



AGENDA

TELLURIDE MOUNTAIN VILLAGE OWNERS ASSOCIATION ANNUAL MEMBERS' BUDGET MEETING

Wednesday, November 18, 2009
4:00 pm

Mountain Village Town Hall
455 Mountain Village Blvd., Second Floor, Mountain Village, Colorado

1. Call to Order
2. Presentation of the Proposed 2010 Budget
3. Member Input
4. Adjournment



To: TMVOA Members
CC: TMVOA Board of Directors
From: Erin Neer, COO & CFO
Date: 11/18/2009
Re: 2010 Proposed Budget for TMVOA Annual Member's Budget Meeting

2010 Budget Preparation Process

As you are aware, given the significant revenue budget departure that TMVOA is realizing in 2009, the TMVOA Board and Budget Committee have led an extensive budget preparation process for the 2010 budget year to ensure that TMVOA's resources are prioritized in the best manner possible.

This process entailed many Budget Committee meetings and several board meetings at which many alternatives were discussed for the discretionary expenditure items for the organization.

At the November 18, 2009 Member's Budget Meeting, the TMVOA membership is encouraged to provide input and ask questions regarding the proposed budget which was made available to the membership on October 16, 2009. Following this meeting, our budget process will continue with additional discussions at the December 3rd Special Board Meeting and the 2010 Budget will be officially adopted at a Special Board Meeting on December 8th or 9th (meeting date/time to be confirmed). We encourage our membership to continue to participate at these additional public meetings and to provide feedback or inquiries as necessary directly to our staff or Board members in the interim.

2009 Financial Performance

The current 2010 Budget draft indicates that our 2009 results will result in a budget departure of approximately \$1.4 million. However, since this draft was published for the membership's review, a significant commercial RETA transaction was realized, generating approximately \$520,000 in additional unanticipated RETA revenue. A complete update of our estimated financial performance for 2009 will be revised and presented at the December 3rd Special Board Meeting. As no other major changes are anticipated, it is currently estimated that the 2009 results will improve by approximately \$500,000 resulting in ending working capital of approximately \$9.9 million, and unreserved working capital of \$6 million. This unanticipated surplus activity will also flow through to the estimated reserves available throughout 2010.

Proposed 2010 Budget

The current draft of the Proposed 2010 Budget reflects an estimated deficit of \$1.374 million, which will reduce total working capital to an estimated \$8.03 million and unreserved working capital to approximately \$3.1 million. Estimated revenues of \$4 million are anticipated to be approximately \$430,000 less than 2009 revenues. This variance stems from both reduced investment earnings (\$170,000) and the removal of event revenues and sponsorships (\$241,000) which is a function of the reduced programming that has been included in the expenditures. Estimated operating expenditures are approximately \$4.4 million which include administrative costs, gondola funding, events programming, member communications and a contingency of 1% of expenditures. Non-Recurring or discretionary

expenditures proposed for 2010 amount to \$894,000 and include guest services, group sales, economic development grants, educational grants, extraordinary legal and gondola major repairs.

(Note: Although event programming has been included in operating expenditures historically, given the extensive discussions regarding discretionary vs. non-discretionary spending during this budget process, it would likely be more appropriate in the final draft of the budget to be included in the Non – Recurring or Discretionary section of the budget.)

2010 Programmatic Changes

The Board and Budget Committee have completed extensive prioritization discussions and exercises to determine the highest priority for TMVOA funds. The below programmatic changes reflect the results of this discussion thus far, as included in the current draft of the 2010 budget.

Program	2010 Proposed	2009 Projected	Expenditure Reduction / (Increase)	Program Comments
Events (Net)	\$233,500	\$655,137	\$421,637	Reduction of events to Gay Ski Week, Sunset Concert Series, TFA, 4 th of July, New Year's Fireworks and Snowfest sculptures.
Guest Services	\$188,800	\$351,800	\$163,000	Refinement of program to highest priority functions for guests.
Overflow Parking	\$0	\$46,000	\$46,000	Program funding not included in proposed budget.
Group Sales	\$250,000	\$0	(\$250,000)	Addition of funding to support coordinated group sales program for Telluride region.
Economic Dev't Grants	\$148,000	\$545,041	\$397,041	Reduction of aggregate grant funding amount pursuant to revenue shortfall.
Educational Grants	\$13,500	\$16,000	\$2,500	Included allowance for continuance of education grants in 2010.
Charitable Donations	\$0	\$82,775	\$82,775	Charitable donations not included in proposed budget for 2010. TMV will receive applications in lieu of TMVOA to be decided by joint prioritization committee.
Regional Marketing	\$0	\$275,000	\$275,000	Additional funding not included in proposed budget for 2010.
Ecosign Planning	\$0	\$55,000	\$55,000	Additional Ecosign costs not included in proposed budget for 2010.
Other Planning	\$0	\$21,470	\$21,470	Additional studies / planning not included in proposed budget for 2010.
Extraordinary Legal	\$24,000	\$50,000	\$26,000	Revised allowance for extraordinary costs.
Gondola Non-Recurring	\$269,500	(\$89,007)	(\$358,507)	Increase is based upon recommended repairs / upgrades pursuant to Town staff, Gondola Committee and Parametrix recommendations.
Total	\$1,127,300	\$2,009,216	\$881,916	

Update on RETA Revenues

The Proposed 2010 Budget includes total revenues of \$3.959 million which continue to be dominated by RETA activity, which contributes 57% of total revenues.

