

CITY OF GLENWOOD SPRINGS



Financial Advisory Board Packet

June 20, 2016

**CITY OF GLENWOOD SPRINGS
FINANCIAL ADVISORY BOARD
TABLE OF CONTENTS
June 20, 2016**

SECTION	PAGE
Table of Contents	i
Agenda	1
Minutes – May 25, 2016 Meeting	2
Old Business:	
Financial Software RFP Process Update	Verbal Discussion
2016 Mini-Grant Cycle	Verbal Discussion
Grants Awarded	3-4
Grant Applications:	
Discretionary Grant:	
GlenX	5-18
Alpine Legal Services	19-24
Catholic Charities, Western Slope	25-28
Sunlight Winter Sports Club	29-31
Tourism Grants:	
GlenX	32-35
Glenwood Springs Youth Hockey Association	36-41
Sunlight Winter Sports Club	42-46
Other Business	
Budget Recommendations – Jim Ingraham	47-49



**Financial Advisory Board
Agenda
June 20, 2016
7:30-9:30 AM
Council Chambers**

- A. Welcome
- B. Minutes – May 25, 2016
- C. Old Business
 - a. Financial Software RFP Process Update
- D. 2016 Mini-Grant Cycle
- E. Grants Awarded
- F. Grant Applications:
 - a. Discretionary:
 - 1. GlenX (\$10,000)
 - 2. Alpine Legal Services (\$5,000)
 - 3. Catholic Charities, Western Slope (\$15,000)
 - 4. Sunlight Winter Sports Club (\$4,000)
 - b. Tourism
 - 1. Glenwood Springs Youth Hockey Association (\$8,820)
 - 2. GlenX (\$10,000)
 - 3. Sunlight Winter Sports Club (4,500)
- G. Other Business
 - a. Budget Recommendation Memo (Jim Ingraham)
- H. Adjourn



**Financial Advisory Board
Meeting Minutes
May 25, 2016**

The Financial Advisory Board convened at 7:40 a.m.

Board Members Present	Board Members Absent	Staff Present	Guest Present
Ted Edmonds	Cindy Svatos	Andrew Gorgey	Paul Backes, CPA McMahan & Assoc.
Terri Miller	Jim Ingraham	Charles Kelty	
Steve Boyd	Ksana Oglesby		
Kathryn Trauger	Karla Bagley		

A. Welcome

1. Ted Edmonds, Board Chairman opened the meeting at 7:40 a.m.
2. It was decided a Quorum was not available so no action could be taken at this meeting. Grant Applications were tabled until the June meeting.

B. 2015 Draft Audit Presentation

1. Paul Backes, CPA and Partner with McMahan and Associates presented the 2015 Draft Audited Financial Reports.
2. Mr. Backes provide an overview of the audit process utilizing the Balance Sheet approach.
3. No audit adjustments were made.
4. Glenwood Springs received a Clean Unqualified Opinion.

