CLASS A: RESIDENTIAL
• Jon Dwight
• Jonathan Greenspan

CLASS B: LODGING
• Noel Daniel

CLASS C: COMMERCIAL
• Christopher Cox

CLASS D: MOUNTAIN SPECIAL MEMBER APPOINTMENTS
• Jeffrey Proteau
• David E. Riley
• Daniel Zemke
TMVOA STAFF

Steven “Willie” Wilson – Executive Director
Brianne Hovey – Accounting Manager
Jodi Repola – Administrative Services Manager
Stephanie Fanos – TMVOA Legal Council
Finance, Audit, & Budget Committee
• Jeff Proteau, Chair
• Kevin Jones
• Jonathan Greenspan

Group Sales Committee
• Kevin Jones, Chair
• Jonathan Greenspan
• Dave Riley
TMVOA 2011 COMMITTEES

Gondola/Chondola Committee
• Kevin Jones, Chair
• Jonathan Greenspan

Prioritization Committee
• Daniel Zemke, Chair
• Jonathan Greenspan
• Bob Delves
## BUDGET SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>2010 Actual</th>
<th>2011 Projected</th>
<th>2012 Proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>6,146,862</td>
<td>4,343,087</td>
<td>4,195,393</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>3,669,581</td>
<td>3,889,410</td>
<td>4,054,764</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td>2,477,281</td>
<td>453,677</td>
<td>140,628</td>
</tr>
<tr>
<td>Debt Service</td>
<td>68,568</td>
<td>67,461</td>
<td>61,315</td>
</tr>
<tr>
<td>Discretionary Expenses</td>
<td>778,470</td>
<td>802,749</td>
<td>815,588</td>
</tr>
<tr>
<td>Gondola/Chondola Major Repairs</td>
<td>311,810</td>
<td>255,823</td>
<td>250,650</td>
</tr>
<tr>
<td><strong>Total Other Expenses</strong></td>
<td>1,158,848</td>
<td>1,126,033</td>
<td>1,127,553</td>
</tr>
<tr>
<td><strong>Net Income / (Loss)</strong></td>
<td>1,318,432</td>
<td>(672,356)</td>
<td>(986,924)</td>
</tr>
<tr>
<td>Unrealized Gains/(Loss)</td>
<td>(153,727)</td>
<td>254,957</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Income / (Loss) After Investing Activities</strong></td>
<td>1,164,705</td>
<td>(417,398)</td>
<td>(986,924)</td>
</tr>
<tr>
<td>Total Reserves</td>
<td>13,544,717</td>
<td>13,127,318</td>
<td>12,140,394</td>
</tr>
<tr>
<td>Restricted Funds</td>
<td>(1,350,000)</td>
<td>(1,350,000)</td>
<td>(1,350,000)</td>
</tr>
<tr>
<td>Minimum Reserves</td>
<td>(4,700,000)</td>
<td>(4,700,000)</td>
<td>(4,700,000)</td>
</tr>
<tr>
<td>Unrestricted Reserves</td>
<td>7,494,717</td>
<td>7,077,318</td>
<td>6,090,394</td>
</tr>
</tbody>
</table>

With the persisting economic conditions, TMVOA is closely monitoring our fiscal health.
DISCRETIONARY PROGRAMS

2007 2008 2009 2010 2011 2012

- Guest Services
- Grants
- Events
- Regional Mktg
- Group Sales

TELLURIDE MOUNTAIN VILLAGE OWNERS ASSOCIATION
<table>
<thead>
<tr>
<th></th>
<th>Audited 12/31/09</th>
<th>Audited 12/31/10</th>
<th>Un-Audited 11/30/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>686,495</td>
<td>2,008,361</td>
<td>3,215,978</td>
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<tr>
<td>Long Term Investments</td>
<td>12,033,742</td>
<td>11,875,293</td>
<td>11,225,120</td>
</tr>
<tr>
<td>Non-Current Assets</td>
<td>6,963,236</td>
<td>6,919,485</td>
<td>6,389,867</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>19,683,473</strong></td>
<td><strong>20,646,938</strong></td>
<td><strong>20,830,965</strong></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>697,862</td>
<td>702,895</td>
<td>831,721</td>
</tr>
<tr>
<td>Long Term Liabilities</td>
<td>846,864</td>
<td>824,694</td>
<td>805,524</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>1,544,726</strong></td>
<td><strong>1,527,589</strong></td>
<td><strong>1,637,245</strong></td>
</tr>
<tr>
<td>Member’s Equity</td>
<td>18,138,747</td>
<td>19,119,349</td>
<td>19,193,719</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
<td><strong>19,683,473</strong></td>
<td><strong>20,646,938</strong></td>
<td><strong>20,830,965</strong></td>
</tr>
</tbody>
</table>
ACCOMPLISHMENTS AND ONGOING INITIATIVES

• Reorganized, upgraded the operations staff
• Continued cooperative assessment and refinement of Mountain Village Market operations
• Reevaluation of all real property assets to ensure investment in the property is maximized
• Re-organized Guest Services by converting to a more economical “in-sourced” program
• Through a joint partnership with the TOT, TMV and SMC-proposing to extend the fall Gondola operating schedule for an additional 2 weeks (helping to expand the local economy)
• Refinanced certain remaining Gondola debt (both NPV and Cash Flow Savings)
BUDGET ASPECTS

TMVOA’s combined projected deficit for 2011 and 2012 is approx $1.4 million, reducing reserves from $13.5 to $12.1 million

In an effort to address the year to year deficits and dropping reserves, TMVOA has taken the following action;

- Mgmt, Admin and Property Holding Cost
  - Trimming already streamlined budgets

- Gondola and Chondola Funding
  - Work cooperatively with Town of Mountain Village to maintain or lower staff levels
  - Limited, or deferred major capital improvements

- Member Communications
  - Moving toward more “in-sourced” electronic forms of member communications (email vs. print...)

- Discretionary Spending
  - Maintain an appropriate amount of economic development investment to support the Mountain Village economy (Village Core) and in turn support the Member’s individual investment. (A strong and growing local economy helps maintain and enhance property values)
  - Reduced economic grants ~ asking recipients to provide the same or more than last year with less funding
  - Maintaining level group sales funding ~ anticipating future year’s funding will be reduced
  - Significantly reduced the guest service program and funding
MOUNTAIN VILLAGE COMMUNITY PARTNERS

- **TMVOA** – Economic Development, Quality of Life/Member Benefits
- **Town of Mountain Village** – Municipal and Governance
- **Telluride Ski and Golf** – Recreational Amenities, Economic Driver
- **San Miguel County’s Board of County Commissioners** – working collaboratively with other city, county and state governments to create long-term plans and address important issues facing our communities.
- **Town of Telluride** – Municipal and Governance
- **MTI – Marketing Telluride Inc** - Marketing of the Telluride Region
QUESTIONS?