As previously mentioned, although we have received one large unanticipated commercial transaction that will allow RETA revenue to surpass the revised revenue estimates for 2009, the underlying foundation of activity remains on pace with our original expectations for the year. As such, the 2010 Budget reflects a RETA number that remains flat with this baseline activity.

The table below illustrates current year activity, as of November 12, 2009. As estimated in February of this year, we continue to track toward baseline activity of between \$2 and \$2.5 million. To date, we have collected \$2.7 million, which includes one transaction for over \$500,000. Based upon existing inquiry activity, we estimate that we could see another \$50,000 in RETA activity for November and an estimated \$150,000 in December, for an annual total of \$2.963 million which is 74% of the original budget level, a departure of approximately \$1 million. This activity remains significantly lower than historical performance levels. The 9 year annual average RETA revenue from 2000-2008 was \$7.01 million. In comparison, the activity level for 2009 will only be 42% of this level.

Please see Exhibit A for a chart of RETA activity since 2005, as of November 12, 2009.

Additional Revisions

The TMVOA Board will be discussing several outstanding items at the December 3rd Special Board Meeting, which will likely impact the 2010 Budget including staffing levels. We encourage the membership to participate at the December meeting as well.

EXHIBIT A

Telluride Mountain Village Owners Association Actual Monthly RETA Activity, Through November 12, 2009

	2005	2006	2007	2008	2009	% of PY	9 Year Average	2009 % of Avg	2009 Budget	2009 % of Budget	2009 YTD Budget Variance (\$)
January	456,831	1,595,174	602,567	270,929	17,978	7%	599,169	3%	337,099	5%	(319,121)
February	658,588	1,192,752	1,080,216	1,085,936	284,234	26%	737,092	39%	462,927	61%	(178,693)
March	538,051	613,884	1,287,153	101,482	300,623	296%	539,813	56%	292,744	103%	7,879
April	1,176,189	344,265	916,402	1,220,166	100,658	8%	660,364	15%	421,391	24%	(320,733)
May	658,578	1,087,511	1,074,601	170,160	271,800	160%	623,744	44%	342,814	79%	(71,014)
June	795,107	584,572	254,986	54,312	95,670	176%	378,385	25%	194,617	49%	(98,947)
July	708,626	669,707	1,250,322	329,910	270,030	82%	468,096	58%	340,909	79%	(70,879)
August	771,906	507,782	579,777	158,940	292,785	184%	476,267	61%	232,577	126%	60,208
September	1,772,461	646,350	454,577	633,263	282,154	45%	829,485	34%	402,197	70%	(120,043)
October (Rec'd to Date)	1,403,420	487,740	812,327	183,690	328,572	179%	631,553	52%	332,683	99%	(4,111)
November (Rec'd to Date)	632,787	589,618	809,583	129,507	519,020	401%	455,888	114%	249,065	208%	269,955
December	1,128,658	755,399	1,078,752	383,025	N/A		611,760		390,976		
Year to Date Totals	10,701,204	9,074,755	10,201,264	4,721,320	2,763,524	59%	7,011,617	39%	4,000,000	69%	(991,301)

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget**

Summary	.....	1
Revenues		
Schedule A - RETA - Real Estate Transfer Assessments	.....	2
Schedule B - Property Owners Assessments	.....	3
Schedule C - Rental Income	.....	4
Schedule D - Investment Income	.....	5
Schedule E - Event Revenues	.....	6
Expenses		
Schedule F - Administrative Expenditures Summary	.....	7-8
Schedule G - Events	.....	9
Schedule H - Member Communications	.....	10
Schedule I - Aerial Transportation	.....	11
Schedule J - Debt Service	.....	12
Schedule K - Non-Recurring Expenditures	.....	13
Schedule K-1a - Economic Development Grants	.....	14
Schedule K-1b - Educational Grants	.....	15
Schedule K-1c - Charitable Donations	.....	16
Schedule K-2 - Capital Expenditures	.....	17
Schedule K-3 - Guest Services	.....	18
Schedule K-4 - Group Sales/Conferences Support	.....	19