C. Meeting Adjourned - 9:00 AM

D. Next Meeting – Wednesday, June 26, 2016 7:30 to 9:30 AM

**City of Glenwood Springs
FAB Grant Award Summary
For the Year Ending 12/31/2016**

Discretionary Grants

G/L #33.620.1010 153,177.89
Beginning Balance on Jan 1, 2016

Applicant	Requested	Awarded	FAB Recommended	Council Approval
1 Access After School	5,000	\$1,000	3/23/2016	4/7/2016
2 Junior Achievement of the Roaring Fork Valley	3,000	3,000	3/23/2016	4/7/2016
3 Lift-UP	7,000	7,000	3/23/2016	4/7/2016
4 Roaring Fork Center for Community Leadership	5,000	5,000	3/23/2016	4/7/2016
5 Roaring Fork Valley Spellbinders	1,000	1,000	3/23/2016	4/7/2016
6 Team Sopris	15,103	7,500	3/23/2016	4/7/2016
7 WE-cycle	10,000	10,000	3/23/2016	4/7/2016
8 Symphony in the Valley	2,500	2,500	3/23/2016	4/7/2016
9 Family Visitor Programs	8,259	1,500	3/23/2016	4/7/2016
10 Ski Spree Fireworks (Transfer from Tourism)	20,000	19,800	4/27/2016	5/5/2016
11 Glenwood Springs Summer of Music Series	15,000	15,000	4/27/2016	5/5/2016
12 Glenwood DOWNTOWN Market	3,500	2,500	4/27/2016	5/5/2016
13 Glenwood Springs High School After Prom	2,000	2,000	4/27/2016	5/5/2016
14 Glenwood Springs Youth Hockey Association	7,000	7,000	4/27/2016	5/5/2016
15 Raising A Reader Aspen to Parachute	2,000	2,000	4/27/2016	5/5/2016
16 YouthZone	20,000	15,000	4/27/2016	5/5/2016
17 Glenwood Springs Soccer Club	12,000	6,000	4/27/2016	5/5/2016
18 A Way Out	5,000	2,500	4/27/2016	5/5/2016
19 Alpine Legal Services	5,000			
20 Catholic Charities, Western Slope	15,000			
21 GlenX	10,000			
Total	\$173,362	\$110,300		(110,300.00)
				42,877.89

Balance as of June 16, 2016

Note: 2016 Budget Appropriation \$152,102

City of Glenwood Springs
 FAB Grant Award Summary
 For the Year Ending 12/31/2016

Tourism Grants

G/L #05.111.8400 50,406.14
 Beginning Balance on Jan 1, 2016

Applicant	Requested	Awarded	FAB Recommended	Council Approval
1 Day Out Downtown	3,460	\$3,460	3/23/2016	4/7/2016
2 Team Sopris	2,000	2,000	3/23/2016	4/7/2016
3 Frontier Historical Society	4,000	4,000	3/23/2016	4/7/2016
4 Ski Spree Fireworks	20,000	19,800	N/A	1/7/2016
5 Ski Spree Fireworks (Transfer to Discretionary)	(20,000)	(19,800)	4/27/2016	5/5/2016
6 Glenwood Springs Summer of Music Series	5,000	5,000	4/27/2016	5/5/2016
7 Friends of the Upper San Juan River Cruise-a-thong	1,500	1,500	4/27/2016	5/5/2016
8 Glenwood's Downtown Market	6,000	6,000	4/27/2016	5/5/2016
9 Glenwood Springs Youth Hockey Association	8,820			
10 GlenX	10,000			
Total	<u>\$40,780</u>	<u>\$21,960</u>		<u>(21,960.00)</u>

Balance as of June 16, 2016 28,446.14

Note: 2016 Budget Appropriation \$69,955

City of Glenwood Springs
Discretionary Funds Application Form

Organization Details

Name of Organization: GlenX

Are you a 501 C.3 entity? Please attach a copy, if you have not provided one previously.
via Two Rivers Community Foundation

Date

Application Date 5/23/16

Primary Contact

Contact Person: Altai Chuluan

Address: 3109 Sopria Ave 81601

Email Address: hello@glenx.org

Phone: 970-779-4230

Fax: 970-947-1404

Current Year Funding Request

Amount Requested: \$10,000

For Fiscal Year (mm/yyyy): 01/2016

Previous Year Funding Request

Previous Year Requested: —

City Allocation: —

Other Grants / Financial Assistance

Are you receiving financial assistance from any other Glenwood Springs program? No Amount: _____

What other grants are you pursuing for this purpose or project? If you need more room you can attach a document at the end of this form.

We are pursuing a \$10 million Super School grant from the XQ Institute.

We made it to the Semi-Finals in this national challenge to re-define High School education, and have submitted our application for this next phase, which was due today (5.23.16).

Our application is attached along w/ local news article on this project.

City of Glenwood Springs
Discretionary Funds Application Form

Organization Purpose

Give a brief description of the purpose of the organization

The purpose of GlenX is to inspire and enable positive impact in our community, via our annual Success Summit, our current Super School project, and our future GlenX Innovation Lab.

Fund Usage Description

Give a brief description of how the funds will be used. Please provide at least two quotes with this application if the primary purpose of the grant is to purchase goods or services, local vendors preferred.

\$5,000 will be used towards bringing world-class speakers to Glenwood Springs for the Success Summit (e.g. currently in talks w/ Dikembe Mutombo's rep to bring Dikembe to Glenwood, who is an NBA Hall of Fame basketball player). Remaining \$5,000 is to promote our super school project to increase our chances of winning \$10 million for YHS.

