



Mammoth Lakes Tourism Monthly Board Meeting
Wednesday November 7, 2018 - 1:00-3:00pm in Suite Z

Board Member Call in # (310) 372-7549 - Participant Code 934985 - Host Code 3838

https://www.dropbox.com/sh/zxanpoyiv7mwd9t/AAB-aHpEDShkXC2UnH79_hRJa?dl=0

Meeting Agenda

- a. **Call Meeting to Order – Scott McGuire, Board Chairman**
- b. **Roll Call – Scott McGuire - *Chairman*** (At-Large June 2020 2-year term) **Brent Truax – *Vice-Chairman*** (Chamber no term), **John Morris – *Treasurer*** (Lodging June 2021 3-year term), **Sean Turner - *Secretary*** (Retail June 2020 3-year term), **Kirk Schaubmayer –** (Lodging June 2020 2-year term), **Michael Ledesma –** (Restaurant June 2020 3-year term), **Mayor Cleland Hoff** (Town Council no term), **Eric Clark** (MMSA no term), **Paul Rudder** (At-Large June 2019 2-year term),
- c. **Board Member Comments/Board External Committee Reports/Agenda Additions**
- d. **Public Comment –** Please limit to three minutes or less
- e. **Minutes –** Approval of meeting minutes from **September 26th (Special Meeting), October 3rd (Regular Meeting)** and **October 18th (Closed Session) – three attachments**
- f. **New Business**
 1. Assign leadership, board reps and scheduling for AdHoc committee meetings:
 - a. MLT By Laws
 - b. MLT & TOML Contract
 - c. TBID Appeals Panel #2 (Need three MLT board members to meet week of November 12th)
 - d. Executive Director 2017-18 Performance Review (Morris, Turner, Clark & Rudder)
 - e. Executive Director Contract Renewal (Truax and Ledesma)
 2. TBID Appeals
 - a. Ad hoc group met to finalize TBID appeal process and reviewed 12 appealing businesses. Some were asked to provide more information; others were approved for Tiers 2 and 3.
 - i. Exempt business from 2013-18 TBID will again be exempt (non-profits, service etc.)
 - ii. P&L reports will be admissible for Tier 2 and 3 appealing based on gross revenues
 - iii. “Service” businesses with minimal retail (hair salons) will be considered service not retail
 - iv. Those businesses who collected data to show majority from 93546 will need to collect data in January and May of 2019 and again in 2021 to appeal)
- g. **Mering Carson Presentation – 45+ minutes – Amanda Moul and Dave Mering**
- h. **Department Updates –** A brief recap of past, current and future efforts of each department - **5 minutes**
 - Lara Kaylor – Communications update
 - Ken Brengle – Chamber of Commerce update
 - John Urdi – Staffing update
 - Caroline Casey – Special Events update
 - Michael Vanderhurst – Traveling World Travel Market in London
- i. **Financial Reports –** An update regarding the financial health of the organization – **5 Minutes**
 1. TOT & TBID – review previous months results – **TOT info attached**
 - a. TOT for September \$977,424 which is +236,424 and +32% to budget. -\$72,613 and -6.9% to LY

- b. YTD TOT is \$1,253,896 and 42% ahead of budget and -\$141,987 and 3% to LY YTD
 - c. TBID for September not available at posting time – will report numbers at 11-7 meeting
- 2. Cash Flow and CDARS info – discussion of current bank balances & reserve account activity (as of 10-29)
 - a. CDARS Balances Measure A \$800,321.04 & TBID \$2,001,440.57m
 - b. Measure A Checking = \$749,217.90
 - c. Measure A Savings = \$5,011.58
 - d. TBID Checking = \$810,457.08
 - e. TBID Savings = \$5,007.02
 - 3. Joint Bucket Funds – estimated balance in the MLT/ Town Council Joint Reserve Bucket
 - a. \$226,666 FY through September 2018 - total available in this account is roughly \$596,927 including rollover of \$370,261 uncommitted 2017-18 funds. (To date MLT/TOML have earmarked and committed \$600,000 to the ongoing LA Kings Marketing Partnership which is excluded from the \$596,927)
 - 4. P&L Reports – Questions from the board regarding MLT financials – not available at time of posting
- j. Mammoth Resorts Update – Eric Clark – 5 minutes**
- k. Closed Session – 30 minutes – MLT Legal Counsel Tim Sanford to attend at 2:30pm**
- a. CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED LITIGATION
Initiation of litigation pursuant to paragraph (4) of subdivision (d) of Government Code Section 54956.9: (One case)
 - b. Chairman to report out on closed session
- l. Key Takeaways**
- 1. September \$977,424 which is +236,424 and +32% to budget. -\$72,613 and -6.9% to LY
 - 2. YTD TOT is \$1,253,896 and 42% ahead of budget and -\$141,987 and 3% to LY YTD

