteworthy projects include: the Intermountain Fuels Reduction Projects, water quality and storm water improvements and improvements to Dobson Ice Arena. Additional details are shown in the Real Estate Transfer Tax Fund Five-Year Projection.

Financial Overview

Capital Project Fund Projects

Noteworthy projects for 2017 include: Annual capital maintenance of town facilities, parking structures, technology and streets totaling \$3.3M; vehicle expansion including a snow plow trucks, trailers and a loader (\$746K); \$500K in additional funding for the purchase of deed restrictions as part of the Affordable Housing Strategic Plan, repairs and improvements to Slifer Fountain and nearby storm sewers, and neighborhood bridge reconstruction at Nugget Lane. Projects within Lionshead that will be funded by the Vail Reinvestment Authority include \$3.25 million for the continuation of the I-70 underpass project. Additional details are shown in the Capital Projects Fund Five-Year Projection included in the Appendix.

Heavy Equipment Fund

This is an internal services fund that manages the maintenance and repair of town vehicles and equipment and the purchase of replacement vehicles other than buses and fire trucks. Costs are charged back to the departments based on their use of the vehicles and equipment. The Heavy Equipment Fund (HEF) includes approximately \$1,155,200 to purchase various vehicles and equipment in 2017. The vehicles are scheduled to be replaced at determined intervals. Funding for the HEF consists of charges to departments using the equipment and sales or trade-ins of old equipment.

Timber Ridge Enterprise Fund

The 10 acre property at Timber Ridge is owned by the town, with the eastern half of the property under lease to Lion's Ridge Apartment Homes with no lease payment for ten years. The Timber Ridge Enterprise Fund includes only the operating budget for the western half of the property (96 units, with 54 units under master lease to Vail Resorts). The 2017 proposed budget reflects a surplus of \$122,296 after payment of all operating expenses, principal and interest due to the capital projects fund, and \$281,273 set aside for capital projects. Specifically the capital improvements represent the second phase of Vail Resort's leased units (18 units of the 54 were renovated in 2016, with 18 planned for spring of 2017 and the final 18 units in the spring of 2018). The improvements are offset by rent increases for those units and paid back over a five-year period.

FUND BALANCES

Projected fund balances for all funds at 12/31/17 are \$54.6 million compared to \$51.9 million projected for the year ending 12/31/16. The ending fund balance of the General Fund is projected at \$24.8 million, representing 64% of annual revenues. It is recommended that the General Fund be at least 25% of the budgeted revenues. The Capital Projects Fund and RETT Fund are projected to have ending fund balances of \$19.9 million and \$3.1M, respectively at the end of 2017.

BONDED DEBT

During 2010, the Vail Reinvestment Authority (VRA) sold \$11.9 million in bonds for public improvements in Lionshead. Two series of bonds were issued to take advantage of Build America Bonds (BABs) which reduce the overall interest cost due to a subsidy paid by the federal government. Using the BABs will save the VRA approximately \$700,000 of interest. Net interest cost to the VRA for these bonds is 4.2%, with the Series 2010A bonds having a final maturity of 2018 and Series 2010B bonds having a final maturity of 2030.

Major Revenue Analysis
2017 Proposed Budget

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Ammended	Proposed	Comments
General Sales Tax	19,631,366	16,913,338	17,676,115	19,581,414	20,046,455	21,999,999	23,881,130	25,141,932	25,588,000	26,100,000	2017 proposed at 2% increase from 2016 amended budget
	3.8%	-13.8%	4.5%	10.8%	2.4%	9.7%	8.6%	5.3%	1.8%	2.0%	
RETT Tax	9,091,917	2,513,481	6,950,701	4,403,706	5,452,937	4,725,589	6,849,449	6,965,617	6,500,000	5,850,000	2017 assumes a 10% decrease from 2016 budget, but flat with where we're projecting to end the year; A minimal amount of sales of Lion units are estimated in 2017, with more in 2018
	39.1%	-72.4%	176.5%	-36.6%	23.8%	-13.3%	44.9%	1.7%	-6.7%	-10.0%	
Parking Revenue	4,816,505	4,975,795	5,037,042	4,023,940	3,453,836	4,170,065	4,528,137	4,948,993	4,225,000	5,155,000	2017 proposed at 4.2% higher than 2015, a very strong year; YTD parking revenue up 17% from prior year
	4.3%	3.3%	1.2%	-20.1%	-14.2%	20.7%	17.9%	9.3%	-14.6%	22.0%	
Property & Ownership Tax	4,309,622	4,506,491	4,951,386	5,031,770	4,157,279	4,227,966	4,358,411	4,389,241	4,913,000	4,891,307	Flat with 2016; non assessment year
	43.1%	4.6%	9.9%	1.6%	-17.4%	1.7%	0.1%	0.7%	11.9%	-0.4%	
Lift Tax Revenue	3,277,703	3,048,011	3,357,717	3,529,125	3,433,686	4,007,908	4,351,624	4,763,956	4,728,000	4,964,400	2017 proposed at 5% increase from 2016 budget based on prior 5-year history
	7.8%	-7.0%	10.2%	5.1%	-2.7%	16.7%	15.1%	9.5%	-0.8%	5.0%	
Construction Fees	3,799,444	1,341,731	1,272,606	985,377	1,333,681	1,404,928	2,608,807	1,949,884	1,476,418	1,496,837	Up 1.4% from 2016 budget.
	-23.9%	-64.7%	-5.2%	-22.6%	35.3%	5.3%	4.4%	-25.3%	-24.3%	1.4%	No major redevelopment projects assumed
Construction Use Tax	608,483	713,582	1,103,119	721,002	1,221,734	1,360,585	1,803,853	2,220,168	1,545,000	1,545,000	2017 flat with 2016 budget; No known major redevelopment projects
	N/A	17.3%	54.6%	-34.6%	69.4%	11.4%	0.2%	23.1%	-30.4%	0.0%	
Other Taxes	1,644,975	1,545,535	1,711,350	1,806,708	1,672,112	1,735,016	1,829,591	1,886,347	1,882,916	1,923,282	County sales tax (based on TOV sales tax), Road & Bridge, Hwy users revenue, etc.
	17.5%	-6.0%	10.7%	5.6%	-7.4%	3.8%	5.6%	3.1%	-0.2%	2.1%	
Federal / County Grants	-	203,765	3,785,144	1,596,040	916,067	82,630	474,399	152,193	556,584	720,000	2017 includes \$700K CDOT Water Quality "TAP" grant
		N/A	1757.6%	-57.8%	-42.6%	-91.0%	-45.6%	-67.9%	265.7%	29.4%	2016 includes federal grants for bridges at Nugget Lane and Bridge Road
Earnings on Investments	1,841,335	460,234	330,216	539,541	492,015	426,975	674,027	271,896	371,167	297,750	2017 based on available fund balance and investment returns assumed at 0.7%
	-29.8%	-75.0%	-28.3%	63.4%	-8.8%	-13.2%	57.9%	-59.7%	36.5%	-19.8%	
Rental Income	949,961	912,090	862,151	895,872	832,134	918,691	1,044,463	1,028,950	990,556	1,013,837	2017 projected at 2.4% increase reflecting a biannual rent increase
	5.8%	-4.0%	-5.5%	3.9%	-7.1%	10.4%	24.2%	-1.5%	-3.7%	2.4%	
E911 and Interagency Dispatch	1,657,622	1,904,572	1,908,591	1,958,581	1,915,218	1,982,170	1,931,359	1,896,010	1,927,365	2,012,216	Funding by E911 Authority Board and participating agencies
	8.4%	14.9%	0.2%	2.6%	-2.2%	3.5%	-2.6%	-1.8%	1.7%	4.4%	
Vail Reinvestment Authority Transfers	-	-	1,070,365	7,125,196	5,354,864	1,842,286	3,049,280	2,757,637	4,622,101	3,585,000	2014 for LH Parking structure entry and parking equipment; I-70 Underpass
			N/A	565.7%	-24.8%	-65.6%	65.5%	-9.6%	67.6%	-22.4%	2015 for I-70 Underpass (\$1.2M) and Skate Park (\$1.3M)
											2016 for I-70 Underpass (\$4.0M) and Skate Park (\$0.3M)
											2017 for I-70 Underpass (\$3.25M), Lionshead Parking Structure Landscaping (\$100K), Vantage Point Walk (\$185K)
All Other Revenue	6,389,765	4,885,916	7,957,308	6,463,634	4,725,743	4,725,539	7,522,484	9,577,306	6,679,886	5,327,708	In general, this item includes franchise fees, fines and forfeitures, employee portion of healthcare premiums, license revenue, administration fees collected from VLMD and RETT and other charges for service such as out of district fire response and Police contracted services.
	-11.5%	-23.5%	62.9%	-18.8%	-26.9%	0.0%	59.2%	27.3%	-30.3%	-20.2%	
Total Revenue	58,018,698	43,924,542	57,973,811	58,661,907	55,007,762	53,610,347	64,907,014	67,950,130	66,005,993	64,882,337	
% compared to Prior Year	5.8%	-24.3%	32.0%	1.2%	-6.2%	-2.5%	21.1%	4.7%	-2.9%	-1.7%	

**Town of Vail 2017 Budget
Summary of Changes in Personnel
From 2016 Original Budget to 2017 Budget**

Comments	
Full-time Regular Positions	
Firefighters	1.00 Conversion of 3 seasonal resident firefighters to 1 fulltime firefighter to complete reorganization structure started in 2016
Welcome Center Supervisor	1.00 Increase due to internal operation of Vail Welcome Centers
Welcome Center Associate II	2.00 Increase due to internal operation of Vail Welcome Centers
Special Events Coordinator	0.25 2016 catchup conversion of .75 employee to 1 full time employee
Event Liaison Specialist	0.25 2016 catchup conversion of .75 employee to 1 full time employee
Planner II	1.00 2016 Conversion of an overhire position to fulltime employee
Parking Sales / Rental By Owner Compliance	1.00 Conversion of 1 seasonal parking sales position to 1 full time (see offset in seasonal positions below)
Mechanic	1.00 Return headcount to pre-2015 level to address increased number and complexity of vehicles
Heavy Equipment Operator / Turf	1.00 Combined heavy equipment operator and turf maintenance position (May 1 '17 start)
Housing coordinator	0.15 Convert .85 FTE to 1.0 FTE - currently vacant position
Parking	(0.50) 2016 Catchup of conversion of 1 FT landscaping/parking split position to fulltime parking
Landscaping	(0.50) 2016 Catchup of conversion of 1 FT landscaping/parking split position to fulltime parking
Total Full-time Regular Positions:	7.65
Fixed-Term Positions	
Enviromental Water Quality Planner	1.00 Increased to assist with environmental water quality projects; Estimated need of 2 years
Total Fixed-Term Positions:	1.00
Seasonal Positions	
Welcome Center Associate II	1.60 Increase due to internal operation of Vail Welcome Centers
Maintenance Workers	0.96 Addition of 2 seasonal (.48) Lead Maintenance Workers for flower crew
Heavy Equipment Operator	0.50 Seasonal HEO to address increased service areas
Parking Sales	(0.50) Conversion to full time Parking Sales/ Rental By Owner position
Resident Program Firefighters	(1.07) Reduce seasonal residents to offset addition of one full time fire fighter
Total Seasonal Positions:	1.49
Total Changes to FTE Count:	10.14

TEN-YEAR SUMMARY OF BUDGETED POSITIONS BY DEPARTMENT

											2017 Positions Change
Department	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
Full-Time Regular Positions - Funded by TOV											
Town Officials	6.23	6.23	6.23	5.43	4.43	4.43	4.43	3.43	3.43	3.43	0.00
Administrative Services	21.02	20.35	20.35	19.35	19.35	19.40	21.40	24.60	25.10	29.60	4.50
Community Development	15.18	17.85	15.85	14.85	13.85	13.85	12.85	13.85	12.85	14.00	1.15
Fire	22.00	21.25	24.25	24.00	24.00	24.50	25.50	28.50	29.50	30.50	1.00
Police and Communications	54.50	54.50	55.50	53.75	54.75	54.25	54.25	55.25	56.25	56.25	0.00
Library	6.63	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	0.00
Public Works, Streets & Roads, Landscaping	31.75	30.80	30.80	30.80	30.80	30.80	34.30	36.30	40.30	40.80	0.50
Transportation & Parking	31.00	33.00	31.00	31.00	31.00	31.00	39.50	39.50	47.50	47.00	(0.50)
Fleet Maintenance	13.00	13.00	12.00	12.00	12.00	12.00	12.00	11.00	11.00	12.00	1.00
Facility Maintenance	20.00	20.00	20.00	20.00	18.00	16.00	16.00	17.00	17.00	17.00	0.00
Capital Projects	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Full-Time Regular	221.31	223.53	222.53	217.73	214.73	212.78	226.78	235.98	249.48	257.13	7.65
Fixed Term Employees											
Administrative Services	-	-	-	-	-	0.50	-	-	1.00	1.00	0.00
Community Development	4.00	4.00	0.50	-	-	-	-	-	-	1.00	1.00
Fire	2.00	2.00	-	-	-	-	-	-	-	-	0.00
Police and Communications	3.48	3.00	-	-	-	-	-	-	1.00	1.00	0.00
Public Works, Streets & Roads, Landscaping	1.63	1.50	1.50	-	-	-	-	-	-	-	0.00
Fleet Maintenance	-	-	-	-	-	-	-	-	-	-	0.00
Capital Projects	1.63	1.50	-	-	0.50	0.50	-	-	-	-	0.00
Document Imaging	1.00	1.00	1.00	1.00	1.00	1.00	1.00	-	-	-	0.00
Total Fixed-Term	13.74	13.00	3.00	1.00	1.50	2.00	1.00	0.00	2.00	3.00	1.00
Externally Funded Employees											
Police and Communications	9.00	9.00	10.00	10.00	10.00	10.00	10.00	9.00	8.00	8.00	0.00
Total Externally Funded	9.00	9.00	10.00	10.00	10.00	10.00	10.00	9.00	8.00	8.00	0.00
Total Full-Time Employees	244.05	245.53	235.53	228.73	226.23	224.78	237.78	244.98	259.48	268.13	8.65

TEN-YEAR SUMMARY OF BUDGETED POSITIONS BY DEPARTMENT

											2017
Department	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Positions Change
Seasonal Positions - Funded by TOV											
Town Officials	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Administrative Services	1.19	1.94	1.94	1.94	1.94	1.94	1.94	1.69	1.19	2.29	1.10
Community Development	1.25	0.25	0.00	0.00	0.25	0.25	0.25	0.25	0.00	0.00	0.00
Fire	7.20	10.20	10.20	12.70	13.70	13.70	12.70	9.61	10.07	9.00	(1.07)
Police and Communications	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Library	1.70	1.70	1.70	1.70	1.70	1.70	1.70	2.20	2.40	2.40	0.00
Public Works/ Streets & Roads/Landscaping	11.90	12.86	10.46	10.46	10.94	12.38	9.14	8.64	7.20	8.66	1.46
Transportation & Parking	26.70	25.70	27.46	27.46	27.46	27.46	20.30	19.84	19.00	19.00	0.00
Fleet Maintenance	0.00	0.00	0.25	0.25	0.25	0.25	0.00	0.00	0.00	0.00	0.00
Facility Maintenance	1.38	1.38	1.38	1.38	1.38	1.38	0.92	0.92	0.92	0.92	0.00
Total Seasonal / Part-Time	51.32	54.03	53.39	55.89	57.62	59.06	46.95	43.15	40.78	42.27	1.49
All FTE's (Full-Time Equivalents)											
Town Officials	6.23	6.23	6.23	5.43	4.43	4.43	4.43	3.43	3.43	3.43	0.00
Administrative Services	22.21	22.29	22.29	21.29	21.29	21.84	23.34	26.29	27.29	32.89	5.60
Community Development	20.43	22.10	16.35	14.85	14.10	14.10	13.10	14.10	12.85	15.00	2.15
Fire	31.20	33.45	34.45	36.70	37.70	38.20	38.20	38.11	39.57	39.50	(0.07)
Admin	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Patrol	31.25	31.00	28.00	27.00	28.00	28.00	28.00	28.00	28.00	28.00	0.00
Investigation	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	6.00	6.00	0.00
Records	5.25	5.50	5.50	4.75	4.75	4.25	4.25	4.25	4.25	4.25	0.00
Dispatch	23.48	23.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	0.00
Police and Dispatch Total	66.98	66.50	65.50	63.75	64.75	64.25	64.25	64.25	65.25	65.25	0.00
Library	8.33	8.25	8.25	8.25	8.25	8.25	8.25	8.75	8.95	8.95	0.00
Public Works, Streets & Roads	45.28	45.16	42.76	41.26	41.74	43.18	43.44	44.94	47.50	49.46	1.96
Transportation & Parking	57.70	58.70	58.46	58.46	58.46	58.46	59.80	59.34	66.50	66.00	(0.50)
Fleet Maintenance	13.00	13.00	12.25	12.25	12.25	12.25	12.00	11.00	11.00	12.00	1.00
Facility Maintenance	21.38	21.38	21.38	21.38	19.38	17.38	16.92	17.92	17.92	17.92	0.00
Capital Projects / Fixed Term	2.63	2.50	1.00	1.00	1.50	1.50	1.00	0.00	0.00	0.00	0.00
Total FTE's	295.37	299.56	288.92	284.62	283.85	283.84	284.73	288.13	300.26	310.40	10.14

**Town of Vail
Employee Benefits**

	2015		2016		2017	
	Actual	% Salary	Budget	% Salary	Proposed	% Salary
Full-Time Regular Employees						
Fee Based						
Health Insurance	2,856,863	18.58%	3,384,274	19.64%	3,198,039	17.49%
Group Term Life, Disability & Accidental Death	184,686	1.20%	231,000	1.34%	231,700	1.27%
Wellness Benefit	87,955	0.57%	100,000	0.58%	114,000	0.62%
Sworn Officer Death and Disability Insurance	93,415	0.61%	80,000	0.46%	104,300	0.57%
Subtotal Fee Based	3,222,919	20.96%	3,795,274	22.03%	3,648,039	19.96%
Payroll Based						
Pension Contribution	2,183,588	14.20%	2,680,014	15.55%	2,902,369	15.88%
Medicare	209,859	1.36%	226,119	1.31%	243,073	1.33%
Workers' Compensation Insurance	285,041	1.85%	274,000	1.59%	270,000	1.48%
Unemployment Compensation Insurance	48,074	0.31%	51,300	0.30%	54,800	0.30%
Subtotal Payroll Based	2,726,562	17.73%	3,231,433	18.75%	3,470,242	18.98%
Total Full-Time Benefits	5,949,481	38.69%	7,026,707	40.78%	7,118,281	38.94%
Part-Time and Seasonal Employees						
Fee Based						
Wellness Benefit	77,924	4.34%	60,000	3.66%	56,000	3.31%
Wellness Benefit - Boards	9,100	0.51%	9,100	0.55%	9,100	0.54%
Mini-Med Program						
Health Insurance	243,137	13.56%	465,726	28.40%	301,961	17.85%
Payroll Based						
Pension Contribution	26,963	1.50%	24,359	1.49%	25,376	1.50%
Medicare	26,008	1.45%	23,547	1.44%	24,530	1.45%
Workers' Compensation Insurance	33,244	1.85%	26,000	1.59%	20,000	1.18%
Unemployment Compensation Insurance	5,607	0.31%	4,872	0.30%	5,075	0.30%
Subtotal Payroll Based	91,822	5.12%	78,778	4.80%	74,981	4.43%
Total Part-Time and Seasonal Benefits	421,983	23.53%	613,604	37.42%	442,042	26.13%
Total Benefits - All Employees	6,371,464	37.10%	7,640,311	40.49%	7,560,324	37.85%

TOWN OF VAIL 2017 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
GENERAL FUND

	2015 Actuals	2016 Original 4.5%	2016 Amended 4.5%	2017 Proposed 2%	
Revenue					
Local Taxes:	\$ 25,141,932	\$ 25,588,000	\$ 25,588,000	\$ 26,100,000	2017 2% increase from 2016 amended
Sales Tax Split b/t Gen'l Fund & Capital Fund	60/40	62/38	62/38	62/38	
Sales Tax	15,181,000	\$ 15,865,000	15,865,000	16,182,000	
Property and Ownership	4,389,241	4,913,000	4,913,000	4,891,307	Flat for 2017 per 2016 County assessor's office; non-assessment year
Ski Lift Tax	4,763,956	4,728,000	4,728,000	4,964,400	2017 5% incr from 2016. YTD up 6.7%
Franchise Fees, Penalties, and Other Taxes	1,108,465	1,181,159	1,181,159	1,115,065	2017 1% incr from 2015
Licenses & Permits	2,074,584	1,594,254	1,594,254	1,623,099	2017 3% incr from 2016 budget; 2016 YTD down 23%
Intergovernmental Revenue	2,126,812	1,882,916	1,894,700	2,010,782	County stax, Road & Bridge
Transportation Centers	4,966,153	4,225,000	4,225,000	5,155,000	2017 3.8% incr from 2015 and flat with 2016 projected; YTD up 11.4%
Charges for Services	1,000,437	1,001,236	1,001,236	1,028,870	Mainly based on RETT mgmt fee; VLMD fee and VRA fee (flat)
Fines & Forfeitures	262,021	250,942	250,942	249,171	5 yr avg; then 2%
Earnings on Investments	159,051	160,000	160,000	120,000	Assumes 0.7% return
Rental Revenue	1,028,950	990,556	990,556	1,013,838	3% increase every two years for employee housing; increase in 2017
Miscellaneous and Project Reimbursements	243,834	182,000	191,000	161,000	
Total Revenue	37,304,504	36,974,063	36,994,847	38,514,532	
% increase vs. prior year				4.1%	
Expenditures					
Salaries	15,392,109	16,890,516	16,878,816	17,823,455	2017: 4% merit
Benefits	5,172,130	6,236,674	6,236,674	6,170,004	
Subtotal Compensation and Benefits	20,564,239	23,127,190	23,115,490	23,993,459	
				3.8%	
Contributions and Special Events	2,647,891	2,270,994	2,442,694	1,993,399	2017 1% increase
All Other Operating Expenses	6,581,592	7,773,781	7,919,089	7,680,184	
Heavy Equipment Operating Charges	2,337,993	2,221,467	2,221,467	2,303,300	
Heavy Equipment Replacement Charges	584,576	618,120	618,120	668,654	Based on HEF replacement schedule 5-year plan
Dispatch Services	630,588	663,214	663,214	663,307	Based on 5-year budget
Total Expenditures	33,346,879	36,674,766	36,980,074	37,302,303	
% increase vs. prior year				0.9%	
Revenue Over (Under) Expenditures	3,957,625	299,297	14,773	1,212,229	
Castle Peak Senior Care Facility		(50,000)	(50,000)	-	
Transfer to Dispatch Services Fund	(22,338)	-	-	-	
Revenue Net of Transfers & New Programs	3,935,286	249,297	(35,227)	1,212,229	
Beginning Fund Balance	19,687,223	18,910,046	23,622,509	23,587,282	
Ending Fund Balance	\$ 23,622,509	\$ 19,159,343	\$ 23,587,282	\$ 24,799,511	
As % of Annual Revenue			64%	64%	

TOWN OF VAIL 2017 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
GENERAL FUND

	2015 Actual	2016 Original	2016 Amended	2017 Proposed	
Revenue					
Local Taxes:	\$ 25,141,932	\$ 25,588,000	\$ 25,588,000	\$ 26,100,000	
Sales Tax Split b/t Gen'l Fund & Capital Fund	60/40	62/38	62/38	62/38	
Sales Tax	15,181,000	15,865,000	15,865,000	16,182,000	
Property and Ownership	4,389,241	4,913,000	4,913,000	4,891,307	
Ski Lift Tax	4,763,956	4,728,000	4,728,000	4,964,400	
Franchise Fees, Penalties, and Other Taxes	1,108,465	1,181,160	1,181,159	1,115,065	
Licenses & Permits	2,074,584	1,594,254	1,594,255	1,623,099	
Intergovernmental Revenue	2,126,812	1,882,916	1,894,700	2,010,782	
Transportation Centers	4,948,993	4,225,000	4,225,000	5,155,000	
Charges for Services	1,017,597	999,949	1,001,234	1,028,870	
Fines & Forfeitures	262,021	250,942	250,943	249,171	
Earnings on Investments	159,051	160,000	160,000	120,000	
Rental Revenue	1,028,950	990,556	990,556	1,013,838	
Miscellaneous and Project Reimbursements	243,834	182,000	191,000	161,000	
Total Revenue	<u>37,304,504</u>	<u>36,972,777</u>	<u>36,994,847</u>	<u>38,514,532</u>	
Expenditures by Type:					
Municipal Services:					
Town Officials	1,458,980	1,656,613	1,684,613	1,709,983	1.5%
Administrative Services & Risk Management	3,997,104	4,840,508	4,870,508	4,804,613	-1.4%
Community Development & Housing	1,415,208	1,773,237	1,783,237	2,191,444	22.9%
Police	4,879,027	5,239,360	5,251,144	5,269,500	0.3%
Police Communications	630,588	663,214	663,214	663,214	0.0%
Fire	3,724,062	4,037,519	4,037,519	4,199,043	4.0%
Public Works & Streets	3,953,846	4,524,671	4,524,671	4,702,186	3.9%
Transportation & Parking	5,791,403	6,436,330	6,445,330	6,414,216	-0.5%
Facilities	3,768,292	4,070,717	4,102,041	3,860,846	-5.9%
Library	825,555	878,404	891,904	897,683	0.6%
Economic Development	2,902,815	2,629,193	2,725,893	2,589,575	-5.0%
Total Expenditures	<u>33,346,880</u>	<u>36,749,766</u>	<u>36,980,074</u>	<u>37,302,303</u>	
Revenue Over (Under) Expenditures	<u>3,957,624</u>	<u>223,011</u>	<u>14,773</u>	<u>1,212,229</u>	
Castle Peak Senior Center	-	(50,000)	(50,000)	-	
Transfer to Dispatch Services Fund	(22,338)	-	-	-	
Total Expenditures	<u>33,369,218</u>	<u>36,799,766</u>	<u>37,030,074</u>	<u>37,302,303</u>	
Surplus Net of Transfers & New Programs	<u>3,935,286</u>	<u>173,011</u>	<u>(35,227)</u>	<u>1,212,229</u>	
Beginning Fund Balance	19,687,223	18,994,304	23,622,509	23,587,282	
Ending Fund Balance	<u>\$ 23,622,509</u>	<u>\$ 19,167,315</u>	<u>\$ 23,587,282</u>	<u>\$ 24,799,511</u>	
EHOP balance included in ending fund balance - not spendable	\$ 690,000	\$ 690,000	\$ 690,000	\$ 690,000	

2017 Council Contribution Request Spreadsheet		2016			2017 Requests								2017 Council - Approved
TOWN OF VAIL FUNDING REQUEST		2016 Council -Approved			2017 Cash Request	Staff Recommended Cash	2017 In-Kind Request	2017 In-Kind Request Value	Variance to PY Funding	Staff Approved In-kind	2017 In-Kind Value	Cash	
A	SIGNATURE EVENTS (VAILBRAND) *2017 application year												
	Bravo! Colorado		Participation in the Ford Park "Nest" parking area	5,000			Waived Donor Nest Fee to be used for valet parking	5,000	-	Participation in the Ford Park "nest"	-		
	New York Philharmonic	89,300			97,300	90,193		-	893		-		
	Philadelphia Orchestra	89,300			97,300	90,193		-	893		-		
	Academy of St. Martin in the Fields	77,500			84,600	78,275		-	775		-		
	Dallas Orchestra				50,000	-		-	-		-		
	Education & Community Engagement				7,500	-		-	-		-		
	Commissioning Project				10,000	-		-	-		-		
	Donovan Chamber Music Series (Uncorked)		Donovan for 6 days & nts 8am day 1 - 10am day 6;	22,500	10,000	-	9 days of 24hr access at Donovan with access at 8am	54,000	-	Donovan for 6 days (22,500)	36,000		
	Silver Oak & Twomey Series		Donovan for 3 days & nts 8am day 1 - 10am day 3;	11,250	-	-	Donovan 3 days and nights for 24 hour basis	18,000	-	Donovan for 3 days and nights limited to 6 hours a day (11,250)	18,000		
B	National Repertory Orchestra	1,030			1,000	1,000		-	(30)		-		
C	Vail Jazz Festival	74,160	2 half day rentals of Donavan, 4 half day rentals of the Grand View; Value of \$7,900	7,900	135,000	74,902	6 full day rentals of Donovan; 4 full day rentals of the Grand View room (for board meetings); 40 discounted parking vouchers at Lionshead; Banner hanger fees waived for street banner at covered bridge and Lionshead, and two roundabouts; fees waived for police supervision during SummerFest		742	2 half day rentals of Donavan, 4 half day rentals of the Grand View; Value of \$7,900	7,900		
D	Vail Valley Foundation												
	Vail International Dance Festival	47,380			65,000	48,962		-	1,582		-		
	Hot Summer Nights	28,325	\$2,800 in police support (7 events x \$400 each)	2,800	27,500	27,500	Police Presence up to \$2,800	2,800	(825)	Pending Review of Event Committee	-		
	Summer Go Pro Mtn Games		\$12,000 to cover services by PD and PW as determined by the ERC	12,000	-	-	Police coverage, fire support, trash clean up, water meter usage, sandbag distribution, event shuttle, world cup climbing wall ballast	45,000	-	Pending Review of Event Committee	-		
E	Burton US Open		Parking lots, soccer lot, RV Lot, K Rail, Barricade (150 panels)	27,600	440,000	404,000	Soccer Lot; RV lot; Mountain Plaza; etc.	27,600	4,000	Pending Review of Event Committee	-		
F	Fireworks Funding	51,500			52,015	52,015		-	515				
	TOTALSIGNATURE EVENTS	858,495		89,050	1,077,215	867,040		152,400	8,545	-	61,900	-	
	DESTINATION EVENTS												
	Highline: International Folk Art Market				500,000		This has been moved to the CSE grant funding request process						
	TOTAL DESTINATION EVENTS	-		-	500,000	-		-	-	-		-	
	SERVICES												
G	Colorado Ski Museum: Operating	44,125	\$8K subsidized rent	8,000	53,449	44,566	\$8K subsidized rent credit	8,000	441	\$8K Subsidized rent	8,000		
H	Betty Ford Alpine Garden: Operating	69,010	One blue parking pass	-	90,000	69,700	One blue parking pass and two designated parking spots are Ford Park	1,400	690	One blue parking spot to be used by the director	1,100		
	Betty Ford Alpine Garden: Capital Request				30,000	30,000		-	30,000		-		
I	Eagle River Watershed Council		Use of Donovan Pavilion (1 day for Waterwise Wednesday event)	3,750	-	45,450	Use of Donovan Pavilion (1 day for Waterwise Wednesday event)	3,000	450	Use of Donovan Pavilion (1 day for Waterwise Wednesday event)	3,000		
J	Hgh Five Access Media (TV5)	90,000			127,000	105,000		-	15,000		-		
K	Eagle Valley Childcare	51,500			-	52,015		-	515		-		
L	VVF: Vail Valley Athlete Commission	6,000			10,000	6,060		-	60		-		
M	Children's Garden of Learning	-	Snow plow services	5,000	-	-	Snow plow services	5,000	-	Snow plow services (\$5K)	5,000		
N	Youth Power 365				10,000	-		-	-		-		
O	Vail Mountain School				25,000	-		-	-		-		
P	Starting Hearts				20,000	20,000		-	20,000		-		
Q	Red Sandstone Elementary				29,000	-		-	-		-		
	Walking Mountains	40,000			-	-		-	-		-		
	Castle Peak	50,000			-	-		-	(50,000)		-		
	TOTAL SERVICES	395,635		16,750	394,449	372,792		17,400	67,156		17,100	-	
	IN KIND												
R	Ski & Snowboard Club Vail		2 days usage of Dobson October	2,642	-	-	4 days use of Dobson for Ski and Snowboard Swap	5,284	-	2 days usage of Dobson \$2,642	2,642		
S	Vail Junior Hockey - Nov 2016 Tournament/January 2017 Tournament		5 days usage of Dobson unless more are available, 1 day usage of Donovan (not including set-up fees) \$10,355	10,355	-	-	4 weekends(12days) of free ice (Fri- Sunday); 25 parking coupons; Use of Dobson Arena for 2 days, Use of Donovan 1 day	22,119	-	5 days usage of Dobson unless more are available, 1 day usage of Donovan (not including set-up fees) \$10,205	10,355		
T	Skating Club of Vail (July 13-17 & Dec 21-24, 26,27)		5 days usage of Dobson unless there is enough available days (\$6,605)	6,606	-	-	12 days us of Dobson arena	15,852	-	5 days usage of Dobson unless there is enough available days (\$6,605)	6,605		
					-	-				46 parking coupons for Sundays from 1/4 thru 4/12 not thru 4/12 not incl. Pres Wkd (\$1,150)	1,150		
U	Special Olympics (Sundays Jan , Feb, Mar, Apr '13)		46 parking coupons for Sundays from 1/4 thru 4/12 not incl. Pres Wkd (\$1,150)		-	-	46 parking coupons for Sundays starting Jan 1,2017	1,150	-				
V	Foresight Ski Guides		2 Blue passes (\$2,200)		-	-	4 blue passes(\$4,400)	4,400	-	2 Blue passes (\$2,200)	2,200		
W	SOS Outreach		25 parking passes	625	-	-	25 parking passes to be used for winter season and 1 Gold Parking Pass	1,125	-	25 single day parking passes \$625	625		

X	Small Champions of Colorado		54 parking vouchers; 1 pass for auction; 9 days use of Welcome Ctr (Sun); \$1350		-	-	54 parking vouchers	1,350	-	54 single day parking vouchers (\$1,350)	1,350	
	Speak up ReachOut		1 day usage of Dobson arena (\$1321)		-	-		-	-			
Y	American Contact Bridge League				-	-	Total cost of Dobson from September 18- September 24th	9,247	-	7 days usage of Dobson unless move are available (not including set-up fees)	9,247	
	TOTAL IN KIND			23,978	2,500	0		60,527	0		34,174	0
	GRAND TOTAL: COUNCIL CONTRIBUTIONS	1,254,130		129,778	1,974,164.00	1,239,831		230,327	75,701	-	113,174	-

2017 Contributions

The attached spreadsheet shows the staff recommended funding levels that are included in the first draft of the Town Manager's 2017 budget. The services categories did not need to submit an application unless applying for a new or increased request; funding is proposed at a 1% increase from 2016 budget levels, consistent with the towns operating budget increase. New grant applications for signature events and in-kind requests are only required every other year, 2017 being an application year.

All requests were considered based on how the contribution or event fits into the overall Council Goals listed below:

- Improve economic vitality
- Grow a balanced community
- Improve the quality of the experience
- Develop future leadership

The **Educational and Enrichment Events** (previously known as Tier IV, or Life-Long Learning) are required to submit applications through the Commission on Special Events (CSE), which were due October 3rd. Staff has proposed an overall funding amount of \$151,500 based on recommendation of the CSE based on the prior year's submissions.

SIGNATURE (VAIL BRAND EVENTS)

A. Bravo! Vail

BACKGROUND INFORMATION: Bravo! Vail is requesting a total cash contribution \$356,700, an increase from prior year funding of \$100,700. The funding request includes increases for current concert programs including the New York Philharmonic (\$8,000), Philadelphia Orchestra (\$8,000), and Academy of St. Martin in the Fields (\$7,100). New funding requests include \$50,000 for the Dallas Symphony Orchestra, \$7,500 for education and community engagement to help provide free community events, and \$10,000 for a commissioning project, which will provide a world premier chamber piece for each orchestra.

STAFF RECOMMENDATION: Staff recommends a 1% increase on prior years contribution (\$256,100 in 2016), consistent with the overall increase granted to town operations, for the New York Philharmonic, Philadelphia Orchestra, and Academy of St. Martin in the Fields totaling \$258,661. Staff also recommends the equivalent in-kind use as awarded in 2016. This includes the use of up to six days of Donovan for the Donovan Chamber Music Series and up to three days use of Donovan for the "Uncorked" Series.

B. Bravo! Family Concert (National Repertory Orchestra)

BACKGROUND INFORMATION: Each summer season the Orchestra puts on a free family concert at Ford Amphitheater in collaboration with Bravo! Vail. The Orchestra is requesting \$1,000 to offset events costs of marketing, instruments and equipment transportation, music and truck rental, and rehearsal costs.

STAFF RECOMMENDATION: Staff recommends funding at \$1,000 consistent with prior year's funding. This concert has been previously funded in 2012, 2013, 2015, and 2016.

C. Vail Jazz Foundation

BACKGROUND INFORMATION: The Vail Jazz Foundation is requesting a cash contribution of \$135,000. The 2017 request is an increase from prior year funding of \$60,840, to fund over 65 free and ticketed performances presented in Vail over 12 weeks in the summer. \$10,840 of the increase will be used for the expansion of the Vail Jazz at the Market Series to be used to purchase a larger tent and hi-top seating, as well as to increase the ambiance and production quality. The remaining \$50,000 increase will be used to support the Vail SummerFest which launched in 2016. Vail Jazz Foundation is also requesting in-kind donations of six full day rentals of Donovan Pavilion, 4 full day rentals of The Grand View room, 40 discounted parking vouchers at Lionshead Parking Structure, waived banner hanging fees for the street banners at Covered Bridge, Lionshead, and two sets of roundabouts, and waived fees for police supervision during SummerFest.

STAFF RECOMMENDATION: Staff recommends a 1% increase over prior year's contribution (\$74,160), for a total of \$74,902, consistent with the overall increase granted to town operations. Staff also recommends in-kind use as awarded in 2016. This included two half day rentals of Donovan Pavilion and four half day rentals of The Grandview room. While this event has become more established and successful in the past several years, staff does not support an 82% increase in financial assistance, the addition of parking vouchers, waived banner fees, or waived fees for police supervision.

D. Vail Valley Foundation (VVF)

BACKGROUND INFORMATION: The VVF is requesting \$92,500 of cash funding for Vail Brand events. This includes Vail International Dance Festival (\$65,000) and Hot Summer Nights (\$27,500). VVF has also requested in-kind services of \$2,800 for Hot Summer Nights and \$45,000 for the Summer GoPro Mountain Games. Determination of in-kind funding will be deferred to the Event Review Committee. *Please note the VVF has also requested funding/in-kind for events in the Services Categories detailed in items L and N below.*

Vail International Dance Festival: The VVF is requesting a 30% increase from prior year funding for a total contribution of \$65,000. The increased request is to assist with continued growth for this event over the past 5 years. \$65,000 will cover 3% of operating expenses for this program.

Hot Summer Nights: The VVF is requesting \$27,500 cash funding for Hot Summer Nights. This is 3% decrease from prior year funding.

STAFF RECOMMENDATION: Staff recommends a 1% increase in overall cash funding to the VVF over prior year's contribution for a total of \$76,462 which includes Vail International Dance Festival (\$48,962) and Hot Summer Nights (\$27,500).

E. Burton US Open Snow Boarding Championships

BACKGROUND INFORMATION: Highline is requesting \$440,000 cash support for the 2017 U.S. Open Snowboarding Championship event. This is a 10% increase in prior year funding of \$400,000. In-kind support is also requested for the use of the Soccer and RV lots, Mountain Plaza, Race City/TV Compound, the bottom of slope style, and the manor Vail cages. They are also requesting bus re-routes, barricades, and electric power at Gore Creek Drive and International Bridge.

STAFF RECOMMENDATION: Staff recommends a 1% increase in overall cash funding over prior year's contribution for a total of \$404,000, consistent with the overall increase granted to town operations. In-kind funding will be determined by the Commissions on Special Events and the TOV event review committee.

F. Fireworks

BACKGROUND INFORMATION: Each year the town allocates specific funding of Fourth of July and New Year's Eve firework shows.

STAFF RECOMMENDATION: The town has currently included a 1% increase to the annual operating budget for the fireworks (\$52,015) for 2017.

SERVICES

This category funds an aspect of services/expertise that the town does not already provide, supports the TOV physical plant and is appropriate for governmental support. Included in this category are support of TV5, Colorado Ski and Snowboard Museum, Betty Ford Alpine Gardens and the Eagle Valley Childcare. The town no longer requires an annual application to be filled out for ongoing operating support, which will be included in the annual budget at a set level each year. Applications are only required for increased or new funding requests. This process is intended to cover operating expenses only. Additional opportunities will also be considered.

G. Colorado Ski Museum

BACKGROUND INFORMATION: The museum is requesting a cash contribution of \$53,449 for general operating costs and an in-kind contribution of an \$8K rent subsidy.

STAFF RECOMMENDATION: Staff recommends funding the in-kind request for subsidized rent (\$8,000) and a 1% increase from the prior year's cash contribution (\$44,125 in 2016) consistent with the overall increase granted to town operations, for a total of \$44,566.

H. Betty Ford Alpine Gardens

BACKGROUND INFORMATION: The Alpine Garden Foundation is requesting a cash contribution of \$90,000 to support the annual operations of the Gardens. In addition, the Gardens is requesting \$30,000 to be used to fix and repair aging water features, most notably the cascading waterfall which is currently not working. The Alpine Garden Foundation is also requesting an in-kind donation of one blue parking pass and two designated parking spots at Ford Park.

STAFF RECOMMENDATION: The town has currently included a 1% increase to the annual operating budget for the Gardens (\$69,700 for 2017) and a \$30,000 capital request to be used to repair the water features at the Gardens. Staff also recommends the request for one blue parking pass to be used by the Director as granted in 2016. The Gardens are allocated parking spots

I. Eagle River Watershed

BACKGROUND INFORMATION: The Eagle River Watershed is requesting \$45,000 cash funding and an in-kind request for a one-day use of Donovan Pavilion (valued at \$3,000) to hold a “Watershed Wednesday” public educational program.

STAFF RECOMMENDATION: Staff recommends a 1% increase over prior year’s (\$45,000) contribution, for a total of \$45,450, consistent with the overall increase granted to town operations. Staff recommends the in-kind use of Donovan for the “Watershed Wednesday” contingent upon availability. However, the ERWC will be responsible for hard costs for use of the Donovan Pavilion such as staff time, cleaning and utilities.

J. High Five Access Media (TV5)

BACKGROUND INFORMATION: High Five Access Media is requesting \$127,000 (or 40%) of franchise fees the Town of Vail receives annually from Comcast. Since 2010, High Five Access Media has expanded and improved services including free media production workshops to residents and live television and internet coverage at council meetings. Currently, they received 30% of all annual Comcast Fees or approximately \$93,000 for 2015.

STAFF RECOMMENDATION: Staff recommends funding of \$105,000 (or 35%) in franchise fees in franchise fees the Town receives annually from Comcast. During 2010, the town reduced funding from 40% of Comcast franchise fees to 30% due to the recession. Staff does not recommend returning to the full 40% based on the growth of franchise fee revenues since 2010. Over the past 5 years, High Five Access Media has received an incremental increase in funding of approximately \$20,000.

K. Eagle Valley Childcare (EVC)

BACKGROUND INFORMATION: The EVC has requested a total of \$51,500 of funding for 2017, with \$50,000 to be used for operations and to subsidize Town of Vail child and infant care.

STAFF RECOMMENDATION: The town has currently included a 1% increase to the annual operating budget for the EVC (\$52,015) for 2017.

L. Vail Valley Athlete Commission (VVF)

BACKGROUND INFORMATION: Vail Valley Athlete Commission is requesting \$10,000 to enhance athlete opportunities. This is a 66.7% increase over 2016 funding.

STAFF RECOMMENDATION: Staff recommends a 1% increase over prior years funding (\$6,000) for a total of \$6,060.

M. Children’s Garden of Learning

BACKGROUND INFORMATION: Children’s Garden of Learning is requesting in-kind services of \$5,000 for snow plow services.

STAFF RECOMMENDATION: Staff recommends funding this request for in-kind services consistent with prior years.

N. YouthPower365 (VVF)

BACKGROUND INFORMATION: YouthPower365 is requesting \$10,000 to support a new Nordic Ski program at Red Sandstone Elementary School as part of the current PwrHrs after school program.

STAFF RECOMMENDATION: Staff does not recommend the funding of this program based on the premise that after school programming funds should be provided by the school district or County Health and Human Services and is not an appropriate use of Vail taxpayer dollars.

O. Vail Mountain School

BACKGROUND INFORMATION: Vail Mountain School is requesting \$25,000 for reconstruction and resurfacing of Bandoni Alumni Field. This is approximately 3% of the total budget for reconstruction and resurfacing of the 13 year old field.

STAFF RECOMMENDATION: Staff does not recommend the funding of this program based on the premise that capital support of a private organization is not an appropriate use of Vail taxpayer dollars.

P. Staring Hearts

BACKGROUND INFORMATION: Staring Hearts is requesting to \$20,000 to place two additional defibrillators in high traffic locations within the Town of Vail. In addition they will provide signage for the new equipment and train all Town of Vail staff in lifesaving skills.

STAFF RECOMMENDATION: Staff recommends funding the two additional defibrillators from the Capital Projects Fund to be placed within the town. There are currently 23 defibrillators.

Q. Red Sandstone Elementary (RSES)

BACKGROUND INFORMATION: Red Sandstone Elementary is requesting \$29,000 to create a Science Technology Engineering and Mathematics (STEM) Lab. Funding will be used to create and establish the Lab and purchased relevant technology and materials. The amount requested is 100% of project costs.

STAFF RECOMMENDATION: Staff does not recommend the funding of this program based on the premise that capital and program support should be provided by the school district and is not an appropriate use of Vail taxpayer dollars. In addition, staff recommends waiting for the ballot issue results, due to potential capital improvements at RSES.

IN-KIND REQUESTS

R. Ski & Snowboard Club of Vail

BACKGROUND INFORMATION: The Ski & Snowboard Club of Vail has requested in-kind funding (valued at \$5,284) for 4 days use of Dobson for their annual Ski & Snowboard Swap.

STAFF RECOMMENDATION: Staff recommends funding the in-kind request for two days (out of four requested) with appropriate approval and coordination with the Vail Recreation District. However, if there are enough available days remaining prior to this event, staff recommends providing the full amount of days. The Ski & Snowboard Club will be responsible for hard costs for use of the Dobson Arena such as set-up, tear-down, cleaning and utilities.

S. Vail Junior Hockey Association

BACKGROUND INFORMATION: The Vail Junior Hockey Assn. is requesting in-kind funding for 18 days at Dobson valued at \$23,778 (3 weekends during November 2017 and four days in January 2018) and the use of the Donovan Pavilion for one day (valued at \$3,000). In addition, they are requesting 25 one-day parking coupons (\$625) for tournament participants (November 17-19, 2017 and January 12-14, 2018).

STAFF RECOMMENDATION: Staff recommends in-kind funding consistent with 2016 by providing 5 days of ice time (out of 16 requested), subject to approval and coordination with the Vail Recreation District for the ice time. If there are enough available days at Dobson remaining prior to this event, staff recommends providing the full amount of days. Staff recommends waiving the fee for a **one day use at** Donovan Pavilion for Monday-Thursday use, contingent upon approval and coordination with the Donovan Management Company regarding availability. However, the Hockey Assn. will be responsible for hard costs for use of the Dobson Arena and Donovan Pavilion such as set-up, tear-down, cleaning and utilities. Staff does not support an increase from the prior year's contribution.

T. Skating Club of Vail

BACKGROUND INFORMATION: The Skating Club of Vail has requested in-kind funding of 12 days use of Dobson valued at \$15,852.

STAFF RECOMMENDATION: Staff recommends providing 5 days of ice time (out of 12 requested) valued at \$6,605 subject to approval and coordination with the Vail Recreation District. The Skating Club will be responsible for hard costs for use of the Dobson Arena such as set-up, tear-down, cleaning and utilities. However, if there are enough available days remaining prior to this event, staff recommends providing the full amount of days (days will be released by August 1st 2017).

U. Special Olympics

BACKGROUND INFORMATION: The Special Olympics is requesting an in-kind contribution of 46 parking vouchers valued at \$1,150 to be used on Sundays starting January 1, 2017 except for

President's Day weekend.

STAFF RECOMMENDATION: Staff recommends funding this in-kind request as in prior years for the Lionshead parking structure only, with one-time entry/exit coupons (total of 46) valued at \$1,150.

V. Foresight Ski Guides

BACKGROUND INFORMATION: Foresight Ski Guides is requesting four blue parking passes (valued at \$4,400) for the 2016- 2017 ski season. Foresight provides parking to volunteer guides, half of which drive from Denver who need to be parked and ready to meeting their visually impaired participants by 8:30am. Local guides usually take public transportation and/or carpool. Foresight provides challenging recreation opportunities to visually impaired participants (adults and children) and guides.

STAFF RECOMMENDATION: Staff recommends providing two blue passes, as was approved in the past several years valued at \$2,200.

W. SOS Outreach

BACKGROUND INFORMATION: SOS Outreach is requesting 25 parking vouchers (valued at \$500) for the 2016/17 ski season to be used by program coordinators hauling gear to and from the mountain for the winter skiing and snowboarding programs for underserved youth. They have also requested one Gold Pass to be used for fundraising efforts.

STAFF RECOMMENDATION: Staff recommends providing 25 parking vouchers for the 2016/17 ski season to be used by program coordinators.

X. Small Champions of Colorado, Inc.

BACKGROUND INFORMATION: Small Champions of Colorado is requesting in-kind services for 60 parking vouchers to use on nine off peak Sundays (valued at \$1,350).

STAFF RECOMMENDATION: Staff recommends the parking vouchers to be used on winter Sundays.

Y. American Contract Bridge League

BACKGROUND INFORMATION: American Contract Bridge League is requesting an inkind contribution of Dobson Arena for a regional bridge tournament for 7 days starting September 18, 2017- September 24, 2017(valued at \$9,247). The tournament will draw approximately 525 attendees for a 3 to7 day period.

STAFF RECOMMENDATION: Staff recommends providing 7 days use of Dobson (out of 7 requested) valued at \$9,247 subject to approval and coordination with the Vail Recreation District. The American Contract Bridge League will be responsible for hard costs for use of the Dobson Arena such as set-up, tear-down, cleaning and utilities. However, if there are enough available days remaining prior to this event, staff recommends providing the full amount of days (days will be released by August 1st 2017).