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget**

	Sched.	Actual 2007	% Revs	Actual 2008	% Revs	Original Budget 2009	% Revs	2008 Variance	Revised Budget 2009	% Revs	Original Budget Variance	Proposed Budget 2010	2009 Variance
Revenues:													
Assessments													
RETA Revenue	A	10,201,264	79%	4,721,320	69%	4,000,000	64%	(721,320)	2,272,307	37%	(1,727,693)	2,272,307	-
Monthly Assessments	B	1,152,521	9%	1,032,502	15%	1,099,927	18%	67,425	1,153,232	19%	53,305	1,155,788	2,556
General Civic/Sales Tax	C	-	0%	-	0%	-	0%	-	-	0%	-	-	-
Property Management and Services	D	406,765	3%	412,399	6%	438,969	7%	26,570	371,103	6%	(67,866)	349,493	(21,610)
Investment Income	E	1,049,664	8%	583,502	9%	560,000	9%	(23,502)	350,000	6%	(210,000)	180,000	(170,000)
Event Revenues		69,479	1%	107,570	2%	109,603	2%	2,033	241,063	4%	131,460	-	(241,063)
Miscellaneous	E	-	0%	920	0%	-	0%	(920)	1,500	0%	1,500	1,500	-
Total Revenues		12,879,692	100%	6,858,213	100%	6,208,499	100%	(649,714)	4,389,204	100%	(1,819,295)	3,959,087	(430,117)
Operating Expenses:													
Management and Administrative	F	987,687	8%	669,669	5%	661,054	11%	8,615	723,185	12%	(62,131)	687,248	35,938
Transit - Aerial	I	3,033,943	24%	2,974,528	23%	3,187,975	51%	(213,447)	3,223,626	52%	(35,651)	3,272,211	(48,585)
Events	G	609,365	5%	1,149,397	9%	846,790	14%	302,607	736,200	12%	110,590	233,500	502,700
In Kind Sponsorships (See Related Revenue)		-	0%	-	0%	-	0%	-	160,000	3%	(160,000)	-	160,000
Member Communications	H	262,553	2%	305,769	2%	184,202	3%	121,567	155,891	3%	28,311	135,662	20,229
Contingency (1% of Expenditures)		-	0%	-	0%	146,191	2%	(146,191)	50,000	1%	96,191	43,286	6,714
Total Operating Expenses		4,893,548	38%	5,099,363	40%	5,026,212	81%	73,151	5,048,902	115%	(22,690)	4,371,907	676,996
Net Surplus/(Deficit) before Debt Service		7,986,143	62%	1,758,850	14%	1,182,287	19%	(576,563)	(659,698)	-15%	(1,841,985)	(412,819)	246,879
Debt Service	J	64,814		66,525		66,443		82	66,692		(249)	67,170	(478)
Net Surplus/(Deficit) before Non-Recurring Expenses		7,921,329		1,692,325		1,115,844		(576,481)	(726,390)		(1,842,234)	(479,989)	246,401
Non - Recurring Expenses													
Guest Services	K-3	395,693		374,837		479,312		(104,474)	397,800		81,512	188,800	209,000
Group Sales/Conferences Support	K-4	-		-		-		-	-		-	250,000	(250,000)
Affordable Housing	K	2,278,923		61,826		-		61,826	-		-	-	-
Economic Development Grants	K-1a	579,299		529,856		468,485		61,371	545,041		(76,556)	148,000	397,041
Educational Grants	K-1b	-		-		16,000		(16,000)	16,000		-	13,500	2,500
Charitable Donations	K-1c	76,977		278,335		82,275		196,060	82,775		(500)	-	82,775
Funded Events	K	149,563		-		42,000		(42,000)	-		42,000	-	-
Regional Marketing	K	-		95,200		345,000		(249,800)	275,000		70,000	-	275,000
Master Planning	K	62,902		424,834		-		424,834	55,000		(55,000)	-	55,000
Other Planning	K	-		106,739		100,000		6,739	21,470		78,530	-	21,470
Extraordinary Legal	K	180,549		136,457		90,000		46,457	50,000		40,000	24,000	26,000
RAL / 50/51 Purchases	K	-		1,335,385		2,056,625		(721,240)	1,830,625		226,000	-	1,830,625
Gondola Non-Recurring Funding	I	2,051,595		3,506,140		(75,000)		3,581,140	(89,007)		14,007	269,500	(358,507)
Capital	K-2	35,691		-		-		-	-		-	-	-
Other	K	-		136,672		-		136,672	21,950		(21,950)	-	21,950
Total Non-Recurring Expenses		5,811,192		6,986,281		3,604,697		3,381,584	3,206,653		398,043	893,800	2,312,853
Net Surplus/(Deficit) after Non-Recurring Expenses		2,110,137	16%	(5,293,956)	-41%	(2,488,853)		2,805,103	(3,933,043)		(1,444,190)	(1,373,789)	2,559,254
Other Financing/Investing Activities													
Gondola Funding Participator		-		-		-		-	-		-	-	-
Sale of Assets		50		(8,461)		-		8,461	-		-	-	-
Net Proceeds from Financing/Investing Activities		50		(8,461)		-		8,461	-		-	-	-
Net Surplus/(Deficit) after Financing/Investing Activities		2,110,187		(5,302,417)		(2,488,853)		2,813,564	(3,933,043)		(1,444,190)	(1,373,789)	2,559,254
Beginning Working Capital		16,533,036		18,643,223		13,194,001		(5,449,222)	13,340,806		146,805	9,407,763	(3,933,043)
Ending Unreserved Working Capital		18,643,223		13,340,806		10,705,148		(2,635,658)	9,407,763		(1,297,385)	8,033,974	(1,373,789)
Reserve Requirements		(4,000,000)		-		(500,000)		(500,000)	(3,896,670)		(3,396,670)	(4,890,100)	(993,430)
Net Unreserved Working Capital		14,643,223		13,340,806		10,205,148		(3,135,658)	5,511,093		(4,694,055)	3,143,874	(2,367,219)