Future Meeting Dates: Next scheduled Board Meeting for **Wednesday December 5, 2018** but Executive Director is out of town that week so we need to set a new date for the December meeting -



Mammoth Lakes Tourism Board Special Meeting
Wednesday, September 26, 2018 - 1:30-3:30pm in Suite Z

Board Member Call in # (310) 372-7549 - Participant Code 934985 - Host Code 3838
https://www.dropbox.com/sh/zxanpoyiv7mwd9t/AAB-aHpEDShkXC2UnH79_hRJa?dl=0

Meeting Agenda

- 1. Call Meeting to Order – Brent Truax, Vice Chairman, called the meeting to order at 1:31pm.**
- 2. Roll Call – Present:** Brent Truax, John Morris, Sean Turner, Kirk Schaubmayer, Michael Ledesma, Mayor Cleland Hoff, Eric Clark, Paul Rudder.
Absent: Scott McGuire.
- 3. Board Member Comments/Board External Committee Reports/Agenda Additions**
 - a. Michael Ledesma congratulated the Schaubmayers, the Needs for an amazing Oktoberfest that seems to grow every year. Thank you for the commitment to the shoulder season festival.
 - b. Mayor Cleland Hoff stated she had a copy of the Grand Jury response from the Town of Mammoth Lakes for anyone interested. John Urdi stated Mammoth Lakes Tourism’s portion of the response was included in last meeting’s agenda packet. This was a response from both entities together.
- 4. Public Comment –**
 - a. Paul Rudder made a comment as a member of the public, not a Board member. Event this weekend at the new Polo Event Center, Hot Havana Nights. Benefits Mono County Arts Council and Mammoth Lakes Foundation Theater program. Live Music, games, food, drink. Starts at 7pm.
- 5. Minutes – Tabled until regular October 3rd Board Meeting**
- 6. New Business**
 1. Executive Committee Member Evaluation – Brent Truax announced that Treasurer John Morris will run the meeting for this portion. Mr. Truax then turned the meeting over to Mr. Morris.
 - a. Review of questions and answers regarding communications and conflict of interest - **attached** - John Morris stated he hoped all had a chance to review and then opened the floor for questions or discussion. The Board had a discussion - general discussion that there were no further questions for Brent, errors seemed inadvertent and perception of transparency disappointing but something to strive to clear up in the community.
 - b. Discussion and **vote** on appointment of board vice-chairman position; John Morris explained that the Board is being asked to vote on removing Brent Truax from his position on the Executive Committee and if so, there would then be a discussion and vote to nominate someone new into that position. John Morris asked for discussion on removing Brent Truax from the Executive Committee. The Board had a discussion about the bylaws and agreed to a future discussion reviewing the bylaws further. Sean Turner asked that discussion also include a review of special event policies given the upcoming addition of Caroline Casey, Director of Special Events, to the team. Paul Rudder made a motion to table the vote until the next meeting due to the fact that Chairman Scott McGuire is not present. No second for Mr. Rudder’s motion. There was an affirmation that Scott McGuire requested the conversation to move forward regardless of his attendance. Paul Rudder withdrew his motion. Mayor Cleland Hoff makes a motion to accept discussion and written information provided by Mr. Truax and the representations made by all the Board to act with integrity in all that we do; to consider this matter adequately addressed and closed. Brent Truax volunteered to step away from the Air Service committee.

