MEMORANDUM

TO:    Board of Trustees
FROM:  Steven J. Pinkerton
        General Manager

SUBJECT:  General Manager's Status Report
          Prepared for the meeting of May 9, 2018

DATE:  May 1, 2018

Financial Transparency

The Monthly District Financials are posted on the Financial Transparency page
https://www.yourtahoeplace.com/ivgid/financial-transparency. March is now
posted and April should be posted next week.

We are now three-quarters of the way through the budget year. Revenues continue
to come in better than expected while expenses are below budget. Thanks to our
Miracle March, Diamond Peak is now well ahead of their revenue projections and
should exceed budget projections.

Another recent post on the Financial Transparency page is the Capital
Improvement Expenditures and Debt Service Expenditures for the Three Quarters
Ending March 31, 2018. This is available by clicking on the Capital Improvement
Projects icon on the page.

Also, as noted the last four months, the Capital Improvement Project Expenditures
for the Year Ending June 30, 2017 is posted in the Capital Improvement Projects
section of the Financial Transparency page. This is the information that was
presented at the October 25, 2017 Board of Trustees Meeting.

In addition, as noted at the October 25, 2017 meeting, the video recording and
presentation materials for the IVGID Community Forum on Finances is located on
the Resources page of our website.

Venue Status Reports

Just a reminder that Venue Status reports are available on a monthly basis for key
venues and operations. Reports are prepared for Public Works, Parks &
Recreation, Finance/Accounting, Risk Management, Human Resources and Ski
and Golf when they are in season.
The reports are typically posted by the middle of each month and can be accessed on the District’s “Resources” web page.

**Concession Agreement**

On April 7, 2011, the District issued a Request for Proposal (RFP) for Food and Beverage Services for the Burnt Cedar and Incline Beach IVGID properties. The only two respondents were Brimm’s Catering and Incline Sprits.

On May 11, 2011, the Board of Trustees approved an agreement with Brimm’s Catering to operate the Food & Non-Alcoholic Beverage concession and for Incline Spirits to operate the Alcoholic Beverage concession at each venue.

The Incline Spirits agreement was for three summers with an option for three additional summers.

On August 22, 2013, the contract was amended to add one additional summer.

Effective September 1, 2014, the contract was amended for two additional summers through September 30, 2016.

Effective September 1, 2016, the contract was extended through September 30, 2017.

Effective February 1, 2018, the contract was extended to September 30, 2019.

Initial rent was $35,000 per summer with an annual increase of five percent per year. The five percent annual increases were imposed in 2012, 2013 and 2014. Effective in 2015, rent was set at $40,000 and remained at that level for the next three summers. For 2018 and 2019, the annual concession rent was increased to $47,000.

As a concession, the services provided are not subject to bidding or proposal requirements. While Staff has the option of receiving alternate proposals for this service, the concessionaire has provided high quality service and positive feedback from customers. In addition, the long term plans for the concession services at Incline Beach have been under review since the initiation of the Beach Study in 2015. Staff has executed the short term extensions while the planning process determines the long term facility operation plan for Incline Beach.
**Punch Card Utilization**

During the Beaches discussion at the April 11, 2018 Board of Trustees meeting, several Trustees inquired about the use of punch cards at the beaches. Attached is a chart showing the dollar value of punch cards used at our beaches, golf courses, ski area, tennis center and recreation center.

In addition, here is a summary by fiscal year of the total punch cards issued, and additional punch cards and picture passes sold each year.

*Please note that punch cards are renewed on June 1 of each year, so most of the punch cards for the current fiscal year are not yet accounted in the tally.

**12-13 Fiscal**
11,255 Total Punch Cards issued  
86 Additional Punch Cards sold to 67 unique parcels  
38 Additional Picture Passes sold

**13-14 Fiscal**
11,290 Total Punch Cards issued  
97 Additional Punch Cards sold to 72 unique parcels  
34 Additional Picture Passes sold

**14-15 Fiscal**
11,630 Total Punch Cards issued  
109 Additional Punch Cards sold to 77 unique parcels  
44 Additional Picture Passes sold

**15-16 Fiscal**
12,766 Total Punch Cards issued  
92 total Additional Punch Cards sold to 69 unique parcels  
39 Additional Picture Passes sold

**16-17 Fiscal**
12,183 Total Punch Cards issued  
100 total Additional Punch Cards sold to 73 unique parcels  
47 Additional Picture Passes sold

**17-18 YTD***
4,728 Total Punch Cards issued  
66 total Additional Punch Cards sold to 51 unique parcels  
37 Additional Picture Passes sold

Lastly, as of April 16, 2018, there were 20,314 active picture passes.
## Punch Cards Utilization

**July 1, 2017 thru March 31, 2018**

<table>
<thead>
<tr>
<th>Location</th>
<th>Rec &amp; Beach</th>
<th>Rec Only</th>
<th>Paid Add'l</th>
<th>Grand Total</th>
<th>% of Grand Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incline Beach</td>
<td>150,889</td>
<td>0</td>
<td>6,381</td>
<td>167,270</td>
<td>28%</td>
</tr>
<tr>
<td>Burnt Cedar</td>
<td>142,806</td>
<td>0</td>
<td>4,464</td>
<td>147,270</td>
<td>24%</td>
</tr>
<tr>
<td>Ski Beach</td>
<td>69,815</td>
<td>0</td>
<td>2,388</td>
<td>72,204</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>373,510</strong></td>
<td><strong>13,234</strong></td>
<td></td>
<td><strong>386,744</strong></td>
<td><strong>64%</strong></td>
</tr>
</tbody>
</table>

| Ski          | 100,392     | 2,126     | 390        | 102,908     | 17%              |
| Champ Course | 21,938      | 1,471     | 0          | 23,409      | 4%               |
| Mountain Course| 5,574    | 70        | 0          | 5,644       | 1%               |
| **Total**    | **27,512** | **1,541** |            | **29,053**  | **5%**           |

| Rec Center   | 85,113      | 32        | 339        | 85,484      | 14%              |
| Tennis Ctr   | 13          | 0         | 0          | 13          | 0%               |
| **Grand Total**| **588,540**| **3,699** | **13,963** | **604,202** | **100%**         |

| % of Total   | 97.08%      | 0.6%      | 2.3%       | 100.00%     |                  |