



2018 PROPOSED BUDGET

1st Reading

October 3, 2017

**Town of Vail
Proposed 2018 Budget
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Memorandum

TO: Vail Town Council

FROM: Finance Department

DATE: October 3, 2017

SUBJECT: Proposed 2018 Town Manager's Budget

I. SUMMARY

On September 19th, Council reviewed the first draft of the Town Manager's budget for 2018. The following memo is a repeat of the memo provided on September 19th, with responses to Council inquiries highlighted below.

II. DISCUSSION

Information provided in this first ordinance reading of the 2018 budget 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.

The following budget philosophies are included in this 2018 budget proposal:

- Use a sales tax revenue projection of 2% over 2017 amended budget
- No increase to operating budgets in departments not including 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 up to 4%.
- Council discussed a number of capital projects, including some newly-identified projects currently unfunded.

Responses to Council Inquiries on September 19:

Council Contributions

- Council asked if the irrigation system request from Betty Ford Alpine Gardens was related to prior issues with the fountains. In reaching out to both the town's facilities manager and Nicola Ripley of BFAG, staff confirmed that the irrigation issues are separate from the fountain repairs.
- Council requested a future presentation from both childcare organizations in town. Staff is arranging this for a November / December meeting.
- Council asked for more information on the additional \$86,000 asked for the Burton US Open event. Burton has provided a more detailed explanation in **Attachment A**.
- Council requested that staff meet with the Pete Seibert Memorial group and discuss options regarding size/scope and cost of the project. Bill Rey of Claggett Rey Gallery supported keeping the sculpture at the current "life size" however

suggested that there could be potential savings in installation (\$50K) and savings from the artist (\$50K). These savings would reduce the original estimated price from \$400K to \$300K. The group has raised \$70K, which includes \$10K from AIPP. Bill was open to the idea of a matching contribution from the town, and is hoping for a commitment of up to \$150,000. The RETT budget does not currently include an amount; pending Council's decision this would be included in the second ordinance reading.

General Fund Operations

- The parking host program was questioned, specifically pay and job duties. This pilot program conducted during the summer (2017 only) is not budgeted to continue into 2018. This may be a topic for a budget supplemental during 2018 pending a decision on a summer parking program.
- More information was gathered on the plans for Spring Back to Vail. Vail Resorts plans on one signature concert at Solaris on March 31st, with pond skimming on April 15th at Golden Peak.
- Council asked about Fire ISO rating improvements and defensible space. Please refer to **Attachment B** for a memo from the Fire Department.
- A placeholder for a position to manage Asset Management software / Cost Accounting has been added to salary & benefit expense only (\$72.8K full year impact). The FTE count will be reflected later, should a position be added pending further review and analysis.
- Staff has requested information about strategy and vision from the Air Alliance after they hold their October 2nd retreat.

Capital Projects Fund

- A placeholder for Asset Management software has been added to 2018, with an initial cost of \$75,000 and following three years annual cost of \$50,000.
- Council requested a visual of the transit improvements requested in the 2018 budget. Please see **Attachment C** for drawings of both the added transit stop in Lionshead and the Vail Village TRC additional transit lane.
- Council asked for an estimation of the annual expense to heat an additional 1,200 square feet of sidewalk between Vail Spa and the Lion. Staff estimates the additional cost to be \$1,158. This estimate takes into consideration an average year of snowfall with current gas prices; the cost is estimated to be \$0.965 per square foot per year.

RETT Fund

- Council asked for more information on the Environmental Sustainability department's \$40,000 request for participation in Energy Smart Colorado. The intent of this budget request is to lay out a plan and partnership with Walking Mountains in order to achieve a 25% reduction in residential and commercial energy by 2025. The programming expenses for 2018 would provide opportunities and financial assistance through rebates for Vail residents and businesses in reducing energy consumption and operating costs, with a particular focus on energy-inefficient all-electric homes built before 1990. This partnership will provide free energy assessments to 20 Vail homeowners and 10 businesses. Community members will be connected with local resources for efficiency improvements, provided information and access to available rebates

and receive education on best practices. The Town will receive energy savings reports and data related to energy reductions achieved through the program.

2018 Budget Objectives

The 2018 budget proposal assumes a continuation of high service levels within a conservative 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 the new I-70 Underpass, Booth Creek Park and Red Sandstone Parking Structure.

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 among the top priorities.

Initiatives addressing the above priorities have been included in the proposed 2018 budget and long term capital plans. Specifically the 2018 budget anticipates the completion and sale of homes in the Chamonix Housing Development, which will refund \$17.7 million of the town's \$22.1 million investment. The town subsidized the project with land and infrastructure costs of approximately \$4.3 million. The first of 32 homes are set to be moving in later this year. Other housing programs include the INDEED deed restriction program, which has \$3.7 million in funding allocated to the purchase of deed restrictions on Vail homes.

On the Environmental front, the 2018 proposed budget includes funding to continue implementation of the Gore Creek Water Quality Plan, implementation of global sustainable destination certification a continuation of Actively Green programming, and ongoing recycling and plastic bag education. New programming includes a recycling challenge for Vail businesses to encourage increased commercial recycling. 2018 budget requests include participation in the Energy Smart Colorado Partnership to help meet the town's climate goals and an action plan for a global sustainable destination designation.

Parking and pedestrian safety are included in the capital plan with a continuation of the Pedestrian Safety Enhancement projects, which was phased over a three year period beginning in 2016. Specifically the 2018 plan includes \$1.5 million for final pedestrian crosswalks and lighting at Main Vail roundabouts and West Vail roundabouts. Parking and transportation solutions have been discussed by the re-initiated Parking and Transportation Task Force, a committee made up of representatives from Town Council, town staff, Vail Resorts, and local businesses. Alterations to bus service routes resulting from the new I-70 Underpass will be reviewed during the year. A new parking structure at Red Sandstone Elementary School will begin construction in 2018. With contributions from both Vail Resorts (\$4.3M) and Eagle County School District (\$1.5M), the structure is an example of successful public private partnerships solving town-wide issues.

The budget areas summarized above mirror the initiatives outlined in the Council Action Plan. Overall budget assumptions for the proposed 2018 budget are outlined below:

2018 Revenue

The town's 2018 budget is funded by a **projected \$87.0 million** net revenue budget, which includes nearly \$17.0 million in sales of homes at the Chamonix Housing Development and \$5.8 million in shared project reimbursement from the Red Sandstone Parking Structure (\$4.3 million from Vail Resorts and \$1.5 million from Eagle County School District. Without those one-time impacts, the remaining sources of revenue are projected at a 5.4% decrease from the 2017 amended budget and a decrease of 4.5% from the 2016 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.

Sales Tax collections are estimated at \$26.1M, a 2% increase from the 2017 amended budget and a 1.5% increase from 2016 actuals. Year to date collections are down 1.4% from the prior year due to a loss of over 400 hotel beds during the winter season and an overall slowdown in winter business. Summer months of June and July have surpassed prior years by 4.9% and 3.6%, respectively.

Property tax collections are estimated at \$5.3 million, an 8.4% increase based on the most recent report from the County Assessor's office however the assessor's report won't be final until November. The projected tax revenue includes impacts from a reduction in residential taxes due to the Gallagher Amendment, but is offset by increases in property valuations. The Gallagher Amendment reduces residential taxes by 9.5%, however residential values increased by approximately 10%, so taxes collected by the town are anticipated to be flat from residential properties. Commercial properties, in contrast, were assessed at a 50% increase in valuation, mainly due to new properties coming online and the sale of large commercial properties.

Lift tax collections of \$5.2 million are projected at a 5% increase from 2017 based on historical annual increases.

Parking revenue of \$5.4 million is a 4.5% increase from 2017 budget and a 3% increase from 2016 collections. Currently no increase in pricing of either parking passes or daily rates is assumed, pending final Council decision on the Winter 2017-2018 program.

Construction permit fees ("Licenses and Permits") totaling \$1.7 million are 7.6% higher than 2017 budget based on a four year average plus estimates for Mountain View and Vail Health's East Wing submittals.

Real Estate Transfer Tax revenue is projected at \$6.1 million, a 4.3% increase over 2017 budget and a 7.8% decrease from 2016 actuals. 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 up 45% from the prior year, due to high end residential sales.

Construction Use Tax revenue is projected at \$2.0 million, a 2% increase from 2017 budget plus an estimate for Mountain View. 2017 collections are currently down 20% from the prior year, mainly due to large projects in 2016.

During 2018, 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. **Staff will return with a chart of fees charged by the town and approximate date of most recent update for Council's review.**

2018 Expenditures

Total operating expenditures for the General Fund are proposed at \$39.4 million, a 4.0% increase from 2017 amended budget. This does not include an additional \$475,000 in planning projects that will be funded from reserves. New items requested are outlined below.

As a service organization, the majority of spending relates to staffing. For 2018, this represents \$25.5 million or 65% of total expenditures which includes benefits, and a 4% proposed merit increase based on employee performance.

Compensation

The 4% percent merit proposed in the 2018 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. Human Resources is compiling updated comparison data from other entities regarding plans for annual increases. Staff will provide updated regression analysis and comparison data as soon as available. For the 2018 budget, benefits as a percentage of wages is proposed at 40% for full time year round employees, up slightly from 38.92% budgeted for 2017 and 39.04% from 2016 actual. 2017 is currently trending significantly over budget due to an increase in health claims. Health claims experience is cyclical in nature. Over the past four years, the town experienced notably fewer claims and was able to build a healthy reserve in the Health Insurance Fund. In 2017 and 2018 we are expecting higher claims expense. Staff will work with the town's Benefits Focus Group to manage a portion of the impact with employees through changes to health plan design (for example, increases to employee-paid deductibles, co-pays and out of pocket maximums). Employee monthly premiums may also increase. Town departments will see an increase in benefits expense and an appropriate amount of Health Insurance Fund reserves will be utilized to mitigate the impact.

Headcount

The town's operations are proposed to be supported by 313.16 full time equivalent (FTE) positions in 2018, a 2.76 FTE (or 0.89%) increase from the prior year. Over the past ten years, the town has added 13.6 employees, or 4.5% of the total headcount. The majority of headcount additions over the years have centered around adding services such as a new fire station in West Vail, taking over the operation of the Welcome Centers, increased hours of bus service, parking hosts and special event staff.

The new headcount requested in 2018 includes the following:

- One seasonal (0.50 FTE) Heavy Equipment Operator is requested to begin in November of 2017, which in May of 2018 will convert to full time (1.0 FTE). The Heavy Equipment Operator is requested to address increased snow plowing and hauling needs from the new I-70 Underpass and maintenance relating to water quality projects (such as clearing out culverts and storm water basins).
- Two seasonal (0.76 FTE) summer bus drivers are requested to staff the continue summer express bus service to East Vail, Red Sandstone, and the Vail Golf and Nordic Center. The approximate cost to continue this service is \$85,000 in wages and benefits.

- Midyear 2017 an additional building inspector position (1.0 FTE) was approved by the Town Manager due to sustained increased workloads and was intended to alleviate reliance on Safebuilt, a contracted inspection service.
- 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 was two years. Staff is requesting a one-year extension to continue water quality programs currently underway.
- The Police department is requesting to convert a fixed term 1.0 FTE to a full time employee that was approved during the 2016 and 2017 budget processes as a trial period for a 29th officer serving on the county-wide Drug Task Force. **Please see the attached memo with more details on the success and cost sharing arrangement of the GRANITE program (Attachment D).**
- **Parking host expenses that were added in 2017 as a pilot program are not currently included in the 2018 budget. Parking staffing for summer would be contingent upon the outcome of recommendations from the Parking and Transportation Task Force.**

The headcount charts also reflect the final phase of a reorganization in the Fire Department initiated two years ago as outlined in **an attached memo from the Fire Department (Attachment E)**. There is no net increase to FTEs, however six full-time seasonal employees would convert to regular full-time.

Please refer to page 23 for summary of FTE changes, and page 24 for a 10-year history of the town's FTE count.

Staffing requests proposed by department heads that are **not** currently included in the 2018 budget proposal include:

- County-wide Crime Analyst was proposed with partial reimbursement from participating agencies. This position would provide better "intelligence-based" policing, utilizing shared data and trends to modernize the way the Police Department can fight crime.
- Asset Management / Cost Accounting Technician (tied to a new cost accounting / asset management / work order system). ****Staff has included the dollars associated with this position in the budget, however recommends additional research on the potential for use of the software organization-wide for asset tracking and long term capital planning. Should the position be approved by the town manager during 2018, the FTE count will be updated.**
- A full time Sweeper Operator for the Red Sandstone Parking Structure (effective October 2018). Staff recommends analyzing current staffing and needs closer to that date for the potential of a budget supplemental during the year.
- **Converting a part time management assistant to full time in the Police department.** This position has been used to centralize equipment and supplies for new employees in both PD and Dispatch. This position would also responsible for reporting government mandated training and would take on responsibilities for local emergency management group (Northwest Incident Management Team) managing both expenses and reimbursement for trainings and deployments. The NWIMT has provided an \$8,000 grant to help fund administrative support.

Benefits for the entire organization are projected to total \$8.2 million, an 8.1% increase from the 2017 budget. The 2017 budget for healthcare costs will be exceeded and will require a supplemental in December. The town enjoyed three years of reductions in the overall cost of

healthcare due to fewer large claims. This has enabled the town to utilize savings to build up healthy reserves to cover the cyclical nature of health claims activity. During 2017 claims experience has risen significantly, with 2018 anticipated to be trending in a similar manner.

Please refer to page 27 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. During an update to Council on the contributions process on September 5th, staff received direction to require the “Services” category to provide an annual reporting of programs and services that were funded by TOV funds. This will be implemented in 2018. Council also voiced concern over funding operations for “Services” and was more supportive of funding specific programs. Staff recommends implementing this policy for the 2019 funding requests. Please see pages 29-36 for a summary of contribution requests and recommendations.

The **Commission on Special Events (CSE)** proposed budget is flat with the 2017 budget, and currently includes \$100,000 of Spring Back to Vail concert funding. Survey data collected on the event shows the following data on this event:

	2015	2016	2017
Spring Back to Vail Event - Survey Results	4/17-4/19	4/8-4/10	4/14-4/16
Funding Amount	\$ 40,000.00	\$ 125,000.00	\$ 130,000.00
Number of Concerts	3	1	1
Attendee Days	10,800	7000	7300
Direct Economic Impact to TOV	\$ 1,825,302.87	\$ 669,716.16	\$562,674.98
Economic Impact Payback Ratio	\$ 45.63	\$ 5.36	\$ 4.33
Overnight Visitor	66%	51%	32%
NPS	73	72	27
Direct Economic Impact per Attendee Day	\$ 169.00	\$ 96.00	\$ 77.00
ADR	\$ 328.00	\$ 333.00	\$ 306.00
Survey Sample Size	88	191	68
Acts	Portugal the Man, Trampled by Turtles, The Greyboy Allstars	The Chris Robinson Brotherhood	123GO! Project

Also during the September 5th meeting, Town Council supported a change in application process for Vail Signature Events such as Bravo!, Vail Dance Festival and Burton US Open. Rather than apply for funding through the Finance department, these events will be required to follow the CSE application process beginning in 2018 (for 2019 funding). While the funding decision will remain with Town Council, utilizing the CSE’s application process will provide for more efficiencies and upfront information to staff.

Total event spending is proposed at \$893,648. This includes funding from both the General Fund (\$533,648) and the Marketing Fund (\$360,000) which is sourced from business license revenue. Funding for the “Education and Enrichment” category is being proposed at \$151,000, flat with the prior year. Fireworks continue to be separately funded from the General Fund for a total of \$52,015 in 2018 to include both the 4th of July and New Year’s celebrations.

Departmental spending of \$8.1 million (also labeled as “**All Other Operating**” in the General Fund statement on page 27) is a 1.9% increase from the 2017 amended budget. The following items represent significant changes from the prior year spending:

- Replacement of town-wide uniforms (\$100,000); This occurs once every four years
- A correction to the electric utility line item that was underfunded by \$200,000 in error during the 2017 budget process.
- Increase to General Liability insurance (\$50,000) based on new / improved town assets such as Booth Creek Park, restrooms at Chalet Courts, an employee housing unit, budgeted fleet purchases and planned capital projects.
- Additional staff-related expenses in the Planning and Building Inspection departments of Community Development due to added staff and increased emphasis on professional development

This General Fund 2018 budget proposal results in an ending fund balance of \$27.2 million or 69% 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 37-44. 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. Items highlighted in yellow have changed since the Budget Draft meeting on September 19th.

Capital Projects Fund (2018 Additions):

Total spending of \$25.9 million is proposed for 2018. The below items are new requests for 2018 and not previously listed in the 5-year capital plan.

- \$250,000 for replacement of furniture, paint and re-design of Lionshead Welcome Center (not including the information booth area)
- \$26,100 in police equipment. This includes the replacement of headsets, vests and helmets for a 6 person Special Operations Unit (TOV members only) (\$20K) plus replacement of mass casualty supplies in patrol cars (\$6K)
- \$60,000 for the town’s portion of a Regional Hazardous Materials Association of Eagle County (RHMAEC) vehicle. The vehicle would replace an older trailer that is currently used. Eagle County is contributing \$120,000 of matching funds towards the purchase.
- \$265,000 for expansion of town-owned fleet vehicles. This includes a snow blower (\$200K), a pickup truck for landscape architect (\$30K) and a third vehicle for the Drug Task Force (\$35K). The last two vehicles proposed would replace holdover vehicles that have been used in those capacities. Holdover vehicles are vehicles that were slated for auction when replacements are purchased, however they are held back for other purposes.
- \$400,000 to create a second bus lane near the Lionshead Transit Center to facilitate west-bound line haul routes. Finance staff recommends that a proposal for express

service to/from West Vail to Lionshead be reviewed as a whole, including both operating and capital considerations.

- \$250,000 for the continuation of a heated sidewalk from the Lion to Vail Spa. The Vail Spa has already put in heated sidewalk with their renovations and this project is offset by impact fees of \$43K paid by the Lion in 2017. The project is funded by Vail Reinvestment Authority.
- \$475,000 is proposed for a transit lane at the top of Vail Transportation Center for express bus service.
- \$13.7 million for the Red Sandstone Parking Structure as approved by Town Council in 2017. This is offset with contributions from Vail Resorts (\$4.3M) and the Eagle County School District (\$1.5M). The remainder will be reimbursed from the Vail Reinvestment Authority over a five-year period.

The Capital Projects Fund is currently projected with an ending fund balance of \$16.9 million in 2018, and a fund balance of \$20.2 million at the end of 2022. This does not include any unfunded projects such as the Municipal complex redevelopment.

RETT Fund (2018 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 2018.

Project additions include the following:

- \$5,000 for final phase of Intermountain Fuel Reduction project
- Council contributions for services include \$69,700 of annual operating support of the Betty Ford Alpine Gardens and \$45,450 program support for the Eagle River Watershed Council (flat with prior year). The Alpine Gardens have also requested capital support for repair to pavers in their ADA walks between fountain areas (\$6K) and an upgraded irrigation system (\$13K).
- \$125,000 for landscape improvements around the eastern area of the Vail Transportation Center where trees have been lost and plantings eroded by years of snow storage.
- \$150,000 for the continuation of the Open Lands Plan project.
- \$55,000 for an ADA ramp at the Ford Park Soccer Field entrance on Vail Valley Drive. The current driveway grade is not ADA compliant.
- The annual capital budget meeting with the Vail Recreation District was held on September 21st. Staff needs further research on a few newly-identified projects and will provide updated budget estimates for the second reading of the budget ordinance. The newly-identified projects include repair or replacement of skylights on the roof of Dobson Ice Arena, and increasing safety of mezzanine-level railings on the interior of Dobson.

The RETT Fund is currently projected with an ending fund balance of \$1.1M in 2018, and a fund balance of \$5.4 million at the end of 2022.

Marketing Fund

The Marketing Fund is generated through the collection of annual business license fees.

Budgeted revenue for 2018 of \$381,500 is projected flat with 2017 amended budget. \$360,000 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 \$703,700 to purchase replacement vehicles and equipment in 2018. 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 \$1.5 million for the end of 2018.

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 town was able to maintain costs for the past three years due to positive claims experience. 2017 claims are higher than previous years, and 2018 is anticipated to continue that trend. As a result, the 2018 proposed budget anticipates use of reserves, along with increases to costs for both town departments and employees. Projected fund balance is \$2.9 million for the end of 2018.

Dispatch Services Fund

This is an enterprise fund that manages county-wide 911 emergency services. The 2018 budget proposal includes capital expenditures of \$119,500 for the purchase of two radio consoles. The Dispatch Services Fund will need to use approximately \$71.7K in reserves in 2018 to cover the capital projects. Remaining fund balance will be \$792,503.

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 2018 proposed budget reflects a surplus of \$187,130 after payment of all operating expenses, principal and interest due to the capital projects fund, and \$280,701 set aside for capital projects. Specifically the capital improvements represent the third and final phase of Vail Resort's leased units (18 units of the 54 were renovated in 2016, 18 in 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 \$1.3 million at the end of 2018.

III. ACTION REQUESTED OF COUNCIL

Staff requests that Council approve or approve with amendments Ordinance No. 14, Series 2017 upon first reading.

9/27/2017

Goal: Level set the overall budgetary plan taking into account the past 5 years of growth and economic success for TOV combined with significant increases to in-town costs for the event.

Focus: Provide a premium level of service to spectators, businesses and partners long term with continued development.

Challenges:

- Lodging - Rates increase exponentially year over year.
- Venues/Bars/Restaurants - Pricing and terms for rental of venues for events have become unreasonable and present risk.
- Safety/Infrastructure - The success and popularity of the event requires additional investment to maintain standards.

The Burton US Open has created a demand that is now benefitting town businesses in what was formerly an off-peak period and now one most successful weeks of the year. We must offset a portion of the increases as a product of our success in order to keep this event sustainable over time.

Burton will continue to invest in areas that are in the best interest of the Vail community and Vail businesses while keeping the 36-year event legacy and brand intact.

Investment opportunities for 2018 include:

- **Expanded footprint in town.** New and enhanced installations improving guest experience.
- **Evolution of local business initiatives.** Programs aimed at increasing foot traffic and spend, targeting new merchants with more integrated promotion.
- **Continued focus on key marketing initiatives.** Attract key demographic to Vail for long term stays.

Burton is committed to best in class event execution with a direct ROI for TOV at a level above industry standards, or that of other US Open partners. Burton would cap its request at the same amount for 2019, no increase beyond what has been requested for 2018.

Sincerely,
Burton Partnerships and Events Team



Memorandum

To: Greg Clifton, Town Manager

From: Mark Novak, Fire Chief

Date: September 19, 2017

Subject: Town Council Information Request

I. Purpose

The purpose of this memo is to respond to a request for information made by Town Council during the September 19, 2017 Town Council Meeting. Specifically, there was a request for information regarding the current ISO rating for the Town of Vail and current wildfire mitigation efforts.

II. Insurance Services Offices Rating

The Insurance Services Offices (ISO) conducted a Public Protection Class (PPC) evaluation in April of 2015. The Insurance Services Offices is an insurance industry advisory organization responsible for the Public Protection Classification system. This system is used to evaluate structural fire suppression delivery systems (fire departments). This classification system is used by many insurance companies to make determinations regarding insurability, coverage levels and cost. The current grading schedule assigns a PPC class of 1-10, with 1 indicating superior fire protection and a rating of 10 indicating a fire protection delivery system that does not meet ISO's minimum requirements. In general, areas with a lower ISO rating have lower insurance rates and greater opportunity to obtain insurance through major insurance carriers.

The 2015 evaluation resulted in a PPC of 2/2x. Prior to this the Town had a PPC of 4/9 which was achieved in 2010. Before 2010 the Town had a PPC of 5/9 which had been in effect since 1992.

An ISO Class 2 is achieved with PPC a score greater than 80. The Town of Vail achieved a score of 82.11. This rating applies to all areas that are served by VFES, including areas outside the Town limits such as parts of the Intermountain area. The 2x rating applies to any property within the VFES service area that is greater than 1000' from a fire hydrant. VFES staff was unable to identify any developed property that meets these criteria. A property with a Class 2x rating would generally have higher insurance premiums than a property with a Class 2 rating.

The ISO evaluation reinforced the value of the construction and staffing of the West Vail Fire Station. Without the increased level of service provided by this facility, it is unlikely that a Class 2 would have been achieved.

Additional information regarding the ISO rating can be found in the staff memo dated September 29, 2015 and in the Council presentation from the October 6, 2015 Town Council meeting.

III. Status of Wildfire Mitigation Efforts

Vail Fire and Emergency Services (VFES) has developed a proactive wildfire mitigation program. These efforts began over 10 years ago. In 2014, Council authorized hiring a qualified Wildfire Mitigation Coordinator. In 2015, VFES adopted the Fire Adapted Communities (FAC) model of wildfire mitigation which is recommended by the National Cohesive Wildland Fire Management Strategy. The Fire Adapted Communities model has been tailored to the Town of Vail and branded "Fire Adapted Vail". The FAC model is based upon the concept that fire is a naturally occurring element of our community. Decreasing our vulnerability and increasing resilience is based upon taking a multi-pronged approach to reducing the risk of catastrophic wildfire. Primary components of this approach are: fuels reduction around the community, fuels modification adjacent to buildings (defensible space), ignition resistant building materials, evacuation planning, personal preparedness, public education and rapid response to fires.

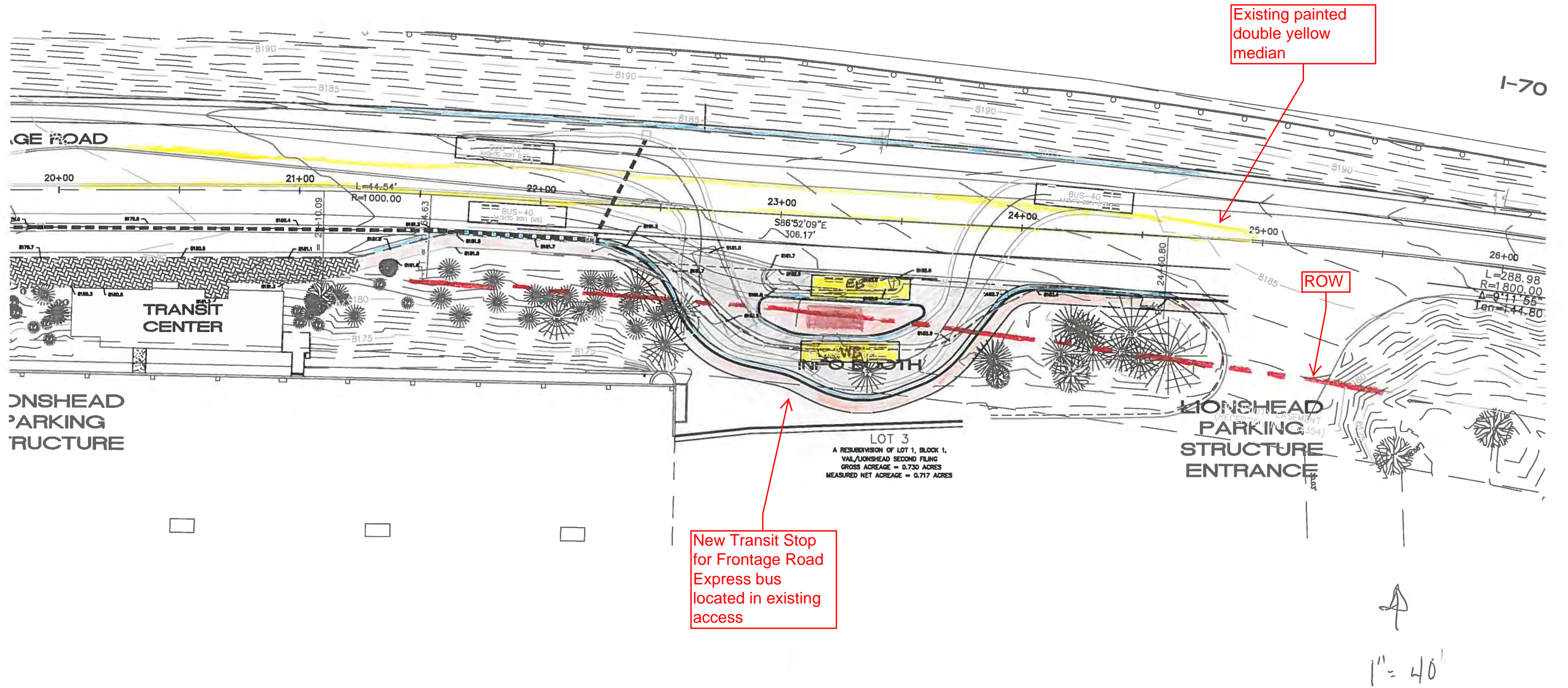
Specific actions and program accomplishments:

- A. Hazardous Forest Fuels Reduction Projects
 - 1. Buffehr Creek Fuels Reduction Project (15 acres), completed 2016, pile burning will be completed winter 2017/2018
 - 2. Intermountain Fuels Reduction Project
 - a. 37 acres hand thin completed 2016/2017
 - b. 43 acres helicopter logging in progress
 - c. 30 acres unfunded, identified as future project areas
 - d. Burning of hand piles and helicopter logging slash, winter 2017-2019
 - 3. Deer Underpass Fuels Reduction Project (7 acres), in progress
 - 4. North Trail-Trapper's Run second entry hand thin, scheduled for 2018
- B. Conducted evacuation drills summer 2015 and 2016
- C. Conducted defensible space evaluations of all Town of Vail owned properties, spring 2016
- D. Modified Design Review Standards to reflect the importance of ignition resistant landscaping and ignition resistant building construction, summer 2016
- E. Developed Town of Vail Fire Resistant Landscape Guidebook (defensible space guidelines), summer 2016
- F. Modified Mountain Pine Beetle Abatement Ordinance to include all wildland fuels, summer 2016

- G. Modified wood shake roof replacement ordinance, summer 2016
- H. Initiated fire department review of landscape plans for consistency with fire resistant landscaping guidelines, fall 2016
- I. Initiated door to door defensible space evaluations, spring 2017. This program is on a 5-year cycle to evaluate all properties in the Town of Vail
- J. VFES staff is currently working with Community Development staff to streamline defensible space related tree removal permitting
- K. The VFES workplan calls for completion of a Community Wildfire Protection Plan (CWPP) in 2018. The CWPP will identify and prioritize future projects based upon community risk.

Staff is available to provide additional information on these topics at your request.

Attachment C

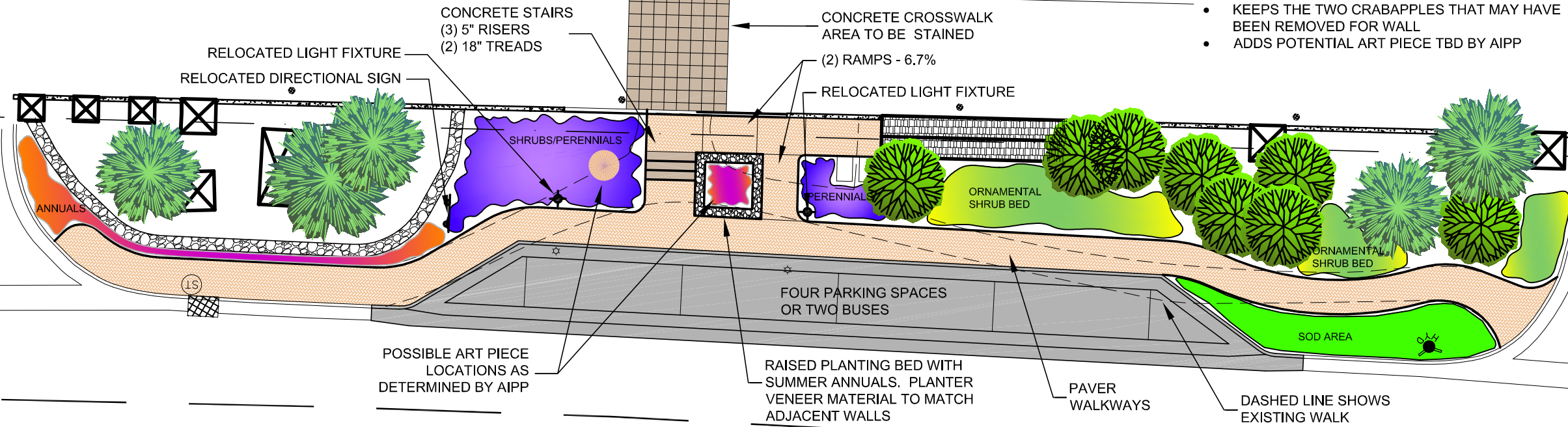


VAIL VILLAGE
INFORMATION CENTER

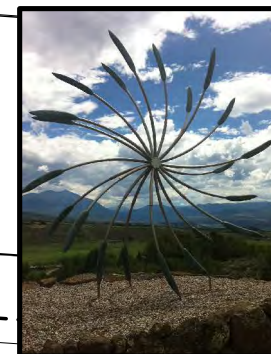
VAIL
TRANSPORTATION
CENTER

CHANGES FROM LAST PLAN:

- REDUCE PARKING FROM 5 SPOTS TO 4
- INCREASE SOD/LANDSCAPE AREA
- INCREASED ORNAMENTAL SHRUB PLANTINGS
- ADD CURVES TO SIDEWALK
- ELIMINATE RETAINING WALL
- KEEPS THE TWO CRABAPPLES THAT MAY HAVE BEEN REMOVED FOR WALL
- ADDS POTENTIAL ART PIECE TBD BY AIPP



CONCEPTS FOR POTENTIAL ART COMPONENTS AS PROVIDED BY THE ART IN PUBLIC PLACES COORDINATOR





Memorandum

To: Town Council
Greg Clifton, Town Manger

From: Dwight Henninger, Chief of Police
Craig Bettis, Commander
Jessica Tice, Sergeant GRANITE Task Force

Date: September 12, 2017

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

Executive Summary:

Over the past two years the GRANITE Drug Task Force has experienced great success in reducing mid-level drug sales in both Vail and the larger Eagle County. This has been done with a second Vail Police officer on a 2-year trial basis. The successes of this unit have encouraged our Federal partners in the DEA and FBI to consider placing additional personnel in this task force.

With the significant increases in opioid overdose deaths nationally and in Eagle County, staff is recommending making the trial period a permanent part of the Police Department budget. The incremental increase in cost for 2018 is \$139,977.

Background:

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 existing 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).

VUDU launched an investigation into an organized crime group conducting large scale cocaine distribution, extortion, and conspiracy, all within the Town of Vail. The case was titled "The Vail Underground", in reference to the local bar where the investigation began with multiple bar staff distributing cocaine on the premises. This investigation led to a Grand Jury indictment of 9 co-conspirators, and the arrest of 15 adults all involved

in drug trafficking in the Town of Vail. VUDU seized approximately 324.7 grams of cocaine (11.45 ounces) which has a street value of approximately \$33,000; 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 in U.S. Currency; clonazepam; and approximately 750 doses of LSD were seized with a street value of approximately \$9,000.00.

The Vail Underground case earned VUDU the positive attention of 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 (2 deputies) and created the multijurisdictional drug task force known as GRANITE (Gore Range Narcotics Interdiction Team). The Avon Police Department contributes overtime detectives and officers as needed and when available for GRANITE operational needs.

Since inception, GRANITE has conducted investigations focused on making a local impact to our communities within Eagle County related to felony narcotics distribution cases.

During 2016, 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 local 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 townhome, 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.
- **Federal Collaboration:** 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 an overdose. The defendant in this investigation is awaiting trial on federal offenses.

- **LSD Chemist Arrested in Vail:** 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 1,000 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 in drug money was seized. The total street value of drugs seized during this operation was \$14,000.
- **Eagle Cocaine Dealers Arrested with Additional Gun Charges:** 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 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 produced further evidence of cocaine distribution. Investigators kept tabs on the suspect due to his previous convictions for other felonies including a felony drug conviction. A GRANITE detective saw a post the defendant placed on social media selling a handgun and shotgun 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, Grayson Garner, who was selling ounce quantities of cocaine to the Vail area. Garner was arrested without incident after he delivered six ounces of cocaine, with a street value of \$17,000 to Vail. The investigation continued with the assistance of the FBI. GRANITE identified two co-conspirators which launched another investigation working with Federal Partners.
- **GRANITE Assists Avon Police with Cocaine Arrests:** GRANITE conducted several investigations in bars in Avon which resulted in identifying a cocaine dealer. This defendant has been a longtime 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:** 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 to the safety and security of their community.

- **GRANITE Seizures:** GRANITE seized \$100,000 in U.S. Currency in 2016, related to drug proceeds.

In 2016, The Vail Police Department received approval for and appointed an additional narcotics detective to the GRANITE Drug Task Force. This was the 29th Police Officer Position approved by Vail Town Council on a 2-year trial basis.

Since appointing the 29th VPD officer to GRANITE, the case load, felony distribution activity, narcotic seizures increases support continuing the assignment of this officer full time officer to GRANITE.