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule A - 3% RETA Revenues**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Single Family Residences:							
Number Sold	40	11	11	11	-	11	-
Average Price per Sale	3,617,262	3,776,136	3,776,136	3,400,000	(376,136)	3,400,000	-
Total Annual Sales Volume	144,690,470	41,537,500	41,537,500	37,400,000	(4,137,500)	37,400,000	-
3% RETA Revenues	4,340,714	1,246,125	1,246,125	1,122,000	(124,125)	1,122,000	-
Condominiums							
Number Sold	81	40	40	21	(19)	21	-
Average Price per Sale	1,479,567	1,871,350	1,871,350	1,400,000	(471,350)	1,400,000	-
Total Annual Sales Volume	119,844,887	74,854,019	74,854,019	29,400,000	(45,454,019)	29,400,000	-
3% RETA Revenues	3,595,347	2,245,621	2,245,621	882,000	(1,363,621)	882,000	-
Fractional Ownership Units							
Number Sold	65	55	55	54	(1)	54	-
Average Price per Sale	128,988	135,223	135,223	100,000	(35,223)	100,000	-
Total Annual Sales Volume	8,384,225	7,437,239	7,437,239	5,400,000	(2,037,239)	5,400,000	-
3% RETA Revenues	251,527	223,117	223,117	162,000	(61,117)	162,000	-
Single Family Lots:							
Number Sold	36	12	7	1	(6)	1	-
Average Price per Sale	1,264,971	1,167,850	1,357,796	2,170,000	812,204	2,170,000	-
Total Annual Sales Volume	45,538,965	14,014,196	9,504,575	2,170,000	(7,334,575)	2,170,000	-
3% RETA Revenues	1,366,169	420,426	285,137	65,100	(220,037)	65,100	-
Vacant Development Lots:							
Number Sold	4	4	-	-	-	-	-
Average Price per Sale	4,750,000	993,125	-	-	-	-	-
Total Annual Sales Volume	19,000,000	3,972,500	-	-	-	-	-
3% RETA Revenues	570,000	119,175	-	-	-	-	-
Improved Non-residential (Ttl \$ value)							
Number Sold	8	3	-	-	-	-	-
Average Price per Sale	262,206	4,966,667	-	-	-	-	-
Total Annual Sales Volume	2,097,650	14,900,000	-	-	-	-	-
3% RETA Revenues	-	447,000	-	-	-	-	-
Density Transfers (Ttl \$ value)							
Number Sold	-	22	-	14	14	14	-
Average Price per Sale	-	30,085	-	98,111	98,111	98,111	-
Total Annual Sales Volume	485,925	661,867	-	1,373,554	1,373,554	1,373,554	-
3% RETA Revenues	14,578	19,856	-	41,207	41,207	41,207	-
Baseline Sales Activity							
Penalties & Interest	-	-	-	-	-	-	-
Total All Sales	340,042,122	157,377,321	133,333,333	75,743,554	(57,589,779)	75,743,554	-
Total all 3% RETA Revenues	10,201,264	4,721,320	4,000,000	2,272,307	(1,727,693)	2,272,307	-

Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule B - Owner's Assessments

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Condo Units Platted	1,082	1,199	1,011	1,170	159	1,170	-
Monthly Rate per Unit	40	40	40	40	-	40	-
Annual Rate per Unit	480	480	480	480	-	480	-
Annual Revenue	519,475	575,295	485,088	561,600	76,512	561,600	-
Single Family Units Platted	620	627	620	629	9	629	-
Monthly Rate per Unit	40	40	40	40	-	40	-
Annual Rate per Unit	480	480	480	480	-	480	-
Annual Revenue	297,567	300,720	297,760	301,920	4,160	301,920	-
Dividable Duplex Units Platted	4	4	4	3	(1)	3	-
Monthly Rate per Unit	40	40	40	40	-	40	-
Annual Rate per Unit	480	480	480	480	-	480	-
Annual Revenue	1,920	1,920	1,920	1,440	(480)	1,440	-
Non-Dividable Duplex Units Platted	3	3	3	3	-	3	-
Monthly Rate per Unit	80	80	80	80	-	80	-
Annual Rate per Unit	960	960	960	960	-	960	-
Annual Revenue	3,200	2,880	2,880	2,880	-	2,880	-
Lodge Units Platted	189	193	132	217	85	217	-
Monthly Rate per Unit	10	10	10	10	-	10	-
Annual Rate per Unit	120	120	120	120	-	120	-
Annual Revenue	22,625	23,212	15,880	26,040	10,160	26,040	-
Lodge Efficiencies Units Platted	270	260	278	319	40	319	-
Monthly Rate per Unit	10	10	10	10	-	10	-
Annual Rate per Unit	120	120	120	120	-	120	-
Annual Revenue	32,440	31,243	33,371	38,220	4,849	38,220	-
Hotel Units Platted	85	147	118	256	138	256	-
Monthly Rate per Unit	20	20	20	20	-	20	-
Annual Rate per Unit	240	240	240	240	-	240	-
Annual Revenue	20,400	35,160	28,240	61,440	33,200	61,440	-
Hotel Efficiency Units Platted	32	53	41	37	(4)	37	-
Monthly Rate per Unit	40	40	40	40	-	40	-
Annual Rate per Unit	480	480	480	480	-	480	-
Annual Revenue	15,172	25,437	19,829	17,760	(2,069)	17,760	-
Employee Condos Platted	342	357	330	238	(92)	238	-
Monthly Rate per Unit	20	20	20	20	-	20	-
Annual Rate per Unit	240	240	240	240	-	240	-
Annual Revenue	82,143	85,685	79,262	57,120	(22,142)	57,120	-
Employee Apartment Units Platted	74	61	55	252	197	252	-
Monthly Rate per Unit	10	10	10	10	-	10	-
Annual Rate per Unit	120	120	120	120	-	120	-
Annual Revenue	8,860	7,260	6,640	30,240	23,600	30,240	-
Employee Dorms Platted	245	113	97	168	71	168	-
Monthly Rate per Unit	10	10	10	10	-	10	-
Annual Rate per Unit	120	120	120	120	-	120	-
Annual Revenue	29,427	13,606	11,598	20,160	8,562	20,160	-
Commercial Square Footage Built	593,509	588,330	627,637	555,883	(71,754)	566,532	10,649
Monthly Rate per 2,000 Sq Ft	40	40	40	40	-	40	-
Annual Rate per 2,000 Sq Ft	480	480	480	480	-	480	-
Annual Revenue	142,442	141,199	150,633	133,412	(17,221)	135,968	2,556
Density	61,499	-	91,826	-	(91,826)	-	-
Prepayment Discounts	(85,321)	(69,034)	(70,000)	(61,000)	9,000	(61,000)	-
Adjustments	-	-	-	-	-	-	-
Late Fees & Interest	671	20,434	5,000	22,000	17,000	22,000	-
Bad Debt Allowance	-	(162,515)	(60,000)	(60,000)	-	(60,000)	-
Total Monthly Assessment Revenue	1,152,521	1,032,502	1,099,927	1,153,232	53,305	1,155,788	2,556

