

|  <b>Business and Government Activity Report</b><br><b>For the month ending: September 30th</b> |                 |            |             |            |             |               |         |
|---|-----------------|------------|-------------|------------|-------------|---------------|---------|
| Activity  | 2018            |            | 2017        |            | Variance    |               |         |
|   | MONTH           | YTD        | MONTH       | YTD        | Variance    | Variance %    |         |
| <b>Cable/Internet</b>   |                 |            |             |            |             |               |         |
| <i>Some prior year numbers have been adjusted to accommodate the change in reporting by EBU</i>   |                 |            |             |            |             |               |         |
| # Residential & Bulk Basic Cable  | 849             |            | 841         |            | 8           | 1.0%          |         |
| # Premium Channel Residential & Bulk Subscribers  | 457             |            | 468         |            | (11)        | -2.4%         |         |
| # Digital Subscribers   | 216             |            | 222         |            | (6)         | -2.7%         |         |
| # Internet Subscribers  | 1,764           |            | 1,741       |            | 23          | 1.3%          |         |
| Average # Phone Subscribers   | 101             |            | 103         |            | (2)         | -1.9%         |         |
| <b>Village Court Apartments</b>   |                 |            |             |            |             |               |         |
| Occupancy Rate  | %               | 98.19%     | 98.39%      | 98.19%     | 96.83%      | 1.56%         | 1.6%    |
| # Vacated Units   |                 | 1          | 7           | 0          | 32          | (25)          | -78.1%  |
| # Work Orders Completed   |                 | 26         | 249         | 67         | 489         | (240)         | -49.1%  |
| # on Waiting List   |                 | 132        |             | 90         |             | 42            | 46.7%   |
| <b>Public Works</b>   |                 |            |             |            |             |               |         |
| Service Calls   |                 | 412        | 3,022       | 319        | 2,764       | 258           | 9.3%    |
| Snow Fall   | Inches          | 0          | 154         | 0          | 116         | 38            | 32.8%   |
| Snow Removal - Streets & Prkg Lots  | Hours           | 0          | 1,436       | 0          | 1,221       | 215           | 17.6%   |
| Roadway Maintenance   | Hours           | 276        | 2,693       | 440        | 2,596       | 97            | 3.7%    |
| Water Billed Consumption  | Gal.            | 17,175,000 | 190,599,000 | 19,223,000 | 132,099,000 | 58,500,000    | 44.3%   |
| Sewage Treatment  | Gal.            | 6,876,000  | 68,857,000  | 5,364,000  | 66,528,000  | 2,329,000     | 3.5%    |
| <b>Child Development Fund</b>   |                 |            |             |            |             |               |         |
| # Infants & Toddlers Actual Occupancy   |                 | 16.21      | 178.96      | 19.62      | 188.16      | (9.20)        | -4.9%   |
| # Preschoolers Actual Occupancy   |                 | 13.84      | 133.57      | 11.50      | 124.56      | 9.01          | 7.2%    |
| <b>Transportation and Parking</b>   |                 |            |             |            |             |               |         |
| GPG (noon snapshot)   |                 | 5,757      | 53,870      | 4,920      | 45,811      | 8,059         | 17.6%   |
| GPG Parking Utilization (% of total # of spaces occupied)   |                 | 41.7%      | 43.4%       | 35.7%      | 36.9%       | 6.5%          | 17.6%   |
| HPG (noon snapshot)   |                 | 726        | 9,953       | 725        | 9,534       | 419           | 4.4%    |
| HPG Parking Utilization (% of total # of spaces occupied)   |                 | 22.8%      | 34.8%       | 22.8%      | 33.3%       | 1.5%          | 4.5%    |
| Total Parking (noon snapshot)   |                 | 9,120      | 96,850      | 8,924      | 89,148      | 7,702         | 8.6%    |
| Parking Utilization (% of total # of spaces occupied)   |                 | 37.6%      | 44.3%       | 36.8%      | 40.8%       | 3.5%          | 8.6%    |
| Paid Parking Revenues   |                 | \$22,869   | \$253,296   | \$24,765   | \$291,082   | (\$37,786)    | -13.0%  |
| Bus Routes  | # of Passengers | 8,437      | 43,822      | 7,413      | 41,022      | 2,800         | 6.8%    |
| Employee Shuttle  | # of Passengers | 1,194      | 11,264      | 1,124      | 11,413      | (149)         | -1.3%   |