Program Benefits

Describe program benefits specific to Glenwood Springs residents who live within the Glenwood Springs zip code:

The GlenX Success Summit is similar to the Aspen Ideas Festival or Ted Talks, inspiring world-class presenters here in Glenwood Springs to ignite our community on the topics of success, leadership, happiness, & fulfillment. The GlenX Super School project aspires to help to re-define Education in America

through our local Yampah Mountain High School winning \$10 million Super School grant. 6

Organization Profile

1 Number of years serving Glenwood Springs Residents

0 Number of paid employees

20+ Number of volunteers

500+ Total clients served per year

11 Total number of clients served each year

200+ Number of Glenwood Clients per year

Are fees charged to participate in program or event
 yes for Success Summit / No for super school
 If so, how much? \$50 reg adm, \$20 for students (or some free (H.S. students of town)

Will this event or program draw visitors to Glenwood Springs?
 Approx # 300 for the Success Summit

∞ incalculable for Super School

> If we win, we garner ongoing national attention & another audience of potential tourists who come to know Glenwood, not just as a fun small town, but a town of Educational Innovation and Inspiration

Discretionary Funds Application Form

Discretionary Funds Application Financial Information

Please complete the financial information on the sheet below or provide comparable data using your own financial reports.

You may attach additional relative information with the application that would help more clearly define your grant request. (Limit 1 page)

Applicant: Altai Chuluan, GlenX Founder & President

Month Fiscal Year Begins: January

Sources of Funding In Kind:	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Post Independent	advertising \$2,500 value	—————→	same
Comcast	"	—————→	same
Glenwood Chamber (GSCRA)	"	—————→	same
Glenwood Adventure Co	activities \$3500 value	—————→	same

Cash Revenues	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Alpine Bank	\$2,500	?	same or greater
VVH	\$2,500	?	"
Iron Mtn Hotsprings	\$1,000	?	"
Berthod Motors	\$1,000	?	"

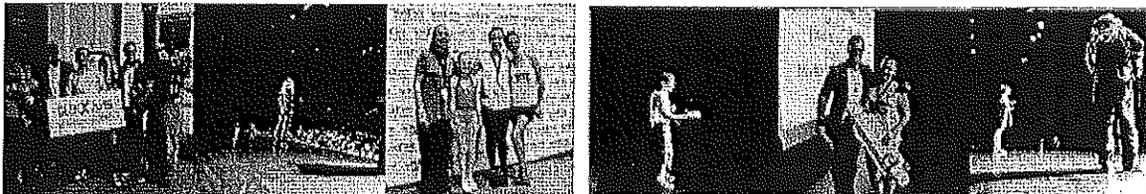
Total Sources of Funding:	Prior Year Actuals	Current Year Actuals	Requested Year Projections
sponsors	\$12,235	?	\$20,000 ⁺ year
fundraiser	\$447	?	\$1,000 ⁺
ticket sales	\$960	?	\$5,000 ⁺

Financial Documents have been submitted as an attachment in .pdf, .doc, .docx, .xls, or .xlsx format. Please note that attachments have a size limitation of 10 MB.

GLENX

Become a Sponsor of the 2nd Annual GlenX Success Summit!

Oct 8th, 2016 from 11-7pm, at the Jeannie Miller Theater, GSHS



Experience the GlenX Success Summit on Oct 8th, 2016. Bringing world-class, professional speakers to inspire and engage our community on the topics of Success, Leadership, Happiness and Fulfillment.

Kind Sponsor: \$500

Will receive 2 VIP tickets to the event and be displayed on the website with Logo and Link.

Fulfillment Sponsor: \$1,000

Includes "Kind Sponsor" perks, plus up to 5 regular admission tickets, and listing on back of Program.

Happiness Sponsor: \$2,500

Includes "Fulfillment Sponsor" perks, plus will have a banner displayed on stage at the event and have a booth available in the Experience Hall. Will also be promoted in a special social media Thank You with 10k+ views.

Leadership Sponsor: \$5,000

Includes "Happiness Sponsor" perks, plus will be listed as a Leadership Sponsor in all main social media promotions for the event, with 50,000+ views on Facebook and Youtube.