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule C - Rental Income**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Rental Income							
Grocery Store Rent	328,799	336,559	365,713	302,846	(62,866)	289,265	(13,581)
Blue Mesa - Poachers Pub	36,640	44,775	45,903	40,903	(5,000)	41,984	1,081
Blue Mesa- Office Space (Note 1)	30,955	22,556	19,955	19,955	0	10,846	(9,109)
High Country Shipping	5,634	7,111	6,000	6,000	-	6,000	-
Reed & Gilbert Lease	2,190	1,398	1,398	1,398	-	1,398	-
Vending Carts	2,546	-	-	-	-	-	-
Total Rental Income	406,765	412,399	438,969	371,103	(67,866)	349,493	(21,610)

Notes:

All proposed budgets are per the current terms in the respective leases with our tenants.

1. Conservatively assumes that upcoming office vacancies will take approximately 4-6 months to lease.

**Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule D - Investment Income**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Investment Income	1,049,664	583,502	560,000	350,000	(210,000)	180,000	(170,000)
Total	1,049,664	583,502	560,000	350,000	(210,000)	180,000	(170,000)

Notes:

1. Earnings are estimated based upon current portfolio by our investment brokerage firm UBS.

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule E - Event Revenues**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Sponsorships							
Gay Ski Week	9,000	-	10,000	17,500	7,500	-	(17,500)
Home Tour	3,000	-	-	-	-	-	-
Red, White & Blues	11,750	2,000	-	-	-	-	-
Subaru	-	-	-	-	-	-	-
In Kind Summer Sponsorships	-	-	22,000	160,000	138,000	-	(160,000)
Sunset Concert	3,000	12,000	-	-	-	-	-
TFA Sponsorships	3,103	-	-	-	-	-	-
Other Sponsorships	-	1,000	-	-	-	-	-
Total Sponsorships	29,853	15,000	32,000	177,500	145,500	-	(177,500)
Ticket Sales							
Bike Tours	-	-	-	-	-	-	-
Bluegrass Brunch	-	4,365	-	-	-	-	-
Disc Golf Tournament	-	-	-	-	-	-	-
Gay Ski Week	9,196	23,548	25,903	14,363	(11,540)	-	(14,363)
Hall of Fame Series	-	10,237	-	-	-	-	-
Home Tour	-	-	-	-	-	-	-
Jazz Brunch	152	1,171	-	-	-	-	-
Sleigh Rides	-	-	-	-	-	-	-
TCC Promoted Events	38	-	-	-	-	-	-
Telluride Festival of the Arts	11,507	42,354	51,700	49,200	(2,500)	-	(49,200)
Keller Williams	-	10,895	-	-	-	-	-
Other	18,733	-	-	-	-	-	-
Total Ticket Sales	39,625	92,570	77,603	63,563	(14,040)	-	(63,563)
Total Event Revenues	69,479	107,570	109,603	241,063	131,460	-	(241,063)

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule F - Administration**

	Ann. Inc.	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Employee Costs (1)								
Salaries & Wages	0%	125,719	207,345	213,000	210,000	3,000	195,000	15,000
Group Insurance	7%	10,775	11,117	21,399	21,399	-	22,897	(1,498)
Dependent Health Reimbursement		(814)	(1,216)	(3,120)	(3,120)	-	(3,120)	-
Payroll Taxes	5%	6,619	15,513	18,521	18,783	(262)	18,314	470
Retirement		2,395	5,600	12,300	12,600	(300)	11,700	900
Worker's Comp	5%	1,138	2,647	-	525	(525)	551	(26)
Other Employee Benefits		4,816	3,589	2,584	994	1,590	994	-
Bookkeeping - ASAP		116,754	25,361	-	-	-	-	-
Management Consulting		168,300	-	-	-	-	-	-
Administrative Fee (from Town)		159,804	-	-	-	-	-	-
Total Employee Costs		595,507	269,956	264,684	261,181	3,503	246,335	14,845
Employee Related Costs								
Employee Assistance Program		-	-	-	-	-	-	-
Safety Programs		-	-	-	-	-	-	-
Employee Functions		-	70	105	-	105	-	-
Recruiting		-	2,526	1,000	-	1,000	-	-
Training		1,841	2,156	2,000	2,000	-	2,000	-
Outside Consulting								
Contract Services		6,672	5,358	-	1,500	(1,500)	1,500	-
Economic Development Consulting		46,284	-	-	-	-	-	-
Hardware & Software Replacement & Support		30,131	24,634	10,000	7,500	2,500	7,500	-
Legal Services								
Legal Services		121,007	124,554	120,000	120,000	-	120,000	-
Finance Costs								
Audit Fees & Tax Return		11,800	36,351	28,000	31,000	(3,000)	30,000	1,000
Merchant and Bank Fees		2,924	4,969	2,673	6,500	(3,827)	6,500	-
Lockbox Fees		-	957	-	5,000	(5,000)	5,000	-
Investment Advisory Services		-	38,361	70,000	82,000	(12,000)	63,000	19,000
Netsuite Ongoing Fees	10%	-	3,851	7,703	10,672	(2,969)	9,621	1,051
401k Administrator Fees	5%	-	-	-	2,350	(2,350)	2,468	(118)
Payroll Fees		-	1,402	-	1,500	(1,500)	1,575	(75)
Facility Expenses								
Janitorial		5,690	4,885	2,700	2,500	200	2,450	50
Facility Expenses- Blue Mesa		2,722	5,002	6,000	6,000	-	6,000	-
Facility Expenses- Town Hall		492	10,773	4,000	4,000	-	4,000	-
R&M - Equipment (Copier, etc.)		750	105	-	-	-	-	-
Copier Lease		-	3,502	3,400	4,700	(1,300)	4,700	-
Insurance	5%	33,336	6,973	11,000	22,500	(11,500)	23,625	(1,125)
Communications (2)		28,000	27,866	18,000	14,500	3,500	14,500	-
Wireless Fees		-	1,124	1,188	2,112	(924)	2,112	-
HOA Dues - Blue Mesa		28,898	38,531	39,000	39,000	-	39,000	-
HOA Dues - Town Hall		-	3,187	9,000	21,031	(12,031)	15,000	6,031
HOA Dues - Capella "Post Office" Space (Retail Unit #136)		-	-	-	6,745	(6,745)	11,562	(4,818)
HOA Dues - Lawson Hill		-	-	7,000	7,000	-	7,000	-
Property Taxes		1,940	1,765	2,000	1,656	344	2,000	(344)
Utilities - Electricity (Blue Mesa Space)	7%	11,712	4,641	6,690	6,500	190	6,955	(455)