With the addition of the 29th officer position, GRANITE has conducted the following investigations of note:

- **GRANITE Arrests Appointed Official in Marijuana Cultivation and Conspiracy:** GRANITE launched an investigation into an interstate marijuana distribution network resulting in the arrest of two brothers, one of which is an elected Eagle County Official. Investigators seized 30 pounds of marijuana packaged for distribution and numerous truck loads of raw marijuana plant material.
- **GRANITE Arrests Large Scale LSD Dealers:** A previous LSD investigation led officers to two people selling large quantities of LSD in the Avon and Vail Area. After several months of investigation, GRANITE seized 600 doses of LSD, with a street value of approximately \$10,000. Two adults were arrested and the investigation continued. A GRANITE detective conducted advanced telephonic investigation into the cellular telephone toll data of the defendants as well another individual who was identified as their source of LSD supply and co-conspirator. Through this data analysis the detective was able to correlate cellular telephone communication between the defendants and their source of LSD supply, leading to the arrest of Teddy Gillis, a large scale LSD dealer. The detective was also able to determine the Gillis was at the "Top of the Food Chain" for LSD distribution, and was sourcing the Vail Valley with LSD from an out-of-county source, thus GRANITE eliminated this entire LSD drug trafficking organization acting in the Vail Valley.
- **Garner's Cocaine Co-Conspirators Are Arrested; One Kilogram Cocaine Seized:** In March 2016, GRANITE arrested Greyson Garner after he sold over six ounces of cocaine (\$17,000 street value) in Vail. A GRANITE detective conducted advanced telephonic investigation into Garner's source of cocaine supply, who was identified as a kilogram quantity cocaine distributor in the Aurora area of Colorado. The detective arraigned for a controlled purchase of cocaine with the supplier who was identified as Alan Hernandez. Hernandez had been supplying cocaine

customers in the Vail area with large quantities of cocaine throughout 2016. The detective also identified an additional co-conspirator, Justine Colton who was Garner's girlfriend. Colton was also employed as a Social Worker at Jefferson County, assigned to child services as a case worker. Hernandez delivered three ounces of cocaine to GRANITE during a controlled purchase. Hernandez was arrested without incident along with his accomplice who assisted with the sale of cocaine, Alan Quach. After their arrest, officers located an additional duffel bag of cocaine in the trunk of Hernandez's vehicle. The total weight charged in this investigation equaled 1190 grams cocaine, with a street value of \$119,000. Colton was arrested at her place of employment, and fired. She will no longer be working with children during the day while moonlighting as a cocaine trafficker. Quach and Hernandez's cases were adopted by the FBI for federal prosecution. They are awaiting sentences for federal prison.

- **GRANITE Collaborates with DEA on Interstate Marijuana Drug Traffickers Growing Locally, Selling Nationally:** GRANITE and DEA investigated a case which was initiated by an out-of-state seizure of large quantities of high grade marijuana during a traffic stop. The investigation led back to Avon, Colorado. Two brothers were identified as the cultivators of large quantities of marijuana being distributed over state lines across the country. DEA and GRANITE served search warrants on the suspect's residences. The suspects, Hunter and Nevada Furrow, were arrested after GRANITE located and seized 6,887 grams (15 pounds 3 ounces) of high grade marijuana packaged for distribution, 9 firearms, hash oil and LSD. The approximate value of marijuana seized has a street value of \$50,000.
- GRANITE is currently working numerous ongoing large scale narcotic investigations.

Due to the national epidemic of an all time historic high rate of opiate fatality overdoses, GRANITE recognized this issue as the next problem to face the Vail Valley. GRANITE partnered with the Avon Police Department to launch the Vail Police Department's Narcan Program. To date, Vail Police officers have responded to four separate instances of individuals overdosing on opiates. Officers administered Narcan to these unresponsive adults, resulting in all four being resuscitated when medics later arrived on scene. Doctors later have noted that the officer-administered Narcan was vital for this patient's survival.

GRANITE'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 felony drug distribution investigation, they help support patrol services as needed by backfilling shifts, conducting field intelligence of possible terrorist activities at high profile

special events, working high crime pattern activity such as, theft rings, car break-in's, ski thefts and other major cases.

Budget:

The costs of running this unit are shared between the involved agencies and it is anticipated that with the solidification of this team, that our Federal partner agencies (DEA and FBI) will assign more personnel time and funding to supporting this unit.

GRANITE Drug Task Force Agency Contributions per year

Category	Vail Police	Eagle County Sheriff	Avon PD	DEA	FBI
Personnel	(3)	(1), was 2 reduced due to staffing, will replace	\$25,000 Overtime fund	(.5)	(.25)
Salary & Benefits Expenses	\$332,300	\$110,000	\$25,000 OT for their Detectives	Unknown	Unknown
Vehicle(s)	3 (2 of which beyond capital replacement)	2	0	.5	.25
Vehicle Expense	\$21,648	\$15,000	0	Unknown	Unknown
Supplies	\$8,200	\$500	0	0	0
Buy Funds	50% \$5,000	50% \$5,000	0	As needed	0
IT/ Computers	5 computers	2 computers	0	.5	.25
Office Space	0	\$24,000	0	0	0
Total \$	\$367,148	\$154,500	\$25,000	Unknown	Unknown
Percent of Total \$546,648	67.2%	28.3%	4.5%	Unknown	Unknown

Statistics show that the appointment of the 29th officer position assigned full time to GRANITE has been successful in the area of drug enforcement, dangerous drug seizures, felony arrests, youth prevention, and in providing our community with a sense of safety and security through high quality police services.

The need for continued support from the Vail Police Department with the assignment of the 29th officer position to GRANITE is vital for continued success of the team. Geographical statistics show that, in 2016 and 2017, approximately, 50% of all drug investigations took place within the Town of Vail.

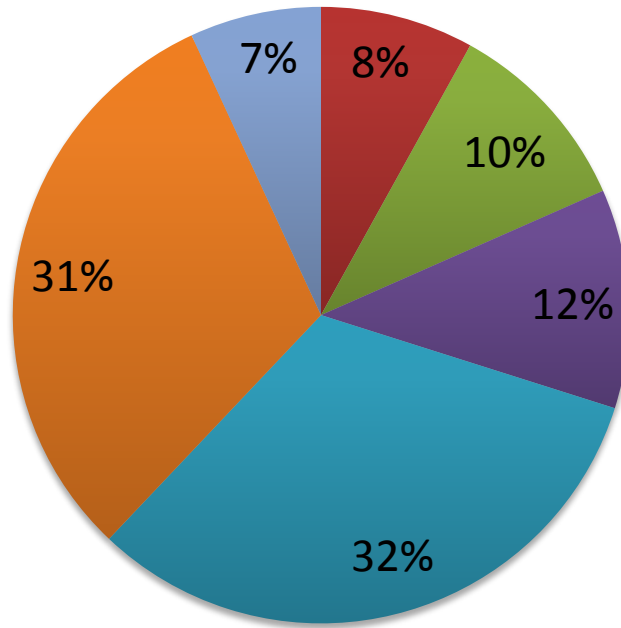
Although the \$367,148 seems like a lot of funds for drug enforcement, it is difficult to place a dollar figure on the loss of one life to a drug overdose, or the negative publicity that would come to the Town if a drug deal went bad in one of our businesses.

The Vail Police Department has taken a leadership role in the fight against illegal narcotics in Eagle County. In years past, the ability to stay within the jurisdictional boundaries of the Town and deal with issues as they came up was sufficient. In today's world, jurisdictional boundaries are simply imaginary lines that hamper progress in the fight against illegal narcotics. The problem of illegal narcotics in the Town of Vail will continue to increase if we don't address it in every corner of the county. Our participation in GRANITE and specifically the additional officer, has greatly improved our ability to slow the flow of illegal narcotics into the Town of Vail.

Staff is recommending the permanent funding of this 29th police officer position assigned full time to GRANITE as a narcotics detective.

Operational Location

■ Gypsum ■ Eagle ■ Edwards ■ Avon ■ Vail ■ Other



Memorandum

To: Patty McKenny, Acting Town Manager; Kathleen Halloran, Finance Director

From: Mark Novak, Fire Chief

Date: August 21, 2017

Subject: Resident Firefighter Program

I. Purpose

The purpose of this memo is to describe the current status of the Resident Firefighter program, future sustainability of the program, and to describe the proposed transition out of this staffing model. This transition is the final step in a process that was initiated in 2013 and was described in the budget memo submitted with the 2017 budget request.

II. Current Situation

The Fire Department is currently experiencing a number of challenges associated with the Resident Firefighter (Apprenticeship) program. The primary challenges associated with the staffing model are as follows:

- The use of the Department of Labor (DOL) Apprenticeship program to reduce labor costs is inconsistent with the intent and procedural requirements of the DOL.
- Retention problems within the Resident program.
- High recruitment and on-boarding costs.
- Negative impact on organizational resources and employee development of tenured employees who desire to grow within the organization.
- Difficulty in recruiting a diverse workforce.

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 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; Resident Firefighters were able to get free or subsidized housing, while the Fire Department benefitted from an inexpensive staffing solution that required little investment of time or financial resources. In addition, the lack of minimal training

requirements meant that a Resident Firefighter could be used to support staffing immediately.

Today a firefighter must complete approximately 790 hours of training prior to being qualified for the position. This training includes completing the following: Firefighter I Academy, Emergency Medical Technician (EMT) training, Hazardous Materials First Responder Operations training, and Basic Wild land 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. Following the introductory period, a large training investment is made in the Resident Firefighter in order to equip them with the skillset of our regular Firefighters. This includes swiftwater rescue training, technical rope rescue training, vehicle extrication training and additional wildland training. The investment of time and financial resources in training Resident Firefighters detracts from the development of the remainder of the fire department staff.

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. The average retention period for a Resident Firefighter is 18 months. The practical implication of this is that to maintain staffing, the fire department must hire and train 5 new Resident Firefighters each year. This results not only in a retention problem, but also impacts the 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. In the last two years we have conducted five recruitment processes and will need to recruit again before the end of the year. These recruitment processes have yielded few qualified candidates and we have experienced “no show” rates for the testing process of up to 50%.

Recruiting and hiring Resident Firefighters has a number of costs both in terms of financial and human resources. A recruitment process begins with advertising the position nationally for 30-60 days. Applications are then screened, phone interviews are conducted and qualified applicants are invited to attend an on site testing process. 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 background screening, drug test, psychological evaluation and extensive physical examination. This pre-employment screening costs approximately \$800 per candidate. Once a Resident Firefighter is hired it costs approximately \$5000 to outfit the Firefighter with personal protective equipment and uniforms. When combined with recruitment and training costs, the total cost to onboard

a Firefighter exceeds \$13,000. With our current experience of hiring 5 Resident Firefighters per year, this expense is \$65,000 per year. 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) for extra hours engaged in 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 an additional administrative burden to comply with DOL requirements. During the last year it was identified that several components of our program need to be modified to maintain compliance with the DOL program.

One particularly challenging aspect of the DOL Apprenticeship program is that it is intended to be 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). DOL requirements stipulate that credit be awarded to candidates who enter the Apprenticeship program with previous experience and training. As a result, the 3 year term of apprenticeship may in fact be as short as two years. The implication is that if an Apprentice completes the program, the Town should be prepared to move the Resident into regular full-time employee status and increase the pay to a level equivalent to our full-time regular Firefighters and provide the same benefit package that other regular employees receive.

The financial reality is that the low wage 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.

The difficulties in relying upon a Resident Firefighter program to maintain daily staffing levels is not unique to the Town of Vail. The majority of fire departments in the region have experienced similar challenges and have eliminated their Resident Firefighter programs.

III. Alternatives

The Fire Department, along with Human Resources has been exploring approaches to addressing the challenges of the Resident Program for a number of years. In 2014, a proposal was made to eliminate the Resident Program for many of the same reasons discussed in this memo. A decision was made to retain the program, but increase the entry-level requirements with the goal of reducing the training burden on VFES and improve retention. 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.

In 2016, the number of Resident Firefighter positions was reduced from 9 to 6. At the time this change was made, it was noted that this was a stop-gap measure and that staff would be requesting to discontinue the Resident Program in the 2018 budget.

The following alternatives address the challenges associated with the Resident Firefighter Program while maintaining an adequate staffing level for daily operations.

Alternative 1:

Eliminate Resident FF Program-Single Firefighter Pay Scale			
	Salaries	Benefits	Total Compensation
Proposed	330,022	132,009	462,030
Current (Resident Program)	244,984	60,000	304,894
Increase	85,128	72,009	157,136

Alternative 2:

Eliminate Resident FF Program-Reclassify as Firefighter with Graduated Pay			
	Salaries	Benefits	Total Compensation
Proposed	276,400	110,560	386,960
Current (Resident Program)	244,984	60,000	304,894
Increase	31,506	50,560	82,066

Both alternatives would require an increase in the overtime budget to account for sick leave, vacation and compensable training. This impact is estimated at \$49,500 for alternative 1 and \$39,600 for alternative 2.

Alternative 2 is more fiscally conservative; however it is based upon lowering the existing entry level Firefighter wages and creating a graduated pay scale. It is recognized that this will create disparity within the Firefighter rank which may negatively impact morale and employee engagement.

With both alternatives, **there is no change proposed to the Fire Department FTE count.**

Staff has investigated revenue sources to offset the increased staffing costs associated with eliminating the Resident program; however the ability of the fire department to generate additional revenue is limited. Fire department activities do result in the generation of \$86,500 in revenue from Eagle County for response to the Vail Pass area. In addition, “out of district” fire protection agreements generate approximately \$50,000 and the fire department generates invoices totaling approximately \$3000 for out of district responses.

IV. Summary

The current fire department staffing model is dependent upon the DOL Apprenticeship program to provide an inexpensive means to achieve minimum staffing requirements. The use of the Apprenticeship program to reduce labor costs is inconsistent with the intent and procedural requirements of the DOL. During the course of the past four budget cycles, a number of approaches have been implemented with the goal of maintaining a viable program. Despite these efforts, the Resident program is a model which is no longer effective in meeting the staffing needs of the fire department or containing costs. Staff has developed a transition plan which **does not increase the FTE count**, contains costs, and fixes a broken staffing model.

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 budget while concurrently advancing strategic objectives necessary to maintain the commitment to providing excellent service. The proposal detailed in this memo is 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
- Be a leader in developing an exceptional and professional workforce that aligns with the Vail Way.
- 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

V. Staff Recommendation:

Alternative 1 is recommended as it replaces an ineffective staffing model without creating wage disparity within the rank of Firefighter.

VI. Attachment: VFES Organizational Chart

Financial Overview

The Town of Vail 2018 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 2018 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 prior year's Community Survey results. In addition, some of the budget items requested will help align resources and equipment to accommodate added service levels associated with newer capital improvements throughout town.

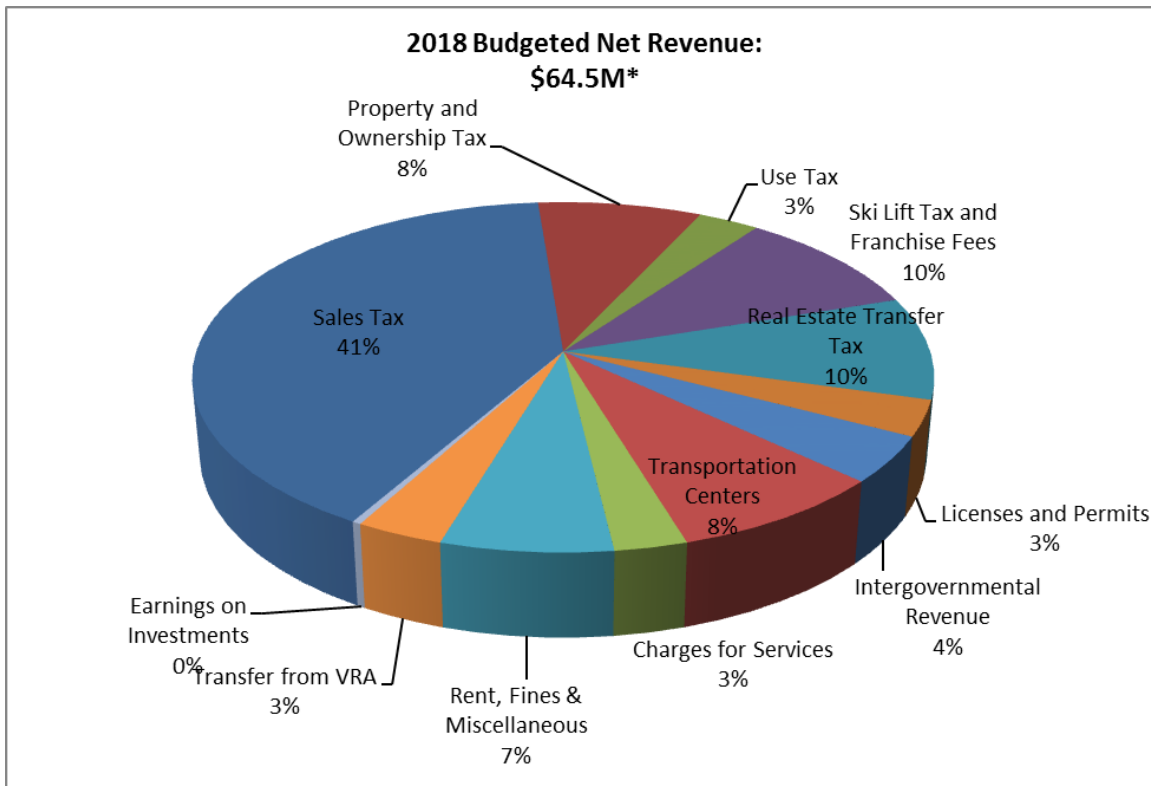
Historically the town has funded all capital projects through the Capital Projects Fund, and later through the Real Estate Transfer Tax fund for eligible projects. Since 2007 the town has been able to utilize funds with the creation of the Vail Reinvestment Authority district in the Lionshead area and the accompanying Tax Increment Financing (TIF) revenue that is generated from incremental property taxes collected on new development. The various sources of funding for capital projects has enabled the town to cash-fund many projects, however total town reserves of \$82.7 million in 2016 will be reduced to \$44.7 million in 2017 upon completion of several projects. Reserves will increase to approximately \$52.0 million in 2018 based on the current budget proposal.

General Fund operations for the proposed 2018 budget will result in a surplus of \$71,488. One-time planning projects for the Civic Area and West Vail master plans totaling \$475,000 are proposed to be paid for out of town reserves. The General Fund fund balance at the end of 2018 is projected at \$27.2 million, or 69% of annual revenues.

REVENUE

The town's 2018 budget is funded by a projected **\$87.0 million net revenue** budget. Net revenues exclude inter-fund charges and transfers. This projection includes \$16.7 million for the sale of the Chamonix housing units and a \$5.8 million shared project reimbursement for the Red Sandstone parking structure (\$4.3 million from Vail Resorts and \$1.5 million from Eagle County School District). Excluding, these one-time impacts, 2018 net revenues are conservatively projected to be \$64.5 million, a 5.4% decrease from 2017 amended and is a 4.5% decrease from 2016 actual results. The below chart identifies the various sources of town revenue:

Financial Overview



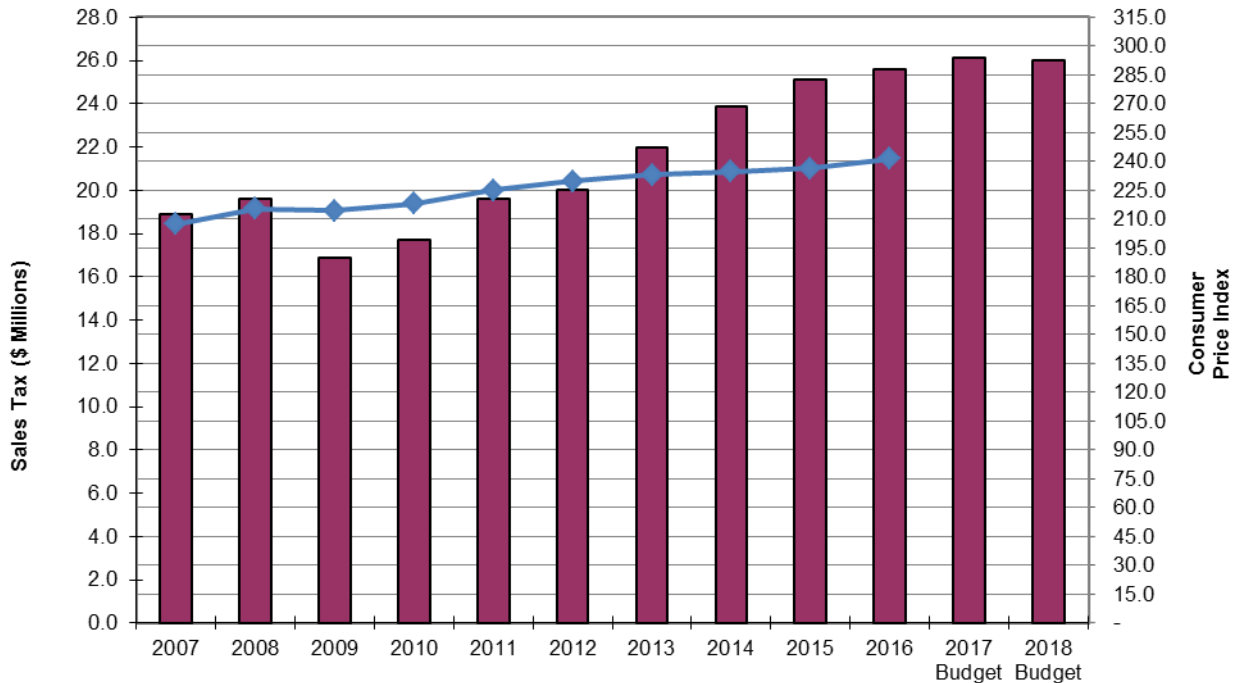
*For year over year comparison purposes, the one time impact of the sale of Chamonix housing units(\$16.7M) and the Red Sandstone parking structure shared project reimbursements (\$5.8M) have been excluded from this chart.

LOCAL TAXES: Six revenue sources make up local taxes and generate 71% 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 2018. The \$26.0 million of sales tax projected conservatively at an increase of 2% from the amended budget for 2017 and a 1% increase from 2016. 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 2018 this includes \$400,000 for Lionshead express bus stop improvements, \$206,000 for a heated walk between the Vail Spa and the Lion (\$100K), and \$1.5 million for the Red Sandstone parking structure (a total of \$9.3 million is projected to be reimbursed for that project over the next 5 years). The VRA will reimburse the town \$2.2 million in 2018, represent approximately 3% 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 \$6.1 million represent 9% of total annual revenues. This is a 4.3% increase from the 2017 amended budget and a 10.9% decrease from 2016.

Property and Ownership Tax of \$5.3 million will generate 8% of total revenues for 2018. 2018 revenues are estimated to increase 8.4% from 2017 amended based on a recent report from the County Assessor's office. The projected tax revenue includes impacts from a reduction in residential taxes due to the Gallagher Amendment, but is offset by increases in property valuations. The Gallagher Amendment reduces residential taxes by 9.5%, however residential values increased by approximately 10%, so taxes collected by the town are anticipated to be flat from residential properties. Commercial properties were assessed at a 50% increase in valuation, mainly due to new

Financial Overview

properties coming online and the sale of large commercial properties. The current base mil levy is 4.69 and typically 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.

Construction Use Tax collections are estimated at \$2.0 million for 2018, a 2.0% increase from 2017 amended budget plus an additional estimate for Mountain View. The estimated 2% increase is based on a five-year history. 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 \$5.2 million and \$1.2 million, respectively for 2018, representing 10% 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 2017 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 \$2.1 million or 3% of total revenues in 2018, up 7.0% from the 2017 amended budget. This revenue source can fluctuate from a few large commercial and residential construction projects. The 2018 projection is based on historical averages plus estimates for the Mountain View and east wing of the Vail Valley Medical Center. 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 \$1.6 million in 2018.

The **Business License Fee** is restricted by ordinance for marketing and special events, and is recorded in the Marketing Fund. The budgeted revenue of \$380,000 is a flat with 2017 amended budget based on historical trends.

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 2018, and flat with 2017 amended budget.

INTERGOVERNMENTAL REVENUE supplies 4%, or \$2.8 million of total revenue 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

Financial Overview

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 2018 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 2014, 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 2018. The agencies are covering the cost through increased fees. 2018 contribution from the E911 board totals \$762,176 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 2018 total approximately \$833,500.

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 2018 was budgeted based on the prior two year history, at approximately \$720,000. 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 flat with 2017 budget based on information provided by the Colorado Municipal League.

TRANSPORTATION CENTERS located at Lionshead and in the Vail Village generate 8% of total revenues and are budgeted at \$5.4 million for 2018. This is a 4.5% increase from 2017 amended and a 2.9% increase from 2016. Daily parking fees and parking passes during ski season are the largest sources of this revenue. This budget proposal does not include any changes to parking rates or pass prices.

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 then return.

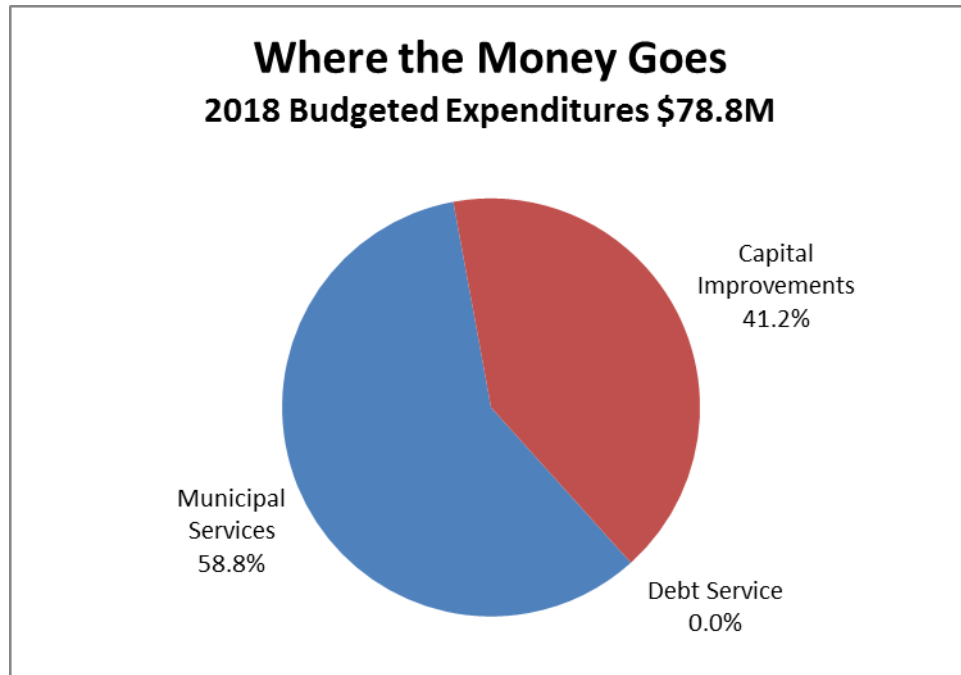
EXPENDITURES

The town's expenditure budget for 2018 is **\$78.8 million** excluding inter-fund transfers and charges. This is a 25.7% decrease from the 2017 amended budget, mainly due to a decrease in capital projects spending. 2017 included large capital projects such as the vehicle expansion including a snow plow, loader, and a sweeper; replacements of six

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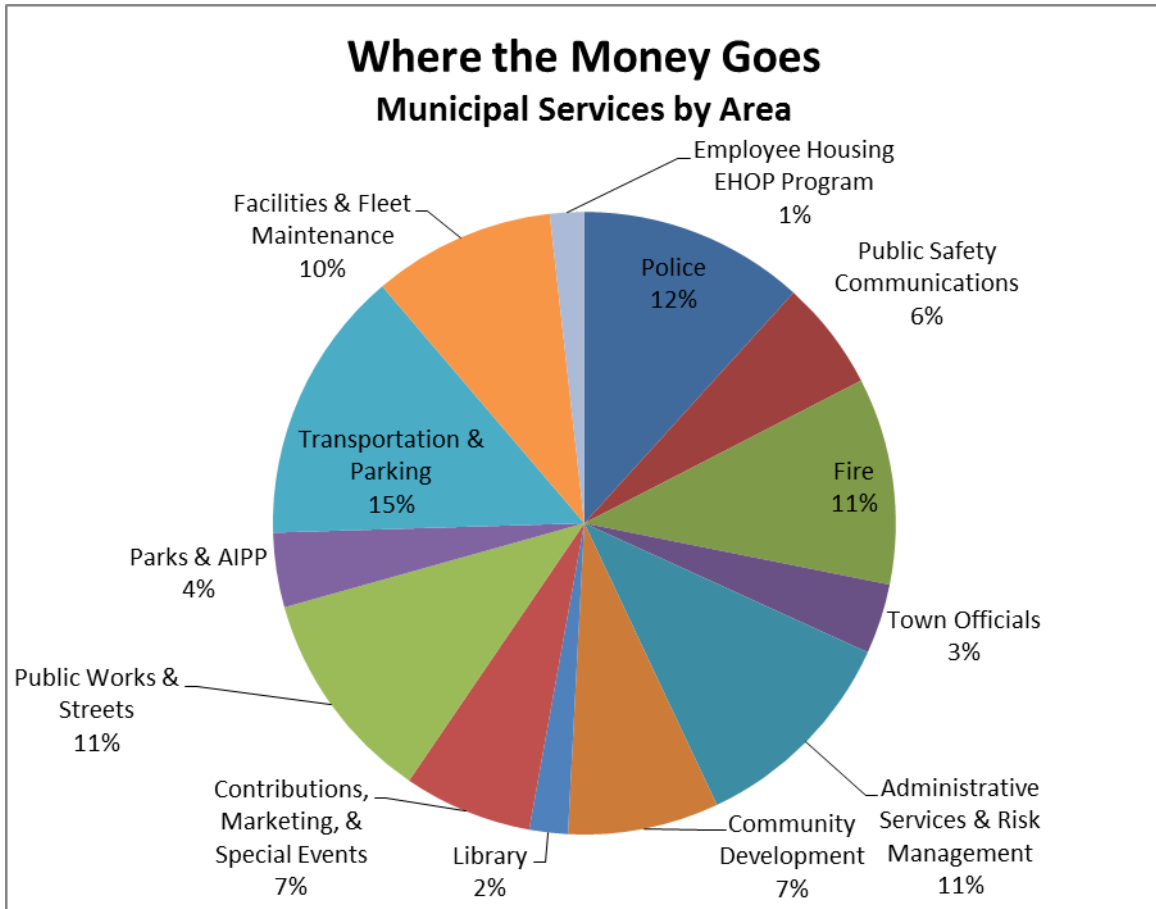
buses; construction of the Chamonix housing development, and the final phase of the new I-70 underpass.

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



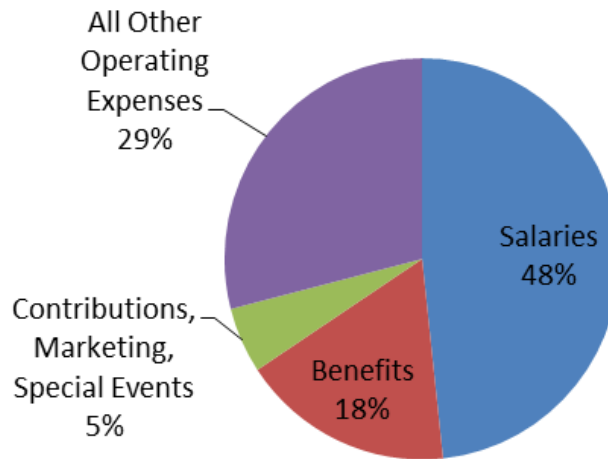
Within municipal services, 28% of spending is for public safety, including 12% for the Vail Police Department, 6% for Vail Public Safety Communications (which is county-wide) and 11% for Fire prevention and suppression. Fourteen percent of the total is spent on transportation and parking, which includes 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 9.5% 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.

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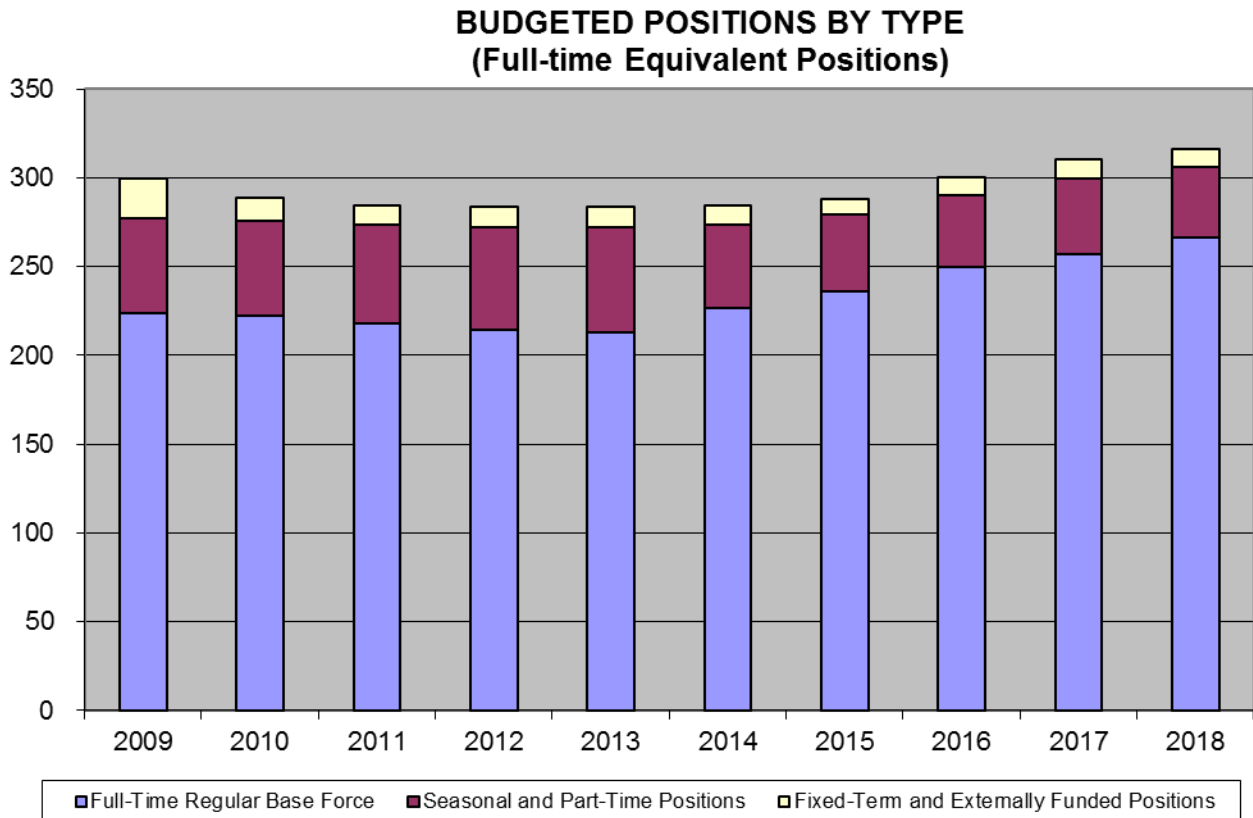
Another way to look at how the town spends its money is to look at expenditures by category. The major categories within municipal services are Salaries; Benefits; Contributions, Marketing and Special Events; and Operating, Maintenance and Contracts (All other Operating Expenses). Salaries, which represent 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.

Where the Money Goes Municipal Services by Category



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.

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The town's operations are supported by 313.16 full time equivalent (FTE) positions in 2018, up 2.76 from 2017. Of these, 276.13 are full-time regular employees. Included in the requested head count is an additional building inspector approved by the Town Manager mid year 2017 to help address the staffing needs in Community Development. The headcount chart also reflects the final phase of a reorganization in the Fire Department initiated two years ago as outlined in **an attached memo from the Fire Department (Attachment E)**. There is no net increase to FTEs, however six full-time seasonal employees would convert to regular full-time. Other shifts in headcount proposed by staff include the conversion of a fixed term drug task force position to a permanent full time position, one seasonal heavy equipment operator (0.5 FTE) to start in October 2017 and will convert to 1.0 FTE in May 2018, two summer seasonal bus drivers (0.76 FTE) for the increased East Vail summer bus service and the continuation of a 2-year fixed term water quality position to June 2019.

SALARY AND WAGES

The 2018 budget includes funding for performance based merit increases for full-time employees (up to 4%).