TOWN OF VAIL 2017 PROPOSED BUDGET							
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE							
CAPITAL PROJECTS FUND							
							Increased cost from prior 5-year plan
							Project timing changed from prior 5-year plan
							Revisions / newly added project
	Ammended						* Placeholder items
	2016	2017	2018	2019	2020	2021	
Revenue	4.5%	2%	2%	2%	2%	2%	
Total Sales Tax Revenue:	\$ 25,588,000	\$ 26,100,000	\$ 26,622,000	\$ 27,154,000	\$ 27,697,000	\$ 28,251,000	2017 proposed at a 2% increase from 2016 amended; then 2% each year
Sales Tax Split between General Fund & Capital Fund	62/38	62/38	62/38	62/38	62/38	62/38	
Sales Tax - Capital Projects Fund	\$ 9,723,000	\$ 9,918,000	\$ 10,116,000	\$ 10,319,000	\$ 10,525,000	\$ 10,735,023	38% to CPF
Use Tax	1,545,000	1,545,000	1,591,350	1,639,091	1,688,263	1,738,911	2017 flat with 2016; no new major redevelopments assumed
Federal Grant Revenue	544,800	-	-	-	-	-	2015-2016: Bridges at Nugget Lane and Bridge Rd
Other State Revenue	123,603	-	-	-	-	-	CDOT share of funding for I-70 Underpass study
Lease Revenue	197,295	159,135	164,067	164,067	164,067	164,067	Per Vail Commons commercial (incr. every 5 years); adjusted to remove residential lease revenue (\$38K)
Project Reimbursement	246,778	65,000	65,000	65,000	65,000	65,000	2016: \$16.8K VRD reimbursement for phone system fees; \$230,000 underground utility project; 2017-2021 \$65K per year revenue share agreement with Resort App
Timber Ridge Loan repayment	461,065	463,252	463,212	463,171	463,129	463,086	Principal and interest on \$8M loan to Timber Ridge Fund
Earnings on Investments and Other	149,281	113,588	139,491	152,760	86,296	55,240	0.7% rate assumed on available fund balance
Total Revenue	12,990,822	12,263,975	12,539,120	12,803,089	12,991,755	13,221,327	
Maintain Town Assets							
Bus Shelters	50,000	50,000	30,000	30,000	30,000	30,000	Annual maintenance
Parking Structures	703,000	690,000	690,000	690,000	690,000	740,000	2016 - 2021 various repairs including deck topping replacement, expansion joint repairs, ventilation, HVAC, plumbing and other structural repairs; 2021 increase for interior finishes and deck sealing
Traffic Impact Fee and Transportation Master Plan Updates	150,000	-	80,000	-	-	-	2016: Update of Traffic Impact Fees: \$65K; Transportation Master Plan: \$85K; 2018: Complete and adopt Vail Transportation Master Plan: \$80K
Neighborhood Bridge Repair	-	-	-	350,000	-	35,000	Major Bridge Repair Projects based on bi-annual bridge inspection
Facilities Capital Maintenance	341,125	582,625	448,500	421,750	753,000	403,500	2016 - 2021 various repairs to town buildings including the upkeep of exterior (roofing, siding surfaces, windows, doors), interior finishes (paint, carpet, etc.), and mechanical equipment (boilers, air handlers, etc.). 2017: Includes Community Development Conference room furniture (\$18K), remodel of lockers and restroom at Vail Transit Center (\$100K) and roof for PD building (pending municipal renovation) (\$100K).
Donovan Park Pavilion	5,000	5,000	5,000	5,000	755,100	5,100	2016-2021- annual maintenance; 2020 includes HVAC replacement
Street Light Improvements	199,192	50,000	50,000	75,000	75,000	75,000	2016: new street lights and to refurbish residential lighting ; Annual maintenance(2016-2021)
Capital Street Maintenance	1,290,000	1,320,000	1,145,000	1,150,000	1,270,000	1,150,000	On-going maintenance to roads and bridges including asphalt overlays, patching and repairs;
Snowmelt Boilers	-	-	-	-	900,000	540,000	2020: Vail Village boiler replacement; 2021: Snowmelt boiler replacement at Solaris plant
West Forest Bridge Repair	350,000	-	-	-	-	-	Major Bridge Repair Projects based on bi-annual bridge inspection
Kinnickinnick (West) Bridge Repair	350,000	-	-	-	-	-	Major Bridge Repair Projects based on bi-annual bridge inspection
Town-wide camera system	22,000	70,000	70,000	70,000	22,000	22,000	2016 includes \$22K for replacement of cameras and equipment; Recorders cost \$7-8K each; cameras range from \$800 - \$3,800 each; '2017-2019 replace botch system(30 cameras); 2020-2021 includes \$22K per year for replacement cameras and equipment
Audio-Visual capital maintenance	18,000	84,000	18,000	18,000	18,000	18,000	\$18K annual maintenance/replacement of audio-visual equipment in town buildings such as Donovan, Municipal building, Grand View, LH Welcome Center, etc.; 2017: Additions include \$27K Grandview media wall replacement, \$18K camera replacement, \$25K replacement of one recorded for cameras (TOV has three)
Document Imaging	30,000	43,000	30,000	30,000	30,000	30,000	Annual maintenance, software licensing, and replacement schedule for scanners and servers. 2017: \$22K for 25 Laserfiche licenses, \$21K for annual maintenance
Software Licensing	51,000	56,000	57,680	59,410	61,193	62,417	Upgrade Microsoft products on all equipment; renewal of licenses; \$3K per year increase from original 5 year plan due to additional software products
Police Taser Replacement	31,849	-	-	-	-	-	To replace outdated equipment purchased in 2007
Police Training Mgmt. software	-	5,395	-	-	-	-	PeACEq training mgmt. software to track training and employee evaluations
Automated External Defibrillator	9,870	-	-	-	-	-	2016: To add defibrillator to remaining police cars
Public Safety ID Card Printer	8,740	-	-	-	-	-	Requesting printer specific to the "Salamander" software shared with regional agencies; Allows easy tracking of all resources on large events or incidents with the badges & barcodes printed

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
CAPITAL PROJECTS FUND								
								Increased cost from prior 5-year plan
								Project timing changed from prior 5-year plan
								Revisions / newly added project
		Ammended						* Placeholder items
		2016	2017	2018	2019	2020	2021	
	Police Body Worn Cameras	69,585	-	-	-	-	-	For the purchase of 20 cameras for sworn officers, software licenses (\$23.7K) plus server hardware (\$15K) for the purposes of storing data
	Thermal Imaging Cameras	-	-	12,000	-	12,000	-	For the purchase of 3 cameras (2018,2020,2022) which will allow firefighters to see through areas of smoke, darkness, or heat barriers
	VHF Radios - Fire Dept	-	-	-	31,863	-	-	13 VHF radios (\$2,450/each) for incidents outside of Eagle County; Will enable communication with other agencies using this technology such as Summit County
	Hardware Purchases	150,000	175,000	50,000	50,000	350,000	50,000	Scheduled rotation of PCs, printers and servers; Two additional Simplivity Omnicube nodes in 2016 at a cost of \$45K each; 2017: \$120K PC and laptop replacements (150-175 total); \$55K Omnicube at Fire Station3; \$300K in 2020 for scheduled replacement of larger servers
	Data Center (Computer Rooms)	1,000,000	15,000	15,000	15,000	15,000	15,000	2016: Increase includes remodel / retrofit of upper and lower computer rooms (power, heating / cooling, fire suppression). Possible relocation into a combined room offsite is being explored
	Website and e-commerce	12,000	12,000	12,000	12,000	12,000	12,000	Internet security & application interfaces; website maintenance; includes \$550/month for web hosting svcs
	Comm Dev ArcGIS System	-	-	-	-			Web access to town GIS information (similar to County's website GIS product)
	Fiber Optics / Cabling Systems in Buildings	15,000	15,000	15,000	15,000	15,000	15,000	2016 - 2021: to repair, maintain & upgrade cabling/network Infrastructure
	Network upgrades	30,000	30,000	30,000	30,000	200,000	30,000	Computer network systems - replacement cycle every 3-5 years; 2015, 2020 replacement of switches and routers
	Phone System Upgrade	56,778	60,000	-	-	-	-	2017: IPO Phone system replacement (\$40K), normal replacement of Ipads, Iphones \$20K
	Public Wi-Fi Systems	-	-	-	-	250,000	-	Upgrade/replace public Wi-Fi system initially installed by Crown Castle
	Business Systems Replacement	44,079	-	-	-	-	-	Community Development permitting software project
	Public Safety System	50,000	250,000	50,000	50,000	50,000	50,000	Annual capital maintenance of "County-wide "Computer Aided Dispatch/Records Mgmt. System"; includes patrol car and fire truck laptops and software used to push information to TOV and other agencies; TOV portion of annual Intergraph software maintenance; 2017: WebRMS upgrade (\$150K), Dispatch remodel console replacement (\$16K), Fire and police mobile data computer replacement (\$24K), Audio Visual EPC (\$10K)
	Transit Center Generator	191,200	-	-	-	-	-	2016: Replacement of generator at the Vail Village transit center; includes re-landscaping and re-wiring.
	Extrication Equipment	-	-	100,000	-	-	-	To purchase updated extrication equipment that will work with newer and more advanced vehicles
	Police E-ticketing system	151,024	-	-	-	-	-	Electronic ticketing system; reduces data entry done by officers to record physical tickets; will interface with Full Court system
	Generator for East Vail Fire Station	50,000	-	-	-	-	-	To replace outdated generator at Station 1
	Portable vehicle lift	55,000	-	-	-	-	-	Replacement lift to service vehicles in fleet; current lift is 30 years old
	Fire engine equipment	-	-	50,000	-	-	-	To purchase the necessary fire engine equipment to fully equip 4th fire engine; this will allow this vehicle to be used when other engines our being repaired or in an emergency
	Vehicle Expansion	145,000	746,500	200,000	-	-	1,200,000	2016: 4 flatbed pick up trucks for Streets crews, Electricians, Irrigation crew, and Wildland Fire; Class 8 Dump 2017: Truck with end dump loader (\$210K), Snowplow (\$210K), Loader with plow(\$290K) , sweeper broom for loader (\$25K); 2018: Snow Blower (\$200K) , ; 2021: Ladder truck replacement
	Total Maintenance	5,629,442	4,259,520	3,158,180	3,103,023	5,508,293	4,483,017	
	Enhancement of Town Assets							
	Guest Services Enhancements/Wayfinding	1,077,624	-	-	-	-	-	Guest Service / Wayfinding enhancements outside of VRA district
	Fire Station Alert System	-	-	-	165,000	-	-	Fire Station Alerting System to improve response times. This system will work with the Dispatch system and the timing is being coordinated with Eagle River Fire
	East Vail Fire Station	3,569,130	-	-	-	-	-	Renovation of East Vail fire station; Generator is most urgent issue; Duty quarters have sewage/drainage problems; Residential quarters need improvements
	Energy Enhancements	92,900	-	-	-	-	-	Implementation of energy audit enhancements; includes LED lighting project with shared cost of \$170K from Holy Cross
	East Lionshead Circle Vantage Point Walk (VRA)	-	185,000	-	-	-	-	Improvements to Vantage Point walkway as requested by Vantage Point

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
CAPITAL PROJECTS FUND								
								Increased cost from prior 5-year plan
								Project timing changed from prior 5-year plan
								Revisions / newly added project
		Ammended						* Placeholder items
		2016	2017	2018	2019	2020	2021	
	Pedestrian Safety Enhancements	410,000	135,000	1,500,000	-	-	-	2016: \$410K for Phase I of pedestrian safety enhancements; Phase I includes W. Lionshead Circle, municipal crosswalk, West Vail mall crosswalk, Main and West Vail roundabouts; 2017: Phase II- Vail Valley Drive and Glen Lyon Crosswalk sign and lighting; 2018: Lighting for Main Vail roundabouts and West Vail Roundabouts (approved by council on 7/5/16)
	Defibrillators (Starting Hearts)	-	20,000	-	-	-	-	Council Contribution to Starting Hearts for 2 defibrillators to be put within Town of Vail boundaries
	Fire Equipment	16,000	-	-	-	-	-	2016 \$16K request for fire hose replacement
	Library Self-Check System Updates	-	18,000	16,000	-	-	-	Library replacement kiosk and security gate replacement requested
	East Meadow Drive Snowmelt	-	800,000	-	750,000	-	-	Snowmelt major repairs from Solaris to Austria House/Covered Bride area to be done at same time as the Slifer Plaza construction. This includes paver removal, snowmelt, asphalt replacements with concrete pavers
	Slifer Plaza/ Fountain/Storm Sewer	-	1,350,000	-	-	-	-	Repairs to Slifer Plaza fountain and storm sewers
	West Vail Interchange Sidewalk Repair	-	-	500,000	-	-	-	Underneath the I-70 bridge sidewalk is damaged
	Neighborhood Road Reconstruction	79,006	-	200,000	4,250,000	4,600,000	-	2016: Continuation of 2015 shared project with ERWSD on Rockledge Rd; East Vail road reconstruction design in 2018, Phase I in 2019, Phase II in 2020, Phase III was eliminated.
	Neighborhood Bridge Reconstruction	503,412	1,000,000	1,050,000	-	-	-	Nugget Lane and Bridge design in 2015-2016 and construction in 2017-2018. Partial Funding is from Federal grants
	Lionshead Parking Structure Landscape Renovations (VRA)	-	100,000	-	-	-	-	Improvements to parking structure landscaping
	Fire Breathing Apparatus	46,603	298,000	-	-	-	-	Replacement of all (30) cylinders/compressors purchased in 2007; Updated model addresses safety issues that have been identified in the current model, such as failure in high temperature environments; New units would also allow interoperability with surrounding departments who have gone to this updated unit type. Original budget increased by \$23K
	Colorado Ski Museum renovation	500,000	-	-	-	-	-	Town contribution toward expansion and remodel of Colorado Ski Museum (will roll into 2017 during spring supplemental)
	Parking Entry System / Equipment	-	18,000	-	-	-	-	2017: East Betty Ford Way remote access parking equipment for the ADA gate to operate remote
	Radio Equipment replacement	-	-	600,000	-	-	-	Previously \$693K budgeted in 2014 for replacement of approximately 59 radios for PW, PD and Fire. Adjusted to only include radios purchased over 12 years ago (in 2008 the town replaced a number of radios; these will not be replaced until 2018)
	Bus Camera System	54,358	-	-	15,000	15,000	-	Installation of software and cameras in buses; 2019/20 annual capital maintenance of camera replacement, etc.
	Hybrid Bus Battery Replacement	431,772	-	-	-	-	-	Scheduled replacement; Estimated life of 6 years ;
	Replace Buses	3,524,000	-	2,804,400	-	5,790,000	-	2016: 8 buses scheduled for replacement (\$440.5K per bus); 2018: 6 buses scheduled for replacement (\$467.4K per bus) 2020 7 buses for replacement at \$800K each, plus 4 charging stations at \$40K each, and \$30K for additional power chargers. Grant funding is being pursued.
	Bus Wash Equipment	250,000	-	-	-	-	-	Interior equipment needs replacement;
	Buzzard Park Window Replacement	175,000	-	-	-	-	-	Replace windows at town-owned employee housing
	Resort App	65,000	65,000	65,000	65,000	65,000	65,000	Town "Resort App" mobile application annual fee; offset by revenue sharing agreement
	Public Works Shops & Maintenance Buildings	-	150,000	300,000	13,500,000	-	-	2017-2018: Public Works shops heater replacements (\$150K each in 2017 and 2018) ;2018: \$150K Design for PW building remodel 2019: Expansion and remodel based on approved master plan for the Public Works shop complex to accommodate equipment added over the years
	Buffehr Creek Turn Lane	-	-	-	-	1,000,000	-	This is a placeholder to build a turn lane at the Marriot Residences (Roost) intersection; should be done in coordination with hotel construction
	Public Works Equipment Wash Down/WQ Improvements	250,000	-	-	-	-	-	Exterior wash area for large trucks not safe in the winter; request also includes improvement to how the waste water is disposed of
	Total Enhancements	11,044,805	4,139,000	7,035,400	18,745,000	11,470,000	65,000	
	New Assets							

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
CAPITAL PROJECTS FUND								
								Increased cost from prior 5-year plan
								Project timing changed from prior 5-year plan
								Revisions / newly added project
		Ammended						* Placeholder items
		2016	2017	2018	2019	2020	2021	
	Municipal Redevelopment	6,475,770		-	-	-	-	Planning money shifted to 2015/2016; 2016 is a placeholder for a significant remodel should a complete reconstruction not occur. This cost is an estimate only, actual cost will depend on the scope of the project.
	Frontage Road improvements (VRA)	-	-	100,000	3,500,000	-	-	2019 (design in 2018) based on VVMC plans for expansion; Improvements would span from LH Parking structure to Municipal building; funded by VRA (see transfers below). This does not include roundabout for large retaining walls.
	Chamonix Housing Development	1,795,013	-	-	-	-	-	Infrastructure, planning and design for future housing development; housing construction is currently unfunded
	I-70 Underpass (VRA)	3,682,437	3,250,000	-	-	-	-	2015-2017 is the town's portion of this project since we were awarded RAMP funding from CDOT and includes the budget increase approved by both Council and CDOT
	Public Art (VRA)	330,000	-	-	-	-	-	I-70 Underpass art project originally budgeted in 2018
	Lionshead Medians (VRA)	-	-	-	100,000	1,400,000	-	Median construction from LH parking structure to Vail Spa
	East LH Circle pathway to Dobson (VRA)	100,000	-	790,000	-	-	-	Improve connection from the E LionsHead bus stop to Dobson; planning/design in 2016; Project will be delayed until 2017/2018 pending master plan revision
	Dobson Plaza (VRA)	100,000	-	975,000	-	-	-	Redevelop the center plaza of Dobson for better flow of bus traffic, people traffic (concerts); planning/design in originally scheduled in 2016 is delayed until 2017/2018 pending master plan revision
	Buy-down Program(Affordable Housing)	227,094	500,000	500,000	500,000	500,000	500,000	Carry-forward of program funding; 2017 - 2021: Deed Restriction purchase program based on Affordable Housing Strategic Plan- contingent upon council approval of program policies and implementation plan
	Buy-down Program Funded by Pay -in-Lieu	2,816,230	-	-	-	-	-	Carry forward current balance of program funding; Housing funded directly by Pay-in-Lieu fees collected from developers; Request to use toward the deed restriction purchase program pending approval of program policies
	Underground Utility improvements	230,000	-	-	-	-	-	Underground utility improvements for Rockledge Road, \$50K; I-70 Underpass (CDOT \$105 & Holy Cross \$75K)
	Total New Assets:	15,756,544	3,750,000	2,365,000	4,100,000	1,900,000	500,000	
	Total Expenditures	32,430,791	12,148,520	12,558,580	25,948,023	18,878,293	5,048,017	
	Other Financing Sources (Uses)							
	Transfer from Vail Reinvestment Authority	4,327,437	3,585,000	1,915,000	3,650,000	1,450,000	50,000	2016: I-70 Underpass art project originally budgeted in 2018 (\$330K); Crosswalk lighting at W. Lionshead Circle (\$65K); I-70 underpass (\$3.68M), Frontage Rd improvements; East LH and Dobson Plaza improvements (\$200K); annual LH parking structure maintenance (\$50K); 2017: I-70 Underpass, Lionshead parking structure landscape improvements and Vantage Point Walk
	Revenue Over (Under) Expenditures	(15,112,532)	3,700,455	1,895,540	(9,494,935)	(4,436,538)	8,223,310	
	Beginning Fund Balance	31,339,419	16,226,887	19,927,342	21,822,882	12,327,948	7,891,410	
	Ending Fund Balance	16,226,887	19,927,342	21,822,882	12,327,948	7,891,410	16,114,720	

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
REAL ESTATE TRANSFER TAX								
								Increased cost from prior 5-year plan
								Project timing changed from prior 5-year plan
								Revisions / newly added project
		Ammended						* Placeholder items
		2016	2017	2018	2019	2020	2021	
Revenue			-10%	-5%	2%	2%	2%	
	Real Estate Transfer Tax	6,500,000	5,850,000	6,114,000	6,236,000	6,360,000	6,487,000	2017 is a 10% decrease from 2016 budget and a 3.8% decrease from 2015 actuals. 2018 assumes additional sales of Lion units plus 2% on RETT collections pre-Lion
	Golf Course Lease	137,347	140,094	142,896	145,754	148,669	151,642	Annual lease payment from Vail Recreation District 2% annual increase - deposited to "Recreation Enhancement Account" (accompanying expenditure listed below)
	Intergovernmental Revenue	28,500	720,000	20,000	20,000	20,000	20,000	\$20K Lottery fund proceeds; 2017 \$700K CDOT TAP Grant for water quality improvements at East Vail Interchange
	Project Reimbursements	1,153,198	-	-	-	-	-	2016: VVF loan repayment for amphitheater (\$1.122M);
	Donations	6,000	-	-	-	-	-	2016: Sole Power Donations
	Recreation Amenity Fees	10,000	10,000	10,000	10,000	10,000	10,000	
	Earnings on Investments and Other	28,861	33,064	21,972	14,282	20,535	22,066	0.7% rate assumed
	Total Revenue	7,863,906	6,753,158	6,308,867	6,426,036	6,559,203	6,690,708	
Expenditures								
	Maintain Town Assets							
	Annual Park and Landscape Maintenance	1,605,100	1,577,134	1,639,000	1,678,000	1,719,000	1,761,000	Ongoing path, park and open space maintenance, project mgmt.; 2017 added 0.5 FTE for turf & irrigation due to estimated increase in park maintenance for Booth Creek Park and I-70 underpass medians
	Management Fee to General Fund (5%)	325,000	292,500	305,700	311,800	318,000	324,350	5% of RETT Collections - fee remitted to the General Fund for administration
	Tree Maintenance	65,000	65,000	65,000	65,000	65,000	66,300	Regular maintenance for tree health within the town (spraying, removing, new trees); scale spraying on town-owned property at approx. \$120 per tree; Initiating tree-planting program for lost trees; Will use savings in 2016 to fund additional 2017 work
	Forest Health Management	258,738	268,655	274,028	279,509	280,066	285,667	Operating budget for Wildland Fire crew; 2017 increase for replacement of 1 radio (\$4.5K) and new wildland hose (\$4K)
	Intermountain Fuels Reduction	63,700	677,656	-	-	-	-	2016 includes \$63.7K for Phase I of Intermountain Fuels Reduction Project; 2017: \$709K for Phase II as approved by Council
	Street Furniture Replacement	77,033	50,000	25,000	10,000	50,000	51,000	2016 increased for recycling containers; also includes annual replacement or capital repairs, benches and bike racks
	Rec. Path Capital Maint	104,000	109,724	110,986	127,287	113,631	115,017	Capital maintenance of the town's recreation path system
	Park / Playground Capital Maintenance	104,981	83,025	110,826	100,155	99,763	100,401	Annual maintenance items include projects such as playground surface refurbishing, replacing bear-proof trash cans, painting/staining of play structures, picnic shelter additions/repairs, and fence maintenance
	Alpine Garden Support	69,010	69,700	70,397	71,101	71,812	72,530	Annual operating support of the Betty Ford Alpine Gardens; annual increase to follow town's general operating annual increase
	Alpine Garden - Fountains	-	30,000	-	-	-	-	Contribution request for assistance with repairs to water fountains
	Eagle River Watershed Support	68,260	45,450	46,814	48,218	49,664	50,658	Annual support of the Eagle River Watershed Council programs with 1% increase for 2017; 2016 increased due to rollover of unused 2015 funds
	Public Art - Operating	104,132	106,846	108,983	111,163	113,386	115,654	Art in Public Places programming
	Environmental Sustainability	472,500	474,645	434,138	442,821	451,677	460,711	Environmental Sustainability programs ; 2016 includes \$64K for Global Sustainable Destination certification initial year and \$62K in 2017 to complete the process; \$12K for energy management software to track the town's progress toward goals; \$15K Solar feasibility study
	Total Maintenance	3,317,454	3,850,335	3,190,872	3,245,053	3,331,999	3,403,287	
	Enhancement of Town Assets							

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
REAL ESTATE TRANSFER TAX								
							Increased cost from prior 5-year plan	
							Project timing changed from prior 5-year plan	
							Revisions / newly added project	
	Ammended						* Placeholder items	
	2016	2017	2018	2019	2020	2021		
	Gore Valley Trail Realignment	-	-	-	50,000	600,000	-	Gore Valley Trail Realignment at Lionshead gondola
	Gore Valley Trail Reconstruction Conoco to Donovan	-	-	400,000	-	-	-	Gore Valley Trail Reconstruction between Conoco and Donovan Pavilion
	Glen Lyon Rec. Path Reconstruction	-	150,000	-	-	-	-	Reconstruction of Glen Lyon Rec Path to be completed with the construction of the I-70 underpass
	North Recreation Path- Sun Vail to Pedestrian Bridge	-	-	125,000	-	-	-	North Recreation Bike Path reconstruction on North Frontage road between Sun Vail and the pedestrian Bridge
	Chalet Road Sport Courts	1,047,630	-	-	-	-	-	Construction of Sport Courts on Chalet Road
	Soft Surface Trails	-	100,000	100,000	-	-	-	Trail enhancements
	Ford Park Landscape Enhancement	200,000	-	-	-	-	-	Ford Park landscaping improvements (in current areas - no net increase to size)
	Wildland Fire Shelter	-	-	-	17,500			To purchase a wildland shelter safety device
	Donovan Park Improvements	375,661	-	-	-	-	-	2016 safety improvements to playground / park (10-11 years old); includes new picnic shelter
	Library Recreation Path Reconstruction	10,000	-	-	-	-	-	Reconstruction of the recreation path from the Vail Library to Lionshead, including 12 ft. wide concrete trail, repairs to eroded culverts at Middle Creek and stream bank erosion repair (50 ft. section);
	Streambank/tract mitigation	780,561	400,000	400,000	400,000	400,000	-	Based on Eagle River Water District study results; Includes estimates for stream bank repairs (from water to bank) and riparian repairs (from bank to land area and revegetation); Project will span several years as part of "Restore the Gore"
	Water Quality / Storm Water	1,000,000	500,000	1,000,000	1,000,000	1,000,000	1,000,000	Storm water and water quality projects as part of "Restore the Gore"; \$51.5K in 2017 is for signage, marketing ect.
	Dowd Junction repairs and improvements	397,457	-	800,000	-	-	-	Re-stabilization of Dowd Junction path; Repairs to culverts, drainage, and preventative improvements; project in cooperation with Eagle River Watershed Council (ERWSC)
	East Vail Water Quality TAPS	125,000	1,160,000	-	-	-	-	East Vail Water Quality Improvements; CDOT TAP grant funding of \$700K in 2017
	East Vail Interchange Improvements	125,000	1,039,764	-	-	-	-	Landscaping design and construction of the interchange: \$1,164,764;
	Permanent Skate Park	294,664	-	-	-	-	-	2016 to complete construction for permanent skate park in LH parking structure
	Park Safety Improvements	-	-	-	-	-	150,000	Placeholder for general park safety improvements based on inspection report
	Stephens Park Safety Improvements	-	-	225,000	-	-	-	Access improvements to include extended sidewalk, new stairs and other site improvements; playground was built in 1990's
	Buffehr Creek Park Safety Improvements	-	-	-	-	210,000	-	Replacement 14-yr old "catalog" playground equipment with custom build in 2019; \$60K to add a picnic shelter; previously budgeted in 2017
	Ellefson Park Safety Improvements	-	-	-	150,000	-	-	Replacement 13-yr old "catalog" playground equipment with custom build in 2018
	Bighorn Park Improvements	-	100,000	-	-	-	-	Park improvements and upgrades including shelter upgrade, ADA access, drainage improvements, playground mtc, new stairs added to west end, irrigation improvements, and planting around pond
	Ford Park Portal Improvements	510,000	-	-	-	-	-	TOV portion of improvements to six portals into Ford Park; Matching contribution from Vail Valley Foundation
	Ford Park Playground/Lower Bench Improvements	-	300,000	700,000	250,000	-	-	2017: Schoolhouse garden (\$150K), shelter at the sports fields (\$150K); 2018:Ford Park pavers at Betty Ford Way (\$700K) 2019: Tennis Courts and path to East Betty Ford Way
	Vail Trail	224,452	-	-	-	-	-	Vail Trail from Golden Peak to East Vail dependent on Open Lands Plan
	Gore Valley Trail Bridge Replacement	-	-	-	-	300,000	-	Reconstruction of south bridge abutment due to significant scour
	Library Reading Area	-	-	-	100,000	-	-	Exterior landscaping and site work enhancements for an outdoor reading area

TOWN OF VAIL 2017 PROPOSED BUDGET								
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE								
REAL ESTATE TRANSFER TAX								
								Increased cost from prior 5-year plan
								Project timing changed from prior 5-year plan
								Revisions / newly added project
		Ammended						* Placeholder items
		2016	2017	2018	2019	2020	2021	
	Booth Creek Park	2,422,200	-	-	-	-	-	Redevelopment of entire park including tennis courts, covered areas and playground structures; Tennis court (\$262K) and playground (\$385K) originally budgeted in 2014 will occur when overall park is reconstructed.
	Public Art - General program / art	511,229	85,000	85,000	85,000	85,000	85,000	To purchase sculptures, artwork, art programs and events; remainder is re-appropriated each year to accumulate enough funds
	Public Art - Winterfest	42,837	-	-	-	-	-	Annual Winterfest event; approximate cost of \$25K per year; rely on donations; carryover balance each year to recognize donations.
	Total Enhancements	8,216,691	3,834,764	3,835,000	2,052,500	2,595,000	1,235,000	
	VRD-Managed Facility Projects							
	Recreation Enhancement Account	-	140,094	142,896	145,754	148,669	151,642	Annual rent paid by Vail Recreation District; to be re-invested in asset maintenance;
	Golf Course - Other	551,822	12,000	31,506	28,828	219,568	25,319	2016 new item at \$400K for storage building; asphalt driving and parking area; 2017 gas-fired heater & wood trim/soffits; 2018 boiler; 2019 stucco for mtc building
	Dobson Ice Arena	54,089	447,025	183,685	49,385	27,225	-	2016 pavers and concrete slab replacement; 2017 low slope roof, electrical switch gears; 2018 town portion of interior lighting; 2019 exterior caulking and replacement of windows and doors. Overall cost increases, with some due to timing changes totals \$76,428
	Ford Park / Tennis Center Improvements	58,245	53,585	6,000	11,280	7,208	13,854	2016 clubhouse locker rooms; 2017 mechanical systems & metal railings; 2018 wood siding/trim; 2019 brick pavers, grading & drainage. Overall increase to the 5-year cost estimates / timing is \$62,862
	Athletic Fields	21,250	-	17,424	-	10,746	-	2016: rooftop replacement for restrooms and athletic field
	Gymnastics Center	40,800	-	-	-	-	-	2016: cooling system
	Nature Center	69,754	-	-	-	-	-	2016 Exterior windows, doors, wood siding and slope roof
	Total VRD-Managed Facility Projects	795,960	652,704	381,511	235,247	413,416	190,815	
	New Assets							
	Golf Clubhouse & Nordic Center	8,510,363	-	-	-	-	-	Total includes \$1.165M reimbursement from VRD, allocation of Recreation Enhancement Funds \$765,440, Conference Center funds of \$3.8M, current RETT funds of \$538,189 (Total project cost estimated at \$13.8M, which includes previously spent RETT funds of \$705,571 from 2012 & 2013)
	Ford Park Improvements & Fields	392,190	-	-	-	-	-	2016: Lighting control system(97K), transformer enclosure replacement(35K), a manual traffic gate(48K), and 100K contingency; Continuation of 2015 Ford Park projects in 2016 (\$112K)
	Total New Assets:	8,902,553	-	-	-	-	-	
	Total Expenditures	21,232,658	8,337,803	7,407,382	5,532,800	6,340,415	4,829,102	
	Other Financing Sources (Uses)							
	Transfer from Vail Reinvestment Authority	294,664	-	-	-	-	-	2016 Completion of Lionshead Skate park
	Revenue Over (Under) Expenditures	(13,074,088)	(1,584,645)	(1,098,515)	893,236	218,788	1,861,606	
	Beginning Fund Balance	17,797,519	4,723,431	3,138,786	2,040,271	2,933,507	3,152,295	
	Ending Fund Balance	\$ 4,723,431	\$ 3,138,786	\$ 2,040,271	\$ 2,933,507	\$ 3,152,295	\$ 5,013,901	

Revised post-Budget Preview meeting on 09/26/16

****Costs are estimates****

Costs are estimates	Eligible for funding from			Description	Status
	VRA	RETT	Capital Projects Fund		
Priority I					
Parking Expansion - LionsHead	\$18.1M - \$36.2M			Cost range due to one or two levels (400 spcs with 2 levels; 200 spaces with one)	
Chamonix Housing development				Infrastructure completed and design included in budget; Council will review more detailed plans at upcoming meeting; future decision project financing	In progress
Priority II					
LionsHead Parking Structure Enhancements	3,500,000			Does not add spaces, but brings remainder of structure up to standards of new transit center and current codes; enhances guest experience; includes heated stairways on east side- will not be funded until the Vail Master Plan is complete	
Priority III					
Main Vail Round-about Major Reconstruction			3,600,000	Recent paving and I-70 Underpass project will extend the life of current roundabouts	Tier III due to I-70 Underpass; may re-evaluate need once underpass completed
West Vail Round-about Major Reconstruction			1,000,000	Recent paving and I-70 Underpass project will extend the life of current roundabouts	Tier III due to I-70 Underpass; may re-evaluate need once underpass completed
TOV share of Evergreen/VVMC roundabout				Staff estimates that this project may be 10 years out (from 2015); Per Council 7/7/15 leave on the list as Priority III for now	
Newly-identified projects:					
Purchase of forest service land				Study being done to determine the feasibility of the purchase of town adjacent forest service land	
New biking & hiking trails (Vail Trail/Open Lands Plan)				On hold until Open Lands plan is completed	
Phase II of Timber Ridge redevelopment				Per TROC board, not within 5-year plan; Per Council 7/7/15, recent capital improvements have extended life for 7 years	
Bus Stops/Shelters			1,750,850	New bus stops at Transit Center, West Vail, Vail Village, Timber Ridge, and Muni Building for potential Line Haul bus service	
Community Ice Skating				Outdoor community ice at some of Vail parks such as Donovan	
Renovation of Town Mgr. residence					
Public Works Asset Management system		150,000		Cost Accounting/Asset mgmt software- Not included in \$150K is an ongoing operating cost of \$52K per year.	
Funding Resource Options:					
Projected Fund Balance by end of 2021:	7,241,312	3,814,175	20,440,002		

**TOWN OF VAIL 2017 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
VAIL MARKETING FUND**

	2015 Actual	2016 Budget	2016 Amended	2017 Proposed
Revenue				
Business Licenses	\$ 320,899	\$ 332,000	\$ 378,000	\$ 380,000
Earnings on Investments	1,652	1,500	1,500	1,500
Total Revenue	322,551	333,500	379,500	381,500
Expenditures				
Commission on Special Events	300,000	309,000	309,000	312,000
Collection Fee - General Fund	16,045	17,687	19,987	19,000
Total Expenditures	316,045	326,687	328,987	331,000
Revenue Over (Under) Expenditures	6,506	6,813	50,513	50,500
Beginning Fund Balance	196,757	213,157	203,263	253,776
Ending Fund Balance	<u>\$ 203,263</u>	<u>\$ 219,970</u>	<u>\$ 253,776</u>	<u>\$ 304,276</u>

TOWN OF VAIL 2017 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
HEAVY EQUIPMENT FUND

	2015 Actual	2016 Original	2016 Amended	2017 Proposed
Revenue				
Town of Vail Interagency Charge	\$ 3,009,550	\$ 2,931,767	\$ 2,931,767	\$ 3,068,794
Insurance Reimbursements & Other	26,698	-	-	10,000
Earnings on Investments	9,368	14,650	14,650	14,209
Equipment Sales and Trade-ins	160,306	104,910	104,910	152,730
Total Revenue	3,205,922	3,051,327	3,051,327	3,245,733
Expenditures				
Salaries & Benefits	976,173	1,027,669	1,027,669	1,140,936
Operating, Maintenance & Contracts	1,224,250	1,274,331	1,274,331	1,322,013
Capital Outlay	1,066,709	821,400	852,900	1,155,200
Transfer to Capital Projects Fund				
Total Expenditures	3,267,132	3,123,400	3,154,900	3,618,149
Revenue Over (Under) Expenditures	(61,210)	(72,073)	(103,573)	(372,416)
Beginning Fund Balance	2194674	1,651,346	2,133,464	2,029,891
	-			
Ending Fund Balance	\$ 2,133,464	\$ 1,579,273	\$ 2,029,891	\$ 1,657,475

HEALTH INSURANCE FUND

	2015 Actual	2016 Original	2017 Proposed
Revenue			
Town of Vail Interagency Charge - Premium	\$ 3,100,000	\$ 3,850,000	\$ 3,500,000
Employee Contributions	675,505	695,000	650,000
Insurer Proceeds	4,449	-	-
Earnings on Investments	15,201	10,000	12,000
Total Revenue	3,795,155	4,555,000	4,162,000
Expenditures			
Health Insurance Premiums	617,693	756,170	735,716
HC Reform Fee	18,320	35,000	26,010
Claims Paid	2,208,954	3,743,830	3,340,908
Professional Fees	20,000	20,000	20,000
Total Expenditures	2,864,967	4,555,000	4,122,634
Revenue Over (Under) Expenditures	930,188	-	39,366
Beginning Fund Balance	2,335,770	3,265,958	3,265,958
Ending Fund Balance	\$ 3,265,958	\$ 3,265,958	\$ 3,305,324

TOWN OF VAIL 2017 BUDGET
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE
DISPATCH SERVICES FUND

	2015 Actual	2016 Original Budget	2016 Amended Budget	2017 Proposed Budget
Revenue				
E911 Board Revenue	797,382	742,627	742,627	766,809
Interagency Charges	1,098,628	1,175,653	1,184,738	1,245,407
Town of Vail Interagency Charge	630,588	663,214	663,214	663,307
Earnings on Investments	2,500	6,275	6,275	6,594
Other	393	-	-	-
Total Revenue	2,529,491	2,587,769	2,596,854	2,682,117
Expenditures				
Salaries & Benefits	2,013,937	2,081,259	2,088,925	2,076,804
Operating, Maintenance & Contracts	461,165	513,358	515,777	505,269
Capital Outlay	-	-	-	390,641
Total Expenditures	2,475,102	2,594,617	2,604,702	2,972,714
Revenue Over (Under) Expenditures	54,389	(6,848)	(7,848)	(290,597)
Other Financing Sources (Uses)				
Transfer from General Fund	22,338	-	-	-
Total Financing Sources (Uses)	22,338	-	-	-
Surplus Net of Transfers & New Programs	76,727	(6,848)	(7,848)	(290,597)
Beginning Fund Balance	873,083	895,969	949,810	941,962

TOWN OF VAIL 2017 BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
TIMBER RIDGE FUND

	2015 Actual	2016 Original	2016 Amended	2017 Proposed
Revenue				
Rental Income	1,243,719	1,304,531	1,304,531	1,402,441
Other Income	12,631	17,650	17,650	20,040
Total Revenue	1,256,350	1,322,181	1,322,181	1,422,481
Expenditures				
Operating, Maintenance & Contracts	588,145	510,588	510,588	529,026
Capital Outlay	172,697	236,000	285,000	281,273
Total Expenditures	760,842	746,588	795,588	810,299
Operating Income	495,508	575,593	526,593	612,182
Non-operating Revenues (Expenses)				
Interest on Investments	887	600	600	1,866
Loan Principal Repayment to Capital Projects Fun	(351,155)	(356,423)	(356,423)	(361,769)
Interest Payment to Capital Projects Fund	(138,484)	(133,142)	(133,142)	(129,983)
Revenue Over (Under) Expenditures	6,756	86,628	37,628	122,296
Beginning Fund Balance	819,563	716,625	826,319	716,625
Ending Fund Balance	<u>\$ 826,319</u>	<u>\$ 803,253</u>	<u>\$ 863,947</u>	<u>\$ 838,921</u>

**ORDINANCE NO. 28
SERIES OF 2016**

**ANNUAL APPROPRIATION ORDINANCE: ADOPTING A BUDGET AND FINANCIAL
PLAN AND MAKING APPROPRIATIONS TO PAY THE COSTS, EXPENSES, AND
LIABILITIES OF THE TOWN OF VAIL, COLORADO, FOR ITS FISCAL YEAR
JANUARY 1, 2017 THROUGH DECEMBER 31, 2017**

WHEREAS, in accordance with Article IX of the Charter of the Town of Vail, Colorado, the Town Manager prepared and submitted to the Town Council a proposed long-range capital program for the Town and a proposed budget and financial plan for all Town funds and activities for the fiscal year; and

WHEREAS, it is necessary for the Town Council to adopt a budget and financial plan for the 2017 fiscal year, to make appropriations for the amounts specified in the budget; and

NOW, THEREFORE, be it ordained by the Town Council of the Town of Vail, Colorado, that:

1. The procedures prescribed in Article IX of the Charter of the Town of Vail, Colorado, for the enactment hereof, have been fulfilled.
2. Pursuant to Article IX of the Charter, the Town Council hereby makes the following annual appropriations for the Town of Vail, Colorado, for its fiscal year beginning on the first day of January, 2017, and ending on the 31st day of December, 2017:

FUND	AMOUNT
General Fund	\$37,302,303
Capital Projects Fund	12,148,520
Real Estate Transfer Tax Fund	8,337,803
Vail Marketing Fund	331,000
Heavy Equipment Fund	3,618,149
Dispatch Services Fund	2,972,714
Health Insurance Fund	4,122,634
Timber Ridge Enterprise Fund	1,302,051
Total	70,135,174
Less Interfund Transfers	(8,130,025)
Net Expenditure Budget	62,005,149

3. The Town Council hereby adopts the full and complete Budget and Financial Plan for the 2017 fiscal year for the Town of Vail, Colorado, which are incorporated by reference herein and made part hereof, and copies of said public records shall be made available to the public in the Municipal Building of the Town. This Ordinance shall take effect five (5) days after publication following the final passage hereof.

4. If any part, section, subsection, sentence, clause or phrase of this ordinance is for any reason held to be invalid, such decision shall not affect the validity of the remaining portions of this ordinance; and the Town Council hereby declares it would have passed this ordinance, and each part, section, subsection, sentence, clause or phrase thereof, regardless of the fact that any one or more parts, sections, subsections, sentences, clauses or phrases be declared invalid.

5. The Town Council hereby finds, determines, and declares that this ordinance is necessary and proper for the health, safety, and welfare of the Town of Vail and the inhabitants thereof.

6. The repeal or the repeal and reenactment of any provision of the Municipal Code of the Town of Vail as provided in this ordinance shall not affect any right which has accrued, any duty imposed, any violation that occurred prior to the effective date hereof, any prosecution commenced, nor any other action or proceedings as commenced under or by virtue of the provision repealed or repealed and reenacted. The repeal of any provision hereby shall not revive any provision or any ordinance previously repealed or superseded unless expressly stated herein.

7. All bylaws, orders, resolutions, and ordinances, or parts thereof, inconsistent herewith are repealed to the extent only of such inconsistency. This repealer shall not be construed to revise any bylaw, order, resolution, or ordinance, or part thereof, theretofore repealed.

INTRODUCED, READ ON FIRST READING, APPROVED AND ORDERED PUBLISHED ONCE IN FULL, this 18th day of October, 2016. A public hearing shall be held hereon on the 1st day of November, 2016, at 6:00 pm at the regular meeting of the Town Council of the Town of Vail, Colorado, in the Municipal Building of the Town.

Dave Chapin, Mayor

ATTEST:

Patty McKenny, Town Clerk

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. **Name of organization:** Bravo! Vail
2. **Contact person:** Beth Pantzer
3. **Mailing address:** 2271 N Frontage Rd W Ste C
Vail, CO 81657
4. **Telephone:** 970-827-4307
5. **E-mail address:** bpantzer@bravovail.org
6. **Members and Titles of your governing board:**

Board of Trustees Officers

Godec, Dan, Chair	President, GreenStar Financial Services
Walton, Greg, Vice Chair	Retired as Founder & CEO, Walton Construction Company, LLC
Burns, Bill, Treasurer	Regional President, US Bank
Suggs, Susan, Secretary	Philanthropist

Board of Trustees

Baker, Ronnie	Special Assistant to the President, ISS Facility Services
Becker, Paul	Retired Investment Specialist
Benjes, Sarah	Associate, Faegre Baker Daniels
Beracha, Barry	Retired as Executive VP & CEO of Sara Lee Bakery
Browning, Doe	Philanthropist
Bruno, Jenn	Owner: Luca Bruno Inc.
Davis, Glenn	Regional President, Alpine Bank
Dayton, John	Philanthropist
de Vink, Marijke	Philanthropist
Edwards, Gary	Presiding Independent Director, Entenrgy Corporation
Flaum, Cookie	Philanthropist
Galvin, John	Philanthropist
Gutman, Harry	Director KPMG Tax Governance Institute
Hart, Linda	Vice Chairman, president and CEO of Hart Group, Inc
Kosloff, Alan	Chairman, Kosloff & Partners, LC
LeVine, Robert	General Manager: Antlers at Vail
Mullen, Laurie	Owner, West Vail Liquor Mart
Peterson, Gary	Vice President of Strategic Initiatives, Steadman Research Institute
Pope, Steve	10/13 Communications General Manager of Arizona Local Media

Quayle, Brad	Entrepreneur
Resnick, Michele	Physical Therapist
Rippeto, Vicki	Retired as VP The Compass Group, Inc.
Rose, Byron	Retired, Managing Director Morgan Stanley & Co
Schanzer, Lisa	Philanthropist
Segal, Carole	Philanthropist
Smiley, Rachel	Owner, Alpine Party Rentals
Stone, Cathy	Philanthropist
Strauss, Frank	Philanthropist
Tansill, Doug	Private Investor and Financial Consultant, Cover Harbor Partners, LLC

7. Amount of contribution requested per year:

Academy of St Martin in the Fields	\$84,600
Dallas Symphony Orchestra	\$50,000
The Philadelphia Orchestra	\$97,300
New York Philharmonic	\$97,300
Education and Community Engagement Programs	\$7,500
Donovan Chamber and Classically Uncorked Series	\$10,000
Commissioning Project	\$10,000
	\$356,700

Amount of in-kind services requested per year:

1. Parking: Waive of \$5,000 fee for the Upper Bench Lot (aka Donor Nest) used for donor valet parking at Bravo! Vail GRFA concerts
2. Donovan Pavilion – Chamber and Classically Uncorked Series: For the Chamber Series, up to six (6) nights at a reduced fee of \$250 per day for cleaning, with access from 8am. In 2017, dates are tentatively scheduled for June 27, July 11 and 25 and August 1; in 2018 tentative dates are July 10, 17, 25 and 31. For the Classically Uncorked Series, three days and nights from 8am on day one for a 24-hour basis until 10am three (3) days later at a reduced fee of \$250 per day for cleaning, with access from 8am daily. In 2017, this period of time is tentatively scheduled for August 8 to 10 and in 2018, tentatively August 7 to 9.

8. Organization fiscal year-end: September 30

9. Are your books audited?

A full audit is conducted at the end of each fiscal year (September 30) by McMahan and Associates. An Independent Audit Committee established by the Board of Trustees oversees annual budgets and income and expense statements and meets independent of management with auditor.

10. What category of funding is your organization applying for? (see definitions on page 1): Signature Events

11. How will the contribution be used?

Entering its 30th Season in 2017, Bravo! Vail seeks funding from the Town of Vail to ensure the continued vitality of the Festival and to guarantee repertoire, resident orchestras, soloists and educational programs of the highest international artistic level and exceptional quality are offered to residents and visitors alike. The funding provided by the Town of Vail is vital to Bravo! Vail's ability to serve the community.

Orchestral Underwriting

Bravo! Vail's six-week summer festival features 21 orchestral concerts at the Gerald R. Ford Amphitheater. Six concerts are performed by each of three world-class resident orchestras Vail audiences have come to adore: the Dallas Symphony Orchestra, The Philadelphia Orchestra, and the New York Philharmonic. In addition, Bravo! Vail introduced a fourth orchestra in 2016 for a three-concert residency, London's Academy of St Martin in the Fields, marking the arrival of the Festival's first international orchestra. This four orchestra format will continue in 2017 and 2018, with the recent announcement of a contract extension with the Academy. The three 2016 Academy of St Martin concerts were wildly popular, with sold-out audiences, full capacity lawn ticket sales and extensive press coverage. These performances continued to raise Bravo! Vail's status as a Festival of the highest artistic quality and unparalleled programming.

In 2017, the Academy of St Martin in the Fields is scheduled for three (3) performances between June 22 and June 25; the Dallas Symphony Orchestra for six (6) performances between June 28 and July 5; The Philadelphia Orchestra for six (6) performances between July 7 and July 15; and the New York Philharmonic for six (6) performances between July 21 and July 28. In 2018, the Academy of St Martin in the Fields is preliminarily scheduled for three (3) performances between June 21 and June 24; the Dallas Symphony Orchestra for six (6) performances between June 27 and July 4; The Philadelphia Orchestra for six (6) performances between July 6 and July 14; and the New York Philharmonic for six (6) performances between July 20 and July 27.

Each orchestra's concerts are performed at the Gerald R. Ford Amphitheater in Vail and feature works that are unique to the specific orchestra's style, sound and history and balance a variety of repertoire between genres and eras. Performing alongside these orchestras is an array of acclaimed soloists and guest conductors, many of whom are considered the very best in the world.

Soloists and repertoire under consideration for 2017 and 2018 include:

- Vail debuts of Mahler Symphony No. 3, Rachmaninoff Piano Concerto No. 4, Mason Bates Alternative Energy, Liszt Prometheus
- Popular favorites: Beethoven Symphony No. 9, Berlioz Symphonie Fantastique, Prokofiev Piano Concerto No. 2, Tchaikovsky Piano Concert No. 1, Bruckner Symphony No. 4, Sibelius Symphony No. 2
- Family-orientated programming such as classic Bugs Bunny cartoons set to orchestra with the New York Philharmonic
- Return of violinist Midori who made her Vail debut to a sold-out audience in 2015 (<http://www.gotomidori.com/>)
- Soloists including pianist Stephen Hough (<http://www.stephenhough.com/>), violinist Leonidas Kavakos (<http://leonidaskavakos.com/>), pianist Yuja Wang (<http://yujawang.com/>)
- Ensembles including Roomful of Teeth (<http://www.roomfulofteeth.org/>), Dover String Quartet (<http://www.doverquartet.com/>), Calidore String Quartet (<http://calidorestringquartet.com/>)

Both Bravo's orchestral residences and chamber programming are the fundamental core of the Festival and draw year-round residents, second-home owners and tourists to Vail. According to an independent, third-party survey conducted at Bravo! Vail concerts during the 2015 Season, Colorado residents represented 52% of concert attendees while Texas and Florida residents represented a combined 18% of attendees. Furthermore, and most importantly, 66% of out-of-state visitors listed Bravo! Vail as their primary reason for their visit to Vail.

In order to continue to fulfill its mission of enriching people's lives through the power of music, Bravo! Vail requests support from the Town of Vail for each of its resident orchestras. The Festival requests \$84,600 per year to support the return of Academy of St Martin in the Fields in both 2017 and 2018. The 2016 residency of the Academy of St Martin in the Fields was an incredible success. Pavilion seats were sold out for each of the concerts and the lawn was

completely sold out one night and near capacity the other two. The energy of the audiences was high and the announcement of the contract extension was greeted by boisterous cheers and standing ovations from both the orchestra and audience alike. Early data suggests that approximately 31% of attendees to the Academy concerts were new to Bravo! Vail, which provides exciting opportunities for growth for both the Festival and the Town of Vail. Bravo! Vail and the Academy has now agreed to a contract extension for both 2017 and 2018, with Music Director Joshua Bell performing at all concerts.

Bravo! Vail requests \$50,000 per year to support the Dallas Symphony Orchestra's residency. While the Town of Vail has not opted to fund the Dallas Symphony Orchestra in the past, Bravo! Vail seeks the Town's support due to the growing popularity of the orchestra and the large population of Texas residents that make up the Vail community and have a vested interest in the Orchestra's residency in Vail. In recent years, under the direction of Maestro Jaap van Zweden, the Dallas Symphony Orchestra has established itself as one of the premiere American orchestras. At the highest point of his career to date, van Zweden has been appointed the next music director of the New York Philharmonic and will continue his career with the Dallas Symphony Orchestra through 2020-21. In 2015, Bravo! Vail saw an approximately 15.5% increase in attendance for the Dallas Symphony Orchestra's residency and one sold out concert.

Bravo! Vail also requests support in the amount of \$97,300 per year per orchestra for both of The Philadelphia Orchestra and the New York Philharmonic residences. The Philadelphia Orchestra's Music Director, Yannick Nézet-Séguin, recently extended his contract to 2025-26 and additionally has been named the next music director of the Metropolitan Opera starting for the 2020-21 season. Nézet-Séguin has become one of the preeminent conductor's in the world and in 2015 was named Musical America's Artist of Year. Popular support for the orchestra has grown significantly over the past few years, with its ticket sales rivaling those of the New York Philharmonic. Bravo! Vail's orchestral season concludes each year with the New York Philharmonic's residency, which truly provides the cornerstone of the Festival. These six performances see sell-out crowds, and ticket-buyers travel to Vail, brave inclement weather, and soak in every note played by America's oldest and most storied orchestra.

Bravo! Vail recognizes that these requests represent an increase of past funding by the Town of Vail. The contracts for each of the Dallas Symphony Orchestra, The Philadelphia Orchestra and the New York Philharmonic require the Festival to commit to an increased payment to each orchestra of 2-3% each year of the multi-year agreements. Bravo! Vail's request to the Town of Vail represents 8.5% of the estimated total expenses for the Academy of St Martin in the Fields, less than 10% for Dallas Symphony Orchestra's and between 10-12% for The Philadelphia Orchestra and the New York Philharmonic. Bravo! Vail is incredibly grateful to the Town of Vail for its continued support and makes these increased requests in funding to keep up with the stated rising costs of providing exceptional services and world-class music.

Education and Community Engagement

Bravo! Vail strives to ensure its programs are accessible to everyone, remain affordable and foster music education throughout the community. The Festival therefore offers a wide range of opportunities for people to participate in high-quality and interactive free or low-cost programs. Bravo! Vail requests \$7,500 to support the implementation, expansion and continued improvement of these programs offered in the Town of Vail.

Bravo! Vail reaches approximately 4,000 adults and youth through its Education and Community Engagement programming in the Town of Vail alone and more than 9,000 county-wide. More than 48% of the Festival's 2016 summer schedule is free to the public, with 19 free events in Vail, and a similar balance of free versus paid events will again be offered in 2017 and 2018. Programs presented in the Town of Vail include:

- **Pre-Concert Talks** – Guest lecturers provide in-depth perspective on the evening's composers and repertoire at the Gerald R. Ford Amphitheater's lobby area.
- **Instrument Petting Zoo** – A hands-on introduction to music that allows children to explore orchestral instruments.
- **Bravo! Vail After Dark** – Geared toward attracting new audiences, After Dark blends the new with the traditional to present classical music in unexpected venues such as the Vail Ale House.
- **Piano Fellows** – Professional development program for pianists which aims to nurture young pianists at the beginning stages of careers as soloists and chamber musicians. These Fellows will perform at venues throughout Vail, including Vail Chapel and Donovan Pavilion.
- **After-School Piano Program** – Small group piano lessons for students in grades 1 through 8 during the academic year. Lessons take place in Red Sandstone Elementary and are available to any interested student.
- **Vail Valley Medical Center Partnership** – A new partnership in 2016 with the medical center that will bring orchestra members to VVMC to perform for patients and their families.
- **Little Listeners @ the Library** – Engaging performances at the Vail Public Library by renowned musicians geared toward children ages 3 through 7.
- **Free Concert Series** – Bravo! Vail presents eight (8) free concerts at the Vail Interfaith Chapel featuring remarkable soloists and musicians.
- **Free Family Concert** – An exciting and informal introduction to symphonic music for even the youngest member of the family.

