

# Agenda Item 16

## TCC Seasonal Report

### Physical Condition of the Facility

- *Overall:* TSG submitted a capital budget request to the Town a dance floor was approved due to safety reasons and the rest was postponed until further direction for the TCC is established.
- *HVAC/RTU Replacement:* See previous reports.

### Staffing and Related Employee/Management Issues

No issues.

### Future Events (contracted): Next 6 Months:

- TMV Decorating
- Gondola 25th Anniversary
- Booth MBA
- Telluride Fire Protection District
- Eastern Pennsylvania Ski Council
- Flatlands Ski Association
- Retina Conference
- Texas Ski Council
- Telluride AIDS Benefit
- Carecraft
- Chicago Metro Ski Council
- Mayo Clinic

### TCC 2022 Updates:

- \$122,000 already contracted
- Additional \$290,000 forecasted from tentative contracts
- Forecasted Total Contracted revenue is \$472,000 (not including Club Red) for FY2022
  - Significant Increase from FY2019 - \$190,000 in contracted revenue
  - Focus on contracting both TCC Room Rental & Food & Beverage Minimums
- Historic contracts focused primarily on overall committed revenue – missed revenue opportunities
- Contracting conservative Food & Beverage Minimums -anticipating higher actuals as well as additional revenue from A/V Equipment Rental
- TCC Revenue in 2019 was: \$336,973- forecasting over \$100k increase for FY22 presently
- Historical Repeat Group Contracts were around \$87,000 increased to \$157,000 in 2022 by level-setting historic repeat groups that had not seen an increase on rates in years as well as introducing food & beverage minimums versus renting out our space & allowing outside F&B at no additional charge
  - Retina, TAB, TASP, Mountain Film, Telluride Film Festival
- Forecasting to contract \$618k (all future programs multi-year) by end of December 2021

**TCC 2022 CY Forecast:**

<b>Market Segment</b>	<b>Rental</b>	<b>F&amp;B</b>	<b>Total</b>	<b># of Events</b>	<b># of Days</b>
<b>Corporate</b>	\$4,200.00	\$97,420.00	\$101,620.00	4	15
<b>Government</b>	\$3,000.00	\$25,000.00	\$28,000.00	1	1
<b>Non-Profit</b>	\$121,750.00	\$59,000.00	\$180,750.00	6	56
<b>Ski Group</b>	\$12,750.00	\$72,500.00	\$85,250.00	4	9
<b>Association</b>	\$19,000.00	\$57,500.00	\$76,500.00	2	10
	<b>\$160,700.00</b>	<b>\$311,420.00</b>	<b>\$472,120.00</b>	<b>17</b>	<b>91</b>