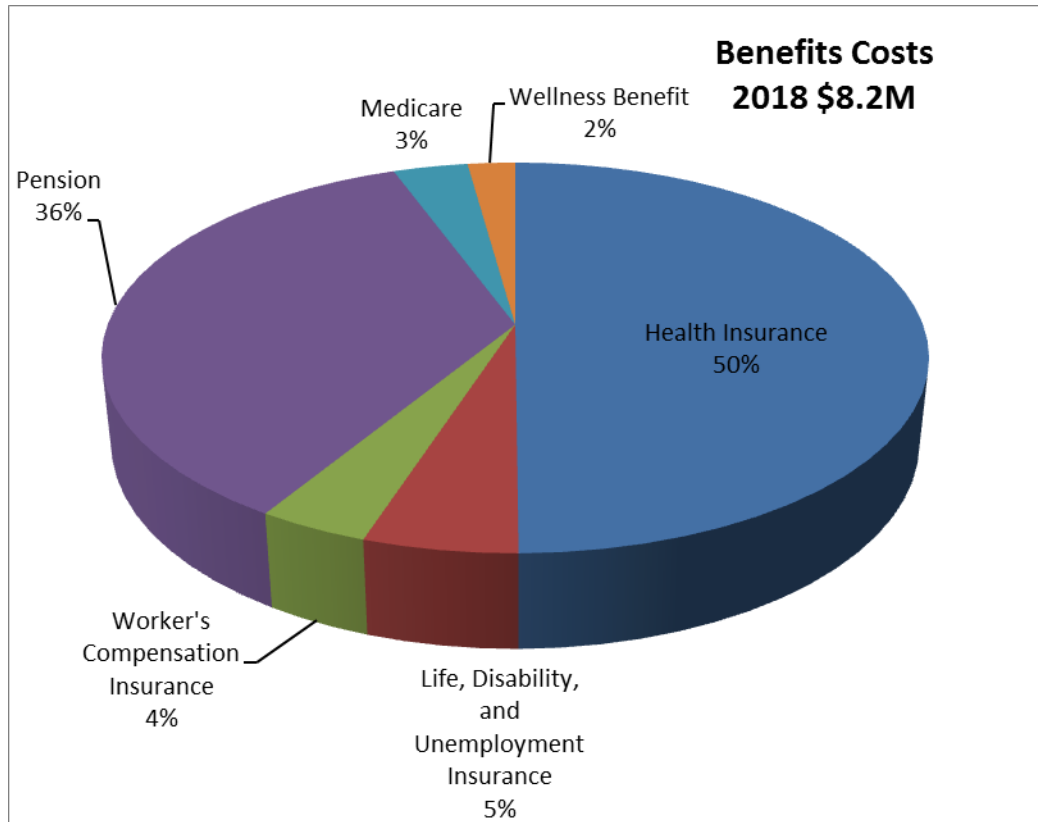
BENEFIT COSTS

Employee benefits are projected at \$8.2 million, representing 39.2% of base salary expense for 2018. For full-time employees, benefits average 40.0% of salary and for seasonal employees, benefits average 29.2% of wages. These cost estimates include the impact of the Affordable Care Act. The largest single component of benefit cost is health insurance at 50%. 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

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employees and their dependents. Health care expenditures are recorded through the Health Insurance Fund.

The next largest component of the benefits cost is employee pension comprising 36% 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. 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 \$32.5 million in 2018.

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Real Estate Transfer Tax Fund Projects

Annual operating costs in the RETT fund are proposed at \$6.5 million. Included in ongoing operating costs are contributions to non-profit organizations of \$134,150. Other noteworthy projects include: water quality and storm water improvements and infrastructure, East Vail interchange water vaults and landscape improvements, repairs to the Dowd Junction bike path and retaining walls and improvements to a section of the Gore Valley Trail between Donovan Pavilion and the Vail Conoco. Additional details are shown in the Real Estate Transfer Tax Fund Five-Year Projection.

Capital Project Fund Projects

Noteworthy projects for 2018 include: Annual capital maintenance of town facilities, parking structures, technology and streets totaling \$2.8M; vehicle expansion including a snow blower, landscape truck, and Drug Task Force vehicle (\$265K); \$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 (\$3.0M), and continuation of pedestrian safety improvements (\$1.5M). Projects within Lionshead that will be funded by the Vail Reinvestment Authority include \$2.2 million for improvements to Lionshead bus stops, construction of a heated sidewalk between Vail Spa and the Lion; and construction of a parking structure at Red Sandstone Elementary School. The VRA will reimburse the Capital Projects Fund for the Red Sandstone parking structure a total of \$9.3 million over the next five years. Additional details are shown in the Capital Projects Fund Five-Year Projection.

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 \$703,700 to purchase various replacement vehicles and equipment in 2018. 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 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 2018 proposed budget reflects a surplus of \$187,130 after payment of all operating expenses, principal and interest due to the capital projects fund, and \$280,701 set aside for capital projects. Specifically the capital improvements represent the third and final phase of Vail Resort's leased units (36 units of the 54 were renovated in 2016 and 2017, 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 \$1.3 million at the end of 2018.

FUND BALANCES

Projected fund balances for all funds at 12/31/18 are \$52.0 million compared to \$44.7 million projected for the year ending 12/31/17. The ending fund balance of the General Fund is projected at \$27.2 million, representing 69% of annual revenues. It is recommended that the General Fund be at least 25% of the budgeted revenues. The

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Capital Projects Fund and RETT Fund are projected to have ending fund balances of \$16.9M and \$1.1M, respectively at the end of 2018.

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. Annual debt service of approximately \$1.1 million is paid by incremental property taxes collected within the district.

Major Revenue Analysis 2018 Proposed Budget											
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Amended	Estimate	Comments
General Sales Tax	16,913,338	17,676,115	19,581,414	20,046,455	21,999,999	23,881,130	25,141,932	25,763,244	25,535,000	26,046,000	2018 proposed at a 2% increase from 2017 amended, or 1.1% increase from 2016 actuals
	-13.8%	4.5%	10.8%	2.4%	9.7%	8.6%	5.3%	2.5%	-0.9%	2.0%	
RETT Tax	2,513,481	6,950,701	4,403,706	5,452,937	4,725,589	6,849,449	6,965,617	6,843,356	5,850,000	6,100,000	2018 proposes a 3% increase from 2017 budget plus some additional for sales at Lion
	-72.4%	176.5%	-36.6%	23.8%	-13.3%	44.9%	1.7%	-1.8%	-14.5%	4.3%	
Parking Revenue	4,975,795	5,037,042	4,023,940	3,453,836	4,170,065	4,528,137	4,948,993	5,230,062	5,155,000	5,388,000	2018 proposes a 3% increase from 2016 actuals
	5.7%	1.2%	-20.1%	-14.2%	20.7%	17.9%	9.3%	5.7%	-1.4%	4.5%	
Property & Ownership Tax	4,506,491	4,951,386	5,031,770	4,157,279	4,227,966	4,358,411	4,389,241	4,911,842	4,891,307	5,300,000	2018 assumes impact from Gallagher Ammendment with a residential rate of 7.2%
	4.6%	9.9%	1.6%	-17.4%	1.7%	0.1%	0.7%	11.9%	-0.4%	8.4%	Includes a preliminary report from the Assessor's office; we'll know more in November
Lift Tax Revenue	3,048,011	3,357,717	3,529,125	3,433,686	4,007,908	4,351,624	4,763,956	5,032,970	4,964,400	5,212,600	2018 proposed at a 3.5% increase from 2016 actuals and a 5% increase from 2017 budget.
	-7.0%	10.2%	5.1%	-2.7%	16.7%	15.1%	9.5%	5.6%	-1.4%	5.0%	Historical average is 8% per year, but that reflects increase from EPIC Discovery
Construction Fees	1,341,731	1,272,606	985,377	1,333,681	1,404,928	2,608,807	1,949,884	1,552,569	1,496,837	1,619,321	2018 based on 4-yr average plus estimates for Mountain View and East Wing of Vail Health
	-64.7%	-5.2%	-22.6%	35.3%	5.3%	4.4%	-25.3%	-20.4%	-3.6%	8.2%	
Construction Use Tax	713,582	1,103,119	721,002	1,221,734	1,360,585	1,803,853	2,220,168	1,688,841	1,545,000	1,975,900	2018 at 2% increase from 2017 budget plus estimate for Mountain View
	17.3%	54.6%	-34.6%	69.4%	11.4%	0.2%	23.1%	-23.9%	-8.5%	27.9%	
Other Taxes	1,545,535	1,711,350	1,806,708	1,672,112	1,735,016	1,829,591	1,886,347	1,812,997	1,923,282	1,878,472	County sales tax (based on TOV sales tax), Road & Bridge, Hwy users revenue, etc.
	-6.0%	10.7%	5.6%	-7.4%	3.8%	5.6%	3.1%	-3.9%	6.1%	-2.3%	
Federal / County Grants	203,765	3,785,144	1,596,040	916,067	82,630	474,399	152,193	184,827	1,420,000	70,000	2017 includes \$700K CDOT Water Quality "TAP" grant and \$704K bus grants
	N/A	1757.6%	-57.8%	-42.6%	-91.0%	-45.6%	-67.9%	21.4%	668.3%	-95.1%	2018 includes Lottery revenue, incident management training reimbursement and fire deployments
Earnings on Investments	460,234	330,216	539,541	492,015	426,975	674,027	271,896	191,992	404,304	217,698	2018 based on available fund balance and investment returns assumed at 0.7%
	-75.0%	-28.3%	63.4%	-8.8%	-13.2%	57.9%	-59.7%	-29.4%	110.6%	-46.2%	
Rental Income	912,090	862,151	895,872	832,134	918,691	1,044,463	1,028,950	1,019,509	1,013,838	1,064,138	Includes Donovan Pavillion at \$300K; employee housing rentals and parking structure leases
	-4.0%	-5.5%	3.9%	-7.1%	10.4%	24.2%	-1.5%	-0.9%	-0.6%	5.0%	
E911 and Interagency Dispatch	1,904,572	1,908,591	1,958,581	1,915,218	1,982,170	1,931,359	1,896,010	1,918,590	2,012,216	2,042,068	Funding by E911 Authority Board and participating agencies
	14.9%	0.2%	2.6%	-2.2%	3.5%	-2.6%	-1.8%	1.2%	4.9%	1.5%	
Vail Reinvestment Authority Transfers	-	1,070,365	7,125,196	5,354,864	1,842,286	3,049,280	2,757,637	3,546,063	5,876,912	2,156,000	2017 for I-70 Underpass (\$3.25M), Lionshead Parking Structure Landscaping (\$100K), Vantage Point Walk (\$185K)
		N/A	565.7%	-24.8%	-65.6%	65.5%	-9.6%	28.6%	65.7%	-63.3%	2018 construction of walkway from E. LH Circle to Dobson (\$790K); work on Dobson Plaza (\$975K) and design of Frontage Rd Improvements from LH to Muni building (\$100K)
Sale of Chamonix Housing Units										16,742,000	Assumes 2 units sell in 2017 (not reflected in budget yet), with remaining 30 units sold in 2018
Project Reimbursment Red Sandstone										5,800,000	\$4.3M from Vail Resorts; \$1.5 from Eagle County School District cost share of RSES parking structure
All Other Revenue	4,885,916	7,957,308	6,463,634	4,725,743	4,725,539	7,522,484	9,577,305	7,783,483	6,070,867	5,380,842	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
	-24.8%	62.9%	-18.8%	-26.9%	0.0%	59.2%	27.3%	-18.7%	-22.0%	-11.4%	for service such as out of district fire response and Police contracted services. It may also include use of Traffic Impact fees or Holy Cross Community Enhancement Funds
Total Revenue	43,924,542	57,973,811	58,661,907	55,007,762	53,610,347	64,907,014	67,950,130	67,480,345	68,158,962	86,993,038	
% compared to Prior Year	-24.3%	32.0%	1.2%	-6.2%	-2.5%	21.1%	4.7%	-0.7%	1.0%	27.6%	
								23		-5.4%	Decrease from 2017 amended excluding one time impacts

**Town of Vail 2018 Budget
Summary of Changes in Personnel
From 2017 Original Budget to 2018 Budget**

		Comments
Full-time Regular Positions		
Firefighters	6.00	Conversion of 6 seasonal resident firefighters to 6 fulltime firefighters to complete reorganization structure started in 2016; no change in total FTE count
Building Inspector	1.00	2017 catchup of full time building inspector for increased service needs
Heavy Equipment Operator / Turf	1.00	Conversion of seasonal heavy equipment operator to fulltime (May 2018)
Drug Task Force Officer	1.00	Conversion of Drug Task Force Officer into a permanent position (see offset in fixed-term positions below)
Total Full-time Regular Positions:	9.00	
Fixed-Term Positions		
Drug Task Force Officer	(1.00)	Conversion of Drug Task Force Officer into a permanent position (see offset in fulltime positions above)
Total Fixed-Term Positions:	(1.00)	
Seasonal Positions		
Resident Program Firefighters	(6.00)	Convert 6 seasonal resident firefighters to 6 fulltime firefighters (see offset in fulltime positions above)
Heavy Equipment Operator	(0.50)	2017 catchup of conversion of 1 seasonal HEO to fulltime combined heavy equipment operator and turf maintenance position (May 2017)
Heavy Equipment Operator	0.50	2017 catchup of seasonal heavy equipment operator to address impacts from the I-70 underpass and water quality projects (Oct 2017)
Bus Drivers	0.76	Add 2 seasonal bus drivers (.38 each) for increased East Vail summer service
Total Seasonal Positions:	(5.24)	
Total Changes to FTE Count:	2.76	

TEN-YEAR SUMMARY OF BUDGETED POSITIONS BY DEPARTMENT

												2018 Positions Change
Department	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
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	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	29.60	0.00
Community Development	15.18	17.85	15.85	14.85	13.85	13.85	12.85	13.85	12.85	14.00	15.00	1.00
Fire	22.00	21.25	24.25	24.00	24.00	24.50	25.50	28.50	29.50	30.50	36.50	6.00
Police and Communications	54.50	54.50	55.50	53.75	54.75	54.25	54.25	55.25	56.25	56.25	57.25	1.00
Library	6.63	6.55	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	41.80	1.00
Transportation & Parking	31.00	33.00	31.00	31.00	31.00	31.00	39.50	39.50	47.50	47.00	47.00	0.00
Fleet Maintenance	13.00	13.00	12.00	12.00	12.00	12.00	12.00	11.00	11.00	12.00	12.00	0.00
Facility Maintenance	20.00	20.00	20.00	20.00	18.00	16.00	16.00	17.00	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	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	266.13	9.00
Fixed Term Employees												
Administrative Services	-	-	-	-	-	0.50	-	-	1.00	1.00	1.00	0.00
Community Development	4.00	4.00	0.50	-	-	-	-	-	-	1.00	1.00	0.00
Fire	2.00	2.00	-	-	-	-	-	-	-	-	-	0.00
Police and Communications	3.48	3.00	-	-	-	-	-	-	1.00	1.00	-	(1.00)
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	2.00	(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	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	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	276.13	8.00

TEN-YEAR SUMMARY OF BUDGETED POSITIONS BY DEPARTMENT

												2018 Positions Change
Department	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
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	0.00
Administrative Services	1.19	1.94	1.94	1.94	1.94	1.94	1.94	1.69	1.19	2.29	2.29	0.00
Community Development	1.25	0.25	0.00	0.00	0.25	0.25	0.25	0.25	0.00	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	3.00	(6.00)
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	0.00
Library	1.70	1.70	1.70	1.70	1.70	1.70	1.70	2.20	2.40	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	8.66	0.00
Transportation & Parking	26.70	25.70	27.46	27.46	27.46	27.46	20.30	19.84	19.00	19.00	19.76	0.76
Fleet Maintenance	0.00	0.00	0.25	0.25	0.25	0.25	0.00	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	0.92	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	37.03	(5.24)
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	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	32.89	0.00
Community Development	20.43	22.10	16.35	14.85	14.10	14.10	13.10	14.10	12.85	15.00	16.00	1.00
Fire	31.20	33.45	34.45	36.70	37.70	38.20	38.20	38.11	39.57	39.50	39.50	0.00
Police and Dispatch	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	6.00	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	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	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	50.46	1.00
Transportation & Parking	57.70	58.70	58.46	58.46	58.46	58.46	59.80	59.34	66.50	66.00	66.76	0.76
Fleet Maintenance	13.00	13.00	12.25	12.25	12.25	12.25	12.00	11.00	11.00	12.00	12.00	0.00
Facility Maintenance	21.38	21.38	21.38	21.38	19.38	17.38	16.92	17.92	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	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	313.16	2.76

**Town of Vail
Employee Benefits**

	2016		2017		2018	
	Actual	% Salary	Budget	% Salary	Proposed	% Salary
Full-Time Regular Employees						
Fee Based						
Health Insurance	3,017,821	18.32%	3,198,039	17.48%	3,758,200	19.45%
Group Term Life, Disability & Accidental Death	167,337	1.02%	231,700	1.27%	242,500	1.26%
Wellness Benefit	94,816	0.58%	114,000	0.62%	114,000	0.59%
Sworn Officer Death and Disability Insurance	104,377	0.63%	104,300	0.57%	118,000	0.61%
Subtotal Fee Based	3,384,351	20.54%	3,648,039	19.94%	4,232,700	21.91%
Payroll Based						
Pension Contribution	2,545,571	15.45%	2,902,369	15.87%	2,890,473	14.96%
Medicare	235,636	1.43%	243,073	1.33%	258,166	1.34%
Workers' Compensation Insurance	224,160	1.36%	270,000	1.48%	285,000	1.48%
Unemployment Compensation Insurance	42,597	0.26%	54,800	0.30%	58,000	0.30%
Subtotal Payroll Based	3,047,964	18.50%	3,470,242	18.97%	3,491,639	18.07%
Total Full-Time Benefits	6,432,315	39.04%	7,118,281	38.92%	7,724,339	39.98%
Part-Time and Seasonal Employees						
Fee Based						
Wellness Benefit	56,418	3.28%	56,000	3.23%	56,000	3.53%
Wellness Benefit - Boards	9,100	0.53%	9,100	0.52%	9,100	0.57%
Mini-Med Program						
Health Insurance	258,824	15.05%	301,961	17.40%	326,800	20.62%
Payroll Based						
Pension Contribution	27,092	1.58%	25,376	1.46%	23,777	1.50%
Medicare	24,940	1.45%	24,530	1.41%	22,984	1.45%
Workers' Compensation Insurance	23,401	1.36%	20,000	1.15%	20,000	1.26%
Unemployment Compensation Insurance	4,447	0.26%	5,075	0.29%	4,755	0.30%
Subtotal Payroll Based	79,880	4.64%	74,981	4.32%	71,516	4.51%
Total Part-Time and Seasonal Benefits	404,222	23.50%	442,042	25.47%	463,416	29.24%
Total Benefits - All Employees	6,836,537	37.57%	7,560,323	37.75%	8,187,755	39.16%

TOWN OF VAIL 2018 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
GENERAL FUND

	2016 Actual	2017 Original Budget	2017 Amended	Proposed 2018 Budget
Revenue		2%		
Local Taxes:	\$ 25,763,244	\$ 26,100,000	\$ 25,535,000	\$ 26,146,000
Sales Tax Split b/t Gen'l Fund & Capital Fund	62/38	62/38	62/38	62/38
Sales Tax	15,865,000	16,182,000	15,831,700	16,149,000
Property and Ownership	4,911,842	4,891,307	4,891,307	5,300,000
Ski Lift Tax	5,032,970	4,964,400	4,964,400	5,212,600
Real Estate Transfer Tax				
Franchise Fees, Penalties, and Other Taxes	1,162,201	1,115,065	1,115,065	1,151,137
Licenses & Permits	1,672,683	1,623,098	1,623,098	1,747,787
Intergovernmental Revenue	2,065,278	2,010,781	2,052,333	1,980,972
Transportation Centers	5,230,062	5,155,000	5,155,000	5,388,000
Charges for Services	1,008,082	1,028,870	1,028,870	922,264
Fines & Forfeitures	214,258	249,171	249,171	254,156
Earnings on Investments	83,624	120,000	120,000	131,000
Rental Revenue	1,019,509	1,013,838	1,013,838	1,064,138
Misc	184,969	161,000	162,228	180,000
Total Revenue	38,450,478	38,514,530	38,207,010	39,481,054
				3.3%
Expenditures				
Salaries	16,275,138	17,823,455	17,967,575	18,759,574
Benefits	5,709,260	6,170,004	6,170,004	6,756,230
Subtotal Compensation and Benefits	21,984,398	23,993,459	24,137,579	25,515,804
				5.7%
Contributions and Special Events	2,284,556	2,047,399	2,184,493	2,075,093
All Other Operating Expenses	6,809,107	7,680,184	7,894,634	8,048,059
Heavy Equipment Operating Charges	2,419,280	2,303,300	2,332,180	2,385,076
Heavy Equipment Replacement Charges	562,172	668,654	668,654	725,926
Dispatch Services	663,214	663,307	663,307	659,608
Total Expenditures	34,722,727	37,356,303	37,880,847	39,409,566
% increase vs. prior year				4.0%
Revenue Over (Under) Expenditures	3,727,751	1,158,227	326,163	71,488
Planning Projects				
Civic Area/Dobson Master Plan	-	-	-	(125,000)
West Vail Master Plan	-	-	-	(350,000)
Revenue Net of Transfers & New Programs	3,677,751	1,158,227	326,163	(403,512)
Beginning Fund Balance	23,622,509	23,619,174	27,300,260	27,626,423
Ending Fund Balance	\$ 27,300,260	\$ 24,777,401	\$ 27,626,423	\$ 27,222,911
As % of Annual Revenue	71%	64%	72%	69%

2018 Council Contribution Request Spreadsheet			2017			2018 Requests								2018 Council - Approved
TOWN OF VAIL FUNDING REQUEST			Cash	2016 In-Kind	In-Kind	2018 Cash Request	Staff Recommended Cash	2018 In-Kind Request	2018 In-Kind Request Value	Variance to PY Funding	Staff Approved In-kind	2018 In-Kind Value	Cash	
SIGNATURE EVENTS (VAILBRAND) *2018 Non-application year														
A	Bravo! Colorado				-					-				
	New York Philharmonic		90,193		-	84,600	90,193			-				
	Philadelphia Orchestra		90,193		-	97,300	90,193			-				
	Academy of St. Martin in the Fields		78,275		-	97,300	78,275			-				
	Commissioning Project (New Works Project)				-	30,000	30,000			30,000				
	Donovan Chamber Music Series (Uncorked)			Donovan for 6 days (36,000)	36,000			Donovan for 6 days (36,000)	36,000	-	Donovan for 6 days (36,000)	36,000		
	Silver Oak & Twomey Series			Donovan for 3 days (18,000)	18,000			Donovan for 3 days (18,000)	18,000	-	Donovan for 3 days (18,000)	18,000		
National Repertory Orchestra		1,000		-	1,000	1,000			-					
Vail Jazz Festival		74,902	4 full day rentals of Donavan, 4 full day rentals of the Grand View	32,000	74,902	74,902	4 full day rentals of Donavan, 4 full day rentals of the Grand View	32,000	-	4 full day rentals of Donavan, 4 full day rentals of the Grand View	32,000			
B	Vail Valley Foundation				-					-				
	Vail International Dance Festival		48,962		-	65,000	48,962			-				
	Hot Summer Nights		27,500	\$2,800 in police support (7 events x \$400 each)	2,800	28,325	27,500	\$2,800 in police support (7 events x \$400 each)	2,800	-		2,800		
Summer Go Pro Mtn Games		-	Police coverage, fire support, trash clean up, water meter usage, sandbag distribution, event shuttle, world cup climbing wall ballast	45,000	-	-	Police coverage(day and night), fire support, trash clean up, water meter usage, sandbag distribution, event shuttle, world cup climbing wall ballast, event fees	55,000	-	Pending Review of the Event Committee				
C	Burton US Open		404,000	Soccer Lot, RV Lot, Mtn Plaza, Bus Re-routes, barricades, electric, Krail/concrete	27,600	490,000	404,000	Soccer Lot, RV Lot, Mtn Plaza, Bus Re-routes, barricades, electric, Krail/concrete	27,600	-	Pending Review of the Event Committee			
	Fireworks Funding		52,015		-	52,015	52,015			-	Pending Review of the Event Committee			
	TOTALSIGNATURE EVENTS		867,040		161,400	1,020,442	897,040		171,400	30,000	-	88,800	-	
DESTINATION EVENTS														
TOTAL DESTINATION EVENTS		-		-	-	-			-	-	-		-	
SERVICES (Add Note in 2017 notes that this does not require a new application; they are given annual increase)														
Colorado Ski Museum: Operating		44,566	Subsidized rent per lease terms	9,320	44,566	44,566	Subsidized rent per lease terms	9,320	-	Subsidized rent per lease terms	9,320			
D	Betty Ford Alpine Garden: Operating		69,700	One blue parking spot to be used by the director	1,100	71,791	69,700	One blue parking pass to be used by the director, two designated parking spots at Ford Park (Pink Pass)	1,400	-	One blue parking spot to be used by the director	1,100		
	Betty Ford Alpine Garden: Capital Request		30,000		-	19,000	19,000			(11,000)				
	Eagle River Watershed Council		45,450	Use of Donovan Pavilion (1 day for Waterwise Wednesday event)	3,000	45,450	45,450	Use of Donovan Pavilion (1 day for Waterwise Wednesday event)	3,000	-		3,000		
EGE Air Alliance		75,000			75,000	75,000				-				
High Five Access Media (TV5)		105,000		-	105,000	105,000				-				
Eagle Valley Childcare		52,015		-	52,015	52,015				-				
E	VVF: Vail Valley Athlete Commission		6,060		-	10,000	6,060			-				
	Children's Garden of Learning		-	Snow plow services	5,000	14,000	12,800	Driveway snow removal	5,000	12,800	Driveway snow removal	5,000		
	Vail Mountain School		25,000		-	-	-			(25,000)				
Starting Hearts		20,000		-	-	-				(20,000)				
Red Sandstone Elementary		29,000		-	-	-				(29,000)				
G	Education Foundation of Eagle County		-		-	2,500	-	1 day usage of Dobson on 2/18 (\$1,321)	1,321		1 day usage of Dobson on 2/18 (\$1,321)	1,321		
	Homecare & Hospice of the Valley		-		-	10,000	-		-	-				
	Eagle River Youth Coalition		-		-	2,500	-		-	-				
Friends of Mountain Rescue					20,000	20,000			20,000					
J	Pete Seibert Memorial		-		-	330,000	-			-				
	Vail Memorial Park Foundation		50,000		-	50,000	-			(50,000)				
	TOTAL SERVICES		501,791		18,420	851,822	429,591		18,720	(72,200)		18,420	-	
IN KIND														
M	Ski & Snowboard Club Vail			4 days usage of Dobson \$1,321 per day	5,284			4 days usage of Dobson \$1,321 per day	5,284	-	4 days usage of Dobson \$1,321 per day	5,284		
	Vail Junior Hockey - Nov 2016 Tournament/January 2017 Tournament			8 days usage of Dobson unless more are available, 1 day usage of Donovan (not including set-up fees) \$10,205	13,568			1 parking pass for the Director of Hockey, 1 day usage of Donovan & 18 days usage of Dobson (4 weekends of ice times on Nov 2-4, 9-11, & 16-18; 1 week June 25-29 to support the Summer Precision Skills Clinic; 1 day usage of Dobson for general program initiatives)	27,878	-	8 days usage of Dobson unless more are available, 1 day usage of Donovan (not including set-up fees) \$10,205	13,568		
			8 days usage of Dobson unless there is enough available days (\$6,605)	10,568				8 days usage of Dobson unless there is enough available days (\$6,605)	10,568	-	8 days usage of Dobson unless there is enough available days (\$6,605)	10,568		
O	Skating Club of Vail (July 13-17 & Dec 21-24, 26,27)													
				46 parking coupons for Sundays from 1/4 thru 4/12 not incl. Pres Wkd (\$1,150)	1,150			50 parking vouchers for Sundays from 1/7/18 through the end of ski season	1,250	-	46 parking coupons for Sundays from 1/4 thru 4/12 not incl. Pres Wkd (\$1,150)	1,150		
Special Olympics (Sundays Jan , Feb, Mar '18)														

Q	Foresight Ski Guides		2 Blue passes (\$2,200)	2,200			2 Blue passes (\$2,200)	2,200	-	2 Blue passes (\$2,200)	2,200	
	SOS Outreach		25 single day parking passes \$625	625			25 single day parking passes \$625	625	-	25 single day parking passes \$625	625	
S	Small Champions of Colorado		54 single day parking vouchers (\$1,350)	1,350								
							60 single day parking vouchers for 9 "off- peak" Sundays	1,500	-	54 single day parking vouchers (\$1,350)	1,350	
	TOTAL IN KIND			34,745		0	0	49,305	0		34,745	0
GRAND TOTAL: COUNCIL CONTRIBUTIONS		1,368,831		214,565	1,872,264.00	1,326,631		239,425	(42,200)	-	141,965	-

2018 Contributions

The attached spreadsheet shows the staff recommended funding levels that are included in the first draft of the Town Manager's 2018 budget. Funding is proposed flat from 2017 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, 2019 being the next application year, unless the applicant is requesting new or different levels of funding.

The items below outline only the requests received for new or different levels of funding than requested for 2017 and document in-kind contributions approved by staff.

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** are required to submit applications through the Commission on Special Events (CSE), which are due September 25th. Staff has proposed an overall funding amount of \$151,500 based on recommendation of the CSE and prior year's funding level.

SIGNATURE (VAIL BRAND EVENTS)

A. Bravo! Vail

BACKGROUND INFORMATION: Bravo! Vail is requesting a total cash contribution \$309,200, an increase from prior year funding of \$50,539 (20%). The funding request includes increases for current concert programs including the New York Philharmonic (\$7,107), Philadelphia Orchestra (\$7,107), and Academy of St. Martin in the Fields (\$6,325). New funding requests include \$30,000 for the New Works Project with the purpose to commission and premier new music at Bravo! Vail and to present works of leading composers of the 20th and 21st centuries. During 2017, Bravo! Vail launched its New Works Project by premiering five newly commissioned works.

STAFF RECOMMENDATION: Staff recommends a contribution of \$288,661 which includes \$30,000 of increased funding for the New Works project. Staff also recommends funding the New York Philharmonic, Philadelphia Orchestra, and Academy of St. Martin in the Fields flat with prior year and consistent with the 2018 budget philosophy for departmental operating expenses (\$258,661). Staff recommends the equivalent in-kind use as awarded in 2017. 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. Vail Valley Foundation (VVF)

BACKGROUND INFORMATION: The VVF is requesting \$93,325 of cash funding for Vail Signature events. This includes Vail International Dance Festival (\$65,000) and Hot Summer Nights (\$28,325). VVF has also requested in-kind services of \$2,800 for Hot Summer Nights and \$55,000 (\$10k increase from 2017) for the Summer GoPro Mountain Games. *Please note the VVF has also*

requested funding/in-kind for events in the Services Categories detailed in items E below.

Vail International Dance Festival: The VVF is requesting a 33% increase from prior year funding (48,962) 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 \$28,325 cash funding for Hot Summer Nights, a 3% increase from prior year funding (\$27,500).

STAFF RECOMMENDATION: Staff recommends total cash funding of \$76,462, flat with prior year contribution and consistent with the 2018 budget philosophy for departmental operating expenses. This includes Vail International Dance Festival (\$48,962) and Hot Summer Nights (\$27,500). Determination of in-kind funding requested for Hot Summer Nights and the Summer GoPro Mountain Games will be deferred to the Event Review Committee.

C. Burton US Open Snow Boarding Championships

BACKGROUND INFORMATION: Highline is requesting \$490,000 cash support for the 2018 U.S. Open Snowboarding Championship event. This is a 21% increase in prior year funding of \$404,000. In-kind support, consistent with prior year, 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 cash funding of \$404,000, flat with prior year's contribution, and consistent with the 2018 budget philosophy for departmental operating expenses. In-kind funding will be determined by the Commissions on Special Events and the TOV event review committee.

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.

D. Betty Ford Alpine Gardens

BACKGROUND INFORMATION: The Alpine Garden Foundation is requesting a cash contribution of \$71,791 to support the annual operations of the Gardens, an increase of 3% over prior year. In addition, the Gardens are requesting \$19,000 to fix and repair ADA Access (\$6K) and irrigation system throughout the gardens (\$13K). The ADA compliant pathways through the gardens are now over 20 years old and the stone pathways are in need of repair. The irrigation system was built in 1987. Upgrades to the irrigation system would include replacing inefficient nozzles, rotators, and altering improperly placed irrigation lines. Irrigation improvements would ultimately reduce water usage. The Alpine Garden Foundation is also requesting an in-kind donation of one blue parking pass and two pink parking passes.

STAFF RECOMMENDATION: Staff recommends funding the annual operating budget flat with 2017 (\$69,700), consistent with the 2018 budget philosophy for departmental operating expenses. Staff also recommends funding the capital request of \$19K to repair the ADA pathways throughout the garden (\$6K) and to update the irrigation system (\$13K) to be paid from the capital projects fund. Staff also recommends the request for one blue parking pass to be used by the Director as granted in 2016 and 2017. Staff does not recommend that addition parking request for two pink passes.

E. Vail Valley Athlete Commission (VVF)

BACKGROUND INFORMATION: Vail Valley Athlete Commission is requesting \$10,000 to enhance athlete opportunities. This is a 65% increase over 2017 funding.

STAFF RECOMMENDATION: Staff recommends total cash funding of \$6,060, flat with prior year contribution and consistent with the overall increase granted to town operations.

F. Children's Garden of Learning (CGL)

BACKGROUND INFORMATION: Children's Garden of Learning is requesting a cash contribution of \$14,000 to be used to replace the boiler (\$12,800) and provide sidewalk and roof snow removal (\$1,200). The boiler replacement was identified on the town's annual building needs assessment. CGL provides learning experiences to children and families in Vail; 81% of CGL families live or work in Vail. This contribution would allow CGL to focus other funds on children program enrichment, teacher development, and financial aid programming. The town supports this organization with a \$1/year land lease.

STAFF RECOMMENDATION: Staff recommends funding \$12,800 (funded by the capital projects fund) to replace the boiler provided the CGL seeks additional bids. In addition, staff also recommends the equivalent in-kind use of snow plow services (valued at \$5,000) as awarded in 2017. Staff does not recommend funding for sidewalk and roof snow removal as it would be an ongoing operating expense to the town.

G. Education Foundation of Eagle County (EFEC)

BACKGROUND INFORMATION: Education Foundation of Eagle County is requesting a cash contribution of \$2,500 for their fundraising event, "Project Funway" and in-kind donation of one day use of Dobson area on 2/18/2018. Dollars donated to "Project Funway" provides funding for programs, technology and equipment in schools' classrooms.

STAFF RECOMMENDATION: Staff recommends funding the in-kind request for one day use of Dobson (valued at \$1,321) with appropriate approval and coordination with the Vail Recreation District. The EFEC will be responsible for hard costs for use of the Dobson Arena such as set-up, tear-down, cleaning and utilities. Staff does not recommend cash funding \$2,500 for the "Project Funway" event based on the premise that fundraising events is not an appropriate use of Vail taxpayer dollars.

H. Homecare & Hospice of the Valley

BACKGROUND INFORMATION: Homecare & Hospice of the Valley is requesting \$10,000 to be used towards general operating funds.

STAFF RECOMMENDATION: Staff does not recommend cash funding because it does not fit the

criteria for service contributions for town funding. Service requests are intended specific programs and initiatives of organizations within the Town of Vail facilities or on town-owned property.

I. Eagle River Youth Coalition (ERYC)

BACKGROUND INFORMATION: Eagle County Youth Coalition is requesting \$2,500 to be used towards operating expenses including youth prevention education, collaboration, parent education, and early intervention services.

STAFF RECOMMENDATION: Staff does not recommend cash funding because it does not fit the criteria for service contributions for town funding. Service requests are intended specific programs and initiatives of organizations with within the Town of Vail facilities or on town-owned property.

J. Friends of Mountain Rescue Support (FMRS)

BACKGROUND INFORMATION: Friends of Mountain Rescue is requesting \$20,000 for ten new technology public safety radios (\$2,000 each). The current radio technology used by Vail Mountain Rescue will soon be out of date and unable to communicate with new technology radios used by other local agencies including the Town of Vail. Thirty-six new radios are needed in total and the FMRS would be grateful for any number of radios that town is able to fund.

STAFF RECOMMENDATION: With the town planning to replace radios in 2017 and 2018 as included in the capital budget, staff recommends offering to add on the additional radios for FMRS within the current budgeted amount. This would align the radios for consistency among various public safety agencies.

K. Pete Seibert Memorial

BACKGROUND INFORMATION: The Seibert Memorial Project is requesting \$330,000 for a Pete Seibert Memorial Monument in the Education and Enrichment category. Due to the size of the request, staff has included this as part of the Council Contribution requests. Members of the Seibert Memorial Project have spent the last year working on this project and raising funds. In August 2016, the Art in Public Places Board (AIPP) was presented with their plan to raise private funds to commission the memorial and ultimately donate the memorial to the TOV public art collection. AIPP accepted the proposed donation of the memorial to the TOV's art collection and agreed to the ongoing maintenance, conservation, and insurance of the sculpture. To date, \$70K has been committed which includes \$10K from the town's AIPP funds. The Town of Vail had also committed to provide a prominent location on town of Vail property for the monument to be placed. As the scope of the Slifer Square construction has changed since the initial acceptance of the donated memorial, the town would have to absorb the estimated cost for installation at \$39,000.

STAFF RECOMMENDATION: Staff recognizes the historical significance and invaluable contributions Pete Seibert and the Gore Range ranchers made to establish Vail and we hoped there would have been more community participation in funding this project. Although staff commends the Seibert Memorial Project for their fund raising efforts and greatly respects Bill Rey, Roger Tilkemier, and Herb Mignery's vision for the project, historically it has not been the town's policy to fund memorials with taxpayer dollars as a Council Contribution. The 2018 budget maintains dedicated funding to the AIPP programs and art installations which the AIPP board intends to use towards future projects which are being organized in a five year plan.

L. Vail Memorial Park (VMP)

BACKGROUND INFORMATION: The Vail Memorial Park Foundation (VMP) is requesting \$50,000 for 2018 operating expenses for as an interim funding solution to the pending review from the Eagle County District to approve a portion of the Minturn Cemetery District mil levy as a dedicated

revenue source for the VMP.

In 1993, a design was developed for a cemetery site in the Town of Vail; however in 1994 it was taken to voters and was defeated. In 2001, a renewed effort for a memorial site again gained traction and a task force was established by Town Council. A site was selected on town property of the former Katsos Ranch. The VMP was established with a goal to be financially self-supporting but in an effort to jump start the VMP, the town agreed to a \$50,000 loan and 99-year lease agreement with no payments required. When repayment of the loan was presented to the Town Council, the Council then donated the \$50,000 back to the organization. During 2017, Town Council granted VMP a \$50,000 capital contribution for Phase III of the VMP master plan.