Bravo! Vail is dedicated to providing programs for the entire community with an added focus on reaching underserved populations and the youth. As music education in schools continues to face funding challenges, Bravo! Vail works to supplement these programs with engaging and high-quality offerings. According to a Penn State study, music education programs create a positive peer-to-peer environment which has been shown to decrease behavior problems (i.e. drinking alcohol, smoking cigarettes, shoplifting and damaging property) amongst children. In addition, in a 2012 National Endowment for the Arts study, researchers found “students who have arts-rich experiences do better across-the-board academically, and they also become more active and engaged citizens, voting, volunteering, and generally participating at higher rates than their peers.”

As recently as 2014, the Town of Vail has supported Bravo! Vail's Education and Community Engagement Programs. With this request representing just 3% of Bravo! Vail's Education Program budget, the Festival would be grateful to the Town of Vail for a renewal of this support.

Donovan Chamber and Classically Uncorked Series

Bravo! Vail requests \$10,000 to support its two concert series hosted at Donovan Pavilion – the long-running Chamber Music Series, offered exclusively on Tuesday nights, and the popular and innovative Classically Uncorked Series, held for three nights each August. Donovan Pavilion was selected as the host venue of both concert series for its beautiful, intimate setting and central location. The Chamber Music Series offers something for every music taste and features seating in close proximity to the musicians and highlights amazing world class artists and may include musicians from the orchestras, various Quartets and more. In both 2017 and 2018, a minimum of four concerts will be presented. The chamber music series annually draws approximately 250 per performance and in 2015, three of the four concerts were sold out.

Bravo! Vail's Classically Uncorked series, also held at the Donovan Pavilion, features three evenings of exceptional music, candle lit atmosphere, sipping fine wines, and sampling some of the area's best food. With cabaret-style seating, audience members are brought in close proximity with the musicians and are encouraged to immerse themselves in the sense of openness, receptivity, and good spirit. Classically Uncorked explores the similarities between contemporary classical music and the classical music canon. Classically Uncorked annually draws approximately 175 guests per performance.

Bravo! Vail seeks the Town's support of these series due to the ever growing demand and the introduction of newer and innovative music to a wide-range of audience members. Bravo! Vail's request represents approximately 5% of the budget for these series.

Commissioning Project

For Bravo! Vail's 30th Season in 2017, the Festival is commissioning five different works, one for each of its four resident orchestras (approximately 8 to 10 minutes in length) and one chamber piece. Each work will be a world premiere and an international roster of some of the world's greatest composers is being assembled.

Bravo! Vail intends to continue this program beyond 2017, with new music commissioned every year. The Festival believes it is the responsibility of arts organizations to contribute to the creation of new art and music, and moving forward will support an annual commissioning project to fulfill that need. The commissioning of new works by high profile international composers each year provides a major marketing opportunity for Bravo! Vail and by extension the Town of Vail. Bravo! Vail requests \$10,000 per year in support of this project, representing 10% of the estimated project budget.

12. How does your request support item 1C of the contribution policy?

Bravo! Vail has been a staple of the Vail community for 29 years, annually building upon and enhancing the social, financial, and cultural benefits it provides. Bravo! Vail's request for Town of Vail funding aligns perfectly with the Town's mission to maintain its status as a premiere international mountain resort community.

First, the Festival is a major contributor to a vibrant and diverse local economy. The Festival's direct economic impact on the Town of Vail is significant and continues to grow year over year. In 2015, the Festival had a total direct impact of more than \$9.5 million, an approximate 17.7% increase over 2014, with more than \$363,000 in generated tax revenue. The industries most greatly impacted were Lodging and Hotel Expenses at \$3.4 million and Food and Beverage at \$3.2 million.

Secondly, Bravo! Vail strives to provide the most exceptional services to its guests at all times. Bravo! Vail hosts its concerts in the Vail's finest venues, is focused on producing offerings of only the highest artistic quality, and annually looks at implementing recommendations made through surveys to ensure the community is being served to the best of the Festival's ability. According to the Festival's 2015 survey, 93% of attendees are highly satisfied with the quality of Bravo! Vail events.

The Festival further aligns with the Town of Vail's mission of providing cultural and educational opportunities to residents and visitors alike by offering 21 orchestral concerts and more than 15 free educational events throughout the season in the Town of Vail alone. Bravo! Vail benefits the entire community by providing unique programs which no other organization offers, filling the summer season with world-class orchestras, chamber ensembles and soloists in a resort area known primarily for its winter activities. Not only is Bravo! Vail unique in the local community, but also throughout the country as the only festival in North America to host four of the finest orchestras in the world: Academy of St Martin in the Fields, the Dallas Symphony Orchestra, The Philadelphia Orchestra and the New York Philharmonic.

Bravo! Vail continues to build on its history of excellence and garnering international recognition with this lineup of world class orchestras. Stages across Vail have been graced by musicians and conductors of the highest artistic quality and international status including Joshua Bell, Yo Yo Ma, Midori, Jaap Van Zweden, Yannick Nezet-Seguin, Bramwell Tovey, and Yefim Bronfman. Bravo! Vail provides a cultural element during the summer season, increasing Vail's prominence as a summer destination and establishing the town as a year-round destination. With 47% of audience

members representing attendees from outside Colorado and 1% representing the international community, the opportunity to cultivate these visitors into annual visitors (both during the summer and winter months), second-home owners, or year-round residents is ample.

Additionally, Bravo! Vail has significant impact on ensuring the future economic health of the Vail community. According to Bravo! Vail's 2015 survey, 92% of audience members stated that they are likely to return to the Festival and 31% of ticket buyers for Academy of St Martin in the Fields are new audiences to the Festival. In addition, 94% said they are likely to recommend Bravo! Vail to a friend, setting the stage for future tourism. Bravo! Vail's Education and Community Engagement Programs also have a profound impact, reaching thousands of children and adults who might not otherwise have access to such programs. By offering easily accessible and low-cost or free events, the Festival helps to build a healthy and well-balanced community.

Finally, Bravo! Vail is committed to sustainable efforts to ensure the environmental health of the community for future generations to enjoy. For instance, the Festival's office culture focuses on recycling and reusing and Bravo! Vail's electronic distribution of event invitations, ticket order confirmations, and use of electronic auction system have helped reduce paper consumption. Bravo! Vail also makes great effort to collect all copies of its Season Program Book left behind at concerts and redistribute saved copies at future performances. Finally, Bravo! Vail hosts concerts in locations which are easily accessible by public transportation or by walking.

13. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Bravo! Vail is funded by a variety of federal, state and local government entities, local businesses, and individual donations. The Festival receives funding from such entities as the National Endowment for the Arts, Colorado Creative Industries, Eagle County, and Towns of Gypsum and Eagle. Earned income is generated through ticket sales and program advertising.

14. Organization's mission statement:

Bravo! Vail's mission statement is: Enriching people's lives through the power of music: producing the finest performances by the greatest artists, fostering music education and promoting a life-long appreciation of the arts.

Bravo! Vail - September 2015
Operating Balance Sheet - confidential

		<u>8/31/2015</u>	<u>9/30/2015</u>	<u>Net change</u>
Assets				
01-10105	CB Operating Reserves	\$225,554.79	\$225,619.68	\$64.89
01-10109	US Bank Money Market	\$5,083.94	\$5,084.27	\$0.33
01-10111	USBank Operating Sweep	\$415,012.08	\$38,136.50	(\$376,875.58)
01-10112	Flex Spending Plan Account	\$4,836.22	\$4,419.56	(\$416.66)
01-10120	Wells Fargo CCTC	\$116,055.88	\$116,058.75	\$2.87
01-10122	American National Bank CD	\$28,967.75	\$28,967.75	\$0.00
01-10123	Merrill Lynch/Bank of America	\$187,066.12	\$187,068.09	\$1.97
01-10125	Wells Fargo Bank Savings Account	\$13,405.94	\$13,374.27	(\$31.67)
01-10129	Wells Fargo Bank Checking Account	\$266,872.01	\$281,572.53	\$14,700.52
01-10131	Petty Cash	\$200.00	\$200.00	\$0.00
01-10132	457 Deferred compensation	\$417,606.90	\$461,263.83	\$43,656.93
01-10135	Pledges Receivable	\$61,480.00	\$178,962.00	\$117,482.00
01-10136	Stock clearing account	\$3,876.22	\$0.00	(\$3,876.22)
01-10140	Prepaid Expenses	(\$6,807.00)	\$4,975.75	\$11,782.75
01-10146	Accumulated amortization	(\$89,042.00)	(\$89,042.00)	\$0.00
01-10150	Equipment	\$364,424.65	\$367,245.72	\$2,821.07
01-10151	Festival Piano	\$58,000.00	\$58,000.00	\$0.00
01-10152	Leasehold improvements	\$127,428.87	\$137,810.38	\$10,381.51
01-10160	Accumulated Depreciation	(\$263,370.85)	(\$263,370.85)	\$0.00
01-10170	Due from - Temporarily Restricted	(\$5,410.00)	(\$5,410.00)	\$0.00
01-10172	Due from Endowment	\$100,000.00	\$100,000.00	\$0.00
Total Assets		<u>\$2,031,241.52</u>	<u>\$1,850,936.23</u>	<u>(\$180,305.29)</u>

Liabilities and Fund Balance

Liabilities

01-20215	Prior Year Accounts Payable	\$98,624.26	\$99,239.05	(\$614.79)
01-20217	Check clearing account	\$5,673.00	\$0.00	\$5,673.00
01-20223	Vacation accrual	\$8,140.29	\$3,340.61	\$4,799.68
01-20225	Unearned Income	(\$18,993.04)	(\$19,405.97)	\$412.93
01-20230	Flexible Spending Account Payable	(\$2,026.17)	(\$273.71)	(\$1,752.46)
01-20231	Daycare Spending Account Payable	\$624.99	\$208.33	\$416.66
01-20239	On account	\$6,266.62	\$5,977.20	\$289.42
01-20243	Deferred Compensation Oblig.	\$417,606.90	\$461,263.83	(\$43,656.93)
01-20250	Due to restricted	(\$1,911.00)	(\$1,911.00)	\$0.00
Total Liabilities		<u>\$514,005.85</u>	<u>\$548,438.34</u>	<u>(\$34,432.49)</u>

Fund Balance

01-30280	Fund Balance - Operating	\$1,517,235.67	\$1,302,497.89	(\$214,737.78)
Total Fund Balance		<u>\$1,517,235.67</u>	<u>\$1,302,497.89</u>	<u>(\$214,737.78)</u>

	8/31/2015	9/30/2015	Net change
Total Liabilities and Fund Balance	\$2,031,241.52	\$1,850,936.23	\$180,305.29

Bravo! Vail Music Festival

2016 Income Statement & Budget

		Fiscal Year 2016			Fiscal Year 2015			Over/Under PYTD
		6/20/2016	2016 Budget	2016 Projections	2015 PYTD	2015 Budget	2015 Actuals	
Revenue								
01-40301	Event Income	\$1,336,448	\$1,828,000	\$1,900,000	\$1,172,850	\$1,675,000	\$1,749,228	\$163,598
01-40302	Soiree Ticket Sales	\$41,850	\$45,000	\$45,000	\$40,500	\$34,000	\$46,600	\$1,350
01-40303	Gala Auction & Ticket Sales	\$64,700	\$313,500	\$315,500	\$67,490	\$265,000	\$304,975	(\$2,790)
01-40304	Education Income	\$189,098	\$204,400	\$222,648	\$259,288	\$240,000	\$263,359	(\$70,190)
01-40305	Festival Contributions/Gifts	\$3,365,313	\$4,092,500	\$4,094,618	\$3,334,123	\$3,245,000	\$3,592,442	\$31,190
01-40306	Special Project Income	\$318,500	\$281,000	\$320,000	\$0	\$0	\$0	\$318,500
01-40307	Grant Revenue	\$0	\$0	\$0	\$59,800	\$195,000	\$188,400	(\$59,800)
01-40309	Program Advertising	\$103,370	\$167,000	\$170,000	\$101,670	\$175,000	\$167,267	\$1,700
01-40311	Interest Income/Stock gains	\$1,698	\$3,000	\$2,636	\$1,772	\$1,000	\$2,131	(\$75)
01-40315	Endowment Contribution	\$0	\$50,000	\$50,000	\$0	\$50,000	\$0	\$0
Total		<u>\$5,420,976</u>	<u>\$6,984,400</u>	<u>\$7,120,402</u>	<u>\$5,037,492</u>	<u>\$5,880,000</u>	<u>\$6,314,401</u>	<u>\$383,484</u>
Expenses								
Artist Fees/Travel								
01-50401	Artistic Music Director	\$88,192	\$117,550	\$117,638	\$76,718	\$102,290	\$102,290	\$11,474
01-50403	Artistic Staff Expenses	\$236	\$15,000	\$15,000	\$3,487	\$11,000	\$13,699	(\$3,252)
01-50405	Director of Artistic Planning	\$63,000	\$82,500	\$83,625	\$51,750	\$69,000	\$69,000	\$11,250
01-50408	Artistic Liaison	\$6,000	\$6,500	\$13,000	\$1,013	\$5,500	\$5,656	\$4,988
01-50413	Artist Fees	\$214,848	\$334,500	\$335,600	\$10,736	\$375,000	\$357,698	\$204,112
01-50416	Special Artistic Projects	\$56,630	\$139,500	\$139,400	\$0	\$0	\$0	\$56,630
01-50417	Artist Housing	\$0	\$57,000	\$57,000	\$8,598	\$28,000	\$20,286	(\$8,598)
01-50418	Additional Concert Series	\$19,700	\$490,500	\$464,500	\$0	\$0	\$0	\$19,700
01-50419	New York Philharmonic	\$7,956	\$905,000	\$891,048	\$31,080	\$873,000	\$864,380	(\$23,124)
01-50420	Philadelphia Orchestra	\$62,049	\$775,000	\$789,790	(\$810)	\$704,000	\$690,725	\$62,858
01-50423	Dallas Symphony Orchestra	\$20,075	\$515,000	\$515,465	\$32,044	\$481,000	\$492,646	(\$11,969)
01-50424	Education Programs	\$88,307	\$204,400	\$201,909	\$72,603	\$220,000	\$150,380	\$15,704
Total		<u>\$626,991</u>	<u>\$3,642,450</u>	<u>\$3,623,975</u>	<u>\$287,218</u>	<u>\$2,868,790</u>	<u>\$2,766,761</u>	<u>\$339,773</u>
Special Artistic								
01-50501	Concert Hall Rental	\$13,135	\$20,000	\$19,000	\$5,900	\$12,500	\$8,025	\$7,235
01-50502	Vail Valley Foundation Fees	\$0	\$50,000	\$50,000	(\$4)	\$36,000	\$36,000	\$4
01-50505	Equipment Rental/Sound Engi	\$12,045	\$56,000	\$47,500	\$0	\$51,400	\$40,371	\$12,045

Bravo! Vail Music Festival

2016 Income Statement & Budget

		Fiscal Year 2016			Fiscal Year 2015			Over/Under PYTD
		6/20/2016	2016 Budget	2016 Projections	2015 PYTD	2015 Budget	2015 Actuals	
01-50507	Piano Technician/Travel	\$4,470	\$10,000	\$9,095	\$1,900	\$8,500	\$9,309	\$2,570
01-50513	Recordings	\$0	\$0	\$0	\$229	\$5,500	\$5,522	(\$229)
01-50515	Program Note Writer	\$0	\$0	\$0	\$8,000	\$8,500	\$8,000	(\$8,000)
01-50519	Production Crew Salaries	\$0	\$60,000	\$60,000	\$0	\$53,000	\$44,758	\$0
01-50520	Concert Production	\$1,223	\$78,000	\$70,030	\$26,357	\$68,000	\$51,727	(\$25,133)
01-50521	Operations Salaries	\$52,067	\$93,100	\$93,100	\$51,250	\$87,000	\$85,775	\$817
01-50523	Soiree Expenses	\$400	\$30,000	\$26,000	\$487	\$22,500	\$30,099	(\$87)
Total		<u>\$83,340</u>	<u>\$397,100</u>	<u>\$374,725</u>	<u>\$94,119</u>	<u>\$352,900</u>	<u>\$319,585</u>	<u>(\$10,779)</u>
Marketing								
01-50601	Advertising	\$103,518	\$200,000	\$200,000	\$99,283	\$185,000	\$185,078	\$4,235
01-50602	Box Office Salaries	\$61,252	\$110,000	\$110,000	\$61,013	\$101,200	\$100,851	\$239
01-50603	Website Design & Maintenanc	\$2,158	\$6,000	\$4,511	\$4,277	\$45,000	\$5,786	(\$2,120)
01-50605	Collateral Delivery Service	\$108	\$2,000	\$2,000	\$0	\$2,000	\$0	\$108
01-50615	Postage - Marketing	\$4,266	\$12,000	\$10,552	\$8,474	\$10,000	\$9,628	(\$4,208)
01-50616	Special Marketing Projects	\$245	\$60,000	\$60,000	\$0	\$0	\$46,100	\$245
01-50626	Season Pass Expenses	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0
01-50629	Festival Design/Collateral	\$17,270	\$92,000	\$53,830	\$11,730	\$82,500	\$46,603	\$5,539
01-50630	Marketing Salaries	\$219,315	\$330,500	\$330,501	\$192,739	\$316,400	\$276,176	\$26,577
Total		<u>\$408,132</u>	<u>\$812,500</u>	<u>\$771,394</u>	<u>\$377,517</u>	<u>\$743,100</u>	<u>\$670,222</u>	<u>\$30,615</u>
Fundraising								
01-50657	Donor Cultivation	\$19,870	\$55,000	\$55,000	\$22,094	\$51,000	\$37,721	(\$2,224)
01-50659	Gala Dinner Expenses	\$52,048	\$105,000	\$107,000	\$28,185	\$97,000	\$90,561	\$23,863
01-50661	Executive Planning/Travel	\$10,978	\$17,000	\$17,914	\$5,076	\$9,000	\$5,076	\$5,901
01-50663	Donor Events	\$25,335	\$99,500	\$99,500	\$8,325	\$58,000	\$66,006	\$17,010
01-50664	Special Development Projects	\$4,650	\$30,000	\$30,000	\$0	\$0	\$19,587	\$4,650
01-50665	Postage - Fundraising	\$9,876	\$8,000	\$9,000	\$5,499	\$5,000	\$7,726	\$4,377
01-50667	Development Salaries	\$247,407	\$381,550	\$381,550	\$213,978	\$301,500	\$302,141	\$33,429
Total		<u>\$370,163</u>	<u>\$696,050</u>	<u>\$699,964</u>	<u>\$283,158</u>	<u>\$521,500</u>	<u>\$528,819</u>	<u>\$87,005</u>
Administration								
01-50701	Office Rent	\$58,757	\$79,600	\$78,346	\$58,757	\$78,343	\$78,343	\$0

Bravo! Vail Music Festival
2016 Income Statement & Budget

		Fiscal Year 2016			Fiscal Year 2015			Over/Under PYTD
		6/20/2016	2016 Budget	2016 Projections	2015 PYTD	2015 Budget	2015 Actuals	
01-50703	Utilities	\$2,931	\$6,700	\$3,947	\$3,128	\$6,000	\$4,653	(\$197)
01-50704	Postage - Admin	\$5,106	\$6,000	\$6,000	\$2,738	\$5,000	\$5,109	\$2,368
01-50705	Telephone	\$7,477	\$14,000	\$10,936	\$8,826	\$13,000	\$12,817	(\$1,349)
01-50707	Office Supplies	\$8,399	\$15,000	\$15,000	\$9,774	\$13,000	\$12,328	(\$1,375)
01-50709	Office Equipment	\$15,737	\$17,000	\$19,071	\$13,133	\$17,000	\$18,907	\$2,604
01-50710	Network Licensing & Mainten	\$57,811	\$78,000	\$75,000	\$51,681	\$69,100	\$59,381	\$6,129
01-50711	Stationery/Ticket Stock	\$5,946	\$12,500	\$12,446	\$7,011	\$10,000	\$7,011	(\$1,066)
01-50712	Executive Dir. Expense Acct.	\$1,439	\$5,000	\$4,076	\$2,772	\$5,500	\$5,033	(\$1,333)
01-50713	Staff Travel/Long Distance	\$3,467	\$12,000	\$11,521	\$4,557	\$9,000	\$10,058	(\$1,089)
01-50715	Guild Expenses	\$8,671	\$13,000	\$11,285	\$6,746	\$12,500	\$12,065	\$1,925
01-50716	Board Mtg./Admin Expenses	\$9,208	\$15,000	\$15,000	\$8,339	\$13,500	\$13,087	\$870
01-50717	Financial Review	\$13,914	\$16,000	\$13,914	\$15,263	\$15,500	\$15,263	(\$1,349)
01-50718	Credit Card fees	\$52,436	\$105,000	\$105,000	\$45,361	\$80,000	\$78,373	\$7,075
01-50719	Office Maintenance/Storage	\$8,564	\$8,500	\$12,000	\$5,869	\$7,560	\$7,687	\$2,695
01-50720	Staff housing	\$20,428	\$21,000	\$21,000	\$10,944	\$8,000	\$16,412	\$9,484
01-50723	Festival Insurance Policies	\$16,121	\$20,000	\$16,121	\$13,443	\$9,500	\$14,315	\$2,678
01-50724	Executive Director Search	\$0	\$0	\$0	\$50,964	\$0	\$81,146	(\$50,964)
Total		<u>\$296,412</u>	<u>\$444,300</u>	<u>\$430,663</u>	<u>\$319,305</u>	<u>\$372,503</u>	<u>\$451,987</u>	<u>(\$22,894)</u>
Salaries/Taxes								
01-50800	Administrative Salaries	\$352,754	\$589,500	\$565,000	\$428,921	\$580,000	\$596,316	(\$76,167)
01-50802	CPA and Lawyer fees	\$4,762	\$5,000	\$7,800	\$1,277	\$6,900	\$2,477	\$3,486
01-50803	Employee Health Benefits	\$104,154	\$135,000	\$136,154	\$79,701	\$103,000	\$105,920	\$24,453
01-50805	Retirement Benefit Mgt./457 P	\$0	\$55,000	\$21,000	\$1,100	\$53,500	\$53,598	(\$1,100)
01-50807	Employer taxes	\$83,879	\$132,000	\$131,823	\$100,808	\$114,800	\$167,338	(\$16,928)
01-50808	Worker's Compensation	\$664	\$7,500	\$2,650	\$3,076	\$6,000	\$0	(\$2,412)
01-50809	Employer investment contrib	\$29,350	\$48,000	\$52,500	\$21,059	\$45,000	\$46,773	\$8,291
01-50811	Employee Development	\$7,281	\$20,000	\$20,333	\$2,680	\$12,007	\$19,148	\$4,601
01-50817	Employee Recognition	\$0	\$0	\$0	\$0	\$100,000	\$212,432	\$0
Total		<u>\$582,845</u>	<u>\$992,000</u>	<u>\$937,260</u>	<u>\$638,621</u>	<u>\$1,021,207</u>	<u>\$1,204,001</u>	<u>(\$55,777)</u>
Total		<u>(\$2,367,882)</u>	<u>(\$6,984,400)</u>	<u>(\$6,837,980)</u>	<u>(\$1,999,938)</u>	<u>(\$5,880,000)</u>	<u>(\$5,941,375)</u>	<u>(\$367,944)</u>

**Bravo! Vail Music Festival
2016 Income Statement & Budget**

		Fiscal Year 2016			Fiscal Year 2015			Over/Under PYTD
		6/20/2016	2016 Budget	2016 Projections	2015 PYTD	2015 Budget	2015 Actuals	
Extraordinary Expenses								
01-40313	Prior Year Operating Reserves	\$194,478	\$302,000	\$302,000	\$0	\$0	\$0	\$194,478
01-50822	Website Redesign	\$94,478	\$202,000	\$201,983	\$0	\$0	\$0	\$94,478
01-50823	Vail Valley Foundation Donati	\$100,000	\$100,000	\$100,000	\$0	\$0	\$0	\$100,000
Total		<u>\$0</u>	<u>\$0</u>	<u>\$17</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
In Kind								
01-40332	In Kind contributions	\$892,595	\$2,400,000	\$1,900,000	\$634,697	\$2,450,000	\$1,968,801	\$257,898
01-50460	In Kind Expense	<u>\$892,595</u>	<u>\$2,400,000</u>	<u>\$1,900,000</u>	<u>\$634,697</u>	<u>\$2,450,000</u>	<u>\$1,968,801</u>	<u>\$257,898</u>
Total In Kind		<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
NET SURPLUS/(DEFICIT)		<u>\$3,053,094</u>	<u>\$0</u>	<u>\$282,439</u>	<u>\$3,037,554</u>	<u>\$0</u>	<u>\$373,026</u>	<u>\$15,540</u>

5/31/2016		
		2017
		Draft Budget
Revenues		
Earned/Unearned Income		
01-40301	Ticket Sales (Orch/ Chamber)	\$2,220,000
01-40302	Soiree Ticket Sales	\$60,000
01-40303	Gala Event	\$400,000
01-40304	Education Income	\$245,000
01-40305	Festival Contributions	\$4,325,000
01-40306	Special Project Income	\$350,000
01-40309	Program Advertising	\$200,000
01-40311	Interest Income	\$5,000
01-40313	Operating Reserves	\$0
01-40315	Contribution from Investments	\$175,000
Total Earned/Unearned Income		\$7,980,000
Expenses		
Artist Fees/Travel		
01-50401	Artistic Music Director	\$127,850
01-50403	Artistic Staff Expenses	\$15,000
01-50405	Director of Artistic Planning	\$85,800
01-50408	Artistic Liaison	\$6,760
01-50413	Artist Fees	\$350,000
01-50416	Special Artistic Projects	\$150,000
01-50417	Artist Housing	\$23,000
01-50418	Academy of St. Martin	\$1,000,000
01-50419	New York Philharmonic	\$916,000
01-50420	Philadelphia Orchestra	\$776,000
01-50423	Dallas Symphony Orchestra	\$536,000
01-50424	Education/Community Engage	\$245,000
Total Artist Fees/Travel		\$4,231,410
Special Artistic		
01-50501	Concert Hall Rental	\$25,000
01-50502	Vail Valley Foundation Fees	\$150,000

		2017
		Draft Budget
01-50505	Equipment Rental/Sound Engineer	\$60,000
01-50507	Piano Technician/Travel	\$10,000
01-50513	Recordings	\$10,000
01-50515	Program Note Writer	\$10,000
01-50519	Production Crew Salaries	\$65,000
01-50520	Concert Production	\$80,000
01-50521	Operations Salaries	\$94,100
01-50523	Soiree Expenses	\$40,000
Total Special Artistic		\$544,100
Marketing		
01-50601	Marketing & PR Projects	\$222,000
01-50602	Box Office Salaries	\$110,232
01-50603	Website Design & Maintenance	\$10,000
01-50615	Postage - Marketing	\$17,500
01-50616	Special Marketing Projects	\$75,000
01-50629	Festival Design/Components	\$107,000
01-50630	Marketing Salaries	\$343,723
Total Marketing		\$885,455
Fundraising		
01-50657	Donor Cultivation	\$75,000
01-50659	Gala Dinner Expenses	\$125,000
01-50661	Development Planning/Travel	\$25,000
01-50663	Donor Events	\$120,000
01-50664	Special Development Projects	\$50,000
01-50665	Postage & collateral - Fundraising	\$10,000
01-50667	Development Salaries	\$396,815
Total Fundraising		\$801,815
Administration		
01-50701	Office Rent	\$80,794
01-50703	Utilities	\$7,000
01-50704	Postage - Admin	\$7,146
01-50705	Telephone	\$16,000
01-50707	Office Supplies	\$17,000
01-50709	Office Equipment	\$20,000

		2017
		Draft Budget
01-50710	Network Licensing & Maintena	\$82,500
01-50711	Stationery/Ticket Stock	\$12,000
01-50712	Executive Dir. Expense Acct.	\$5,500
01-50713	Staff Travel/Long Distance	\$15,000
01-50715	Guild Expenses	\$15,000
01-50716	Board Mtg./Admin Expenses	\$20,000
01-50717	Audit	\$16,500
01-50718	Transaction/processing fees	\$115,000
01-50719	Office Maintenance and Storage	\$8,500
01-50720	Staff Housing	\$25,000
01-50723	Festival Insurance Policy	\$20,000
Total Administration		\$482,940
Admin Salaries/Taxes/Benefits		
01-50800	Administrative Salaries	\$592,280
01-50802	Accountants & Attorney fees	\$5,000
01-50803	Employee Health Benefits	\$140,000
01-50805	457 Contributions & Mgmt	\$70,000
01-50807	Employer taxes	\$140,000
01-50808	Worker's Compensation	\$9,000
01-50809	Employer retirement contributions	\$58,000
01-50811	Employee Development	\$20,000
01-50817	Employee Recognition	\$0
01-50831	Transition Expenses	\$0
Total Salaries/Taxes/Benefits		\$1,034,280
Total Expenses		\$7,980,000
In Kind		
01-40332	In Kind contributions	\$2,390,000
01-50460	In Kind Expense	\$2,390,000
Total		\$0
NET SURPLUS/(DEFICIT)		\$0

6/8/2016

Italics - new line item

	2018
	<u>Draft Budget</u>
Revenues	
Earned/Unearned Income	
01-40301 Ticket Sales (Orch/ Chamber)	\$2,422,000
01-40302 Soiree Ticket Sales	\$100,000
01-40303 Gala Event	\$350,000
01-40304 Education Income	\$220,000
01-40305 Festival Contributions	\$4,350,000
01-40306 Special Project Income	\$350,000
01-40309 Program Advertising	\$175,000
01-40311 Interest Income	\$6,000
01-40315 Contribution from Investments	\$300,000
Total Earned/Unearned Income	<u>\$8,273,000</u>

Expenses

Artist Fees/Travel	
01-50401 Artistic Music Director	\$136,800
01-50403 Artistic Staff Expenses	\$15,000
01-50405 Director of Artistic Planning	\$88,380
01-50408 Artistic Liaison	\$7,500
01-50413 Artist Fees	\$420,000
01-50416 Special Artistic Projects	\$175,000
01-50417 Artist Housing	\$23,650
01-50418 Additional Concert Series	\$1,035,000
01-50419 New York Philharmonic	\$940,800
01-50420 Philadelphia Orchestra	\$800,000
01-50423 Dallas Symphony Orchestra	\$565,000
01-50424 Education/Community Engage	\$220,000
Total Artist Fees/Travel	<u>\$4,427,130</u>

Special Artistic

01-50501 Concert Hall Rental	\$25,000
01-50502 Vail Valley Foundation Fees	\$270,000
01-50505 Equipment Rental/Sound Engin	\$65,000
01-50507 Piano Technician/Travel	\$10,500
01-50513 Recordings	\$15,000
01-50515 Program Note Writer	\$11,000
01-50519 Production Crew Salaries	\$75,000
01-50520 Concert Production	\$90,000
01-50521 Operations Salaries	\$96,925
01-50523 Soiree Expenses	\$45,000
Total Special Artistic	<u>\$703,425</u>

Marketing

2018
Draft Budget

01-50601 Marketing & PR Projects	\$220,000
01-50602 Box Office Salaries	\$113,525
01-50603 Website Design & Maintenance	\$10,000
01-50605 Collateral Delivery Service	\$3,150
01-50615 Postage - Marketing	\$15,000
01-50616 Special Marketing Projects	\$62,500
01-50629 Festival Design/Components	\$95,000
01-50630 Marketing Salaries	\$354,000
Total Marketing	<u>\$873,175</u>

Fundraising

01-50657 Donor Cultivation	\$57,500
01-50659 Gala Dinner Expenses	\$105,000
01-50661 Development Planning/Travel	\$15,000
01-50663 Donor Events	\$100,000
01-50664 Special Development Projects	\$37,500
01-50665 Postage & collateral - Fundrais	\$6,000
01-50667 Development Salaries	\$408,720
Total Fundraising	<u>\$729,720</u>

Administration

01-50701 Office Rent	\$82,000
01-50703 Utilities	\$7,200
01-50704 Postage - Admin	\$6,000
01-50705 Telephone	\$16,480
01-50707 Office Supplies	\$15,450
01-50709 Office Equipment	\$20,600
01-50710 Network Licensing & Maintenance	\$85,000
01-50711 Stationery/Ticket Stock	\$8,000
01-50712 Executive Dir. Expense Acct.	\$5,500
01-50713 Staff Travel/Long Distance	\$15,500
01-50715 Guild Expenses	\$13,500
01-50716 Board Mtg./Admin Expenses	\$15,000
01-50717 Audit	\$17,000
01-50718 Transaction/processing fees	\$118,450
01-50719 Office Maintenance and Storage	\$8,750
01-50720 Staff Housing	\$27,000
01-50723 Festival Insurance Policy	\$20,600
Total Administration	<u>\$482,030</u>

Admin Salaries/Taxes/Benefits

01-50800 Administrative Salaries	\$610,080
01-50802 Accountants & Attorney fees	\$5,175
01-50803 Employee Health Benefits	\$144,200
01-50805 457 Contributions & Mgmt	\$72,100
01-50807 Employer taxes	\$132,725
01-50808 Worker's Compensation	\$8,240

2018
Draft Budget

01-50809 Employer retirement contributic \$62,000

01-50811 Employee Development \$23,000

Total Salaries/Taxes/Benefits \$1,057,520

Total Expenses \$8,273,000

In Kind

01-40332 In Kind contributions \$2,461,700

01-50460 In Kind Expense \$2,461,700

Total \$0

Application for Town of Vail Funding

2017 Application



NATIONAL REPERTORY
orchestra

National Repertory Orchestra
APPLICATION FOR TOWN OF VAIL FUNDING 2017

1. **Name of organization:** National Repertory Orchestra
2. **Contact person:** Julie Chandler, Director of Marketing & Development
3. **Mailing address:** P.O. Box 6336, Breckenridge, CO 80424
4. **Telephone:** (970) 453-5825
5. **E-mail address:** julie@nromusic.com
6. **Members and Titles of your governing board:**

Executive Board:

President: Patrice Lara, Breckenridge, CO
Executive Vice Presidents: Rick Poppe, Centennial, CO
Vice President: John Hayes, Highlands Ranch, CO
Treasurer: John Stafford, Breckenridge, CO
Secretary: Michael Ruehring, Frisco, CO
Past President: Barbara Vonderheid, Breckenridge, CO

Board of Trustees:

Libby Bortz, Littleton, CO
Barbara Calvin, Breckenridge, CO
Melanie Frank, Breckenridge, CO
Nancy French, Frisco, CO
Janice Ward Parrish, Frisco, CO
Pam Piper, Breckenridge, CO
Pam Wiegand, Denver, CO

CEO/COO: Doug Adams

Music Director: Carl Topilow

7. **Amount of contribution requested:** \$1,000.00
8. **Organization fiscal year-end:** September 30th
9. **Are your books audited?** Yes
10. **What category of funding is your organization applying for?** Signature Event
11. **How will the contribution be used?**

Funds from the Town of Vail will be used for a portion of the expenses associated with our "Free Family Concert" with Bravo! Vail. Pending final contract, the National Repertory Orchestra plans to perform with Bravo! Vail during the summer of 2017.

In 2016 the National Repertory Orchestra (NRO) was excited to announce *Classical Kids Live! “Free Family Concert”* in collaboration with *Bravo! Vail*. The date for the production is July 13, 2016. The National Repertory Orchestra will perform *Beethoven Lives Upstairs* produced by Classical Kids Music Education. The orchestra will present this program for patrons in the Gerald R. Ford Amphitheater in Vail, Colorado. Audience members of all ages will be captivated by twenty-five excerpts of the master’s music, magically woven into the drama as two actors share their anecdotes based on true incidents from the composers life. The concert begins at 11:00 am and gates open at 10:00 am for games and activities including an instrument petting zoo.

The National Repertory Orchestra has a longstanding history of performance at with Bravo! Vail. The popularity of each performance has been evident in the hundreds of audience members drawn into the concert. Maestro Carl Topilow uses his passionate conducting style to give audience members a fresh and exciting concert experience, enthralling the audience with his narration and stories behind the music.

In past years, the NRO has received generous contributions from the Town of Vail to offset a portion of the costs associated with our NRO Concert in Vail. For the National Repertory Orchestra’s 2017 performance with Bravo! Vail, we are again asking the Town of Vail to help defray some of the costs associated with this concert. The funds would be used to offset the event costs of marketing, instrument and equipment transportation, music and truck rental, and rehearsal.

12. How does your request support item 1C of the contribution policy?

The National Repertory Orchestra, like the Town of Vail, is dedicated to providing the community with recreational, educational and cultural experiences. The NRO has a long-established relationship with Bravo! Vail and continues to bring a world-class orchestral experience to this annual event. An extensive orchestral fellowship is the core of the NRO’s educational vision, and performing with Bravo! Vail fulfills this vision while also providing an exceptional cultural experience for the citizens and visitors of Vail. Admission to this concert is free. The NRO views this as a wonderful opportunity to engage with the enthusiastic and receptive Vail audiences. The total number of attendees anticipated is 450-500. In the past, several busloads of senior citizens attendees came from Grand Junction to enjoy the concert. They told us that they shopped in Vail and ate at Vail restaurants after the concert.

The NRO further benefits the Vail community through promotion in our materials. We market the Gerald R. Ford Amphitheater Vail concert in our brochure, season program book, newsletter and on Social Media. We print 14,000 brochures and 5,000 program books that are distributed and displayed throughout Summit County, including Breckenridge, Silverthorne, Dillon, Frisco, Copper Mountain and Keystone. Brochures are mailed to 2000 of our donors and given to the concierges all over Summit County. The program book is distributed at each NRO concert, including the NRO’s annual Gala in Denver. The email newsletter reaches about 2700 subscribers and our Social Media marketing reaches an additional 3000 people. We post <https://www.visitvailvalley.com/> Vail Valley Chamber Tourism Bureau information in the NRO program book to encourage patrons to acquire tourist information about the Vail Valley area.

13. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Funds for the National Repertory Orchestra are generated through ticket sales from our concerts at the Riverwalk Center in Breckenridge, individual contributions from donors and board members, advertising revenue and foundation support. Some of the funding agencies that contribute most significantly to the NRO include the National Endowment for the Arts, Colorado Creative Industries, Town of Breckenridge, Bob Benson Family Foundation, The Summit Foundation, and Vail Resorts EpicPromise.

14. Organization's mission statement: “*Changing Lives Through Music*”.

Through an intensive and unique fellowship program, the National Repertory Orchestra changes the lives of young musicians and enriches the lives of Colorado residents and visitors. The National Repertory Orchestra is “*Changing Lives Through Music*”.

The NRO has achieved unparalleled success and today is at the forefront of the nation’s summer music festivals. Our legacy is long and rich, the result of exceptional foresight, dedication, and generous financial support through the years from our trustees and Sustainers, our patrons and donors, and our volunteers. The NRO is also about education, inspiration and *Changing Lives Through Music*. CEO Doug Adams brings a high level of professionalism to the Orchestra that is reflected in the quality work of our dedicated staff. Music Director and Conductor Carl Topilow’s vision and virtuosity brings out the best in our musicians year after year. In addition, this season’s guest conductors are highly skilled at both conducting and teaching, assuring the musicians, as well as the audience, an exceptionally rewarding musical experience. The 2016 top tier guest conductors include Andrew Litton, Karina Canellakis, Michael Stern and Peter Oundjian. The season’s repertoire is challenging and intense and the results are nothing less than spectacular!

Founded in 1960 as the Blue Jeans Symphony in Estes Park, CO, the orchestra moved to Evergreen, CO in 1966 and changed its name to the Colorado Philharmonic. In 1986, the orchestra relocated to Keystone Resort and changed its name to the National Repertory Orchestra in an effort to better recognize the national make-up of its musicians. In 1993, the Town of Breckenridge invited the orchestra to perform in the new Riverwalk Center, now NRO's summer residence. During his 38 years with the National Repertory Orchestra, Maestro Carl Topilow has led the orchestra to the forefront of summer music festival programs. Every winter, Maestro Topilow and distinguished NRO alumni audition nearly 900 young musicians from leading conservatories and music schools in the US and Canada. The finest 88 musicians are chosen for an eight-week, intensive orchestral fellowship during which time they perform 17 full orchestra concerts, upwards of 13 chamber ensemble performances, more than 55 open rehearsals, and over 40 outreach and education services.

During their summer fellowship, National Repertory Orchestra musicians also take part in the NRO's Education & Community Engagement Program, which prepares the musicians for an active role in the communities they will be serving. Unlike other summer music festivals around the country, the NRO is unique in that the musicians receive a full fellowship allowing them to participate in the festival tuition free. In addition, they receive free room and board for the duration of the summer season.

9:27 AM
06/02/16
Accrual Basis

National Repertory Orchestra
Balance Sheet
As of May 31, 2016

	<u>May 16</u>
ASSETS	
Current Assets	
Checking/Savings	
10500 Bank Accounts	
10600 Wells Fargo Operating	55,020.00
10650 Wells Fargo Savings	230,987.79
10740 Raffle Account	2,450.97
Total 10500 Bank Accounts	<u>288,458.76</u>
Total Checking/Savings	288,458.76
Accounts Receivable	
11001 *Accounts Receivable	250.00
Total Accounts Receivable	<u>250.00</u>
Other Current Assets	
11200 Prepaid Expenses	8,461.17
19200 Suspense	100.00
19300 HRA Offset	3,390.82
Total Other Current Assets	<u>11,951.99</u>
Total Current Assets	300,660.75
Fixed Assets	
18000 2016 Capital Items	3,281.25
18147 Website and Software	47,091.45
18143 Music Library	44,187.17
18144 Instruments and Music Stands	37,159.08
18146 Furniture & Fixtures	38,892.95
18149 Accumulated Depreciation	-75,424.76
18150 Accumulated Amortization	-27,704.00
Total Fixed Assets	<u>67,483.14</u>
Other Assets	

9:27 AM
06/02/16
Accrual Basis

National Repertory Orchestra
Balance Sheet
As of May 31, 2016

	May 16
19182 - Investments-Endowment Account	1,535,093.99
Total Other Assets	1,535,093.99
TOTAL ASSETS	1,903,237.88
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	4,320.00
Total Accounts Payable	4,320.00
Credit Cards	
20200 - Credit Cards	
20210 - 6504	10,414.46
20220 - 5156	1,647.60
20230 - 2594	1,611.33
Total 20200 - Credit Cards	13,673.39
Total Credit Cards	13,673.39
Other Current Liabilities	
20940 - Deferred Revenue - Gala	5,000.00
20550 - HRA - Cecile	1,875.78
20590 - HRA - Kathleen	1,415.04
20595 - Payroll Liabilities	
20600 - Federal Taxes Withheld	5,000.67
20700 - Colorado Income Tax Withheld	1,406.00
20800 - Colorado Unemployment Taxes	1.70
Total 20595 - Payroll Liabilities	6,408.37
Total Other Current Liabilities	14,799.19
Total Current Liabilities	32,792.58
Total Liabilities	32,792.58
Equity	
32000 - *Unrestricted Net Assets	53,767.61
28050 - Restricted Assets	
28200 - Temp Restricted - Big Inst Fund	2,627.18
28270 - Temp Restricted - Timpani	22,521.72
28400 - Board Designated Reserve	242,720.00
28300 - Temp Restricted - Endowment	1,535,093.99
Total 28050 - Restricted Assets	1,802,962.89
Net Income	13,714.80
Total Equity	1,870,445.30
TOTAL LIABILITIES & EQUITY	1,903,237.88

National Repertory Orchestra
Profit and Loss Statement
May 2016

	<u>YTD 2016</u>
Income	
30300 - Fund Raising Revenue	
30301 - Board Contributions	35,589
30302 - Sustainers Contributions	46,511
30306 - Individual Contributions	78,211
30307 - Big Instrument Fund	2,500
30311 - Matching Gifts	3,550
30312 - Government Grants	26,530
30315 - Business/Corporate	229
30321 - Other Grants and Foundations	56,800
30322 - Legacies and Bequests	
Total 30300 - Fund Raising Revenue	249,920
30500 - Special Events	
30525 - History Book	73
30510 - Blue River Bistro	7,925
30515 - Paul Finkel CMC	8,092
30520 - Cajun Crawfish Boil	2,500
30530 - Metropolitan Opera	10,069
30540 - Food Program	(3)
30550 - Outlets at Silverthorne	2,361
30560 - Other and TBD	
30565 - Retirement Roast	-
30555 - March Event - Broadway Night	5,079
30545 - February Event - Classic Cellos	4,126
30560 - Other and TBD - Other	2,650
Total 30560 - Other and TBD	11,855
Total 30500 - Special Events	42,873
30390 - Concert Revenue	
30401 - Ticket Sales	(94)
30415 - Runout Income	-
30416 - Sponsorships	18,550
Total 30390 - Concert Revenue	18,456
30600 - Merchandise and CD Sales	
30601 - Merchandise Sales	-
30602 - Music Sales Mus., Staff, Board	232
Total 30600 - Merchandise and CD Sales	232
30700 - Gala Revenue	
30701 - Individual Ticket Sales	6,500
30702 - Table Sales	34,000
30704 - Donations	14,500
30705 - Sponsorships	18,000
30707 - Auction Sales	-
30700 - Gala Revenue - Other	-
Total 30700 - Gala Revenue	73,000

National Repertory Orchestra
Profit and Loss Statement
May 2016

	<u>YTD 2016</u>
30735 · Audition Tour Revenue	
30736 · Audition Fees	59,990
30738 · Cancellation Fees	750
30737 · Registration Fees	9,650
Total 30735 · Audition Tour Revenue	<u>70,390</u>
30800 · Administrative	
30816 · Interest and Misc Income	299
30806 · Program Ad Sales	18,700
Total 30800 · Administrative	<u>18,999</u>
30900 · Endowment Distribution	<u>34,848</u>
Total 30901 · Transfers to/from Rest. Funds	
Total Income	<u>508,717</u>

National Repertory Orchestra Profit and Loss Statement

May 2016

	<u>YTD 2016</u>
Gross Profit	508,717
Expense	
50340 - Fund Raising Expenses	
50342 - Consulting	-
50350 - Donor Database	1,776
50351 - Printing & Lettershop	2,990
50356 - Postage	1,223
50357 - Hospitality	344
50361 - Other Expense	134
Total 50340 - Fund Raising Expenses	<u>6,466</u>
50500 - Special Event Expenses	
50515 - Paul Finkel Event	21
50510 - Blue River Bistro	-
50520 - Cajun Crawfish Boil	2,562
50530 - Metropolitan Opera	8,677
50540 - Food Program	-
50550 - Outlets at Silverthorne	160
50560 - Other and TBD	-
50565 - Retirement Roast	
50555 - March Event - Broadway Night	3,445
50545 - February Event	2,305
50560 - Other and TBD - Other	1,538
Total 50560 - Other and TBD	<u>7,288</u>
Total 50500 - Special Event Expenses	<u>18,709</u>
50370 - Marketing Expenses	
50479 - Advertising	3,969
50489 - Printing	5,127
50493 - Signage	931
Total 50370 - Marketing Expenses	<u>10,027</u>
50424 - Concert Expenses	
50430 - Administration	
50450 - OPAS	1,313
50449 - Phone and Internet	252
50457 - Hospitality/Entertainment	-
50464 - Runout Food Expense	-
50436 - Master Class Fees	-
50498 - Career Perspectives	-
50495 - Mileage	-
50474 - Storage	4,254
Total 50430 - Administration	<u>5,818</u>
50419 - Operating	
50435 - Guest Artist Fees	-
50437 - Extra Musicians	-
50443 - Production Staff	1,600

National Repertory Orchestra
Profit and Loss Statement
May 2016

	<u>YTD 2016</u>
50445 · Work Fellows	-
50461 · Housing-Musicians and Staff	500
50462 · Musician/Staff Food Stipend	24,175
50425 · Music Director Auto	-
50473 · Production Expense	-
50494 · Runout Truck/Van Rental	-
50496 · Runout Transportation	-
50497 · Facility Rental	-
50451 · Shipping/Postage	182
50467 · Music Purchase & Rental	6,339
50471 · ASCAP/BMI Fees	2,703
50475 · Instrument Rental	1,000
50476 · Instrument/Equip Purchase	-
50477 · Piano Tuning	-
50466 · Big Instrument Expense	-
50499 · Misc Concert Exp	1,194
Total 50419 · Operating	<u>37,692</u>
Total 50424 · Concert Expenses	<u>43,510</u>

National Repertory Orchestra
Profit and Loss Statement
May 2016

	YTD 2016
50635 · Merchandise Costs	
50453 · Recording Expense	50
50636 · Merch Purchase NRO	-
50637 · Sales Tax, other	
Total 50635 · Merchandise Costs	<u>50</u>
50711 · Gala Expenses	
50712 · Facility/Banquet Charges	7,500
50716 · Printing	1,981
50721 · Postage	556
50725 · Auction Items	-
50726 · Auction Services	1,625
50727 · Mileage	231
50728 · Credit Card Fees	-
50729 · Other Expense	13,292
Total 50711 · Gala Expenses	<u>25,185</u>
50740 · Audition Tour Expenses	
50741 · Facility Use Expense	5,073
50746 · Travel/Entertainment	1,668
50751 · Printing	1,125
50756 · Postage	1,757
50757 · Advertising	485
50758 · Proctors Expense	5,551
50759 · Other Tour Expense	224
Total 50740 · Audition Tour Expenses	<u>15,882</u>
50780 · Personnel Expenses	
50781 · Office Staff Wages	270,417
50790 · Payroll Taxes	21,571
50792 · Health/Life Insurance	28,680
50795 · Workers Comp	3,289
Total 50780 · Personnel Expenses	<u>323,956</u>
50835 · Administrative Expenses	
50837 · Office Rent	7,000
50843 · Copier Expense	4,030
50844 · Capital Expense	
50845 · Computer and Website Expense	2,427
50847 · Office Supplies	1,191
50849 · Comcast Services	1,400
50851 · Postage	585
50853 · Dues/Subscriptions	1,439
50854 · Permits & Licenses	508
50855 · Continuing Education	298
50857 · Exec Director Expenses	877
50861 · Printing	-
50863 · Misc Professional Services	5,700

National Repertory Orchestra
Profit and Loss Statement
May 2016

	<u>YTD 2016</u>
50869 · Bank/Credit Card Charges	5,067
50871 · Insurance/Casualty	4,781
50874 · D&O Insurance	2,084
50879 · Misc Admin Expense	34
50895 · Mileage	100
50896 · Board Expense	896
50899 · Depreciation and Amortization	12,800
Total 50835 · Administrative Expenses	<u>51,217</u>
Total Expense	<u>495,002</u>
Net Income	<u>13,715</u>



Application for Town of Vail Funding

1. **Name of Organization:** The Vail Jazz Foundation, Inc.
2. **Contact Person:** Owen Hutchinson, *Development Director*
3. **Mailing Address:** P.O. Box 3035, Vail, CO 81658
4. **Telephone:** (970) 479-6146, ext. 2
5. **Email Address:** ohutchinson@vailjazz.org
6. **Board of Directors**
 - Howard L. Stone, *Chairman and President*
 - Catherine A. Stone, *Secretary and Treasurer*
 - John Clayton, Jr., *Director of Education, Professional Musician, Educator*
 - Robin Litt, *Executive Director*
 - Michael Brown, *Regional President of Vail Valley/Steamboat Springs, Alpine Bank*
 - Dick Cleveland, *Council Member, Town of Vail*
 - John Dawsey, *Director of Sales & Marketing, Colorado Mountain Express*
 - James G. Dulin, *Private Investor*
 - Allan Finney, *Professional Musician*
 - Robert E. Ford, *Investor*
 - Vicky Garza, *VP Operations, Kam Controls, Inc.*
 - Steven Heyer, *Corporate Executive and Investor*
 - Laine Lapin, *Private Investor*
 - Maureen Mayer, *Medical Consultant, The MDMC Group*
 - Carolyn Pope, *Flight Attendant and Writer*
 - Jenelle Soderquist Krissel, *Retired Corporate Attorney and Mediator*
 - Leslie W. Stern, *Executive Search Consultant, CTPartners*
 - Larry S. Stewart, *Attorney, Stewart Tilghman Fox & Bianchi, P.A.*
 - William W. Verity, *Investment Management, Verity Investment Partners*
 - Glen Wood, *Real Estate Developer, Canwest Ventures, Inc.*

ADVISORY BOARD

- Paul Bates, *Retired Insurance Executive*
- Robert Cohen, *Wine Distributor, Veraison Beverage Distributors*

Allie R. Coppeak, *Fundraiser, Retired*
Andrea L. Glass, *Regional Marketing Rep., Alpine Bank*
Dr. Willie Hill, Jr, *Director, Univ. of Mass. Amherst Fine Arts Center*
Mike Peak, *Professional Musician*
Bill Pierce, *Architect, Fritzlen Pierce Architects*
Alan Tanenbaum, *Vice President of Administration and Finance, Radio Free Asia*
Gary J.E. Thornton, *Captain, U.S. Coast Guard, Retired*
Linda Wilson, *Retired Corporate Marketing Executive*

7. **Amount of contribution request:** \$135,000
8. **Organization fiscal year-end:** October 31st
9. **Are your books audited?** No, Vail Jazz books are not audited.
10. **What tier is your organization:** Tier 1
11. **How will the contribution be used?**

The Vail Jazz Foundation, Inc. (Vail Jazz) respectfully requests a grant in the amount of \$135,000 to fund the 23rd Annual Vail Jazz Festival, which will be presented in Vail over a 12-week period during the summer of 2017, consisting of more than 65 free and ticketed performances. An increase in funding in the amount of \$10,840 is specifically requested for the Vail Jazz Festival's Vail Jazz @ the Market series on Sundays. \$50,000 of this funding will be directly allocated to the expansion of Vail SummerFest (name subject to change in 2017). Further information about these requests can be found below:

Funding Requests

- a. **Vail Jazz Festival** (\$85,000) - With public awareness both locally and regionally at an all-time high for Vail Jazz, the Festival now welcomes more than 21,000 attendees each year from around the nation. 65 performances over 12 weeks of summer make the Vail Jazz Festival the longest festival in Vail, bringing casual music listeners and hardcore jazz enthusiasts together for concerts by the world's greatest jazz musicians. Vail Jazz Festival venues showcase many of Vail's iconic public spaces, including the Solaris Plaza, Vail Square and the Mountain Plaza ski yard. Vail Jazz events bring together the beauty of these spaces with the highest quality of musical entertainment.