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule F - Administration**

	Ann. Inc.	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Utilities - Gasoline		129	-	-	-	-	-	-
Rental Property Expenses								
Utilities - Natural Gas - High Country Shipping	7%	284	345	500	2,451	(1,951)	2,623	(172)
Utilities - Electricity- High Country Shipping	7%	-	1,278	1,200	2,809	(1,609)	3,006	(197)
Utilities - Electricity- MTI (Blue Mesa)	7%	-	2,757	-	2,000	(2,000)	2,900	(900)
Utilities - Electricity- TASP (Blue Mesa)	7%	-	-	-	1,500	(1,500)	1,605	(105)
Utilities - Electricity- Poachers	7%	-	11,094	8,000	11,000	(3,000)	11,770	(770)
Utilities - Electricity- Dial A Ride	7%	-	2,987	6,000	6,000	-	6,420	(420)
Utilities - Natural Gas- GS Space at 1003	7%	-	-	-	404	(404)	432	(28)
Utilities - Electricity- GS Space at 1003	7%	-	17	150	200	(50)	214	(14)
Other Administrative Costs								
General Supplies & Materials		37,882	12,240	13,217	11,500	1,717	8,000	3,500
Merchant Construction Signage		848	-	-	-	-	-	-
Printing & Binding		-	1,437	1,915	-	1,915	-	-
Postage & Freight		3,513	3,055	3,532	3,500	32	3,500	-
Uniforms		-	-	-	-	-	-	-
Business Meals		2,153	855	1,619	650	969	650	-
Business Meals - BOD Meetings		6,343	5,122	3,600	3,000	600	3,000	-
Dues, Fees, Subscriptions (3)		3,320	3,924	4,330	7,000	(2,670)	7,000	-
Public Noticing		-	-	-	-	-	-	-
Recording Fees / Lien Costs		-	-	-	1,000	(1,000)	1,000	-
Records Requests		-	953	725	725	-	725	-
Public Art		3,510	-	-	-	-	-	-
Non-Capital F,F,E		-	-	-	-	-	-	-
Total Administration		987,687	669,669	661,054	723,185	(62,131)	687,248	35,938

Notes:

1. Administrative Employees Include:

	2007	2008	2009	2010
Chief Financial & Operating Officer	-	1.00	1.00	1.00
Accounting Manager	-	1.00	1.00	1.00
Economic Development Manager	0.50	0.25	0.25	-
Town Finance Staff	1.16	-	-	-
Town Manager Staff	0.66	-	-	-
Economic Development Director	0.30	-	-	-
	2.62	2.25	2.25	2.00

- 2.** Communications costs include: Avaya system phone lease (\$292 / month), conference line costs (\$100 / month), Qwest phone lines and long distance (\$550 / month) and cell phone plans (\$300 / month).
3. Dues, fees and subscriptions include: Monthly RETA reports (\$2,000), Monthly Deed Transfer Reports (\$3,000), Downtown Promotion Promoter (\$200 / year), AICPA Annual Dues (\$370), CSCPA Dues (\$235), Community Associations Institute Annual Dues (\$535), FTP Site (\$200). In 2009 the monthly deed transfer report was instituted in order to ensure our property records are always current.

Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule G - Events

	Actual 2004	Actual 2005	Actual 2006	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Total Employee Costs	53,569	58,227	84,317	55,233	16,735	6,500	7,200	(700)	-	7,200
Total Events	392,151	482,997	491,606	609,365	1,149,397	846,790	736,200	114,090	233,500	502,700
Less Revenues & Sponsorships	(59,429)	(63,658)	(57,427)	(69,479)	(107,570)	(109,603)	(241,063)	(131,460)	-	(241,063)
Plus In Kind Sponsorship Costs	-	-	-	-	-	-	160,000	(160,000)	-	160,000
Net Event Activity	332,722	419,339	434,442	539,887	1,041,826	737,187	655,137	(177,370)	233,500	421,637

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule H - Member Communications**