STAFF RECOMMENDATION: Staff recommends reevaluating this funding request after the Eagle County Commissioner has reviewed the VMP's request to qualify for a portion the Minturn Cemetery District's mil levy has a dedicated revenue source. The VMP appears to be financially healthy at this time and is projecting strong net income in 2017 and 2018.

IN-KIND REQUESTS

M. 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 four days (out of four requested) with appropriate approval and coordination with the Vail Recreation District. 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.

N. 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 (4 weekends during November 2018 and five days in January 2019) and the use of the Donovan Pavilion for one day (valued at \$3,000). In addition, they are requesting one parking pass for the Hockey Director (\$1,100).

STAFF RECOMMENDATION: Staff recommends in-kind funding consistent with 2017 by providing 8 days of ice time (out of 18 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.

O. 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 8 days of ice time (out of 12 requested) valued at \$10,568 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.

P. Special Olympics

BACKGROUND INFORMATION: The Special Olympics is requesting an in-kind contribution of 50 parking vouchers valued at \$1,250 to be used on Sundays starting January 7, 2018 except for President's Day weekend.

STAFF RECOMMENDATION: Staff recommends in-kind funding consistent with 2017 by providing 46 parking vouchers for Lionshead structure only, with one-time entry/exit coupons valued at \$1,150.

Q. Foresight Ski Guides

BACKGROUND INFORMATION: Foresight Ski Guides is requesting four blue parking passes (valued at \$4,400) for the 2017- 2018 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.

R. SOS Outreach

BACKGROUND INFORMATION: SOS Outreach is requesting 25 parking vouchers (valued at \$500) for the 2017/18 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.

STAFF RECOMMENDATION: Staff recommends providing 25 parking vouchers for the 2017/18 ski season to be used by program coordinators, consistent with 2017.

S. 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 \$1,500).

STAFF RECOMMENDATION: Staff recommends in-kind funding consistent with 2017 by providing 54 parking vouchers to be used on winter Sundays, valued at \$1,350.

TOWN OF VAIL 2018 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
								* Placeholder items
		2017 Amended	Proposed 2018	2019	2020	2021	2022	
Revenue			2.0%	3%	3%	3%	3%	
	Total Sales Tax Revenue:	\$ 25,535,000	\$ 26,046,000	\$ 26,827,000	\$ 27,632,000	\$ 28,461,000	\$ 29,315,000	2018 at 2% increase from 2017 projected (1% decrease from 2016 actuals)
	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	\$ 9,703,300	\$ 9,897,000	\$ 10,194,000	\$ 10,500,000	\$ 10,815,000	\$ 11,140,000	
	Use Tax	1,545,000	1,975,900	1,550,000	1,581,000	1,612,620	1,644,872	2018 at 2% increase from 2017 amended; plus estimates for Mountain View
	Other State Revenue	704,000	-	-	-	-	-	Bus Grant awarded from CDOT
	Lease Revenue	159,135	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)
	Sales of Chamonix Housing Development Units	-	16,742,000	-	-	-	-	Sale of Chamonix Housing Units
	Project Reimbursement	615,000	5,843,802	-	3,150,000	-	-	2017: \$45K reimbursement from Holy Cross for engineering costs for underground utility projects- See corresponding expenditure below; \$455K from the traffic impact fee for the VVMC/Frontage Road project design; \$50K Use of Holy Cross Community Enhancement Funds to offset project at Liftside to Glen Lyon Office Building. \$65K per year revenue share agreement with Resort App; 2018: Red Sandstone parking structure reimbursement with \$4.3M from Vail Resorts and \$1.5M from Eagle County School District; 2020: \$3.15M from traffic impact fee for VVMC/ Frontage Road Project
	Timber Ridge Loan repayment	491,752	489,419	463,171	463,129	463,086	463,043	\$28.5K interest on \$1.9M loan to TR; Principal and interest on \$8M loan to Timber Ridge Fund
	Earnings on Investments and Other	113,588	38,723	117,951	70,043	41,080	68,050	0.7% rate assumed on available fund balance
	Total Revenue	13,331,775	35,145,979	12,489,189	15,928,239	13,095,853	13,480,032	
Expenditures								
	Maintain Town Assets							
	Bus Shelters	90,612	30,000	30,000	30,000	30,000	30,000	Annual maintenance; Re-appropriate for repairs to Spruce Way bus shelter and lights
	Parking Structures	846,826	695,000	695,000	700,000	700,000	700,000	2017: Includes completion of VTRC elevator upgrades; 2017-2022 Various repairs including deck topping replacement, expansion joint repairs, ventilation, HVAC, plumbing and other structural repairs
	Welcome Center Maintenance	-	250,000	-	-	150,000	-	2018: Furniture replacement for Lionshead Welcome Center- current furniture has reached it's 5 year life. This includes paint and built in desks ect; 2021: Furniture replacement in Vail Village Welcome Center
	Children's Garden of Learning-Boiler replacement	-	12,800	-	-	-	-	Proposed Council contribution for a new boiler at the Children's Garden of Learning. The town owns the building
	Traffic Impact Fee and Transportation Master Plan Updates	61,236	200,000	-	-	-	-	2016/2017: Continuation of Update of Traffic Impact Fees (\$65K); 2018: a 20-year Transportation Master Plan to coincide with West Vail Master Plan. This was last done 2005-2009.
	Neighborhood Bridge Repair	689,134	-	350,000	-	350,000	-	Major Bridge Repair Projects based on bi-annual bridge inspection; 2017: Kinnickinnick (West) Bridge Repair, West Forest Bridge Repair; 2019: Lupine Bridge Repair; 2021: Placeholder based on bridge inspection reports
	Facilities Capital Maintenance	636,805	476,000	461,750	920,500	603,500	649,500	2017 - 2022 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 updated to Town Manager residence; 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).; 2020: Comm Dev Roof Replacement (\$125K), Police Dpt rooftop units (\$125K), PD air handling units (\$75K); 2021 includes: Grandview flooring replacement (\$35K), PD stucco patching (\$40K); PW Fire panel (\$40K); 2022 includes: PW roof (\$50K), PD locker rooms/restrooms (\$50K); Library skylight replacement (\$150K)
	Donovan Park Pavilion	10,000	5,000	5,000	755,100	5,100	5,100	Annual \$5K Maintenance to repair HVAC; 2020 includes HVAC Replacement at Donovan Pavilion
	Street Light Improvements	115,257	50,000	75,000	75,000	75,000	75,000	Annual maintenance to street lights; LED light enhancements
	Capital Street Maintenance	1,320,000	1,220,000	1,225,000	1,345,000	1,225,000	1,405,000	On-going maintenance to roads and bridges including asphalt overlays, patching and repairs; culverts; 2022 includes Asphalt and Mill overlay (\$575K)
	East Mill Creek Culvert Replacement	-	-	-	-	-	550,000	Replacement of East Mill Creek culvert at Gold Peak and Vail Valley Drive
	Snowmelt Boilers	-	-	-	500,000	500,000	500,000	Replacement of 8 boilers (2 per year)
	Town-wide camera system	70,000	70,000	70,000	22,000	22,000	22,000	2017-2019 replace Bosch system(30 cameras); 2016 included \$22K for replacement of cameras and equipment; Recorders cost \$7-8K each; cameras range from \$800 - \$3,800 each
	Audio-Visual capital maintenance	69,000	18,000	18,000	18,000	18,000	18,000	Audio visual, phone and IT equipment for an EOC at the West Vail Fire Station
	Document Imaging	43,000	30,000	30,000	30,000	30,000	30,000	Annual maintenance, software licensing, and replacement schedule for scanners and servers. 2017: \$22K for 25 Laser fiche licenses, \$21K for annual maintenance

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CAPITAL PROJECTS FUND								
								Increased cost from prior 5-year plan
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		2017 Amended	Proposed 2018	2019	2020	2021	2022	
	Software Licensing	56,000	217,000	109,410	111,193	112,417	63,665	2017-2020: Upgrade Microsoft products on all equipment; renewal of licenses; \$3K per year increase from original 5 year plan due to additional software products; 2018: Includes Virtual Desktop terminal services replacement; \$75K placeholder for Asset Management System in 2018, and \$50K per year for 3 years (thru 2021)
	Police Equipment	5,395	26,100	-	-	-	-	2017: PeACEq training mgmt. software to track training and employee evaluations; 2018: Replace existing headsets, vests, and helmets for 6 SOU members (\$20.5K), Upgrade mass casualty supplies in patrol cars (\$5.6K)
	Thermal Imaging Cameras	-	-	12,000	12,000	-	12,000	For the purchase of 3 cameras (2019,2020,2022) which will allow firefighters to see through areas of smoke, darkness, or heat barriers
	Hardware Purchases	175,000	150,000	50,000	350,000	50,000	50,000	2017: \$120K PC and laptop replacements (150-175 total); \$55K Omnicube at Fire Station3; Scheduled rotation of PCs, printers and servers; 2018: Replacement of 50 workstations; \$300K in 2020 for scheduled replacement of larger servers
	Data Center (Computer Rooms)	894,036	15,000	15,000	15,000	15,000	15,000	2017: 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	62,000	15,000	15,000	15,000	15,000	2017-2020: Repair, maintain & upgrade cabling/network Infrastructure; 2018: Install fiber optics from data center to CenturyLink
	Network upgrades	30,000	30,000	30,000	200,000	30,000	30,000	Computer network systems - replacement cycle every 3-5 years; 2015, 2020 replacement of switches and routers
	Phone System	82,855	52,000	-	-	-	-	2017: IPO Phone system replacement (\$40K), normal replacement of Ipads, Iphones \$20K; 2018: phone system; replacement of phones, headsets
	Public Wi-Fi Systems	-	-	-	250,000	-		Upgrade/replace public Wi-Fi system initially installed by Crown Castle
	Business Systems Replacement	47,825	-	-	-	-	-	\$13K to upgrade the financial reporting module; \$1K to complete Community Development permitting software
	Public Safety System	250,000	74,000	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); 2018: \$24K Panasonic MDC, In-car video Replacement
	Transit Center Generator	27,662	-	-	-	-	-	Re-appropriate to complete the replacement of generator at the Vail Village transit center; includes testing and connecting elevator to generator service.
	Extrication Equipment	-	100,000	-	-	-	-	To purchase updated extrication equipment that will work with newer and more advanced vehicles
	Fire Truck Replacement	-	-	-	-	1,700,000	-	2021: Replacement of Ladder truck purchased in 2000
	Generator for East Vail Fire Station	10,290	-	-	-	-	-	Re-appropriate to complete replacement outdated generator at Station 1
	RHMAEC vehicle and equipment	-	60,000	-	-	-	-	TOV's portion of a RHMAEC(Regional Hazardous Association of Eagle County) vehicle and equipment- Eagle county is putting \$120K towards this vehicle.
	Portable vehicle lift	15,658	-	-	-	-	-	Re-appropriate for 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	746,500	265,000	-	-	-	-	2017: Snowplow (\$210K), Loader with plow(\$290K) , sweeper broom for loader (\$25K); 2016: 4 flatbed pick up trucks for Streets crews, Electricians, Irrigation crew, and Wildland Fire, Truck with end dump loader(\$210) ; 2018: Snow Blower (\$200K), Landscape architect truck (\$30K), Drug Task Force vehicle (\$35K)
	Total Maintenance	6,320,091	4,169,900	3,253,160	5,410,793	5,693,017	4,232,265	
	Enhancement of Town Assets							
	Guest Services Enhancements/Wayfinding	956,114	-	-	-	-	-	Continuation of 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	838,228	-	-	-	-	-	Re-appropriate to complete the Renovation of East Vail fire station (Final bill payment)

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		2017 Amended	Proposed 2018	2019	2020	2021	2022	
	Buffeher Creek Turn Lane	-	-	1,300,000	-	-	-	Turn Lane at Buffehr Creek to coincide with Marriott Residence Inn; This turn lane different from the one to be put in by Marriott
	Lionshead Express Bus Stop Improvements (VRA)	-	400,000	-	-	-	-	Improvements to Lionshead Express Bus stop to allow for West bound stop and turnaround
	Vail Spa Heated Walk (VRA)	-	250,000	-	-	-	-	Connect the Lion with Vail Spa via heated sidewalks; \$43K reimbursement from the Lion
	Vail Road Sidwalk Construction	-	-	-	-	-	550,000	Sidewalk construction on Vail Rd. between Beaver Damn and Forest Rd.
	Energy Enhancements	92,900	-	-	-	-	-	Implementation of energy audit enhancements; includes LED lighting project with shared cost of \$170K from Holy Cross
	Vail Memorial Park	50,000	-	-	-	-	-	Council Contribution for Phase II at Vail Memorial Park
	East Lionshead Circle Vantage Point Walk (VRA)	185,000	-	-	-	-	-	Improvements to Vantage Point walkway as requested by Vantage Point
	Pedestrian Safety Enhancements	257,830	1,500,000	-	-	-	-	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)
	Transit Stop Improvements	-	475,000	-	-	-	-	2018: Transit Lane for express buses at Vail Village Transit Center; Add pedestrian improvements, bus turning improvements to West Vail Arosa bus stop in West Vail
	West Vail Roundabout	-	350,000	-	-	-	-	West Vail roundabout concrete replacement/repair near Marriott Streamside (currently there is exposed re-bar)
	Library Self-Check System Updates	18,000	20,000	-	-	-	-	Library replacement kiosk and security gate replacement
	Chamonix- TOV	762,548					-	Chamonix contingency- TOV
	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	1,455,321	3,000,000	-	-	-	-	Repairs to Silfer Plaza fountain and storm sewers; 2018: Placeholder for highest estimate if fountain included in renovations
	West Vail Interchange Sidewalk Repair	-	500,000	-	-	-	-	To repair sidewalk damage underneath the I-70 bridge
	Neighborhood Road Reconstruction	60,490	-	400,000	4,500,000	4,600,000	-	2017: Continuation of 2015/2016 shared drainage project with ERWSD on Rockledge Rd/Frontage Rd; 2019: East Vail road reconstruction design; 2020: Phase I of East Vail road reconstruction (\$4.25M) and design of Phase II & III (\$250K) ; 2021: Phase II & III Reconstruction
	Neighborhood Bridge Reconstruction	1,385,608	200,000	1,000,000	-	-	-	Nugget Lane and Bridge design in 2015-2016 and construction in 2019. 2018/2019 : Bridge Road Replacement (\$1.2M);
	Lionshead Parking Structure Landscape Renovations (VRA)	100,000	-	-	-	-	-	Improvements to parking structure landscaping around the eastern areas of the Vail Transportation Center where trees have been lost and planting eroded by years of snow storage
	Fire Breathing Apparatus	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	-	-	-	-	-	Placeholder for town contribution toward expansion and remodel of Colorado Ski Museum
	Parking Entry System / Equipment	34,200	-	-	-	-	-	Backup parking sales desktop coder for parking passes; 2017: East Betty Ford Way remote access parking equipment for the ADA gate to operate remote
	Radio Equipment replacement/expansion	18,900	600,000	-	-	-	-	2017: Additional Radios for backup radios and crew expansion; related yearly County fees (\$10K) included in HEF; 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	-	-	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; While batteries are passed their lifecycle replacement has not been needed as of yet
	Replace Buses	6,603,500	-	-	5,790,000	-	-	2017: 7 buses ordered in 2017 scheduled for replacement and delivery in 2018 (\$440.5K 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.
	Resort App	80,000						Transfer \$15K from audio visual project; Town "Resort App" mobile application; annual expenses have been transferred to operating budget
	Public Works Shops & Maintenance Buildings	150,000	300,000	13,500,000	-	-	-	2017: 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

TOWN OF VAIL 2018 PROPOSED BUDGET								
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CAPITAL PROJECTS FUND								
								Increased cost from prior 5-year plan
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								* Placeholder items
		2017 Amended	Proposed 2018	2019	2020	2021	2022	
	Public Works Equipment Wash Down/WQ Improvements	246,967	-	-	-	-	-	Exterior wash area for large trucks not safe in the winter; also includes improvement to how the waste water is disposed
	Total Enhancements	15,325,378	7,595,000	17,130,000	10,305,000	4,600,000	550,000	
	New Assets							
	Municipal Redevelopment	359,330	-	-	-	-	-	\$359K for planning of possible future municipal building redevelopment; \$6M was moved forward in the 5 year capital plan to 2018 as a placeholder for a significant remodel should a complete reconstruction occur.
	Red Sandstone Parking Structure (VRA)	1,300,000	13,718,912	-	-	-	-	Construction of 4 level parking structure at Red Sandstone Elementary school, with contributions from Vail Resorts (\$4.3M) and Eagle County School District (\$1.5M); Remainder to be reimbursed by VRA
	VVMC / TOV Frontage Road improvements	455,000	-	-	9,000,000	-	-	2017: Council approved design work of \$375K on Apr. 18; Staff has proposed contract award at \$455K to include a 3rd party review, utility potholing and public information based on VVMC plans for expansion; Improvements would span from LH Parking structure to Municipal building; Design funded by Traffic Impact Fee funds; Original Plan: 2020: VVMC plans for expansion; Improvements would span from LH Parking structure to Municipal building; funded by VRA (\$3.6M to be repaid by VRA \$100K in 2020 and \$3.5M in 2021, Traffic impact fee (\$3.15M), Remaining CPF & Developments (\$2.25M)
	Chamonix Housing Development	17,728,000	-	-	-	-	-	Construction of future housing development
	I-70 Underpass (VRA)	3,888,587	-	-	-	-	-	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)	153,325	-	-	-	-	-	I-70 Underpass art project originally budgeted in 2018
	East LH Circle pathway to Dobson (VRA)	100,000	-	-	-	-	-	Planning and Design for project to Improve connection from the E LionsHead bus stop to Dobson originally scheduled in 2016; Project has been moved to unfunded pending the civic center master plan revision
	Dobson Plaza (VRA)	100,000	-	-	-	-	-	Redevelop the center plaza of Dobson for better flow of bus traffic, people traffic (concerts); planning/design originally scheduled in 2016; Project has been moved to unfunded pending the civic center master plan revision
	Buy-down Program(Affordable Housing)	500,000	500,000	500,000	500,000	500,000	500,000	Placeholder for 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	3,112,482	-	-	-	-	-	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; Includes revenue collected in 2016 (\$505,277)
	Underground Utility improvements	325,000	-	-	-	-	-	Appropriate for Rockledge Road, \$50K; I-70 Underpass (CDOT \$105 & Holy Cross \$75K); 2017 add \$50K for undergrounding electric between Glen Lyon office building and Liftside
	Total New Assets:	28,021,724	14,218,912	500,000	9,500,000	500,000	500,000	
	Total Expenditures	49,667,193	25,983,812	20,883,160	25,215,793	10,793,017	5,282,265	
	Other Financing Sources (Uses)							
	Transfer from Vail Reinvestment Authority	5,876,912	2,156,000	1,550,000	5,150,000	1,550,000	2,050,000	2017: I-70 Underpass (\$3.9M); \$177K public art; \$31K for Lionshead parking expansion joints; Lionshead parking structure landscape improvements and Vantage Point Walk; LH Circle pathway to Dobson (\$100K); Dobson Plaza (\$100K); Red Sandstone Parking Garage (\$1.3M); 2018: \$1.5M Red Sandstone, \$400K Lionshead Express Bus Stop, \$250K Vail Spa heated sidewalk ; 2019: \$1.5M Redstandstone, 2020: \$1.5M Red Sandstone, \$3.6M Frontage Road VVMC; 2021: \$1.5M Red Sandstone; 2022: \$2M Red Sandstone
	Revenue Over (Under) Expenditures	(30,458,506)	11,318,167	(6,843,972)	(4,137,554)	3,852,836	10,247,767	
	Beginning Fund Balance	35,990,414	5,531,908	16,850,076	10,006,104	5,868,550	9,721,386	
	Ending Fund Balance	5,531,908	16,850,076	10,006,104	5,868,550	9,721,386	19,969,153	

TOWN OF VAIL 2018 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
		2017 Amended	Proposed 2018	2019	2020	2021	2022	* Placeholder items
Revenue								
	Real Estate Transfer Tax	\$ 5,850,000	\$ 6,100,000	\$ 6,222,000	\$ 6,346,000	\$ 6,473,000	\$ 6,602,000	2018 is a 3% increase from 2017 budget and includes some additional from new real estate sales such as Lion
	Golf Course Lease	140,094	165,000	166,650	168,317	170,000	171,700	Annual lease payment from Vail Recreation District; annual increase will be based on CPI - deposited to "Recreation Enhancement Account" (accompanying expenditure listed below)
	Intergovernmental Revenue	875,125	20,000	20,000	20,000	20,000	20,000	\$135K State funding for water mitigation for PW runoff- See corresponding expenditure below; \$20K from Eagle County for Intermountain Fuels project; \$20K Lottery fund proceeds; 2017 \$700K CDOT TAP Grant for water quality improvements at East Vail Interchange, Eagle County contribution for Intermountain Fuels project- see corresponding expenditure below,
	Project Reimbursements	36,000	-	-	-	-	-	2017: Contribution from the Nature Conservancy (\$36K) for Intermountain Fuels project- See corresponding expenditure below; 2016: VVF loan repayment for amphitheater (\$1.122M)
	Donations	5,770	-	-	-	-	-	Use of \$5.7K Sole Power Donations received in 2016
	Recreation Amenity Fees	10,000	10,000	10,000	10,000	10,000	10,000	
	Earnings on Investments and Other	33,064	49,059	7,904	9,656	8,877	20,770	0.7% rate assumed; 2018: Reimbursement from bag fee collections for Clean-Up Day and America Recycles Day.
	Total Revenue	6,950,053	6,344,059	6,426,554	6,553,972	6,681,877	6,824,470	
Expenditures								
Maintain Town Assets								
	Annual Park and Landscape Maintenance	1,577,134	1,678,895	1,678,000	1,719,000	1,761,000	1,803,498	Ongoing path, park and open space maintenance, project mgmt.
	Management Fee to General Fund (5%)	292,500	305,000	311,100	317,300	323,650	330,100	5% of RETT Collections - fee remitted to the General Fund for administration
	Tree Maintenance	104,270	65,000	65,000	65,000	66,300	67,600	Tree removal project along Gore Creek in 2017 utilizing 2016 savings; Per Council 4/18, add \$20K; 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
	Forest Health Management	268,655	277,248	282,793	280,066	285,667	291,381	Operating budget for Wildland Fire crew; 2017 increase for replacement of 1 radio (\$4.5K) and new wildland hose (\$4K)
	Forest Health VHF Radios	-	31,863	-	-	-	-	2018: 13 VHF radios for Wildland crew (\$2,450/each) for incidents outside of Eagle County; Will enable communication with other agencies using this technology such as Summit County
	Intermountain Fuels Reduction	733,656	5,000	-	-	-	-	\$56K contribution from Eagle County(\$20K) and Nature Conservancy (\$36K)- See corresponding contribution above; 2017: \$677.7K for Phase II as approved by Council; .2016 included \$63.7K for Phase I of Intermountain Fuels Reduction Project; 2018: Phase III (\$5K)
	Street Furniture Replacement	57,588	25,000	10,000	50,000	51,000	50,000	Utilize 2016 savings for additional benches and bike rack replacements in 2017; also includes annual replacement or capital repairs, benches, recycling and bike racks
	Rec. Path Capital Maint	204,135	110,986	127,287	113,631	115,017	116,449	Capital maintenance of the town's recreation path system
	Park / Playground Capital Maintenance	83,025	160,076	106,655	106,263	105,901	106,071	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; 2018 includes \$54K increase for improvements to access into Staub Park

TOWN OF VAIL 2018 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
							* Placeholder items
		2017 Amended	Proposed 2018	2019	2020	2021	2022
Adopt A Trail	5,000	-	-	-	-	-	Mid-cycle Adopt A Trail Council Contribution for trail in or bordering the Town; Council has requested an update in the fall
Alpine Garden Support	69,700	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 - Capital Contribution	30,000	19,000	-	-	-	-	Contribution request to repair ADA pathways (\$6K) and upgrade irrigation system (\$19K)
Eagle River Watershed Support	45,450	45,450	46,814	48,218	49,182	50,166	Annual support of the Eagle River Watershed Council programs with 1% increase for 2017
Public Art - Operating	106,846	111,201	113,425	115,694	118,007	120,368	Art in Public Places programming
Environmental Sustainability	480,415	489,465	499,254	509,239	519,424	529,813	2017 includes rollover of Sole Power donations received in 2016 \$5.8K; Environmental Sustainability programs; 2017: \$62K to complete Sustainable Destination Certification; \$12K for energy management software to track the town's progress toward goals; \$15K Solar feasibility study
Total Maintenance	4,058,374	3,393,884	3,310,725	3,395,512	3,466,961	3,537,975	
Enhancement of Town Assets							
Gore Valley Trail Realignment	-	-	50,000	600,000	-	-	Gore Valley Trail Realignment at Lionshead gondola
Gore Valley Trail Reconstruction Conoco to Donovan	-	450,000	-	-	-	-	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 (\$150K)
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	40,000	-	-	-	-	-	\$40K to complete sports courts on Chalet Road
Soft Surface Trails	100,000	100,000	-	-	-	-	Trail enhancements
Wildland Fire Shelter	-	-	17,500				To purchase a wildland shelter safety device
Vail Transit Center Landscape	-	125,000	-	-	-	-	Landscaping at Vail transit center to coincide with construction of additional bus lane at Vail TRC
Donovan Park Improvements	64,947	-	-	-	-	-	Final payment for Donovan Park picnic shelter and playground maintenance completed in 2017
Library Recreation Path Reconstruction	10,000	-	-	-	-	-	Repairs to the recreation path from the Vail Library to Lionshead
Library Landscape and reading area	-	-	100,000	-	-	-	Exterior landscaping and site work enhancements for an outdoor reading area
Streamtract Education/Mitigation	273,199	-	-	-	-	-	Includes water quality and streamtract education, outreach, signage and marketing; water quality personnel
Water Quality Infrastructure	1,520,255	1,050,000	1,000,000	1,000,000	1,000,000	-	2017: Includes \$135K for water mitigation at PW from grant for roof runoff; Re-appropriation of 2016 funds to continue water quality improvement to Gore Creek; Stormwater site specific water and water quality construction projects as part of "Restore the Gore"
Streambank Mitigation	636,806	350,000	400,000	400,000	-	-	Riparian Site specific construction projects
East Vail Water Quality TAPS	1,125,111	-	-	-	-	-	East Vail Water Quality Improvements; CDOT TAP grant funding of \$700K in 2017;
East Vail Interchange Improvements	988,807	500,000	-	-	-	-	Continuation of landscaping design and construction of the interchange
Dowd Junction repairs and improvements	365,835	1,800,000	-	-	-	-	Continuation for re-stabilization of Dowd Junction path; Repairs to culverts, drainage, and preventative improvements; project in cooperation with Eagle River Water and Sand (ERWSC)
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

TOWN OF VAIL 2018 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	
		2017 Amended	Proposed 2018	2019	2020	2021	2022	* Placeholder items
	Buffehr Creek Park Safety Improvements	-	-	-	-	-	300,000	Replacement 14-yr old "catalog" playground equipment with custom build in 2019(previously budgeted in 2020); \$60K to add a picnic shelter; previously budgeted in 2017
	Ellefson Park Safety Improvements	-	-	-	-	-	300,000	Replacement 13-yr old "catalog" playground equipment with custom build in 2022 (Previously budgeted in 2019)
	Bighorn Park Improvements	225,000	-	-	-	-	-	2017: Transfer budget from Ford Park projects; 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	330,704	-	-	-	-	-	Continue improvements to Ford Park entry points;
	Ford Park Playground/Lower Bench Improvements	-	-	300,000	-	-	-	2019: (\$250K) ; Landscape improvements to parking lots, playground, and softball berm(\$50K)
	Open Lands Plan	177,192	150,000	-	-	-	-	Continuation of Comprehensive Open Lands Plan Update
	Gore Valley Trail Bridge Replacement	-	-	300,000	-	-		Reconstruction of south bridge abutment due to significant scour
	Booth Creek Park	384,768	-	-	-	-	-	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	567,310	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. Also includes 2016 sales from manhole covers
	Public Art - Winterfest	14,295	-	-	-	-	-	Carry over balance from 2016 (\$14K) and recognize donations made for Winterfest event (\$261).
	Total Enhancements	6,974,229	4,960,000	2,252,500	2,085,000	1,235,000	685,000	
	VRD-Managed Facility Projects							
	Recreation Enhancement Account	140,094	165,000	166,650	168,317	170,000	171,700	Annual rent paid by Vail Recreation District; to be re-invested in asset maintenance;
	Golf Course - Other	622,372	384,769	8,296	171,106	98,759	-	2017: Design and planning to replace bridges at holes 13 & 14 (\$50K), replace stone veneer with timber railings (\$16.4K),rebuild irrigation pumps (\$13.1K); \$400K for storage building; asphalt driving and parking area; 2018: Replacement of bridges at holes 14&15 (\$370.7K), replace radiant tube heaters (\$11.3K), pump house exterior (\$2.8K); 2019: Crackfill and seal driveway (\$2.5K), Replace timber planking at hole 1 (\$5.8K); 2020: Replace roof (\$134.3K), repair wood trim (\$21.5K), stain fence (\$1.8K), crack and seal parking lot (\$13.4K); 2021: Streambank restoration (\$61.5K), pumphouse exterior (\$3.1K), replace HVAC (\$14.8K), replace furniture and heater units (\$17.2K), stain trim (\$2.2K)
	Dobson Ice Arena	408,878	68,206	103,175	31,046	2,460	-	2017: 'Complete pavers and concrete slab replacement (\$54K)remodel rink bathrooms and changing rooms (\$131.1K), rock wall repair (\$10.5K), clean wood structure (\$38.2K), replace pumps (\$45.9K), redesign and rebuild electrical room (\$120.2K); 2018: Replace windows and heat pumps (\$68K); 2019: Replace exterior doors (\$85.5K), repair damaged walkways (\$17.4K); 2020: Replace steel gates (\$11.9K), replace exterior lighting (\$19.1K); 2021: Paint exhaust stacks (\$2.5K)

TOWN OF VAIL 2018 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
		2017 Amended	Proposed 2018	2019	2020	2021	2022 * Placeholder items
	Ford Park / Tennis Center Improvements	178,245	61,256	125,000	4,179	-	- 2017: replace roofing on tennis center (\$81.5K), replace gutters (\$9.3K), remodel bathrooms (\$31K), replace lockers (\$13.1K), furnace (\$13.7K), hot water tank (\$7.6K), and base board heaters (\$18.6K); Tennis Courts at East Betty Ford Way (\$125K); 2018: Stain wood siding of concessions (\$5.6K) and restrooms (\$5.6K); Additional \$50K for anticipated locker room remodel 2019: Path from Tennis courts to East Betty Ford Way (\$125K); 2020: Replace exterior doors (\$4.1K)
	Athletic Fields	29,445	6,078	-	-	9,716	- 2017: paint wood structure and exterior trim (\$8K), rooftop replacement for restrooms and athletic field (\$21.3K); 2018: Seal coat and crack fill in parking lot (\$6K) , 2021: Repair exterior, seal coat, crackfill in parking lot (\$9.7K)
	Gymnastics Center	52,089	-	-	-	-	- Installation of cooling system in 2017 (\$57.5)
	Nature Center	109,754	-	-	-	-	- 2017: Research on historical preservation and design (\$40K); Exterior windows, doors, wood siding and slope roof (\$69.8K)
	Total VRD-Managed Facility Projects	1,540,877	685,309	403,121	374,648	280,935	171,700
	New Assets						
	Golf Clubhouse & Nordic Center	1,077,912	-	-	-	-	- Completion of clubhouse renovation; Total clubhouse cost included \$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	675,624	55,000	210,000	810,000	-	- Combine prior budget amounts for various Ford Park projects in 2017 such as Lighting control system (\$98K), landscape improvements (\$175,297), schoolhouse garden and softball shelter (\$300K); West Betty Ford Way - Maintenance Bldg. (\$198K); Riparian planting (\$12K); transformer enclosure (\$35K); 2018: ADA Ramp at Ford Park Soccer Field Driveway at Vail Valley Drive (Current Driveway is not ADA compliant)(\$55K) ; 2019: Ford Park Landscape Improvements (\$50K), Ford Park East End Special Events Power (\$160K); 2020: Synthetic Turf Replacement (\$410K); Parking Lot Entry Reconfiguration (\$400K)
	Total New Assets:	1,753,536	55,000	210,000	810,000	-	-
	Total Expenditures	14,327,016	9,094,193	6,176,346	6,665,159	4,982,896	4,394,675
	Other Financing Sources (Uses)						
	Revenue Over (Under) Expenditures	(7,376,963)	(2,750,134)	250,209	(111,187)	1,698,981	2,429,795
	Beginning Fund Balance	11,256,285	3,879,322	1,129,188	1,379,397	1,268,210	2,967,191
	Ending Fund Balance	\$ 3,879,322	\$ 1,129,188	\$ 1,379,397	\$ 1,268,210	\$ 2,967,191	\$ 5,396,987

Costs are estimates

Eligible for funding from					
		Capital Projects			
VRA	RETT	Fund	Description	Status	
Priority I					
Technology Infrastructure			Per Council 7/7/15 keep in unfunded until specific projects identified; Council committed to funding projects that improve our communication with guests and establish Vail as a leader in technology services		
West Vail Master Plan					
Priority II					
Timber Ridge Transit Improvements		1,750,000	Timber Ridge Transit Improvements including adding capacity and turn lanes; to coincide with redevelopment of the West side of Timber Ridge		
Municipal Building Remodel		25,000,000			
Data Center					
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		
Lionshead Medians (VRA)	1,500,000		Median construction from LH parking structure to Vail Spa		
Newly-identified projects:					
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		
Community Ice Skating			Building for potential Line Haul bus service		
Natue Center Renovations			Outdoor community ice at some of Vail parks such as Donovan		
Photovoltaic Infrastructure		3,000,000	Solar Electric devices to generate electricity		
Civic Center Projects:					
East LH Circle pathway to Dobson (VRA)	1,150,000		Planning and Design for project to Improve connection from the E LionsHead bus stop to Dobson to be completed with revision of civic center master plan		
Dobson Plaza (VRA)	1,450,000		Redevelop the center plaza of Dobson for better flow of bus traffic, people traffic (concerts) to be completed with revision of civic center master plan		
LionsHead Parking Structure Enhancements	3,600,000		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		
Dobson Arena					
Funding Resource Options:					
Projected Fund Balance by end of 2022:	3,338,786	5,396,987	19,969,153		

TOWN OF VAIL 2018 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
VAIL MARKETING FUND

	2016 Actual	2017 Original Budget	2018 Proposed Budget
Revenue			
Business Licenses	\$ 383,532	\$ 380,000	\$ 380,000
Earnings on Investments	793	1,500	1,500
Total Revenue	<u>384,325</u>	<u>381,500</u>	<u>381,500</u>
Expenditures			
Commission on Special Events	309,000	312,000	360,000
Collection Fee - General Fund	19,136	19,000	20,000
Total Expenditures	<u>328,136</u>	<u>331,000</u>	<u>380,000</u>
Revenue Over (Under) Expenditures	<u>56,189</u>	<u>50,500</u>	<u>1,500</u>
Beginning Fund Balance	203,263	259,452	309,952
Ending Fund Balance	<u>\$ 259,452</u>	<u>\$ 309,952</u>	<u>\$ 311,452</u>

TOWN OF VAIL 2018 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
HEAVY EQUIPMENT FUND

	2016 Actual	2017 Original Budget	2017 Amended	2018 Proposed Budget
Revenue				
Town of Vail Interagency Charge	\$ 3,068,208	\$ 3,068,794	\$ 3,068,794	\$ 3,204,133
Insurance Reimbursements & Other	59,593	10,000	10,000	10,000
Earnings on Investments	2,751	14,209	14,209	7,500
Equipment Sales and Trade-ins	48,360	152,730	152,730	130,483
Total Revenue	3,178,912	3,245,733	3,245,733	3,352,116
Expenditures				
Salaries & Benefits	1,037,566	1,140,936	1,140,936	1,186,555
Operating, Maintenance & Contracts	1,199,110	1,322,013	1,332,013	1,413,188
Capital Outlay	794,021	1,155,200	1,155,200	703,700
Total Expenditures	3,030,697	3,618,149	3,628,149	3,303,443
Revenue Over (Under) Expenditures	148,215	(372,416)	(382,416)	48,673
Beginning Fund Balance	2,133,465	1,823,192	2,281,680	1,450,776
Ending Fund Balance	\$ 2,281,680	\$ 1,450,776	\$ 1,899,264	\$ 1,499,449