Vail Jazz requests this increase in funding in order to enhance the quality and experience of its events – specifically the Vail Jazz @ the Market series. With a consistently overflowing venue each week, we would like to invest in a larger tent and place hi-top table seating around the perimeter. Increasing the ambiance and the production quality of this series will make it possible for more attendees to enjoy the music, gradually turning the Vail Jazz @ the Market series into a “regional destination” rather than a musical accessory to the Vail Farmers’ Market. An increase in funding of \$10,840 would make this improvement possible.

- b. **Vail SummerFest** (\$50,000) – Vail SummerFest successfully launched in 2016 as the official celebration of the Vail summer season, bringing together more than 20 Vail nonprofits, activities and event producers, and local merchants in a collective kick-off to summer. With major musical performances by Marcus Miller, Nelson Rangell and Tony Gulizia, the event accomplished exactly what it set out to achieve. Vail SummerFest was a collaborative experience, which served as a platform for Vail's many events and activity producers to share information about their summer offerings. With approximately 600 attendees throughout the course of the 4 hour event, locals and visitors alike danced to the sounds of smooth jazz, funk and the American Songbook.

In 2017, Vail Jazz would like to reinvent this event, creating a "Summer Arts Showcase." This cultural celebration of summer would bring together Vail Jazz, Bravo! Vail, Vail International Dance Festival, and Vail Bluegrass in a 4-act series of performances taking place throughout the afternoon. Each performance would feature a group that is artistically programmed by each participating organization, creating a vibrant and diverse cultural experience to kick-off summer.

By bringing Vail's major arts organizations in as "partners" in the production of the event, each would be expected to promote it heavily to their followers (complete with a section in their summer program books, social media, website integration and e-newsletters). Vail Jazz would be the official event producer.

Although the Gondola One Ski Yard is ideal for a free, community-oriented event of this nature, this venue would most likely move to Checkpoint Charlie or Solaris in order to capture the food and beverage revenue. The financial challenges of producing a new event in a Vail Resorts property are simply too great to overcome.

- c. Vail Jazz also requests in-kind donations from the Town of Vail to be utilized throughout 2016:
- 6 full day rentals of Donovan Pavilion (for Vail Jazz Winter Series performances)
 - 4 full day rentals of The Grand View room (for board meetings)
 - Discounted parking vouchers for 40 at Lionshead Parking Structure (for board meetings at The Grand View room)
 - Banner hanging fees waived for the street banner at the Covered Bridge and Lionshead
 - Banner hanging fees waived for two sets of roundabouts
 - Fees waived for police supervision during Vail SummerFest

Supporting information:

The Vail brand sets an expectation of the highest quality, something that the Vail Jazz staff is aggressively working towards with each of its live performances and educational programs.

With a vast array of entertainment opportunities to choose from in the Vail Valley, Vail Jazz strives to set itself apart by providing truly unmatched listening experiences in which guests are left with lasting memories of stunning jazz performances, the Vail Jazz brand, and unmatched experiences in the town of Vail. These goals are entirely constructed around the overarching premise of encouraging guests and attendees to return year after year to spend time in Vail.

Three long-range goals have remained constant in the growth of Vail Jazz programs over the past five years: (1) to enhance the quality of Vail Jazz Festival events throughout the Festival's offerings, (2) to maximize the economic impact that Vail Jazz has on the Town of Vail, and (3) to engage the community in new ways, which allow a foundation of support to grow and Vail Jazz programs to succeed.

Growth of the Vail Jazz Festival

Over the past 22 years the Vail Jazz Festival has grown from humble beginnings as a two-day event in 1995 to a 12-week jazz celebration in 2017 featuring more than 65 performances, 150 artists and over 21,000 attendees. The expansion of programs, collaborations, ticket sales and attendance, volunteer engagement, and general interest from the public has increased so enormously in the past three years that Vail Jazz has been able to grow internally as well, hiring a Marketing Manager and Development Manager in 2014 as well as a summer Operations Coordinator in 2015.

With a team of four passionate staff members and four summer interns now driving the organization, efforts in marketing, fundraising, ticket sales, and event production will drastically improve over the next few seasons, producing a festival that is known far and wide as the preeminent jazz experience of the Rocky Mountains. The Vail Jazz team is set on positioning events as relevant and captivating to music lovers of all kinds, in addition to long-time jazz enthusiasts. The format of the 2017 Vail Jazz Festival will largely look the same as the 2016 iteration, consisting of 10 Vail Jazz @ The Remedy performances, 10 Vail Jazz @ The Market performances, 9 Vail Jazz @ Vail Square performances, four Vail Jazz Club Series performances, and 11 performances of the Vail Jazz Party over Labor Day Weekend featuring over 30 artists and 35 hours of jam sessions, tributes to jazz greats, and special shows like the celebrated *Gospel Prayer Meetin'*.

The Jammin' Jazz Kids series will also be presented in 2017 on four Sundays in July as a part of the Vail Jazz @ the Market. Jammin' Jazz Kids is an educational series for children 4 to 12 delivering the sounds and stories of jazz to the next generation of listeners and enthusiasts through lessons that connect with the creative spirit of young minds. Offered free of charge, these interactive, hands-on activities are implemented by Tony Gulizia and his team of master jazz educators who share the fundamentals of jazz in fun and exciting ways. This program has attracted enormous multi-generational crowds this year and we believe will continue to grow in 2016 and beyond.

We believe that our request for additional funding is a direct reflection of the immense progress that has been made over the past three seasons as well as a call for investment in the extremely promising future on the rise for the Vail Jazz Festival. With clear efforts being made to bring the biggest names in jazz to Vail, to maximize attendance at the Vail Jazz @ Vail Square series, to reach new families through innovative performance and educational programs, and with the drastic rise in attendance over the past three years, Vail Jazz requests funding of \$135,000 to improve our offerings and provide the greatest return on investment for the Town of Vail. Vail Jazz is ambitiously making an effort to reach every demographic in Vail through targeted and diverse programming. With the continued support of the Town of Vail, we are anxious to exceed these goals and provide a valuable amenity through new and exciting musical experiences.

A demonstration of Vail Jazz's commitment to these goals has been clearly displayed in summer 2016. For the Vail Jazz @ Vail Square series, the budget for artist fees has increased by more than 50% over the past 2 years in order to bring huge, recognizable names in jazz and cross-over genres to the weekly series. The Vail Jazz staff and Board of Directors recognizes considerable potential for growth in revenue and economic impact on the Lionshead business community through the gradual strengthening of the Vail Jazz @ Vail Square series. Increased expenditures on more popular bands and creative ways to increase attendee experience will continue to grow over future seasons.

23rd Annual Vail Jazz Festival Overview

Based on 2016 projected attendance.

23rd Annual Vail Jazz Festival - A 12-week compilation of five distinct performance series and two educational programs. Projected number served in 2016: 21,582

Vail SummerFest – The first annual Vail SummerFest was held on June 24th, 2016 on the Gondola One Ski Yard. With approximately 600 attendees, the event was a great success in year one, bringing together more than 20 Vail nonprofits, activities presenters, and local merchants to share information about their summer offerings. This event will take place again in 2017 with an “arts showcase” model, featuring performances from each of the Four major arts presenters in Vail: Vail Jazz Festival, Bravo! Vail, Vail International Dance Festival, and Vail Bluegrass. *Number served in 2016: 600*

Vail Jazz @ Vail Square – Hosted at the epicenter of Lionshead Village's bustling summer scene, Vail Jazz @ Vail Square brings a high-energy line-up of diverse jazz acts to Vail's hotspot for culture and entertainment in a series of nine performances. This series has a taste of jazz for every music lover, featuring the sounds of swing, Latin, blues, bebop and the American songbook. *Number served in 2016: 6,000*

Vail Jazz @ The Market – As the premier source of entertainment for the Vail Farmers' Market, this free series welcomes families, friends and passersby into the tent for a

taste of the jazz tradition. Local and regional jazz artists are featured in a series of 10 concerts. *Number served in 2016: 9,750*

Vail Jazz Club Series – Bringing the soul of classic jazz to the heart of the Rockies, the Vail Jazz Club Series transforms the Mountain Plaza Lounge into Vail's premier jazz club in a series that features internationally recognized headliners of the jazz tradition. Held on four Wednesdays in July. This series offers a sophisticated late night entertainment option for locals and visitors. *Number served in 2016: 420*

Vail Jazz @ The Remedy – Vail Jazz's partnership with The Remedy at The Four Seasons is a new development in 2016 that proves to be a perfect addition to the Vail nightlife scene. Local jazz luminary Tony Gulizia and Brian Loftus perform each week, along with a visiting guest artist. *Number served in 2016: 1,000 (Numbers reflect the series' former venue, Sweet Basil. With a larger dining room and bar area, attendance is expected to double this year)*

Vail Jazz Party – A gathering of jazz heavyweights from every corner of the nation, jamming in a variety of styles, formats and combos over the course of 5-day jazz experience, the Vail Jazz Party is presented exclusively in Lionshead over Labor Day Weekend. *Number served in 2016: 3,500*

Education:

Vail Jazz Workshop – This ten-day jazz intensive guides twelve of the nation's most talented high school aged jazz musicians through a curriculum of musical and professional development. Notable alumni include Robert Glasper, Grace Kelly, Gerald Clayton, Ambrose Akinmuserie, Obed Calvaire and Tia Fuller. *Numbers served: 238 since 1996*

Jammin' Jazz Kids – This interactive, highly participatory program is offered twice weekly through the month of July, exploring a variety of percussion instruments and introducing children 8-12 to the fundamentals of the jazz tradition: rhythm and improvisation. *Number served in 2016: 300*

2017 attendance has been conservatively estimated based on the 15% increase seen from the 2015 to 2016 season.

Attendees of Vail Jazz performances offer their encouragement and support year after year, citing exceptional performances, unsurpassed musicianship, a welcoming environment and an accessible price range. With the majority of ticket holders in each performance series returning annually, positive support is unanimous in the Vail community.

As of July 5th, the Vail Marriott Mountain Resort has nearly sold out of its guest room block for the 2016 Vail Jazz Party over Labor Day Weekend. With guests, artists and Vail Jazz personnel included, more than 700 rooms will be filled in Lionshead for the annual destination jazz

blowout. Although Vail Jazz has a strong following of community members and long-time locals in the Vail, 81% of those attending the Vail Jazz Party stayed in the Town of Vail overnight during the event in 2014, and 53% are from outside the state of Colorado. 82% of attendees came to Vail only because of Vail Jazz Party events, and 75% of attendees in 2015 were past attendees. Over 50% have been coming to the Vail Jazz Party for four or more years. Average spending for Vail Jazz Party attendees is approximately \$200 per person per day.

92% of Vail Jazz Party attendees DEFINITELY plan to return next year, and 97% DEFINITELY would recommend the event to family and friends. As for the Vail Jazz Festival as a whole, 66% of attendees are earning more than \$100,000 annually and 52% hold a post graduate degree. The Vail Jazz Festival stimulates an estimated \$1.9 million in spending in Vail from 65 plus events presented throughout the summer.

12. How does your request support item 1C of the contribution policy?

The goals of Vail Jazz have remained steadfast throughout 22 years of operation:

- a. Present the highest quality of jazz performance in venues and formats that showcase the artistry and talent of great jazz musicians.
- b. Captivate and engage as many students in Eagle County as possible with content-rich, informative and entertaining jazz and music education programs.
- c. Cultivate the musical and professional development of aspiring young jazz musicians.
- d. Contribute to the cultural and artistic fabric of the Vail community through productions and collaborations that reach a diverse and dynamic range of individuals and families.

These goals are the guiding principles that Vail Jazz builds each of its 70 plus annual performances around. Through performance, education and community engagement activities that reflect these four motivations, Vail Jazz strives to benefit the Town of Vail through cultural and economic stimulus.

The Vail Jazz Festival consistently brings a culturally diverse audience to Vail, drawing a widely varied mix of races and socio-economic levels to performances throughout the summer. Moreover, the Festival provides an outstanding cultural asset to the residents of Vail and helps to build a strong sense of community among residents. The Festival contributes to the town's economic vitality by giving residents and guests a compelling reason to spend time in Vail Village and Lionshead throughout the summer, thereby driving sales and lodging tax revenue. Vail would not be the success story it is today without the breadth and richness of activities that go beyond natural beauty and outdoor activities. The performing arts help to build a dynamic, cultured and widely varied artistic fabric in the Vail community, bolstering town pride and economic livelihood. Together with the other major performing arts organizations in Vail, Vail Jazz plays a critical role in providing the highest quality of musical performances for Vail's enthusiastic clientele of cultural consumers.

With a volunteer base of over 50 community members, Vail Jazz has a core group of supporters composed of locals, part-time residents and annual visitors that dedicate many hours of their time and knowledge to the organization. Many Vail Jazz volunteers, or “Ambassadors” as they are called, have been involved with the organization since its inception in 1995, demonstrating a profound loyalty and belief in the Vail Jazz mission. The passionate support of these exemplary community members shows the true health of the organization, driven by community support and engagement.

13. Who currently funds your organization?

As seen in the table below, Vail Jazz has been successfully developing a healthy, diversified base of funding consisting of sponsorships with local businesses and international corporations, government grants, individual contributions, event admissions, advertising income and in kind gifts. With a newly expanded staff of three in the office, one of whom is a Development Manager tasked with increasing funding opportunities, Vail Jazz is in a position to expand further in the coming years, making a transition to a fully-staffed organization.

Current local sponsorships include: Town of Vail, Alpine Bank, United Way of Eagle River Valley, Vail Daily, Vail Resorts Epic Promise, Land Rover Roaring Fork, Alpine Party Rentals, Avalon, Colorado Mountain Express, Triumph Mountain Properties, 1st Bank, The Arrabelle, Sweet Basil Restaurant, 10th Mountain Whiskey and Spirits, Vail Chamber & Business Association, Alpin Aire, Vail Farmers’ Market, and the Vilar Performing Arts Center.

Current regional and national sponsorships include: The Signature Jazz Cruise, Ella Fitzgerald Charitable Foundation, KUVU 89.3FM, Yamaha, Hertz, Ironstone Winery, and Mighty Fine Productions.

SOURCES OF INCOME TABLE

BASED ON 2015/16 BUDGET	
Percentage	Funding Source
0.70%	Government grants (federal, state, county, local)
0.00%	Government contracts
13.52%	Foundations
.97%	Business
23.86%	Events (includes event sponsorships)
23.7%	Individual contributions
8.83%	Fees/earned income
0.00%	Workplace giving campaigns
27.83%	In-kind contributions (optional)
.61%	Other
100.00%	TOTAL (must equal 100%.)

Additional Information:

Although not funded by the Town of Vail, we would be remiss if we did not provide further insight into Riverwalk First Fridays, a project which Vail Jazz developed in partnership with KZYR The Zephyr in summer 2015. Vail Jazz has found it challenging in past years to get younger families in the mid and down valley communities to drive to Vail for performances. Therefore, Riverwalk First Fridays was developed in order to strengthen the relationship with these families, while encouraging them to make the trip to Vail for Vail Jazz Festival performances where they can experience an event of a much higher quality and entertainment value. Riverwalk First Fridays takes place in the Riverwalk Backyard, a new venue that was constructed in 2014. The events are held on the first Fridays of each summer month, and feature regional jazz artists, wine, beer, food and local vendors.

The team at Vail Jazz assures the Town of Vail that this series is entirely designed to complement Vail Jazz Festival performances and to help build the Vail Jazz audience. 60 events are scheduled to occur in summer 2016 as a part of the Vail Jazz Festival. Riverwalk First Fridays will serve primarily as a feeder event and marketing activity for Vail Jazz Festival performances.

Sponsorship Benefits

Upon approval of funding from the Vail Town Council, we will recognize the Town of Vail as a sponsor at the highest level. The Town of Vail will receive the following benefits for the 23rd Annual Vail Jazz Festival:

- Verbal stage recognition as Presenting Sponsor of Vail Jazz @ Vail Square and Vail Jazz @ The Market.
- 6 fully transferable Patron Passes to the Vail Jazz Party including Saturday's dinner with the artists.
- Up to four individual tickets per session to the Vail Jazz Party, upon request.
- Four Premium Seat tickets to each of the nine Vail Jazz @ Vail Square Thursday concerts.
- Full page ad in the Vail Jazz Festival Program with distribution of 18,000.
- Website listing and link.
- Email marketing inclusion.
- Press release inclusion.
- Town of Vail collateral distributed at all venues throughout the summer.
- Town of Vail banner displayed prominently at Vail Jazz @ Vail Square and in the Marriott Grand Ballroom.
- We will also do our best to accommodate the Town's request for other benefits from the Vail Jazz Festival.

The Vail Jazz Foundation, Inc.

Balance Sheet

As of July 5, 2016

Jul 5, 16

ASSETS

Current Assets

Checking/Savings

DEPOSIT ACCOUNTS UNRESTRICTED

11100 · Cash in Bank 88,051.30

11104 · Petty Cash 730.00

11112 · Cash Money Market 446,720.99

Less Restricted Funds (170,000.00)

Total DEPOSIT ACCOUNTS UNRESTRICTED 365,502.29

Deposit Accounts Restricted 170,000.00

Total Checking/Savings 535,502.29

Other Current Assets

11120 · Deposits 18,901.00

11144 · Merchandise for Sale 9,200.03

11152 · Suspense Depoist (3,400.00)

Total Other Current Assets 24,701.03

Total Current Assets 560,203.32

Fixed Assets

12200 · Net Personal Property - Current

12220 · Personal Property - Current Yr 8,799.99

12260 · Accumulated Depre. Current Yr. (5,280.00)

Total 12200 · Net Personal Property - Current 3,519.99

Total Fixed Assets 3,519.99

TOTAL ASSETS 563,723.31

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

Credit Card at Alpine Bank 6,143.25

Total Credit Cards 6,143.25

Other Current Liabilities

21116 · Prepaid Admissions 990.00

Total Other Current Liabilities 990.00

Total Current Liabilities 7,133.25

Total Liabilities 7,133.25

Equity

3000 · Opening Bal Equity 43,235.44

3900 · Retained Earnings 281,621.43

Net Income 231,733.19

Total Equity 556,590.06

TOTAL LIABILITIES & EQUITY 563,723.31

The Vail Jazz Foundation, Inc.
Profit & Loss
November 2015 through June 2016

	<u>Nov '15 - Jun 16</u>
Ordinary Income/Expense	
Income	
40000 · Revenue	
41000 · Admissions	
41100 · Vail Jazz Festival	58,425.00
41200 · Concerts	7,630.00
41300 · Jams/Clubs	2,034.00
41350 · Receptions/Events	3,000.00
41375 · Winter Series	20,535.60
41500 · Ticket Fees	2,601.20
Total 41000 · Admissions	94,225.80
43000 · Sponsorship Fees	61,500.00
44000 · Contributions	
44100 · Individuals	143,040.12
44200 · Businesses	4,226.42
44300 · Foundation/Grants	237,618.92
44400 · Other Contributions	9,657.00
Total 44000 · Contributions	394,542.46
45000 · Fund Raisers	
45100 · Fund Raisers Revenue	23,500.00
45200 · Fund Raisers Expenses	(19,727.02)
45000 · Fund Raisers - Other	4,000.00
Total 45000 · Fund Raisers	7,772.98
45240 · First Fridays	
45242 · First Fridays Revenue	4,507.00
45244 · First Fridays Expenses	(5,396.65)
45240 · First Fridays - Other	7,250.00
Total 45240 · First Fridays	6,360.35
45250 · Fees for Education	9,000.00
45500 · Raffle/Auction-Net	(212.46)
46000 · Merchandise Sales	2,729.00
46500 · Program Ad Sales	15,149.50
47000 · Advertising Allowance	7,749.40
48000 · Interest Income	676.22
49100 · Gain/Loss Securities Sales	(23.45)
Total 40000 · Revenue	599,469.80
Total Income	599,469.80
Gross Profit	599,469.80
Expense	
51000 · Performances	
51100 · Vail Jazz Festival	
51110 · Artistic	
51113 · Artists Travel	(500.00)
Total 51110 · Artistic	(500.00)
51130 · Production	

The Vail Jazz Foundation, Inc.
Profit & Loss
November 2015 through June 2016

	Nov '15 - Jun 16
51131 · Contract Labor	25.00
51149 · Supplies	276.87
51159 · Other Production Expenses	1,230.00
Total 51130 · Production	1,531.87
Total 51100 · Vail Jazz Festival	1,031.87
51200 · Concerts	
51210 · Artistic	
51211 · Artists Fees	47,500.00
51213 · Artists Travel	(500.00)
Total 51210 · Artistic	47,000.00
51230 · Production	
51231 · Contract Labor	780.00
51249 · Supplies	1,408.61
51255 · Venue Rental	439.99
51259 · Other Production Expenses	4,971.28
Total 51230 · Production	7,599.88
Total 51200 · Concerts	54,599.88
51300 · Jams/Clubs/Productions	
51330 · Production	
51349 · Supplies	71.78
51355 · Venue Rental	6,436.00
51359 · Other Production Expenses	1,000.00
Total 51330 · Production	7,507.78
Total 51300 · Jams/Clubs/Productions	7,507.78
51400 · Other Productions	
51410 · Artistic	
51411 · Artists Fees	17,525.00
51413 · Artists Travel	560.00
51417 · Artists Housing	600.00
51419 · Other Artistic	192.18
Total 51410 · Artistic	18,877.18
51430 · Production	
51431 · Contract Labor	455.50
51433 · Equipment Rental	4,569.50
51437 · Instrumental Rental	1,224.00
51447 · Staging	2,500.00
51449 · Supplies	249.06
51455 · Venue Rental	1,848.75
51459 · Other Production Expenses	778.92
Total 51430 · Production	11,625.73
Total 51400 · Other Productions	30,502.91
51500 · Winter Series	
51510 · Artistic	
51511 · Artists Fees	12,940.00
51513 · Artists Travel	1,396.37

The Vail Jazz Foundation, Inc.
Profit & Loss
November 2015 through June 2016

	Nov '15 - Jun 16
51519 · Other Artistic	469.66
Total 51510 · Artistic	14,806.03
51530 · Production	
51531 · Contract Labor	420.00
51533 · Equipment Rental	111.83
51535 · Food, Beverage & Other	1,945.00
51537 · Instrumental Rental	120.00
51543 · Programs	46.57
51545 · Sound	880.00
51549 · Supplies	443.02
51555 · Venue Rental	3,249.78
51559 · Other Production Expenses	2,079.99
Total 51530 · Production	9,296.19
Total 51500 · Winter Series	24,102.22
Total 51000 · Performances	117,744.66
52000 · Education	
52100 · Workshop	
52190 · Other-Workshop Expenses	555.00
Total 52100 · Workshop	555.00
52200 · School Programs	
52210 · Educators Fees	16,700.00
52214 · Educators Travel	104.00
52242 · Meals	10.00
52266 · Other-School Program Expense	2,385.00
Total 52200 · School Programs	19,199.00
Total 52000 · Education	19,754.00
53000 · Marketing	
53100 · Direct Mail	
53110 · Printing	1,318.55
53120 · Mailing Service	100.00
53130 · Postage	639.84
Total 53100 · Direct Mail	2,058.39
53200 · Advertising	
53232 · Program Distribution	400.00
53210 · Advertising Print	5,261.50
53220 · Advertising Other Media	183.81
53225 · Production/Art Work	1,000.00
Total 53200 · Advertising	6,845.31
53250 · Photo/Video	2,179.00
53300 · Printing-General Marketing	763.63
53400 · Marketing/PR Consultant	3,791.99
53600 · Ticket Agent	1,814.40
Total 53000 · Marketing	17,452.72
54000 · Promotion	
54075 · Discounts-Tickets and Reception	565.00

The Vail Jazz Foundation, Inc.
Profit & Loss
November 2015 through June 2016

	Nov '15 - Jun 16
54300 · PR Consultant	8,200.00
Total 54000 · Promotion	8,765.00
54800 · Information Technology	
54810 · Software	1,078.49
54815 · Service Fees	30.50
54850 · Other-IT	469.99
Total 54800 · Information Technology	1,578.98
55000 · Fund Raising	
55300 · Entertainment	879.19
52275 · Annual Funding Request	430.88
55350 · Postage	345.89
55360 · Mailing Service	195.00
55400 · Other Fund Raising Expenses	729.62
Total 55000 · Fund Raising	2,580.58
56000 · Administration	
56100 · Accounting	72.20
56104 · Auto	2,223.56
56108 · Bank Charges	4,760.87
56116 · Dues/Subscriptions	510.00
56119 · Employee Benefits	49.00
56121 · Employee Benefits-Med Reimb	9,674.72
56124 · Employee Relations	48.02
56126 · Entertainment	1,522.24
56128 · Equipment Rental	671.94
56136 · Insurance-Liability	2,137.00
56138 · Insurance-Workers Comp.	511.00
56139 · Legal	99.00
56140 · Office Supplies	1,659.24
56150 · Independent Contractor Fees	510.00
56168 · Postage	522.11
56172 · Printing and Forms	275.35
56173 · Professional Development/Ed	100.00
56174 · Rent	9,700.00
56180 · Telephone Charges	2,699.06
56188 · Miscellaneous	2,876.97
Total 56000 · Administration	40,622.28
6560 · Payroll Expenses	
Processing Fee	482.80
56148 · Payroll	155,814.08
56152 · Payroll Taxes	12,972.89
6560 · Payroll Expenses - Other	2,693.62
Total 6560 · Payroll Expenses	171,963.39
6999 · Uncategorized Expenses	0.00
Total Expense	380,461.61
Net Ordinary Income	219,008.19

12:54 PM
07/05/16
Cash Basis

The Vail Jazz Foundation, Inc.
Profit & Loss
November 2015 through June 2016

	Nov '15 - Jun 16
Net Income	<u><u>219,008.19</u></u>



CULTURAL SPONSORSHIP GRANT PROPOSAL *for the* TOWN OF VAIL

2017 VAIL INTERNATIONAL DANCE FESTIVAL

2017 GERALD R. FORD AMPHITHEATER

2017 SUMMER MOUNTAIN GAMES (IN-KIND ONLY)

2017 BIRDS OF PREY MEN'S WORLD CUP

VAIL VALLEY ATHLETE COMMISSION

Presented by

THE VAIL VALLEY FOUNDATION

APPLICATION FOR TOWN OF VAIL FUNDING

1. ***Name of organization:*** Vail Valley Foundation
2. ***Contact Person:*** Mike Imhof, President
3. ***Mailing Address:*** PO Box 6550 Avon, CO 81620-9801
4. ***Telephone:*** 970-777-2015
5. ***Email address:*** mimhof@vvf.org
6. ***Members of governing board:***

*Andy Arnold
John Arnold
Hans Berglund
Judy Berkowitz
Jenn Bruno
Susan Campbell
Steve Coyer
Jack Crosby
Andy Daly
Ron Davis
Bill Esrey
Johannes Faessler
Tim Finchem
Harry Frampton
Pete Frechette
Steve Friedman*



*John Garnsey
Margie Gart
Donna Giordano
Sheika Gramshammer
Martha Head
Michael Herman
Al Hubbard
B. J. Hybl
Mike Imhof
Chris Jarnot
George Johnson
Alexia Jurschak
Kent Logan
Doug Lovell
Peter May
Kaia Moritz
Brian Nolan
Bobby Patton
Michael Price
Eric Resnick
Douglas Rippeto
Dick Rothkopf
Ken Schanzer
Mike Shannon
Stanley Shuman
Rod Slifer
Ann Smead
Hap Stein
Kristin Tang
Fred Tresca
Stewart Turley
Betsy Wiegers*

Directors Emeritus

*Adam Aron
Marlene Boll
Bjorn Erik Borgen
Berry Craddock
John Galvin
George Gillett
Pepi Gramshammer
Steve Haber
William Hybl
Elaine Kelton
Oscar Tang*



In Memoriam

President Gerald R. Ford

Jack Kemp

7. **Amount of contribution requested: \$142,500 + \$72,800 in-kind support** (\$65,000 for VIDF, \$27,500 for GRFA, \$40,000 for BOP/AWO & \$10,000 for VVF Athlete Commission along with in-kind support of \$2800 for GRFA, \$25,000 BOP & \$45,000 GMG)

8. **Organization fiscal year-end:** October 1, 2016 – September 30, 2017.

9. **Are your books audited:** Yes – annually.

10. **How will the contribution be used:** Please see below information.

11. **How does your request support item 1C of the contribution policy:** A positive, sustained economic climate.

12. **Who currently funds your organization (other governments, private donations, user fees, etc.):**

Town of Vail, Town of Avon, Eagle County, Beaver Creek Resort Company, private donations, ticket sales revenue (as non-limiting examples ticket sales to performances at the Vilar Performing Arts Center and tickets to attend Vail International Dance Festival performances, and corporate sponsorships with local, regional and national companies (brands) As non-limiting examples, EverBank, Korbel, GoPro, US Bank, Crazy Mountain Brewery.

13. **Organization's mission statement:** To enhance and sustain the spirit and quality of life in the Vail Valley by providing leadership in athletic, cultural and educational endeavors. **Vail Valley Foundation; Inspiring Lives, Enriching Community.**

*In-kind contributions to be determined by the Town of Vail and may not be applicable.

2017 VAIL INTERNATIONAL DANCE FESTIVAL – This is a TOV Tier 1 Event

July 29 – August 12, 2017

The Vail International Dance Festival is arguably one of the most successful and talked about arts festivals in the United States and considered one of the best of its kind around the world. It has consistently been featured in *The New York Times* Arts & Entertainment section, American Express's *Departures Magazine* and many other vertical print and digital media. Ticket sales records indicate that Festival-goers are true destination guests who are making a specific trip to Vail to attend this world-renowned event.



Damian Woetzel, as the Festival's Artistic Director, continues each year to outdo the prior year in terms of the caliber of performers, the breadth of the artistic styles represented and a Festival that truly entertains and provides a unique experience for all attendees. We consistently receive tangible and positive feedback from guests (ticket buyers), performers, donors, sponsors, press and industry experts as not just a player but a leader at the highest levels in the international community of performing arts.

The Festival supports the development of new choreography by commissioning new works annually to be premiered in Vail, works that continue to live on in the repertories for major dance companies. In his 10 years as Artistic Director Damian Woetzel has commissioned more than 45 new works that bear the Festival's name in perpetuity. It's no wonder the Festival has made Vail a distinguished center of the dance world. The New York Times has described our Festival as a place "...where the stars come to shine in new and unexpected ways."

In addition, the Festival has become far larger than what transpires within the Gerald R. Ford Amphitheater itself. A series of complimentary outreach programs offered through our fringe festival events, Dancing in the Streets and Village Vignettes add depth and increased appreciation of the art form giving anyone an opportunity to participate. 2016 will mark the 10th year for Celebrate the Beat, a vehicle in which children discover their potential by motivating them to believe in themselves, value artistic expression and develop a personal standard of excellence. In addition a robust master class series provides local aspiring dancer the chance to work with some of the masters of modern day dance.

For the first time ever, the Festival will be under the lights in New York City as part of the City Center's fall program November 3-6 with 4 performances of Vail Dance Festival: Remix NYC. This is an exciting opportunity for us to share the Festival's unique and exceptional programming with a larger audience.

GENERAL TOWN OF VAIL BENEFITS

- At the close of the 2015 Festival the PR audience numbers reached 577 million impressions resulting in \$1.37 million in Advertising Value Equivalency (AVE).
- The event this summer (2016), in an effort to provide access to all demographics, has scheduled FREE street performances to happen in Vail Village away from the traditional stage setting.
- Vail plays host to a Festival which no longer is considered just a local or even Colorado centric event but one that competes in caliber and stature on a world stage.
- Added dimension to summer in Vail; more to experience, more to do, more reasons to make Vail your summer destination.
- Positions Vail as an international center of cultural arts at the highest level of excellence
- Independent surveys on destination visitation each year reveal that in 2015 93% of attendees come to Vail specifically to attend the Festival and 85% of attendees stayed in paid lodging averaging 3.6 room nights.

SILVER SPONSOR BENEFITS



- Logo inclusion in all marketing and advertising initiatives
- One (1) full page advertisement in the official Vail International Dance Program
- Logo inclusion on performance / Festival poster
- Right to use the Vail International Dance Festival logo
- Four (4) seats in the premium seats for all performances at GRFA
- Four (4) VIP tickets to attend the Vail International Dance Festival Gala
- Four (4) invitations to all scheduled social functions
- Class observation opportunities

2017 VAIL INTERNATIONAL DANCE FESTIVAL GRANT REQUEST

For 2017, The Vail Valley Foundation kindly requests a 30% increase in investment. This requested increase is tied to the significant continued growth of the VIDF project over the last 5+ years itself, while at the same time, costs to run the project have increased 3-5% each year. VVF kindly asks that the Town of Vail consider these annual cost increases, which include lodging, talent fees, transportation costs, meals and entertainment, in their consideration of our **\$65,000** cash contribution request.

For the 2016 season, to celebrate the 10th anniversary of former New York City Ballet star Damian Woetzel as the Artistic Director of our Festival, VIDF is launching the Community Arts Access (CAA) initiative. CAA will work with local organizations to provide free tickets to community members who otherwise would not have the opportunity to experience live performing arts. CAA will partner with cross-sector community organizations including non-profit, educational, governmental, and other agencies to distribute free tickets to each of the 12 world-class performances throughout the course of the Festival. This opportunity is being introduced to the 2016 season to further the Festival's commitment to making the arts accessible and available to anyone, and expose the art of dance to new audiences. CAA's mission is to provide complimentary access to individuals, eliminating socioeconomic barriers to access. This program builds on an existing VIDF outreach program, which offers free performance tickets to local children ages 12 and under and discounted student tickets. The request of an additional \$15,000 in support for 2017 will allow us to expand the program in 2017 and position it for funding through private grant makers for the years 2018 and beyond.

BUDGET IMPACT TO 2017 VAIL INTERNATIONAL DANCE FESTIVAL

Should the Town of Vail approve our request for \$65,000, it shall account for 3% of our operating expense budget. The Vail International Dance Festival continues to grow each year and we are sincerely thankful for the annual Town of Vail support.

GERALD R. FORD AMPHITHEATER – This is a TOV Tier One Event/Venue

Summer Season 2017



Summer 2017 will mark the amphitheater's 30th season. In summer 2013 and 2014, the Amphitheater completed an extensive remodel. The remodel includes a new terraced lawn and a grand lobby. The lobby space now serves a meeting space for Ford Park. Camp Vail and other user groups utilizes the lobby as a resting place in the park, it is great for sunny days and rainy days. Locals and guests of all ages flock to the theater for a diverse mix of entertainment. From the Hot Summer Nights series to Bravo! Vail Valley Music Festival's symphonies and hot performers like Devon Allman , The New York Philharmonic, and Karl Denson , each summer, the Gerald R Ford Amphitheater serves as the cultural and social centerpiece of the Vail Valley.

The Vail Valley Foundation always strives for top-tier performances. The 2017 summer season shall be no exception with Bravo! Vail Valley Music Festival orchestras, Hot Summer Nights and the Vail International Dance Festival as anchors for the 2017 amphitheater schedule.

GENERAL TOWN OF VAIL BENEFITS

- Amphitheater productions showcase Vail as a premier summer resort
- Provides the major venue for performing artists and special events in Vail
- Programming policy ensures performance variety for Vail audiences
- Convention use for summer conferences, weddings, graduations and more
- Unique venue and programming sets Vail apart from other mountain resorts
- Vail's unique and breathtaking outdoor venue receives national recognition and praise
- Town of Vail bars, restaurants, clothing, jewelry, etc. all benefit from traffic pre and post each performance keeping people in Town, engaged and having a wonderful time in Vail

SUPPORTER BENEFITS

- Identification as major contributor in the building of the Gerald R. Ford Amphitheater
- Four (4) reserved seats at all Gerald R. Ford Amphitheater productions
- One (1) full page advertisement in the Vail Valley Summer Events Magazine
- One (1) TOV branded (with Logo) flag pole banner placed at venue entrance

2017 GERALD R. FORD AMPHITHEATER GRANT REQUEST

The Vail Valley Foundation kindly requests the Town of Vail consider a **\$27,500** cash contribution to help support a portion of the Hot Summer Nights series and services provided to the community at the facility. We also ask for a **\$2,800** in-kind contribution for police presence during Hot Summer Nights events.



BUDGET IMPACT TO 2017 GERALD R. FORD AMPHITHEATER

Should the Town of Vail approve our request for \$27,500 it shall account for 3% of our operating expense budget.

DECEMBER 2017 MEN'S BIRDS OF PREY WORLD CUP / AMERICA'S WINTER OPENING EVENT, VAIL & BEAVER CREEK, COLORADO

Each December, the world descends on the Vail Valley to watch the only Men's Alpine World Cup event in the USA. The Birds of Prey World Cup race week sees more than 20,000 people onsite over three days and the world truly watches as the domestic and international television exposure reaches over 150 million international households live to Europe in prime time. In the domestic USA, the TV production quality continues to increase, as does domestic viewership. All three BOP races are covered live or 'as-live' on NBC or NBC Sports plus re-airs.

In 2015 we expanded the event to include a kick off to winter festival celebrations called "America's Winter Opening - Where Winter Begins." This year, 2016, we will continue to expand on this concept with enhanced programming at the Vilar Performing Arts Center, a vibrant Beaver Creek Village scene with sponsor activations, food and beverage offerings, live music, games and fireworks and, new for 2016 December and part of our 2017 grant request as described herein, we plan to further expand into America's Winter Opening Into Vail.

Our goal for the annual World Cup and America's Winter Opening is to do for the winter season what GoPro Mountain Games has done for summer. Winter begins in Vail and Beaver Creek. We are very fortunate to be in partnership with Vail Mountain and they have agreed to merge their annual SnowDaze winter concert series into the Birds of Prey World Cup/America's Winter Opening dates. Together, we believe we are better and can create a new concept that tells the world that winter has begun in the Rockies. With activations reminiscent of what we experienced with the Alpine World Championships, we can bring vibrancy and entertainment to both Vail and Beaver Creek

The general attributes of Vail and Beaver Creek playing together, under the umbrella brand of America's Winter Opening, Where Winter Begins is:

- ✓ Vail and Beaver Creek participate together in the value of the iconic, annual world cup.
- ✓ SnowDaze music event rolls into the world cup dates but stays exclusive to Vail.
- ✓ Sponsors are now offered a larger opportunity which includes music and festivities and events in Vail as well as the high value media and spectator audience value of Birds of Prey in Beaver Creek.
- ✓ Pre-concerts in Vail, we hold formal athlete awards, very similar to how we operated during the world alpine championships; which was always a crowd favorite.



- ✓ Beer and wine festival and sponsor activations in Vail on select dates during the Winter Opening which animates and energizes Vail over dates that are historically very quiet.
- ✓ Additional, mountain games-type participatory events are part of the event mix in Vail. As non-limiting examples, ski mountaineering competitions, snowshoe 10K race, mixed/ice climbing competitions, art displays, unique brand and spectator friendly expositions, etc.
- ✓ As a reminder, our intent here is to look at this event concept and the beginning of the winter season in Vail-Beaver Creek in a very similar way to how we communicate to the world that the summer season in the Vail Valley has begun with the execution of the Mountain Games.

2017 BIRDS OF PREY / AMERICAS WINTER OPENING GRANT REQUEST

VIK: Each year as the World Cup continues to grow and draw a larger audience, the need to transport these consumers to and from the event becomes more and more of a logistical challenge and expense. We respectfully request the Town of Vail to consider an in-kind contribution of **\$15,000** to be used towards specific use of Town of Vail buses and drivers (labor) during the 2017 December Birds of Prey event weekend for Beaver Creek purposes and an additional **\$10,000** of in-kind support specific to the Vail activation concepts in 2017, as described above. Our total value in-kind request is **\$25,000** for 2017.

Cash Support: Additionally, in support of the Vail activation concepts described above, we are respectfully asking for **\$40,000** in cash support from Town Of Vail. If awarded funds, we will use this money to add sponsor activations, athlete-focused events, music, F&B, and TBA participatory events in Vail to drive spectator traffic, animation and positive economic impact during the AWO Weekend.

SPONSOR BENEFITS

- Town of Vail logo to be placed on the official website as a supporting partner at www.bcworldcup.com and logo inclusion in all appropriate marking, advertising and PR related to the Vail events.
- A quantity of VIP credentials (enough for each TOV council member and select TOV staff). Final quantity shall be discussed and mutually agreed to by both Town of Vail and Vail Valley Foundation to allow access to the VIP area within the event venue. Tickets are provided on a per day basis.
- Ten (10) invitations to the newly created Ski Industry Welcome to Winter kick-off party (location TBD)
- A new event concept which will drive incremental spectator attendance to Vail during a slower time of year.
- Seven (7) VIP gift bags for Town Council members.

2017 GOPRO MOUNTAIN GAMES – This is a TOV Tier 1 Event



The largest, most successful mountain based multi-sports, music and lifestyle celebration arguably in the world. Mountain Games has continued to grow each year and is looked upon as the top national event within the Outdoor Industry. The 2016 event saw a significant growth in athlete attendance with more than 4,000 participants and overall spectator attendance is estimated at 67,000 over the 4 days. Per the new Town of Vail (Town Council) grant application request guidelines, we are including in this grant request just the in-kind support we are requesting from the Town of Vail. Our normal CSE request for funds process will continue as per normal for any cash contribution request.

The Vail Valley Foundation respectfully asks the Town of Vail to consider an in-kind contribution of **\$45,000** for the 2017 Event to be used for:

- Extra duty police coverage and longer hours specifically tied to 3 nights of music at the GRFA during 2-17 Mountain Games (11 p.m. curfew at GRFA vs 10pm at Checkpoint Charlie) and continued expansion into Lionshead Village.
- Fire support
- Public works event assistance to include but not limited to:
 - trash clean up
 - water meter usage
 - sand bag distribution to and from event
- World cup climbing wall ballast
- Event bus/shuttle support and event fees

The VVF is asking for an increase in in-kind support in 2017 over what the TOV provided in 2016 since the Mountain Games project continues to materially grow in size, scope and resource needs each year. With the expanding footprint of the Event, we ask that the TOV review the final in-kind donation from 2016 and recommend an appropriate amount to cover 2017, if different from the \$45,000 we are suggesting. The VVF agrees to remain true to our commitment to TOV, which was, when VVF purchased the event, to not increase the cash contribution requested of TOV (CSE). VVF has been true to this promise and in fact has, each year since acquiring the Mountain Games project, decreased the VVF cash request.

PLEASE NOTE: The Town of Vail is considered a key stakeholder in the Mountain Games event and, tied to the cash request Vail valley Foundation makes to the CSE, the Town of Vail receives detailed marketing, attendance and overall economic ROI information across all aspects of the event along with specific branding and hospitality rights and benefits to be received by the Town of Vail in exchange for its support.

APPLICATION FOR TOWN OF VAIL FUNDING

1. Name of organization: **Vail Valley Athlete Commission**



2. Contact person: **Mike Imhof**
3. Mailing address: **PO Box 6550 Avon, CO 81620-9801**
4. Telephone: **(970) 777-2015**
5. Email: **mimhof@vvf.org**
6. Members and Titles of your governing board:

Mike Imhof Vail Valley Foundation

Patty McKenny Town of Vail

Mike Kloser - Vail Community member

7. Amount of contribution requested: **\$10,000**
8. Organization fiscal year-end: **Calendar Year January 1-December 31**
9. Are your books audited? **YES**
10. How will the contribution be used? **Please see below.**

The Athlete Commission provides financial support to the young individual athletes of our valley so that they might go out into the international world of competition and chase their dreams. Each year we fund both fledgling international athletes as well as those who have reached the highest ranks. The recipients come from every sport and every part of our valley.

The number of applicants has been steadily growing every year. However, the amount of available funds has not increased at the same rate. It is our intent to increase the amount of funding from each partner to meet the needs of deserving athletes.

11. How does your request support item 1C of the contribution policy?

Funding from the Athlete Commission benefits the entire community of Vail by providing an opportunity for local athletes to represent this community in an international arena thereby gaining exposure and awareness of our premier mountain resort. The commission hopes to honor those athletes that in turn honor their community. Whenever possible, representation of a community logo is expected and greatly appreciated. As winner of the women's World Cup Alpine overall Lindsey Vonn generated tremendous international awareness of Vail. Along with Toby Dawson and Sarah Schleper, Lindsey Vonn received financial support for many years from the Athlete Commission. The future



health of our community will be enhanced by providing opportunities for advancement of deserving athletes wishing to pursue their athletic dreams.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Historically, the commission has consists of two funding partners: Town of Vail and the Vail Valley Foundation.

13. Organization's mission statement:

Local Pepi Gramshammer originally conceived the idea for the Athlete Commission as a method for the community to provide financial support for the Valley's deserving athletes. The program supports those athletes participating in international competitions.



10/1/14-9/30/15 Vail Valley Foundation Financial Overview

Vail Valley Foundation Consolidated Statements of Financial Position September 30, 2015 and 2014

	2015	2014 (restated)
Assets		
Cash and cash equivalents	\$ 3,062,338	\$ 4,189,259
Cash held for 2015 AWSC	-	4,058,950
Accounts receivable, net	467,165	451,835
Promises to give, net	3,175,311	2,365,562
Prepaid expenses and other assets	128,010	672,666
Operating investments	6,402,295	7,058,339
Property and equipment, net	24,447,603	25,542,263
Goodwill and intangible assets, net	518,398	526,397
Endowment investments	3,363,539	3,714,112
Total assets	\$ 41,564,659	\$ 48,579,383
Liabilities and Net Assets		
Accounts payable	\$ 401,123	\$ 136,901
Accrued expenses and other liabilities	1,685,587	7,351,562
Deferred revenue	1,102,272	2,239,197
Deferred membership benefits	496,959	514,087
GRFA loan payable	1,122,198	1,122,198
Bonds payable, net of debt issuance costs	5,075,785	5,205,116
Interest rate swap	1,412,518	1,125,794
Foreign currency swap	-	176,741
Total liabilities	11,296,442	17,871,596
Net Assets		
Unrestricted		
Undesignated	1,099,015	644,013
Invested in property and equipment, net of related debt	18,249,620	19,214,949
	19,348,635	19,858,962
Temporarily restricted	7,636,285	7,565,528
Permanently restricted	3,283,297	3,283,297
Total net assets	30,268,217	30,707,787
Total liabilities and net assets	\$ 41,564,659	\$ 48,579,383



VVF Budget

Vail Valley Foundation Budget			
Fiscal Year 2016 (October 1, 2015 thru September 20, 2016)			
<u>Revenue</u>			
	Fundraising	\$4,715,340	
	Arts	\$7,391,485	
	Athletis	\$5,922,104	
	Education	\$3,701,000	
	G&A	<u>\$77,195</u>	
		\$21,807,124	
<u>Expense</u>			
	Fundraising	(\$1,720,606)	
	Arts	(\$7,215,493)	
	Athletics	(\$5,900,792)	
	Education	(\$3,569,247)	
	G&A	(\$3,254,560)	
	Bond Principal Repayment	<u>(\$145,000)</u>	
		(\$21,805,697)	
Net Contribution		<u>\$1,427</u>	



February 27 – March 5, 2017

Application for Town of Vail 2017 Funding

Applied 6/30/16 by:

BURTON



APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please)**, sent to **csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization:
2017 Burton US Open Snowboarding Championships
2. Contact person:
Marc Murphy (Burton) and James Deighan (Highline)
3. Mailing address:
Burton Corporation, 80 Industrial Parkway, Burlington, VT 05401
Highline, 12 Vail Rd, Suite 500, Vail, CO 81657
4. Telephone:
Burton Corporation, 802.651.0493
Highline, 970.331.5312
5. E-mail address:
marcm@burton.com
jdeighan@gohighline.com
6. Members and Titles of your governing board:
Marc Murphy, Director of Partner Marketing, Burton Snowboards
Ian Warda, Director of Events/Entertainment, Burton Snowboards
Whitney Heingartner, Strategic Alliances Manager, Burton Snowboards
James Deighan, Partner, Highline Sports & Entertainment, Inc
Peggy Wolfe, Director of Event, Highline Sports & Entertainment, Inc
7. Amount of contribution requested:
\$440,000 + Value in kind as outlined below (and as per the full 2017 USO
Operations/Storage Overview attached as Exhibit A and Exhibit B):
Soccer Lot: February 16 – March 10, 2017 - full use of entire lot
RV Lot: February 16 – March 10, 2017 - full use of entire lot
8. Organization fiscal year-end:
Burton - January 31 Highline – December 31
9. Are your books audited?
Burton books are reviewed by Price Waterhouse Coopers
Highline books are reviewed by Keil & Associates, CPA
10. **What category of funding is your organization applying for? (see definitions on page 1):**
Signature Event
11. How will the contribution be used?

The TOV contributions will be used to provide guests of the event and the Town of Vail a high impact / safe

winter sport experience to ensure repeat, long-term visits:

- Grow youth outreach programs considering previous years successful activations (i.e. reporter program)
- Increase communication and marketing efforts pre-event with local businesses
- Grow marketing for out of state and foreign visitors
- Continue growth of junior jam programming
- Grow Broomball participation and community attendance
- Maximize entertainment efforts at Solaris
- Continue to develop logistical solutions for guests at concert venue
- Identify and implement reasonable solutions for families visiting Golden Peak competition venue
- Attract celebrity clientele
- Data collection
- Grow sponsorship & B2B opportunities for Burton and TOV
- Expand environmental and sustainability efforts
- Showcase Vail as a premier destination across all media outlets available to Burton

11. How does your request support item 1C of the contribution policy?

The USO provides a premier event each winter which has proved to deliver a considerable increase in economic impact to local businesses and the Town of Vail which has been shown each year in our final recap. In addition to economic impact, the USO delivers a memorable experience for a key demographic which will ensure their return, year after year. From tax revenue to increases in ADR, since the USO has arrived in Vail in 2013, this Partnership has delivered measureable and positive impacts on the community, experience and economy.

The 2017 USO will continue to deliver:

- Global awareness
- Entertainment and lifestyle attractions for millennials & families
- Repeat visitors from past events, longer term stays
- Encouraged participation of local community, businesses and youth
- Safe environment for all guests

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Burton is a privately held company.

Highline is a privately held company.

The US Open Snowboarding Championships is funded by Burton Snowboards and corporate Partners

13. Organization's mission statement:

Set the standard for best in class international winter events through superior on-hill venues and high levels of competition, as well as outstanding off-hill entertainment and unique activations while showcasing the partnership between three premium brands in Burton, Town of Vail, and Vail Mountain.