	% Inc.	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Employee & Contract Labor Costs								
Salaries & Wages (1)	0%	47,200	28,164	75,000	75,000	-	77,800	(2,800)
Group Insurance	7%	4,046	724	8,162	4,000	4,162	9,000	(5,000)
Dependent Health Reimbursement		-	-	-	(485)	485	(1,385)	901
Payroll Taxes	5%	9,777	2,005	6,750	6,580	170	6,909	(329)
Retirement		2,391	-	4,500	-	4,500	4,668	(4,668)
Worker's Comp		-	-	-	-	-	-	-
Other Employee Benefits	5%	-	1,590	1,590	795	795	1,670	(875)
Contract PR / Graphics Services		37,398	85,019	20,000	5,000	15,000	5,000	-
Total Employee & Contract Labor Costs		100,812	117,502	116,002	90,891	25,111	103,662	(12,771)
Signage		-	3,336	3,500	12,000	(8,500)	-	12,000
Printing & Binding		107	1,708	3,000	-	3,000	-	-
Business Meals		206	-	-	-	-	-	-
Mountain Village Maps		9,659	460	-	-	-	-	-
Public Noticing (2)		-	3,811	10,000	7,000	3,000	7,000	-
Television Ads		24,514	26,000	-	-	-	-	-
Ads (3)		33,971	55,440	12,000	8,000	4,000	5,000	3,000
Photos (4)		2,700	3,400	5,000	5,000	-	-	5,000
Fam / Press Trips		7,690	-	-	-	-	-	-
Website Hosting (5)		8,674	26,332	900	3,000	(2,100)	3,000	-
Newsletters (6)		6,962	1,094	10,000	4,000	6,000	2,000	2,000
Member Communications (7)		54,751	24,524	15,000	9,000	6,000	6,000	3,000
Elections (8)		-	33,996	8,800	17,000	(8,200)	9,000	8,000
Memberships		75	-	-	-	-	-	-
Clipping Service		7,307	2,608	-	-	-	-	-
Website		-	5,558	-	-	-	-	-
Other Marketing		5,126	-	-	-	-	-	-
Total Member Communications		262,553	305,769	184,202	155,891	28,311	135,662	20,229

Notes:

1. Employees Include:	2007	2009	2010
Communications Director	0.50	1.00	1.00
Communications Coordinator	0.80	-	-
	1.30	1.00	1.00

Note: Increase in wages for this department in 2010 is the result of the employee being at their existing wage for 1 full year. Increase in insurance cost assumes the addition of dependents. Increase in retirement plan assumes employee may begin participating in program.

- Public noticing includes 2 weeks of ad placements per meeting in both local publications.
- Advertising costs include ad buys for summer for Telluride Style and other "visit Mountain Village" or "event" advertisement efforts in regional publications.
- Assumes no event activity in 2010, hence no photography requirements.
- Per existing website fees of \$75 / month, plus quarterly hosting fee of \$575 per quarter.
- Assumes 1 or 2 newsletters per year, distributed to our members via e-mail and US mail.
- Includes budget for 2 additional mailings at \$3,000 per year to our members.
- Includes costs for one election to print and mail 3,000 ballots, plus annual meeting notices, plus contract labor required during election.

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule I - Gondola & Chondola Funding**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Recurring Funding							
Gondola Operations	1,515,856	1,471,481	1,529,975	1,501,793	28,182	1,571,183	(69,390)
Gondola Maintenance	1,051,366	1,069,106	1,212,774	1,106,761	106,013	1,103,352	3,409
General and Overhead Costs	412,189	459,863	421,960	507,296	(85,336)	531,416	(24,120)
MARRS	71,643	78,894	76,054	84,455	(8,401)	72,807	11,648
Chondola Budget	172,623	137,687	149,973	174,442	(24,469)	152,287	22,155
Grant Success Fees	-	-	-	11,255	(11,255)	9,000	2,255
Gondola Revenues	(189,736)	(242,502)	(202,761)	(162,376)	(40,385)	(167,834)	5,458
Total Recurring Funding	3,033,943	2,974,528	3,187,975	3,223,626	(35,651)	3,272,211	(48,585)
Non-Recurring Funding							
Gondola Major Repairs & Replacements	2,051,595	3,506,140	75,000	69,575	5,425	220,500	(150,925)
System Improvements	-	-	-	29,000	(29,000)	199,000	(170,000)
Gondola Grants	-	-	(150,000)	(187,582)	37,582	(150,000)	(37,582)
Total Non-Recurring Funding	2,051,595	3,506,140	(75,000)	(89,007)	14,007	269,500	(358,507)
Total Gondola Funding	5,085,538	6,480,669	3,112,975	3,134,619	(21,644)	3,541,711	(407,092)

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule J - Debt Service**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Proposed Budget 2010
2001 Gondola Bonds (Note 1)					
Principal	19,214	20,692	21,000	20,692	22,170
Interest	45,600	45,833	45,443	46,000	45,000
Total Recurring	64,814	66,525	66,443	66,692	67,170
50/51 Debt Service	-	-	-		
Total Debt Service	64,814	66,525	66,443	66,692	67,170
<i>TMVOA Principal Outstanding at Year End</i>	<i>957,744</i>	<i>937,052</i>	<i>916,052</i>	<i>916,360</i>	<i>894,190</i>
<i>Total Principal Outstanding at Year End</i>	<i>3,240,000</i>	<i>3,170,000</i>	<i>3,098,958</i>	<i>3,100,000</i>	<i>3,025,000</i>

Notes:

1. The bonds were issued in 1995 by Telluride Gondola Transit Company and are jointly payable by TMVOA (29.56%) and TSG (70.44%) and were refunded by the District in 2001. They mature in 2032.