Clarification from the Board is that the discussion will conclude without a vote of removal from the executive committee. Sean Turner seconded the motion. Brent Truax abstained from voting. Unanimous otherwise.

2. Closed Session – **45 minutes – MLT Legal Counsel Tim Sanford to attend** - Treasurer John Morris turned the meeting back over to Vice Chairman Brent Truax, who announced the Board would go into closed session at 2:10 pm. Sean Turner stated he would be recusing himself and not joining the Board in closed session, as he is actively pursuing a contract for Bluesapalooza 2019. John Morris left the meeting at 3:09 pm.
 - a. CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED LITIGATION
Initiation of litigation pursuant to paragraph (4) of subdivision (d) of Government Code Section 54956.9: (One case)
3. Chairman to report out on closed session - The Board returned from closed session at 3:22 pm. Vice Chairman Brent Truax reported there was nothing to report from closed session. The meeting was adjourned.

Future Meeting Dates: Next scheduled Board Meeting for **Wednesday October 3, 2018** from 1-3:00pm Suite Z

MAMMOTH LAKES TOURISM BOARD

MINUTES OF REGULAR MEETING

OCTOBER 3, 2018

a. Call Meeting to Order

The Vice Chair called the meeting to order at 1:03 p.m.

b. Roll Call

Vice Chairman Brent Truax, Treasurer John Morris, Secretary Sean Turner, and Board members Kirk Schaubmayer, Michael Ledesma, Eric Clark, and Paul Rudder were in attendance. Chairman Scott McGuire and Mayor Cleland Hoff were absent.

Chairman Scott McGuire and Mayor Cleland Hoff were absent.

c. Board Member Comments/Board External Committee Reports/Agenda Additions

Secretary Turner said that he wanted an annual survey to be given to TBID contributing businesses regarding their opinion about how the TBID was serving them.

Board member Rudder said that he supported Secretary Turner's proposal.

Board member Ledesma reported on two new restaurants that were recently opened in Town, Elixir and the Warming Hut.

Treasurer Morris announced that Snowcreek and Sierra Star Golf Courses would be closing this weekend.

Vice Chair Truax said that he was visiting rural Wyoming and several people had thanked him for being there; he noted that small things do matter.

Executive Director John Urdi said that there was an addition to the agenda due to the need to convene the Ad Hoc Committee for TBID Repeals. Treasurer Morris noted that the addition would be added as Item #7 under new business.

d. Public Comment

Kevin Green reported on data regarding paid ticketed events, specifically music festivals. He proposed components of the development of a plan between the Town, Mountain, and Mammoth Lakes Tourism. There was discussion among members of the Board and Mr. Green.

e. Minutes

Approval of meeting minutes from September 11th (regular BOD meeting) and executive session on August 29th
two attachments

Secretary Turner noted that the August 29, 2018 minutes title needed to be changed to an executive committee meeting instead of a monthly Board meeting.

ACTION:

It was moved by Eric Clark, seconded by Paul Rudder, and carried by a 6 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent and Vice Chair Brent Truax abstaining, approve the August 29, 2018 minutes, as amended.

ACTION:

It was moved by Secretary Sean Turner, seconded by Eric Clark, and carried by a 7 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent, approve the minutes of September 11, 2018.

f. New Business

1. Air Service Incremental Budget Breakdown 30 minutes
Amanda Moul, Mering Carson - attached

a. Review of proposed incremental winter air service advertising as approved at the September Board of Directors meeting. This will outline the incremental marketing efforts that will be done to promote winter air service in new markets as well as reinforcement of existing markets.

b. Incremental budget spend amount was approved at the September board meeting so this is just a follow up presentation to show budget allocations
no vote needed but discussion welcome.

Executive Director John Urdi introduced Amanda Moul from MeringCarson.

Ms. Moul announced that Mammoth Lakes Tourism had won two more awards for their campaigns. She outlined the information in the Memo. There was discussion among members of the Board, Ms. Moul, and staff.