HEALTH INSURANCE FUND

	2016 Actual	2017 Original Budget	2017 Forecast	2018 Proposed Budget
Revenue				
Town of Vail Interagency Charge - Premiums	\$ 3,300,000	\$ 3,500,000	\$ 3,500,000	\$ 4,085,000
Employee Contributions	677,553	650,000	690,000	715,000
Insurer Proceeds	1,840	-	-	-
Earnings on Investments	4,125	12,000	12,000	12,000
Total Revenue	3,983,518	4,162,000	4,202,000	4,812,000
Expenditures				
Health Insurance Premiums	724,572	735,716	735,716	897,141
HC Reform Fee	15,355	26,010	26,010	18,300
Claims Paid	3,045,743	3,340,908	3,790,725	4,003,908
Short-term Disability Pay		-	-	-
Professional Fees	20,000	20,000	20,000	20,000
Total Expenditures	3,805,670	4,122,634	4,572,451	4,939,349
Revenue Over (Under) Expenditures	177,848	39,366	(370,451)	(127,349)
Beginning Fund Balance	3,265,958	3,443,806	3,443,806	3,073,355
Ending Fund Balance	\$ 3,443,806	\$ 3,483,172	\$ 3,073,355	\$ 2,946,006

**TOWN OF VAIL 2018 PROPOSED BUDGET
SUMMARY OF REVENUE, EXPENDITURES, AND CHANGES IN FUND BALANCE
DISPATCH SERVICES FUND**

	2016 Actual	2017 Original	2017 Amended	2018 Proposed Budget
Revenue				
E911 Board Revenue	742,627	766,809	766,809	762,176
Interagency Charges	1,175,963	1,245,407	1,245,407	1,279,892
Town of Vail Interagency Charge	663,214	663,307	663,307	659,608
Earnings on Investments	1,052	6,594	6,594	6,050
Project Reimbursement	23,158	-	-	-
Other	4,954	-	-	-
Total Revenue	2,610,968	2,682,117	2,682,117	2,707,726
Expenditures				
Salaries & Benefits	1,921,726	2,076,804	2,076,804	2,149,392
Operating, Maintenance & Contracts	484,216	505,269	505,269	510,569
Capital Outlay	-	390,641	390,641	119,500
Total Expenditures	2,405,942	2,972,714	2,972,714	2,779,461
Revenue Over (Under) Expenditures	205,026	(290,597)	(290,597)	(71,735)
Surplus Net of Transfers & New Programs	205,026	(290,597)	(290,597)	(71,735)
Beginning Fund Balance	949,810	1,154,836	1,154,836	864,239
Ending Fund Balance	\$ 1,154,836	\$ 864,239	\$ 864,239	\$ 792,503

**TOWN OF VAIL 2018 PROPOSED
SUMMARY OF REVENUE, EXPENDITURES AND CHANGES IN FUND BALANCE
TIMBER RIDGE FUND**

	2016 Actual	2017 Original	2017 Amended	2018 Proposed
Revenue				
Rental Income	1,298,908	1,402,441	1,402,441	1,471,442
Other Income	27,047	20,040	20,040	23,487
Total Revenue	1,325,955	1,422,481	1,422,481	1,494,929
Expenditures				
Operating, Maintenance & Contracts	490,178	529,026	529,026	539,545
Capital Outlay	207,337	281,273	281,273	280,701
Total Expenditures	697,515	810,299	810,299	820,246
Operating Income	628,440	612,182	612,182	674,683
Non-operating Revenues (Expenses)				
Interest on Investments	766	1,866	1,866	1,866
Loan Principal Repayment to Capital Projects Fund	(356,423)	(361,769)	(361,769)	(367,196)
Interest Payment to Capital Projects Fund	(133,142)	(129,983)	(129,983)	(122,223)
Revenue Over (Under) Expenditures	139,641	122,296	122,296	187,130
Beginning Fund Balance	826,319	965,960	965,960	1,088,256
Ending Fund Balance	<u>\$ 965,960</u>	<u>\$ 1,088,256</u>	<u>\$ 1,088,256</u>	<u>\$ 1,275,386</u>

**ORDINANCE NO. 14
SERIES OF 2017**

**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, 2018 THROUGH DECEMBER 31, 2018**

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 2018 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, 2018, and ending on the 31st day of December, 2018:

FUND	AMOUNT
General Fund	\$39,884,566
Capital Projects Fund	25,983,812
Real Estate Transfer Tax Fund	9,094,193
Vail Marketing Fund	380,000
Heavy Equipment Fund	3,303,443
Dispatch Services Fund	2,779,461
Health Insurance Fund	4,939,349
Timber Ridge Enterprise Fund	1,309,665
Total	87,674,489
Less Interfund Transfers	(8,860,704)
Net Expenditure Budget	78,813,785

3. The Town Council hereby adopts the full and complete Budget and Financial Plan for the 2018 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 3rd day of October, 2017. A public hearing shall be held hereon on the 17th day of October, 2017, 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

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

Walton, Greg, Chair	Retired as Founder & CEO, Walton Construction Company, LLC
Beracha, Barry, Vice-Chair	Retired as Executive VP & CEO of Sara Lee Bakery
Burns, Bill, Treasurer	Regional President, US Bank
Suggs, Susan, Secretary	Philanthropist

Board of Trustees

Becker, Paul	Retired Investment Specialist
Benjes, Sarah	Associate, Faegre Baker Daniels
Browning, Doe	Philanthropist
Bruno, Jenn	Owner: Luca Bruno Inc.
Dayton, John	Philanthropist
de Vink, Marijke	Philanthropist
Eck, Kathleen	Real Estate Broker, Slifer Smith & Frampton
Edwards, Gary	Presiding Independent Director, Entenrgy Corporation
Flaum, Cookie	Philanthropist
Godec, Dan	President, GreenStar Financial Services
Gutman, Harry	Director KPMG Tax Governance Institute
Hart, Linda	Vice Chairman, president and CEO of Hart Group, Inc
Kosloff, Alan	Chairman, Kosloff & Partners, LC
Kushner, Fred	Medical Director, Heart Clinic of Louisiana/Clinical Professor of Medicine
McIntyre, Shirley	Philanthropist
Mullen, Laurie	Owner, West Vail Liquor Mart
Nelson, Blaine	Retired, Managing Partner for Deloitte LLP
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
Rose, Byron	Retired, Managing Director Morgan Stanley & Co
Rossetti, Paul	Senior Advisor, American Securities
Rowberry, Adrienne	Litigation Counsel/Special Assets Manager, Los Alamos National Bank
Schanzer, Lisa	Philanthropist
Segal, Carole	Philanthropist
Stone, Cathy	Philanthropist
Strauss, Frank	Philanthropist
Tansill, Doug	Private Investor and Financial Consultant, Cover Harbor Partners, LLC

7. Amount of contribution requested per year:

	<u>2018 Request</u>	<u>2017 Funding</u>
Academy of St Martin in the Fields	\$84,600	\$78,275
The Philadelphia Orchestra	\$97,300	\$90,193
New York Philharmonic	\$97,300	\$90,193
New Works Project	\$30,000	\$0
Totals:	\$309,200	\$258,661

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?

Bravo! Vail seeks funding from the Town of Vail to ensure the continued vitality of the Festival and to guarantee repertoire, resident orchestras, and soloists 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.

Bravo! Vail greatly appreciates and acknowledges the Town of Vail's funding for its 2017 Season and thanks it for this opportunity to request additional funding for those projects, as well as the Festival's New Works Project.

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. Bravo! Vail's fourth orchestra, London's Academy of St Martin in the Fields, quickly grew to popular heights after their introduction to the Festival in 2016. These highly venerated and acclaimed ensembles continue to raise Bravo! Vail's status as a Festival of the highest artistic quality and unparalleled programming.

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 2018 include:

- Vail debuts of Mahler Symphony No. 3, Liszt Prometheus
- Popular favorites: Bruckner Symphony No. 4, Tchaikovsky Sleeping Beauty, Rachmaninoff Symphonic Dances
- Family-orientated programming such as classic Bugs Bunny cartoons set to orchestra with the New York Philharmonic
- Soloists including pianist Stephen Hough (<http://www.stephenhough.com/>), pianist Yuja Wang (<http://yujawang.com/>), pianist Daniil Trifonov (<http://daniiltrifonov.com/>), cellist Alicia Weilerstein (<http://alisaweilerstein.com/>), soprano Susanna Phillips (<http://susannaphillips.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 2016 Season, Colorado residents represented 53% of concert attendees while Texas and Florida residents represented a combined 17% of attendees. Furthermore, and most importantly, 68% of out-of-state visitors listed Bravo! Vail as their primary reason for their visit to Vail. Finally, 61% of overnight visitors and seasonal residents were lodged in Vail during the 2016 Festival.

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 the residencies of Academy of St Martin in the Fields, The Philadelphia Orchestra, and New York Philharmonic. The Festival requests \$84,600 to support the return of Academy of St Martin in the Fields in 2018. Following the incredible success of their 2016 debut, Academy of St Martin in the Fields again performed to an enthusiastic crowd with two of three concerts sold out under the pavilion with the third near capacity.

Bravo! Vail also requests support in the amount of \$97,300 per orchestra for both The Philadelphia Orchestra and the New York Philharmonic residences. Popular support for The Philadelphia 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 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 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.

New Works Project

Launched in 2017, the New Works Project serves two purposes: to nurture the creation of new work by today's most propitious composers through commissioning and premiering brand new music at Bravo! Vail, and to present the incredible wealth of venerated music written by the leading composers of the 20th and 21st centuries, which has been less widely performed in Vail than that of their 18th and 19th century counterparts.

In 2017, Bravo! Vail launched its New Works Project with five newly commissioned works premiered at the Festival:

- Edgar Meyer's Overture for Violin and Orchestra written for Academy of St Martin in the Fields
- Roberto Sierra's *Dos piezas para orquesta* written for Dallas Symphony Orchestra
- Guillaume Connesson's *Le Tombeau des Regrets* written for The Philadelphia Orchestra
- Julia Adolphe's *White Stone* written for New York Philharmonic
- David Ludwig's *Pangaea* for Strings and Piano written for Chamber

This initiative has garnered national press recognition for the Festival, including Bravo! Vail being listed as one of the Top 10 Classical Festivals in 2017 by *The New York Times* (<https://www.nytimes.com/2017/05/18/arts/music/10-spring-and-summer-classical-festivals.html>). This exclusive and highly-sought after listing in *The New York Times* provides great exposure for both the Festival and the Town of Vail itself, and only organizations which are actively commissioning new works are considered for inclusion.

In addition, Bravo! Vail's New Works Project has drawn the attention of New Music Box (<http://www.newmusicbox.org/social-news/five-world-premieres-in-vail-colorado/>). Bravo! Vail will also welcome visits from BBC Music Magazine and the Violin Channel (founder and CEO Geoffrey John Davies was recently listed as one of Musical America's top 30 influencers in the music industry) this summer, covering the Festival, artists and Vail. In its efforts to maximize publicity and coverage for the New Works Project, Bravo! Vail has also engaged the respected publicist Amanda Sweet to coordinate press coverage and lay the groundwork for media relationships that will continue and expand in future years.

Bravo! Vail's New Works Project will continue annually as the Festival believes it is the responsibility of arts organizations to contribute to the creation of new art and music. The Festival has confirmed in 2018 that it will commission a new work by composer Gabriella Smith (<http://www.gabriellasmith.com/Home.html>) for a performance by the combined ensembles of Roomful of Teeth (<http://www.roomfulofteeth.org>) and Dover String Quartet (<http://www.doverquartet.com/>). This new piece will be between 18 and 28 minutes and premiered during the Festival's Classically Uncorked Series (tentatively on the final night of August 3, 2018). This series has become increasingly popular and is designed to showcase the past, present and future of chamber music. Additionally, the Festival will present numerous pieces by 20th and 21st century composers, exposing audiences to lesser known composers.

The New Works Project, through the commissioning of new works by high profile international composers each year and the presentation of works by living composers, provides major marketing opportunities for Bravo! Vail and by extension the Town of Vail. Bravo! Vail requests \$30,000 in support of this project for 2018, representing 37% 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 30 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 2016, the Festival had a total direct impact of more than \$10 million, an approximate 5% increase over 2015, with more than \$380,000 in generated tax revenue. The industries most greatly impacted were Lodging and Hotel Expenses and Food and Beverage at \$3.7 million each.

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. In 2016, the Festival had a Net Promoter Score of 82% and 86% of survey responders rated their overall satisfaction as 9-10 and 12% as 7-8.

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 its 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 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 2016 survey, 96% of audience members stated that they are likely to return to the Festival and 97% 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, walking or bike (in 2017, the Festival has six rental bikes for staff to use around town).

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 Music Festival- May 2017

Operating Balance Sheet - confidential

		<u>5/31/2017</u>	<u>4/30/2017</u>	<u>Net change</u>
Assets				
01-10102	American National Bank Checking A	\$220,218.24	\$220,188.38	\$29.86
01-10105	CB Operating Reserves	\$52,012.15	\$52,012.15	\$0.00
01-10111	USBank Checking Sweep Acct	\$2,339,669.38	\$1,989,190.14	\$350,479.24
01-10112	Flex Spending Plan Account	\$10,419.96	\$11,624.96	(\$1,205.00)
01-10114	Merrill Lynch CDARS - Jackson S	\$665,678.42	\$665,969.68	(\$291.26)
01-10122	American National Bank CD	\$29,054.99	\$29,054.99	\$0.00
01-10123	Merrill Lynch/Bank of America	\$116,950.69	\$86,837.66	\$30,113.03
01-10129	Wells Fargo Bank Checking Accoun	\$17,668.15	\$408,489.10	(\$390,820.95)
01-10131	Petty Cash	\$200.00	\$200.00	\$0.00
01-10132	457 Deferred compensation	\$492,977.41	\$489,090.00	\$3,887.41
01-10135	Pledges Receivable	\$272,219.64	\$209,162.64	\$63,057.00
01-10136	Stock clearing account	\$0.00	\$0.00	\$0.00
01-10140	Prepaid Expenses	\$53,712.00	\$16,100.00	\$37,612.00
01-10146	Accumulated amortization	(\$113,494.00)	(\$113,494.00)	\$0.00
01-10150	Equipment	\$478,924.36	\$478,924.36	\$0.00
01-10151	Festival Piano	\$58,000.00	\$58,000.00	\$0.00
01-10152	Leasehold improvements	\$178,069.93	\$178,069.93	\$0.00
01-10155	Guild Inventory	\$4,093.38	\$4,093.38	\$0.00
01-10160	Accumulated Depreciation	(\$348,888.70)	(\$348,888.70)	\$0.00
01-10170	Due from - Temporarily Restricted	\$733,597.35	\$733,597.35	\$0.00
01-10172	Due from Endowment	\$50,000.00	\$50,000.00	\$0.00
Total Assets		<u>\$5,311,083.35</u>	<u>\$5,218,222.02</u>	<u>\$92,861.33</u>

Liabilities and Fund Balance

Liabilities

01-20215	Accounts Payable	\$18,493.78	\$114,214.31	\$95,720.53
01-20220	Accrued Salaries	\$9,000.00	\$9,000.00	\$0.00
01-20223	Vacation accrual	\$18,051.75	\$18,051.75	\$0.00
01-20225	Unearned Income	\$26,350.32	\$26,400.32	\$50.00
01-20230	Flexible Spending Account Payable	\$1,096.67	\$393.95	(\$702.72)
01-20231	Daycare Spending Account Payable	\$2,481.85	\$2,844.47	\$362.62
01-20234	Employer Match payable	(\$697.40)	(\$697.40)	\$0.00
01-20235	401K Plan payable	\$2,336.18	(\$163.93)	(\$2,500.11)
01-20239	On account	\$17,786.30	\$14,873.30	(\$2,913.00)
01-20243	Deferred Compensation Oblig.	\$477,977.41	\$489,090.00	\$11,112.59
Total Liabilities		<u>\$572,876.86</u>	<u>\$674,006.77</u>	<u>\$101,129.91</u>

Fund Balance

01-30280	Fund Balance - Operating	\$4,738,206.49	\$4,544,215.25	\$193,991.24
Total Fund Balance		<u>\$4,738,206.49</u>	<u>\$4,544,215.25</u>	<u>\$193,991.24</u>

Bravo! Vail Music Festival- May 2017
Operating Balance Sheet - confidential

	<u>5/31/2017</u>	<u>4/30/2017</u>	<u>Net change</u>
Total Liabilities and Fund Balance	<u>\$5,311,083.35</u>	<u>\$5,218,222.02</u>	<u>(\$92,861.33)</u>

Bravo! Vail Music Festival - May 2017
Donor Restricted and Endowment Balance Sheets

		<u>5/31/2017</u>	<u>4/30/2017</u>	<u>Net change</u>
02 - Temporarily Restricted				
Assets				
02-10103	Merrill Lynch CDARS	\$542,506.39	\$542,357.76	\$148.63
02-10104	USB Piano Fund	\$334,905.90	\$334,883.15	\$22.75
02-10106	Alpine Bank Choral Fund	\$150,509.49	\$150,496.71	\$12.78
02-10107	First Bank Choral Fund	\$150,536.17	\$150,526.27	\$9.90
02-10117	US Bank Donor Restricted Acct - Cash	\$59,588.36	\$59,585.83	\$2.53
02-10135	Future year pledges	<u>\$316,238.00</u>	<u>\$316,238.00</u>	<u>\$0.00</u>
Total Assets		<u>\$1,554,284.31</u>	<u>\$1,554,087.72</u>	<u>\$196.59</u>
Liabilities and Fund Balance				
Liabilities				
02-20225	Unearned Income	\$1,000.00	\$0.00	(\$1,000.00)
02-20250	Due to restricted or operating	<u>\$733,597.35</u>	<u>\$733,597.35</u>	<u>\$0.00</u>
Total Liabilities		<u>\$734,597.35</u>	<u>\$733,597.35</u>	<u>(\$1,000.00)</u>
Fund Balance				
02-30280	Fund Balance - Temporarily Restricted	<u>\$819,686.96</u>	<u>\$820,490.37</u>	<u>(\$803.41)</u>
Total Fund Balance		<u>\$819,686.96</u>	<u>\$820,490.37</u>	<u>(\$803.41)</u>
Total Liabilities and Fund Balance		<u>\$1,554,284.31</u>	<u>\$1,554,087.72</u>	<u>(\$196.59)</u>

Bravo! Vail Music Festival - May 2017
Donor Restricted and Endowment Balance Sheets

		<u>5/31/2017</u>	<u>4/30/2017</u>	<u>Net change</u>
04 - Endowment Account				
Assets				
04-10108	Hurt Memorial Fund	\$11,684.93	\$11,684.44	\$0.49
04-10130	Bravo Endowment	\$6,000,852.50	\$5,993,933.13	\$6,919.37
Total Assets		<u>\$6,012,537.43</u>	<u>\$6,005,617.57</u>	<u>\$6,919.86</u>
Liabilities and Fund Balance				
Liabilities				
04-20250	Due to -Operations	\$50,000.00	\$50,000.00	\$0.00
Total Liabilities		<u>\$50,000.00</u>	<u>\$50,000.00</u>	<u>\$0.00</u>
Fund Balance				
04-30280	Fund Balance	\$5,962,537.43	\$5,955,617.57	\$6,919.86
Total Fund Balance		<u>\$5,962,537.43</u>	<u>\$5,955,617.57</u>	<u>\$6,919.86</u>
Total Liabilities and Fund Balance		<u>\$6,012,537.43</u>	<u>\$6,005,617.57</u>	<u>(\$6,919.86)</u>

1. Merrill Lynch CDAR is Smith restricted funds.

2. The Bravo Endowment includes unrestricted Goldstein funds with a May value of \$702,054.80.

Bravo! Vail Music Festival
2017 Income Statement & Budget - May 2017

		Fiscal Year 2017			Fiscal Year 2016			Over/ Under PYTD
		5/31/2017	2017 Budget	2017 Projtns	2016 PYTD	2016 Budget	2016 Actuals	
Revenue								
01-40301	Ticket Sales	\$1,237,419	\$1,978,000	\$1,928,000	\$1,242,259	\$1,828,000	\$1,945,729	(\$4,840)
01-40302	Soiree Ticket Sales	\$54,725	\$50,000	\$50,000	\$38,250	\$45,000	\$48,375	\$16,475
01-40303	Gala Auction & Ticket Sales	\$34,225	\$275,000	\$275,000	\$42,110	\$313,500	\$326,805	(\$7,885)
01-40304	Education Income	\$245,131	\$231,500	\$231,500	\$181,620	\$204,400	\$197,546	\$63,511
01-40305	Festival Contributions/Gifts	\$3,617,704	\$4,063,730	\$4,063,730	\$3,314,738	\$4,092,500	\$3,304,672	\$302,965
01-40306	Special Project Income	\$250,200	\$266,250	\$266,250	\$318,500	\$281,000	\$200,000	(\$68,300)
01-40309	Program Advertising	\$89,083	\$175,500	\$165,500	\$77,155	\$167,000	\$172,091	\$11,928
01-40311	Interest Income/Stock gains	\$560	\$6,500	\$6,500	\$1,698	\$3,000	\$7,760	(\$1,137)
01-40315	Endowment Contribution	\$0	\$150,000	\$150,000	\$0	\$50,000	\$0	\$0
01-40331	Released from Restriction	\$0	\$0	\$0	\$0	\$0	\$1,326,702	\$0
01-80355	Investment Gains	\$1,073	\$0	\$0	\$0	\$0	\$0	\$1,073
TOTAL REVENUE		\$5,530,121	\$7,196,480	\$7,136,480	\$5,216,330	\$6,984,400	\$7,529,679	\$313,791
Expenses								
Artist Fees/Travel		\$571,619	\$3,866,729	\$3,866,729	\$520,905	\$3,642,450	\$3,546,604	\$50,713
Special Artistic		\$157,341	\$491,943	\$491,943	\$57,355	\$397,100	\$363,164	\$99,986
Marketing		\$447,883	\$838,432	\$838,432	\$387,576	\$812,500	\$791,999	\$60,307
Fundraising		\$246,439	\$591,467	\$541,467	\$347,855	\$696,050	\$703,032	(\$101,416)
Administration		\$287,297	\$410,094	\$410,094	\$265,805	\$444,300	\$435,498	\$21,493
Salaries/Taxes		\$606,862	\$997,815	\$981,815	\$573,390	\$992,000	\$1,127,079	\$33,471
TOTAL EXPENSES		\$2,317,441	\$7,196,480	\$7,130,480	\$2,152,887	\$6,984,400	\$6,967,375	\$164,554
Extraordinary Expenses								
01-40313	Prior Year Operating Reserves	\$0	\$87,000	\$87,000	\$168,763	\$302,000	\$0	(\$168,763)
01-50822	Website Redesign	\$77,145	\$87,000	\$87,000	\$94,478	\$202,000	\$150,676	(\$17,333)
01-50823	Vail Valley Foundation Donati	\$0	\$0	\$0	\$100,000	\$100,000	\$100,000	(\$100,000)
Total Extraordinary Expenses		\$77,145	\$0	\$0	\$25,715	\$0	\$250,676	\$51,430
01-70001	Transfer account	\$2,250	\$0	\$0	\$260,191	\$0	\$0	(\$257,941)
In Kind								
01-40332	In Kind contributions	\$575,478	\$1,900,000	\$1,900,000	\$244,657	\$2,400,000	\$1,591,221	\$330,821

Bravo! Vail Music Festival
2017 Income Statement & Budget - May 2017

		Fiscal Year 2017			Fiscal Year 2016			
		5/31/2017	2017 Budget	2017 Projtns	2016 PYTD	2016 Budget	2016 Actuals	Over/ Under PYTD
01-50460	In Kind Expense	\$575,478	\$1,900,000	\$1,900,000	\$244,657	\$2,400,000	\$1,591,221	\$330,821
Total In Kind		\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET SURPLUS/(DEFICIT)		\$3,133,285	\$0	\$6,000	\$2,777,538	\$0	\$311,628	\$355,748

Note: Comparisons of 2017 budget versus 2016 budget must take into account extraordinary expenses of VVF \$100K booked below the line in 2016 that is now included in 2017 budget.



CULTURAL SPONSORSHIP GRANT PROPOSAL *for the* TOWN OF VAIL

2018 VAIL DANCE FESTIVAL

2018 GERALD R. FORD AMPHITHEATER

2018 SUMMER MOUNTAIN GAMES (IN-KIND ONLY)

2018 BIRDS OF PREY MEN'S WORLD CUP

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
Sam Bronfman
Susan Campbell
Steve Coyer
Andy Daly
Ron Davis
Matt Donovan
Bill Esrey
Johannes Faessler
Tim Finchem
Steve Friedman
John Garnsey
Margie Gart
Donna Giordano
Sheika Gramshammer



Martha Head
Michael Herman
Beth Howard
Al Hubbard
B.J. Hybl
Mike Imhof
Chris Jarnot
George Johnson
Alexia Jurschak
Mark Kogan
Doug Lovell
Sarah Millett
Ellen Moritz
Kaia Moritz
Bobby Patton
Michael Price
Eric Resnick
Doug Rippeto
Dick Rothkopf
Ken Schanzer
Mike Shannon
Stanley Shuman
Rod Slifer
Ann Smead
Hap Stein
Kristin Tang
Fred Tresca
Stewart Turley
Betsy Wiegers
Gary Woodworth

Directors Emeritus

Adam Aron
Marlene Boll
Bjorn Erik Borgen
Berry Craddock
Harry Frampton, Chairman Emeritus
George Gillett
Pepi Gramshammer
Steve Haber
William Hybl
Elaine Kelton



Kent Logan
Peter May
Oscar Tang

7. **Amount of contribution requested: \$103,325 + \$57,800 in-kind support** (\$65,000 for VIDF, \$28,325 for GRFA, & \$10,000 for VVF Athlete Commission along with in-kind support of \$2,800 for GRFA & \$55,000 for GMG)

8. **Organization fiscal year-end:** June 1, 2017 – May 31, 2018.

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 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.

2018 VAIL DANCE FESTIVAL – This is a TOV Tier 1 Event

July 28 – August 11, 2018

The 2018 Vail Dance Festival will mark the 30th anniversary of dance in Vail. The Vail 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 repertoires for major dance companies. Throughout his tenure as Artistic Director, Damian Woetzel has commissioned more than 50 new works and premieres that bear the Festival's name in perpetuity. It's no wonder the Festival has solidified Vail as a distinguished location and relevant contributor to the dance world, at the highest level. 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*, free film screenings, and Village Vignettes are examples of ancillary events that the Festival provides to add depth and increased appreciation of the art form. In addition a robust master class series provides local aspiring dancer the chance to work with some of the masters of modern day dance.

GENERAL TOWN OF VAIL BENEFITS

- At the close of the 2016 Festival the PR audience numbers reached 261 million impressions resulting in \$2.45 million in Advertising Value Equivalency (AVE).
- The event this summer (2017), 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 2016 92% of attendees come to Vail specifically to attend the Festival and 82% of attendees stayed in paid lodging averaging 3.8 room nights (estimated average nightly room rate \$304).



SILVER SPONSOR BENEFITS

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

2018 VAIL DANCE FESTIVAL GRANT REQUEST

For 2018, 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 2018 VAIL 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 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 2018

Summer 2018 will mark the amphitheater's 31st season. 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. We are now hosting numerous events in the lobby such as wedding ceremonies, art classes and chef's in the gardens. 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 The Samples, The New York Philharmonic, and Donovan Frankenreiter, each summer, the Gerald R Ford Amphitheater serves as the cultural and social centerpiece of the Vail Valley. We are having 2 paid rock concerts this summer in August. In hopes we can continue to bring in high level musical acts, in 2018.

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 Dance Festival as anchors for the 2018 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 .

2018 GERALD R. FORD AMPHITHEATER GRANT REQUEST

The Vail Valley Foundation kindly requests the Town of Vail consider a **\$28,325** 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 2018 GERALD R. FORD AMPHITHEATER



Should the Town of Vail approve our request for \$28,325 it shall account for 3% of our operating expense budget.

2018 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 2017 event saw a significant growth in athlete attendance with more than 4,000 participants and overall spectator attendance is estimated at over 70,000 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 **\$55,000** for the 2018 Event to be used for:

- Extra duty police coverage and longer hours specifically tied to three (3) nights of music at the GRFA during 2018 Mountain Games (11 p.m. curfew at GRFA vs 10pm at Checkpoint Charlie) and continued expansion into Lionshead Village. A total of 4 officers are requested for day time operations throughout all venues each day with an additional 2 officers on Saturday during the busiest day of the event. In addition, 4 night time officers at GRFA for the evening concerts until 11pm. This request is specifically tied to suggestions made by Commander Craig Bettis during the 2017 event debrief meeting with ERC. Tied to this request are the same 4 additional CO's in place during the Time Trial bike race on Sunday.
- Fire support
- Electrical support to turn on garden and lamppost power for vendors in Vail and Lionshead
- Public works event assistance to include but not limited to:
 - trash clean up
 - water meter usage
 - sand bag distribution to and from event
- Jersey barriers for World Cup climbing wall ballast
- Transportation – added bus stops along the Frontage Road to shuttle event guests from their cars to and from the event
- Event bus/shuttle support and event fees

The VVF is asking for an increase in in-kind support in 2018 over what the TOV provided in 2017 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 2017 and recommend an appropriate amount to cover 2017, if different from the \$55,000 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?

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.



2015-2016 Vail Valley Foundation Financial Overview

Vail Valley Foundation Consolidated Statements of Financial Position September 30, 2016 and 2015

	2016	2015 (restated)
Assets		
Cash and cash equivalents	\$ 2,865,420	\$ 3,062,338
Accounts receivable, net	151,041	467,165
Promises to give, net	4,399,719	3,175,311
Prepaid expenses and other assets	155,621	128,010
Operating investments	6,697,367	6,402,295
Property and equipment, net	23,574,788	24,447,603
Goodwill and intangible assets, net	510,398	518,398
Endowment investments	3,647,167	3,363,539
Total assets	\$ 42,001,521	\$ 41,564,659
Liabilities and Net Assets		
Accounts payable	\$ 91,936	\$ 401,123
Accrued expenses and other liabilities	1,389,163	1,685,587
Deferred revenue	271,673	1,102,272
Deferred membership benefits	216,862	496,959
GRFA loan payable	-	1,122,198
Lines of credit	1,018,744	-
Bonds payable, net of debt issuance costs	4,961,510	5,075,785
Interest rate swap	1,636,888	1,412,518
Total liabilities	9,586,776	11,296,442
Net Assets		
Unrestricted		
Undesignated	969,188	763,109
Invested in property and equipment, net of related debt	9,424,925	9,970,372
	10,394,113	10,733,481
Temporarily restricted	18,737,335	16,251,439
Permanently restricted	3,283,297	3,283,297
Total net assets	32,414,745	30,268,217
Total liabilities and net assets	\$ 42,001,521	\$ 41,564,659



VVF Budget:

VAIL VALLEY FOUNDATION
For Period October 1, 2016 Thru September 30, 2017

REVENUE	<u>Budget</u>	<u>Current Forecast</u>
Fundraising	\$4,649,000	\$4,635,290
Arts	\$7,211,916	\$7,553,734
Athletics	\$5,557,525	\$3,659,377
Education	\$3,706,450	\$3,686,202
G&A	\$584,500	\$567,422
TOTAL REVENUE	<u>\$21,709,391</u>	<u>\$20,102,025</u>
 EXPENSE		
Fundraising	(\$1,668,778)	(\$1,718,576)
Arts	(\$7,104,204)	(\$7,667,216)
Athletics	(\$5,507,153)	(\$3,567,839)
Education	(\$3,651,330)	(\$3,641,274)
G&A	(\$3,267,968)	(\$2,762,888)
TOTAL EXPENSE	<u>(\$21,199,432)</u>	<u>(\$19,357,792)</u>
 CAPITAL EXPENDITURES	<u>(\$159,500)</u>	<u>(\$285,483)</u>
 BOND PRINCIPAL PAYMENT	<u>(\$150,000)</u>	<u>(\$150,000)</u>
 NET CONTRIBUTION	<u>\$200,459</u>	<u>\$308,750</u>

BURTON
U·S·OPEN
SNOWBOARDING CHAMPIONSHIPS

March 5 – March 10, 2018

Application for Town of Vail 2018 Funding

Applied 6/30/17 by:

BURTON



APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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:
2018 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 – Partnerships, Burton Snowboards
Ian Warda, Senior Director – Partnerships and Events, Burton Snowboards
Whitney Heingartner, Manager – Partnerships, Burton Snowboards
James Deighan, Partner, Highline Sports & Entertainment, Inc.
Peggy Wolfe, Director of Event, Highline Sports & Entertainment, Inc.
7. Amount of contribution requested:
\$490,000 + Value in kind as outlined below (and as per the full 2018 USO
Operations/Storage Overview attached as Exhibit A and Exhibit B):
Soccer Lot: **February 22 – March 16, 2018** - full use of entire lot
RV Lot: **February 22 – March 16, 2018** - 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.
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 2018 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

2018 US Open Budget

Marketing	\$4,869,000
Marketing Campaign / Media Buy	\$69,000
Global broadcast production / distribution	\$892,000
Staffing	\$756,000
Course / Venue build	\$433,000
Event infrastructure	\$580,000
In-town activations	\$450,000
Security / Police / Medical	\$119,000
Branding	\$221,000
Food & Beverage	\$158,000
Lodging	\$770,000
Travel	\$47,000
Shipping / Storage	\$32,000
Prize Money	\$342,000

ATTACHMENT A

2018 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.

2018 Plan Outline:

Soccer Lot: February 22 – March 16, 2018 - 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
 - (3) 26' box trucks, (10) pickups/vans
 - (2) UTVs
- ALL empty scaff/truss containers
- (1) 20' mobile office with generator
- (2) portable toilets
- Vendor/Burton work vehicle parking

RV Lot: February 22 – March 16, 2018 - 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 22 – March 16, 2018 - 7 bays total, 2018 configuration TBD per Jeff Babb – see below for ideal configuration)

- 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 23 – March 16, 2018

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: March 3 – 13, 2018
 - 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 Slopestyle

Temporary Storage

- Friday, 2/23/18 – 3/4/18
- Scaff/truss staging for all on hill structures
- (2) light towers
- Vehicles until 3/5

Manor Vail Cages 2 x 12’x18’

Long Term Storage

- 2/23/18 – 3/16/18
- Sponsor Village product (sampling and promotional pieces for the partners)

ATTACHMENT B
2018 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 (2018)

- 2/23-2/28 from 4-7:45am and 5-10pm: Rails, structures, power, screen deliveries
- 3/3 from 5pm through 7:45am: TV truck load in

Solaris (2018)

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

Monday, March 5, 2018	6:00am-8:00pm
Tuesday, March 6, 2018	8:00am-5:00pm
Wednesday, March 7, 2018	5:30pm-11:00pm
Thursday, March 8, 2018	5:30pm-11:00pm
Friday, March 9, 2018	4:00pm-11:30pm
Saturday, March 10, 2018	4:00pm-12:00am
Sunday, March 11, 2018	8:00am-10:00pm

BARRICADES (2018)

Delivery: WEDNESDAY, March 7, 2018
Location: Solaris – East Meadow Drive
Time: 10am
Needs: 180 panels, **Need an additional 2,000' if available**
Pick Up: SUNDAY, March 11, 2018

ELECTRIC (2018)

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 9-10, 2018
Needs: POWER PANEL adjacent to Check Point Charlie
Concert Sound/Audio
Lights
POWER FROM light poles
Lights for tents along Gore Creek Drive (to Fountain)

INTERNATIONAL BRIDGE

Dates: FRIDAY-SATURDAY, March 9-10, 2018
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/Concrete: 2018 final needs TBD based on 2018 structures.

- Golden Peak: 6, 2'x3' (2k lbs) blocks
 - o Delivery: February 23, to Race City ramp, before 7:30am or after 5:00pm
- Solaris: 12, k-rail
 - o Delivery: March 4, for build start on March 5
 - o Pick Up: March 13

VARIABLE MESSAGE BOARDS-SIGNAGE: None requested in 2018

2018 APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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:
Susan Frampton – President
Margaret Rogers– Vice President
Bob Fritch – Treasurer Sheika Gramshammer
Gwen Scalpello – Secretary Dick Liebhaber
Susan Ford Bales Jen Mason
Kathy Borgen Liz Paxson
Doe Browning Carey Firestone Romer
Holly Elliott
Jeanne Fritch
7. Amount of contribution requested: **\$71,791 for operations & \$19,000 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, 2017**
9. Are your books audited? **Yes, every third year. FY 2017 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 ADA Access through the Gardens and irrigation problems critical to the overall health of the Gardens.

Masonry upgrades to ADA stone pathway

Most of the ADA compliant pathways through the Gardens are now over 20 years old. These pathways were put in throughout the Gardens to improve access and accommodate physically challenged guests. These stone pathways are in need of repair; many of the stones are cracked, broken and, through heat and frost, have heaved and become misaligned over time. Several of the paths now contain tripping hazards.

The Gardens has received an estimate of \$6,000 to replace broken stones and re-align flagstone. The repairs will eliminate impediments and allow all guests to access Vail's renowned botanical garden.

Upgrades to ageing irrigation system

Betty Ford Alpine Gardens was originally built in 1987 with one small display plot. The Gardens has expanded now to seven distinct gardens spread over 4.5 acres in Vail's Ford Park. Over the last thirty years major upgrades in irrigation technology have happened. Betty Ford Alpine Gardens has not fully incorporated this irrigation technology into the Gardens resulting in water distribution problems. Some gardens are getting over watered while others are not getting enough. The ageing irrigation system has resulted in inefficient water use while the demand for water in the Gardens has grown.

Several upgrades to the irrigation system are needed. Improvements include new clocks for more detailed control of watering and mobile technology to monitor water usage. With mobile technology we can adjust the watering needs remotely.