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule K - Non-Recurring Funding**

	Sch.	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Guest Services	K-3	395,693	374,837	479,312	397,800	81,512	188,800	209,000
Group Sales/Conferences Support	K-4	-	-	-	-	-	250,000	(250,000)
Affordable Housing Investments								
Habitat for Humanity		50,000	50,000	-	-	-	-	-
TOMV Contribution		1,100,000	-	-	-	-	-	-
Lawson Hill Lot		1,128,923	11,826	-	-	-	-	-
Grants	K-1a	579,299	529,856	468,485	545,041	(76,556)	148,000	397,041
Educational Grants	K-1b	-	-	16,000	16,000	-	13,500	2,500
Charitable Donations	K-1c	76,977	278,335	82,275	82,775	(500)	-	82,775
Funded Events								
Jeep Event (Winter)		100,647	-	-	-	-	-	-
Full Tilt		48,917	-	42,000	-	42,000	-	-
Winter Festival		-	-	-	-	-	-	-
Regional Marketing								
TMRAO		-	95,200	95,000	95,000	-	-	95,000
MTI		-	-	250,000	180,000	70,000	-	180,000
Master Planning								
Ecosign		51,732	335,346	-	55,000	(55,000)	-	55,000
Communications		-	73,508	-	-	-	-	-
Aerial Photos		11,170	15,980	-	-	-	-	-
Other Planning				100,000	-	100,000	-	-
Gondola O&M Study		-	106,739	-	21,470	(21,470)	-	21,470
Extraordinary Legal		180,549	136,457	90,000	50,000	40,000	24,000	26,000
50/51 Purchases								
Closing Costs		-	-	-	1,000	(1,000)	-	1,000
Ice Skating Rink		-	600,000	-	-	-	-	-
Ice Skating Commercial Facility		-	-	308,000	294,700	13,300	-	294,700
Zamboni Building		-	-	60,000	151,800	(91,800)	-	151,800
Public Restrooms		-	-	554,000	518,800	35,200	-	518,800
		-	735,385	-	-	-	-	-
TASP Space		-	-	510,000	504,900	5,100	-	504,900
Post Office		-	-	361,625	359,425	2,200	-	359,425
Finish Costs for Post Office		-	-	263,000	-	263,000	-	-
Capital		35,691	-	-	-	-	-	-
Other								
Capital Advisory Services		-	3,750	-	-	-	-	-
Incode Purchase (Historical Acctg System)		-	16,472	-	-	-	-	-
Market Audit		-	20,122	-	-	-	-	-
Netsuite Purchase (Accounting System)		-	27,138	-	-	-	-	-
Poacher's Make Up Unit		-	33,284	-	-	-	-	-
Website		-	13,195	-	-	-	-	-
Wireless		-	30,411	-	-	-	-	-
Other (1)		-	(7,700)	-	21,950	(21,950)	-	21,950
Total Non-Recurring Funding		3,759,597	3,480,141	3,679,697	3,295,660	384,036	624,300	2,671,360

Notes:

- 2009 Other spending includes \$6,500 for the exterior painting and maintenance of the reception center and gate house as well as \$15,000 for the shared cost of the Economic Model update.

**Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule K-1a- Grant Funding**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Total Employee Costs	49,034	65,017	57,710	57,313	398	-	57,313
Total Economic Development Grant Funding	579,299	529,856	468,485	545,041	(76,556)	148,000	397,041

**Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule K-1b-Educational Grant Funding**

	Actual 2004	Actual 2005	Actual 2006	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Total Economic Development Educational Grant Funding	-	-	-	-	-	16,000	16,000	-	13,500	2,500

**Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule K-1c- Charitable Donations**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Total Economic Development Charitable Donations	76,977	278,335	82,275	82,775	(500)	-	82,775

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule K-2- Capital**

	Actual 2006	Actual 2007	Revised Budget 2008	Original Budget 2009	Revised Budget 2009	Proposed Budget 2010
Event Equipment	-	11,282	-	-	-	-
General Capital	9,949	10,009	-	-	-	-
Guest Services Capital	23,205	-	-	-	-	-
Blue Mesa Capital	62,560	-	-	-	-	-
50/51 Capital	-	-	-	-	-	-
Grocery Store / Town Hall Capital	2,742,136	14,287	-	-	-	-
Recreation Center Capital	64,521	-	-	-	-	-
Density	-	113	-	-	-	-
Total Capital Activity	2,902,370	35,691	-	-	-	-

**Telluride Mountain Village Owners Association
2009 Revised Budget and 2010 Proposed Budget
Schedule K-3- Guest Services**

	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Program Costs	395,693	311,072	383,498	340,000	43,498	186,000	154,000
Capital Costs	-	19,661	13,904	9,000	4,904	-	9,000
Parking Management	-	-	78,310	46,000	32,310	-	46,000
Map Sponsorship	-	10,000	-	-	-	-	-
Guest Services Study	-	29,844	-	-	-	-	-
Guest Pay Phones on Plazas	-	4,261	3,600	2,800	800	2,800	-
Total Guest Services	395,693	374,837	479,312	397,800	81,512	188,800	209,000

**Telluride Mountain Village Owners Association
 2009 Revised Budget and 2010 Proposed Budget
 Schedule K-4- Group Sales/Conferences Support for Offseason**

	Actual 2004	Actual 2005	Actual 2006	Actual 2007	Actual 2008	Original Budget 2009	Revised Budget 2009	Original Budget Variance	Proposed Budget 2010	2009 Variance
Total Group Sales/Conferences Support for Offseason	-	-	-	-	-	-	-	-	250,000	(250,000)