2. 2018-19 Winter Air Service Schedule 5 minutes
two attachments

a. Chart of arrival and departure times from each market and airline serving MMH this winter.
Please note that some markets have varying schedule times during the course of the winter.

Executive Director John Urdi outlined the information in the attachments. There was discussion among members of the Board and staff.

3. Contracts 10 minutes

a. LA Kings partnership - September BOD meeting request for Point of View from Mering Carson
for discussion
Handout at meeting
to be attached to online packet digitally when possible

Executive Director John Urdi outlined the information in the handout. There was discussion among members of the Board, staff, and Ms. Moul.

- b. 2018 Mering Carson contract outlining marketing spending for the 2018-19 fiscal year for discussion and vote to accept attached

Executive Director John Urdi outlined the information in the attachment.

There was discussion among members of the Board and staff.

ACTION:

It was moved by Paul Rudder, seconded by Kirk Schaubmayer, and carried by a 7 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent, approve the new contract with MeringCarson, as amended.

4. Special Event Policy Discussion 10 minutes
 - a. Board discussion regarding setting future policy and procedure for event support (event acquisition, funding and marketing)
 - b. Caroline Casey joining MLT October 15th and should take lead on this with research review of policies from other areas followed by a recommendation to the board.

Executive Director John Urdi reported that the discussion regarding policies and procedures for event support would be deferred until newly hired Special Events Coordinator Caroline Casey joined the team. There was discussion among members of the Board and staff.

5. Executive Director Annual Performance Review 5 minutes
 - a. Assignment of board members to review Executive Director performance for fiscal 2017-18
 - b. Recommendation from Board Chair that this be done by Executive Committee
 - c. Discussion and vote on appointment of performance review committee.

There was discussion among members of the Board regarding the appointment of the Executive Committee or an Ad Hoc Committee to review the executive director's performance.

ACTION:

It was moved by Paul Rudder, seconded by Secretary Sean Turner, and carried by a 7 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent, approve an ad hoc committee consisting of John Morris, Sean Turner, Eric Clark, and Paul Rudder to review the performance of the Executive Director for fiscal year 2017-18.

6. MLT By Laws for Review - attached
 - a. By Laws were last reviewed and revised 12-23-13 to incorporate adjustments for the TBID but should be reviewed again to reflect current challenges and opportunities.
 - b. Should an ad hoc By Law review committee be formed by the MLT board?
 - c. If an ad hoc committee is not appointed, proposal is to bring back board member comments regarding suggested adjustments or clarifications to the By Laws to a future MLT Board meeting.
 - d. Particular focus should be on role of executive committee, board member code of conduct and other procedures for operation of the organization.

Treasurer John Morris outlined the information in the staff report. There was discussion among members of the Board and staff.

ACTION:

It was moved by Michael Ledesma, seconded by Secretary Sean Turner, and carried by a 7 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent, appoint Scott McGuire, Brent Truax, and Paul Rudder to an ad hoc committee to review the bylaws.

7. TBID Appeals Ad Hoc Committee

This was an urgency item that was added to the agenda.

Executive Director John Urdi outlined the need for the committee. There was discussion among members of the Board and staff.

ACTION:

It was moved by Paul Rudder, seconded by Michael Ledesma, and carried by a 7 - 0 voice vote to with Chairman Scott McGuire and Mayor Cleland Hoff absent, appoint John Morris, Michael Ledesma, and Sean Turner to the Ad Hoc TBID Appeals Committee.

- g. MLT Team Presentation
20 minutes
Lara Kaylor - attached
High Altitude Training Crib Report
presentation about the progress and success of the new elite athlete training condo MLT purchase back in May 2018.
Department Updates
A brief recap of past, current and future efforts of each department - 5 minutes
Lara Kaylor
Communications update
Ken Brengle
Chamber of Commerce update
John Urdi
Staffing update

Michael Vanderhurst
Traveling India and Korea on a Visit California Sales Mission

Director of Communications Lara Kaylor gave a presentation outlining the Mammoth Lakes Crib Update. There was discussion among members of the Board and staff.