Other upgrades include replacing inefficient nozzles, rotors, and fixing improperly placed irrigation lines. The estimated cost for three irrigation clocks with rain sensors with mobile technology, and improved irrigation nozzles and lines is \$13,000.

Ultimately irrigation improvements will reduce water usage. These upgrades have been discussed and highly recommended by the Town of Vail public works staff.

11. How does your request support item 1C of the contribution policy?
Trip Advisor ranks Betty Ford Alpine Gardens #2 of 74 things to do in Vail. 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.

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. Beginning 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 raking 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
Statement of Activities
September 2016

	Sep 16	Budget	\$ Over Budget	% of Budget	Oct '15 - Sep 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
301 · Operating Income									
354 · Total Operating Cash Income									
305 · Annual Memberships	9,615.87	3,000.00	6,615.87	320.53%	68,815.87	70,000.00	-1,184.13	98.31%	70,000.00
305.5 · TOV RETT Funds	0.00	0.00	0.00	0.0%	69,010.00	69,010.00	0.00	100.0%	69,010.00
310 · Garden Donation Boxes	1,402.84	2,500.00	-1,097.16	56.11%	13,902.39	16,250.00	-2,347.61	85.55%	16,250.00
312 · Individual Donations- Operating	-7,771.25	3,000.00	-10,771.25	-259.04%	127,013.22	97,300.00	29,713.22	130.54%	97,300.00
320 · Operating Grants	667.00	500.00	167.00	133.4%	18,628.00	23,160.00	-4,532.00	80.43%	23,160.00
340 · Private Group Tours	350.00	100.00	250.00	350.0%	1,645.00	1,800.00	-155.00	91.39%	1,800.00
345 · Facility Use									
345.1 · Rental Income- chairs	0.00	750.00	-750.00	0.0%	750.00	3,050.00	-2,300.00	24.59%	3,050.00
345 · Facility Use - Other	3,955.00	0.00	3,955.00	100.0%	15,301.50	16,500.00	-1,198.50	92.74%	16,500.00
Total 345 · Facility Use	3,955.00	750.00	3,205.00	527.33%	16,051.50	19,550.00	-3,498.50	82.11%	19,550.00
350 · Events & Other Income									
350.01 · Plant Sale	0.00	0.00	0.00	0.0%	1,675.49	0.00	1,675.49	100.0%	0.00
350.06 · Other FR Events/Programs	529.74	0.00	529.74	100.0%	6,156.87	5,300.00	856.87	116.17%	5,300.00
350.11 · Public Tours	290.00	75.00	215.00	386.67%	1,755.10	2,325.00	-569.90	75.49%	2,325.00
350.13 · Chef's in the Garden	385.00	0.00	385.00	100.0%	1,390.00	1,500.00	-110.00	92.67%	1,500.00
350 · Events & Other Income - Other	0.00	0.00	0.00	0.0%	22.05	0.00	22.05	100.0%	0.00
Total 350 · Events & Other Income	1,204.74	75.00	1,129.74	1,606.32%	10,999.51	9,125.00	1,874.51	120.54%	9,125.00
350.09 · Gift Shop & Merch. Sales									
350.095 · School House Sales	5,750.03	18,000.00	-12,249.97	31.95%	89,113.68	91,150.00	-2,036.32	97.77%	91,150.00
350.09 · Gift Shop & Merch. Sales - Other	50,095.63	33,800.00	16,295.63	148.21%	602,750.80	593,900.00	8,850.80	101.49%	593,900.00
Total 350.09 · Gift Shop & Merch. Sales	55,845.66	51,800.00	4,045.66	107.81%	691,864.48	685,050.00	6,814.48	101.0%	685,050.00
352 · Miscellaneous Income									
352.1 · Reimbursement Income	1,093.75	0.00	1,093.75	100.0%	1,787.53	500.00	1,287.53	357.51%	500.00
352 · Miscellaneous Income - Other	0.00	0.00	0.00	0.0%	3,856.96	700.00	3,156.96	550.99%	700.00
Total 352 · Miscellaneous Income	1,093.75	0.00	1,093.75	100.0%	5,644.49	1,200.00	4,444.49	470.37%	1,200.00
356 · Qtrly Endowment Distribution	0.00	0.00	0.00	0.0%	0.00	20,306.45	-20,306.45	0.0%	20,306.45
Total 354 · Total Operating Cash Income	66,363.61	61,725.00	4,638.61	107.52%	1,023,574.46	1,012,751.45	10,823.01	101.07%	1,012,751.45
357 · In-Kind Materials & Services	8,106.00				8,106.00				
Total 301 · Operating Income	74,469.61	61,725.00	12,744.61	120.65%	1,031,680.46	1,012,751.45	18,929.01	101.87%	1,012,751.45
Total Income	74,469.61	61,725.00	12,744.61	120.65%	1,031,680.46	1,012,751.45	18,929.01	101.87%	1,012,751.45
Gross Profit	74,469.61	61,725.00	12,744.61	120.65%	1,031,680.46	1,012,751.45	18,929.01	101.87%	1,012,751.45

Betty Ford Alpine Gardens
Statement of Activities
September 2016

	Sep 16	Budget	\$ Over Budget	% of Budget	Oct '15 - Sep 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Expense									
Total 401 · Administration	-24,168.62	7,984.00	-32,152.62	-302.71%	37,842.27	61,093.43	-23,251.16	61.94%	61,093.43
Total 500 · Gardens	81,504.15	9,920.00	71,584.15	821.61%	204,183.93	135,074.27	69,109.66	151.16%	135,074.27
Total 550 · Education	180,211.43	11,704.00	168,507.43	1,539.74%	334,931.31	152,183.70	182,747.61	220.08%	152,183.70
Total 600 · Development (Fundraising)	-6,800.41	7,814.95	-14,615.36	-87.02%	85,053.08	97,279.37	-12,226.29	87.43%	97,279.37
650 · Gift Shop Costs									
Total 650.1 · Alpine Treasures	50,671.33	34,975.00	15,696.33	144.88%	482,924.32	475,815.00	7,109.32	101.49%	475,815.00
Total 650.2 · School House	13,364.48	13,710.00	-345.52	97.48%	82,655.83	79,810.00	2,845.83	103.57%	79,810.00
Total 650 · Gift Shop Costs	64,035.81	48,685.00	15,350.81	131.53%	565,580.15	555,625.00	9,955.15	101.79%	555,625.00
Total Expense	294,782.36	86,107.95	208,674.41	342.34%	1,227,590.74	1,001,255.77	226,334.97	122.61%	1,001,255.77
Net Ordinary Income	-220,312.75	-24,382.95	-195,929.80	903.55%	-195,910.28	11,495.68	-207,405.96	-1,704.21%	11,495.68
Endowment Cash Distrn	6,062.11		6,062.11	100.0%	22,332.77		22,332.77	100.0%	20,306.45
Cash Vs Budget	-214,250.64	-24,382.95	-189,867.69	878.69%	-173,577.51	11,495.68	-185,073.19	-1,509.94%	11,495.68
* COGS budget for Alpine Treasures was reduced by \$6000 in June									
Other Income/Expense									
Other Income									
Total 360 · Capital Income	1,500.00				431,015.22				
Total 361 · Endowment Income Total	3,683.87				61,658.45				
Total Other Income	5,183.87				492,673.67				
Other Expense									
800 · Capital Expenses									
895 · Capital Cash Expenses									
Total 804 · Education Center Expenses	2,317.80				52,040.64				
Total 895 · Capital Cash Expenses	2,317.80				52,040.64				
898 · Capitalized Expenditures	0.00				-47,393.43				
Total 800 · Capital Expenses	2,317.80				4,647.21				
901 · Endowment Management Costs	446.81				5,252.42				
Total Other Expense	2,764.61				9,899.63				
Net Other Income	2,419.26				482,774.04				
Net Income	-217,893.49	-24,382.95	-193,510.54	893.63%	286,863.76	11,495.68	275,368.08	2,495.41%	11,495.68

Betty Ford Alpine Gardens
Balance Sheet
As of September 30, 2016

	Sep 30, 16
ASSETS	
Current Assets	
Checking/Savings	
101 · Unrestricted Funds	
Paypal	0.00
105 · Petty Cash	
105.5 · Gift Shop Cash	200.00
105 · Petty Cash - Other	0.00
Total 105 · Petty Cash	200.00
106 · Total Checking (for reconcile)	
122.8 · Education Center Funds- Temp Re	35,905.15
107 · Unrestricted Checking	156,734.71
Total 106 · Total Checking (for reconcile)	192,639.86
Total 101 · Unrestricted Funds	192,839.86
160 · Investment Funds	
165 · Restricted Endowment	
165.0 · Permanently Rest. Endowment	414,301.00
165.2 · Library Endowment- Perm Rstric	50,412.43
165.5 · Board Designated Fund	75,207.60
Total 165 · Restricted Endowment	539,921.03
166.1 · Operating Reserve Fund	5,514.54
167.3 · Library Reserve Fund	547.57
Total 160 · Investment Funds	545,983.14
Total Checking/Savings	738,823.00
Accounts Receivable	
Pledges Receivable	
Temp. Restricted Pledges	60,000.00
Total Pledges Receivable	60,000.00
1200 · Accounts Receivable	0.00
Total Accounts Receivable	60,000.00
Other Current Assets	
173 · Gift Shop Inventory	
173.2 · School House Inventory	14,139.89
173 · Gift Shop Inventory - Other	129,110.54
Total 173 · Gift Shop Inventory	143,250.43
Total Other Current Assets	143,250.43
Total Current Assets	942,073.43
Fixed Assets	
175 · Long Term Assets	1,316.00
177 · Mountain Perrennial Garden	254,006.37
178 · Meditation Garden	145,061.42
179 · Alpine Rock Garden	1,040,384.38
182 · Schoolhouse, Plaza, Childrens	1,071,842.20
185 · Library	2,440.97
186 · Himilayan Garden	3,048.47
190 · Interpretation/Displays	89,577.13
191 · Education Center	3,541,100.14
192 · Village Gift Shop	16,381.72
194 · Website	9,348.00
195 · Office/Computer Equipment	55,895.33
196 · Accumulated Depreciation	-1,252,765.00
Total Fixed Assets	4,977,637.13
TOTAL ASSETS	5,919,710.56

Betty Ford Alpine Gardens
Balance Sheet
As of September 30, 2016

	Sep 30, 16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	36,842.54
Total Accounts Payable	36,842.54
Credit Cards	
1st Bank Visa	450.14
Total Credit Cards	450.14
Other Current Liabilities	
Gift Certificates	1,473.51
209.1 · Loan From Board Member	100,000.00
210 · Payroll Liabilities	
210.2 · Co Unemployment	1,576.87
210.4 · Federal Liabilities	3,969.96
210.5 · CO Liabilities	1,158.00
210.6 · Simple Liabilities	3,046.64
210.8 · Child Care Liability	0.00
Total 210 · Payroll Liabilities	9,751.47
2200 · Sales Tax Payable	4,342.32
230A · Accrued Vacation Payable	11,268.37
230B · Accrued Payroll	11,204.63
Total Other Current Liabilities	138,040.30
Total Current Liabilities	175,332.98
Total Liabilities	175,332.98
Equity	
290.1 · Unrestricted Net Assets	5,013,736.55
290.2 · Temporarily Restricted Net Asse	100,426.44
290.3 · Permanently Restricted Net Asse	343,350.83
Net Income	286,863.76
Total Equity	5,744,377.58
TOTAL LIABILITIES & EQUITY	5,919,710.56



May 23, 2017

Kelli McDonald, Economic Development Manager
Office of Economic Development, Town of Vail
75 South Frontage Rd.
Vail, CO 81657

Dear Kelli:

On behalf of the EGE Air Alliance Board of Directors, I want to thank you and the Town of Vail. The Town of Vail has been great supporter of the Alliance in many ways, and we truly appreciate our ongoing partnership.

In 2017, the EGE Air Alliance continued to support the United summer Houston flight, and also added new winter service from Washington, DC and Phoenix. The Alliance continues to research and gauge opportunities related to potential long-term funding for its efforts. Vail's 2017 contribution of \$75,000 as well as marketing support through the Vail Local Marketing District helped the Alliance with our critical strategic goals.

Heading into 2018, the Alliance hopes to raise in excess of \$550,000 from its growing coalition of private and public sector supporters. As part of this effort, the EGE Air Alliance respectfully requests **\$75,000 from Vail** for flight service programs in 2018. As in prior years, the Alliance's funds will be used to attract new flight service, to provide continued support for developing markets, and to establish long-term funding.

EGE Economic Impacts:

City	Frequency	Total Seats	Est Load Factor %	Estimated Passengers	Total Operations	Total Cost	Cost/Pax	EGE Economic Impact*
Houston summer	2x/week	2,242	65%	1,458	19	\$175,000	\$120	\$1,667,762
Toronto	1x/week peak season	960	65%	624	8	\$35,000	\$56	\$985,396
Wash DC	1 Sat	1,770	71%	1,246	15	\$452,000	\$435	\$1,967,634
Phoenix	3x/week	3,920	70%	2,773	56	\$0		\$4,379,011
Oakland	2x/week	4,680	60%	2,808	30	\$200,000	\$72	\$4,434,282
Charlotte	2x/week	3,840	65%	2,496	30	\$300,000	\$120	\$3,941,584
Seattle	2x/week	3,600	65%	2,340	30	\$380,000	\$162	\$3,695,235
Dallas fall	daily	5,376	60%	3,226	42	\$115,000	\$36	\$3,690,125
Chicago summer	2x/week	2,242	65%	1,458	19	\$400,000	\$275	\$1,667,763
Miami incremental	2x/week	4,224	65%	2,746	24	\$200,000	\$73	\$4,336,374

**Based on economic impact study data from winter 14-15 and summer 2015 at Eagle County Regional Airport*

**Flights in blue currently utilize a minimum revenue guarantee (MRG) through the EGE Air Alliance; flights in black are potential new flight opportunities for the Alliance.*



Funding will support the Washington, Phoenix, Toronto, Dallas, and Houston markets, which are estimated to bring in **9,327** new passengers through the Eagle County Regional Airport. Based on the RRC Associates intercept study, EGE winter users spend an average of \$2,134 per guest and summer guests spend an average of \$1,257, resulting in an estimated economic impact to Eagle County's economy as a direct result of the MRG markets **\$12,689,928**.

Our public partner funding requests for 2017 are:

- Eagle County: \$150,000
- Town of Vail \$75,000
- Beaver Creek Resort Company: \$75,000
- Town of Gypsum: \$75,000
- Town of Avon: \$20,000
- Town of Eagle: \$5,000

We expect similar funding levels in 2018 from these public partners.

Long-Term Funding:

Alliance partners have expressed the need for a long-term funding source for new flight opportunities to and from the Eagle County Regional Airport. Our competitors in other resort markets are already a step ahead of us in implementing various long-term funding streams.

The EGE Air Alliance has made this strategic objective a priority, hosting numerous public meetings, stakeholder presentations, and phone surveys. While our public education campaign did have an impact on awareness and support of public funding for minimum revenue guarantees, support is not at a level to justify a ballot initiative at this time. We continue to pursue public education efforts on the economic impacts of the Eagle County Regional Airport and to pursue the possibility of creating a special district or other dedicated funding source by working closely with Eagle County and the EGE Board of Directors.

The Alliance thanks Town of Vail for its vital participation, and we hope that we can again count on you for continued support of our efforts in 2018.

We welcome your comments and questions, as well as the opportunity to meet with the Town Council to review EGE Air Alliance's efforts and results to date in greater detail. Additional details can be found at EGEAirAlliance.com. Thank you for your consideration and your continued support.

Mike Brumbaugh, Board President
EGE Air Alliance

Budget:

EAGLE AIR ALLIANCE

STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN NET ASSETS (CASH BASIS)

BUDGET, ACTUAL AND FORECAST FOR THE PERIODS INDICATED

Printed: 4/28/2017

WORKING DRAFT

	Cal Yr 2018 Actual	Cal Yr 2017 Revised Budget	Variance Favor (Unfavor)	Cal Yr 2017 Forecast	4 Mo Ended 04/26/17 Actual	4 Mo Ended 04/26/17 Budget	Variance Favor (Unfavor)	Cal Yr 2018 Prelim Budget
Revenues								
Private Sector Fund Raising	161,150	152,950	5,250	158,200	115,800	116,242	(442)	152,950
Public Sector Fund Raising	400,000	400,000	0	400,000	400,000	400,000	0	400,000
Research Contribution	0	0	0	0	0	0	0	0
2014 Air Service Contributions	0	0	0	0	0	0	0	0
Interest Income	634	500	0	500	331	167	164	500
Total Revenues	661,784	663,450	6,260	668,700	618,131	618,409	(278)	663,450
Expenditures								
Administration								
Admin Expenses - VVP	32,500	32,500	0	32,500	0	0	0	32,500
Admin Expenses - Magellan/Summit Info	11,000	12,000	0	12,000	4,000	4,000	0	27,000
Accounting	0	6,000	0	6,000	0	0	0	6,000
Business Expenses	1,634	20,000	0	20,000	0	5,000	5,000	20,000
Legal Fees	1,406	5,000	(8,500)	13,500	10,576	2,500	(8,076)	5,000
Administrator	0	0	0	0	0	0	0	0
Total Administration	48,631	75,600	(8,600)	84,000	14,676	11,600	(3,076)	80,600
Marketing and Research								
Public Awareness Campaign	5,450	20,000	0	20,000	0	4,000	4,000	20,000
EGE Community Awareness Survey	0	0	0	0	0	0	0	15,000
Summer Intercept Survey	0	0	0	0	0	0	0	0
Winter Intercept Survey	0	24,000	0	24,000	0	0	0	0
Total Marketing and Research	5,450	44,000	0	44,000	0	4,000	4,000	35,000
Flight Guarantees								
Flight Guarantee Toronto	27,605	30,000	0	30,000	0	0	0	30,000
Flight Guarantee Houston	150,237	239,119	(25,881)	265,000	0	0	0	265,000
Flight Guarantee Dallas	0	115,000	115,000	0	0	0	0	0
Flight Guarantee Charlotte	0	0	0	0	0	0	0	0
Flight Guarantee Phoenix	0	125,000	0	125,000	0	0	0	125,000
Flight Guarantee Washington DC	0	452,306	0	452,306	0	0	0	452,306
Flight Guarantee Other	0	0	0	0	0	0	0	0
Total Flight Guarantees	177,842	981,425	88,119	872,306	0	0	0	872,306
Contingency	0	0	0	0	0	0	0	0
Total Expenditures	228,822	1,080,825	80,819	1,000,306	14,676	16,600	824	987,806
Revenues over (under) Expenditures	331,882	(627,475)	85,889	(441,806)	601,654	600,809	848	(444,356)
Beginning Net Assets	407,545	739,507	0	739,507	739,507	739,507	0	297,901
ENDING NET ASSETS	738,607	212,032	85,889	297,801	1,241,082	1,240,418	668	(148,466)

STATEMENT OF ASSETS, LIABILITIES AND NET ASSETS (CASH BASIS)

April 26, 2017

ASSETS	2018	04/26/17
Current Assets:		
Cash - Checking	342,840	214,034
Cash - Money Market	2,508	110,177
Flight Guarantees Fund	394,159	916,861
Total Cash In Bank	738,607	1,241,082
Accounts Receivable (Depts In Transit)	0	0
TOTAL ASSETS	738,607	1,241,082

LIAB & NET ASSETS	2018	04/26/17
Liabilities:		
Accounts Payable	0	0
Total Liabilities	0	0
Net Assets		
Restricted - Flight Guar	394,159	916,861
Unrestricted	345,348	324,201
Total Net Assets	738,607	1,241,082
Total Liabilities & Net Assets	738,607	1,241,082

No assurance is provided on these financial statements; substantially all disclosures ordinarily included in cash basis financial statements have been omitted.



1. Name of organization: **EGE Air Alliance**
2. Contact person: **Chris Romer**
3. Mailing address: c/o Marchetti & Weaver 28 Second Street | Suite 213 | Edwards, CO 81632
4. Telephone: 970.477.4016
5. E-mail address: cromer@visitvailvalley.com
6. Members and Titles of your governing board:
 - Mike Brumbaugh, owner, Venture Sports
 - Mike Brown, regional president, Alpine Bank
 - Jen Brown, managing director, Beaver Creek Resort Company
 - Gabe Shalley, airline marketing manager, Vail Resorts
 - Peter Dann, executive vice president, East West Destination Hospitality
 - Amy Phillips, town councilor, Town of Avon
 - John Shipp, owner, Roadhouse Hospitality Group
 - Jean Alexander, senior sales manager, Sebastian Vail
 - Greg Moffet, town councilor, Town of Vail
 - Jeff Shroll, town manager, Town of Gypsum
 - Kathy Chandler-Henry, commissioner, Eagle County
7. Amount of contribution requested: \$75,000 cash / \$75,000 marketing support
8. Organization fiscal year-end: December 31
9. Are your books audited? No
10. **What category of funding is your organization applying for?** (see definitions on page 1):
Services
11. How will the contribution be used? Minimum revenue guarantee program for air service
12. How does your request support item 1C of the contribution policy?
13. Who currently funds your organization (other governments, private donations, user fees, etc.)?
Avon, Beaver Creek, Gypsum, Eagle, Vail Resorts, and approximately 65 other businesses
14. Organization's mission statement: To build and maintain a robust flight program at the Eagle County Regional Airport

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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:** Children's Garden of Learning
2. **Contact person:** Maggie Swonger
3. **Mailing address:** 129 N. Frontage Road Vail, CO 81657
4. **Telephone:** 970-476-1420
5. **E-mail address:** mswonger@childrensgarden-vail.com
6. **Members and Titles of your governing board:**
 - SIERRA ALDRICH, BOARD PRESIDENT, Vail Ski and Snowboard Academy, former CGL Parent
 - REBECCA MCDONNELL, BOARD VICE PRESIDENT AND SECRETARY, Director of Product Sales & Services for Vail Resorts, current CGL Parent
 - JOSH CLOUD, BOARD TREASURER, Director of Finance at Beaver Creek
 - JOHN BRENDZA, Education Consultant
 - AMY RICCI, Teacher at Red Sandstone Elementary School, current CGL Parent
 - KARA ROBINSON, First grade teacher at Vail Mountain School, current CGL Parent
 - JESSICA SCHMIER, Kindergarten teacher at Vail Mountain School
7. **Amount of contribution requested:** In-Kind Services continued request and \$14,000 for building maintenance.
8. **Organization fiscal year-end:** May 31st, 2018
9. **Are your books audited?** Yes, last audit was 2016
10. **What category of funding is your organization applying for? (see definitions on page 1):** In-kind requests and education and enrichment
11. **How will the contribution be used?**

We are requesting to continue the in-kind services of driveway snow removal by the Town of Vail. In addition we are requesting \$14,000 for building maintenance, \$12,816 for boiler replacement (which was identified on the town's annual building needs assessment) and \$1,184 for sidewalk and roof snow removal. Please note that we are also open to using Town of Vail preferred vendors, and seeking additional bids.

- 11. How does your request support item 1C of the contribution policy?** Children's Garden of Learning provides exceptional early learning experiences to the children and for the families of Vail. Currently, 81% of CGL families work or live in Vail. CGL has shifted its philosophy to provide high quality child care with a Reggio Emilia Approach to working families, all while embracing our natural environment of Vail, Colorado. Our students will grow up to be the future workforce of this community, we are providing access to affordable child care to keep families in the community, and we are learning and teaching generations to take care of our environment. Currently we have children attending CGL whose parents attended preschool on this site enjoying the same nature trails they grew up exploring. For many, Children's Garden of Learning is part of growing up in Vail.

Through the Town of Vail's support with our boiler replacement and snow removal it allows CGL to give the students a safe environment that allows for safe exploration and continued learning. The request puts value into a Town of Vail owned property, so the investment stays with the Vail community. Supporting CGL with building maintenance allows the program to focus any additional funds on the financial aid program, enrichment activities for children, teacher professional development and salaries, and ensuring that we continue to provide the highest quality early learning education to the children of our community.

- 12. Who currently funds your organization (other governments, private donations, user fees, etc.)?** Children's Garden of Learning is a Non-profit (501c3) Organization. We receive 93% of our revenue from tuition costs, camps, and after school programs. The remaining 7% is fundraised through our two annual fundraisers the CGL Art Show and Vail Derby Party. In the current fiscal year CGL is receiving support from Temple Hoyne Buell and Vail Valley Cares for our newly developed Financial Aid program (these funds are included in tuition costs) totaling \$16,500. Our new Financial Aid program is expected to exceed \$25,000 in support of low income families having access to high quality early learning experiences. In addition, last fiscal year we received grants from Eagle County Government for classroom supplies, support from Epic Promise with fundraiser support, and continued partnership and support from the Town of Vail for our driveway snow removal.

- 13. Organization's mission statement:** Inspired by the Reggio Emilia philosophy, Children's Garden of Learning partners with children, families, and the Vail Valley community to provide an inquiry-based education for young learners. Teachers and children co-construct their learning experience through observation, intentional planning, creative environments, and active exploration of materials. Our goal is for each student to emerge as socially capable, creative citizens who love learning.

Children's Garden of Learning, Inc.

BALANCE SHEET

As of June 30, 2017

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - Fundraising Events	25,781.69
Checking - Operating	31,328.12
Checking - Tuition Assistance	12,880.00
Petty Cash	163.22
Savings - Money Market	32,564.30
Total Bank Accounts	\$102,717.33
Accounts Receivable	
Accounts Receivable	-9,239.04
Total Accounts Receivable	\$ -9,239.04
Other Current Assets	\$8,085.50
Total Current Assets	\$101,563.79
Fixed Assets	
Accumulated Depreciation	-34,938.00
Fixed Assets	50,988.61
Leasehold Improvements	-50,791.89
Total Fixed Assets	\$ -34,741.28
TOTAL ASSETS	\$66,822.51
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	\$ -754.44
Other Current Liabilities	\$16,978.58
Total Current Liabilities	\$16,224.14
Long-Term Liabilities	\$6,166.48
Total Liabilities	\$22,390.62
Equity	\$44,431.89
TOTAL LIABILITIES AND EQUITY	\$66,822.51

Children's Garden of Learning, Inc.

PROFIT AND LOSS

June 2017

	TOTAL
INCOME	
Contributions/Gifts/Grants	-1,922.57
Fundraising Income	1,642.81
Program Service Revenue	33,701.28
Total Income	\$33,421.52
GROSS PROFIT	\$33,421.52
EXPENSES	\$34,198.91
NET OPERATING INCOME	\$ -777.39
NET INCOME	\$ -777.39

Proposal

**Sundance Plumbing & Heating
PO Box 3684
Avon, CO 81620
748-8977 office
sph@vail.net**

6/27/17

Childrens Garden of Learning
129 North Frontage Road
Vail, CO

Re: Boiler Replacement

Sundance Plumbing and Heating is pleased to provide the following proposal.

We will provide all labor and material necessary to complete the following work:

- 1) Remove and recycle existing boiler.
- 2) Furnish and install a Lochinvar KBN199 boiler.
199,000 Btu's
12 year Limited Heat Exchanger Warranty
1 year Parts Warranty
96% Efficiency
- 3) Install new boiler piping connected to existing piping.
- 4) Install new expansion tank.
- 5) Install new PVC combustion and exhaust air piping to outside.
- 6) Install new boiler condensate drain line with Axiom neutralizer.
- 7) Flush heating system and fill with a 30% solution of glycol.

Price: \$12,816.00

Sundance Plumbing & Heating
Ken Netzeband
Owner

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

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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:

E•f(ec) (Education Foundation of Eagle County)

2. Contact person:

Jenifer Hammond, Administrative and Events Director or
Amy Lewis, Executive Director

3. Mailing address:

E•f(ec)
PO Box 8012
Avon, CO 81620

4. Telephone:

970-471-4413

5. E-mail address:

JeniferH@efec.org
AmyL@efec.org

6. Members and Titles of your governing board:

Governing Board:

Wendy Rimel, Board President
Charles Overy, Board Vice President
Felicia Battle, Treasurer
Mary Blair, Secretary

Trustees:

Jan Abbott
Felicia Battle
Mary Ellen Blair
Kimberly Brewster
Jill Buecking
Susie Davis
Amy Drummet
Tonya Farmer
Louise Funk
Molly Gallagher
Jessica Gentilini
Jason Glass

William Harris
Lindsay Hawkins
Denise Jacobs
Shelly Jarnot
Carolyn Knox Keep
Tessa & Steven Kirchner
Pavan & Karl Krueger
Sara Manwiller
Dana Maurer
Libby Navarro
Julie Norberg

Julie & Charles Overy
Kelly Pope
Amber Prince
Wendy Rimel
Chris Romer
Diana & Matt Scherr
Brooke Skjonsby
MaryAnn Stavney
Trista Sutter
Heidi Trueblood
Traci Wodlinger

7. Amount of contribution requested:

\$3,500 in-kind donation for the use of the Dobson Ice Arena on February 10, 2018

\$2,500 cash event sponsorship

8. Organization fiscal year-end:

June 30

9. Are your books audited?

Yes, every three years.

10. What category of funding is your organization applying for?

(see definitions on page 1):

In-Kind and Cash (Event Sponsorship)

11. How will the contribution be used?

The In-Kind donation of the Dobson Ice Arena would be used on 2/10/18 for E•f(ec)'s only fundraiser, Project Funway. The cash event sponsorship would further support the fundraiser. Money donated to Project Funway provides funding for programs, technology and equipment in schools' classrooms.

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

E•f(ec) directly impacts the Town of Vail community through teacher retention and professional development, fulfilling classroom grants that provide funding for programs, technology and equipment in school's classrooms, as well as supporting the 3A/3B campaign which dedicated more than \$12 million to upgrades to Red Sandstone Elementary. Since 2012 E•f(ec) has supported Red Sandstone by funding a technology teacher, art teacher and librarian, granting a teacher's request of twelve guitars to complete the classroom set, and presenting a Distinguished Teacher Award, an academic scholarship to obtain an advanced degree or certification to William Harris, Master Teacher.

E•f(ec)'s reach in Eagle Valley is broad, sponsors of our events are able to reach the employees of the Eagle County School District, students, parents and family members.

An in-kind donation & sponsorship of Project Funway from the Town of Vail supports a strong, year-round community by providing much needed funding and supplies to Red Sandstone elementary school with year-round families. Many of these families work within our mountain community to provide an excellent experience for visitors. This allows us to continue our mission to raise funds and support the full-time employees of the school, enhance learning programs, technology and equipment for the students, implement teacher retention programs, and professional development grants to teachers. All of this helps the Town of Vail retain full-time residents and provides employment.

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

E•f(ec) receives funds annually from Vail Resorts Epic Promise, Vail Valley Medical Center, Kaiser Permanente, Vail Valley Cares, Colorado Gives, Alpine Bank, US Bank, Wells Fargo and a long list of corporate, personal and anonymous donors. In addition E•f(ec) applies on behalf of our public schools for grant money for specific programs or needs.

14. Organization's mission statement:

The purpose of the Education Foundation of Eagle County is to support the creation and delivery of an excellent learning experience for students within the Eagle County public school system. The Education Foundation of Eagle County provides funding for tools, technology and staff within Eagle County Schools through public grants and private donations. E•f(ec) works to provide sustainable funding sources through local and statewide legislative advocacy on K-12 education funding policy and mobilizes community engagement by recognizing excellence in teaching.

The Public Education Foundation, a nonprofit 501(c)3 organization established in 2001, now the Education Foundation of Eagle County (E•f(ec), has worked in partnership with Eagle County Schools to fund strategic initiatives and programs for quality education in Eagle County.

Education Foundation of Eagle County

BUDGET OVERVIEW: FY '16 - '17 - FY17 P&L

July 2016 - June 2017

	TOTAL
INCOME	
Donation Received	
10% Grant Fund	400.00
Directed Giving Donations	3,600.00
EFEC Donations - General Fund	28,000.00
Total Donation Received	32,000.00
Event Program Donations	
Apple Award - YVF	4,000.00
Bots for Boys	6,100.00
Evening of the Stars	32,300.00
DTA Grants	10,000.00
Total Evening of the Stars	42,300.00
Project Funway	70,000.00
School of Rock Camp	10,000.00
Wild West Day	144,300.00
Total Event Program Donations	276,700.00
Uncategorized Income	0.00
Total Income	\$308,700.00
GROSS PROFIT	\$308,700.00
EXPENSES	
EFEC Giving	
Directed Giving - Current Yr	3,600.00
Program Grant Dispersements	13,000.00
Total EFEC Giving	16,600.00
Event /Program Expense	
Apple Award	4,000.00
Bots for Boys	3,000.00
Evening of the Stars	27,300.00
DTA Grants	14,000.00
Total Evening of the Stars	41,300.00
Haunted House	4,900.00
Project Funway	30,000.00
Scholarships	2,000.00
School of Rock	5,000.00
Wild West Day	122,600.00
Total Event /Program Expense	212,800.00
Operating Expenses	
Accounting/ Bookkeeping Expense	5,400.00
Advertising	5,000.00
Bank Charge	200.00
Merchant Fees	300.00
Total Bank Charge	500.00

	TOTAL
Director Salary	72,800.00
Payroll Taxes	5,600.00
Total Director Salary	78,400.00
Dues and Subscriptions	500.00
Donor Tools	400.00
Intuit - QB	500.00
Memberships - nonprofits	500.00
Total Dues and Subscriptions	1,900.00
EFEC Board Meetings	1,200.00
Insurance	900.00
Marketing	
Advocacy	3,000.00
Website	1,400.00
Total Marketing	4,400.00
Miscellaneous, Bus	600.00
Office	800.00
Office/General Administrative Expenses	3,200.00
Printing and Reproduction	1,200.00
Total Operating Expenses	103,500.00
Payroll Expenses	
Taxes	1,200.00
Wages	15,000.00
Total Payroll Expenses	16,200.00
Total Expenses	\$349,100.00
NET OPERATING INCOME	\$ -40,400.00
NET INCOME	\$ -40,400.00

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

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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: HomeCare & Hospice of the Valley
2. Contact person: Markey Butler, Executive Director
3. Mailing address: 1901 Grand Ave., Suite 206
4. Telephone: 970-930-6008
5. E-mail address: MButler@hchotv.org
6. Members and Titles of your governing board: See appendix A
7. Amount of contribution requested: \$10,000
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): Services**
11. How will the contribution be used? General Operating Funds
12. How does your request support item 1C of the contribution policy?
How does this directly benefit the entire community of Vail, fulfill their mission, and will affect the communities future health?

HomeCare and Hospice of the Valley (HCHOTV) provides direct benefit to the entire community through high quality, patient-centered, home-based health care and hospice services to all ages regardless of their ability to pay or insurance status. Our services provide a continuum of care that no other agency or organization in Vail and the surrounding area does. Services run the gamut from short-term health care to end-of-life care with the goal of improving quality of life for the patient and their families. HCHOTV provides home health care, private duty care, palliative care, hospice, and bereavement support.

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.*

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

Sources of Income	
35%	Hospice
3.7%	Private Duty
55%	HomeCare
6.3%	Fundraising/Grants/In-Kind

13. Organization's mission statement:

The mission of HomeCare & Hospice of the Valley is to provide compassionate and dignified palliative and end-of-life care to patients and their families.

APPLICATION FOR TOWN OF VAIL FUNDING
Balance Sheet + Profit & Loss Statement

Inserted. Note: This is the unaudited version. Our audit is almost complete, but not yet final.