APPLICATION FOR TOWN OF VAIL FUNDING
Balance Sheet

*Highline Sports & Entertainment, Inc. – Available upon request

** Burton Corporation, as a privately held company, It is the company policy not to disclose financial information.

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement – Current Fiscal Year Budget

2017 US Open Budget

Marketing	\$4,779,000
Marketing Campaign / Media Buy	\$69,000
Global broadcast production / distribution	\$792,000
Staffing	\$756,000
Course / Venue build	\$433,000
Event infrastructure	\$580,000
In-town activations	\$450,000
Security / Police / Medical	\$119,000
Branding	\$231,000
Food & Beverage	\$158,000
Lodging	\$770,000
Travel	\$47,000
Shipping / Storage	\$32,000
Prize Money	\$342,000

2017 USO OPERATIONS / STORAGE OVERVIEW

In order to produce a world-class event with the scope and scale of the US Open Snowboarding Championships, we require adequate operations compound space and storage facilities throughout the duration of the event, including load-in, build, event days, tear-down, and load-out. The plan below outlines these requirements which accurately represents the operations footprint of the event, and accounts for the possible impact on TOV stakeholders and guests by implementing processes and safety measures that contribute towards maintaining the high level guest experience standard that has been set in Vail.

2017 Plan Outline:

Soccer Lot: February 16 – March 10, 2017 - full use of entire lot

* Lot to be staffed full time with dedicated Boneyard manager to interface with all vendors, TOV officials and employees, and guests. Lot to be clearly labeled with signage at entrance notifying parking permit holders of the lot closure for the specified dates.

- Primary GP Operations Compound: Working area for inventory, sort, load/prep load of all operational infrastructure from all vendors.
- Long term storage
- (6) 20'x8' storage containers
- Heavy equipment:
 - o (1) 8k variable reach forklift
 - o (1) 6k rough terrain straightmast forklift
 - o (3) skid steers with fork attachments
- Work Vehicles
 - o (3) 26' box trucks, (10) pickups/vans
- ALL empty scaff/truss containers
- (1) 20' mobile office with generator
- (2) portable toilets
- Vendor/Burton work vehicle parking

RV Lot: February 16 – March 10, 2017 - Full use of entire lot for oversized vehicle staging and storage with light operational use.

Lot to be managed full time with dedicated Boneyard manager to interface with all vendors, TOV officials and employees, and guests.

Mtn. Plaza: February 16 – March 10, 2017 - 7 bays total (same configuration as last year – see below for details.)

- Long Term Storage Facility – climate controlled, staffed, and secure
- GP Sponsor Village & Solaris Boneyard/Storage
 - o Lower SV delivery and overflow storage in the lockable bays (9 & 10)
 - § Shipping storage from USO Sponsors:
 - o Sort, inventory and load zone in bays 11-13
 - § Work zone, where we have space to inventory and load everything stored in the lockable cages/bays 2 & 3 without blocking traffic.
 - o Solaris boneyard (and/or sponsor storage zone in bays 2 & 3)
 - o Solaris heavy equipment storage
 - (1) 8K variable reach forklift
 - (1) 6k rough terrain straight mast

Race City/TV Compound: February 17 – March 10, 2017

Burton/Vail/TV/Webcast/MSI Operations Compound

- Branding/MSI OPS: (1) 20x8 storage container
 - o Snow fence: x 15,000'
 - o SPM Poles: x 900
 - o Banners: x 200
 - o Banner Frames: x 200

- TV Compound: February 25- March 7, 2017
 - o "A" Unit TV Truck (53' semi)
 - o "B" Unit TV Truck (53' semi)
 - o "C" Unit TV Truck (53' semi)
 - o Satellite uplink truck (35' truck)

Bottom of Slope style

Temporary Storage

- Friday, 2/17/17 – 2/26/17
- Scaff/truss staging for all on hill structures
- (2) light towers
- Vehicles until 2/26

Manor Vail Cages 2 x 12'x18'

Long Term Storage

- 2/17/17 – 3/10/17
- Sponsor Village product (sampling and promotional pieces for the partners)

Alternative Permit Holder Parking:

- Burton to work with TOV to find best solution for displaced parking at the Soccer lot for the dates above. Possible methods include...
 - o Burton to give TOV (X?) spots at Manor Vail for the duration of the event to compensate for a portion of displaced parking spots during this time frame
 - o Burton to cover a portion of the cost (% of total TBD) of putting displaced parkers in the public garage during event dates so that Vail minimizes lost revenues.
 - o Combined alternative parking solution to account for all 65 parking spaces in that lot for an agreed upon date range.
 - o Burton to provide a shuttle system for any displaced parkers that have to use alternative lots (i.e. Nordic lot)
- o TOV to publicize dates of lot closure as well as communicate the dates and alternative parking plan to each permit holder at the time the permits are issued at beginning of season.

ATTACHMENT C
2017 REQUESTED TOWN SERVICES

BUS RE-ROUTES: MSI will communicate reroute needs based on real time logistics onsite. However, below details possible reroute windows

Golden Peak (2017)

- 2/17-2/21 from 4-7:45am and 5-10pm: Rails, structures, power, screen deliveries
- 2/25 from 5pm through 7:45am on 2/28: TV truck load in

Solaris (2017)

Re-route at VAIL ROAD to EAST MEADOW DR/SOLARIS stop for events, concerts and concert set up:

Monday, Feb 27, 2017	6:00am-8:00pm
Tuesday, Feb 28, 2017	8:00am-5:00pm
Wednesday, March 1, 2017	3:30pm-9:30pm
Thursday, March 2, 2017	3:30pm-11:00pm
Friday, March 3, 2017	4:00pm-11:30pm
Saturday, March 4, 2017	4:00pm-12:00am
Sunday, March 5, 2017	8:00am-10:00pm

BARRICADES (2017)

Delivery:	WEDNESDAY, March 1, 2017
Location:	Solaris – East Meadow Drive
Time:	10am
Needs:	180 panels, Need an additional 2,000' if available
Pick Up:	SUNDAY, March 5, 2017

ELECTRIC (2017)

It is requested to use the following Town of Vail electric during the US Open

CHECK POINT CHARLIE/GORE CREEK DRIVE

Dates:	FRIDAY-SATURDAY, March 3-4, 2017
Needs:	POWER PANEL adjacent to Check Point Charlie
	LED screen
	Concert Sound/Audio
	Lights
	POWER FROM light poles
	Lights for tents along Gore Creek Drive (to Fountain)

INTERNATIONAL BRIDGE

Dates:	FRIDAY-SATURDAY, March 3-4, 2017
Needs:	POWER PANEL south of International Bridge
	Beer draft trailers
	Lights for tents along Willow Bridge Road
	POWER OUTLETS near Pedestrian Bridge
	Lights for tents along Willow Bridge Road
	POWER FROM light poles
	Lights for tents along Willow Bridge Road

K-RAIL-JERSEY BARRIERS: 2016 final needs TBD based on 2016 structures.

- Golden Peak: 4
 - o Delivery: February 18

- Solaris: 12
 - o Delivery: February 27, for build start on February 28
 - o Pick Up: March 8

VARIABLE MESSAGE BOARDS-SIGNAGE

None requested in 2017

Brief description of the estimated benefits to the Town of Vail, including an estimated # of incremental room nights and increased spending generated by the 2016 Burton US Open.

Estimated Incremental Room Nights and Revenue Generated by the 2016 Burton US Open of Snowboarding.

2016 Estimated Incremental Spending

Incremental Room Nights

Estimated total event attendance:	21,500 (Unique Attendees)
Those who came just for the event:	64%
Overnight Visitors to Region:	52%
Overnight Visitors staying in Vail lodging:	67%
Average nights stay in Vail:	5.7 nights
Total Incremental Room Nights:	13,663 (Double occupancy, 2ppl/room)

Incremental Spending

Estimated attendance per day:	3,583
Average amount spent:	\$183
Event Days:	6
Total Incremental Spending:	\$3,934,134
Average lodging price per night:	\$571
Incremental room nights:	13,663
Subtotal spent on lodging:	\$7,801,573
Number of days in Vail not for event:	1
Number of people staying additional days:	3,870 (18%)
Average amount spent per day:	\$183
Subtotal spent on non-event days:	\$708,210

Total Estimated Incremental Spending: \$12,443,917

2016 Town of Vail Estimated Return on Investment

Town of Vail 2016 Investment \$400,000

Total Value of PR impressions (866,837,977 print, digital, social and broadcast impressions) + the estimated value to Vail for global TV exposure (based on 2016 figures) \$12,605,332

Return on Investment via PR Event Related Impressions	32-to-1
Est. Incremental Room Nights Generated (Double Occupancy)	13,663
Est. Incremental Spending Generated	\$12,443,917
Tax Receipts (Lodging – 4%)	\$312,063
Tax Receipts (Sales – 4%)	\$157,365
Tax Receipts (Vail Local Marketing District – Lodging Only 1.4%)	\$109,222
Total Town of Vail Tax Receipts	\$578,650
As a percentage of Total TOV March Tax Receipts	13.7%

Return on Investment through Incremental Spending in the Town of Vail 44.6%

APPLICATION FOR TOWN OF VAIL FUNDING

1. Name of organization: Colorado Ski Museum, Inc.
2. Contact person: Susie Tjossem, Executive Director
3. Mailing address: 231 S. Frontage Road East, Vail, CO 81657
4. Telephone: 970.476.1876
5. E-Mail: skimuseum@gmail.com
6. Members and Titles of your governing board:
 - Chairman: Jamie Duke
 - Vice Chairman: Diane Boyer
 - Treasurer: Kent Erickson
 - Secretary: Dean Ericson
 - Members: Todger Anderson, Hart Axley, Bob Beattie, Trent Bush, Lucy Davis, Andy Franklin, Dave Gorsuch, Jeff Gorsuch, Bill Jensen, John McMurtry, Larry Olson, Erik Steinberg, Bill Tomcich, Steve Waterhouse

7. Amount of contribution requested:

\$53,449 (which represents a three percent increase over the 2016 cash award of \$44,125 plus \$8,000 in rent credit)

8. Organization fiscal year-end: April 30

9. Are your books audited?

CSSM books are prepared annually for audit by Jodi Teague, Certified Public Accountant. Taxes are prepared by Al Richards.

10. Services (formerly Tier III)

11. A. How will the contribution be used?

Each year the Museum has ongoing needs for its day-to-day operations. In recent years, the Museum has focused on enhancing the guest experience by extending its operating hours, investing in improvements to the facility and exhibits, and by expanding its educational programming. One of the most popular attractions is the film *"Climb to Glory: Legacy of the 10th Mountain Ski Troopers"* that was produced in collaboration with Warren Miller Entertainment and premiered in 2014. On most Fridays, the valley's own Sandy Treat, a 10th veteran, follows up a showing of the film with "Tales of the Tenth", a fireside chat type of presentation that often draws a big crowd. Other recent improvements include the digitization of over 400 historic videos and films and the development of a state-of-the-art self-guided tour mobile app, which gives visitors a deeper dive into the Museum's archives.

- B. How does your request support item 1C of the contribution policy?

The Museum is one of Vail's most visited cultural/educational institutions and currently draws 75,000 visitors annually. Its location at the gateway to the village core makes it accessible to thousands of people coming or going from the Vail Transportation Center. It

also is a draw for travelers along I-70, who stop for a break from their journey, whether scheduled or impromptu after seeing roadside signs. On occasion, it serves as a way station for travelers stranded due to road closures, and the Museum staff does its best to accommodate those displaced by these occurrences.

In addition to daily visitors, the Museum hosts field trips of students from elementary, middle and high schools in the region, as well as groups such as Eagle County Seniors, foreign delegations curious about the evolution of snow sports in Colorado, or those who have a specific interest in the 10th Mountain Division of World War II. The Museum's 10th Mountain Division exhibit is the largest of its kind in the United States and the only one in Colorado. The Museum also is available for special events for various community and private groups seeking a venue that is easily accessible and affordable.

For those that are not fully aware of the Museum's history, this now 40-year-old institution was a result of a joint application submitted in 1975 to the Colorado Centennial-Bicentennial Celebration Committee by Town of Vail Manager Terry Minger and Vail Centennial Ski Museum, Inc. aka Colorado Ski Museum. Along with Minger, the first Board of Directors was made up of a cross section of Vail and Colorado ski industry stakeholders, including Vail Mayor John Dobson. Having Vail as the base for the Colorado Ski & Snowboard Museum reinforces this community as the epicenter of Colorado skiing, which in turn provides benefit to all aspects of the Vail economy and the quality of life for all residents of Vail.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

The Colorado Ski Museum receives funding from five primary sources:

1. Special Events (Annual Hall of Fame Induction Gala, Golf Tournament and private group facility rentals)
2. Operating Grants (Town of Vail and Vail Resorts Epic Promise)
3. Annual Membership Contributions and Other Cash Contributions
4. Museum Gift Shop Proceeds
5. Project-specific Restricted Grants

13. Organization's mission statement:

Vision: A world-class steward of Colorado snow sports history.

Mission: Communicate, Honor and Preserve the legacy of Colorado skiing and snowboarding.

Colorado Ski Museum
Balance Sheet Prev Year
As of April 30, 2016

ASSETS

Current Assets

Total Checking/Savings 417,544.50

Total Accounts Receivable 9,511.94

Total Other Current Assets 85,670.54

Total Current Assets 512,726.98

Total Fixed Assets 3,380.97

TOTAL ASSETS 516,107.95

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Total Accounts Payable 11,188.48

Total Other Current Liabilities 4,977.93

Total Current Liabilities 16,166.41

Total Liabilities 16,166.41

Equity

3900 · Retained Earnings 323,295.04

3902 · Temporarily Restricted RE 34,730.00

3903 · Permanently Restricted 580.00

Net Income 141,336.50

Total Equity 499,941.54

TOTAL LIABILITIES & EQUITY 516,107.95

2017 APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: **Betty Ford Alpine Gardens**
2. Contact person: **Nicola Ripley**
3. Mailing address: **183 Gore Creek Drive, Ste. 7, Vail, CO 81657**
4. Telephone: **970-476-0103**
5. E-mail address: **Nicola@bettyfordalpinegardens.org**
6. Members and Titles of your governing board:
Liz Paxson – President
Susan Frampton – Vice President
Bob Fritch – Treasurer
Gwen Scalpello – Secretary
Susan Ford Bales Michael Charles
Kathy Borgen Doe Browning
Sheika Gramshammer Dick Liebhaber
Sharon Sweeney Margaret Rogers
Carey Firestone Romer Holly Elliott
7. Amount of contribution requested: **\$90,000 for operations & \$30,000 for capital**; In-kind contribution of one blue parking pass for the Gardens' Executive Director; two designated parking spots in Ford Park.
8. Organization fiscal year-end: **September 30, 2016**
9. Are your books audited? **Yes, every third year. FY 2016 will be audited**
10. **What category of funding is your organization applying for? Services**
11. How will the contribution be used? The contribution is used for the annual operation of the Gardens. The capital request will be used to fix and repair aging water features with the priority being the cascading waterfall which is currently not working. All our water features are old and improvements needed to save water and run efficiently.

Attached is a detailed report of the condition water features in the Gardens.

11. How does your request support item 1C of the contribution policy?

Trip Advisor ranks Betty Ford Alpine Gardens #3 of 69 things to do in Vail with the top two being Vail Mountain Resort and Blue Sky Basin. The Alpine Gardens experience is accessible to all regardless of one's ability to pay and now, with the opening of the Education Center, the Gardens is open year-round. This new era at Betty Ford Alpine Gardens deserves a higher level of investment from the Town of Vail to grow and maintain this world-class attraction.

Over 100,000 visitors come to the Gardens each year. Multi-generational families are able to deepen their connection to our mountain environment in a safe and controlled setting. Over 3,000 species of plants are beautifully displayed in five themed outdoor gardens and the Alpine House. This award winning collection of plants is designed to teach people about our mountain environment in hopes that they will better understand and preserve our natural heritage.

In addition to the important living collection and Education Center, we have an active focus on the conservation and science of the plant world and share our knowledge with botanists worldwide. We are a Seeds of Success partner with the Bureau of Land Management, have grown and reintroduced endangered plants to the wild and conduct rare plant monitoring annually. We partner with scientists to study how climate change is effecting the alpine environment. In addition, Nicola Ripley, the Executive Director has co-authored The North American Strategy for Alpine Plant Conservation along with the chief botanist of the Forest Service.

The new Education Center has enabled us to expand the quality, quantity and type of cultural and educational opportunities – elevating the Gardens to a whole new level. In 2016, the Alpine Gardens hosted thought provoking educational exhibits, artists' workshops, and musical performances of the highest caliber. A series of *Intimate Evening in the Gardens* events featuring climatologists, scientists and artists accompanied these premiere programs.

The Education Center also allows for daily staff interaction with our guests which ultimately translates into a superior experience. Trip Advisor's ranking of the Alpine Gardens is a testament to our success.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

32%	Gift Shops
40%	Individual donors
16%	Town of Vail
10%	Earned Income
2%	Grants

13. Organization's mission statement:

Betty Ford Alpine Gardens' mission is to deepen understanding and promote conservation of alpine plants and fragile mountain environments.

Betty Ford Alpine Gardens
Balance Sheet
As of September 30, 2015

	Sep 30, 15	Sep 30, 14	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
101 · Unrestricted Funds				
Paypal	610.65	121.95	488.70	400.74%
105 · Petty Cash				
105.5 · Gift Shop Cash	200.00	433.00	-233.00	-53.81%
105 · Petty Cash - Other	100.00	100.00	0.00	0.0%
Total 105 · Petty Cash	300.00	533.00	-233.00	-43.72%
106 · Total Checking (for reconcile)				
107 · Unrestricted Checking	130,439.50	155,767.23	-25,327.73	-16.26%
Total 106 · Total Checking (for reconcile)	130,439.50	155,767.23	-25,327.73	-16.26%
Total 101 · Unrestricted Funds	131,350.15	156,422.18	-25,072.03	-16.03%
120 · Temporarily Restricted Funds				
122.8 · Education Center Funds- Temp Re	233,882.75	79,367.46	154,515.29	194.68%
126 · Temp. Restricted Savings	0.00	225,015.24	-225,015.24	-100.0%
126.3 · Diversify ICS Acct 337	0.00	1,064,743.28	-1,064,743.28	-100.0%
126.5 · T. Rest Svings- Bldg Acct 1900	0.00	25,000.00	-25,000.00	-100.0%
Total 120 · Temporarily Restricted Funds	233,882.75	1,394,125.98	-1,160,243.23	-83.22%
160 · Restricted Funds				
165 · Restricted Endowment				
165.0 · Permanently Rest. Endowment	389,175.00	416,834.00	-27,659.00	-6.64%
165.2 · Library Endowment- Perm Rstric	45,853.00	0.00	45,853.00	100.0%
165.5 · Board Designated Fund	70,819.77	76,030.96	-5,211.19	-6.85%
Total 165 · Restricted Endowment	505,847.77	492,864.96	12,982.81	2.63%
Total 160 · Restricted Funds	505,847.77	492,864.96	12,982.81	2.63%
Total Checking/Savings	871,080.67	2,043,413.12	-1,172,332.45	-57.37%
Accounts Receivable				
Pledges Receivable				
Temp. Restricted Pledges	144,000.00	108,500.00	35,500.00	32.72%
Total Pledges Receivable	144,000.00	108,500.00	35,500.00	32.72%
1200 · Accounts Receivable	175.38	0.00	175.38	100.0%
Total Accounts Receivable	144,175.38	108,500.00	35,675.38	32.88%
Other Current Assets				
173 · Gift Shop Inventory				

Betty Ford Alpine Gardens
Balance Sheet
As of September 30, 2015

	Sep 30, 15	Sep 30, 14	\$ Change	% Change
173.2 · School House Inventory	14,058.14	8,110.07	5,948.07	73.34%
173 · Gift Shop Inventory - Other	151,869.42	121,723.94	30,145.48	24.77%
Total 173 · Gift Shop Inventory	165,927.56	129,834.01	36,093.55	27.8%
Total Other Current Assets	165,927.56	129,834.01	36,093.55	27.8%
Total Current Assets	1,181,183.61	2,281,747.13	-1,100,563.52	-48.23%
Fixed Assets				
175 · Long Term Assets	1,316.00	1,316.00	0.00	0.0%
177 · Mountain Perennial Garden	254,006.37	254,006.37	0.00	0.0%
178 · Meditation Garden	145,061.42	145,061.42	0.00	0.0%
179 · Alpine Rock Garden	1,040,384.38	1,040,384.38	0.00	0.0%
182 · Schoolhouse, Plaza, Childrens	1,071,842.20	1,071,842.20	0.00	0.0%
185 · Library	2,440.97	2,440.97	0.00	0.0%
186 · Himilayan Garden	3,048.47	3,048.47	0.00	0.0%
190 · Interpretation/Displays	89,577.13	89,577.13	0.00	0.0%
191 · Education Center	3,450,209.84	209,720.71	3,240,489.13	1,545.15%
192 · Village Gift Shop	16,381.72	16,381.72	0.00	0.0%
194 · Website	9,348.00	9,348.00	0.00	0.0%
195 · Office/Computer Equipment	55,895.33	55,895.33	0.00	0.0%
196 · Accumulated Depreciation	-953,401.00	-953,401.00	0.00	0.0%
Total Fixed Assets	5,186,110.83	1,945,621.70	3,240,489.13	166.55%
TOTAL ASSETS	6,367,294.44	4,227,368.83	2,139,925.61	50.62%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	153,855.89	29,893.59	123,962.30	414.68%
Total Accounts Payable	153,855.89	29,893.59	123,962.30	414.68%
Credit Cards				
1st Bank Visa	390.98	480.36	-89.38	-18.61%
Total Credit Cards	390.98	480.36	-89.38	-18.61%
Other Current Liabilities				
Gift Certificates	1,318.62	219.26	1,099.36	501.4%
209.1 · Loan From Board Member	600,000.00	0.00	600,000.00	100.0%
210 · Payroll Liabilities				
210.1 · Health Insurance	7.17	0.00	7.17	100.0%
210.2 · Co Unemployment	3,086.64	3,854.87	-768.23	-19.93%
210.4 · Federal Liabilities	3,441.34	2,623.76	817.58	31.16%

Betty Ford Alpine Gardens
Balance Sheet
As of September 30, 2015

	Sep 30, 15	Sep 30, 14	\$ Change	% Change
210.5 · CO Liabilities	845.00	660.00	185.00	28.03%
210.6 · Simple Liabilities	3,487.88	2,644.71	843.17	31.88%
210.7 · Housing Liabilities	1,850.00	0.00	1,850.00	100.0%
210.8 · Child Care Liability	244.44	328.29	-83.85	-25.54%
Total 210 · Payroll Liabilities	12,962.47	10,111.63	2,850.84	28.19%
2200 · Sales Tax Payable	3,850.72	3,455.76	394.96	11.43%
230A · Accrued Vacation Payable	4,327.86	4,327.86	0.00	0.0%
230B · Accrued Payroll	9,785.04	8,804.93	980.11	11.13%
Total Other Current Liabilities	632,244.71	26,919.44	605,325.27	2,248.66%
Total Current Liabilities	786,491.58	57,293.39	729,198.19	1,272.74%
Total Liabilities	786,491.58	57,293.39	729,198.19	1,272.74%
Equity				
290.1 · Unrestricted Net Assets	3,357,163.86	541,997.34	2,815,166.52	519.41%
290.2 · Temporarily Restricted Net Asse	470,560.75	1,703,319.63	-1,232,758.88	-72.37%
290.3 · Permanently Restricted Net Asse	342,350.83	291,350.83	51,000.00	17.51%
Net Income	1,410,727.42	1,633,407.64	-222,680.22	-13.63%
Total Equity	5,580,802.86	4,170,075.44	1,410,727.42	33.83%
TOTAL LIABILITIES & EQUITY	6,367,294.44	4,227,368.83	2,139,925.61	50.62%

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Betty Ford Alpine Gardens									
FY 2015 Year-End									
	Sep 15	Budget	\$ Over Budget	% of Budget	Oct '14 - Sep 15	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
301 - Operating Income									
354 - Total Operating Cash Income									
305 - Annual Memberships	3,779.00	3,000.00	779.00	125.97%	64,306.20	60,000.00	4,306.20	107.18%	60,000.00
305.5 - TOV RETT Funds	0.00	0.00	0.00	0.0%	67,000.00	67,000.00	0.00	100.0%	67,000.00
310 - Garden Donation Boxes	2,948.33	2,500.00	448.33	117.93%	14,072.54	11,500.00	2,572.54	122.37%	11,500.00
312 - Individual Donations- Operatir	388.67	3,000.00	-2,611.33	12.96%	89,431.58	80,000.00	9,431.58	111.79%	80,000.00
320 - Operating Grants	0.00	0.00	0.00	0.0%	6,788.00	6,000.00	788.00	113.13%	6,000.00
340 - Group Tours	0.00	250.00	-250.00	0.0%	1,000.00	2,050.00	-1,050.00	48.78%	2,050.00
345 - Facility Use									
345.1 - Rental Income- chairs	1,191.00	0.00	1,191.00	100.0%	2,991.00	1,000.00	1,991.00	299.1%	1,000.00
345 - Facility Use - Other	3,675.00	0.00	3,675.00	100.0%	12,585.00	2,800.00	9,785.00	449.46%	2,800.00
Total 345 - Facility Use	4,866.00	0.00	4,866.00	100.0%	15,576.00	3,800.00	11,776.00	409.9%	3,800.00
350 - Events & Other Income									
350.06 - Other FR Events/Programs	596.00	50.00	546.00	1,192.0%	3,189.37	1,700.00	1,489.37	187.61%	1,700.00
350.11 - Individuals Tours	75.00	50.00	25.00	150.0%	2,200.00	1,200.00	1,000.00	183.33%	1,200.00
350.12 - Children's Program	0.00	0.00	0.00	0.0%	0.00	550.00	-550.00	0.0%	550.00
350.13 - Chef's in the Garden	565.00	0.00	565.00	100.0%	1,470.00	1,300.00	170.00	113.08%	1,300.00
Total 350 - Events & Other Income	1,236.00	100.00	1,136.00	1,236.0%	6,859.37	4,750.00	2,109.37	144.41%	4,750.00
350.09 - Gift Shop & Merch. Sales									
350.095 - School House Sales	12,411.19	12,189.50	221.69	101.82%	80,838.12	96,663.03	-15,824.91	83.63%	96,663.03
350.09 - Gift Shop & Merch. Sales	36,517.62	35,528.16	989.46	102.79%	571,983.02	528,325.09	43,657.93	108.26%	528,325.09
Total 350.09 - Gift Shop & Merch. Sa	48,928.81	47,717.66	1,211.15	102.54%	652,821.14	624,988.12	27,833.02	104.45%	624,988.12
352 - Miscellaneous Income									
352.1 - Reimbursement Income	1,289.30	0.00	1,289.30	100.0%	5,247.89	1,125.00	4,122.89	466.48%	1,125.00
352 - Miscellaneous Income - Other	-531.39	0.00	-531.39	100.0%	2,017.17	85.00	1,932.17	2,373.14%	85.00
Total 352 - Miscellaneous Income	757.91	0.00	757.91	100.0%	7,265.06	1,210.00	6,055.06	600.42%	1,210.00
Total 354 - Total Operating Cash Income	62,904.72	56,567.66	6,337.06	111.2%	925,119.89	861,298.12	63,821.77	107.41%	861,298.12
Total 301 - Operating Income	62,904.72	56,567.66	6,337.06	111.2%	925,119.89	861,298.12	63,821.77	107.41%	861,298.12
Expense									
Total 401 - Administration	11,969.46	3,937.39	8,032.07	304.0%	75,707.51	64,047.69	11,659.82	118.21%	64,047.69
Total 500 - Gardens	11,544.04	8,463.62	3,080.42	136.4%	130,223.48	111,534.96	18,688.52	116.76%	111,534.96
Total 550 - Education	7,632.51	6,203.17	1,429.34	123.04%	111,239.79	92,964.94	18,274.85	119.66%	92,964.94
Total 600 - Development (Fundraising	7,356.52	7,121.50	235.02	103.3%	91,876.05	87,178.09	4,697.96	105.39%	87,178.09
650 - Gift Shop Costs									
Total 650.1 - Alpine Treasures	46,077.98	38,200.95	7,877.03	120.62%	455,294.48	425,006.93	30,287.55	107.13%	425,006.93
Total 650.2 - School House	14,276.57	10,547.36	3,729.21	135.36%	71,771.18	80,453.91	-8,682.73	89.21%	80,453.91
Total 650 - Gift Shop Costs	60,354.55	48,748.31	11,606.24	123.81%	527,065.66	505,460.84	21,604.82	104.27%	505,460.84
Total Expense	98,857.08	74,473.99	24,383.09	132.74%	936,112.49	861,186.52	74,925.97	108.7%	861,186.52
Net Ordinary Income	-35,952.36	-17,906.33	-18,046.03	200.78%	-10,992.60	111.60	-11,104.20	-9,850.0%	111.60
Other Income/Expense									
Other Income									
Total 360 - Capital Income	33,800.00				1,563,758.09				
361 - Endowment Income Total									
Total 386 - Interest Gain/Loss- Endow	-16,238.70				-6,613.49				
387 - Donations to Endowment	0.00				51,000.00				
Total 361 - Endowment Income Total	-16,238.70				44,386.51				
Total Other Income	17,561.30				1,608,144.60				
Other Expense									
800 - Capital Expenses									
Total 895 - Capital Cash Expenses	339,689.82				3,302,169.96				
896 - In-Kind Capital Expense	0.00				118,400.00				
898 - Capitalized Expenditures	-334,616.62				-3,240,489.13				
Total 800 - Capital Expenses	5,073.20				180,080.83				
901 - Endowment Management Costs	439.86				6,343.75				
Total Other Expense	5,513.06				186,424.58				
Net Other Income	12,048.24				1,421,720.02				
Net Income	-23,904.12	-17,906.33	-5,997.79	133.5%	1,410,727.42	111.60	1,410,615.82	1,264,092.67%	111.60

Water Features

Alpine Rock Garden

2000 – Built

2000 – 2010 – Several fixes to feature. CO Alpines fixes leaks in lower pond due to rocks placed directly on liner, major pipe leakage just uphill of pumps. Issues continue with intermittent leaks.

Lower pond liner and rocks removed. Entire lower pond covered in shotcrete. (Company from Idaho Springs)

2008 – Feature losing water. Maximum Comfort works to identify leaks. MC performs 60k worth of in-kind work to reconstruct the lower pool, re-line the lower drop of the waterfall. Leakage at a tolerable level according to TOV.

BFAG receives \$20k grant from TOV to finish aesthetic rock placement around lower pond performed by Maximum Comfort.

Work begins on ARG waterfall. Water discovered to be running underneath liner near splash area. MC patches and places more rocks to help reduce splash. Several large cottonwoods removed near waterfall.

2015 – Town Of Vail alerts BFAG that gardens is using significant amount of water on a weekly basis. Control Valve installed on main line to reduce water usage. Significant drops in water levels detected in ARG basin when fill valve is turned off. New water meter installed. Average daily loss of **5,300 gallons** calculated over the course of several weeks. Water discovered to be coming out of rock near splash area from unknown area near patch in splash area. MC brought in to assess. Waterfall turned off for rest of season at end of August. No repair work done in fall.

Observation/Comments

ARG water feature has continuously been problematic since the day it was built. Main waterfall stream consists of rocks stacked on a liner with no telling if water is running underneath rocks due to the design. Water loss continues with large drop at base of feature identified as main issue. Drains at the bottom of the pool do not allow water to fully drain at end of season leaving water sitting there all winter. Soil level near edge of pool is not properly contained which causes soil to wash into pond and collect at bottom.

Water loss	Priority	Problem	Proposed fix	Cost	Year to fix
5,000-6,000 gallons	1	Major leak in waterfall	Need to isolate leak & fix	TBD	Spring 2016
TBD	2	Water loss in basin	Monitor meter to determine loss per day in basin. Isolate any leaks in basin and fix	In house	Spring 2016
Aesthetic problem	3	Soil erosion into basin	Create barrier with rocks and concrete	In house	Summer 2016
	4	Drains placed unevenly causing water to sit in basin	Raise lowest part of basin to match drains using shotcrete	TBD	2017

Beaver Ponds

2000 – Pools built as part of main ARG water feature

2004 – Ponds redesigned and separated from ARG waterfall. Two 1hp pumps circulate water from lower ponds to upper. ¼" fill valve with no meter.

2011 – Pond liner near beaver dam fixed due to water pouring out from side. Sedges and grasses removed near edge. 1 of the pumps breaks leaving 1 pump which is determined to be enough to still circulate water.

2012 – 2015 – Fill valve near pumps breaks several times. Still no meter on this water feature.

Observations/Comments

Sedges and grasses are very problematic to this pond as they continue to grow further into the pond. Algae growth is very problematic each year. Fill valve is ¼" and very unreliable and easy to break. No water meter has been or is currently installed. Pump pit is falling apart and liner is sinking near the pit. Water levels are never consistent in hot parts of the summer.

Water loss	Priority	Problem	Proposed fix	Cost	Year to fix
	1	No water meter	Install water meter	\$150-\$200	Spring 2016
TBD	2	Pump box sinking and liner being pulled below water level of lower pond	Dig out pump box and redo or install new box, reattach liner	\$500 – Cost of new box Possible contract work to be estimated	Summer 2016
	3	Upper fill box cover exposed.	Replace cover. Add new filter	\$150	2016
Aesthetic	4	Liner near beaver dam showing	Add soil to lift liner and add rocks and logs to disguise	In house	Summer 2016
?	5	Sedges and grasses growing into ponds possibly causing water loss	Cut back sedges and grasses. Add a barrier to prevent future encroachment	In house	Fall 2016 – Spring 2017

Meditation Garden

1995 – Approximate year water feature was built. Pump is approximately 15-20 years old and a very heavy 5hp pump.

2012 – Pump becomes clogged. Pump pit is dredged. New meter installed on fill line.

2015 – Meter breaks and is replaced. Circuit breaker continually trips and is fixed several times. Pump shuts down several times at end of August due to electrical issues. Pump does not turn on at all during September. No fix has been made. New pump and circuit breaker recommended.

Water Loss	Priority	Problem	Proposed fix	Cost	Year to fix
	1	Pump not working	Replace pump	\$2,500-3,200	Spring 2016
	2	Circuit breaker is faulty and keeps blowing. Could be due to bad pump	Have electrician look at wiring and propose solution	TBD	Spring 2016
300 gals per day when not working properly	3	Hudson fill valve not working properly causing it to constantly fill pump pit. Old floating valve inactive	Find better solution to Hudson float valve or hook up old valve.	In house with possible contract work for plumbing	Summer 2016

Observations/Comments

The pump pit is very hard to access due to its location and size of the manhole. The pump sits about 10ft down in a well which needs to be dredged every 2-3 years. The circuit for this pump has failed several times in the last few years causing the stream to overflow and flood the gardens. An old floating fill valve was replaced with a Hudson valve that sits in a very hard to access location. This type of fill valve is not reliable due to debris causing it to stay on for several hours and causing it to overflow. The water level of the pond is inconsistent and algae is a very big problem.

Mountain Perennial Pond

1990's? – Waterfall built

2008 – Munro 5HP pump installed at a cost of \$2,638.91. No meter.

2010 – 2015 – Pond is regularly maintained, drained and dredged each season.

2015 – Water meter bought and will be installed spring 2016

Observations/Comments

The location and size of the pump pit is directly next to main path. The height of the pit and edge of liner flowing into pit causes the pump to suck up more water than what can fall into the pit. The electrical outlet sits very close water and is constantly kicked by the public causing it to

turn off. It has been recommended by several electricians that this needs to be moved for safety reasons. The pit cover is unattractive a safety concern to the public.

Water Loss	Priority	Problem	Proposed fix	Cost	Year to fix
TBD	1	no water meter	Install water meter	\$200 for meter. Installed In house	Spring 2016
	2	Pump pit height not equal to pond. Covered by rock and unsightly. Pond level too high. Pump often runs dry.	Lower lip to allow water to flow into pump pit easier. Figure out better solution to covering pit.	TBD	Summer 2016
	3	Electrical outlet very close to water. Hazardous to public and employees and is easily kicked which turns off pump	Move outlet to better location away from water and public.	Electrician work (possibly a TOV favor)	?

Ford Seeping waterfall

1990's? – Built. Uses a 1/2hp pump to circulate water. No meter.

2013 – Pump breaks and is replaced with another 1/2hp pump. No meter installed.

Observations/Comments

Low maintenance water feature. Pump was replaced once in the last 6 years. Pump can clog easily from leaves and debris. Some of the tubes that shoot water no longer work.

Water loss	Priority	Problem	Proposed fix	Cost	Year to fix
TBD	1	No water meter	Install water meter	\$100 for meter and	Spring 2016

				supplies to install.	
	2	A few of the water tubes clogged. Not allowing water to seep evenly.	Determine way to unclog tubes	In house	Spring 2016

Childrens Garden

2002 – Children’s Garden and water feature built. 2 Munro 2hp pumps circulate water to middle and upper parts of stream. 1” fill valve with no meter.

2008 – 1 pump is replaced. Cost of \$1,666.67.

2011 – Water line that feeds middle section of stream cracks and breaks. Colorado Alpines irrigation technician, Eric, is called in to fix. The water line is abandoned due to cost and location of the break. Water line that feeds upper stream is used and determined to be satisfactory. Cost of fix is estimated to be around \$1,500.

2012 – Pump is serviced.

2015 – Pump shows signs of not working properly due to excess water bubbling from underneath which causes water flow in stream to be reduced. Water meter ordered and to be installed spring 2016.

Observations/Comments

The box in which the pump sits in is falling apart which causes serious skin irritation due to fiberglass material. The pump does not seem to be working properly and sucking up the amount of water that it should. The pump is scheduled to be serviced in the spring to determine if this is caused from the pump.

Water loss	Priority	Problem	Proposed fix	Cost	Year to fix
	1	No meter	Install water meter	\$150 for meter and supplies	Spring 2016
	2	Pump bubbling and not pumping sufficient amount of water for feature	Diagnose pump and determine if pumps needs to be serviced or replaced	TBD – In house	Spring 2016
	3	Skimmer box falling apart	Replace skimmer box	\$150	?

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: Vail Valley Community Television, DBA Public Access TV 5
2. Contact person: J.K. Perry, Executive Director
3. Mailing address: PO Box 5600, Avon, CO 81620
4. Telephone: 970-949-5657
5. E-mail address: jk@publicaccess5.org
6. Members and Titles of your governing board:

Amy Phillips, Keller Williams – President
Marci Colby, Beck Builds – Vice President
Char Gonsenica, Eagle Valley Humane Society – Treasurer
Mike Griffin, Vail Information Technology – Vail Representative
Jake Wolf, Avon Town Council – Avon Representative
Kim Blackford, Schools for Children of the World – Community Representative
Andrew Zaback, Alpine Bank – Community Representative
Scott Robinson, Walking Mountains Science Center – Community Representative

7. Amount of contribution requested: Approximately \$127,000

This represents an increase of 10 percent in franchise fees received by the town from Comcast to a total of 40 percent. In 2010, the town's contribution to PATV5 decreased from 40 to 30 percent. Since 2010, PATV5 managed to improve and expand services, including free media production workshops so residents, students and nonprofits may learn how to create media with free access to PATV5 production equipment and have it distributed on Channel 5 and the internet; internet and mobile device distribution of video; coverage of Vail town council work sessions; recording of council meetings in high definition video; live television and internet coverage of council meetings; payout to cable subscribers and purchase of a space for the community to create media.

8. Organization fiscal year-end: December 31
9. Are your books audited? Yes
10. **What category of funding is your organization applying for? Services**
11. How will the contribution be used?

Franchise fees fund outfitting and production of council meetings; free media education workshops, equipment access, and television and internet distribution for students, residents and nonprofits; capital equipment expenditures for cablecast to viewers; internet distribution

services; in-house productions; marketing; and operations.

In the coming year, PATV5 plans to rebrand and implement a new marketing plan to more effectively communicate and interact with the community; redesign its website to focus on video content and more effectively convey what we do; improve cablecast quality for viewers by upgrading the equipment we use to send our signal to Comcast; and continued replacement of existing equipment so we can react to trends yet to be identified.

With the 10 percent increase requested above (approximate increase of \$32,000), PATV5 could offer additional services and equipment improvements that will benefit Vail residents, students, nonprofits and visitors. These include expanded media education opportunities, such as television studio production training that gives participants the skills to create their own local programming, pursue a career or advocate for a nonprofit cause. Estimated cost: \$4,500.

We also could dedicate additional time to community outreach and engagement to increase participation in our programs and services, such as media education and how to watch programming, such as council meetings. Estimated cost: \$13,000.

Another opportunity we could pursue is internet distribution in high definition to improve the viewing experience and resort community connectivity through expanded distribution to platforms such as Roku and Apple TV, to reach millennials who have “cut the cord,” as well as viewers who don’t subscribe to cable, such as second home owners, satellite subscribers and down valley residents. This would require investment in a hardware encoder to distribute HD video to viewers, increased internet bandwidth, and development of apps for Roku and Apple TV. Estimated cost \$12,000.

Finally, we could add coverage of a Town of Vail event, such as Vail America Days, Vail Tree Lighting Ceremony or behind-the-scenes pieces that showcase town services and employees. All of these would co-branded and sponsored by the Town of Vail. Estimated cost: \$5,000 to \$10,000.

12. How does your request support item 1C of the contribution policy?

PATV5 provides coverage and television and internet distribution of council meetings to residents, guests, and second homeowners so they may receive government information and become civically engaged. We also empower residents and students to express their ideas and nonprofits to advocate for their cause through free media education, free access to production equipment and television and internet distribution. We strive to connect our resort community and provide a level of community access television commensurate with the town’s high standards.

13. Who currently funds your organization (other governments, private donations, user fees, etc.)?

PATV5 is primarily funded through franchise fees from the towns of Vail and Avon. In addition to franchise fees, Avon provides a yearly capital grant. PATV5 also generates service fees from video production of other government proceedings, including the Vail Recreation District Board of Directors, Minturn Town Council, Eagle County School Board and Eagle Vail Board of Governors. The organization provides low-cost video production to area nonprofits so they may advocate their cause among the community. To a lesser extent, we are funded through underwriting of video programming, such as Battle Mountain Huskies football.

14. Organization's mission statement:

We empower the local community, through media education and technology, to become civically engaged, express ideas, and advocate for causes.

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

		<u>Most Recent Completed Fiscal Year (Date: 2015)</u>
Assets:	Checking and savings	\$131,689
	Accounts receivable	\$13,679
	Fixed Assets	
	281 Metcalf Building	\$216,000
	281 Metcalf Improvements	\$29,284
	A/D – Equipment	\$-299,572
	Equipment	\$322,016
Total Assets		\$409,442
Liabilities:		
	Payroll	\$4,892
	Long Term Liabilities	
	281 Metcalf Mortgage	\$128,774
Total Liabilities		\$133,666
Net Worth (Total Assets Minus Total Liabilities)		\$275,776

APPLICATION FOR TOWN OF VAIL FUNDING

Public Access TV 5 Profit and Loss 2015

	<u>Jan - Dec 15</u>
Ordinary Income/Expense	
Income	
Donations	56.43
Income	
Restricted	
Grants	10,000.00
Underwriting	19,700.00
Total Restricted	<u>29,700.00</u>
Unrestricted	
Franchise Fees	
Avon	41,095.10
Vail	93,637.77
Total Franchise Fees	<u>134,732.87</u>
Interest Income	47.96
Membership Dues	135.00
Production Income	
DVD	335.00
Filming/Editing	18,450.00
Total Production Income	<u>18,785.00</u>
Rebate	29.58
Total Unrestricted	<u>153,730.41</u>
Total Income	<u>183,430.41</u>
Total Income	<u>183,486.84</u>
Gross Profit	183,486.84
Expense	
Expenses	
Operational Expenses	
281 Metcalf	
Operating Dues	5,024.00
281 Metcalf - Other	7,487.42
Total 281 Metcalf	<u>12,511.42</u>
Advertising	30.00
Bank Service Charges	126.00
Dues and Subscriptions	729.77
Insurance	
Equipment	1,809.00
Health	9,355.00
Liability/Property	2,555.00
Officers and Directors	983.00

Workers Compensation	582.00
Total Insurance	15,284.00
Licenses and Permits	333.27
Marketing	1,684.78
Meals	253.27
Office Equipment	144.43
Office Supplies	485.04
Payroll Expenses	7,661.91
Postage and Delivery	452.74
Professional Fees	
Accounting	1,070.00
Professional Fees - Other	300.00
Total Professional Fees	1,370.00
Repairs	
Building Repairs	1,989.35
Computer Repairs	347.50
Equipment Repairs	269.00
Total Repairs	2,605.85
Salary & Wages - Operational	8,200.56
Utilities	
Cell Phone	900.00
Comcast	589.83
Gas and Electric	2,130.33
Telephone	1,101.86
Total Utilities	4,722.02
Total Operational Expenses	56,595.06
Program Expenses	
Capital Improvements	5,844.31
Savings to Community Tech Fund	16,500.00
Comm. Tech Fund Improvements	7,672.50
Fuel	2,064.24
Program Subscriptions	3,820.88
Program Supplies	
Other	839.67
Total Program Supplies	839.67
Salary & Wages - Program	89,104.59
Total Program Expenses	125,846.19
Total Expenses	182,441.25
Void	0.00
Total Expense	182,441.25
Net Ordinary Income	1,045.59
Net Income	1,045.59

June 30, 2016

Town of Vail
Ms. Carlie Smith
75 S. Frontage Road
Vail, CO 81657

Dear Ms. Smith:

YouthPower365 is honored to submit a proposal requesting \$10,000 to support a Nordic Ski program at Red Sandstone Elementary School as part of our PwrHrs program at this site.

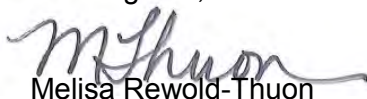
YouthPower365 is excited that we have been able to bring programming the Red Sandstone this past school year and work in partnership with Vail Rec District to provide quality after school experiences to Red Sandstone students. We are proud to report that there are 50 students at Red Sandstone currently enrolled in PwrHrs; of these students, 92% of students experienced growth in Oral Reading Fluency (ORF) and 100% of students experienced growth in Math Computation (MCOMP) over the 21 week program. After an initial pilot Nordic program at Homestake Peak and Avon Elementary School, we have determined that Red Sandstone Elementary School would be the best site for continuation of this enrichment piece of PwrHrs.

For 19 years, YouthPower365 has been making a positive impact on children and families within Eagle County, Colorado. We aspire to serve every child every day in the Vail Valley. We currently provide direct programming to over 4,000 youth, and we impact every child in every classroom by helping raise the overall academic performance of students. For each child with whom we work, we see an improved educational demeanor that ripples outward to positively impact the overall educational atmosphere in all our classrooms.

Our mission is to, “*elevate arts, athletics and education for all youth in Eagle County.*” Our goal is to bring critical education, enrichment, and life skills programming to the most at-risk and underserved youth within our community to help ensure that every Eagle County child can realize his or her full potential. YouthPower365 takes a “cradle-to-career” approach: our programs span early childhood initiatives; afterschool and summer programs, which include academics, cultural enrichment activities, and fitness and nutrition education; as well as scholarships and professional development support for high school students. Our programs are outcomes-focused, data-driven, and informed by close partnerships with Eagle County Schools and other cross-sector collaborative partners.

Thank you for your consideration of this request. Should you have any additional questions, please feel free to contact me at (970) 748.5980 or mthuong@vvf.org.

Best regards,


Melisa Rewold-Thuon



P.O. BOX 309, VAIL, CO 81658
90 BENCHMARK RD., STE. 300, AVON, CO 81620
970.777.2015 VVF.ORG

BOARD OF DIRECTORS

Andy Arnold
John Arnold
Hans Berglund
Judy Berkowitz
Jenn Bruno
Susan Campbell
Steve Coyer
Jack Crosby
Andy Daly
Ron Davis
Bill Esrey
Johannes Faessler
Tim Finchem
Harry Frampton
Pete Frechette
Steve Friedman
John Garnsey
Margie Gart
Donna Giordano
Sheila Gramshammer
Martha Head
Michael Herman
Al Hubbard
B.J. Hybl
Mike Imhof
Chris Jamot
George Johnson
Alexa Jurschak
Kent Logan
Doug Lovell
Peter May
Kaia Moritz
Brian Nolan
Bobby Patton
Michael Price
Eric Resnick
Douglas Rippeto
Dick Rothkopf
Ken Schanzer
Mike Shannon
Stanley Shuman
Rod Slifer
Ann Smead
Hap Stein
Kristin Tang
Fred Tresca
Stewart Turley
Betsy Wiegars

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

- | | | |
|-----|---|-----------------------------|
| 1. | Name of organization: | YouthPower365 |
| 2. | Contact person: | Olivia Snider, Grant Writer |
| 3. | Mailing address: | PO Box 6550, Avon, CO |
| | 81620 | |
| 4. | Telephone: | (970) 748.5989 |
| 5. | E-mail address: | osnider@vvhf.org |
| 6. | Members and Titles of your governing board: | See page 5 |
| 7. | Amount of contribution requested: | \$10,000 |
| 8. | Organization fiscal year-end: | 09/30/2016 |
| 9. | Are your books audited? | Yes |
| 10. | What category of funding is your organization applying for? (see definitions on page 1): | Services |
| 11. | How will the contribution be used? | |

Narrative

The contribution will be used to fund YouthPower365's new Nordic program at Red Sandstone, a component of YouthPower365's largest program, PwrHrs. YouthPower365 currently serves over 4,000 youth in direct programs (including PwrHrs), and we impact every child in every classroom through helping raise the overall academic performance of students. For each child with whom we work, we see an improved educational demeanor that ripples outward to positively impact the overall educational atmosphere in all our classrooms. Our ultimate goal is to ensure that every child in Eagle County has access to the academic, enrichment, and developmental support needed to be successful later in life.

PwrHrs extended learning programs, which include PwrHrs Afterschool and PwrHrs Summer, were developed with the goal of creating a brighter future for Eagle County by extending educational and enrichment opportunities to lower income youth and

addressing the growing disparities within our community. PwrHrs houses these extended learning and enrichment opportunities within Eagle County schools and utilizes Eagle County teachers as program instructors. This approach maximizes convenience for students and families and pays teachers a supplemental income to off-set the cost of living and ensure retention of quality educators. The afterschool programs run concurrently with the school year providing an additional two hours of instruction per school day, while the summer program runs from four to six weeks each year, providing 12 hours of academic support and 4 hours of enrichment activities per week. The proposed Nordic program is an enrichment component of the overall PwrHrs program.

The overall Nordic program, conceptualized in October of 2014 by Geoff Grimmer, Principal of the Vail Ski and Snowboard Academy (VSSA); Dan Wieland, Nordic Program Director of Ski and Snowboard Club Vail (SSCV); and Eric Pepper, Nordic Head Coach of SSCV, was designed to expose a new group of youth to Nordic skiing and to identify youth with natural athletic inclinations toward Nordic skiing for possible future enrollment to SCCV/VSSA in Nordic.

During the pilot programs at Avon Elementary School and Homestake Peak School, Nordic coaches ran sessions with approximate 40 youth currently enrolled in the KidSTRONG program at two school sites. Youth were given a brief introduction to the sport, and were able to take to the slopes to experience Nordic equipment first hand. After these initial training sessions, the pilot program was evaluated by administrating and assisting staff. Strengths and weaknesses were assessed along with how well it was received among the students and any logistical difficulties. Based on these assessments of the pilot Nordic program, YouthPower365 has determined that a new school location – Red Sandstone Elementary School – is the best fit for the continuation of the program.

YouthPower365 will transfer programming to Red Sandstone Elementary School (RSES) and transform it to a full Nordic program called First Ski. The school and community have wanted an after school program from YouthPower365 for years but lack of funding has prevented any such action.

Program Objectives

Primary

- Expose students to winter sports opportunities within their community
- Provide high quality winter sport enrichment programs that provide physical activity and nutritional education
- Develop a pathway for gifted and talented winter sports athletes to continue the sport beyond YouthPower365 programs

Secondary

- Increase the academic scores of the students in the program
- Increase the nutritional knowledge of the students
- Improve the social emotional wellness of students in the program
- Develop a sustainable and replicable curriculum that can be utilized year after year and made available to other program

Demographics and Measurement

RSES currently enrolls 271 students with 28.04% receiving free or reduced lunch. YouthPower365 currently has 50 students in PwrHrs at RSES with 58% being Hispanic,

38% English Language Learners. Of these students, 92% of students experienced growth in ORF and 100% of students experienced growth in MCOMP over the 21 weeks. YouthPower365 uses CiviCore, an online database, to track information from all programs including: attendance, student information & emergency contact numbers, survey results, demographics, and more. A survey is administered twice a year to assess the growth in knowledge around health, fitness & nutrition. In addition, YouthPower365 distributes the Child Trend survey, which measures students' social emotional status in the form of school engagement, self-concept/relationships, self-regulation/behavior, and healthy physical development. YouthPower365 administers and evaluates academic data by using AimsWeb MCOMP (Math Computation) and ORF (Oral Reading Fluency) three times/school year.

Project Team

YouthPower365 Project Coordinator (Peter Barclay): Since taking on the role of Senior Program Manager, Peter has developed a feedback rubric for part-time staff; collaborated with VP of Education on strategic planning; led summer programming; and assisted with the scholarship program as a staff liaison. Before moving to the Valley, Peter was the Athletic Director at DSST, a STEM school in Denver, where he created the athletic culture of the program. While at DSST, Peter grew in his role as an educator, accepting responsibilities as teacher (Health and Physical Education), house leader, curriculum lead (physical education), and then Dean of Students. Peter has an undergraduate degree from Brunel University West London and a Masters in Sports Administration from University of Northern Colorado.