Director of Communications Lara Kaylor gave the communications update.

Executive Director of the Chamber of Commerce Ken Brengle gave the Chamber of Commerce update.

Executive Director of Mammoth Lakes Tourism John Urdi gave a staffing update. Mr. Urdi asked for four Board members to participate in Skype interviews at the end of next week for the Director of Marketing position. Scott McGuire, Eric Clark, Michael Ledesma, and Sean Turner agreed to participate in the interviews.

- h. Financial Reports
An update regarding the financial health of the organization
5 Minutes
- 1. TOT & TBID review previous months results
TOT info attached
 - a. TOT for August \$1,453,427 which is +\$319342 and +37% to budget. -\$116,768 and -7.4% to LY
 - b. YTD TOT is \$971,768 and 43% ahead of budget and -115,077 and 3% to LY record pace
 - c. TBID for August not available at posting time
will report numbers at 10-3 meeting
- 2. Cash Flow and CDARS info discussion of current bank balances and reserve account activity (as of 9-27)
 - a. CDARS Balances Measure A \$800,321.04 & TBID \$2,001,440.57m
 - b. Measure A Checking = \$1,179,820.99
 - c. Measure A Savings = \$5,011.46
 - d. TBID Checking = \$ 1,310,439.43
 - e. TBID Savings = \$5,006.90
- 3. Joint Bucket Funds estimated balance in the MLT/ Town Council Joint Reserve Bucket
 - a. \$175,666 FY through August 2018 - total available in this account is roughly \$545,927 including rollover of \$370,261 uncommitted 2017-18 funds. (To date MLT/TOML have earmarked and committed \$600,000 to the ongoing LA Kings Marketing Partnership which is excluded from the

\$545,927k)

4. P&L Reports Questions from the board regarding MLT financials not available at time of posting

Executive Director John Urdi outlined the TOT and TBID year to date numbers, the joint bucket funds, and the cash flow. There was discussion among members of the Board and staff.

- i. Mammoth Resorts Update
Eric Clark
5 minutes

Eric Clark gave an update regarding Mammoth Resorts. There was discussion among members of the Board.

- k. Key Takeaways

1. August came in at \$1,453,342 which is ahead of budget 37% at +\$391,342 and -7.4% at - \$116,768 behind last year's record of \$1,570,110
2. YTD TOT is \$971,768 ahead of budget which is 43% and behind last year by \$115,007 which is 3% Future Meeting Dates: Next scheduled Board Meeting for Wednesday November 7, 2018 from 1-3:00pm Suite Z

Executive Director John Urdi reviewed the key takeaways and upcoming meeting dates.

- j. Closed Session
30 minutes
MLT Legal Counsel Tim Sanford to attend at 3:00pm

- e. CONFERENCE WITH LEGAL COUNSEL?ANTICIPATED LITIGATION
Initiation of litigation pursuant to paragraph (4) of subdivision (d) of Government Code Section 54956.9: (One case)

At 3:04 p.m. the Treasurer announced that the Board would be entering into closed session for the purposes as stated in the agenda.

Secretary Sean Turner announced that he would be recused from closed session and left the meeting at 3:04 p.m.

- f. Chairman to report out on closed session

The Board returned from closed session at 3:27 p.m. and the Treasurer announced that there was no reportable action taken.

The Board adjourned the meeting at 3:27 p.m.