| Employee Shuttle Utilization Rate   | %               | 54.0%      | 50.9%       | 49.5%      | 50.3%       | 0.60%         | 1.2%    |
| Inbound (Vehicle) Traffic (Entrance)  | # of Cars       | 69,240     | 599,761     | 70,277     | 593,279     | 6,482         | 1.1%    |
| PART TIME: 2 police, 7 council, 14 child care<br>NEW HIRES: 2 child care; 4 seas gops, 1 groundskeeper, 2 police, 1 payroll<br>TERMS: 5 gops, 1 preschool teacher               |                 |            |             |            |             |               |         |
| <b>Human Resources</b>  |                 |            |             |            |             |               |         |
| FT Year Round Head Count  |                 | 84         |             | 80         |             | 4             | 5.0%    |
| Seasonal Head Count (FT & PT)   |                 | 7          |             | 10         |             | (3)           | -30.0%  |
| PT Year Round Head Count  |                 | 23         |             | 21         |             | 2             | 9.5%    |
| Gondola FT YR, Seasonal, PT YR Head Count   |                 | 52         |             | 57         |             | (5)           | -8.8%   |
| Total Employees   |                 | 166        |             | 168        |             | (2)           | -1.2%   |
| Gondola Overtime Paid   | Hours           | 369        | 2703        | 357        | 1894        | 809           | 42.7%   |
| Other Employee Overtime Paid  |                 | 128        | 1064        | 200        | 1002        | 62            | 6.1%    |
| # New Hires   | Total New Hires | 10         | 61          | 7          | 63          | (2)           | -3.2%   |
| # Terminations  |                 | 6          | 54          | 5          | 66          | (12)          | -18.2%  |
| # Workmen Comp Claims   |                 | 0          | 3           | 0          | 4           | (1)           | -25.0%  |
| Workmen Comp Claims Costs   |                 | \$0        | \$4,547     | \$0        | \$8,970     | (\$4,423)     | -49.3%  |
| <b>Marketing &amp; Business Development</b>   |                 |            |             |            |             |               |         |
| <i>Prior year numbers will be skewed due to several reasons, many transitions took place in 2017 leaving comparison information inaccurate.</i>                                 |                 |            |             |            |             |               |         |
| Town Hosted Meetings  |                 | 4          | 41          | 4          | 40          | 1             | 2.5%    |
| Email Correspondence Sent   |                 | 12         | 86          | 12         | 74          | 12            | 16.2%   |
| E-mail List   | #               |            |             | na         |             | #VALUE!       | #VALUE! |
| Wifi Subscribers  |                 | 2,074      |             | na         |             | #VALUE!       | #VALUE! |
| Press Releases Sent   |                 | 2          | 18          | 2          | 16          | 2             | 12.5%   |
| <b>Gondola and RETA</b>   |                 |            |             |            |             |               |         |
| <i>Current RETA revenues are unaudited</i>  |                 |            |             |            |             |               |         |
| Gondola   | # of Passengers | 310,212    | 2,523,552   | 258,171    | 2,386,343   | 137,209       | 5.7%    |
| Chondola  | # of Passengers | 0          | 99,459      | 0          | 92,368      | 7,091         | 7.7%    |
| RETA fees collected by TMVOA  |                 | 397,125    | 4,280,137   | 1,158,792  | 6,285,104   | (\$2,004,967) | -31.9%  |

| Activity  | 2018   |             | 2017                                  |              | Variance  |                |   |
|---|--|-------------|---------------------------------------|--------------|---|----------------|---|
|   | MONTH  | YTD         | MONTH                                 | YTD          | Variance  | Variance %     |   |
| <b>Police</b>   |  |             |                                       |              |   |                |   |
| Calls for Service   | #  | 303         | 3,305                                 | 293          | 3,419   | (114)          | -3.3%                                   |
| Investigations  | #  | 11          | 147                                   | 20           | 245   | (98)           | -40.0%                                  |
| Alarms  | #  | 30          | 240                                   | 22           | 185   | 55             | 29.7%                                   |
| Arrests   | #  | 2           | 23                                    | 1            | 9   | 14             | 155.6%                                  |