YouthPower365 Project Coordinator (Laura Watkins): Laura has worked in PwrHrs KidSTRONG in elementary schools since 2010 and is dedicated to extending the program to Nordic skiing. She most recently managed and led sessions for the past year within the Girl PowHER program, YouthPower365's middle school girls' empowerment initiative. Laura has a background of assisting the implementation of programs from conception to completion. Her duties will include coordinating student sign-ups, communicating with the site coordinators, securing Nordic coaches, coordinating transportation of the students and more.

Vail Ski & Snowboard Academy (VSSA): VSSA is an Eagle County Public School & the first public ski & snowboard academy in the country. This project will use training facilities located at VSSA; students will be able to tour the campus. As a college preparatory school, the goal of VSSA is to challenge its student-athletes with a rigorous academic curriculum while supporting a world-class training & competition schedule. Since every VSSA student is a full-time SSCV athlete, every aspect of the school, including academics, scheduling & academic support, is structured to accommodate the needs of FT student athletes.

Ski & Snowboard Club Vail (SSCV): SSCV provides winter sport programs to the youth of Eagle County. A close partner with YouthPower365 in this project, Nordic coaches at SSVC and training facilities at Maloit Park and Vail Nordic center will be utilized for youth development in the sport. Scholarships will be offered to allow students to continue in SSCV winter sport programs. Founded in 1962 to provide training & competition programs for aspiring young ski racers, SSCV is one of the Vail Valley's oldest non-profits. Today, the organization instills values of character, courage & commitment in more than 500 kids who participate in snow winter sports programs each year.

Maloit Park: In the beautiful setting of Maloit Park in Minturn, Colorado sits 10 kilometers

of Ski and Snowboard Club Vail designed, built, and maintained Nordic trails. First opened in 2011, the SSCV Nordic Center has quickly become the setting for world-class training and competition. At the same time, the trails provide a great place for the community to enjoy the outdoor sports of Nordic skiing and snowshoeing.

Vail Recreation District (VRD): VRD offers diverse, exceptional recreation opportunities that enhance the physical, social, and emotional well-being of its residents and guests. Vail Nordic Center (VNC): This local business provides Nordic ski rentals, lessons and information on the sport to the EC community.

Dan Weiland: Dan is the Nordic Program Director of SSCV and one of the conceptualizing partners for the project. As head coach, he led every year one session trained KidSTRONG staff to ensure the successful continuation of the program. Dan began alpine skiing at the age of 4 and Nordic skiing around age 12. He attended the University of Colorado and skied for them for 5 months. He was named Head Nordic Coach of Vail Mountain School in 1998 and has coached there since.

Eric Pepper: Eric is the Nordic head coach at SSVC and one of the trainers dedicated to the project. He has coached junior athletes to the highest level of competition: Junior Nationals, Scando Cup, US Nationals as well as regional and national events in between.

11. How does your request support item 1C of the contribution policy?

YouthPower365's Nordic Ski program at Red Sandstone Elementary aligns with the Town Council's mission to grow a vibrant, diverse economy and community by supporting a new Nordic program designed to introduce the sport to students who would not otherwise have the opportunity to participate. As a unique component of our overall KidSTRONG program, the RSES Nordic First Ski program will highlight Vail both as a world-class ski community and as a strong supporter of education and enrichment programs for Eagle County youth. This program also supports comprehensive nutrition and physical fitness education, an essential component of any healthy, thriving community. The objective is to give students the tools they need to live healthy, productive lives and to become leaders in our Vail Valley community.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Percentage		Funding Source
1.2	%	Government grants (federal, state, county, local)
0.87	%	Government contracts
13.16	%	Foundations
5.6	%	Business
41.1	%	Events (include event sponsorships)
18.74	%	Individual contributions
0.06	%	Fees/earned income
19.27	%	Donor Advised Fund Distribution
100	%	TOTAL (must equal 100%).

13. Organization's mission statement:

YouthPower365 elevates Education, Arts and Athletics for the youth of Eagle County through early childhood, K-12, and higher education programs. We provide development and education programming for over 4,000 kids from cradle to career.

**Vail Valley Foundation
Board of Directors 2016**

Andy Arnold	Mike Imhof
John Arnold	Chris Jarnot
Hans Berglund	George Johnson
Judy Berkowitz	Alexia Jurschak
Jenn Bruno	Kent Logan
Steve Coyer	Doug Lovell
Jack Crosby	Peter May
Andy Daly	Kaia Moritz
Ron Davis	Brian Nolan
Bill Esrey	Bobby Patton
Johannes Faessler (<i>community member</i>)	Michael Price
Tim Finchem	Eric Resnick
Harry Frampton	Doug Rippeto
Pete Frechette	Dick Rothkopf
Steve Friedman	Ken Schanzer
John Garnsey	Mike Shannon
Margie Gart	Stan Shuman
George Gillett (<i>Emeritus</i>)	Rod Slifer
Donna Giordano	Ann Smead
Sheika Gramshammer	Hap Stein
Marty Head	Kristin Tang
Mike Herman	Oscar Tang (<i>Emeritus</i>)
Al Hubbard	Fred Tresca
Bill Hybl, Sr. (<i>Emeritus</i>)	Stewart Turley
Bill Hybl, Jr.	Betsy Wiegers

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: 09/30/2016)

Assets:

Cash and cash equivalents	\$844,478
Promises to give, net	\$279,257
Property and equipment, net	\$46,276
Total Assets	\$1,170,011

Liabilities:

Accounts payable	\$23,533
Accrued expenses and other liabilities	\$68,982
Intercompany payable	\$882,157
Total Liabilities	\$974,672

Net Worth (Total Assets Minus Total Liabilities)	\$195,339
--	-----------

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget

Revenues:

(List by funding source)

23 - Star Dancing Gala

Contributions	\$80,000
Title Sponsor	\$320,000
Ticket Sales	\$60,000
Auction Revenue	\$275,000
Education Annual Fund	\$400,000
Total Revenues SDG w/o trades	\$1,135,000

50 - Education

Interest Income	\$1,000
Government Support	\$185,000
Cornerstone	\$80,000
Major Gifts	\$650,000
Supporting Gifts	\$170,000
Grassroots	\$20,000
Participation Fees	\$95,000
Donor Advised LT CCTC Invest	\$475,000
Grants 700,000	
Fundraising Events - Other Events	\$190,000
Total Revenues 50 w/o trades	\$2,566,000

Total Revenue **\$ 3,701,000**

Expenses:

11 - Copa

Community Coaches	\$15,000
Labor	\$31,276
Supplies - Program Equipment	\$1,500
Supplies - Program Supplies	\$36,000
Training	\$2,000
Total Expenses	\$85,776

12 - Power Hours

Labor - Avon Elem	\$90,000
Labor - Bry Crk Middle	\$52,000
Labor - Eagle Vly Middle	\$25,000
Contract Labor	\$6,000
Labor - Edwards Elem	\$40,000
Labor - Gypsum Crk Middle	\$25,000
Labor - Gypsum Elem	\$65,000
Labor - Homestake Peak	\$35,000

Labor - June Creek Elem	\$55,000
Labor - Red Hill Elem	\$26,000
Labor - Community Coaches	\$12,000
Labor- Eagle Vly El	\$22,000
Labor- Eagle Vly high	-
Labor - Red Sandstone Elem	\$25,000
Labor - Anti-Bullying	\$15,750
HR Staffing Expenses	\$2,000
Labor	\$276,796
Repairs & Maintenance	\$2,000
Supplies - Program Snacks	\$13,000
Supplies - Program Equipment	\$10,000
Supplies - Program Supplies	\$11,000
Supplies	-
Training	\$8,000
Transportation	\$85,000
Total Expenses	\$901,546

13 - Girl PowHER

Labor - Bry Crk Middle	\$1,500
Labor- Eagle Vly Middle	\$3,000
Contract Labor	\$1,500
Labor - Gypsum Crk Middle	\$3,000
Labor	\$117,091
Programming	\$21,340
Supplies - Program Snacks	\$1,000
Supplies - Program Equipment	\$2,100
Supplies - Program Supplies	\$6,500
Training	\$2,400
Transportation	\$3,200
High School Programming	\$10,490
Total Expenses	\$173,121

14 - Sowing Seeds

Contract Labor	\$55,000
Labor - Brush Creek Elementary	\$3,000
Labor	\$15,236
Repairs & Maintenance	\$7,000
Supplies - Program Equipment	\$5,000
Supplies - Program Supplies	\$20,000
Training	\$1,500
Transportation	\$1,000
Total Expenses	\$107,736

15 - Celebrate The Beat

Contract Labor	\$145,000
Labor	\$19,625
Transportation	\$1,500
Total Expenses	\$166,125

16 - First Notes

Labor - Avon Elem	\$44,000
Labor - Berry Creek	\$12,000
Contract Labor	\$10,000

Labor- Edwards Elem	\$12,000
Labor	\$30,201
Programming	\$350
Repairs & Maintenance	\$4,000
Supplies - Program Supplies	\$6,000
Training	\$1,000
Transportation	\$1,000
Total Expenses	\$120,551

18 - Summer Enrichment

Labor - Avon Elem	\$25,000
Labor - Bry Crk Middle	\$30,000
Contract Labor	\$1,000
Labor - Gypsum Crk Middle	-
Labor - Gypsum Elem	\$25,000
Labor - Homestake Peak	-
Labor - Community Coaches	\$2,000
Labor - Eagle Valley Middle	-
Labor	\$89,360
Supplies - Program Snacks	\$10,000
Supplies - Program Supplies	\$18,750
Transportation	\$30,000
Total Expenses	\$231,110

High School and Internships

Labor - EVHS	\$2,500
Labor - BMHS	\$1,000
Supplies - Program Supplies	\$1,000
Supplies	\$500
Transportation	\$1,000
Total Expenses	\$6,000

23 - Star Dancing Gala

Bank Charges/CC Fees	\$13,000
Contract Labor	\$12,000
Fulfillment	\$25,000
Invitations	\$3,492
Labor	\$2,200
Mail - Postage/Shipping	\$1,500
MKTG - Creative Development	\$4,000
MKTG - Print Advertising	\$2,700
Media - Video	\$12,500
Non-Social Food	\$1,940
Signs	\$1,000
Social - Audio Visual	\$52,000
Social - Decorations	\$9,700
Social - Entertainment	\$2,200
Social - Food & Beverage	\$90,000
Social - Other	\$1,200
Social - Rentals	\$64,000
Supplies	\$800
Talent/Performers	\$42,000
Transportation	\$4,000.00
Total Expenses	\$345,232

51 - Development	
Social-Fundraising Event	\$60,000
Invitations	\$2,900
Entertainment	\$10,000
Development Collateral	\$12,000
Total Expenses	\$84,900

50 - Education	
Accounting	\$13,000
Auto Maintenance	\$200
Bad Debt	\$10,000
Bank Charges/CC Fees	\$9,000
Board Meetings	\$1,000
Contract Labor	\$30,247
Depreciation	\$18,000
Dues & Subscriptions	\$5,000
Employee Appreciations	\$3,000
Employee Benefits	\$2,000
Equipment Rental	\$11,000
Foundation Sponsorship	\$5,000
HR Staffing Expenses	\$2,000
Gifts	\$1,000
IT - Software Maintenance	\$5,000
IT - Hardware Maintenance	\$1,000
Labor	\$114,917
Lodging	\$1,000
Mail - Postage/Shipping	\$2,000
MKTG - Creative Development	\$15,000
MKTG - Digital Advertising	\$2,000
MKTG - Print Advertising	\$9,000
MKTG - Team Expense	\$10,000
MKTG - Radio	\$1,000
Media - Video	\$10,000
MKTG - Branding	\$15,000
Non-Social Food	\$1,000
Rent	\$68,938
Rent - Storage	\$3,523
Repairs & Maintenance	\$1,500
Software	\$3,000
Supplies	\$15,000
Supplies - IT	\$500
Cell Phone	\$8,000
Training	\$5,000
Transportation	\$3,000
Volunteer Recognition	\$2,500
Total Expenses	\$408,325

55 - Success at Six	
Success at Six	\$210,000
Total Expenses	\$210,000

56 - Great Start

Labor- Avon Elementary	\$16,000
Labor- Eagle Valley Middle	\$16,000
Labor- Gypsum Elementary	\$24,000
Labor- June Creek Elementary	\$16,000
Labor	\$30,023
Supplies - Program Snacks	\$2,000
Supplies	\$2,000
Training	\$400
Transportation	\$4,000
Total Expenses	\$110,423
57 - Magic Bus	
Auto Maintenance	\$5,000
Labor	\$202,990
Supplies - Program Supplies	\$9,950
Training	\$2,100
Transportation	\$5,000
Total Expenses	\$225,040
58 - Learn Through Play- Early Childhood Initiative	
Labor - Community Coaches	\$90
Labor	\$114,837
Supplies - Program Supplies	\$7,790
Training	\$3,000
Transportation	\$2,000
Total Expenses	\$127,717
54 - Parent Mentors	
Contract Labor	\$39,716
HR Staffing Expenses	\$685
Labor	\$50,662
Non-Social Food	\$2,600
Supplies - Program Equipment	\$5,420
Supplies - Program supplies	\$32,082
Training	\$19,000
Transportation	\$4,000
Total Expenses	\$228,496
84 - Scholars - Program	
IT - Software Maintenance	\$800
Labor	\$21,750
Social Rentals	\$1,000
Supplies	\$4,000
Transportation	\$600
Total Expenses	\$28,150
Total Expenses	\$3,560,249
Total Revenue Minus Expense	\$140,751

APPLICATION FOR TOWN OF VAIL FUNDING

1. Name of organization: Starting Hearts
2. Contact person(s): Alan Himelfarb, Executive Director
Cheryl Lindstrom, Grant Writer
3. Mailing address: PO Box 2981, Avon, CO 81620
Physical address: 219 Avon Center, 100 West Beaver Creek Blvd., Avon, CO 81620
4. Telephone: 949.929.5715 Alan
970.390.1512 Cheryl
5. E-Mail: alan@startinghearts.org
Cheryl.Lindstrom@gmail.com
6. Members and Titles of your governing board:
Chairman: Lynn Blake
Members: Christine Albertson, Carolyn Connolly, Ilene Gauger, Graham Kane,
Jacquie Landt, Mike McGee, Russell Molina, Jim Spell, Doe Browning,
Mary Sperling, Sue Froeschle
7. Amount of contribution requested:
\$20,000
8. Organization fiscal year-end:
December 31
9. Are your books audited?
No, the Starting Hearts budget does not allow for the high cost of audited statements. Its books are compiled each quarter by Vail Tax & Accounting, which also files all IRS reports. Additionally, Starting Hearts is GuideStar Gold rated for transparency of all financial records.
10. Services (formerly Tier III)
11. A. How will the contribution be used?
Starting Hearts will utilize the requested funds for the following initiatives:
 - Place two additional defibrillators in identified high-traffic locations within town boundaries.
 - Produce and place internationally-recognized signage for defibrillators throughout the Town of Vail.
 - Train approximately 200 full-time and 100 seasonal Town of Vail staff in lifesaving skills.
 - Extend service programs for all current defibrillators within town boundaries to ensure 24/7/365 functional availability.
 - Renew the annual license for PulsePoint software for continuity with Vail Public Safety Communications Center's reverse-911 messaging.

B. How does your request support item 1C of the contribution policy?

Since its inception in 2010, Starting Hearts has focused its efforts on providing the education and medical devices for our residents to act as citizen first responders in cases of Sudden Cardiac Arrest (SCA). Because this life-threatening emergency can occur at any place or time and currently has a very low survival rate, increasing the number of trained individuals and availability of public defibrillators has a significant and direct impact on survival rates.

As recently as March 2016, this need was realized when a visitor experienced SCA while in Vail's Back Bowls. The quick response by bystander CPR, deployment of a defibrillator with multiple shocks, and Dr. Jerry Greenberg's intervention on the mountain were significant in his survival.

The Town of Vail has fully supported Starting Hearts initiatives in the past, and this grant cycle will allow Starting Hearts to substantially advance its effort in making the Town of Vail a model for the nation. Starting Hearts intends to bring national attention to this model, both in concept and its realization.

Per 1C of the contribution policy, this request provides specific services that support the Town's infrastructure, physical plant improvement and maintenance, world-class image and capability, and readiness to provide lifesaving care to visitors and residents alike.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Starting Hearts receives funding from five primary sources:

1. Special Events (All You Need is Heart)
2. AED Sales and Maintenance Contracts
3. Private Donations
4. Operating Grants
5. Project-specific Restricted Grants

13. Organization's mission statement:

Mission: To save the lives of Sudden Cardiac Arrest victims.

Vision: To make our home a model community for the nation, creating safer environments for victims of sudden cardiac arrest, the nation's leading cause of unexpected death.

Purpose: Provide free education in lifesaving skills, including the administration of CPR and defibrillation; develop widespread access to defibrillators in public places; implement citizen first responder strategies; and improve outcomes for SCA victims.

Starting Hearts

STATEMENT OF FINANCIAL POSITION

As of December 31, 2015

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking	35,596.11
Petty Cash	352.56
Savings	105,006.39
Total Bank Accounts	\$140,955.06
Accounts Receivable	
Pledges/donations Receivable	0.00
Total Accounts Receivable	\$0.00
Other current assets	
Inventory Asset	5,366.45
Jewelry (deleted)	541.00
Undeposited Funds	-7,275.00
Total Other current assets	\$ -1,367.55
Total Current Assets	\$139,587.51
Fixed Assets	
Accumulated Depreciation	-10,793.00
Building	16,250.55
Building - In-kind	110,000.00
Furniture & Fixtures	2,399.35
Furniture & Fixtures - In-Kind	9,625.00
Machinery & Equipment	5,500.00
Office improvements - In-kind	28,981.44
Vehicles	5,000.00
Total Fixed Assets	\$166,963.34
TOTAL ASSETS	\$306,550.85
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Credit Card	25.00
Total Credit Cards	\$25.00
Other Current Liabilities	
Line of Credit	2,013.09
Loan	20,302.00
Payroll liabilities	0.00
Total Other Current Liabilities	\$22,315.09
Total Current Liabilities	\$22,340.09
Total Liabilities	\$22,340.09
Equity	
Opening Balance Equity	0.00
Retained Earnings	59,389.38
Net Revenue	224,821.38
Total Equity	\$284,210.76
TOTAL LIABILITIES AND EQUITY	\$306,550.85

Starting Hearts

STATEMENT OF CASH FLOWS

January - December 2015

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	224,220.38
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
Pledges/donations Receivable	-15,585.00
Inventory Asset	-5,366.45
Jewelry (deleted)	-541.00
Payroll advances (deleted)	1,350.00
Credit Card	-4,155.66
Line of Credit	2,013.09
Loan	20,000.00
Payroll liabilities	-1,049.82
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	-3,334.84
Net cash provided by operating activities	\$220,885.54
INVESTING ACTIVITIES	
Building	-16,250.55
Building - In-kind	-110,000.00
Furniture & Fixtures	-2,399.35
Furniture & Fixtures - In-Kind	-9,625.00
Office improvements - In-kind	-28,981.44
Net cash provided by investing activities	\$ -167,256.34
Net cash increase for period	\$53,629.20
Cash at beginning of period	71,796.50
Cash at end of period	\$125,425.70

Sunday, Apr 03, 2016 02:46:52 PM PDT GMT-6

Starting Hearts

BUDGET OVERVIEW: 2016 BUDGET - FY16 P&L

January - December 2016

	Total
REVENUE	
Corporate Sponsorships	50,000.00
DEFIB Sales	37,500.00
Foundations/Government Grants	45,500.00
Private Donations	77,000.00
Special Events	72,000.00
Teaching Revenue	3,000.00
Total Revenue	285,000.00
COST OF GOODS SOLD	
Cost of Goods Sold-Programs	
HeartRod	2,000.00
Instructor Fees	14,000.00
PulsePoint Licensing	8,000.00
Supplies & Materials	6,500.00
Total Cost of Goods Sold-Programs	30,500.00
Total Cost of Goods Sold	30,500.00
GROSS PROFIT	254,500.00
EXPENDITURES	
Accounting Fees	3,400.00
Advertising	12,000.00
Auto/Fuel	1,000.00
Bank Charges & Credit Card Fees	1,350.00
Common Area Maintenance	6,000.00
Communications	1,200.00
Dues & subscriptions	1,200.00
Events	40,000.00
Fundraising	12,000.00
Insurance	4,800.00
IT/Website	6,000.00
Legal & Professional Fees	1,000.00
Marketing	7,200.00
Meals and Entertainment	1,200.00
Miscellaneous Expense	2,400.00
Office Supplies	2,050.00
Postage & Printing	2,800.00
Repair & Maintenance	1,200.00
Salaries & Wages	120,000.00
Total Expenditures	226,800.00
NET OPERATING REVENUE	27,700.00
OTHER EXPENDITURES	
Interest	400.00
Total Other Expenditures	400.00

	Total
NET OTHER REVENUE	-400.00
NET REVENUE	\$27,300.00

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide an electronic version only (single file please), sent to csmith@vailgov.com. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. **Name of organization:** Vail Mountain School
2. **Contact person:** Aaron Ciszek
3. **Mailing address:** 3000 Booth Falls Road, Vail, CO 81657
4. **Telephone:** 970.477.7170
5. **E-mail address:** aaron@vms.edu
6. **Members and Titles of your governing board:** Please see attached Board of Trustees list
7. **Amount of contribution requested:** \$25,000
8. **Organization fiscal year-end:** June 30
9. **Are your books audited?** Yes
10. **What category of funding is your organization applying for?** (see definitions on page 1):
Vail Mountain School (VMS) would like to apply for funding through the Services category. The rebuilt Bandoni Alumni Field will add to the Town of Vail's (TOV) accessible physical plant by providing a world class competition and practice space with parking for iconic events, specifically designed to meet both our community's and our guests' passion for lacrosse and soccer. Through this capital project, VMS will help the TOV Council address objectives of the 2015-17 Action Plan:
 - a. **Elevate the Experience:** Observing the "Vail Brand" while "preserving our earth," Bandoni Alumni Field will provide a world class pitch for guests and local teams while also focusing on the safety of athletes (and children) as well as the protection of our streams, creeks, and rivers. Valley guests (and community members) will appreciate the deliberate efforts to protect both people and our pristine environment by taking advantage of the latest technologies available in turf, paddings, and infills. One of the first fields in the US to utilize these advanced technologies, this field will position Vail at the vanguard of athlete and environmental protection. *(Please see attachments for a comprehensive list of environmental testing.)*
 - b. **Enhance the Local Economy:** The field will continue to be a community space that supports iconic events such as the Vail Lacrosse Shootout and Vail Cup. Built with specifications optimized for lacrosse and soccer playability, Bandoni Alumni Field will enhance our resort economy by providing a high caliber playing field for use during the

spring, summer, and fall sports seasons, attracting thousands of visitors to town and creating room nights during traditionally lower occupancy times in Vail. In addition to the direct impact of the field attracting sports events, camps, and practices, VMS will continue our role in supporting the performing arts through use of our facilities for Vail International Dance Festival and Bravo! Vail.

c. **Grow a Balanced Community:** While honoring the recreational and environmental values that founded and continue to guide our community, Bandoni Alumni Field will provide a sustainable and environmentally conscious open space for residents and visitors to our East Vail neighborhoods. Regularly used by local teams (Vail Valley Soccer Club, Ski & Snowboard Club Vail, Vail Valley Lacrosse Club, and our own VMS teams), as well as East Vail adults and children, and the Vail Recreation District (VRD), this field is an easily accessible gem for those looking for open space to play soccer, lacrosse, ultimate frisbee, tag, or the myriad variations of these dreamed up in the minds of children. VMS has always been and will continue to be an engaged Vail community member sharing our assets and promoting the success of our town and its residents.

11. How will the contribution be used?

Vail Mountain School is actively fundraising for this project. The \$25,000 from Town of Vail funding will be used to provide approximately 3% of the budget for the reconstruction and resurfacing of Bandoni Alumni Field. The project will replace the 13-year old field (expected lifespan was 10 years) with an environmentally sensitive, world class system that will protect athletes, children, neighbors, and our pristine mountain environment.

The Target Industries TPE infill is the most sustainable and environmentally conscious on the market. Made of the same polymer found in food and medical applications, it will not pollute streams, creeks, or other environmentally sensitive areas. There is no leaching of toxins, heavy metals, or chemicals into wells or storm water.

The Brock underpad is the most advanced in the industry. It provides a low G-Max rating to protect athletes and children from concussions, as well as reducing stress on joints during the extensive running and drills associated with sports such as lacrosse and soccer.

The Desso iDNA X fiber was selected for its playability and optimal recovering power. The 3-dimensional resilience of the system always makes the fiber bounce back to its original form and results in a more natural ball bounce. Moreover the monofilament fiber makes the fiber softer over the long term. The 40 mm length and turf fiber were selected for maximum performance for lacrosse and soccer applications.

Combined, the elements of the new Bandoni Alumni Field will provide an athletic facility experience unsurpassed in any mountain community, helping Vail to maintain its dominance as the premiere international mountain resort community.

Bandoni Alumni Field will support the Vail Town Council 2015-17 Action Plan through the opportunities it provides, and its focus on the “Vail Brand” in choosing the most appropriate materials and specifications. Vail is “Like Nothing on Earth” and we believe that our facility, a world class competition and practice space, will provide an unparalleled experience for athletes, residents, and visitors.

Experience:

The choices made in designing Bandoni Alumni Field were focused on athlete and child safety, preserving our Earth, and creating optimum performance for athletic competitions.

- World-class playing surface; one of the first of its kind in the US
- Safe & environmentally conscious infill material
 - TPE polymer used in food and medical applications
 - California Prop 65 Test approved
 - 0% Trout Mortality “Standard Operating Procedure for Rainbow Trout Holding & Testing” – Integrated Resource Consultants, February 2016
 - 100% virgin polymers (no toxic fillers, heavy metals, and no chemical leaching)
(See attached summary for full list of safety and environmental testing)
- Low G-Max rating Brock under-pad for maximum concussion and impact protection for athletes and children
- Brock under-pad 20-year warranty to provide sustainable use through two turf cycles
- 40 mm turf length specifically selected for highest playability for lacrosse and soccer

Economy:

Bandoni Alumni Field helps host national and local organizations for competitions and camps bringing visitors to town to spend money in restaurants and fill hotel rooms during the summer and fall. These events and teams include:

- Vail Lacrosse Shoot Out – National teams from across US
- Vail Cup – Regional teams from UT, NM, WY, and across CO
- University of Denver Soccer
- Regis University Soccer
- National Hockey League training group (NHL)

Community:

Honoring the love of recreation that led to the founding of Vail and that draws so many residents (and visitors) to our community, Bandoni Alumni Field is an incredible facility open to our local teams and neighbors. Local organizations that use our field include:

- Vail Valley Soccer Club
- Vail Recreation District (VRD)
- Ski & Snowboard Club Vail (SSCV)
- Vail Valley Lacrosse Club

In addition to those above who regularly use the field, VMS opens our other facilities for the following organizations:

- Bravo! Vail
- Vail International Dance Festival
- Steadman Philippon Research Institute
- Vail Film Festival
- Vail Symposium
- Vail Centre
- Lindsey Vonn Foundation
- Children’s Garden of Learning
- Studio 8100
- Vail Valley Academy of Dance

Building Community is a central tenet of our mission, and we are proud to be active members

of the Vail community.

12. How does your request support item 1C of the contribution policy?

As outlined in responses to questions 10 and 11 above, the reconstruction and resurfacing of Bandoni Alumni Field will directly benefit the entire community of Vail by:

- 1) Direct Benefit: Replacing the worn crumb rubber field with a state-of-the-art system that combines maximum protections for athletes and children while preserving our Earth by preventing contamination of streams, creeks, and other environmentally sensitive areas.
- 2) Mission: Helping the town to fulfill its mission by providing:
 - a) a premiere athletic facility experience unsurpassed in any mountain community
 - b) support to diversify the economy by helping host events that create visitor room nights during traditionally lower occupancy times in Vail
 - c) access for our citizens and guests to an exceptional open space for pursuing athletic and recreation opportunities
- 3) Future Health: Improving Vail's future health by providing a world-class pitch to build upon Vail's recently reconstructed playing fields to create an unsurpassed soccer and lacrosse sports complex to attract summer and fall visitors to our incredible mountain environment.

Providing support for Bandoni Alumni Field will help Vail to maintain its dominance as the premiere international mountain resort community.

13. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Please see the attached Annual Report for the 2014-15 fiscal year.

14. Organization's mission statement:

Develop Character. Seek Knowledge. Build Community.

APPLICATION FOR TOWN OF VAIL FUNDING

In lieu of filling out the Balance Sheet and Profit & Loss Statement, we have included a detailed Statement of Financial position for fiscal years ending June 30, 2014 and June 30, 2015.

Instructions: You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: _____)

Assets: \$

Total Assets \$

Liabilities: \$

Total Liabilities \$

Net Worth (Total Assets Minus Total
Liabilities) \$

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget

Revenues: \$
(List by funding source)

Total Revenue \$

Expenses: \$

Total Expenses \$

Total Revenue Minus Expense \$



Vail Mountain School Board of Trustees 2016-2017

Mrs. Anne-Marie Keane-Chair	Mr. Juan Carlos Aziz	Mr. David Bentley
5142 Grouse Lane	1169 Sandstone Drive	123 Peregrine Drive
Vail, CO 81657	Vail, CO 81657	Edwards, CO 81632
	juancarlos.aziz@amersports.com	dcbski@gmail.com
annemarie.keanefamily@gmail.com	c: 970-390-4939	c: 970-331-5000
c: 617-803-6376		
Ms. Michele Evans	Ms. Kristi Ferraro	Ms. Sally Johnston
PO Box 8297	PO Box 145	356 E. Hanson Ranch Rd
Avon, CO 81620	Avon, CO 81620	Vail, CO 81657
4126W Columbine Drive, Vail, 81657	3860 Eaglebend Dr, Avon, 81620	
mevans@evanschaffee.com	kferraro@comcast.net	sallyjoh@vail.net
c: 970-376-1009 o: 970-845-0466 x105	c: 970-471-4715 f: 970-748-3175	c: 970-376-2825 w: 970-476-5641
Mr. Josh Lautenberg	Ms. Kaia Moritz	Mr. Eric Resnick
PO Box 2327	PO Box 2005	1027 Ptarmigan Road
Edwards, CO 81632	Edwards, CO 81632	Vail, CO 81657
1060 June Creek Rd, Edwards, 81632	140 Pinto Drive, Edwards, 81632	eric.resnick@kslcapital.com
josh@evusa.com	kmoritz123@gmail.com	c: 303-888-2199
c: 390-4127 h: 970-926-7901	c: 303-596-4432 h: 970- 926-4628	o: 720-284-6415 h: 970-476-2227
Mr. David Salvin	Mr. Michael Slevin	Mr. Steve Spessard
P.O. Box 1377	PO Box 8432	1677 Buffehr Creek Road
Edwards, CO 81632	Avon, CO 81620	Vail, CO 81657
137 Russell Trail, Edwards, 81632	25 Stagecoach Road, Edwards, 81632	
david.salvin@gmail.com	Slevin@BHHSColoradoProperties.com	sspessard@gorecreekpartners.com
c: 970-331-0456	c: 970-390-9440	c: 970-406-8606; w: 970-672-2040
Ms. Kristin Tang	Mr. Michael Imperi-Head of School	
PO Box 1411	3145 Booth Falls Court	
Edwards, CO 81632	Vail, CO 81657	
723 Gold Dust Dr., Edwards, 81632		
katang@me.com	mimper@vms.edu	
970-376-2717	c: 303-817-4991; w: 970-477-7161	

TTII PRO-MAX 37 TPE INFILL

Today's best choice for tomorrow's future!

A completely recyclable/reusable/non-flammable artificial turf infill product, ranking it the most sustainable & environmentally conscious infill material on the market

REUSABLE ■ RECYCLABLE ■ SUSTAINABLE

- **PRO-MAX 37 TPE** infill is designed to help ensure child, athlete and environmental safety
- North American made with 100% virgin polymers. No toxic fillers, no heavy metals and no chemical leaching keeping water wells and storm water safe
- The TPE base compound used in **PRO-MAX 37 TPE** is the same polymer that is used in many food contact and medical applications
- Through independent testing, **PRO-MAX 37 TPE** fully meets criteria set out by California's Prop 65
- Based on flame-retardant ASTM E648 testing, **PRO-MAX 37 TPE** passed a class 1 rating. Safe for both indoor and outdoor applications
- It would take a temperature of 239° F before stability loss or the beginnings of melting point would occur
- **PRO-MAX 37 TPE** is colorfast, UV resistant, odorless and the specific color chosen reduces temperature at field surface level versus darker infill options
- **PRO-MAX 37 TPE** is durable and dust free. The pellet shape safeguards against degradation ensuring longevity as well as less infill fly out. **PRO-MAX 37 TPE** excels in GMAX systems.
- **PRO-MAX 37 TPE** is manufactured under the strictest guidelines of ISO 9001
- 8 year manufacturer's warranty
- *Now available **PRO-MAX 37F TPE** – a finer gradation than the original*

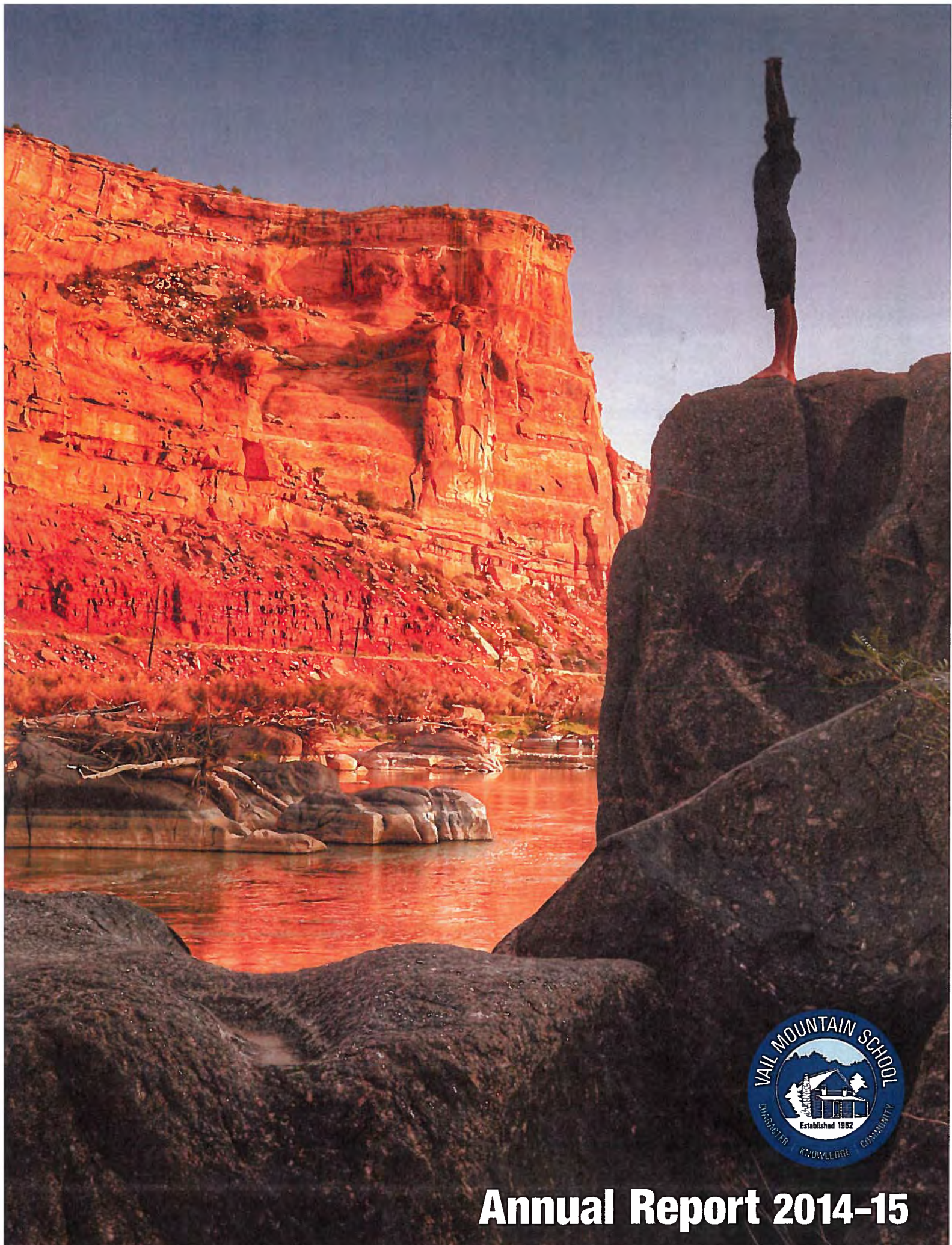
<< For use in the synthetic sportsfield industry, residential or municipal landscaping, parks and recreation, airport tarmacs or any other synthetic grass applications >>

TEST REPORTS AVAILABLE at www.ttiionline.com :

- | | | |
|-------------------------------|---|---------------------------|
| ■ Prop 65 Test | ■ Heavy Metals Testing Required by OEHS | |
| ■ Radiant Heat Panel Test | ■ Thermal Stability Test | ■ Technical Data Sheet |
| ■ Metals Leachate Test Report | ■ UV Testing | ■ Manufacturer's Warranty |



8535 EASTLAKE DRIVE, BURNABY, BC CANADA V5A 4T7
TEL: 604.421.3620 • 1.888.887.7373 • FAX: 604.420.3616
WEB: WWW.TTIIIONLINE.COM • EMAIL: SALES@TTIIIONLINE.COM



Annual Report 2014-15



Thank You

Vail Mountain School has grown and prospered over the past five decades as a result of the steadfast support of our community. We are tremendously grateful to the following individuals, businesses, and organizations that have supported the school either financially or through gifts in-kind. This list represents gifts received between July 1, 2014–June 30, 2015 unless otherwise noted.

ENDOWMENT AND FIVE YEAR VISION INITIATIVES

~~\$1,000,000+~~

Anonymous

~~\$250,000-\$499,999~~

Borgen Family Foundation

Anne-Marie and John Keane

Ann Smead and Michael Byram

~~\$100,000-\$249,999~~

Anonymous

Anonymous

Tom and Susan Washing

~~\$25,000-\$99,999~~

Anonymous

Juan Carlos and Norma Aziz

Josh and Christina Lautenberg

Kaia and Misha Moritz

Linda Pancratz

Chris and Mary Randall

~~\$10,000-\$24,999~~

Mr. Peter Abuisi

Michele and Chris Evans

Kristi and Craig Ferraro

~~\$1,000-\$9,999~~

Ms. Leslie M. Clement

Glenn and Rebecca Davis

Mike and Kathimarie Imperi

Mrs. Sally Johnston

PLAYGROUND AND ATHLETIC TRAINING FACILITY PADDLE RAISE

~~\$25,000+~~

Anonymous

Dan and Julie Leever

Ann Smead and Michael Byram

~~\$70,000-\$24,999~~

Andy Meltz and Stacey Boltz

Anne-Marie and John Keane

Kristin Tang and Mike Marston

Kaia and Misha Moritz

Chris and Anne Marie Rozzell

~~\$5,000-\$9,999~~

Anonymous

Anonymous

Jon and Nancy Teller

~~\$1,000-\$4,999~~

Anonymous

Anonymous

McFadden Anderson Family

Juan Carlos and Norma Aziz

The Baumer Family

Erik and Kathy Borgen

Randi Borgen

John and Nancy Cole

Kevin and McKenna Douglas

Amy Gish

Ron and Sarah Hiner

Ami and Scott Hudgins

Chuck Koukoulis and Susan Peterson

Josh and Christina Lautenberg

Heather and JP McInerney

Barbara and Duane Miller

Larry and Ursula Nisonoff

Mike and Terri Noell

Mary Randall

Justin and Kerry Roach

Stacey Sapp

Jean Urquhart

Tom and Susan Washing

~~\$500-\$999~~

Eric and Henrietta Armbruster

Aaron Ciszek and Sarah Benjes

Dave and Tracey Bentley

Jeff Brown and Anne Yrastorza

The Campbell Family

Tom Daniel and Karen Rosenbach

Eric and Sue Dorf

Dorothy Distelhorst and Karl Edgerton

Andy and Meg Forstl

Amy and Claes Holm

Mike and Kathimarie Imperi

Terrell Joseph and Natalie Martin

Brenda and Jeff Kirwood

Courtney O'Brien and Jake Roach

George and Genevieve Peirce

Marshall and Patrice Ringle

Michael and Page Slevin

Kathryn and Mike Weller

~~\$100-\$499~~

Travis and Sierra Aldrich

Carolyn and Mike Anderson

Bryan and Jen Bill

Kate and Mike Blakslee

Chris and Cathryn Cooper

Scott and Rachel Harrison

Travis and Lindsey Kirby

Andrew Lambert

Beth and KC Lasher

James Mill

Ted O'Reilly

Crawford and Liv Pierce

Henry and Irina Pratt



PLAYGROUND AND ATHLETIC TRAINING FACILITY PADDLE RAISE

~~\$100-\$499~~ continued

Benno Scheidegger
Laurie and Steve Stavisky
Gretchen and Zak Stone
Ted and Susan Vickerman
Ashley and Ned Warner
Kim Zimmer
~~Up to \$99~~
Sasha Bilow
Heidi Bintz
Matt Felser
Christa Hanley
Jessica Schmierer
Jeremy Thelen
Eve Trumpower
Jen Ullman

TAFT CONLIN SCHOLARSHIP*

~~\$100,000+~~

Louise H. and David S. Ingalls Foundation
Louise Ingalls
Gary and Susan Rosenbach

~~\$25,000-\$99,999~~

Steve Conlin
Ms. Nina Ingalls
Tang Family Foundation

~~\$10,000-\$24,999~~

Anonymous
Ms. Alexandra Alger
Mr. Finnius Ingalls
~~\$2,500-\$9,999~~
The Denver Foundation
Ms. Rebekah W. Ingalls
Craig and Julie Heaydon
Marc and Senenne Philippon
Tom and Susan Washing
KZYR 97.9 The Zephyr

~~\$1,000-\$2,499~~

Anonymous
Anonymous
Alpine Bank

Juan Carlos and Norma Aziz
David Barbour
Roger and Margo Behler
Ms. Barbara Brown
Scott Brown
Michael and Sara Charles
Matt and Jane Donovan
Kristi and Craig Ferraro
Chris and Jay Hynes
Redmond Ingalls
David Ingalls
Anne-Marie and John Keane
Seth Molina
Kaia and Misha Moritz
Linda Pancratz/ELM Family Foundation
Chris and Mary Randall
Stuart Seller and Nancy Mast
Mr. Simmonds
Mitch Whiteford

~~\$500-\$999~~

Mr. Peter Abuisi
Eric and Henrietta Armbruster
Jimmy and Kelly Brinkerhoff
Ms. Davison
Robert Gaffney
Barry and Cass Gassman
The Gruber Family
Mark and Julie Hollander
Josh and Christina Lautenberg
Ms. Lawrence
Tradd and Weesie Newton
Nick Sagar and Vanessa Kerzner
Adam and Annalisa Savin
Shlenker Family Foundation
Dr. Tilney
Mr. and Mrs. Twells
Dan Virnich
Wells Fargo Foundation
David and Tina Wilson

~~\$200-\$499~~

Anonymous
Mr. Abrams
Advisory Council for Underwater Archaeology

Dr. Ammon
Ms. Barclay
The Baumer Family
Suzanne Bellis
Erik and Kathy Borgen
Ms. Chaney
John and Nancy Cole
Ms. Davison
Deb Deverell
Mr. and Mrs. Edgerly
Mr. and Mrs. Elder
Episcopal Church of the Transfiguration
Mr. and Mrs. Flaum
Ms. Foster
Fox Hollow Vet Clinic
Rick and Debra Geddes
Tracy Gillette
Amy Gish
Robb Hirsch
Patrick and Carol Hurley
Cynthia Ingalls
Alex and Julie Iskenderian
Ms. Jackle
Gates and Kelly Lloyd
Mr. and Mrs. Martin
Mr. and Mrs. McGhee
Dr. Wolf and Mr. Mintling
Tom and Kim Saalfeld
David Salvin and Gail Flesher
Lyle Shipp
Michael and Page Slevin
Mr. Sonnenfeld
Tye and Brielle Stockton
Rick and Deb Travers
Ms. Trombetta
Mary Turner
Carroll Tyler
Best Friends Veterinary
Rob Zalenski
~~\$100-\$199~~
Anonymous
Anonymous
Charlie and Mary Anne Baker



Taft Conlin Scholarship*

\$100-\$199 continued

Bob and Nina Bandoni
 Bill and Martha Bevan
 Mike and Kate Blakslee
 Ben Boyd
 Pete and Debbie Brill
 Jeff Brown and Anne Yrastorza
 Mr. and Mrs. Burghardt
 Charlynn Canada
 Jay and Laura Cerny
 Mr. Charman
 Peter and Susanna Chlipala
 Diane Coggin
 Mr. and Mrs. Cuning
 Mr. and Mrs. Daley
 Tom Daniel and Karen Rosenbach
 David and Kate Drescher '89
 Ms. Dugger
 Eagle Vail Partners LLC
 Mr. Espegren
 Michele and Chris Evans
 Ms. Faulk
 Peter Ferraro
 Mr. and Mrs. Flick
 Ms. Foley
 Ms. Franck
 Mr. Glock
 Theron and Ashleigh Gore
 Geoffrey Grimmer
 Mr. and Mrs. Hancock
 Scott Hixon
 Ms. Holder
 Cynthia Ingalls
 Will and Martha Jacob
 Ted and Susanne Johnson
 Mr. and Mrs. Jones
 Ms. Lamb
 Ed and JoAnn Levy
 Ms. Mayer
 Mr. and Mrs. McBride
 Anne McNeil
 James Mill

Mount-N-Frame
 Mark and Patty Mueller
 Ms. Noel
 Ms. Osterberg
 Ms. Plain
 Janet Refior
 Ms. Rivera-McKinley
 Mr. Robinson
 Ms. Rome
 Ms. Rush
 Tony and Cindy Ryerson
 Tony Ryerson
 Thomas Salamunovich and Nancy Sweeney
 Mr. and Mrs. Schlegel
 John and Sharon Schmidt
 Ms. Schwartz
 Ms. Shaw
 Kevin and Stacy Shelden
 Ms. Smith
 Mr. and Mrs. Stanton
 Team Black Bear LLC
 Mr. and Mrs. Vangi
 Ms. Vollmer
 Mr. Watson
 Ms. Weinstein
 Willy and Vali Wilcox
 Jen and Chris Wright
 Nancy and Hap Young
 Mr. and Mrs. Zieher
Up to \$99
 Ms. Albright
 Mr. and Mrs. Albus
 B'nai Vail Congregation
 Best Friends Veterinary
 Ms. Boyd
 Claudine Brandt
 Ms. Brooks
 Gordon Chicoine
 Ms. Cliver
 Ms. Colebrook
 Mr. and Mrs. Coon
 Amy Critz
 Ms. DeVries

Brett and Noel Falk
 Jamie and Emily Farquhar
 Mr. and Mrs. Feighan
 Mr. Gile
 Ms. Goodrick
 Martin A. Gruber Veterinarian
 Ms. Had
 Ms. Hennessey
 Ms. Hensel
 Ms. Somers and Mr. Idzikowski
 JBT's - T-Shirts
 Ms. Knudson
 Ms. Lagoni
 Ms. Lane
 Ms. Larkman
 Mr. and Mrs. Latici
 Ms. Lawrence
 Mr. and Mrs. Lemisch
 Alan and Trisha Lewis
 Ms. McDermott
 Mr. and Mrs. Montgomery
 Mr. Mueller and Ms. Resa Mueller
 Ms. Ottley
 Mr. and Mrs. Patterson
 Maggie Pavlik and John Halloran
 Ms. Relles
 Mr. and Mrs. Rigdon
 Ms. and Mr. Robin
 Eamonn and Natalie Rooney
 Pete and Lynda Sampson
 Mr. and Mrs. Seeb
 Ms. Sheahan
 Mr. Shelton
 Snowden Smith and Elena Georgouses
 Tyler and Caroline Sterkel
 Mr. and Mrs. Taft
 Rob and Anne Verratti
 VMS 3 V 3 Soccer
 Ms. Waldron
 Darren and Sarah Warner
 Ms. Watson
 Cynthia and Scott Wirth

**Gifts received since scholarship's inception*



COMBINED ANNUAL GIVING*

75,000+

Anonymous
Dan and Julie Leever
Bob and Tara Levine
Ann Smead and Michael Byram

\$25,000-\$74,999

Borgen Family Foundation
John and Lisa Goldstein

\$10,000-\$24,999

Anonymous
Anonymous
Juan Carlos and Norma Aziz
The Bailey Family
Jayme and Renata Fernandez
Haslam Family Foundation
Anne-Marie and John Keane
Josh and Christina Lautenberg
Kristin Tang and Mike Marston
Andrew Meltz and Stacey Boltz
Tomas and Ale Milmo
Marc and Senenne Philippon
Storr Family Foundation
VMS Parent Partners
Tom and Susan Washing

\$5,000-\$9,999

Anonymous
Alpine Bank
Balz and Christina Arrigoni
Leslie Clement
Laura Cook
Craig and Julie Heaydon
Ron and Sarah Hiner
Mark and Julie Hollander
Doris and John Kirchner
Dwight and Angie Merriman
Barbara and Duane Miller
Kaia and Misha Moritz
Larry and Urs Nisonoff
Ron and JoAnn Robertson
Michael and Mary Sue Shannon
Mr. and Mrs. Jeffrey Sharfstein
Michael and Page Slevin

Scott Sullivan and Michele Cooper
Oscar Tang and Agnes Hsu
Jon and Nancy Tellor
Stacey Truitt

\$2,500-\$4,999

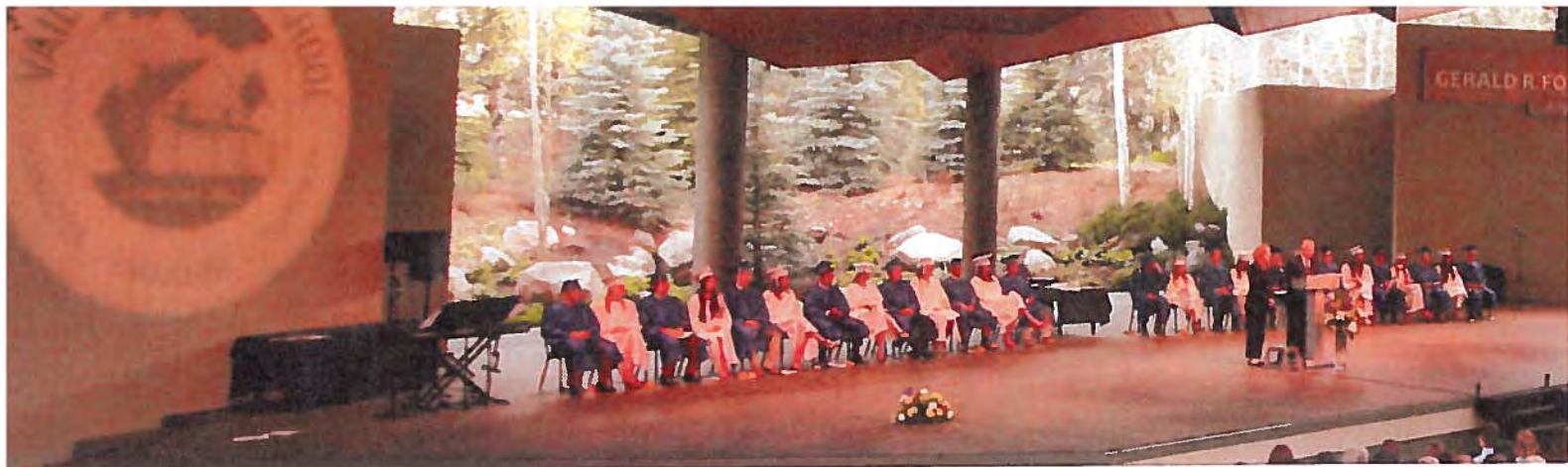
Anonymous
David and Tracey Bentley
Randi Borgen
Michael and Sara Charles
Matt and Hillary Dyroff
Mr. and Mrs. Ernest Elsner
Michele and Chris Evans
Kristi and Craig Ferraro
Amy Gish
Frank and Dawn Holmes
Mrs. Sally Johnston
Vanessa Kerzner
Skip and Emily Leever
J.P. and Heather McInerney
Chris and Anne Marie Rozzell
Gail Flesher and David Salvin
Paul and Leisa Sturm
Alec and Jean Urquhart
John and Marilyn Wells
Mitch Whiteford
David and Tina Wilson