Respectfully submitted,

Jamie Gray
Town Clerk



Mammoth Lakes Tourism Special Closed Session Board Meeting

Thursday, October 18, 2018 - 10:00-11:00am MLT Conference Room

Board Member Call in # (310) 372-7549 - Participant Code 934985 - Host Code 3838

https://www.dropbox.com/sh/zxanpoyiv7mwd9t/AAB-aHpEDShkXC2UnH79_hRJa?dl=0

Meeting Agenda

- a. Call Meeting to Order – Scott McGuire, Board Chairman**
- b. Roll Call – Present** - Brent Truax, John Morris, Sean Turner, Kirk Schaubmayer, Michael Ledesma, Mayor Cleland Hoff, Eric Clark, Paul Rudder.
Absent- Scott McGuire
- c. Board Member Comments/Board External Committee Reports/Agenda Additions**
- d. Closed Session – MLT Legal Counsel Tim Sanford to attend**
 - a. CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED LITIGATION
Initiation of litigation pursuant to paragraph (4) of subdivision (d) of Government Code Section 54956.9: (One case)
 - b. Chairman to report out on closed session; Chairman Scott McGuire was absent – Vice Chairman Brent Truax led the closed session and reported out from closed session in his place. Brent Truax stated that the Board has given direction to legal counsel to initiate legal action. An action has been given and the action, the defendants and the other particulars shall, once formally commenced, be disclosed to any person upon inquiry unless to do so would jeopardize the agency's ability to effectuate service of process or that to do so would jeopardize its ability to include existing settlement negotiations. Board member, Mayor Cleland Hoff abstained from voting on this matter.

Future Meeting Dates: Next scheduled Board Meeting for **Wednesday November 7, 2018** from 1-3:00pm Suite Z

Transient Occupancy Tax
Collection through September 2018

1. TOT REVENUE COLLECTIONS by FISCAL year

Year	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
2006-2007	633,290	718,371	404,545	240,541	275,921	1,455,122	1,694,967	1,583,253	1,249,350	765,323	241,871	363,886	9,626,441
YTD collection as % of Full Year	6.6%	14.0%	18.2%	20.7%	23.6%	38.7%	56.3%	72.8%	85.8%	93.7%	96.2%	100.0%	
2007-2008	690,020	850,958	382,541	191,090	202,902	1,533,030	1,926,497	1,890,372	1,731,631	612,581	245,108	410,409	10,667,140
YTD collection as % of Full Year	6.5%	14.4%	18.0%	19.8%	21.7%	36.1%	54.2%	71.9%	88.1%	93.9%	96.2%	100.0%	
2008-2009	726,465	973,679	379,849	232,427	247,085	1,591,709	1,561,523	1,477,336	1,028,558	774,003	299,287	364,787	9,656,710
YTD collection as % of Full Year	7.5%	17.6%	21.5%	23.9%	26.5%	43.0%	59.2%	74.5%	85.1%	93.1%	96.2%	100.0%	
2009-2010	745,522	866,044	421,313	210,599	207,989	1,735,454	1,680,851	1,687,536	1,263,038	971,363	303,667	383,274	10,476,648
YTD collection as % of Full Year	7.1%	15.4%	19.4%	21.4%	23.4%	40.0%	56.0%	72.1%	84.2%	93.4%	96.3%	100.0%	
2010-2011	833,692	934,572	471,581	229,609	302,314	1,948,908	1,685,322	1,672,809	1,338,133	985,285	355,833	451,080	11,209,138
YTD collection as % of Full Year	7.4%	15.8%	20.0%	22.0%	24.7%	42.1%	57.1%	72.1%	84.0%	92.8%	96.0%	100.0%	
2011-2012	947,459	1,061,627	566,993	276,436	314,244	1,666,408	1,042,470	1,213,076	1,193,988	753,998	307,818	536,020	9,880,538
YTD collection as % of Full Year	9.6%	20.3%	26.1%	28.9%	32.1%	48.9%	59.5%	71.7%	83.8%	91.5%	94.6%	100.0%	
2012-2013	1,035,276	1,101,555	569,118	287,742	286,349	1,758,887	1,856,579	1,703,985	1,426,186	683,196	392,990	613,159	11,715,023
YTD collection as % of Full Year	8.8%	18.2%	23.1%	25.6%	28.0%	43.0%	58.9%	73.4%	85.6%	91.4%	94.8%	100.0%	
2013-2014	1,075,023	1,134,699	533,790	306,359	317,763	1,620,490	1,284,026	1,174,950	1,205,504	662,531	376,019	672,104	10,363,258
YTD collection as % of Full Year	10.4%	21.3%	26.5%	29.4%	32.5%	48.1%	60.5%	71.9%	83.5%	89.9%	93.5%	100.0%	
2014-2015	1,175,232	1,261,290	614,628	378,296	326,836	1,815,044	1,659,854	1,451,851	1,015,507	459,664	377,564	773,232	11,308,997
YTD collection as % of Full Year	10.4%	21.5%	27.0%	30.3%	33.2%	49.3%	63.9%	76.8%	85.8%	89.8%	93.2%	100.0%	
2015-2016	1,414,925	1,323,904	782,030	470,450	589,215	2,282,317	2,371,826	2,238,590	1,897,371	830,614	526,861	1,005,404	15,733,507
YTD collection as % of Full Year	9.0%	17.4%	22.4%	25.4%	29.1%	43.6%	58.7%	72.9%	85.0%	90.3%	93.6%	100.0%	
2016-2017	1,716,610	1,535,475	1,004,815	567,405	534,223	2,370,978	2,656,510	2,475,292	2,030,473	1,599,673	673,512	926,497	18,091,464
YTD collection as % of Full Year	9.5%	18.0%	23.5%	26.7%	29.6%	42.7%	57.4%	71.1%	82.3%	91.2%	94.9%	100.0%	
2017-2018	1,753,735	1,570,110	1,050,037	612,877	601,343	2,362,405	2,515,665	2,168,214	2,351,036	1,242,482	608,463	1,031,033	17,867,401
YTD collection as % of Full Year	9.8%	18.6%	24.5%	27.9%	31.3%	44.5%	58.6%	70.7%	83.9%	90.8%	94.2%	100.0%	
2018-2019	1,757,483	1,496,988	977,424	-	-	-	-	-	-	-	-	-	4,231,896
YTD collection as % of Full Year	41.5%	76.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
% change from prior year	0.2%	-4.7%	-6.9%	8.0%	12.6%	-0.4%	-5.3%	-12.4%	15.8%	-22.3%	-9.7%	11.3%	-1.2%
Average monthly collection prior 3 yrs	1,628,424	1,476,497	945,627	550,244	574,927	2,338,567	2,514,667	2,294,032	2,092,960	1,224,256	602,945	987,645	17,230,790
Average Monthly collection as % of Full Year	9.5%	8.6%	5.5%	3.2%	3.3%	13.6%	14.6%	13.3%	12.1%	7.1%	3.5%	5.7%	100.0%
Average YTD collection as % of Full Year	9.5%	18.0%	23.5%	26.7%	30.0%	43.6%	58.2%	71.5%	83.7%	90.8%	94.3%	100.0%	