| Traffic Contacts  | #  | 5           | 175                                   | 11           | 271   | (96)           | -35.4%                                  |
| Traffic Tickets Written   | #  | 2           | 92                                    | 7            | 91  | 1              | 1.1%                                    |
| Parking Tickets Written   | #  | 237         | 2,744                                 | 246          | 2,593   | 151            | 5.8%                                    |
| Administrative Dismissals   | #  | 3           | 46                                    | 10           | 46  | 0              | 0.0%                                    |
| <b>Building/Planning</b>  |  |             |                                       |              |   |                |   |
| Community Development Revenues                                    |  | \$247,619   | \$883,995                             | \$842,284    | \$1,775,793   | (\$891,798)    | -50.2%                                  |
| # Permits Issued  |  | 28          | 321                                   | 54           | 394   | (73)           | -18.5%                                  |
| Valuation of Mtn Village Remodel/New/Additions Permits            |  | \$3,686,930 | \$23,192,929                          | \$30,179,281 | \$57,377,688  | (\$34,184,759) | -59.6%                                  |
| Valuation Mtn Village Electric/Plumbing/Other Permits             |  | \$193,451   | \$1,565,220                           | \$379,610    | \$2,728,609   | (\$1,163,389)  | -42.6%                                  |
| Valuation Telluride Electric/Plumbing Permits                     |  | \$549,100   | \$3,345,887                           | \$1,348,527  | \$4,825,802   | (\$1,479,915)  | -30.7%                                  |
| # Inspections Completed   |  | 219         | 2,153                                 | 107          | 1,919   | 234            | 12.2%                                   |
| # Design Review/Zoning Agenda Items                               |  | 8           | 88                                    | 7            | 62  | 26             | 41.9%                                   |
| # Staff Review Approvals  |  | 34          | 289                                   | 58           | 345   | (56)           | -16.2%                                  |
| <b>Recreation</b>   |  |             |                                       |              |   |                |   |
| Summer - May 1 - October 31                                       |  |             |                                       |              |   |                |   |
| Mile of Trails Maintained   |  | 10.6        | 49.0                                  | 12.5         | 51.2  | (2.20)         | -4.3%                                   |
| Adventure Rock Registrations                                      |  | 186         | 2104                                  | 400          | 2119  | (15)           | -0.7%                                   |
| Bike Park Waivers   |  | 580         | 4121                                  | 531          | 2879  | 1,242          | 43.1%                                   |
| Bike Park Trips   |  | 3934        | 18916                                 | 3059         | 13479   | 5,437          | 40.3%                                   |
| Disc Golf Registrations   |  | 120         | 2839                                  | 350          | 3037  | (198)          | -6.5%                                   |
| Platform Tennis Registrations                                     |  | 68          | 289                                   | 73           | 422   | (133)          | -31.5%                                  |
| <b>Plaza Services</b>   |  |             |                                       |              |   |                |   |
| Snow Removal Plaza  | Hours  | 0           | 848                                   | 0            | 1651  | (803)          | -48.6%                                  |
| Plaza Maintenance   | Hours  | 352         | 3884                                  | 414          | 3199  | 686            | 21.4%                                   |
| Lawn Care   | Hours  | 195         | 1479                                  | 260          | 1892  | (413)          | -21.8%                                  |
| Plant Care  | Hours  | 578         | 2951                                  | 433          | 2793  | 159            | 5.7%                                    |
| Irrigation  | Hours  | 94          | 720                                   | 124          | 694   | 26             | 3.7%                                    |