Hospice of the Valley
Comparative Income Statement
Year ending 12/31/2016

(PRE-AUDIT)

	12/31/2016	12/31/2015	\$ Change	% Change	2016 Budget
Income/Expense					
Income					
4000 · Hospice Patient Revenue	1,843,358	2,049,788	-206,430	-10%	2,156,144
4100 · Private Duty Fees - B	188,068	270,548	-82,480	-30%	298,608
4300 · Medicare Certified HomeCare	2,875,538	3,039,740	-164,202	-5%	3,258,263
4700 · Other Income	31,084	553	30,531	5521%	400
Total Income	<u>4,938,048</u>	<u>5,360,629</u>	<u>-422,581</u>	<u>-8%</u>	<u>5,713,415</u>
Cost of Goods Sold					
5000 · Skilled Nursing	1,462,666	1,526,002	-63,336	-4%	1,523,562
5100 · Physical Therapy	807,431	634,155	173,276	27%	710,896
5200 · Occupational Therapy	249,781	260,718	-10,937	-4%	251,207
5300 · Speech Language Pathology	16,412	44,274	-27,862	-63%	57,051
5400 · Medical Social Workers	118,714	92,427	26,287	28%	84,167
5500 · Home Health Aides	600,373	622,517	-22,144	-4%	664,449
5600 · Palliative Care	11,526	1,731	9,795	566%	15,000
5750 · Medical Director	41,850	47,518	-5,668	-12%	44,288
5800 · Administration	976,685	946,574	26,201	3%	1,060,583
6300 · Volunteer Services	31,273	45,217	-13,944	-31%	47,794
6400 · Chaplain	19,005	27,950	-8,945	-32%	41,351
6500 · Bereavement Services	37,922	36,655	1,267	3%	61,604
Total COGS	<u>4,373,638</u>	<u>4,285,738</u>	<u>83,990</u>	<u>2%</u>	<u>4,561,952</u>
Gross Profit	<u>564,410</u>	<u>1,074,891</u>	<u>-506,571</u>	<u>-47%</u>	<u>1,151,463</u>
Expense					
5900 · Patient Costs	542,668	570,268	-27,600	-5%	499,111
6100 · Administrative Expenses	469,605	426,586	43,019	10%	531,538
6200 · Facility Costs	167,652	159,727	7,925	5%	176,856
Total Expense	<u>1,179,925</u>	<u>1,156,581</u>	<u>23,344</u>	<u>2%</u>	<u>1,207,505</u>
Net Ordinary Income	<u>-615,515</u>	<u>-81,690</u>	<u>-533,825</u>	<u>653%</u>	<u>(56,042)</u>
Other Income/Expense					
Other Income					
4500 · In-Kind Contributions	17,000	17,000	0	0%	19,992
4600 · Fundraising Revenue	334,949	377,952	-43,003	-11%	422,076
4706 · Scholarship Income	0	2,000	-2,000	-100%	-
Total Other Income	<u>351,949</u>	<u>396,952</u>	<u>-45,003</u>	<u>-11%</u>	<u>442,068</u>
Other Expense					
4550 · Fundraising Expense	16,007	16,789	-782	-5%	152,000
4750 · Scholarship Expense	0	2,000	-2,000	-	-
Total Other Expense	<u>16,007</u>	<u>18,789</u>	<u>-2,782</u>	<u>-15%</u>	<u>152,000</u>
Net Other Income	<u>335,942</u>	<u>378,163</u>	<u>-42,021</u>	<u>-11%</u>	<u>290,068</u>
Net Income	<u><u>-279,573</u></u>	<u><u>296,473</u></u>	<u><u>-576,046</u></u>	<u><u>-194%</u></u>	<u><u>234,026</u></u>

HomeCare & Hospice of The Valley
Balance Sheet
As of 12/31/2016

(PRE-AUDIT)

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1000 · Checking Account - Alpine Bank	-122,188	72,720	-194,908
1010 · Money Market Acct - Alpine	458,976	697,877	-238,901
1015 · Health Insurance Account	29	1,001	-972
1020 · Bank of CO - Rest Grant Funds	156,248	-2	156,250
1022 · Fidelity Money Market	12,346	10,352	1,994
1025 · Timberline Bank - Endowment VVM	121,360	121,129	231
1030 · Petty Cash Account - Basalt	200	200	0
1040 · PayPal Account	1,699	0	1,699
Total Checking/Savings	<u>628,670</u>	<u>903,277</u>	<u>-274,607</u>
Accounts Receivable			
1100 · HomeCare - Medicare Certified			
1105 · HomeCare-Unbilled AR	60,685	27,953	32,732
1110 · MCC - Medicare Patient	105,483	125,616	-20,133
1115 · MCC - Private Insurance	90,533	82,271	8,262
1120 · MCC - Medicaid Patients	3,222	4,962	-1,740
Total 1100 · HomeCare - Medicare Certified	<u>259,923</u>	<u>240,802</u>	<u>19,121</u>
1150 · AR - Private Duty -B	64,829	61,029	3,800
1200 · Hospice Accounts Receivable			
1210 · Medicare	151,348	152,077	-729
1220 · Medicaid	68,761	22,866	45,895
1230 · Private Insurance	50,992	8,972	42,020
Total 1200 · Hospice Accounts Receivable	<u>271,101</u>	<u>183,915</u>	<u>87,186</u>
Total Accounts Receivable	<u>595,853</u>	<u>485,746</u>	<u>110,107</u>
Other Current Assets			
1250 · Allowance for Doubtful Accounts	-52,722	-60,228	7,506
1260 · Allowance for Cont Disc	-30,000	-35,554	5,554
1400 · Deposits	7,326	7,326	0
1500 · Prepaid Expenses			
1510 · Prepaid Worker's Comp Insurance	10,551	12,746	-2,195
1520 · Prepaid Insurance	3,673	-232	3,905
1530 · Prepaid Utilities	0	504	-504
1550 · Other Prepaid Expense	5,296	4,296	1,000
Total 1500 · Prepaid Expenses	<u>19,520</u>	<u>17,314</u>	<u>2,206</u>
Total Other Current Assets	<u>-55,876</u>	<u>-71,142</u>	<u>15,266</u>
Total Current Assets	<u>1,168,647</u>	<u>1,317,881</u>	<u>-149,234</u>
Fixed Assets			
1800 · Furniture and Equipment	54,374	40,696	13,678
1801 · Software	8,004	8,004	0
1802 · Leasehold Improvements	76,446	76,446	0
1805 · Computer Equipment	123,000	136,530	-13,530
1810 · Accumulated Depreciation	<u>-168,688</u>	<u>-146,875</u>	<u>-21,813</u>

HomeCare & Hospice of The Valley

Balance Sheet

As of 12/31/2016

Total Fixed Assets	93,136	114,801	-21,665
Other Assets			
1900 · Organizational Expenses	760	760	0
Total Other Assets	760	760	0
TOTAL ASSETS	1,262,543	1,433,442	-170,899
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable	129,501	107,268	22,233
Total Accounts Payable	129,501	107,268	22,233
Credit Cards			
2150 · Alpine Bank Credit Card	170	2,115	-1,945
Total Credit Cards	170	2,115	-1,945
Other Current Liabilities			
2306 · Health & Dental Insurance Payab	-3,253	7,599	-10,852
2307 · 401(k) payable	1,424	13,721	-12,297
2308 · Aflac - Supplemental Insurance	-440	24	-464
2350 · Accrued Payables	7,945	7,326	619
2360 · Accrued Salaries	73,624	153,855	-80,231
2365 · Payroll Clearing Account	3,097	4,439	-1,342
2370 · Accrued Payroll Taxes	0	41,601	-41,601
2380 · Accrued PTO	61,340	74,604	-13,264
2400 · Unearned Medicare Revenue	-60,695	-168,579	107,884
2410 · Deferred Grant Revenue	135,829	0	135,829
2420 · Deferred Rent Expense	7,251	7,251	0
Total Other Current Liabilities	226,122	141,841	84,281
Total Current Liabilities	355,793	251,224	104,569
Total Liabilities	355,793	251,224	104,569
Equity			
3100 · Unrestricted Net Assets	713,873	417,398	296,475
3150 · Board Designated	350,000	350,000	0
3200 · Temp. Restricted Net Assets	0	0	0
3300 · Perm. Restricted Net Assets	118,344	118,344	0
Net Income	-275,463	296,475	-571,938
Total Equity	906,754	1,182,217	-275,463
TOTAL LIABILITIES & EQUITY	1,262,547	1,433,441	-170,894

Appendix A



Board of Directors 2017

Peter Guy - Chairman

pngbbg@gmail.com

Mobile 970-319-7974
Home 970-876-2113
Home 4954 CR 214
New Castle, CO 81647

Mike Brown – Vice Chairman

mikebrown@alpinebank.com

Mobile 970-390-2759
Work 970-748-5702 (direct)
Work Alpine Bank
PO Box 7330
10 W Beaver Creek Rd
Avon, CO 81620

Laura Kornasiewicz - Secretary

lskorn@comcast.net

Mobile 970-618-0246
Work? 970-510-5383
Home 248 River's Bend
Carbondale, CO 81623

Colleen Weiss-Hanen - Treasurer

cweiss@eastwestresorts.com

Mobile 970-790-3105
Work East West Resorts
PO Box 9550
Avon, CO 81620

Monica Benderly

monicagbenderly@gmail.com

Mobile 970-390-5620
Home 970-926-6463
Home 0025 Lake Creek Rd
Edwards, CO 81632

Dr. Jack Eck

eck@vvmc.com

Mobile 970-376-8242
Home 970-926-2540
Mailing PO Box 1067
Vail, CO 81658

Mary Gould

Home gouldgoddess@hotmail.com
Mobile 970-379-3202
Home 0200 Oak Lane
Glenwood Springs, CO 81601

Maria Morrow

maria@okglaw.com
Mobile (970) 379-7238
Direct (970) 920-1741
Home 1098 Cemetery Lane
Aspen, CO 81611

Bill Poss

bposs@billposs.com
Mobile 970-948-1807
Home 970-925-6160
Work 970-925-4755
Home 849 Mountain Laurel Dr
Aspen, CO
Mailing 605 E Main St
Aspen, CO 81611

Robert Purvis

Home Bcspurvis@cs.com
Mobile 970-618-3795
Home PO Box 3089
Aspen, CO 81612

Ken Robinson

Home karmar@sopris.net
Home 970-963-3646
Home 453 Lion's Ridge Rd
Carbondale, CO 81623

Dwayne Romero

Home dwayneromero65@gmail.com
Mobile 970-618-8880
Home 1340 Mountain View Dr
Aspen, CO 81611

Dr. Doug Rovira

Home drovira@vvh.org
Home 108 Katydid Lane
Snowmass, CO 81654

Gary Woodworth

gary.woodworth@gallegoscorp.com
Mobile 970-471-0776
Home 970-337-2776
Work 970-926-3737
Mailing PO Box 374
Wolcott, CO 81655

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

Sources of Income	
35%	Hospice
3.7%	Private Duty
55%	HomeCare
6.3%	Fundraising/Grants/In-Kind

13. Organization's mission statement:

The mission of HomeCare & Hospice of the Valley is to provide compassionate and dignified palliative and end-of-life care to patients and their families.

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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: Eagle River Youth Coalition (ERYC)
2. Contact person: Mikayla Curtis
3. Mailing address: PO Box 4613, Edwards, CO 81632
4. Telephone: (970) 949-9250
5. E-mail address: mcurtis@eagleyouth.org
6. Members and Titles of your governing board:
James Wilkins, President
Kristi Grems, Vice President
Tom Pohl, Treasurer
Jennifer Coulson, Secretary
7. Amount of contribution requested: \$2,500
8. Organization fiscal year-end: December, 31, 2017
9. Are your books audited? Yes, first time for 2016 financials.
10. **What category of funding is your organization applying for? (see definitions on page 1):** Council Contributions Funding, Services
11. How will the contribution be used?
The contribution will be used to support youth prevention education, collaboration, parent education, and early intervention services to benefit the lives of Town of Vail residents. The Eagle River Youth Coalition works with all schools, youth-service providers, mental health providers, local businesses, and law enforcement to ensure that youth needs are met. Since 2009, using local Healthy Kids Colorado Survey data, a priority area identified to address has been youth substance use. To date, ERYC and partner agencies have been successful in reducing youth alcohol and marijuana use through prevention education, policy review, positive marketing campaigns, and environmental efforts. Past 30-day 9th-12th grade youth alcohol use has declined from 48% in 2009 to 34% in 2015, as reported through the Healthy Kids Colorado Survey. Similarly, the number of 9th-12th grade youth who reported ever using marijuana decreased from 41% in 2009 to 37% in 2015 (Healthy Kids Colorado Survey). ERYC hopes to maintain this progress by continuing to provide prevention education to as many youth possible in the community.

ERYC facilitates evidence-based in-school substance use prevention education at Vail Mountain School, Vail Ski & Snowboard Academy, Battle Mountain High School, Red

Sandstone Elementary School, and Homestake Peak School. Additionally, ERYC is initiating an early intervention program for youth identified as using substances in the 2017-2018 school year and is working with Red Canyon High School to complete a pilot program with a goal of expanding to other schools and agencies in the community. Recognizing that addressing youth health needs requires more than just educating youth, ERYC also works with schools to host parent education forums and parenting classes to give parents the tools to improve family communication and provide support to their youth. Working with two generations (youth and parent) improves the overall effort of preventing youth substance use as parents learn how to role model healthy behaviors, address youth concerns with accurate information and connection to resources, and improve family communication to have difficult conversations. Youth learn how to resist negative peer pressure, ways to say no, how to identify a trusted adult to share concerns, and how to avoid the scene all together.

For the 2017-2018 school year, ERYC is increasing collaboration and strategic planning efforts by facilitating a process to establish an in-school prevention education continuum with all in-school prevention providers. ERYC surveyed all schools in May 2017 to determine their priority prevention needs in order to understand overall prevention needs across the community by age level that will inform a continuum of programs. ERYC and partner agencies are currently reviewing prevention needs, evidence-based curricula to address those needs and will present this continuum to schools for the 2017-2018 school year. The goal of the continuum is to address youth development needs at each age level of elementary, middle, and high school and will be put in place for future years, reviewed, and evolved to continue to meet the changing needs of youth. ERYC will maintain a facilitation role to ensure the continuum is assessed routinely.

Additionally, ERYC is undergoing the process of creating a community-wide youth master plan in 2017-2018 that will bring cohesion to the many efforts currently underway in our community around supporting youth and families. This plan will help to identify opportunities in our community to keep youth a priority and to enhance our community, the education youth receive, and the support services that exist. ERYC will utilize a collective impact model to create this plan and hopes to engage all municipalities, youth-serving agencies, the business community, schools, parents, and youth in drafting this plan that will then be reviewed on a continuous basis to ensure we are meeting youth needs. Our hope is that the Town of Vail will be a part of this process and look for ways to incorporate youth into their overall community master plan.

Funds from the Town of Vail would support these efforts specific to Town of Vail residents. Funds would be utilized for staff time, curriculum facilitation, program materials, and participation incentives. ERYC uniquely qualifies for state and federal funds that have allowed the organization to grow these efforts. However, prevention is most effective when it is applied universally to all youth in the community and additional funds are needed to reach every youth in our community.

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

The Eagle River Youth Coalition (ERYC) is the coalition body for over 25 youth-serving organizations in Eagle County through formal agreements, as well as 20 other agencies through partnerships. ERYC builds capacity among partner agencies through community events, coordination of professional development opportunities, service referral, dissemination of youth data trends, and program gap analysis for the overall community.

Since its inception, ERYC has taken a leadership role in assessing local youth behaviors and perceptions, evaluating service gaps, and mobilizing the community to address priority youth needs. ERYC does this by administering the biennial Healthy Kids Colorado Survey

(HKCS) to Eagle County 7th-12th grade students to understand local youth trends and needs, next administered in fall 2017. The results of this survey are compared each administration to create a trend analysis of priority youth needs as well as to demonstrate progress of our efforts. Local agencies use this data to justify the need for their programs and services and are able to secure new or additional dollars and resources in order to expand their efforts. Agencies are also able to identify opportunities for enhanced collaboration and improve their overall impact by working together and using resources efficiently.

ERYC believes these efforts provide tremendous value to the community, build collaboration, service integration, and create necessary education opportunities. ERYC's efforts support the Town of Vail's mission of providing a vibrant community with exceptional services and abundance of educational opportunities. The relevant and accurate data related to youth trends, which ERYC manages, brings new resources to the community and supports initiatives and strategies that work to creating a healthier community in Vail and in the Vail Valley. Additionally, the prevention education, parent education, early intervention program, and enhanced community collaboration help youth to choose healthy behaviors and reduces youth substance use in our community that can lead to lifetime health problems. The healthier our youth and families are, the more vibrant and healthy our community will be, supporting Vail as a premiere resort destination where guests are inspired by the people who live here.

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

ERYC is currently funded by federal, state, and local government grants, private foundations, individual donors, fees for service, member fees, special events, and local corporations and businesses. Our largest funding contributors are federal and state grants for collaborative community activities aimed at promoting youth development, reducing youth substance use and reducing impaired driving. Please see the sources of income table below.

Percentage	Funding Source
42.66%	Government grants (federal, state, county, local)
	Government contracts
17.63%	Foundations
1.09%	Business
2.86%	Events (include event sponsorships)
1.69%	Individual contributions
0.66%	Fees/earned income
	Workplace giving campaigns
33.36%	In-kind contributions (optional)
0.03%	Other (list): Project Reimbursement- Event Venue Deposit
0.01%	Other (list): Interest Income
100.00%	TOTAL (must equal 100%.)

13. Organization's mission statement:

The mission of the Eagle River Youth Coalition is to collaborate with Eagle River youth-serving organizations to assess prevention needs, coordinate substance abuse reduction efforts, and build capacity through strategic plans, programs and policies around the issues facing young people.

Eagle River Youth Coalition, Inc.
Balance Sheet
As of June 1, 2017

	<u>Jun 1, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash in Checking - Alpine	7,310.88
1001 · Checking- 1st Bank 7858	
1001.15 · Unspent Integreat - Restricted	93,444.68
1001 · Checking- 1st Bank 7858 - Other	<u>218,480.17</u>
Total 1001 · Checking- 1st Bank 7858	311,924.85
1040 · Board Designated Reserve	<u>100,180.06</u>
Total Checking/Savings	419,415.79
Accounts Receivable	
1201 · Accounts Receivable	<u>11,810.67</u>
Total Accounts Receivable	11,810.67
Other Current Assets	
1300 · Security Deposit Paid	<u>1,200.00</u>
Total Other Current Assets	<u>1,200.00</u>
Total Current Assets	432,426.46
Fixed Assets	
1200 · Computer Equipment	1,773.03
1202 · Accumulated Depreciation	<u>-568.13</u>
Total Fixed Assets	<u>1,204.90</u>
TOTAL ASSETS	<u><u>433,631.36</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>6,938.84</u>
Total Accounts Payable	6,938.84
Other Current Liabilities	
2100 · Payroll Liabilities	
2101 · Flex Plan Liabilities	401.78
2103 · Health Insurance Liability	<u>418.08</u>
Total 2100 · Payroll Liabilities	819.86
2200 · Payroll Taxes	

Eagle River Youth Coalition, Inc.
Balance Sheet
As of June 1, 2017

	<u>Jun 1, 17</u>
2200.1 · FICA Tax Payable	2,492.44
2200.2 · Federal Withheld Payable	1,901.00
2200.3 · State Withheld Payable	2,710.00
2200.4 · Simple Employee Contributions	196.75
2200.5 · Simple Company Match	196.75
2200.6 · SUTA Liabilities	709.91
	<hr/>
Total 2200 · Payroll Taxes	8,206.85
	<hr/>
Total Other Current Liabilities	9,026.71
	<hr/>
Total Current Liabilities	15,965.55
	<hr/>
Total Liabilities	15,965.55
	<hr/>
Equity	
3900 · Retained Earnings	360,534.19
Net Income	57,131.62
	<hr/>
Total Equity	417,665.81
	<hr/>
TOTAL LIABILITIES & EQUITY	433,631.36
	<hr/> <hr/>

Eagle River Youth Coalition, Inc.
Profit & Loss Budget vs. Actual
January through May 2017

	Jan - May 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
unknown	0.00	0.00	0.00	0.0%
4000 · Grants/Foundations	17,100.32	13,500.00	3,600.32	126.67%
4001 · Fees for Services	480.00	700.00	-220.00	68.57%
4100 · Individual Donations	654.25	1,550.00	-895.75	42.21%
4105 · Earned InteGreat Income- Unrest	0.00	0.00	0.00	0.0%
4110 · Restricted Grant Income				
4110.15 · Drug Free Communities (DFC)	55,999.60	54,000.00	1,999.60	103.7%
4110.18 · LEAF-OBH Income	22,806.79	20,000.00	2,806.79	114.03%
4110.19 · W/CDOT Income	0.00	0.00	0.00	0.0%
4110.21 · InteGreat Income				
21.11 · Healthy Schools				
x21.21 · Co Health Rest Income	0.00	0.00	0.00	0.0%
Total 21.11 · Healthy Schools	0.00	0.00	0.00	0.0%
21.21 · Neighborhood Navigator	16,214.03			
21.31 · Summer Food Communities				
x21.11 · Kaiser Permanente Rest. Income	0.00	0.00	0.00	0.0%
21.31 · Summer Food Communities - Other	37,981.99			
Total 21.31 · Summer Food Communities	37,981.99	0.00	37,981.99	100.0%
21.41 · Strategic Initiatives	65,500.00			
4110.21 · InteGreat Income - Other	200.00	74,000.00	-73,800.00	0.27%
Total 4110.21 · InteGreat Income	119,896.02	74,000.00	45,896.02	162.02%
4110.22 · Communities That Care	46,116.56	44,000.00	2,116.56	104.81%
4110.23 · Respite Project	30,990.00	0.00	30,990.00	100.0%
4110.24 · CMP/IOG Income	14,988.17			
4110.25 · Daniels Fund	-500.00			
4110.3 · CO DBH (ADAD)	38,569.85	42,500.00	-3,930.15	90.75%
Total 4110 · Restricted Grant Income	328,866.99	234,500.00	94,366.99	140.24%
4200 · Corporate/Business Donations	10,300.00	2,000.00	8,300.00	515.0%
4250 · Organization Memberships	3,775.00	1,000.00	2,775.00	377.5%
4300 · Special Events				
Individual Donations	72.50	0.00	72.50	100.0%
Sponsors	3,000.00	6,000.00	-3,000.00	50.0%
4300 · Special Events - Other	1,000.00	400.00	600.00	250.0%
Total 4300 · Special Events	4,072.50	6,400.00	-2,327.50	63.63%
4475 · Tenant Reimburse Income	200.00	500.00	-300.00	40.0%
4480 · Other/Project Reimbursement	322.43	0.00	322.43	100.0%
4500 · Interest Income	32.31	55.00	-22.69	58.75%
Total Income	365,803.80	260,205.00	105,598.80	140.58%
Expense				
Uncategorized	166.30			
5000 · Salaries	147,849.76	94,000.00	53,849.76	157.29%
5100 · Workers Comp & Payroll Tax	13,668.88	8,300.00	5,368.88	164.69%
5200 · Benefits	11,708.28	13,000.00	-1,291.72	90.06%
5250 · Contract Labor	2,370.00	6,400.00	-4,030.00	37.03%
5300 · Rent	5,520.00	6,300.00	-780.00	87.62%
5350 · Utilities	1,168.58	2,500.00	-1,331.42	46.74%
5600 · Postage	64.00	25.00	39.00	256.0%
5800 · Professional Fees	2,408.25	1,350.00	1,058.25	178.39%
5815 · Audit Expense	7,125.00			
6000 · Meeting Incentives	1,163.85	775.00	388.85	150.17%
6100 · Dues and Subscriptions	505.00	10.00	495.00	5,050.0%
6150 · Office Expense	2,521.46	1,250.00	1,271.46	201.72%
6500 · Insurance	4,666.00	4,000.00	666.00	116.65%
6560 · Payroll Expenses	115.50	75.00	40.50	154.0%
6700 · Restricted Program Expenses				
6730 · 40 Assets Develop Pgm Expense	1,193.30	0.00	1,193.30	100.0%
Total 6700 · Restricted Program Expenses	1,193.30	0.00	1,193.30	100.0%
6800 · General Project Expense				
6800.15 · Drug Free Communities Exp (DFC)	14,299.78	15,500.00	-1,200.22	92.26%
6800.18 · LEAF-OBH Expenses	6,646.90	3,100.00	3,546.90	214.42%
6800.19 · W/CDOT Grant Expenses	1,950.00	3,100.00	-1,150.00	62.9%
6800.21 · InteGreat Expense				
21.0 · Admin/Overhead	1,340.00			
21.10 · Healthy Schools Project Specifi				
21.2 · Co Health Restricted Exp	990.00	0.00	990.00	100.0%
21.10 · Healthy Schools Project Specifi - Other	7,293.88			
Total 21.10 · Healthy Schools Project Specifi	8,283.88	0.00	8,283.88	100.0%
21.11 · Neighborhood Navigator	1,541.79			
21.12 · Summer Food Communities Project				

	Jan - May 17	Budget	\$ Over Budget	% of Budget
21.1 · Kaiser Permanente Restricted Ex	364.15	0.00	364.15	100.0%
21.12 · Summer Food Communities Project - Other	3,499.97			
Total 21.12 · Summer Food Communities Project	3,864.12	0.00	3,864.12	100.0%
21.13 · Strategic Initiatives Project S	5,964.76			
21.14 · Special Event	1,473.66			
21.3 · Office	799.20	0.00	799.20	100.0%
21.4 · Communications	771.32			
21.5 · Professional Development	211.52			
21.6 · Meeting/Equity Incentives	698.96			
21.7 · Professional Dev	205.00			
21.8 · Technology	200.98			
6800.21 · InteGreat Expense - Other	3,656.48	37,000.00	-33,343.52	9.88%
Total 6800.21 · InteGreat Expense	29,011.67	37,000.00	-7,988.33	78.41%
6800.22 · Communities That Care	13,391.86	18,000.00	-4,608.14	74.4%
6800.23 · Respite Project	2,820.00			
6800.24 · CMP/IOG	3,153.48			
6800.25 · Daniels Fund Expense	3,555.48			
6800.3 · Co-DBH (ADAD)	7,306.02	11,000.00	-3,693.98	66.42%
Total 6800 · General Project Expense	82,135.19	87,700.00	-5,564.81	93.66%
6900 · Special Event Expense	781.83	2,250.00	-1,468.17	34.75%
7000 · Miscellaneous	97.95	75.00	22.95	130.6%
Total Expense	285,229.13	228,010.00	57,219.13	125.1%
Net Ordinary Income	80,574.67	32,195.00	48,379.67	250.27%
Other Income/Expense				
Other Income				
Inkind Donations	544.50	3,737.63	-3,193.13	14.57%
Total Other Income	544.50	3,737.63	-3,193.13	14.57%
Other Expense				
In kind Expense	617.00	3,737.63	-3,120.63	16.51%
Total Other Expense	617.00	3,737.63	-3,120.63	16.51%
Net Other Income	-72.50	0.00	-72.50	100.0%
Net Income	80,502.17	32,195.00	48,307.17	250.05%



Town of Vail Friends of Mountain Rescue Support Request

August 16, 2017

1. **Name of Organization:** Friends of Mountain Rescue (FMR) in support of Vail Mountain Rescue Group (VMRG)
2. **Contact Person:** Edward Lukes
3. **Mailing Address:** PO Box 1094, Edwards, CO 81632
4. **Telephone:** 970-470-9075
5. **Email:** ed.lukes@gmail.com
6. **Members and Titles of Governing Board:**
 - Vail Mountain Rescue Group Team Members:**

Tom Howard	President of Board
Dan Smith	Vice President, Secretary of Board,
Sean McGinley	Treasurer
Rev. Scott K. Beebe	Membership Director for VMRG
 - Independent Directors:**

Dr Reg Franciose MD	Surgeon at Vail Valley Medical Center.
Jim Frein	Investment Management Director
Edward Lukes	Fund Raising Director
7. **Amount of Contribution Requested:** \$20,000
8. **Organization fiscal year-end:** December 31
9. **Are your books audited?**

No, however, if the Town of Vail wishes to make a contribution on the condition that FMR receive a satisfactory audit, FMR will be pleased to have this done.

10. ***What category of funding is your organization applying for?*** Services and Education

11. ***How will the contribution be used?*** 36 new technology public safety radios are needed at about \$2,000 each. The radios are critical to enable communications with the local police, fire and ambulance teams. Current radio technology used by Vail Mountain Rescue will soon be out of date, and not able to communicate with new technology radios used by other agencies in the Town of Vail or County. This request is for ten radios, however, we would be grateful for any number the Town wishes to fund.

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

This request directly meets the town's mission of "providing our citizens and guests with exceptional services and an abundance of recreational, cultural and educational opportunities". VMRG's service can be of benefit to every member of the Vail community who ventures into the backcountry. The service is also available to resort guests who become sick, injured, or lost in the backcountry.

VMRG's all volunteer team makes themselves available for missions every day of the year, 24 hours a day.

As more and more people come to live in and visit the Vail area, backcountry incidents requiring a response from a trained mountain rescue organization are becoming more prevalent. VMRG is unique in providing that service. Staffed entirely by volunteers and funded by a combination of private philanthropy and local government and foundation grants, VMRG is ready year-round to respond to any backcountry incident. In 2016 alone, VMRG was called on more than 125 events/rescues ranging from lost hikers and climbers to injured snowmobilers and ATV users. Our volunteer staff also participated in over 100 training exercises resulting in the successful recertification by the national Mountain Rescue Organization. We believe that a unit such as VMRG is essential to reaching the goal of being a premier mountain resort community. It has been estimated that building such a group on a non-volunteer platform could cost as much as \$3 million per year

A number of rescue stories are available on our web site at:

<https://vailmountainrescue.org/vmrg-newsletters/>.

In addition to missions, every week a training session is conducted in the evening or weekend for VMRG team members. In total, another 2,500 hours are devoted to training in recent years.

VMRG is the only organization offering backcountry search and rescue services, including the training of volunteers. FMR is the only organization supporting the efforts of VMRG through personal and foundation fundraising as well as investment management.

VMRG also provides backcountry safety education to the community through weekly TV8 interviews, school tours and presentations, and safety tips included in annual mailing to over 13,000 residents of the county.

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

Funding comes from donations and in-kind assistance.

Donations come from many organizations listed in the attached in addition to many individuals and foundations.

Significant In-Kind donations come from Eagle County Sheriff Department, Ambulance District and High Altitude Aviation Training Center in Gypsum (HAATS).

There is no charge to those who are rescued. All costs are covered by the fundraising efforts of FMR and VMRG. It is universally believed that such charges would in some cases discourage a victim from calling for help until it is too late. This is consistent with the policies of the National Search and Rescue Association (NASAR), of which VMRG is a member. Many persons rescued do make donations to support VMRG moving forward.

Insignificant funding comes from State fishing and hunting licenses or CORSAR card purchases. Those revenues are allocated to county sheriffs for extraordinary search and rescue costs, not for regular operating expenses.

13. Organization's mission statement:

Friends of Mountain Rescue was established to raise and manage money to ensure that VMRG has the resources to maintain a highly trained and equipped search and rescue function.

Vail Mountain Rescue Group exists to save lives by providing backcountry search and rescue, as well as public education on backcountry safety. The group is responsible for all search and rescue operations in the unincorporated areas of Eagle County.

14. Balance Sheet: See attachment

15. Statement of Sources and Uses or Profit and Loss Statement: See attachment

Attachments:

- 2016 Year End Balance Sheet
- 2016 Revenue and Expenses
- List of Supporting Organizations

Friends of Mountain Rescue
2017 Revenue and Expense
For Twelve Months Ending December 31, 2016

REVENUES

FUNDRAISING REVENUE

Auction Items	\$ 58,735
Benefit Tickets	\$ 30,430
Merchandise Sales	\$ 3,340
Donations	\$ 239,892

TOTAL FUNDRAISING REVENUE	<u>\$ 332,397</u>
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COSTS RELATED TO FUNDRAISING

EVENT RELATED EXPENSES

Auction Items	\$ (21,833)
Benefit Expenses	\$ (12,110)
Merchandise	\$ (1,805)

TOTAL EVENT RELATED EXPENSES	<u>\$ (35,748)</u>
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DONATION RELATED EXPENSES

Bank / Credit Card Fees	(6,345)
Database and Web Site	\$ (4,785)
Direct Mail Expense (Note 1)	\$ (15,564)
Marketing	\$ (1,621)
Postage	\$ (262)

TOTAL DONATION RELATED EXPENSES	<u>\$ (28,577)</u>
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INVESTMENT INCOME

Dividend, Interest (Securities)	\$ 19,393
Interest-Savings, Short-term CD	\$ 92

TOTAL INVESTMENT INCOME	<u>\$ 19,485</u>
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TRANSFERS

VMRG Donations for FMR	\$ 25,000
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FMR Donations for VMRG

TOTAL OF TRANSFERS	<u>\$ 25,000</u>
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NET OF ALL REVENUES less RELATED EXPENSES

<u>\$ 312,557</u>

EXPENSES

G & A EXPENSES

Accounting Fees	\$ 5,950
Business Registration Fees	\$ 10
Insurance - Liability, D and O	\$ 3,037
Investment Fees	\$ 150
Supplies	\$ 13

TOTAL G & A EXPENSES	<u>\$ 9,160</u>
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CHANGE IN NET ASSETS

<u><u>\$ 303,397</u></u>

Notes:

FRIENDS OF MOUNTAIN RESCUE GROUP
Comparative Balance Sheet
For the Fiscal Years Ending December 31, 2016 and December 31, 2015

	12/31/2016	12/31/2015
ASSETS		
Cash	134,849	124,945
Marketable Securities*	1,010,330	688,686
Inventory	-	-
Prepaid Expenses	4,450	-
TOTAL ASSETS	<u>1,149,629</u>	<u>813,631</u>
LIABILITIES		
Accounts Payable	891	600
Total Liabilities	<u>891</u>	<u>600</u>
EQUITY		
Unrealized Gains/(Losses) on Marketable Securities	84,123	51,813
Unrestricted Net Assets	761,218	509,055
Change in Net Assets	303,397	252,163
Total Equity	<u>1,148,738</u>	<u>813,031</u>
TOTAL LIABILITIES & EQUITY	<u>1,149,629</u>	<u>813,631</u>

*Investments are carried on the balance sheet at market value.

Business and Organization Supporters of Friends of Mountain Rescue and Vail Mountain Rescue Group
as of March 13, 2017

A+ Handyman, Inc.
Aljouny Condo Account
Allegria Spa
Alpenrose
Alpine Bank
Alpine Builders Hardware
Alpine Club
Alpine Quest Sports
Amarc Inc
Antlers
A-Peak, INC.
Apex Mountain School
Ascent Sotheby's Realty
Aspen Food Service Inc.
Avon Bakery
Bald Mountain Townhouse
Beaver Liquors
Beverage Distributors
Blue Moose
Blue Plate Bistro
Bobs Place
Bookworm
Brown Shoe Company
C Denton Advisors Inc
Cafe Milano
Catalyst Foundation
Cayman Kiss Hair Co
Charter Sports
Chicago Backpackers
Christy Sports
Collett Enterprises Inc
Colorado Business Bank
Columbine Bakery and Cafe
Comerford Insurance Agency
Coors
Cos Bar
Country Club of The Rockies
Crazy Mountain Brewery
De Sena Associates
Diamante Cabo San Lucas
Digits Nail Boutique
Dromma Designs
Dutch Automotive LLC

Business and Organization Supporters of Friends of Mountain Rescue and Vail Mountain Rescue Group

Eagle County Courts
Eagle Ranch Golf Club
Eagle Vail Golf Club
Eagle Valley Community Fund
El Pomar Foundation
Elway's Cherry Creek
Epic Promise
Eric Johnson architect, p.c.
e-Town
Ewing Trucking and Construction
Fox Hollow LLC
Gasthof Gramshammer Inc
Gerstenberger Family Trust
Golden Eagle Inn
Gore Range Brewery
Gorsuch Family
Grouse Mountain Grill
Gypsum Creek Golf Club
Haute Route Gear & Apparel, Inc
Henry Levine, M.D., Family Foundation, Inc.
High Country Copiers
Inspirato LLC
J. W. Marriott - Denver
Juniper Restaurant
Kalstrom Energy Partners LLC
Ken Kanners & Associates, LLC
Kimberly's Fine Jewelry
Kirby Cosmos
Kitchen Collage
La Cantina at Vail
Lee's Web Gallery
Loaded Joe's
Lone Star Security & Safety Services
Lowe's Denver Hotel
Magustos
Marmot
Maya Restaurant
Minturn Anglers
Mirabelle Restaurant
Montana's Smokehouse
Mountain Standard Restaurant
Mount-N-Frame, Inc.
Naturescapes Landscape Specialists, Ltd.
North West Roofing
Northside Coffee Kitchen

Business and Organization Supporters of Friends of Mountain Rescue and Vail Mountain Rescue Group

Nova Guides
Off-Piste Sports
Old Gypsum Printer
O'Reilly Hospitality Management
Oursiman Company LLC
Park Hyatt Beaver Creek Resort
Pazzo's Pizza
Peak Resort Services Inc
Pia Design
Piney River Ranch
Piper Architecture
PMG Mountain Homes LLC
Portofino Jewelry
Prudential Financial Inc.
QDW Properties LLC
QEP Resources
Red Mountain Grill
Red Sky Ranch
Riverwalk Wine & Spirits
Robuck Petroleum LLC
S & S Cottonwood Avon, LLC
Sarah's Massage
SCM Development Company
Sign Design & Awning LLC
Simply Massage
Slifer, Smith and Frampton Foundation
Smiling Moose Deli
Sonnenalp Country Club
South Point Hotel and Casino
Sports Authority
Sportube
Springhill Medical Inc.
Stand Up Paddle Colorado
Starbucks of Edwards
State Bridge
Subtop, Inc.
Surefoot
Sweet Basil
Ten Mile Creek Kayaks
Terra Bistro
The Club at Cordillera
The General Store at Lionshead Inc
The Osprey at Beaver Creek
The Pines Lodge
The Red Lion

Business and Organization Supporters of Friends of Mountain Rescue and Vail Mountain Rescue Group

The Sebastian
The Sonnenalp of Vail Foundation
Ti Amo
Triangle Services
Tuscan Resort
TV-8
Unlimited Adventures
Vail Fine Art
Vail Golf Club and Vail recreation District
Vail Mountain Coffee & Tea Co.
Vail Pinball Association
Vail Racquet Club
Vail Resorts
Vail Resorts EpicPromise
Vail Surgical Center
Vail Valley Anglers
Vail Valley Foundation
Vail Valley Partnership
Vail Valley Pharmacy
Vail Valley Rolwing
Vail Vision
Valley Girl Boutique
Vista at Arrowhead
Vorlaufer Condominium Association
Walt Horton Studios
Walter Properties LLC
Wayne Haskins Construction Inc.
Westcliffe Housing Foundation, Inc.
Westin Riverfront Resort
Weston Snowboards
Whitman Wonderland, LLC
Yama Sushi
Zola Muntu Program Consultants

APPLICATION FOR TOWN OF VAIL FUNDING

1 - NAME OF ORGANIZATION: SEIBERT MONUMENT PROJECT SYMBOLICALLY DEPICTING THE FOUNDING OF VAIL.