2. TOT Budget and Estimates (FY 2018-19)

FY 18-19 BUDGETED full-year revenue	Rate	13,500,000	Estimated Reserves (*)
less Tourism	18.08%	2,440,000	\$ 226,666
less Housing	6.54%	882,692	\$ 81,985
less Transit	6.54%	882,692	\$ 81,985
Net to Town's General Fund		9,294,615	* Based on performance to budget YTD, final reserve account balances will be determined by actual performance to budget at completion of Fiscal Year

FY 18-19 BUDGETED monthly revenue	Quarter Total: 2,978,000			Quarter Total: 2,781,000			Quarter Total: 5,539,000			Quarter Total: 2,202,000			13,500,000
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Full-Yr Total
	1,175,000	1,062,000	741,000	431,000	450,000	1,900,000	2,050,000	1,850,000	1,639,000	950,000	472,000	780,000	13,500,000

FY 18-19 ACTUAL collection	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
	1,757,483	1,496,988	977,424	-	-	-	-	-	-	-	-	-	4,231,896

FY 18-19 Differences: Budget vs Actuals YTD	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
	582,483	434,988	236,424	(431,000)	(450,000)	(1,900,000)	(2,050,000)	(1,850,000)	(1,639,000)	(950,000)	(472,000)	(780,000)	(9,268,104)
Percent over/(under) budget	50%	41%	32%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-69%

Cumulative difference to date: **1,253,896** **42%**

Cumulative actual to last year actual difference to date: **(141,987)** **-3%**