| TMV Trash Collection  | Hours  | 105         | 992                                   | 111          | 869   | 123            | 14.2%                                   |
| Christmas Decorations   | Hours  | 33          | 902                                   | 16           | 616   | 286            | 46.4%                                   |
| <b>Vehicle Maintenance</b>  |  |             |                                       |              |   |                |   |
| # Preventive Maintenance Performed                                |  | 26          | 182                                   | 13           | 156   | 26             | 16.7%                                   |
| # Repairs Completed   |  | 16          | 232                                   | 13           | 192   | 40             | 20.8%                                   |
| Special Projects  |  | 0           | 8                                     | 3            | 33  | (25)           | -75.8%                                  |
| # Roadside Assists  |  | 0           | 4                                     | 0            | 4   | 0              | 0.0%                                    |
| <b>Finance</b>  |  |             |                                       |              |   |                |   |
| # Employee Based Business Licenses Issued                         |  | 6           | 811                                   | 21           | 797   | 14             | 1.8%                                    |
| # Privately Licensed Rentals                                      |  | 1           | 74                                    | 0            | 73  | 1              | 1.4%                                    |
| # Property Management Licensed Rentals                            |  | 2           | 421                                   | 1            | 414   | 7              | 1.7%                                    |
| # VRBO Listings for MV  |  | 473         | 4,111                                 | 427          | 4,111   | 46             | 10.8%                                   |
| # Paperless Billing Accts (YTD is total paperless customers)      |  | 10          | 867                                   | 16           | 766   | 101            | 13.2%                                   |
| # of TMV AR Bills Processed                                       |  | 2,118       | 19,217                                | 2,190        | 19,313  | (96)           | -0.5%                                   |
| <b>Accounts Receivable - Total Bad Debt Reserve/Allowance: \$</b> |  |             |                                       |              |   |                |   |
| Current   | TMV Operating Receivables (includes Gondola funding) |             | Utilities - Broadband and Water/Sewer |              | VCA - Village Court Apartments                      |                | <b>General Fund Investment Activity</b> |
|   | \$ 315,163   | 48.1%       | \$371,392                             | 87.8%        | \$3,180   | 50.0%          |   |
| 30+ Days  | 332,202  | 50.7%       | 32,416                                | 7.7%         | 25  | 0.4%           | Ending Balance \$7,669,209              |
| 60+ Days  | 740  | 0.1%        | 10,489                                | 2.5%         | -   | 0.0%           | Investment Income (Month) \$8,563       |
| 90+ Days  | 103  | 0.0%        | 8,308                                 | 2.0%         | 3,155   | 49.6%          | Portfolio Yield 1.89%                   |
| over 120 days   | 6,746  | 1.0%        | 525                                   | 0.1%         | -   | 0.0%           | Yield Change (Month) +.03               |
| Total   | \$ 654,954   | 100.0%      | \$ 423,130                            | 100.0%       | \$ 6,360  | 100.0%         |   |
| Current   | Other Billings - CDF, Construction Parking           |             | Total All AR                          |              | Change Since Last Month - Increase (Decrease) in AR |                | <b>Other Statistics</b>                 |
|   | \$ 30,062  | 77.4%       | \$ 719,796                            | 64.1%        | \$ (415,739)  | 472.9%         |   |
| 30+ Days  | 3,188  | 8.2%        | 367,831                               | 32.7%        | 326,409   | -371.3%        | (Active) Registered Voters 882          |
| 60+ Days  | 2,535  | 6.5%        | 13,765                                | 1.2%         | 548   | -0.6%          | Property Valuation 289,947,030          |
| 90+ Days  | 866  | 2.2%        | 12,433                                | 1.1%         | 3,943   | -4.5%          |   |
| over 120 days   | 2,189  | 5.6%        | 9,460                                 | 0.8%         | (3,074)   | 3.5%           |   |
| Total   | \$ 38,840  | 100.0%      | \$ 1,123,285                          | 100.0%       | \$ (87,914)   | 100.0%         |   |