MONUMENT DETAILS: SEE LAST PAGE

- PHOTO
- MONUMENT INSCRIPTION
- INTRODUCTION

2 - 5 CONTACT PERSON:

BILL REY
CLAGGETT/REY GALLERY
100 East Meadow Drive #7
Vail Colorado 81657
(970) 476-9350 CELL 970) 376-1727
bill@claggettrey.com

ALTERNATE:

Roger Tilkemeier
Box 3178
674 Hernage Creek Road
Eagle, CO 81631
970 446 8117 Cell 505 690 1881
roger.tilkemeier@gmail.com

6 - MEMBERS AND TITLES OF GOVERNING BOARD:

ROGER TILKEMEIER, ORIGINATOR
COLLABORATING PARTNERS: BILL REY, HERB MIGNERY

7 - AMOUNT OF FUNDS REQUESTED: **\$330,000.**

NOTES:• WE HAVE SPENT MORE THAN TWO YEARS WORKING ON THIS PROJECT, RESULTING IN THE ENTHUSIASTIC APPROVAL BY TOV AND AIPP, AS A PROJECT, CONCEIVED BY ROGER TILKEMEIER, THAT NEEDS TO BE DONE TO PERMANENTLY, VISUALLY AND PHYSICALLY RECORD THE HISTORY OF THE FOUNDING OF VAIL. ALL OTHER EFFORTS, TO DATE, HAVE FAILED TO ACCOMPLISH THIS GOAL.

WE DID NOT ASK TOV TO FUND THE PROJECT, BECAUSE WE THOUGHT THE COMMUNITY WOULD OVERWHELMINGLY SUPPORT IT FINANCIALLY. THAT HAS NOT BEEN THE CASE.

WHILE WE HAVE RAISED APPROXIMATELY \$70,000, THE COMMON THREAD OF RESISTANCE HAS BEEN, "THIS IS AN IMPORTANT CIVIC PROJECT THAT SHOULD BE FUNDED BY THE TOWN", FREQUENTLY USING THE FOUNTAIN AND ITS EXPENSIVE MORALES PREDECESSOR, IN SEIBERT CIRCLE, AS EXAMPLES.

WHILE WE ARE NOT PROFESSIONAL FUND RAISERS, WE HAVE GIVEN IT OUR BEST EFFORT AND HAVE COME UP SHORT. HOWEVER, AS LONGTIME MEMBERS OF THE COMMUNITY, WE THINK THE PROJECT NEEDS TO BE DONE AND THAT EMOTIONAL FEELING SEEMS TO BE UNIVERSAL IN THE VALLEY.

BASED ON BILL REY'S PROFESSIONAL EXPERIENCE IN THE ART WORLD, HE FEELS THAT THE SCULPTURE IS COMPETITIVELY AND REASONABLY PRICED FOR A LIFE-SIZE, COMPLEX MONUMENT OF THIS STATURE AND IMPORTANCE. THIS IS PARTICULARLY TRUE WHEN COMPARED TO THE **\$115,000 COST** OF THE RECENTLY COMPLETED, STEADMAN BUST ONLY, DISPLAYED IN THE HOSPITAL **THEREFORE, WE HUMBLY ASK THAT THE AMOUNT OF \$330,000, AS REQUESTED, BE APPROVED IN ITS ENTIRETY.**

SHORT OF THAT, WE HAVE EXHAUSTED OUR RESOURCES, EMOTIONALLY AND OTHERWISE. RELUCTANTLY, WE WILL HAVE TO NOTIFY THE SCULPTOR THAT HIS PRO BONO WORK, SO FAR, HAS BEEN APPRECIATED, BUT THE PROJECT IS NOT FINANCIALLY VIABLE. IT WOULD BE A HUGE AND EMOTIONAL DISAPPOINTMENT, FOR ALL OF US INVOLVED, TO LOSE THIS ONCE IN A LIFETIME OPPORTUNITY. HERB MIGNERY, THE SCULPTOR, HAS POSTPONED HIS RETIREMENT TO ACCOMMODATE US, SO PLEASE CONSIDER THIS REQUEST CAREFULLY. AS IS COMMON IN HIS PROFESSION, HIS LEGAL COPYRIGHT AND OWNERSHIP OF THE CONCEPT WILL CONTINUE IN HIS RETIREMENT.

- FOR THE RECORD, YOU MAY BE INTERESTED TO KNOW THAT VAIL RESORTS WAS ASKED TO PARTICIPATE IN THE FUNDING OF THE PROJECT. THEY DECLINED, SAYING, IN ESSENCE, "THE COMPANY HAD DONE ENOUGH FOR VAIL". WE THEN ASKED THE PRINCIPLES IF THEY WOULD CONSIDER MAKING A TOKEN PERSONAL DONATION. THEY DID NOT RESPOND

8 - ORGANIZATION FISCAL: YEAR END: DECEMBER 30.

9 - ARE YOUR BOOKS AUDITED: ALL FUNDS ARE HELD BY TOV TREASURER IN RESTRICTED ACCOUNT

10 - CATEGORY OF FUNDING: EDUCATION AND ENRICHMENT.

11- HOW WILL FUNDS BE USED:

BY CONTRACTUAL AGREEMENT, BETWEEN TOV AND SCULPTOR HERB MIGNERY OF LOVELAND, COLORADO FOR THE PRODUCTION AND SUPERVISION OF THE INSTALLMENT OF THE MONUMENT. TOV WILL DISBURSE ALL FUNDS IN ACCORDANCE WITH TERMS OF CONTRACT.

NOTE: ALL COSTS FOR THIS PROJECT, FROM INCEPTION, ON MAY 7, 2015, THROUGH THIS DATE, HAVE BEEN PAID FOR, PRO BONO, BY ROGER TILKEMEIER, BILL REY AND HERB MIGNERY.

11 - HOW DOES REQUEST SUPPORT ITEM 1C OF THE CONTRIBUTION POLICY:

THE MONUMENT, SYMBOLICALLY, VISUALLY AND PHYSICALLY, REPRESENTS THE FOUNDING OF VAIL, INCLUDING THE GORE VALLEY RANCHERS WHO HOMESTEADED THE PRIVATE LANDS UPON WHICH THE RESORT WAS BUILT, WITH PETE SIEBERT SHOWING THE PLANS FOR HIS VISION. THE LOCATION, SELECTED AND APPROVED BY TOV IN SLIFER SQUARE, EN ROUTE FROM THE PARKING STRUCTURE TO THE COVERED BRIDGE, WILL ENSURE MAXIMUM PUBLIC VISIBILITY.

NOTE:

THE PRODUCTION OF THE MONUMENT HAS A LEAD TIME OF APPROXIMATELY ONE YEAR, THEREFORE, WE PROPOSE THAT THE \$70,000 ON DEPOSIT AND COMMITTED FUNDS BE USED TO ALLOW THE WORK TO BEGIN IMMEDIATELY UPON APPROVAL BY TOV WITH PROGRESS PAYMENTS PER CONTRACT. BY COINCIDENCE, ROGER'S 90TH BIRTHDAY IS IN NOVEMBER 2018.

12 - WHO CURRENTLY FUNDS YOUR ORGANIZATION:

WE HAVE APPROXIMATELY \$70,000, INCLUDING DONATIONS HELD BY TOV IN RESTRICTED ACCOUNT, PLUS FIRM COMMITMENTS, THE LATTER TO BE DEPOSITED WITHIN 10 DAYS OF TOV

APPROVAL OF FUNDING.

13 - MISSION STATEMENT:

TO PROVIDE A HISTORICAL, LIFE-SIZE, PERMANENT AND HIGHLY
VISIBLE, BRONZE MONUMENT, HONORING PETE SEIBERT, THE
FOUNDER OF VAIL AND THE GORE VALLEY RANCHERS WHO CAME
BEFORE HIM.

PAGES 7 & 8 ARE NOT APPLICABLE TO THIS PROJECT

MONUMENT DETAILS: SEE NEXT PAGE



"PETE'S DREAM"

Peter Seibert (1924 - 2002) was the founder of Vail. Pete's dream, since childhood, was to build his own ski resort, which was realized with the opening of Vail in December, 1962. It rose from a sheep pasture along Gore Creek, to become one of the finest ski resorts in the world.

The Gore Creek Valley had been homesteaded and settled by sheep and cattle ranchers in the late 1800's. It was a hard, but rewarding lifestyle in a quiet, beautiful mountain valley. Little did they know that their hard work in the development of the ranches' private lands and water rights would be the foundation for the future development of a ski resort.

Pete's friend, Earl Eaton, an Eagle County rancher, was an integral part of this adventure; he discovered the mountain. As Pete often said, "If I am the Founder, Earl is the Finder." Pete rallied a handful of dedicated investors, a small group of risk taking entrepreneurs and a cadre of devoted, loyal employees to create the resort. As the Ranchers did earlier, the Vail pioneers scratched and scraped to form a community of emotionally charged people whom developed a distinct culture of their own; The Culture of Vail. Without them and that essential culture, Vail would not exist today!

The sculpture was dedicated to Pete and his early colleagues on _____, 201_ to honor them, for their foresight, energy and determination in creating Vail, as well as to honor the Gore Valley Ranchers who, unknowingly at the time, paved the way for him.

The Monument was conceived, and developed by Roger Tilkemeier, who, along with his wife, Jeanne, pioneered the early development of East Vail in 1963. Bill Rey, owner of the Claggett Rey Gallery and sculptor Herb Mignery of Loveland, Colorado were key contributors to the success of this memorial.

The Monument was generously funded by _____ and the people of the Vail Valley communities.

A Time Before Vail

"There was a time before Vail.... A place wild
and beautiful. It was called the Gore Valley.
People were born, loved, laughed, cried and
died there. They carved a hard life out of the
mountains and barely left a footprint.

They're still here. They roam these mountains....
the men and women of the time before. So when
you're out on a moonlit night, or winding down a
snowy trail, listen and look. Have your wits about
you and they may offer you a glimpse of how it was.
You might hear that old sad music in the pines and
laughter on the wind."

The Book of Lena

Judi Elliot Kirby and Luke Gray

Introduction

Pete Seibert's dream, since childhood, was to establish his own ski resort, which he did - in spades! My dream is to establish a permanent, public and clearly visible memorial to him and to the ranchers who paved the way for his dream. (see the recently published "Book of Lena") The Title of the proposed memorial is:

"Pete's Dream"

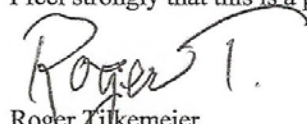
My name is Roger Tilkemeier. My late wife, Jeanne, and I bought property in East Vail in 1963 and developed a small compound of condominiums on Main Gore Drive. We became an active part of the community even though we were six miles from Vail Village, which was considered a huge distance at that time. We always have had a great admiration and respect for Pete and his ambitious plan for the resort, through good times and bad.

There were some ownership and management changes, as most of us know, as the resort grew and morphed into a corporation and eventually Pete left the company. However, those of us that were here from the beginning know, that without him, the resort would not exist. It was his ambition, foresight and determination that built the foundation for what is here today.

When we recently returned home to Vail, after 13 years in Santa Fe, one of the first things we noticed was that there was no public and clearly visible memorial to Pete. I found this to be a travesty with respect to the importance of his work, which many now seem to take for granted or don't even know about. Also, because of who I am, I have always thought it to be significantly important to remind people of the ranching heritage that was here before the resort took root.

My vision of memorializing Pete, and the ranchers who paved the way for him, is a monument of him showing the plans for his dream to a horseback, skeptical, Gore Valley Rancher, thus, symbolically, tying together Pete's work, with the importance of the work the ranchers did before him in homesteading and developing the private land and water rights. Without the private land and water rights, Vail would not exist today.

With the invaluable help of Bill Rey and Sculptor, Herb Mignery, we have developed a clay model of the proposed monument so the public can better understand the historical and educational significance of the work. I feel strongly that this is a project that needs to be done and hope that you enthusiastically agree!



Roger Tilkemeier
roger.tilkemeier@gmail.com
970 446 8117
505 690 1881 cell



For more information and funding opportunities please call or text Roger Tilkememeier

APPLICATION FOR TOWN OF VAIL FUNDING

1. Name of organization: Vail Memorial Park Foundation, a 501(c)(13)
2. Contact Person: Farnham St. John
3. Mailing address: PO Box 6444 Vail CO 81658
4. Telephone: 970-476-3400
5. E- Mail address: vailmemorialpark@gmail.com
6. Members and Titles of your Governing board: Carl Walker, Chair; David Riddle, Vice Chair; Charlyn Canada, Secretary; Diana Donovan, Treasurer; Pam Brandmeyer; Joe Hanlon; Gussie Ross
7. Amount of contribution requested: \$50,000
8. Organizational fiscal year-end: Fiscal year is calendar year.
9. Are your books audited? No, but taxes prepared by a professional, and a copy of annual financials are filed with town for review and archiving.
10. What category of funding is your organization applying for? Services
- 11.a. How will the contribution be used? The contribution will be used to cover operating expenses during the 2018 fiscal year. The Vail Memorial Park (VMP) approached the Minturn Cemetery District (MCD) for funding on March 13, 2017, and were subsequently denied on April 18. Included is our request for funding from MCD, MCD financials and MCD's letter of denial. The VMP approached the MCD because the TOV is included in the boundaries of their Special District. In 2017, the mil levy will raise approximately \$503,000, of which \$447,000 comes directly from the TOV. The VMP cemetery status 501(c)(13) qualifies it for a portion of this dedicated revenue source.

Following the denial from the MCD, the VMP Board then approached the County Commissioners, who currently have staff looking into the matter. As a Special District within Eagle County, the commissioners ultimately appoint the MCD Board members and certify mil levy disbursements. Pending the outcome of this review, the interim funding solution is to request a contribution from the town. In the event the MCD changes its decision and funds the VMP, the town's contribution would be returned. It is the VMP intention to return the entire \$100,000.
- 11.b. How does your request support the item 1C of the contribution policy? Until the advent of the VMP, Vail did not have its own cemetery. It had proven to be a controversial subject over the years. On one epic election, Vail voters chose to operate and maintain but not provide funding. The development of a final resting place and memorial to those departed is as essential to the core of the community as documents its history (CO Ski and Snowboard Museum), educating and communicating with our constituency (ch 5), providing for the safety, health and education of our children (Eagle Valley Child Care), and nurturing the natural and beautiful environment in which we live (Betty Ford Alpine Garden). This town amenity completes the fiber of this community.
12. Who Currently funds your organization? 13 Years ago the town agreed to a \$50,000 loan to jump start the VMP. When the Board presented the repayment to the Town Council, the council in turn donated it back to the VMP. At that same time a fundraising effort within the Vail Community raised \$418,923 for the initial development. Currently the VMP relies solely on user fees in the form of memorial selections of which 49% is retained in a perpetual endowment fund, and 51% for operations and future construction and improvements. In 2017 the TOV approved a \$50,000 request for funding to enable expansion of available memorials. We are looking for another \$50,000 dedicated to operational expenses for 2018. It is our intention to return the 2017 and 2018 contributions from the TOV entirely.
13. Organization's mission statement: Per our bylaws; "The mission of the Vail Memorial Park is to serve to celebrate, remember and honor the lives of the many people who have helped define

Vail though their experiences and contributions. By paying tribute to these diverse individuals, the Foundation will strengthen our sense of community, build upon our history and connect with others who share a spiritual passion and love for Vail”

VMP Proposed Budget 2018

	2017 Approved Budget	Notes and Explanations	2018 Proposed Budget	Notes and Explanations
Income				
Urn burial	\$500	Averages of past 6 years	\$500	Averages of past 6 years
inscription	\$8,000	Additional inscriptions, encouraging prepayment	\$8,000	Additional inscriptions, encouraging prepayment
Bench	\$30,000		\$30,000	
Boulders	\$35,000	New boulders	\$35,000	Phase 3 boulder
flagstones	\$4,000	Average number	\$4,000	Average number
Wall	\$45,000	Selection of Wall stones	\$55,000	Phase 3 walls
pet	\$1,000	Pet park	\$1,000	Pet park
services				
tree				
Total income	\$123500	Average since 2010 is 110,100	\$133500	Average since 2010 is 110,100
Expenses				
bank charges	\$24		\$24	
6450 contract labor	\$31,150		\$34,150	Park Administration
blast material	\$500	Alu Oxide. Have 3 bags in trailer from 2014	\$725	Alu Oxide Abrasive
compressor expense	\$125	Hoses, nozzles, water separator, O-rings, Oil and fuel	\$200	Hoses, nozzles, water separator, O-rings, Oil and fuel
mask	\$4,700	Average \$3475 Mask Sign Design, fee for images should off set	\$4,700	Average \$3475 Mask Sign Design.
Inscription total	\$5,325		\$5,625	

	2017 Approved Budget	Notes and Explanations	2018 Proposed Budget	Notes and Explanations
6180- insurance	\$1,690		\$1,790	
Land lease				
6550-Office expense`	\$814	Average since 2010, Phone, paper, ink	\$814	Average since 2010, Phone, paper, ink
6240 Park Maintenance	\$1,500	Bridge repair and stain. Concrete stabilizer, Rent Skid Steer	\$3,500	Expansion cleanup and contingency
6270 Professional fees	\$500		\$500	Legal & CPA
Marketing				
web	\$700	\$300 annual hosting, + in case we get hacked	\$800	\$300 annual hosting, + in case we get hacked
open house	\$300	Town Picnics, Pioneers Weekend	\$600	Host Event at Park for Phase 3
other	\$300	Print Brochures	\$400	Print Brochures
Total Marketing	\$1,300		\$1,800	
Misc Expenses	\$2500	Landscape design work in Prep for 2017 Phase 3	\$2500	Landscape and plant trees
Total expenses	\$44,803		\$50,703	
Net Ordinary income	\$123500		\$133500	
7010 interest perp	\$1,000		\$1,000	
7030 Other				
Net Income	\$79697	Average since 2010 is \$74,500	\$83797	Average since 2010 is \$74,500

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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, Vail Mountaineer Hockey Club
2. Contact person: Casey Parliament – President / Zach Blom - Director
3. Mailing address: PO Box 2591, Edwards, CO 81632
4. Telephone: Charla Blizzard – 970/230-0317, Zach Blom – 303/356-9935
5. E-mail address: charla.blizzard@mtnbev.com, director@vailmountaineers.org
6. Members and Titles of your governing board: Casey Parliament – President, Jeff Place – Vice President, Paul Backas – Treasurer, Mike Suhadolink – Secretary, Charla Blizzard – Fundraising Chairman, Mick Kelly, Karl Borski, Blake Putnam, Brian Desmond, Jared Binicki – VRD, Sheryl Staten - WECMRD
7. Amount of contribution requested:
 - a. 1 day usage of Donovan Pavilion and 1 day usage of Dobson Arena throughout the 2017-18 year to support general program initiatives (non-hockey). Uses may include but are not limited to: Opening Season Kickoff Fall 2018, End of Hockey Season gathering (families and players) spring 2019. Days on a TBD basis for potential celebrity fundraising events / community events. Days shall be restricted to non-peak or off season dates as per your direction. This October we will be using our gifted Donovan Pavilion for a Casino fundraiser party – this will be our first year and we hope it will be an annual event for the club.
 - b. 4 weekends of complimentary ice time at Dobson Arena (Friday through Sunday) in November 2-4, 9-11 & 16-18.
 - c. 1 week of complimentary ice time at Dobson Arena Monday – Friday from 8am - 5pm, June 25-29, 2018. This request will support our Summer Precision Skills Clinic.
 - d. 1 TOV parking pass for our Director of Hockey, who maintains an office at Dobson Ice Rink.
 - e. Vail Mountaineers Hockey Club in-ice logo placement at Dobson Arena (not center ice).
 - f. 1 day use of the new Club House at the golf course for end of season/volunteer appreciation party in April or early May.

8. Organization fiscal year-end: June 30, 2017
9. Are your books audited? No
10. **What category of funding is your organization applying for? (see definitions on page 1):** In-Kind Contribution
11. How will the contribution be used?

The Vail Mountaineer Hockey Club is one of the region's premier youth non-profit entities which provides a material ongoing benefit for local youth, local businesses and the community at large.

The program is operated in close partnership with Dobson Ice Arena; our program is the largest single client with expenditures in excess of \$60k / year.

Our signature event, the Annual Sportsmanship Tournament, attracts 70 youth hockey teams from across the nation during the first 3-weeks of November. This tournament provides an economic boost to the Vail Valley in an otherwise slow period prior to the Thanksgiving holiday. Our direct economic impact to the Town of Vail and the business community is estimated at approximately \$2.5m annually as follows:

Visitation	Metric
Total visiting hockey teams	70
Players & coaches / team	17
Additional family members / team	51
Total attendees / team	68
Total visitors in attendance	4,760
Lodging & Ancillary Revenue	Metric
Overnight stays / team	2.2
Room nights / team	2,618
Average room rate	\$150
Total lodging revenue generated	\$392,700
Ancillary spend per person / day	\$200
Total ancillary spend	\$2,094,400
TOTAL DIRECT ECONOMIC IMPACT	\$2,487,100

Hosting this annual tournament costs the program approximately \$50k each year in direct tournament expenses; tournament ice time alone represents 50% of the expense.

The complimentary ice time requests (#7b & #7c) will directly support our annual tournament.

The Tournament is not the only time the VMHC is driving people into Vail. We host over 47 hockey games during the regular season at Dobson Arena with teams traveling from all over Colorado. This also provides an economic impact on tourism with hotels, shopping, skiing and dining during the weekends from November through March each year.

Here are some estimated numbers as the calculations are rounded and we cannot identify if our guests are shopping and/or skiing.

League Games - Dobson Arena - Nov thru Mar		Metric
Total non-overnight league games		13
Players & Coaches / team		17
Additional family members / team		51
Total attendees / team		68
Total visitors in attendance		884

Ancillary spend per person / day		Metric
Meals		\$15
Shopping		tbd
Skiing		tbd
Total ancillary spend		\$13,260

Overnight League Games - Dobson Arena		Metric
Total overnight league games		8
Players & Coaches / team		17
Additional family members / team		51
Total attendees / team		68
Total visitors in attendance		554

Lodging & Ancillary Revenue		Metric
Overnight stays / game		8
Room nights / team		1
Average Room Rate		\$150
Total lodging revenue generated		\$83,100

Ancillary spend per person / day		Metric
Meals	(lunch, dinner, breakfast, lunch)	\$80
Shopping		tbd
Skiing		tbd
Total ancillary spend		\$44,320

TOTAL DIRECT ECONOMIC IMPACT

\$140,680

In addition to the Sportsmanship Tournament, the VMHC is now offering a premier training camp – the Precision Skills Clinic - during the last week in June. This clinic is now in its second year and growing. The first year we had approximately 40 skaters, this year we have over 60 and a new high school age group has been added. We predict the numbers will continue to grow each year.

Our 5 year plan is to have an overnight clinic incorporating hiking, biking, rafting, and other events to become a destination sports camp in Vail right before the 4th of July weekend. We are requesting ice time (#7c) to help manage costs and continue to produce a Destination Hockey Clinic for youths ages 8-17 in early summer.

The VMHC currently provides a world-class experience for approximately 180 players and families within the Vail Valley. The program has established a fiscal policy which mandates that 60% of program fees are generated through player registration. The remaining 40% is 'subsidized' through various fundraising initiatives. As such, we are highly dependent on partnerships within the community and our volunteers. Requests #7a, d-f are all submitted to support our general program expenditures and to support ongoing efforts to create a Program of Excellence for the youth of our community.

Our request for a VMHC in-ice logo is warranted to show our commitment to partnership and to share our love of hockey and the TOV as one unit. We want to be recognized as a partner and customer of VRD and the TOV. Our logo would greatly support our club marketing to youth who visit Vail and our local youth hockey through the VRD and WECMRD Mini Mite and Mite programs.

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

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.*

The VMHC has held the Sportsmanship Hockey Tournament for almost 40 years. We feel that we have created a boost in the Vail economy right before ski season kicks off in the month of November with this tournament with an estimate of \$2.4 million in revenue for the TOV business community. The hockey players from the state of Colorado, and Utah have all played in this tournament. We also have teams from all over Denver, Breckenridge, Steamboat Springs, Telluride, Glenwood Springs, Aspen and more surrounding areas of Colorado. Our goal next season is to have several spaces in each player division for out of state teams to participate.

Vail presents itself as a standalone top tier location for everyone to travel to for youth hockey. We had more complements last year than ever before based on our customer service, detailed map of Vail and our hospitality. We also bring in new families who can see Vail for the first time and want to come back because of how friendly everyone is and how easy it is to get from place to place with the bus system.

We co-promote our tournament with our rink board sponsors to drive business back to Vail. We have signage up at local restaurants about our tournament. We provide diversity

by hosting all ages and an all team tournament from Squirt age to Midget (8-17 year olds). We also have a scholarship fund dedicated to help families bring their children into hockey who cannot afford to do so financially. This is not only with the cost of hockey, but with lessons, camps and equipment, not to mention hotel rooms for competitive travel.

Hockey is not only recreational, but is growing in our Valley, especially with the Yeti winning the championship in Las Vegas, that makes more people want to see why hockey is so great in the Vail area.

We provide education by our tournament being about Sportsmanship and being good players on the ice by having a tournament about mutual respect for one another. We have a # contest on Instagram – “*Who is the Team with the Best Sportsmanship*”. The winner last year created VAIL with players bodies on the ground at Dobson. It was amazing!

We share your TOV mission by our commitment to vibrancy in the 4th of July Parade. Each year we enter an Award Winning Float in our category. The children love to walk in the parade and hand out candy. We are proud to wave our colors and show our Vail Mountaineer pride in the yearly parade.

We also continually have teams asking when registration begins because they do not want to miss our Vail Tournament. Our town is one of a kind and we feel we help promote this great environment with our hockey program and Sportsmanship Tournament.

We also are newly beginning our plans for the future with our Precision Skills Clinic. We increased our attendance by 20 kids in its second year. We also have kids in our clinic this year from Boston and several from Denver. We hope to turn this into an overnight camp with the campers staying in Vail between ice and dryland activities plus bring in rafting, biking and hiking and possibly a day of golf. We want to turn the end of June into our time in Vail to become a **destination** hockey skills camp or a **staycation** camp for area youth.

Lastly, our team is comprised of hockey players up and down Eagle County from Gypsum to East Vail. We have the name *Vail* in our Club name for a reason. Branding for Vail and branding for us as one group united under the same banner. We represent Vail and our name with pride and only want to enhance your image and yours.

We are the biggest customer of Dobson Arena spending over \$60,000 a year in ice payments and dasher boards. We will continue to be the biggest as our club numbers continue to grow and we will be needing more ice time to accommodate our membership. For example, each year we have 3 Squirt level teams and this season we are predicting 5 teams. In the Pee Wee division we had 3 teams (for the first time) and will have 3 teams again. We are starting a new full season Midget (JV) Team for those high school freshmen who do not get to play. We are definitely growing and we greatly need your assistance to sustain our payment structure for all the hockey families.

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

Our program is 60% funded by player fees, the other portion comes from Sponsors, Fundraisers and Government entities.

13. Organization's mission statement:

Vail Mountaineer Hockey Club Mission:

We are a Program of Excellence committed to developing character through youth hockey. Our values include the principles of respect and sportsmanship with an emphasis on fun in a safe and healthy environment with both recreational and competitive levels of play.

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.

Vail Mountaineer Hockey Club

BALANCE SHEET

As of June 30, 2017

TOTAL

ASSETS

Current Assets

Bank Accounts

1001 Alpine Bank Ops x2240	18,218
1001.10 QB - Intuit Merchant - OLD	0
Total 1001 Alpine Bank Ops x2240	18,218

1010 Alpine High Yield x3069	86,902
1015 Alpine Registration x7749	14,093
1020 1st Bank-Sponsorship x1204	42,674
1035 1st Bank Vail - Raffle Account	-25
Alpine Uniforms x8168	21,003
Edward Jones x7844 - Gift of Hockey	1,400
PayPal VMHC	1,390
Total Bank Accounts	\$185,655

Accounts Receivable	
12 Accounts Receivable	35,133
Total Accounts Receivable	\$35,133

Other Current Assets

12000 *Undeposited Funds	250
1230 Error Credit Cards	949
1310 Hockey Director Fee Advance	500
1899 Undeposited Funds (OLD)	0

Total Other Current Assets	\$1,699
Total Current Assets	\$222,487

Fixed Assets

15 Furniture, Fixtures and Equipment	
1510 FFE - Office	1,144
1520 FFE - Jerseys	43,103
Jersey Depreciation	-24,912
Total 1520 FFE - Jerseys	18,190
Total 15 Furniture, Fixtures and Equipment	19,334
Total Fixed Assets	\$19,334
TOTAL ASSETS	\$241,821

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Accounts Payable

20000 Accounts Payable	0
Total Accounts Payable	\$0
Total Current Liabilities	\$0
Total Liabilities	\$0

Equity

TOTAL

2930 Unrestricted Net Assets	129,153
30000 Opening Balance Equity {3}	
37,286	
Net Income	
75,382	
Total Equity	\$241,821
TOTAL LIABILITIES AND EQUITY	

\$241,821

Profit & Loss Statement
Vail Mountaineer Hockey Club
PROFIT AND LOSS
July 2016 - June 2017

INCOME
30 Program Income

TOTAL

31 Youth Program Income	
Girls U12 Program	12,170
Girls U14 Program	11,285
Girls U19 Program	14,173
House Rec Program	6,460
U10 Squirt Program	35,850
U12 Pee Wee Program	61,885
U14 Bantam Program	36,200
U18 Midget Program	8,385
Total 31 Youth Program Income	186,408
Uniform Rental	7,900
Volunteer Fees	1,200
Total 30 Program Income	195,508
321 Clinics & Misc Programs	18,638
351 Tournaments	
Commissions	10,321
Retail Sales	3,403
Team Entrance Fees	110,506
Total 351 Tournaments	124,229
40 Fundraising Income	
4330.00 Direct Public Grants	4,650
4340.00 Direct Public Support	
4340.10 Business Contributions	49,890
4340.30 Gifts in Kind - Goods	2,000
Gift of Hockey Donations	887
Total 4340.00 Direct Public Support	52,777
4610.00 Other Types of Income	
4610.50 Miscellaneous Revenue	763
4800 Silent Auction	2,110
Apparel Sales Income	803
Total 4610.00 Other Types of Income	3,676
4700.00 Special Events Income	23,030
Total 40 Fundraising Income	84,133
4500.00 Investment Income	
4510.10 Interest-Savings, Short-term CD	44
Total 4500.00 Investment Income	44
Discounts & Promotions	-1,335
Total Income	\$421,218
COST OF GOODS SOLD	
Clinic & Camp Direct Expenses	6,868
Fundraising Direct Expenses	
Rink Board Expenses	11,675
Special Events Production Expenses	2,741
Total Fundraising Direct Expenses	14,416
	TOTAL
Program Direct Expenses	
5140.50 Tournament Fees	24,564
Coach Travel Reimbursement	12,804
Coaching Apparel	5,042
Coaching Fees	5,000
League Fees	2,082
Officiating Expenses	14,545
Officiating Travel 610	
Total Officiating Expenses	15,155
Player Uniforms Expenses	13,134
Program Ice Rental	-2,696

Ice Rental - Dobson	47,616
Ice Rental - EPIR	46,506
Total Program Ice Rental	91,426
Total Program Direct Expenses	169,206
Scholarship Awards	6,300
Tournament Direct Expenses	
Retail Sales Costs	286
Tournament Ice	23,225
Tournament Officiating	16,797
Tournament Production Expenses	6,975
Total Tournament Direct Expenses	47,283
Total Cost of Goods Sold	\$244,073
GROSS PROFIT	\$177,145
EXPENSES	
50 Program Expenses	
5100.00 Misc Team Expenses	3,405
5300.00 Coaching Admin Expenses	
5310.15 Coaching Admin Travel	2,612
Total 5300.00 Coaching Admin Expenses	2,612
5610.10 Program Meeting Expenses	372
5720.10 Program Clinics & Camps	1,100
Club Uniforms & Apparel	2,883
Hockey Supplies & Equipment	5,378
Program Special Events	1,667
Total 50 Program Expenses	17,418
60 Administrative/ General Expense	
6010.10 Accounting / Bookkeeping	675
6019.10 Bad Debt	879
6022.10 Bank Charges & Fees	-35
CC Processing Fees	1,167
Total 6022.10 Bank Charges & Fees	1,132
6043.10 Taxes, Fees, & Licenses	151
6056.10 Office Supplies	130
6057.10 Postage, Mailing Service	92
6060.10 Printing and Copying	28
6083.10 Admin Travel	631
621 Contract/Outside Services	2,000
6220.10 Hockey Director Fees	59,366
Administrative Services	6,584
Total 621 Contract/Outside Services	67,950
Communications - Voice & Data	32
Dues & Subscriptions	430
Marketing	
5110.20 Mite Promotions	1,140
	TOTAL
Communication	873
Total Marketing	2,012
Meeting Expenses	1,582
Total 60 Administrative/ General Expense	75,725
Total Expenses	\$93,143
NET OPERATING INCOME	
\$84,002	
OTHER EXPENSES	
6035.10 Depreciation Expense	8,621
Total Other Expenses	\$8,621
NET OTHER INCOME	\$ -8,621

NET INCOME

\$75,382

APPLICATION FOR TOWN OF VAIL FUNDING

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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
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 50 parking passes to be used by our Volunteers on Sundays starting on January 7, 2018, and going through the ski season with the exception of the weekend that we have our State Competition at Copper Mountain. At this time we do not have that date. It will be some time in March of 2018.
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 populations 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 offers.

12. Who currently funds your organization (other governments, private donations, user fees, etc.)? We receive limited funding from State of Colorado Special Olympics and also from our Regional Office in Glenwood Springs. We occasionally get private donations. Otherwise, our Volunteers not only volunteer their time but will contribute funds if we need money for additional things like an end of the season picnic or equipment for any of our Athletes. Vail Resorts, through their Epic Promise Program, donates to us our lift tickets and the use of the race course on Vail Mountain.

13. Organization's mission statement: The Mission of Special Olympics Colorado (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

GENERAL INSTRUCTIONS

All applications must be submitted to the Town of Vail by June 30, 2017 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, Steve Holden-Treasurer, Kara Heide, Kristin Jennings, Donna Johnson, Brian Nestor, Honore Everly,
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 2017-18 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, Inc.
Balance Sheet
As of March 31, 2017

	Mar 31, 17
ASSETS	
Current Assets	
Checking/Savings	
1st Bank-Small Champions, Inc.	
1st Bank Small Champs Prog Res	100,000.00
1st Bank-Small Champions, Inc. - Other	108,497.62
Total 1st Bank-Small Champions, Inc.	208,497.62
Wells Fargo Investment	
Dividends Reinvested	520.02
Wells Fargo Investment - Other	148,884.40
Total Wells Fargo Investment	149,404.42
Total Checking/Savings	357,902.04
Accounts Receivable	
Accounts Receivable	2,800.00
Total Accounts Receivable	2,800.00
Total Current Assets	360,702.04
TOTAL ASSETS	360,702.04
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	14,748.85
Total Accounts Payable	14,748.85
Total Current Liabilities	14,748.85
Total Liabilities	14,748.85
Equity	
Retained Earnings	255,217.25
Unrestricted Net Assets	92,759.40
Net Income	-2,023.46
Total Equity	345,953.19
TOTAL LIABILITIES & EQUITY	360,702.04

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05/22/17

Accrual Basis

Small Champions, Inc.
Profit & Loss Budget Overview
 January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Income	
Contribution and Grant Income	120,000.00
Golf Tournament Revenue	64,065.00
Program Fee Income	
Winter Program Fees-Parents	2,500.00
Total Program Fee Income	2,500.00
Total Income	186,565.00
Cost of Goods Sold	
Golf Tournament Expense	
Catering	6,010.00
Entertainment	150.00
Greens Fees	2,400.00
Hole in One Insurance	253.00
Prizes	1,350.00
Signage	296.00
Golf Tournament Misc Expense	875.00
Total Golf Tournament Expense	11,334.00
Total COGS	11,334.00
Gross Profit	175,231.00
Expense	
Small Champions Program Expense	
Contract Labor-Program Coord	50,000.00
Program Expense	
Bowling	850.00
Horseback Riding	10,000.00
Ski Program	64,000.00
Summer Camp	4,500.00
Swim Lessons	2,000.00
WECMRD	2,000.00
Total Program Expense	83,350.00
Total Small Champions Program Expense	133,350.00
Accounting Software Expense	350.00
Bank and Credit Card Fees	
Bank Fees	76.00
Credit Card Fees	600.00
Total Bank and Credit Card Fees	676.00
Contract Services	
Legal and Professional Fees	2,000.00
Total Contract Services	2,000.00
Insurance - Liability, D and O	970.00
Facilities and Equipment	
Rent, Parking, Utilities	600.00
Total Facilities and Equipment	600.00
License, Permit and Filing Fees	100.00
Marketing	
Website Maintenance	600.00
Marketing - Other	500.00
Total Marketing	1,100.00
Miscellaneous	500.00
Operations	

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05/22/17

Accrual Basis

Small Champions, Inc.
Profit & Loss Budget Overview
January through December 2017

	Jan - Dec 17
Postage and Shipping	200.00
Supplies	500.00
Total Operations	700.00
Travel and Meetings	
Meals	750.00
Travel and Meetings - Other	100.00
Total Travel and Meetings	850.00
Total Expense	141,395.00
Net Ordinary Income	33,835.00
Net Income	33,835.00