\$1,000-\$2,499

Anonymous
Eric and Henrietta Armbruster
David Barbour
Don and Christa Berlanti
Paul and Lindsay Bradbury
Jeff Brown and Anne Yrastorza
Tom and Robin Burch
Barry and Melissa Clark
John and Nancy Cole
Chris and Cathryn Cooper
Thomas Daniel and Karen Rosenbach
Robin Deighan
Kevin Deighan
Carrie Dill
Charlie and Martinna Dill
Fred Distelhorst

Jim and Suzy Donohue
Matt and Jane Donovan
Peter and Laura Frieder
Paul Galvin Memorial Foundation Trust
Rick and Jennifer Geisman
Tracy Gillette
Mr. Gonzalez and Ms. Barot
Caitie, Jordan and Zoe Harrison
Job and Paula Hernandez
Hernandez Vazquez Family
Jurgen and Kirsty Hintz
Joan M. Houlton
Scott and Ami Hudgins
Mike and Kathimarie Imperi
Louise Ingalls
Jon and Sherri Jaksha
Tait and Sarah Johnson
The Karsh Family
Preston and Terry Kelsey
David and Geneva Kerstein
Lois Lautenberg
Rod and Stephanie Linafelter
Patrick and Marci McCalley
Sandra Mills
Courtney O'Brien
George and Genevieve Peirce
Perch

Adam and Annalisa Savin
Douglas and Gayle Schwartz
Stuart Seller and Nancy Mast
Mr. and Mrs. Justin Serbinski
John Shipp
Crissy Shipp
Scott and Cathy Soden
Tye and Brielle Stockton
Richard Vossler
Heather Whiteford
\$500-\$999
Anonymous
Anonymous
Doug and Liza Alrick
The Baumer Family
Richard Becher and Dody Jernstedt



COMBINED ANNUAL GIVING*

\$500-\$999 continued

Allen Brown
The Campbell Family
Mr. Chris Chantler and Dr. Heather Gilmartin
Aaron Ciszek and Sarah Benjes
Kevin and McKenna Douglas
Mr. and Mrs. Buck Elliott
The Engstrom Family Charitable Foundation
John and Alison Fallon
Four Seasons Resort - Vail
Reg and Sue Franciose
Barry and Cass Gassman
Colin Green '14
Lara Green '06
Alex and Julie Iskenderian
Terrell Joseph and Natalie Martin
Jeff and Brenda Kirwood
Frank and Joan Kittredge
Gates and Kelly Lloyd
Steve and Ana Loftus
Griff and Pat McDonald
Francisco and Laura Meza
Patricia and Dave Nelson
Mr. Burt Nordstrand
Susan Peterson
Brian and Jennifer Reed
Stacey Sapp
Snowden Smith and Elena Georgouses
Jim and Barbara Spiker
Larry Wolfe and Jean Hadley

\$200-\$499

Anonymous
Anonymous
Mr. Peter Abuisi
Mike and Carolyn Anderson
The Archer Family
Mike and Kate Blakslee
Richard and Meg Hanlon Brown '86
Peter and Susanna Chlipala
Rick and Diane Cunningham
Margo Davis
Jim and Debbie Donahugh

David and Kate Drescher '89
Jane Eberly
Faessler Family
Mark Fenstermacher
Andy and Meg Forstl
Marty and Melanie Frank
Dr. Kim Furry '83
Pat Georgouses
The Golden Bear
Davy Gorsuch '85 and Abbey Fox
Pepi and Sheika Gramshammer
The Gruber Family
Gordon and Patti Hardenbergh
Marc and Deb Harrison
Mark Heinbaugh
Gordon and DeeAnna Hervig
Francisco and Olivia Holguin
Chris and Becca Hooper
Greg and Marti Hurd
William and Martha Jacob
Ted and Susanne Johnson
Kym Luck
Bryan and Jeanne Macsata
Nicki Moritz-Mills
Sandra L. Mortensen
Carol Pattison
John and Beth Richey
Pete and Lynda Sampson
Rob and Deb Shay
David and Melissa Siderfin
Patricia Smith
St. John Family
Steve and Laurie Stavisky
Lachie Thomas
Rob and Anne Verratti
Joe and Mary Whiteman
\$100-\$199
The Addis Family
Adil and Arzu Basyildiz
Travis and Sierra Aldrich
Tierney Sage Alissi '88
David Alonzo
McFadden Anderson Family

Doug and Kim Anderson
Bob and Nina Bandoni
Roger and Mary Berdoulay
Ms. Katie Biggers
Owen and Jordi Blakslee
Keith Bolster
Dean and Tammy Chambers
Gordon Chicoine
Bret and Rebecca Cohen
Oliver Compton
Mike and Carolyn Connolly
Mary Hoyt Conroy
Brian and Jen Counselman
Steven D'Andrea and June Terens
Robert and Elizabeth Davignon
Kirk Dice
Erik and Sue Dorf
Dave and Tsering Elmsblad
Gil and Jennie Fancher
Kevin and Dafne Foote
Brian Gillette
Phil and Ida Hancock
Mark and Shelley Herron
David and Anne Hilb
Barrie Tyler Hillman '86
Louise and Phil Hoversten
Patrick and Carol Hurley
Tom and Mandy Jaffe
Kenneth Jaffe '83
Xaver Johnson
Don and Susan Johnson
Bryan and Jill Johnson
Greg Jones
Travis and Lindsey Kirby
Mrs. Fred Leibring
Doug Litovitz and Katie Forrestal
Tony Mauro and Mindy Brill-Mauro
Lee May
Harriet T. Mill
James Mill
The Mintz Family
Jeff and Lauri O'Brien
Pete Pattison



COMBINED ANNUAL GIVING*

\$100-\$199 continued

John Halloran and Maggie Pavlik

Payne Family

Marc Peck

Kolby Peterson

Reid and Barrett Phillips '96

Mike Prosser and Susan Sabido

Scott and Jen Reed

Janet Refior

Marshall and Patrice Ringler

Justin and Kerry Roach

Jake Roach

Chris and Kara Robinson

Eamonn and Natalie Rooney

Sam Rosenkrantz

Jay Sapp

Howard and Jill Savin

Greg and Julie Schlossinger

Russ and Jenifer Shay

Kevin and Stacy Shelden

Tina Stahl

Zak and Gretchen Stone

Jeremy and Kerri Thelen

Chris and Sandy Tierney

Eve Trumpower

Dwight and Jo-Anne Tyson

Ted and Susan Vickerman

Charley and Ariane Viola

Bob and Jill Warner

Willy and Vali Wilcox

Reini Winter

Up to \$99

Anonymous

Anonymous

Anonymous

Anonymous

Anonymous

Fawn Pulis Affeldt '78

Adrienne and Allan Arnason

Andrew Behrendt

Bryan and Jen Bill

Sasha Bilow

Carson Blumenreich

Tanya Boderck

Jeff Bowen

Thomas Boyd '93

James Briggs

Joe and Kristen Calarco

Charlynn Canada

City Market CARES

Franziska Clem

Carl and Kate Cocchiarella

Jane Davison

Deb Deverell

Linda Dice

Door to Door Organics

Clyde and Carol Douglas

Kelly Eppinger

Kabe ErkenBrack

Brett and Noel Falk

John Fee and Michelle Jirenec

Matthew Felsner

Marisa Ferrara

Michael Garvey

Sean and Cory Glackin

Steve and Jill Gordon

Leela Greenberg

Christa Hanley

Richard and Jane Hart

Betsy Heninger

Renee Hill

Tim and Christi Howell

Andrew and Nicole Hustad

Cami Johnson '22

Charlotte Johnson '25

Heidi Holzfaster Kostin '98

Andrew Lambert

J. T. and Jeanne Landreth

KC and Beth Lasher

Steph Lewis

Dennis and Sheila Linn

Ms. Julia Littman '03

Amy Livran

Div Manula

Buck and Linda Margold

Ted and Elaine Marston

Deb Martin

Billy and Helene Mattison

McClurg Family

Mark and Sharon McDaniel

Alex and Susan Mitchell

Janise Morgan

Laurie Mortensen

Ted O'Reilly

Henry and Irina Pratt

Thomas Salamunovich and Nancy Sweeney

Heather and Ross Sappenfield

Gabe Scherzer

John and Sharon Schmidt

Jess Schmierer

Liana Sideli

Margarete Stahl

Martha and Steve Teien

Penny Turilli

Jen Ullman

Thomas Walsh

Kathleen A. Walsh

Ned and Ashley Warner

Mike and Kathryn Weller

Jennifer Whitmore

Abby Wiens

Chanda Wilcox '09

Rhonda Woodruff

Hap and Nancy Young

Kim Zimmer

**Includes Annual Fund, Gala Cash Sponsorships,
and Restricted Gifts*

IN-KIND 2014-15 GALA DONORS

Anonymous

Anonymous

Anonymous

4 Eagle Foundation

Action Karting, LLC

Adam Plummer

Africa Home Decor

Agnoletto Anesthesia, Inc.



IN-KIND 2014-15 GALA DONORS

continued

Allegria Spa
 Alpenrose
 Alpine Quest Sports
 Doris Alrick
 Antlers at Vail
 Aria Athletic Club & Spa
 Asian Village Antiques
 Aspen Limo Service
 Avalanche Ranch Cabins & Hot Springs
 Avon Bakery and Deli
 Avon Pet Centre
 AXEL'S
 Juan Carlos and Norma Aziz
 Batter
 Beaver Liquors
 Belmont Deli
 Betteridge
 Betty Ford Gardens Alpine Treasures
 Big Bear Bistro
 Blitz
 Blue Plate Bistro
 Bol - Solaris Vail
 Bravo! Vail
 Cafe 163
 Casey St. John Interiors
 Cathedral Peak Photography LLC
 Claggett Rey Gallery and Silver Oak Cellars
 Barry and Melissa Clark
 Clark and Ralph
 Club at Cordillera
 Nancy and John Cole
 Colin Meiring
 Colorado Bike Service
 Columbine Bakery
 Oliver Compton
 Cathryn and Chris Cooper
 Cos Bar Riverwalk
 Cos Bar Vail
 CrossFit Venture
 Richard Cunningham, MD
 Delite and Bowl Noodle House

Doggie Style Pet Grooming
 East West Partners
 EatDrink, Inc.
 Eric Eckdahl
 Edgar Perez
 Edwards Excavating
 Edwards Express Oil and Lube
 Eighth Grade Parents
 Eleventh Grade Parents
 Sylvan and Sarah Ellefson
 Elway's
 Epic International
 ETown
 Michele and Chris Evans
 Carrie Fell
 Fiestas
 Fifth Grade Parents
 First Grade Parents
 Food By Marc
 Foods of Vail
 Four Seasons Vail
 Fourth Grade Parents
 Fox Hot Tubs, Billards & Games
 Frinje Boutique
 Fuzziwig's
 Bart Garton
 Gondola Pizza
 Steve Gordon
 Gore Range Brewery
 Gorsuch
 Group 970
 Grouse Mountain Grill
 Gruber Family
 Christa Hanley
 Henry's Chinese Cafe
 Ana Paula and Job Hernandez
 Kirsty and Jurgen Hintz
 Honey Invitations
 Mike and Kathimarie Imperi
 Irongate International
 Tait and Sarah Johnson
 Greg Jones
 Juniper Restaurant

K.H. Webb Architects
 Karats
 Karina Mueller Patman
 Kathy Mikolasy
 Kevin Foote
 Kids Adventure Games, LLC
 Kids Cottage
 KidSport
 Kindergarten Parents
 Kitchen Collage
 KSL Resorts
 Lacy's
 Larkburger
 Larkspur - Thomas Salamunovich and Nancy Sweeney
 KC Lasher
 Josh and Christina Lautenberg
 Bob and Tara Levine
 Live for Balance
 Mangat Plastic Surgery
 Mangiare
 Manic Training Edwards
 Marc and Deb Harrison
 Marci and Patrick McCalley
 Mark Ruark Dog Training
 Mary Kay Cosmetics
 Matsuhisa
 Billy Mattison
 Matt Lit Photography
 Maxine Graboyes
 McKenna Douglas
 Merle Norman
 Mike and Terri Noell
 Andy Meltz and Stacey Boltz
 Barbara and Duane Miller
 Minturn Saloon
 Modern Dental Associates
 Montauk Seafood Grill
 Moontime Cyclery
 Mort Mulliken Photography
 Mountain Dermatology Specialists
 Mountain Limousine
 Mountain Man Nut & Fruit Co.



Mountain Standard
 Nancy Cole Photography
 Ninth Grade Parents
 Mike and Terri Noell
 Nomadic Collection
 Northside Kitchen
 Old Forge Pizza
 Ooh La La Hair Design
 Parasoleil
 Tim and Laura Parker
 Park Hyatt Beaver Creek
 Pete Pattison
 Paul Corcoran, DDS
 Pazzo's
 Pedal Power
 Pepi Sports
 Perch
 Barrett and Reid Phillips
 Prisca Boris
 Ptarmigan Sports
 Pure Barre Vail Valley
 Quench
 Randi Borgen
 Restaurant Kelly Liken LLC
 Rex Keep
 Riverwalk Theatre
 RMD Kwiform
 Jacob and Justin Roach
 Route 6 Cafe
 Ruggs Benedict
 S. Franks and J. Williams
 Mrs. Sally Johnston
 Sato Sushi
 Julie Schlossinger
 Second Grade Parents
 Seventh Grade Parents
 Sherri Innis Photography
 Crissy Shipp
 John Shipp
 Sixth Grade Parents
 Skibase
 Skipper and Scout
 Michael and Paige Slevin

Slifer Designs
 Ann Smead and Michael Byram
 Sonnenalp of Vail Foundation
 SporTube
 Starbucks Avon
 Stella and Dot
 Stevens, Littman, Biddison, Tharp & Weinberg LLC
 Zak and Gretchen Stone
 Streamside Dental
 Studio 8100
 Sue Franciose
 Sugar Bar
 Surefoot
 Sushi Oka Hibachi
 Sweet Basil
 Kristin Tang and Mike Marston
 Tennessee Pass Cookhouse
 Tenth Grade Parents
 June Terens
 Terra Bistro
 The Bookworm
 The Computer Garage
 The Golden Bear
 The Golf Club at Bear Dance
 The Left Bank
 The Red Lion
 Third Grade Parents
 Ti Amo
 Tim McAdam
 Tivoli Lodge
 Tommy Bowers Ski
 Twelfth Grade Parents
 Jon Urbana
 Vail Athletic Club
 Vail Catering Concepts
 Vail Dermatology
 Vail Gondola Club and Cordillera Property Owners Association
 Vail Gymnastics Center
 Vail Honeywagon
 Vail Mountain Coffee and Tea
 Vail Nordic Center

Vail Police Department
 Vail Resorts
 Vail Stables
 Vail Valley Anglers
 Vail Vision
 Vail Vitality Center
 Vendetta's
 Ted and Susan Vickerman
 Vin 48
 Vintage Magnolia
 Vista at Arrowhead
 Lindsey Vonn
 W Salon
 Wags and Whiskers
 Ned and Ashley Warner
 Weston Snowboards
 Westside Cafe
 J. Williams and S. Franks
 Wishes Toy Store
 Woodward Copper
 Yama Sushi
 Yellowbelly
 Yeti's Grind
 Adrienne Young
 Zastrow Dentistry, LLC
 Zip Adventures

Vail Mountain School
Statements of Financial Position
June 30, 2015 and 2014

	2015	2014
Assets		
Cash and cash equivalents	\$ 2,091,893	\$ 165,935
Funds held by third party administrator	121,169	995,957
Tuition and other accounts receivable, net	106,198	195,339
Promises to give, net	713,715	1,239,272
Prepaid expenses and other assets	102,222	120,467
Deferred compensation investments	20,817	10,417
Deferred bond offering costs, net	351,851	372,851
Property and equipment, net	22,043,917	22,178,286
Investments		
Unrestricted	17,771,410	17,763,741
Held pursuant to bond requirements	6,159,000	6,270,000
Restricted to endowment	704,283	179,701
	<u>24,634,693</u>	<u>24,213,442</u>
Total assets	<u><u>\$ 50,186,475</u></u>	<u><u>\$ 49,491,966</u></u>
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 792,277	\$ 715,458
Tuition and fees paid in advance	4,051,347	3,536,486
Line of credit	4,597,078	2,850,989
Loan payable	40,000	50,000
Tuition bonds payable	187,500	192,500
Deferred compensation liability	20,817	10,417
Interest-rate swap	426,458	676,446
Bonds payable, net	19,964,020	20,298,344
Total liabilities	<u>30,079,497</u>	<u>28,330,640</u>
Net assets		
Unrestricted		
Undesignated	9,716,219	10,497,482
Investments held pursuant to bond requirements	6,159,000	6,270,000
Invested in property and equipment, net of related debt	2,079,897	1,879,942
	<u>17,955,116</u>	<u>18,647,424</u>
Temporarily restricted	1,456,521	2,343,561
Permanently restricted	695,341	170,341
Total net assets	<u>20,106,978</u>	<u>21,161,326</u>
Total liabilities and net assets	<u><u>\$ 50,186,475</u></u>	<u><u>\$ 49,491,966</u></u>

Vail Mountain School
Statement of Activities
Year Ended June 30, 2015

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Operating revenue				
Tuition and fees, net of financial aid of \$962,058	\$ 7,768,579	\$ -	\$ -	\$ 7,768,579
Activity fees	363,371	-	-	363,371
Interest and other income from operations	154,141	-	-	154,141
Total operating revenue	8,286,091	-	-	8,286,091
Operating expenses				
Educational program	8,254,487	-	-	8,254,487
Administrative services	2,212,980	-	-	2,212,980
Total operating expenses	10,467,467	-	-	10,467,467
Net operating loss	(2,181,376)	-	-	(2,181,376)
Nonoperating activities				
Contributions	1,138	325,878	-	327,016
Annual giving	601,233	-	-	601,233
Gross special event revenue	529,666	166,806	-	696,472
Less cost of direct benefits to donors	(168,644)	-	-	(168,644)
Net special event revenue	361,022	166,806	-	527,828
Loss on uncollectable promise to give	-	(147,650)	-	(147,650)
Fundraising and development expenses	(318,307)	-	-	(318,307)
Net investment loss	(112,978)	(102)	-	(113,080)
Changes in donor restrictions	(25,000)	(500,000)	525,000	-
Net assets released from restrictions	731,972	(731,972)	-	-
Net nonoperating activities	1,239,080	(887,040)	525,000	877,040
Change in net assets before change in value of interest-rate swap	(942,296)	(887,040)	525,000	(1,304,336)
Change in value of interest-rate swap	249,988	-	-	249,988
Change in Net Assets	(692,308)	(887,040)	525,000	(1,054,348)
Net Assets, Beginning of Year	18,647,424	2,343,561	170,341	21,161,326
Net Assets, End of Year	\$ 17,955,116	\$ 1,456,521	\$ 695,341	\$20,106,978

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: Red Sandstone Elementary School PTO on behalf of Red Sandstone Elementary School
2. Contact person: Elyse Howard (parent volunteer) Marcie Laidman (RSES Principal)
3. Mailing address: 551 N. Frontage Road Vail, CO 81657
4. Telephone: 970-376-5590 (Elyse) 970- 328-2910 (RSES)
5. E-mail address: elyse.howard@me.com | marcelle.laidman@eagleschools.net
6. Members and Titles of your governing board:
Betsey Kiehl – PTO President
Andrea Fulton – PTO Vice President
Jove Goodman – PTO Treasurer
Megan Domici – PTO Secretary
Marcie Laidman – RSES Principal
7. Amount of contribution requested: \$29,000
8. Organization fiscal year-end: June 30
9. Are your books audited? No
10. **What category of funding is your organization applying for?** We are applying for funding in the Services Category.
11. How will the contribution be used?

Red Sandstone Elementary School (RSES) is requesting \$29,000 from the Town of Vail to create a

Science Technology Engineering Mathematics (STEM) Lab supported by a makerspace at the school. Funding will be used to create and establish the Lab in the existing 'multi-purpose' room at RSES, and purchase relevant technology and materials. A sample budget for this project is attached.

"A makerspace is a place where students can gather to create, invent, tinker, explore and discover using a variety of tools and materials." - Diana Rendina. A makerspace is essentially a STEM focus center that is a resource for the entire school. Student learning might be focused on electronics, robotics, woodworking, programming etc. It allows for learning through play and experimentation and promotes collaboration. A STEM lab will engage students in hands on learning by allowing them to explore and tinker in the areas of science, engineering, and technology at an age appropriate level. Out of this process, students form new ideas, connections are made to the real world, and innovation is spurred into action. As we prepare students for jobs and careers we must provide an environment that nurtures their confidence to explore, create and solve problems.

The STEM Lab would impact 225 children ages 5 to 11 by integrating technology into their everyday learning process and creating a media rich school (in line with the ECSD strategic plan). The vision of the Eagle County School District is to create "Global Ready Graduates". Creating a STEM Lab at Red Sandstone Elementary school aligns with this vision and will address the goals laid out in the technology pathway of the ECSD Strategic plan. In addition, this project aligns with a set of global ready skills (inspired by the work of Tony Wagner) our school district has introduced to accomplish the vision.

RSES was built in 1977. Our school has had very few technology updates. We have no smart boards, no interactive white boards etc but we do have wonderful and dedicated teachers that are excited to integrate this opportunity into their lesson planning. Our classroom teachers' envision the STEM Lab will be a resource for them to deepen understanding and/or introduce STEM topics in more relatable, hands on way that allows children to roll up their sleeves and get involved. Some sample topic examples include force and motion, electricity/circuits, magnets, coding and sound waves. Creating a STEM Lab at RSES will give our students a glimpse into the possibilities that technology has to offer.

This project also offers a unique opportunity for partnership. Through a recent school fundraiser the PTO raised funds to purchase 60 Chrome Books for \$21,000 needed to support a STEM Lab and other classroom activities. We have also had some initial conversations with the Vail Library about ways to collaborate with their tech studio program. Finally, there would be opportunities for the Walking Mountains Science Center 'Girls in Science Program', Youth Power 365 Power Hours Program, Vail Rec Schools Out and Camp Vail to utilize this space with proper training if interested.

Should our request be approved by the Town of Vail we would create this space during the second half of the 2016-17 school year, once the funding is in place. In the event of the ECSD's proposed bond issue is passed by the voters, all materials and equipment that would be purchased through this grant would be postponed until the renovation of RSES is complete. The creation of a STEM lab at RSES will enrich the current curriculum, and excite and attract local families and help increase

school enrollment. This project is an opportunity to distinguish and differentiate RSES and Vail from other elementary schools and will help to promote a vibrant local community.

11. How does your request support item 1C of the contribution policy?

This request supports the town's mission as Red Sandstone Elementary School is Vail's community school. It is the glue that holds many families in Vail. Supporting Red Sandstone Elementary is supporting the Vail community. Red Sandstone Elementary School offers a major benefit and is critical to the future health of our community. A vibrant, well achieving school is the lifeblood of a thriving community and will insure that families will continue to thrive in Vail.

Strengthening and enriching Red Sandstone Elementary School will provide the citizens of Vail with an exceptional service in the form of a top community school. This request is also in line with the community goals outlined in the 2015-2017 Vail Town Council Action Plan, specifically, the community goal to support "educational enrichments with Red Sandstone Elementary School".

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

The Red Sandstone Elementary PTO is currently funded by the parents and supporters of the school. Currently, Wild West Days is our largest fundraiser. We have other smaller fundraisers throughout the school year to fund specific programs and initiatives. We also recently received a grant to purchase materials for our Reading Intervention Program from the Bessie Minor Swift Foundation.

The majority of funding for Red Sandstone Elementary School is derived from the "per pupil" funding formula laid out by the state and funded by taxes. Due to our small enrollment, this funding allows RSES to afford the very basic teachers salaries but does not stretch beyond that. The STEM lab would enrich RSES's current curriculum. It is not something we can afford through our traditional funding source. It is our hope that this lab will differentiate our school and eventually bolster enrollment.

13. Organization's mission statement:

Red Sandstone Elementary School is a collaborative learning community inspiring excellence for all. The Red Sandstone PTO works to support the mission and community of Red Sandstone Elementary School.

The Red Sandstone Elementary School PTO provides assistance to teachers in classroom settings, raises funds for supplemental educational materials and experiences, supports school and family social interaction, and provides a non-biased forum for sharing information on issues that impact our children.

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)

Round all figures to the nearest dollar. Please present in as much detail as possible.

2015-2016 Profit & Loss Statement

	Liabilities & Equity as of 6/2015	\$	61,038.59
Revenues (By Funding Source)			
Contributions and Support			
	Family & Corporate Donations	\$	5,522.00
	Local Grants	\$	2,000.00
	Wild West Day	\$	18,285.57
	Steeplechase	\$	10,462.00
	Red Sandstone Rock	\$	11,395.58
	Vail Coffee & Tea	\$	1,366.00
	Amazon.com	\$	126.36
	Kroger	\$	2,331.93
	Topbox	\$	1,118.30
	School Mall	\$	496.89
Membership Dues			
	PTO Membership	\$	750.00
TOTAL REVENUES		\$	114,893.22
Expense			
	Spanish & Technology Teachers Salaries	\$	64,074.16
	Mesa Verde Trip	\$	8,050.22
	Chrome Books (60) & Carts STEM Lab & Claassroom	\$	21,125.00
	Bank fees	\$	16.00
	Childcare	\$	289.75
	RS Rock Concert	\$	4,500.00
	Valentines Party	\$	70.68
	Steeplechase	\$	455.36
	Insurance	\$	255.00
	WWD - GC for the Chairwoman	\$	50.00
	Veteran Day Donation	\$	100.00
	Efec Gala Night for Teachers	\$	125.00
	Retirement Gifts & Party Expense	\$	501.96
	Basketball Coaches- GC	\$	126.00
	2014 Tax Return Prep	\$	337.00
	CO State Periodic Report Filing 2016	\$	10.00
	Ice Cream Social and Welcome Gift bags for new Teachers	\$	299.50
	Sanitizer for Classrooms	\$	1,378.43
	Mileage Club - Wishes Toy Store	\$	80.00
	Classroom School Supplies	\$	166.79
	Basketball T-Shirts	\$	444.00
TOTAL EXPENSES		\$	102,454.85
Revenues Minus Expenses		\$	12,438.37

2016-2017 Estimated Budget

	liabilities and equities as of 6/2016	\$	12,438.37
Estimated Revenues (By Funding Source)			
	Wild West Day	\$	17,000.00
	Steeplechase	\$	10,000.00
	Red Sandstone Rock	\$	6,500.00
	Vail Coffee & Tea	\$	1,500.00
	Amazon.com	\$	100.00
	Kroger	\$	2,000.00
	Topbox	\$	1,000.00
Membership Dues			
	PTO Membership	\$	750.00
TOTAL REVENUES		\$	51,288.37
Expense			
	Mesa Verde Trip	\$	8,050.22
	Childcare	\$	250.00
	RS Rock Concert	\$	4,000.00
	Valentines Party	\$	500.00
	place holder for teacher salary contribution	\$	20,000.00
	Steeplechase	\$	300.00
	Insurance	\$	500.00
	Veteran Day Donation	\$	100.00
	Efec Gala Night for Teachers	\$	125.00
	2016 Tax Return Prep	\$	375.00
	CO State Periodic Report Filing 2016	\$	10.00
	Ice Cream Social	\$	500.00
	Mileage Club	\$	300.00
	Classroom School Supplies	\$	5,000.00
	Teacher stipend STEM Lab upkeep etc	\$	2,000.00
	Basketball	\$	575.00
TOTAL EXPENSES		\$	42,585.22
Total Revenue Minus Expense		\$	8,703.15

**STEM Lab/MakerSpace Estimated Budget
Red Sandstone Elementary**

General Workspace and Safety	ITEM	QUANTITY	COST
	Safety Goggles	20	68.00
	Lab Aprons	20 (4.95)	99.00
	Gloves Latex (Box of 100)	3 (9.95)	30.00
	Work Benches	6 (730.00)	4,380.00
	Scissors	10 (5.00)	50.00
	First Aid Kit	1	40.00
	Lab Stools	20 (74.00)	1,480.00
	Miscellaneous Items		1000.00
Power Tools	ITEM	QUANTITY	COST
	Dremel Idea Builder 3D printer	2 (1000.00)	2000.00
	Hand Tools		1000.00
	littleBits Electronic Premium Kit	15 (150.00)	2250.00
	Arduino Microcontrollers	10 (150.00)	1500.00
	Laser Cutter	2 (1850.00)	3700.00
	Sewing Machines	3 (95.00)	285.00
Measuring	ITEM	QUANTITY	COST
	Yard Sticks	10 (3.00)	30.00
	Cloth Tape Measures	10 (7.00)	70.00
	Adjustable Square	5 (20.00)	100.00
	Level	5 (10.00)	50.00
	Rulers	20 (1.00)	20.00
Electronics	ITEM	QUANTITY	COST
	Electronic Snap Circuit Kit	5 (125.00)	625.00
	Motors	20 (5.45)	109.00
	Buzzers	10 (9.95)	99.50
	AA Batteries – 40/box	2 (15.00)	30.00
	Lego Education Kits WeDo 2.0 You Create 24 Student Pack	1	1,930.00
	Lego Education Early Simple Machines 24 Student Pack	1	1740.00
Tools	ITEM	QUANTITY	COST
	Screw Driver Set Precision	3 (8.00)	24.00
	Screw Driver Set Big	1 (30.00)	30.00
	Rubber Mallet	5 (5.00)	15.00
	Hammers	3 (10.00)	30.00
	Socket Set	1	50.00
	Miter Box	2 (10.00)	20.00
	Allen Long Arm SAE/Metric Hex Key Set	1	14.00

Professional Development	ITEM	QUANTITY	COST
	Attend STEM Professional Development Conferences		3,000.00
	Attend ITSE Conference		500.00
Technology	ITEM	QUANTITY	COST
	I-Pads	5 (500.00)	2,500.00
	Chrome Books - Already purchased by PTO	20 (300.00)	6,000.00
	Chrome Book Charging Cart - Already purchased by PTO	1	3,000.00

APPLICATION FOR TOWN OF VAIL FUNDING

1. Name of organization: Ski & Snowboard Club Vail
2. Contact person: Euginnia Manseau
3. Mailing address: 598 Vail Valley Drive
4. Telephone: 970-790-5133
5. E-mail address: emanseau@skiclubvail.org
6. Members and Titles of your governing board:

John Keane– Chairman
Glenn Davis – Vice Chairman
Jeff Kirwood - Treasurer
Kaia Mortiz - Secretary
Jane Donovan
Jason Glass
Mike Imhof
Michael Imperi
TJ Johnson
Steve Kalapos
Dan Leever
Eric Resnick
Lindsey Vonn
7. Amount of contribution requested: In-Kind- Donation of Dobson Ice Arena (4 days)
8. Organization fiscal year-end: April 30, 2017
9. Are your books audited? Yes
10. What category of funding is your organization applying for? In Kind
11. How will the contribution be used? To used the Dobson Ice Arena for our Annual Ski & Snowboard Swap. This is an annual fundraiser for Ski & Snowboard Club Vail.
11. How does your request support item 1C of the contribution policy? This event supports the Town of Vail's mission statement by Ski & Snowboard Club Vail is one of the premier ski clubs in the world and are constantly growing within the community and bring new residents and guest to the Vail every year. SSCV provides recreational opportunities for youth in Vail and provides some of the best training facilities in the world and hosts well organized events.
12. Who currently funds your organization (other governments, private donations, user fees, etc.)? SSCV is currently funded by our program fees and private donations from members and friends.
13. Organization's mission statement: Inspiring character growth and excellence

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: 4/30/14)

Assets:

Current Assets	\$ 574,103
Fixed Assets	\$1,99,939
Other Assets	\$1,890,246
 Total Assets	 \$ <u>4,464,288</u>

Liabilities:

Current Liabilities	\$ 828,177
Long Term Liabilities	\$ 1,356,289
Net Assets	\$ 2,279,822

Total Liabilities & Net Assets	\$4,464,288
--------------------------------	-------------

Net Worth (Total Assets Minus Total Liabilities)	\$2,279,822
---	-------------

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget

Revenues:

(List by funding source)

Program Revenue	\$ 3,175,290
Events, Other Revenue & Contributions	\$ 2,795,253

Total Revenue	\$ <u>5,970,543</u>
---------------	---------------------

Expenses:

Programs	\$ 4,459,704
Mgmt and General	\$ 672,268
Fundraising	\$ 354,818

Total Expenses	\$ <u>5,486,790</u>
----------------	---------------------

Total Revenue Minus Expense	\$ <u>142,341</u>
-----------------------------	-------------------

*note: includes capital contributions which were utilized for capital projects (expense) not included in revenues/operating expenses

APPLICATION FOR TOWN OF VAIL FUNDING (Tiers I – III)

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide an electronic version only (single file please), sent to csmith@vailgov.com. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: **Vail Junior Hockey Association dba Vail Eagle Hockey Association**
2. Contact person: Casey Parliament - President / John Seymour –Director
3. Mailing address: P.O. Box 2591, Edwards CO 81632
4. Telephone: Casey 970-376-5272, John: 970-387-8642
5. E-mail address: cparliament@gmail.com / director@vailmountaineers.org
6. Members and Titles of your governing board: Casey Parliament - President, Jeff Place - Vice President, Chuck Anderson – Treasurer, George Wilson – Secretary, Mick Kelly, Karl Borski, Blake Putnam, Benno Scheidegger, Jared Binicki – VRD, Sheryl Staten – WECMRD
7. Amount of contribution requested:
 - a. Complimentary Ice Time: We request 4 weekends of free Ice Time at Dobson Arena (Friday through Sunday) in November 2017,(Nov 3-5, 10-12,17-19) and **GIRLS ONLY- MLK Tournament January 12-14, 2018**
 - b. Parking: (25) One-day parking Coupons for tournament volunteers & vendors, and free or reduced parking for tournament participants, November 17-19, 2017 & Jan 12- 14 2018
 - c. Complimentary use of Donovan Arena 2 days / Donovan Pavilion 1 day throughout the 2017-2018 year. Uses may include but are not limited to: Opening Season Kickoff-Fall 2016,End of Hockey Season gathering (for families and players)- Spring 2018, and days TBD for potential celebrity fundraising event / community events. Days shall be restricted to non-peak or off season dates.
8. Organization fiscal year-end: June 30, 2016
9. Are your books audited? No

10. What Tier is your organization applying for? (see definitions on page 1): In Kind Contribution

11. How will the contribution be used?

The 4 weekends of ice time go to support Vail Junior Hockey (VEHA) as hosts for the Vail Sportsmanship Tournament and girls MLK tournaments. 2016 will be the 38th year for the tournament. The tournament is the Associations' largest fundraiser. The Girls Only Hockey Tournament over Martin Luther King Weekend, which is also a fundraiser to support our girls hockey efforts.

We just completed the second year of this tournament in Eagle and Vail which was a big success and large tourist draw.

The request for free parking or reduced

parking on the 18th through the 20th weekend in November and the January dates will help with a more positive view of Vail. Many

parents come up to more than one weekend of hockey and we continually hear grumbling about having to pay for parking the third weekend because the mountain has recently opened. The big snow storms last year left us too commute coaches from Avon due to no on street parking even being available.

12. How does your request support item 1C of the contribution policy

Our tournament brings in approximately 1200 guests who are spending money in Vail during the off season on Food and Lodging. In addition Vail Hockey is the largest user of Dobson Arena. These uses coincide with the Town's mission of " providing our citizens and guests with exceptional services and an abundance of recreational opportunities. Lastly, we have rebranded our program as "Vail Mountaineer Hockey Club", which will enhance Vail's image and add to the Vail Brand awareness.

14. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Users 60%

Government entities and Sponsors 40%

13. Organization's mission statement

The Vail Mountaineer Hockey Club (VMHC) is a nonprofit youth hockey organization dedicated to teaching the sport of hockey both recreational and competitive through the principals of fair play, respect and sportsmanship with an emphasis on fun, the development of character and the individual potential of hockey players in a safe and healthy environment.

Financials

Actual / Budget

Program Fees: \$161,792 / \$135,000

Fundraising: \$50,795 / \$75,000

Tournaments: \$114,813 / \$100,000

Total Income: \$329,726 / \$310,000

Expenses: \$305,937 / \$290,000

Net Income: \$16,117 / \$20,000

We are happy to provide additional financials upon request.



April 14, 2016

RE: Council Contributions

Attached please find the following forms that relate format and policy the Town of Vail has implemented in regard to requests for funding. These forms are as follows:

- 1) Council Contributions Policy/Disclosure
- 2) Application for Town of Vail Funding and In-kind requests
- 3) Applicant's financial information: Balance Sheet and Profit & Loss Statement

Please note that contributions will only be awarded to applicants who can show the contribution will be used directly to benefit the entire community of Vail.

Applications must be requested prior to **May 29, 2016**. A completed submission (a single file electronic version) must be received at the Town of Vail by **5pm June 30, 2016**, in order to qualify for funding in 2017. Funding will be determined solely from the application; no in-person presentations will be held. If the Town Council has questions about your application, you may be contacted by a staff member at a later date. Requests for parking passes and/or parking days or other in-kind requests must be included in the application. Individual requests throughout the year, outside this process, will not be considered.

Over the past several years, Town Council has refined funding categories with the objective of simplifying the process and establishing parameters around funding criteria. **Within your application, please identify which category of funding your organization is applying for.**

Signature Events:

Events and programs which have been built by solid organizations over a period of time and enjoy national and international recognition for excellence. These events represent the Vail brand at the highest level and the loss of any one of them would have a negative effect. The customer base includes a significant portion of destination guests and economic impact to the town is profound. Example of these events and programs would include Bravo!, by CSE), Burton US Open Snowboarding Championships, Vail International Dance Festival and Vail Jazz Festival. Funding of this category is allocated outside of the CSE annual budget; however the results will be reported to the Commission on Special Events as part of the standard recap process and will also be presented to Town Council.

Destination Events:

This category represents events and programs that provide the town an opportunity for new or one-time major events such as the US Pro Challenge, and the 2015 Alpine World Ski Championships. While funding will be allocated outside of the Commission on Special Event's budget, event results will be reported to the CSE as part of the standard recap process and will also be presented to Town Council. The funding for this category will not be automatic each year, but major events and/or programs with the potential to build the Vail brand even further and have a significant impact on the town's economy will be considered on an individual basis. Tier I events are able to apply for funding from this category with a new opportunity that fits this criteria.

Services:

This category funds an aspect of services/expertise that the town does not already provide, supports the TOV physical plant and is appropriate for governmental support. Examples of

this category include support of TV5, Colorado Ski and Snowboard Museum, Betty Ford Alpine Gardens and Eagle Valley Childcare. The town no longer requires an annual application to be filled out for ongoing operating support of established service providers, which will be included in the annual budget at a set level each year. This process is intended to cover operating expenses only. Additional opportunities may also be considered.

Education and Enrichment (formerly known as Tier IV- Life Long Learning Category):

Professional and personal education and development events, as well as all events with a principal theme or purpose of health and well-being. Application and oversight for this category of funding has been transferred to the Commission on Special Events (CSE.). The CSE will post their RFP for 2017 requests in early September, with a **submittal deadline of October 19**. Applications will be reviewed as part of the overall event funding process in early November.

In-kind Requests:

Annual in-kind funding allocations such as ice time at Dobson Arena, use of Donovan Pavilion/Grand View, parking passes/coupons and public works or police department services will be subject to staff-level approval. The town **does** require an annual application to be filled out for transparency and tracking purposes. Any organization required to recap their event to the CSE should include this funding within the report-out documentation. Additionally, the level of funding (cash and in-kind) should be reflected in sponsorship levels for the Town of Vail.

When making your request, please keep in mind the current economic climate and revenue trends will impact the town's decision for total dollars awarded.

If you have any questions, please do not hesitate to contact CarlieSmith, at 479-2119 or e-mail, csmith@vailgov.com.

Sincerely,

Kathleen Halloran
Finance Director
Town of Vail
khalloran@vailgov.com
970-479-2116

**COUNCIL CONTRIBUTIONS POLICY
TOWN OF VAIL**

1. All Council contribution requests received by the Town of Vail will be processed in the following

manner:

- A. All requests must be submitted electronically by the deadline stated in this application. Financial information (Balance Sheet and Profit & Loss Statement) can be provided in your organization's format but should be included in the same electronic file as the application (**please do not send multiple electronic files**). *Please do not attach additional information about your organization, etc.* Incomplete applications and supplemental information will not be accepted.
- B. All applications for funding in 2017 shall be received at the town by **June 30, 2016 by 5:00 P.M.** This includes **only an electronic version (single .pdf file preferred)** sent by email to csmith@vailgov.com.
- C. The Town Council will evaluate the various proposals based on their direct benefit to the entire community of Vail, fulfillment of the town's mission, and how this contribution will affect our resort community's future health. The proposals must comply with the criteria for the applicable funding category requested (criteria outlined on pages 1-2).

The Town Council's mission statement reads: *In order to be the premier international mountain resort community, we're committed to growing a vibrant, diverse economy and community, providing our citizens and guests with exceptional services and an abundance of recreational, cultural and educational opportunities.*

2. Disclosures to all applicants:

- A. No money will be disbursed until March 1, 2017.
- B. Because of uncertainty of revenue estimates, please note the following possibilities:
 - 1) Contribution funding may be reduced based on 2016 revenues.
 - 2) The Town of Vail may choose to disburse funding in quarterly installments throughout 2017. Special event funding will follow the CSE's guideline of payment in thirds pending completion of CSE and Town of Vail permitting requirements
- C. **Notification of awards will be sent after the Council approves the final budget currently scheduled for November, 2016.**

3. **All entities receiving public funding for events, including those which are culturally-designated, are required to present a final event recap to the Commission on Special Events using the guidelines below as a template for the report.**

(Note: This does not apply to service or contractual agreements such as Channel 5 or Vail Childcare. If in doubt, please ask.)

Guidelines for Post-event Recap for All Events Receiving Public Funding

A post-event recap is required from all **events** receiving Town of Vail funding or in-kind sponsorship. Please schedule a presentation to the Commission on Special Events within 60 days of the close of your event. This presentation should be submitted electronically on the PowerPoint template with which you will provided and shall include:

- 1. An overview outlining the event's strengths and weaknesses: specifically, what went well and what measures could be taken to improve the event.

2. An event budget showing actual profit and loss numbers and how the funding was utilized.
3. A detailed overview of the marketing that was implemented to promote the event.
4. An explanation as to how participants and/or attendees were directed to book lodging.
5. Survey results
 - a. Attendance numbers and demographic profile:
 - i. Estimated attendance. If your event is non-ticketed, please describe what method you used to estimate the numbers of attendees.
 - ii. Importance of event in decision to visit Vail?
 - iii. Where did attendees come from: local, regional, out of state, international? (Zip code?)
 - iv. Visitor Type:
 1. Day visitor to Vail
 2. Full time downvalley resident
 3. Full time resident of Vail
 4. Overnight visitor to the region
 5. Seasonal resident of the Vail Valley
 - v. Average age and gender?
 - b. Lodging:
 1. Are you staying in:
 - a. Paid lodging?
 - b. Vacation home/time share?
 - c. With friends/family?
 - d. Other?
 2. Where are your lodging accommodations located:
 - a. Vail
 - b. Beaver Creek
 - c. Avon
 - d. Edwards
 - e. Eagle/Gypsum
 - f. Summit County
 - g. Other?
 1.
 - 3.. How many nights in the area on this trip?
 - 4.. How many people are staying in your accomodations unit?
 - 5.. Average amount spent on lodging per day?
 - c. Estimated spending by event attendees:
 - i. Dining
 - ii. Shopping
 - iii. Other Activities
 - d. Visitor Intent to Return and Satisfaction Ratings: Likelihood of recommending the event to a friend or family member? Would you come back? Was if fun?
 - e. Estimated Return on Investment (ROI) to the Town of Vail: Specifically, how much additional spending within the Town of Vail was generated by the event? What is the ratio of increased revenue to the amount of funding received? How much additional sales tax revenue generated by the event accrued to the Town of Vail? (Town of Vail sales tax is 4%, Lodging tax is 1.4%).
6. Potential for growth and the development of sponsorships and media exposure.
7. Did the event impact Vail's "Sense of Community"?
8. In light of the Vail Town Council's commitment to a sustainable environment, please describe any and all measures that were taken to produce the event in as "green" and environmentally friendly manner as possible.

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: Skating Club of Vail
2. Contact person: Susan Bruno
3. Mailing address: PO Box 532 Vail CO 81658
4. Telephone: 970-390-3896
5. E-mail address: skateclubinfo@gmail.com
6. Members and Titles of your governing board: Alicia Davis – Co-President/ Secretary
Susan Bruno – Co-President/ VI Chair
Karin Pellerito – Treasurer/ Show Chair
7. Amount of contribution requested: 12 days of ice at Dobson Arena
8. Organization fiscal year-end: April 30
9. Are your books audited? no
10. **What category of funding is your organization applying for? (see definitions on page 1):** In-kind Request
11. How will the contribution be used? The Dobson Arena ice time will be used to offset our expenses for the Vail Invitational and for the Winter Ice Show. Without these days we will not be able to run either of these two events.
11. How does your request support item 1C of the contribution policy?
We bring approximately 300 athletes, their families, coaches, officials and vendors to Vail in July.
We give our summer guests a chance to see something a little different. This year we had many public guests come into our competition to watch skaters from all around the country. It is a fun and lively atmosphere and enriches our guest experience while they are visiting Vail.
The Vail Invitational also gives our club the opportunity to put on the long standing tradition of The Vail Winter Ice Show. The show is something that many of our winter guests look forward to seeing. It is an activity that enhances their vacation during the holiday season. It is an event that the whole family can enjoy together after the mountain closes.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?
User fees for expenses and private donations for restricted scholarship funds.

13. Organization's mission statement:

The Skating Club of Vail embraces participation at all ages and ability levels. Our mission is to create, maintain and enhance a healthy and positive environment in which our members can develop physically and emotionally while building character and pursuing personal excellence through the sport of figure skating. The Skating Club of Vail has been part of the Eagle County community and a member of United States Figure Skating Association since 1979. The Skating Club of Vail, Inc. is a 501 (c) 3 not-for-profit organization.

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: 4/30/2016)

Assets: Checking account - \$23,850.00

 Restricted Scholarship Fund - \$20,600.00

 Restricted Scholarship Fund - \$18500.00

 Money market account - \$1750.00

Total Assets \$64,700.00

Liabilities: \$39,400.00 VI expenses
 \$28,000.00 Show expenses

Total Liabilities \$67,400.00

Net Worth (Total Assets Minus Total
Liabilities) - \$ 2700.00

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget

Revenues:	\$42,000.00 Vail Invitational
(List by funding source)	\$21,000.00 Winter Ice Show

Total Revenue	<u>\$63,000.00</u>
---------------	--------------------

Expenses:	\$39,500.00 Vail Invitational
	\$28,000.00 Vail Invitational

Total Expenses	\$67,500.00
----------------	-------------

Total Revenue Minus Expense	-\$4500.00
-----------------------------	------------

April 14, 2016

RE: Council Contributions

Attached please find the following forms that relate format and policy the Town of Vail has implemented in regard to requests for funding. These forms are as follows:

- 1) Council Contributions Policy/Disclosure
- 2) Application for Town of Vail Funding and In-kind requests
- 3) Applicant's financial information: Balance Sheet and Profit & Loss Statement

Please note that contributions will only be awarded to applicants who can show the contribution will be used directly to benefit the entire community of Vail.

Applications must be requested prior to **May 29, 2016**. A completed submission (a single file electronic version) must be received at the Town of Vail by **5pm June 30, 2016**, in order to qualify for funding in 2017. Funding will be determined solely from the application; no in-person presentations will be held. If the Town Council has questions about your application, you may be contacted by a staff member at a later date. Requests for parking passes and/or parking days or other in-kind requests must be included in the application. Individual requests throughout the year, outside this process, will not be considered.

Over the past several years, Town Council has refined funding categories with the objective of simplifying the process and establishing parameters around funding criteria. **Within your application, please identify which category of funding your organization is applying for.**

Signature Events:

Events and programs which have been built by solid organizations over a period of time and enjoy national and international recognition for excellence. These events represent the Vail brand at the highest level and the loss of any one of them would have a negative effect. The customer base includes a significant portion of destination guests and economic impact to the town is profound. Example of these events and programs would include Bravo!, by CSE), Burton US Open Snowboarding Championships, Vail International Dance Festival and Vail Jazz Festival. Funding of this category is allocated outside of the CSE annual budget; however the results will be reported to the Commission on Special Events as part of the standard recap process and will also be presented to Town Council.

Destination Events:

This category represents events and programs that provide the town an opportunity for new or one-time major events such as the US Pro Challenge, and the 2015 Alpine World Ski Championships. While funding will be allocated outside of the Commission on Special Event's budget, event results will be reported to the CSE as part of the standard recap process and will also be presented to Town Council. The funding for this category will not be automatic each year, but major events and/or programs with the potential to build the Vail brand even further and have a significant impact on the town's economy will be considered on an individual basis. Tier I events are able to apply for funding from this category with a new opportunity that fits this criteria.

Services:

This category funds an aspect of services/expertise that the town does not already provide, supports the TOV physical plant and is appropriate for governmental support. Examples of this category include support of TV5, Colorado Ski and Snowboard Museum, Betty Ford Alpine Gardens and Eagle Valley Childcare. The town no longer requires an annual application to be filled out for ongoing operating support of established service providers, which will be included in the annual budget at a set level each year. This process is intended to cover operating expenses only. Additional opportunities may also be considered.

Education and Enrichment (formerly known as Tier IV- Life Long Learning Category):

Professional and personal education and development events, as well as all events with a principal theme or purpose of health and well-being. Application and oversight for this category of funding has been transferred to the Commission on Special Events (CSE.). The CSE will post their RFP for 2017 requests in early September, with a **submittal deadline of October 19**. Applications will be reviewed as part of the overall event funding process in early November.

In-kind Requests:

Annual in-kind funding allocations such as ice time at Dobson Arena, use of Donovan Pavilion/Grand View, parking passes/coupons and public works or police department services will be subject to staff-level approval. The town **does** require an annual application to be filled out for transparency and tracking purposes. Any organization required to recap their event to the CSE should include this funding within the report-out documentation. Additionally, the level of funding (cash and in-kind) should be reflected in sponsorship levels for the Town of Vail.

When making your request, please keep in mind the current economic climate and revenue trends will impact the town's decision for total dollars awarded.

If you have any questions, please do not hesitate to contact CarlieSmith, at 479-2119 or e-mail, csmith@vailgov.com.

Sincerely,

Kathleen Halloran
Finance Director
Town of Vail
khalloran@vailgov.com
970-479-2116

COUNCIL CONTRIBUTIONS POLICY TOWN OF VAIL

1. All Council contribution requests received by the Town of Vail will be processed in the following manner:
 - A. All requests must be submitted electronically by the deadline stated in this application. Financial information (Balance Sheet and Profit & Loss Statement) can be provided in your organization's format but should be included in the same electronic file as the application (**please do not send multiple electronic files**). *Please do not attach additional information about your organization, etc.* Incomplete applications and supplemental information will not be accepted.
 - B. All applications for funding in 2017 shall be received at the town by **June 30, 2016 by 5:00 P.M.** This includes **only an electronic version (single .pdf file preferred)** sent by email to csmith@vailgov.com.
 - C. The Town Council will evaluate the various proposals based on their direct benefit to the entire community of Vail, fulfillment of the town's mission, and how this contribution will affect our resort community's future health. The proposals must comply with the criteria for the applicable funding category requested (criteria outlined on pages 1-2).

The Town Council's mission statement reads: *In order to be the premier international mountain resort community, we're committed to growing a vibrant, diverse economy and community, providing our citizens and guests with exceptional services and an abundance of recreational, cultural and educational opportunities.*

2. Disclosures to all applicants:
 - A. No money will be disbursed until March 1, 2017.
 - B. Because of uncertainty of revenue estimates, please note the following possibilities:
 - 1) Contribution funding may be reduced based on 2016 revenues.
 - 2) The Town of Vail may choose to disburse funding in quarterly installments throughout 2017. Special event funding will follow the CSE's guideline of payment in thirds pending completion of CSE and Town of Vail permitting requirements
 - C. **Notification of awards will be sent after the Council approves the final budget currently scheduled for November, 2016.**
3. **All entities receiving public funding for events, including those which are culturally-**

designated, are required to present a final event recap to the Commission on Special Events using the guidelines below as a template for the report.

(Note: This does not apply to service or contractual agreements such as Channel 5 or Vail Childcare. If in doubt, please ask.)

Guidelines for Post-event Recap for All Events Receiving Public Funding

A post-event recap is required from all **events** receiving Town of Vail funding or in-kind sponsorship. Please schedule a presentation to the Commission on Special Events within 60 days of the close of your event.

This presentation should be submitted electronically on the PowerPoint template with which you will provided and shall include:

1. An overview outlining the event's strengths and weaknesses: specifically, what went well and what measures could be taken to improve the event.
2. An event budget showing actual profit and loss numbers and how the funding was utilized.
3. A detailed overview of the marketing that was implemented to promote the event.
4. An explanation as to how participants and/or attendees were directed to book lodging.

5. Survey results

a. Attendance numbers and demographic profile:

- i. Estimated attendance. If your event is non-ticketed, please describe what method you used to estimate the numbers of attendees.
- ii. Importance of event in decision to visit Vail?
- iii. Where did attendees come from: local, regional, out of state, international? (Zip code?)
- iv. Visitor Type:
 1. Day visitor to Vail
 2. Full time downvalley resident
 3. Full time resident of Vail
 4. Overnight visitor to the region
 5. Seasonal resident of the Vail Valley

v. Average age and gender?

b. Lodging:

1. Are you staying in:
 - a. Paid lodging?
 - b. Vacation home/time share?
 - c. With friends/family?
 - d. Other?
2. Where are your lodging accommodations located:
 - a. Vail
 - b. Beaver Creek
 - c. Avon
 - d. Edwards
 - e. Eagle/Gypsum
 - f. Summit County
 - g. Other?
 - 1.
- 3.. How many nights in the area on this trip?

- 4.. How many people are staying in your accomodations unit?
 - 5.. Average amount spent on lodging per day?
 - c. Estimated spending by event attendees:
 - i. Dining
 - ii. Shopping
 - iii. Other Activities
 - d. Visitor Intent to Return and Satisfaction Ratings: Likelihood of recommending the event to a friend or family member? Would you come back? Was if fun?
 - e. Estimated Return on Investment (ROI) to the Town of Vail: Specifically, how much additional spending within the Town of Vail was generated by the event? What is the ratio of increased revenue to the amount of funding received? How much additional sales tax revenue generated by the event accrued to the Town of Vail? (Town of Vail sales tax is 4%, Lodging tax is 1.4%).
6. Potential for growth and the development of sponsorships and media exposure.
7. Did the event impact Vail's "Sense of Community"?
8. In light of the Vail Town Council's commitment to a sustainable environment, please describe any and all measures that were taken to produce the event in as "green" and environmentally friendly manner as possible.

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization:Special Olympics-Vail Valley Dream Team Ski Team
2. Contact person:Kathy Mikolasy
3. Mailing address:PO Box 3724, Eagle, Co. 81631
4. Telephone:970-390-3816
5. E-mail address:chilihorse@hotmail.com
6. Members and Titles of your governing board:N/A
7. Amount of contribution requested:We are requesting 46 parking passes to be used by our volunteers on Sunday's starting January 1, 2017 and going through the ski season with the exception of President's weekend and on the weekends that we have our Regional and State Competitions. We do not have those dates at this time.
8. Organization fiscal year-end:N/A
9. Are your books audited?N/A
10. **What category of funding is your organization applying for? (see definitions on page 1):** In-Kind Request
11. How will the contribution be used?Local Special Olympics serves the special needs population of Eagle County and the passes will be used for our dedicated volunteers. We appreciate all our volunteers do and it is wonderful to be able to help them with parking while they are working with and training our Athletes during winter training each Sunday in preparation for our Regional and State Competitions.
11. How does your request support item 1C of the contribution policy?In addition to Special Olympics Mission Statement, this promotes community awareness and interaction with Eagle County's Special Needs Population which we see again and again as a win-win situation for everyone involved. We try to provide opportunities for our Athletes to be able to participate in the sports and recreational activities that the Vail Valley has to offer.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)? We receive limited funding from the State of Colorado Special Olympics and also from our Regional office in Glenwood Springs. We occasionally receive private donations. Otherwise, our volunteers not only volunteer their time but will contribute financially for additional things like an end of the season picnic or equipment for any of our Athletes if needed. Vail Resorts, through their Epic Promise Program donates to us our lift tickets, drink coupons for our Athletes and Volunteers and use of the Race Course on Vail Mountain so that we can practice for our competitions.
13. Organization's mission statement: The Mission of Special Olympics (SOCO) is to provide year-round sports training and athletic competition in a variety of olympic type sports for children and adults with developmental disabilities, eight years of age and older, giving them continuing opportunities to develop physical fitness, demonstrate courage, experience joy, and participate in a sharing of gifts, skills, and friendship with their families, other Special Olympics Athletes and the Community.

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: _____)

Assets: \$

Total Assets \$

Liabilities: \$

Total Liabilities \$

Net Worth (Total Assets Minus Total
Liabilities) \$

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget

Revenues: \$
(List by funding source)

Total Revenue \$

Expenses: \$

Total Expenses \$

Total Revenue Minus Expense \$

All of the balance sheet information would be information from the State or Regional Special Olympics locations. We have, in the past, never had to provide this information. If additional information is needed, please let me know.



PO Box 882
Vail, CO 81658-0882
Email: Foresightskiguide@gmail.com
Website: www.foresightskiguide.org
Mark G. Davis, President
Cell: 303-506-6965

June 23 2016

Carlie Smith
Kathleen Halloran
Town of Vail
Via email

RE: Foresight Ski Guides 2016-17 request for annual in-kind funding

Dear Carlie and Kathleen:

Thank you very much for this opportunity to apply to the Town of Vail for parking spaces/passes for the 2016-17 ski season. We have been so very grateful for the Town's previous in-kind support and hope it will be renewed for the upcoming season.

Since 2001, Foresight Ski Guides (Foresight) has provided hundreds of children, youth and adults who are blind or visually-impaired with the opportunity to participate in Vail's winter snow sports of skiing, cross country skiing, snowshoeing and snowboarding. Parking passes are a critical component of the program, as our organization is built on volunteer labor and in-kind resources to maximize our modest budget.

Foresight employs a comprehensive approach to involving visually impaired participants (VIPs) in challenge recreation, fitness training, environmental education, and employment readiness. Foresight supports VIPs – with a key focus on low-income individuals - as they overcome fears, take risks, and build confidence in their ability to lead rich, full lives. Over the past fifteen years, Foresight has challenged VIPs as they experience the joy of skiing, push their personal boundaries, and learn lessons that apply to other areas of their lives.

We are honored to be able to conduct our programs at Vail. My family had a home here since 1970, and when I lost my functional vision due to an attack of multiple sclerosis (MS) in 1999, the community supported my rehabilitation and helped me learn to enjoy life again through participation in mountain sports. Now Foresight rents a condo in East Vail and our program for blind skiers is just one way we can give back to a town that has been so accommodating and encouraging.

We are particularly proud of the growing collaboration with more than six school districts in the state, through Tanni Anthony (Colorado Department of Education) and her TVIs (Teachers of the Visually Impaired), who educate more than 1300 blind/vi students on a daily basis. As you may remember, we started working with The Colorado School for the Deaf and the Blind (the School or CSDB) in 2006, where students participate in a comprehensive curriculum that builds life skills and fitness, and prepares the students for a fulfilling career following graduation—all built around the fun and exhilaration of skiing and snowboarding.

In 2012, we started our outreach to the more than 1300 blind students mainstreamed in public schools around the state in addition to students who attend CSDB. After a two-season hiatus, we are again working with CSDB to bring their students back. (We had served some of the CSDB students over the “time out” period through their families, just not through organized field trips.) In either event, many of these students (and most of the CSDB students) come from families with low incomes, and many have a wide range of emotional and cognitive challenges in addition to vision impairments. Foresight has made a major difference in their prospects for a rewarding and self-sufficient adulthood.

Our work the past few seasons has been incredibly successful, at one time, doubling their number of skier days and more than tripling the number of students with whom we worked by bringing in blind students from the five Denver metro school districts – Denver, Aurora, and Jefferson, Douglas and Adams County school districts. Our work continues to be based on the same comprehensive approach we used at the School, only the new model involves more blind students, their families, teachers, and school administrators. Our work/program was studied by Dr. Paula Conroy at the University of Northern Colorado who reported the value of our program to the students and families who participate in it, the unique benefits thereof, and that the students could not receive these benefits elsewhere. We can provide results of the study as well as detail of the benefits upon request.

This past season we increased the number of students we guided by more than 25%.

This past season, we “graduated” more guides, including PSIA adaptive instructors from Eldora as well as their former PSIA Instructor Trainer. All come with invaluable expertise:

In total, we ended up with 30 guides and shadows on staff. All of whom receive their new- and retuning-guide training from PSIA, through our new partnership as a member school.

In 2016/17, we will continue to increase our recruiting and training additional volunteer ski guides to handle the growing number of child/student skiers, their chaperones and families – most, if not all of our new volunteers will come from Vail and Eagle County. This will require a major investment in additional resources to expand the program.

As you know, parking is one of the most expensive aspects of our program as we must reimburse our volunteers who are already giving so much to Foresight.

(Those who can afford to pay their own expenses do so, but many of our volunteers have modest incomes.)

Foresight requests a contribution of **four blue parking passes** for the season, together with the ability to request additional spaces (up to 10) for special events when we have all the guides in town. These events are held on weekdays and bring many additional visitors in the form of VIPs' family members and friends.

We appreciate your consideration of our application. If there are any questions, I may be reached at mark@foresightskiguide.org or at any time on my cell phone, 303-506-6965.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark G. Davis', written in a cursive style.

Mark G. Davis
Founder and President

APPLICATION FOR TOWN OF VAIL FUNDING

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: Foresight Ski Guides, Inc. (Foresight)
2. Contact person: Mark G. Davis, President
3. Mailing address: PO Box 882, Vail, CO 81657
4. Telephone: cell: (303) 506-6965
5. E-mail address: mark@foresightskiguide.org
6. Members and Titles of your governing board:

Mark G. Davis	Founder and President (non voting), Denver and Vail
Steve Sommers	Secretary; Partner, Brownstein, Hyatt, et.al. Denver
Tom Ruygrok, CPA	Treasurer; President, Causey Demgen & Moore, Inc., Denver
Lew Sapiro	Former owner, Breeze Ski Rentals, Denver
Pat Manginelli	Principal, Manginelli Consulting, Youngstown, OH
Ann Wei	Attorney, Wei Law, Denver
Bill Murphy	Consultant and Foresight Ski Guides Sr. Guide, Denver
David Lane	Consultant, former independent Pepsi bottler, Paradise Valley, AZ
Eddy Braucht	Hotel/Hospitality Consultant, Houston, TX
H. Scott Speedy	Regional Manager, Vail Resorts Retail, Vail
Louis Tutt	Executive Director, Association for Education and Rehabilitation of the Blind and Visually Impaired, Alexandria, VA
Harry "Skip" Bower	Managing Director, Harry S. Bower, LLC a registered investment advisor, Martha's Vineyard, MA
Janet Masto	Manager, Human Resources, Dearborn National Life Insurance Co., Greenwood Village, CO
Jason Roeder	CFO, Shryver Medical, Westminster CO

Advisory Board

Joe Walker	Vice President Mountain Resort Operations, Colorado & Utah, Broomfield CO
Linda Hill	Owner, Hill Aevium Integrated Marketing, Edwards CO
Alan and CC Nottingham	Fmr. Directors, Colorado Ski School for the Blind, Vail
John Dawsey	Vice President/General Manager, Colo. Mountain Express, Vail
Christine Soto	Principal, Christine Soto Philanthropic Consulting, Denver
Ginia Paige	Development Coordinator, Denver CO

7. Amount of contribution requested: An in-kind contribution of four "blue" level parking passes good for use during the 2016/17 ski season.

8. Organization fiscal year-end: September 30

9. Are your books audited? No, as our total annual revenues are less than \$500,000; however, our financial statements are prepared annually by a CPA.

10. What tier is your organization applying for? In Kind contribution

11. How will the contribution be used? To support the more than 185 skier days Foresight will provide to visually impaired children and adults. Specifically, Foresight provides parking to our volunteer ski guides, half of whom drive from Denver and need to be parked and ready to meet our visually impaired participants (VIPs) by 8:30 a.m. regardless of inclement weather, traffic, road closures and other challenges. Local guides usually take public transportation (bus) or car pool as Foresight strongly encourages car-pooling for both environmental and financial reasons.

Since Foresight pays for the volunteer ski guides' travel expenses and parking, support from the Town of Vail is a significant help in off-setting our out-of-pocket parking expenses, which generally come to more than \$5,000 per season.

Since 2014, the Marriott blocked us out from the first week of February to the last week of March and, unfortunately, we lost a parking solution we had come to rely on since 2003. Many of our staff and our guests lodge at the Inn and Suites at Riverwalk in Edwards. While from time to time we are allowed to park at the Chapel in Vail, Foresight must provide additional parking in the Town's structures which is the cause of our requested increase in our request from two parking passes to four.

11. How does your request support item 1C of the contribution policy? Foresight's goals, objectives, mission, and implementation of its program are well-aligned with the Town of Vail's mission. With more than 185 VIP skier days forecast for the 2016/17 ski season that this request covers, Foresight expects to generate a total of 1,000 additional skier days that would not come to Vail without the Foresight program. The 5:1 ratio of additional skier days includes friends, family, and guides who would not be here if not for the Foresight program. Only our blind skiers receive products and services donated by our generous local sponsors (lift tickets, equipment, lodging, and transportation). The remaining guests, who are friends and family of our blind skiers, typically do not receive discounted services and spend money in the Town of Vail that otherwise would go elsewhere. Out-of-town ski guides would not necessarily ski Vail and would not be here as frequently if they were not guiding with Foresight. Many of their guiding sessions include overnight stays they pay for on their own, including stays for their family and friends.

Foresight provides outreach and volunteer/community service give-back opportunities to the Vail community in a uniquely "Vail" way – on skis and snowboards – enhancing the sense of community that is exclusively Vail's. Foresight's guides are all volunteers. Once trained by Foresight at no out-of-pocket cost to themselves, the guides are asked to give back ten (10) days per ski season as a Shadow or a Guide. Most of our newly graduated guides reside in the Vail Valley.

Foresight provides challenge recreation opportunities to its VIPs and guides. All of our programming is built on the philosophy and methods of challenge recreation, where participants build skills and courage by engaging in what they initially feel is a frightening situation, but with support they discover they can safely push their boundaries and learn lessons that apply to other areas of their lives. Other organizations skydive, ride horseback, tackle rope lines, or mountain climb – we ski and snowboard. Every winter, we change the lives of blind skiers and their families and friends, and our guides and their families and friends.

VIPs and our volunteer guides lodge within Vail and, while not engaged in skiing, enjoy many of the other amenities of our area. Lengths of stays average 3-5 days with multiple overnight stays for the VIPs, their families and our guides. Foresight has more than 30 trained volunteer guides and shadows and during the peak parts of our year; when the students and chaperones from the various Front Range school districts, Colorado Springs, and the Colorado School for the Deaf and the Blind are in town, we have 10-15 guides on the mountain at one time.

A major program goal for the upcoming season is to continue to reach out to the 1300 blind children in Colorado who are mainstreamed in public schools along with Blind Colorado college students. We are planning a steady increase in the number of blind children and adults served, and this of course will generate an increase in the number of family and friends who join them on the mountain. To accommodate this increase in young skiers, we are steadily training additional guides. We will be participating with Vail Resorts Retail at their annual Blizzard Sale in August as a venue to recruit guides and, hopefully, at the Ski Swap this fall.

Foresight makes available unique and satisfying volunteer opportunities for dozens in our local town population, promoting Vail's unique sense of community. We provide the Town of Vail, Vail Resorts and many of our corporate partners the chance to support, through in-kind contributions and volunteerism, a program that benefits us all. Foresight brings to the Town of Vail a safe, well-managed, humanitarian program that positively affects our resort community's immediate and future financial and civic health, creating empowered children and adults who leave Vail with a high opinion of our town, its engaged community, and its reputation for progressive social programming.

Foresight also gives back to the Vail community: our volunteers participate in Town clean up and Vail Rotary programs; we maintain a booth at local summer markets and other events to recruit volunteer ski guides for our program.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Foresight receives strong corporate support, in addition to funding from private and community foundations, and individual donors including Vail Resorts, Safeway employees from the district that includes the store in West Vail, the Safeway Foundation, the Jelm Family Foundation, the Daniels Fund, and the Denver Foundation. VIPs who have the means to contribute to the costs of their program participation do so. Others, such as the children from the Colorado School for the Blind are from low-income homes and rarely have the means to contribute. Teachers of the blind students from Denver metro school districts often dig into their own personal funds to make contributions. School districts help, albeit minimally.

Foresight provides these opportunities regardless of ability to pay. Some of our Vail and Vail Valley corporate sponsors and other supporters from the 2015/16 (and upcoming season) include:

Grants/Contributions

Vail and Edwards Rotary Clubs
Barb Treat Foundation
Safeway, Safeway employees in Vail
Safeway Foundation
The Denver Foundation
Daniels Fund
Virginia Hill Foundation
Jelm Family Foundation
Foresight Ski Guides board (100% participation).

In-Kind

Town of Vail
Vail Resorts, including:
 Vail Sports
 Colorado Mountain Express
Vail Marriott Mountain Resort and Spa
Inn and Suites at Riverwalk
Vail Daily
KYZR Radio
Ai Squared Software

Foresight received in-kind funding support (two parking passes) from the Town of Vail for 2015/16; we do not receive any other government funding.

13. Organization's mission statement: The mission of Foresight Ski Guides is "to promote fitness, athletic skills, personal achievement, self-confidence and self-esteem for individuals who are blind or visually impaired by providing challenge recreation opportunities through affordable access to snow sports."

Thank you for your consideration. Please contact me with any questions your may have.

A handwritten signature in black ink, appearing to read 'Mark G. Davis', with a stylized, cursive script.

Mark G. Davis, President

**Foresight Ski Guides
Statement of Financial Position
September 30, 2015
(Unaudited - Approved by Board of Directors)**

ASSETS

Assets:	
Cash	<u>\$51,723</u>
Total assets	<u><u>\$51,723</u></u>

LIABILITIES

Liabilities:	
Accounts payable	<u>\$0</u>
Total liabilities	<u><u>\$0</u></u>

NET ASSETS

Net assets	
Unrestricted, undesignated	<u>\$51,723</u>
Total net assets	<u><u>\$51,723</u></u>

Statement of Revenues, Expenses and Net Assets
For the Twelve Months Ended September 30, 2015
(Unaudited - Approved by Board of Directors)

Revenues:

Corporate grants	\$4,200
Corporate sponsorships (In Kind)	86,918
Foundations	118,794
Individuals	34,196
Gift - Related Party	10,000
Public fund raising	0
Visually Impaired People	5,000
Interest Income (expense)	2
Total Revenues	<u>259,110</u>

Expenses:

Fundraising	(6,729)
Compensation/Benefits	(54,685)
Occupancy (rent, utilities, etc)	(15,497)
IT/website	(5,084)
Insurance	(5,666)
Memberships and seminars	0
Administrative	(2,013)
Lift tickets	(55,920)
Equipment	(9,082)
Lodging	(43,248)
Guiding	(2,556)
Lessons	(5,699)
Outreach - Meals	(1,666)
Recruiting	0
Training	0
Transportation	(22,338)
Total Expenses	<u>(230,183)</u>

Excess revenues over expenses 28,927

Net assets at Beg of Fiscal Year (October 1) 22,796

Net assets at September 30, 2015 \$51,723

FORESIGHT ACTUAL / BUDGET
BOARD APPROVED

Description	CASH BGT 9/30/16	BUDGET 9/30/16
Revenues:		
Corporate grants	10,000	10,000
Corp Sponsors (in kind)		172,000
Foundations	120,000	120,000
BOD & Individuals	60,000	60,000
Public fund raising / events	15,000	15,000
Visually Impaired People	5,000	5,000
Government	0	0
Interest income	0	0
Grand Total - Revenues	\$210,000	\$382,000
Fundraising Expenses:		
Grant Writer / JVA	\$15,000	15,000
On Mountain Event	\$5,000	5,000
Marketing & PR & Social Media	5,000	5,000
In-kind		3,000
	25,000	28,000
Compensation/Benefits		
Executive Dir (Comp & Payroll taxes)	24,000	24,000
Development Director	0	0
Insurance & Benefits - Exec Dir and Dev Dir	12,000	12,000
Salaries: Admin	49,144	49,144
Insurance - Admin; & Other	1,200	1,200
	86,344	86,344
Occupancy (phone, copies, supplies, etc)	10,000	10,000
Administrative Costs		
Information Technology	10,000	10,000
Insurance; (Work Comp, D&O & Liability)	8,500	8,500
Other	2,000	2,000
Legal & Accounting (in-kind)		0
	20,500	20,500
Lift Tickets		
In-Kind		131,000
Cash	2,000	2,000
	2,000	133,000
Equipment Rental		
In-Kind		6,000
Cash	3,000	3,000
	3,000	9,000
Lodging Assistance		
In-Kind		25,000
Cash	15,000	15,000
Vail Condo	16,500	16,500
	31,500	56,500
Capacity Building		
Volunteer Guides	2,500	2,500

FORESIGHT ACTUAL / BUDGET
BOARD APPROVED

Description	CASH BGT 9/30/16	BUDGET 9/30/16
Recruiting: Cash	0	0
Trainers: Cash	3,000	3,000
Lessons: Cash	6,000	6,000
	11,500	11,500
Outreach		
Outreach - Meals	4,000	4,000
	4,000	4,000
Equipment incl vests and helmets	1,000	1,000
Summer Program		
Hiking/Tandem cyclijg/camping/adventure stuff	1,000	1,000
Transportation - Cash	15,000	15,000
Transportation - In-kind		7,000
Grand Total - Expenses	\$210,844	\$382,844
Excess Revenues Over Expenses	(\$844)	(\$844)

SKIER DAYS
180

Town of Vail

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

- 1. Name of organization:** SOS Outreach
- 2. Contact person:** Seth Ehrlich, Executive Director
- 3. Mailing address:** PO Box 2020 Avon, CO 81620
- 4. Telephone:** 970.926.9292 ext 105
- 5. E-mail address:** seth@sosoutreach.org
- 6. Members and Titles of your governing board:** Please see attached for full list of board members.
- 7. Amount of contribution requested:** 25 parking passes to be used through the 15/16 winter season and one Gold Parking Pass to be utilized for fundraising purposes.
- 8. Organization fiscal year-end:** August 31, 2016
- 9. Are your books audited?** Yes.
- 10. What category of funding is your organization applying for? (see definitions on page 1):** SOS Outreach is requesting continued in-kind support from the Town of Vail in the form of 25 daily parking passes for program implementation and one Gold Pass to be used for fundraising efforts.
- 11. How will the contribution be used?**
SOS Outreach respectfully requests in-kind parking passes to support program implementation on Vail Mountain and enhance the organization's fundraising efforts. Specific to this request, SOS seeks 25 individual day passes for SOS program dates over the 2016/2017 winter season and one Gold Parking Pass to be featured in a silent auction at one of our upcoming events. SOS Outreach is a youth development organization headquartered in the Vail Valley that provides opportunities for the most disadvantaged youth in our community to participate in on-hill outdoor adventure activities like skiing and snowboarding. Through low-cost participation and significant fundraising efforts, SOS is able to offer scholarship support to provide access to youth who would otherwise be economically excluded from these cost-prohibitive activities.

During the 2015/16 winter season, SOS Outreach served 498 youth through programs on Vail Mountain. The organization anticipates similar enrollment during the 2016/17 season.

The continued contribution of parking passes from the Town of Vail enables the organization to serve youth more effectively and work with greater efficiency and eliminates transportation barriers. Prior to your support and partnership, SOS program coordinators were required to arrive at 7AM to drop off all gear that the daily group (anywhere from 15 to 40 youth) would need for the day, before transferring the vehicles out to an outlying lot. SOS is proud to be able to provide all gear necessary to keep our youth warm, dry and safe on the slopes of Vail Mountain, and the in-kind support of the Town of Vail during the 2015/16 winter season allowed for greater opportunities to ensure that youth were receiving the correct sized gear in a timely fashion. Continued access to parking through the in-kind support of the Town of Vail will eliminate the unnecessary time spent by program staff hauling gear to-and-from the mountain and ultimately, enhance the program quality for participating youth.

This year, SOS Outreach also respectfully requests the Gold Pass to raise funds to support program implementation during the 2016/17 season. As the organization continues to evolve, SOS Outreach is producing more fundraising events than ever before in effort to support our local program budget and scholarship funds. If awarded, the support of the Town of Vail in this additional capacity would transform current funding strategies and allow for greater support of our programs.

12. How does your request support item 1C of the contribution policy?

SOS partners with local school districts and youth serving agencies to recruit youth who will benefit most from the structure and consistency of the SOS curriculum. Youth are recommended to the organization based on early indicators of behavioral, academic and personal risk factors that suggest a decreased likelihood of high school graduation. During the 2015/16 season, the three most common risk factors reported by SOS families include: low income families, English as a second language and single parent families. Due to the prohibitively high costs required for participation in the vast majority of winter sports like skiing and snowboarding that dominate the Vail culture, many local families do not engage, despite proximity to Vail and its wide variety of world renowned outdoor recreational activities. This exclusion further exacerbates pre-existing economic segregation in the outdoors, as low-income children of racial minorities continually rank as the least represented demographic in our shared outdoor spaces. In accordance with the Town of Vail's mission statement, SOS Outreach is in a position to bridge this gap and ensure more equitable representation of various diverse

populations in the outdoors. Through providing low-cost participation, transportation, costly equipment and lift tickets required for participation in skiing and snowboarding at an extremely reduced rate, underserved youth are introduced to activities their families could never consider otherwise. During the 2015/16 winter season and through the support of the Town of Vail, SOS Outreach facilitated on-hill activities at Vail for 498 participants who reported the following demographic data: 73% of self-identified as an ethnic minority, 62% reported having a household income of less than \$40,000 per year, 58% of participants had no health insurance or were enrolled in Medicaid, and 41% of participants were from non-two adult households.

Through providing the most marginalized youth of the Vail Valley with opportunities to be included in the Vail community, SOS simultaneously reduces the likelihood of youth engaging in harmful behaviors and contributes to the retention rate of diverse populations as skiing and snowboarding participants, as our long-term evaluation results demonstrate that more than 25% of participants return as lifelong skiers or snowboarders.

13. Who currently funds your organization (other governments, private donations, user fees, etc.)?

SOS Outreach continues to diversify its funding as the organization evolves and manages its significant growth. Funding is secured across foundation grants, corporate contributions, event revenue, individual contributions, fee for service, and in-kind donations of goods and services. Every dollar donated to SOS Outreach is leveraged three times through in-kind support. SOS Outreach programs would not be possible without the significant support from corporations that donate in-kind items like gear, outerwear, lift tickets, lessons and rental equipment to make both summer and winter programs possible.

14. Organization's mission statement:

SOS Outreach (SOS) is a national youth development nonprofit that inspires youth to make positive decisions for healthy and successful futures. SOS programs are unique in their use of adventure sports, adult mentors, service learning and leadership development to engage participants for future success. During the 2014/15 program year, SOS served over 5,000 youth across 21,538 program days, making it one of the largest outdoor sports based youth development non-profit organizations in the nation.

SOS Outreach Profit & Loss

September 1, 2015 through June 6, 2016

Sep 1, '15 - Jun 6, 16

Ordinary Income/Expense		
Income		
Contributions Income		
Benefactors /Individual Donors	95,018.77	
Board Donation	16,500.00	
Corporate Donation	80,511.63	
Peter Johnson Memorial Fund	35,869.91	
Total Contributions Income	227,900.31	
Events Income		
Colorado Eagle River Ride		
CERR Sponsorship	1,750.00	
Total Colorado Eagle River Ride	1,750.00	
Other Events		
Faces of SOS	3,610.87	
Frisco Rec Room Rental	5,563.52	
Misc. Fundraisers	10,786.94	
Other Events - Other	6,263.82	
Total Other Events	26,225.15	
Total Events Income	27,975.15	
Fee for Service		
Masters/Jr Sherpas	175.74	
Summer Programs		
Backyard Adventures	6,047.88	
Monument Trips	11,147.19	
Summer Programs - Other	1,852.09	
Total Summer Programs	19,047.16	
Winter Programs		
Learn to Ride		
Denver Metro LTR	18,658.17	
Eagle Co LTR	21,088.75	
Pacific NW LTR	18,997.58	
Rural CO LTR	3,103.67	
Summit County LTR	12,010.79	
Tahoe LTR	20,695.20	
Utah LTR	-1.15	
Total Learn to Ride	94,553.01	
SnowCore	41,043.73	
University		
Denver Metro Univ FFS	23,104.76	
Eagle County Univ FFS	37,601.69	
Pacific NW University FFS	3,859.75	
Rural CO University FFS	10,058.99	
Summit County Univ FFS	28,216.58	
Tahoe University FFS	16,174.87	
Total University	119,016.64	
Total Winter Programs	254,613.38	
Total Fee for Service	273,836.28	
Grant Income	391,211.25	
Merchandise Sales		
Soft goods rental (Winter)	-166.73	
SOS Gear/Merchandise	757.12	
Merchandise Sales - Other	676.21	

SOS Outreach Profit & Loss

September 1, 2015 through June 6, 2016

Sep 1, '15 - Jun 6, 16

Total Merchandise Sales	1,266.60
Rental Income	4,100.00
Total Income	926,289.59
Expense	
Accounting	12,693.68
Advertising/Promotions	
Trade Shows/Booths	79.00
Advertising/Promotions - Other	5,601.79
Total Advertising/Promotions	5,680.79
AmeriCorps Expense	
AmeriCorp CAA Staff Award	2,860.00
AmeriCorp Housing	18,000.00
AmeriCorp VISTA costs share	37,168.60
Total AmeriCorps Expense	58,028.60
Attorney Fees	376.37
Automobile Expense	
Maintenance	9,225.87
Mileage & Parking	9,400.86
Automobile Expense - Other	-2,016.85
Total Automobile Expense	16,609.88
Bank Service Charges	
Credit Card Processing Fees	1,645.79
Bank Service Charges - Other	50.00
Total Bank Service Charges	1,695.79
Deposit Expense	250.00
Dues and Subscriptions	1,728.50
Event Expenses	
CERR Event Expense	11,545.84
Faces of SOS	1,911.58
Miscellaneous Event Expenses	515.78
Event Expenses - Other	254.77
Total Event Expenses	14,227.97
Fundraising Expenses	
Frisco Rec Room Cleaning Exp	2,226.09
Fundraising Expenses - Other	1,700.83
Total Fundraising Expenses	3,926.92
Insurance	
Automobile Ins	2,005.00
Directors & Officers Ins	1,060.00
General Liability Ins	21,682.00
Health Ins Officer Expense	10,384.13
Health Ins Staff Expense	11,271.20
Property (computer/office)	355.00
Workman's Comp Ins	20,623.18
Insurance - Other	932.22
Total Insurance	68,312.73
Licenses and Permits	683.07
Merchandise	
Merchandise - SOS Gear	1,836.70
Total Merchandise	1,836.70

SOS Outreach Profit & Loss

September 1, 2015 through June 6, 2016

Sep 1, '15 - Jun 6, 16

Office Rent	
Utilities	2,632.16
Office Rent - Other	30,429.33
Total Office Rent	33,061.49
Office Supplies	7,773.66
Payroll Taxes	27,504.34
Postage and Delivery	4,334.42
Printing and Reproduction	6,376.13
Professional Consulting Fees	
Program Mentor Expense	34,508.00
Regional Program Coordinator	21,250.00
Resort Program Coordinator	13,390.00
Teacher	5,600.00
Professional Consulting Fees - Other	6,620.00
Total Professional Consulting Fees	81,368.00
Professional Development	1,355.95
Program Supplies & Recognition	
Peter Johnson Memorial Fund	9.06
Summer Program Expenses	
Monument Trip Expenses	721.45
Summer Permit Fee	3,387.53
Summer Professional Development	973.00
Summer Program Food	4,457.90
Summer Van Rental	1,587.00
Summer Program Expenses - Other	3,876.96
Total Summer Program Expenses	15,003.84
Winter Programs	
Equipment Rental	249.21
Winter Hut/Land Use Fees	33.67
Winter Programs - Other	20,285.56
Total Winter Programs	20,568.44
Program Supplies & Recognition - Other	9,516.51
Total Program Supplies & Recognition	45,097.85
Salaries and Wages	
Payroll - Executive Director	59,570.89
Payroll - Staff	276,689.35
Payroll Summer Guides	5,740.00
Total Salaries and Wages	342,000.24
Simple IRA	2,488.88
Technology	12,408.31
Telephone	4,826.15
Travel/Lodging/Food	7,007.77
Uniforms	1,612.22
Total Expense	763,266.41
Net Ordinary Income	163,023.18
Other Income/Expense	
Other Income	
Interest Income	533.12
Total Other Income	533.12
Other Expense	
Other Expenses	
Executive Director	-1,388.29

3:15 PM

06/16/16

Accrual Basis

SOS Outreach
Profit & Loss
September 1, 2015 through June 6, 2016

	Sep 1, '15 - Jun 6, 16
Total Other Expenses	-1,388.29
Total Other Expense	-1,388.29
Net Other Income	1,921.41
Net Income	<u>164,944.59</u>

SOS Outreach Balance Sheet As of June 6, 2016

Jun 6, 16

ASSETS

Current Assets

Checking/Savings

1st Bank of Avon - Checking	8,408.36
1st Bank Vail Liquid Asset	291,410.91
Alpine Bank CD	51,413.24
Petty Cash	100.00
US Bank Checking *1193	48,591.38
US Bank Money Market	276,039.04

Total Checking/Savings 675,962.93

Accounts Receivable

Accounts Receivable 250.00

Total Accounts Receivable 250.00

Other Current Assets

Prepaid Expenses	5,340.51
Prepaid Insurance	14,291.45
Rent Deposit	3,075.00

Total Other Current Assets 22,706.96

Total Current Assets 698,919.89

Fixed Assets

Accumulated Depreciation	-139,861.23
Equipment/Electronics	8,136.95
Furniture - Desks	515.94
Program Equipment	91,460.10
Software	3,750.00
Vehicles	56,500.00

Total Fixed Assets 20,501.76

TOTAL ASSETS 719,421.65

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 8,754.75

Total Accounts Payable 8,754.75

Credit Cards

Amex *0-52003 Seth	653.37
Amex *0-52011 Alyssa	33.44
US Bank *3905 Alyssa	25.00
US Bank *3921 Kristina	85.80
US Bank *6939 Theresa	150.00
US Bank *8319 Seth	1,034.22
US Bank *8568 Scott	2,011.51
US Bank *9364 Joan	50.00
US Bank *9372 Rebecca	610.28

Total Credit Cards 4,653.62

Other Current Liabilities

Group Health Payable -207.66

Total Other Current Liabilities -207.66

Total Current Liabilities 13,200.71

Total Liabilities 13,200.71

Equity

Fund Balance 541,276.35

3:16 PM
06/16/16
Accrual Basis

SOS Outreac h
Balance Sheet
As of June 6, 2016

	Jun 6, 16
Net Income	164,944.59
Total Equity	706,220.94
TOTAL LIABILITIES & EQUITY	<u>719,421.65</u>

**SOS Outreach
2015 - 2016 Organization Budget**

	15/16 Budget
Revenues and Other Support:	
In-Kind Goods and Services	\$ 2,500,000
Board of Directors	\$ 20,000
Benefactors	\$ 190,000
Corporate Donations	\$ 125,000
Events	\$ 140,000
Fee for service	\$ 275,000
Grants	\$ 400,000
Misc Income	\$ 10,000
Total Income (Cash Only)	\$ 1,160,000

	15/16 Budget
Expenditures:	
Accounting and Legal fees	\$ 20,000
Advertising and Promotions	\$ 6,000
Dues and Subscriptions	\$ 3,500
Huts/Land Use Fees	\$ 4,000
Fundraising Expenses	\$ 5,000
Insurance	\$ 22,500
Merchandise Costs	\$ 6,000
Program Mentors	\$ 30,000
Regional Program Managers	\$ 25,000
Resort Program Coordinators	\$ 20,000
Summer Program Guides	\$ 50,000
Office Supplies/Copying Printing	\$ 21,000
Payroll Taxes & Worker's Comp.	\$ 67,000
Postage & Delivery	\$ 5,500
Professional Development	\$ 4,000
Summer Program Food	\$ 8,000
Program Supplies	\$ 50,000
Rent and Utilities	\$ 45,000
Salaries and Wages	\$ 520,000
Special Events	\$ 42,500
Telephone and Technology	\$ 20,000
Travel/Lodging -- Trade Shows	\$ 15,000
Vehicles and Mileage	\$ 30,000
Health Insurance Expenses	\$ 30,000
IRA Expenses	\$ 7,500
AmeriCorps Expenses	\$ 87,500
Depreciation	\$ 15,000
Total Expenditures (Cash Only)	\$ 1,160,000

April 14, 2016

RE: Council Contributions

Attached please find the following forms that relate format and policy the Town of Vail has implemented in regard to requests for funding. These forms are as follows:

- 1) Council Contributions Policy/Disclosure
- 2) Application for Town of Vail Funding and In-kind requests
- 3) Applicant's financial information: Balance Sheet and Profit & Loss Statement

Please note that contributions will only be awarded to applicants who can show the contribution will be used directly to benefit the entire community of Vail.

Applications must be requested prior to **May 29, 2016**. A completed submission (a single file electronic version) must be received at the Town of Vail by **5pm June 30, 2016**, in order to qualify for funding in 2017. Funding will be determined solely from the application; no in-person presentations will be held. If the Town Council has questions about your application, you may be contacted by a staff member at a later date. Requests for parking passes and/or parking days or other in-kind requests must be included in the application. Individual requests throughout the year, outside this process, will not be considered.

Over the past several years, Town Council has refined funding categories with the objective of simplifying the process and establishing parameters around funding criteria. **Within your application, please identify which category of funding your organization is applying for.**

Signature Events:

Events and programs which have been built by solid organizations over a period of time and enjoy national and international recognition for excellence. These events represent the Vail brand at the highest level and the loss of any one of them would have a negative effect. The customer base includes a significant portion of destination guests and economic impact to the town is profound. Example of these events and programs would include Bravo!, by CSE), Burton US Open Snowboarding Championships, Vail International Dance Festival and Vail Jazz Festival. Funding of this category is allocated outside of the CSE annual budget; however the results will be reported to the Commission on Special Events as part of the standard recap process and will also be presented to Town Council.

Destination Events:

This category represents events and programs that provide the town an opportunity for new or one-time major events such as the US Pro Challenge, and the 2015 Alpine World Ski Championships. While funding will be allocated outside of the Commission on Special Event's budget, event results will be reported to the CSE as part of the standard recap process and will also be presented to Town Council. The funding for this category will not be automatic each year, but major events and/or programs with the potential to build the Vail brand even further and have a significant impact on the town's economy will be considered on an individual basis. Tier I events are able to apply for funding from this category with a new opportunity that fits this criteria.

Services:

This category funds an aspect of services/expertise that the town does not already provide, supports the TOV physical plant and is appropriate for governmental support. Examples of

this category include support of TV5, Colorado Ski and Snowboard Museum, Betty Ford Alpine Gardens and Eagle Valley Childcare. The town no longer requires an annual application to be filled out for ongoing operating support of established service providers, which will be included in the annual budget at a set level each year. This process is intended to cover operating expenses only. Additional opportunities may also be considered.

Education and Enrichment (formerly known as Tier IV- Life Long Learning Category):

Professional and personal education and development events, as well as all events with a principal theme or purpose of health and well-being. Application and oversight for this category of funding has been transferred to the Commission on Special Events (CSE.). The CSE will post their RFP for 2017 requests in early September, with a **submittal deadline of October 19**. Applications will be reviewed as part of the overall event funding process in early November.

In-kind Requests:

Annual in-kind funding allocations such as ice time at Dobson Arena, use of Donovan Pavilion/Grand View, parking passes/coupons and public works or police department services will be subject to staff-level approval. The town **does** require an annual application to be filled out for transparency and tracking purposes. Any organization required to recap their event to the CSE should include this funding within the report-out documentation. Additionally, the level of funding (cash and in-kind) should be reflected in sponsorship levels for the Town of Vail.

When making your request, please keep in mind the current economic climate and revenue trends will impact the town's decision for total dollars awarded.

If you have any questions, please do not hesitate to contact CarlieSmith, at 479-2119 or e-mail, csmith@vailgov.com.

Sincerely,

Kathleen Halloran
Finance Director
Town of Vail
khalloran@vailgov.com
970-479-2116

**COUNCIL CONTRIBUTIONS POLICY
TOWN OF VAIL**

1. All Council contribution requests received by the Town of Vail will be processed in the following

manner:

- A. All requests must be submitted electronically by the deadline stated in this application. Financial information (Balance Sheet and Profit & Loss Statement) can be provided in your organization's format but should be included in the same electronic file as the application (**please do not send multiple electronic files**). *Please do not attach additional information about your organization, etc.* Incomplete applications and supplemental information will not be accepted.
- B. All applications for funding in 2017 shall be received at the town by **June 30, 2016 by 5:00 P.M.** This includes **only an electronic version (single .pdf file preferred)** sent by email to csmith@vailgov.com.
- C. The Town Council will evaluate the various proposals based on their direct benefit to the entire community of Vail, fulfillment of the town's mission, and how this contribution will affect our resort community's future health. The proposals must comply with the criteria for the applicable funding category requested (criteria outlined on pages 1-2).

The Town Council's mission statement reads: *In order to be the premier international mountain resort community, we're committed to growing a vibrant, diverse economy and community, providing our citizens and guests with exceptional services and an abundance of recreational, cultural and educational opportunities.*

2. Disclosures to all applicants:

- A. No money will be disbursed until March 1, 2017.
- B. Because of uncertainty of revenue estimates, please note the following possibilities:
 - 1) Contribution funding may be reduced based on 2016 revenues.
 - 2) The Town of Vail may choose to disburse funding in quarterly installments throughout 2017. Special event funding will follow the CSE's guideline of payment in thirds pending completion of CSE and Town of Vail permitting requirements
- C. **Notification of awards will be sent after the Council approves the final budget currently scheduled for November, 2016.**

3. **All entities receiving public funding for events, including those which are culturally-designated, are required to present a final event recap to the Commission on Special Events using the guidelines below as a template for the report.**
(Note: This does not apply to service or contractual agreements such as Channel 5 or Vail Childcare. If in doubt, please ask.)

Guidelines for Post-event Recap for All Events Receiving Public Funding

A post-event recap is required from all **events** receiving Town of Vail funding or in-kind sponsorship. Please schedule a presentation to the Commission on Special Events within 60 days of the close of your event. This presentation should be submitted electronically on the PowerPoint template with which you will provided and shall include:

- 1. An overview outlining the event's strengths and weaknesses: specifically, what went well and what measures could be taken to improve the event.

2. An event budget showing actual profit and loss numbers and how the funding was utilized.
3. A detailed overview of the marketing that was implemented to promote the event.
4. An explanation as to how participants and/or attendees were directed to book lodging.
5. Survey results
 - a. Attendance numbers and demographic profile:
 - i. Estimated attendance. If your event is non-ticketed, please describe what method you used to estimate the numbers of attendees.
 - ii. Importance of event in decision to visit Vail?
 - iii. Where did attendees come from: local, regional, out of state, international? (Zip code?)
 - iv. Visitor Type:
 1. Day visitor to Vail
 2. Full time downvalley resident
 3. Full time resident of Vail
 4. Overnight visitor to the region
 5. Seasonal resident of the Vail Valley
 - v. Average age and gender?
 - b. Lodging:
 1. Are you staying in:
 - a. Paid lodging?
 - b. Vacation home/time share?
 - c. With friends/family?
 - d. Other?
 2. Where are your lodging accommodations located:
 - a. Vail
 - b. Beaver Creek
 - c. Avon
 - d. Edwards
 - e. Eagle/Gypsum
 - f. Summit County
 - g. Other?
 1.
 - 3.. How many nights in the area on this trip?
 - 4.. How many people are staying in your accomodations unit?
 - 5.. Average amount spent on lodging per day?
 - c. Estimated spending by event attendees:
 - i. Dining
 - ii. Shopping
 - iii. Other Activities
 - d. Visitor Intent to Return and Satisfaction Ratings: Likelihood of recommending the event to a friend or family member? Would you come back? Was if fun?
 - e. Estimated Return on Investment (ROI) to the Town of Vail: Specifically, how much additional spending within the Town of Vail was generated by the event? What is the ratio of increased revenue to the amount of funding received? How much additional sales tax revenue generated by the event accrued to the Town of Vail? (Town of Vail sales tax is 4%, Lodging tax is 1.4%).
6. Potential for growth and the development of sponsorships and media exposure.
7. Did the event impact Vail's "Sense of Community"?
8. In light of the Vail Town Council's commitment to a sustainable environment, please describe any and all measures that were taken to produce the event in as "green" and environmentally friendly manner as possible.

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2016 by 5:00 P.M. You must provide **an electronic version only (single file please), sent to csmith@vailgov.com**. Any application received after that date will not be considered.

For questions on the financial statements, please contact Carlie Smith at 479-2119.

PLEASE TYPE THIS APPLICATION OR PRINT IN BLACK INK

1. Name of organization: Small Champions, Inc.
2. Contact person: John Weiss
3. Mailing address: PO Box 4691, Vail, CO 81658
4. Telephone: (970) 390-0004
5. E-mail address: smallchampions@gmail.com
6. Members and Titles of your governing board:
Connie Miller-Board Chair, John Weiss-Executive Director, Steve Holden, Kara Heide, Paul Gotthelf, Kristin Jennings, Donna Johnson, Brian Nestor, Honore Everly, Mike Connolly
7. Amount of contribution requested:
60 parking passes (day)
8. Organization fiscal year-end:
December 31
9. Are your books audited? Yes
10. **What category of funding is your organization applying for? (see definitions on page 1):** In-Kind Request
11. How will the contribution be used?
Parking for the parents and coaches of our disabled and special needs children who participate in our Small Champions Ski and Snowboard program on 9 "off-peak" Sunday's during the 2016-17 winter season.
11. How does your request support item 1C of the contribution policy?
Small Champions provides a significant positive impact on the community by providing an opportunity for children of Eagle County that are challenged with physical, cognitive, and multiple disabilities to be part of a group from the same community that meets often to enjoy sports, grow, learn, and have fun. It is very important for our Small Champions to have a peer group, and for their families to forge friendships enabling them to help each other. The program is an enormous benefit to the families of the children (many of whom volunteer and participate in the program). There is no other outlet in Eagle County where they are able to interact with other families and support the physical development of their child. Small Champions also recruits volunteers from the community that are available to offer assistance and their friendship while experiencing a sport with participants. The final outcome is a sense of accomplishment and belonging for each participant that begins with learning a sport. No other program exists in the Eagle Valley to provide

these services for these children.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?

Vail Resorts Epic Promise, Town of Vail, Town of Avon, Eagle County, United Way of Eagle River Valley, Eagle County School District, Roubos Family Foundation, Slifer Smith Frampton Foundation, Vail Valley Cares, Vail Valley Surgery Center, as well as many local individuals and businesses.

13. Organization's mission statement:

Small Champions is a non-profit organization committed to enhancing and improving quality of life by providing sports and recreational opportunities for eligible youth with multiple disabilities who are residents of Eagle County, Colorado. Individuals receive needs based instruction to support their developmental progress. We collaborate with and educate community organizations, and generate sustainable funding and services.

Small Champions of Colorado Balance Sheet As of April 30, 2016

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
Small Champions, Inc.	295,789.63
Total Bank Accounts	\$ 295,789.63
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$ 0.00
Other current assets	
Undeposited Funds	0.00
Total Other current assets	\$ 0.00
Total Current Assets	\$ 295,789.63
TOTAL ASSETS	\$ 295,789.63
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	\$ 0.00
Other Current Liabilities	
Special Olympics Golf Split	177.70
Total Other Current Liabilities	\$ 177.70
Total Current Liabilities	\$ 177.70
Total Liabilities	\$ 177.70
Equity	
Opening Bal Equity	-2.00
Retained Earnings	249,755.53
Net Income	45,858.40
Total Equity	\$ 295,611.93
TOTAL LIABILITIES AND EQUITY	\$ 295,789.63

Wednesday, May 18, 2016 05:27:00 PM PDT GMT-6 - Cash Basis

Small Champions of Colorado

Profit and Loss

January - April, 2016

	Total
Income	
Colorado Gives Day	3,207.54
Contributions Income	
Unrestricted	14,351.28
Highline Challenge	3,959.00
Maya Restaurant	1,256.00
Slifer Smith & Frampton Foundation	13,000.00
Specialty Sports	65,385.46
United Way of Eagle River Valley	2,667.00
Vail Valley Surgery Center	2,900.00
Total Unrestricted	\$ 103,518.74
Total Contributions Income	\$ 103,518.74
Golf Tournament Revenue	
Silent/Live Auction Revenues	250.00
Total Golf Tournament Revenue	\$ 250.00
Grants	8,100.00
Miscellaneous Income	35.24
Program Fees	
Winter Program Fees - Parents	1,600.00
Total Program Fees	\$ 1,600.00
Sales of Product Income	180.00
Total Income	\$ 116,891.52
Gross Profit	\$ 116,891.52
Expenses	
Accounting Software Expense	107.80
Bank Service Charges	24.00
Insurance	
D&O Insurance	949.00
Total Insurance	\$ 949.00
Postage and Delivery	70.98
Program Expense	8,000.00
Ski Program	61,436.36
Total Program Expense	\$ 69,436.36
Supplies	
Marketing	121.09
Office	18.59
Total Supplies	\$ 139.68
Travel & Ent	
Meals	35.30
Travel	20.00

Total Travel & Ent	\$	55.30
Website Maintenance		250.00
Total Expenses	\$	71,033.12
Net Operating Income	\$	45,858.40
Net Income	\$	45,858.40

Wednesday, May 18, 2016 05:24:34 PM PDT GMT-6 - Cash Basis

**Town Council
Town of Vail**

Please review and accept our application for the 1st of 4 Regional Bridge Tournaments at the Dobson Ice Arena. Over 500 people from across the United States will discover Vail during the off season.

Thanking you in advance:

1. Name of organization:
**American Contract Bridge League,
Colorado West Unit 364**
2. Contact person
Berton J. Solomon
3. Mailing address
**PO Box 1558
Edwards, CO 81632**
4. Telephone:
970-331-4346
5. E-mail address:
Solostl@aol.com
6. Members and Titles of your governing board:
**President: Jacqueline Hurlbutt
Vice Pres: Nicolas R. Larkin Jr.
Secretary: Pamela Elsner
Treasurer: Keith Nichols
Disciplinary: Berton J. Solomon
Recorder: Karen Kribs
Mary N Brown
Sharon Snyder
Jean K Paradis**
7. Amount of contribution requested:
Unit 364 requests the total cost for the use of Dobson Ice Arena for a Regional Bridge Tournament starting Septemeber 18,2017 thru September 24, 2017.
7. Organization fiscal year-end:
June 30
8. Are your books audited?
Reviewed
9. **What category of funding is your organization applying for?** (see definitions on page 1):
In-kind
10. How will the contribution be used?

Dobson Ice Arena will be used for 7 days with 2/3 sessions of bridge a day. The ice will be covered and 125 table and chairs will be in place. Local caterers will provide lite breakfast and lunch, most people will eat in town of Vail.

11. How does your request support item 1C of the contribution policy?
The tournament will draw approximately 525 attendees to the event, each visiting for 3 to 7 days. Approximately 475 of the attendees will be outside of the Vail, Avon, Edwards area. Lodging, Food Service and Shops will benefit from the visitors. It is the plan of the ACBL and Unit 364 to host 3 more Regional Tournament in Vail.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)?
Unit 364 is funded by dues from its 388 members in Western Colorado and the ACBL

13. Organization's mission statement:
"The mission of the ACBL is to promote, grow and sustain the game of bridge and serve the bridge-related interests of our members."

APPLICATION FOR TOWN OF VAIL FUNDING

Balance Sheet

Instructions: **You may insert a print out of your own financial report format instead of this form, as long as part of the application's single electronic file (no multiple files please)**

Round all figures to the nearest dollar. Please present in as much detail as possible.

Most Recent Completed
Fiscal Year (Date: 6/30/15)

Assets: Money in Bank \$22,000.00

Equipment 1,000.00

Total Assets \$ 23,000.00

Liabilities: \$0.00

Total Liabilities \$ 0.00

Net Worth (Total Assets Minus Total
Liabilities) \$ 23,000.00

APPLICATION FOR TOWN OF VAIL FUNDING

Profit & Loss Statement

Instructions: Round all figures to the nearest dollar. Please present as much detail as possible.

Current Fiscal Year Budget **Ten Months Ending 3/31/2016**

Revenues:

(List by funding source)

Dues	\$ 1,416.00
Income:	
4 Tournaments, Durango,	
Grand Junction, Glenwood Springs,	
Montrose	10,000.0

Total Revenue \$ 11,416.00

Total Expenses \$ 10,500.00

Total Revenue Minus Expense \$ 916.00

Unit 364 is a non-profit Corp. It is the intention of the unit to operate in a manner that provides bridge for its members at as low at cost as possible while covering all expenses.

ACBL operates as a not for profit with an annual budget of \$16,000,000.00