Success Sponsor: \$10,000

Includes "Leadership Sponsor" perks, plus will have stage time in the middle of the event to award "GlenX Scholarships brought to you by _____(you)_____", which are \$1,000 scholarships for our High School and CMC interns who have Successfully helped the Success Summit come to fruition, to use for college or starting a business.

Donor Sponsor: \$_____ Any amount that will help us generate funds to cover speaking fees and expenses.

We are also looking for Media sponsors and VIP party sponsors. This is an opportunity to benefit all residents and businesses. We appreciate your consideration in helping us with this great community event.

Yours Truly,

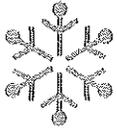
GlenX Team
www.glenx.org

About GlenX: We are a community organization based in Glenwood Springs, whose purpose is to "inspire and enable positive impact in the community." GlenX has a 501c3 fiscal sponsorship via the Two Rivers Community Foundation (2RCF). Tax-deductible contributions can be made out to "2RCF", memo "GlenX".

2015 GlenX Income Statement

Date	Description	Revenue	Expense	Balance
5/9/2015	Dance party fundraiser	\$447.00		\$447.00
May - Sept	Sponsorships	\$12,235.00		\$12,682.00
May - Sept	Ticket Sales	\$958.67		\$13,640.67
May - Sept	Speaker Fees		\$5,550.00	\$8,090.67
May - Sept	Printed material		\$2,185.00	\$5,905.67
May - Sept	Travel expenses		\$1,399.00	\$4,506.67
May - Sept	Meals		\$1,271.00	\$3,235.67
May - Sept	Fundraising (commission)		\$1,169.00	\$2,066.67
May - Sept	Advertising		\$798.00	\$1,268.67
May - Sept	AV		\$300.00	\$968.67
May - Sept	Custodial cleaning		\$213.00	\$755.67
May - Sept	Dance party expenses		\$190.00	\$565.67
May - Sept	Misc expenses		\$85.00	\$480.67
	TOTAL	\$13,640.67	\$13,160.00	\$480.67

*Remaining balance was wrapped into RFYP acct last year, as it was in a shared account; considered a donation to the club
 Starting 2016, GlenX has its' own account, via Two Rivers Community Foundation (2RCF) fiscal sponsorship, as 501c3



EXECUTIVE DIRECTOR

Tamara Tormohlen

BOARD OF DIRECTORS

Barbara Gold
Chair

Michael Kaplan
Treasurer

Carrie Wells
Secretary

Allen Grossman
At Large

Jean Allman

KWena Brechtman

Kimbo Brown-Schriato

Tom Caine

Concile Calaway

Susan Crown

Tony Di Lucia

Sally Hansen

Joanie Humble

Soledad Hurst

Richard Jelinek

Adam Lewis

Mike Murray

Marcie Musser

Mary Scanlan

Hon. Gail Sheridan Schwartz

Tom van Straaten

Bill Tobey

February 9, 2016

To the Super School Project:

Aspen Community Foundation (ACF) is delighted to express its enthusiastic support for the GlenX Super School Project, which will transform Yampah Mountain High School into a *super school* for the 21st Century. The exciting GlenX/Yampah project will ensure that *all* students graduate from high school with confidence, strong preparation, and viable career options in fields for which they are both passionate and skilled.

Our enthusiasm for the GlenX Super School Project comes naturally to ACF, which supports youth success throughout the 80-mile corridor between Parachute and Aspen. This corridor is home to a great many low-income families, including many recent immigrants. No school in our region works harder for the at-risk children of these families than Yampah Mountain High School, and we find it difficult to imagine a school more deserving of the transformation that this Super School award will make possible.

ACF's support for the GlenX/Yampah Super School Project can manifest itself in a variety of ways, such as the involvement of our team, the engagement of our Aspen to Parachute Cradle to Career Initiative network, collaboration with our many partners, financial support for Yampah Mountain High School, meeting logistics and facilitation, public communication and community consensus building.

We urge you to look favorably on the GlenX Super School Project and look forward to supporting it in any way we can.

Best regards,

Tamara Tormohlen
Executive Director

John Bennett
Cradle to Career Director

Tom Jankovsky

District 1

John Martin, Chair

District 2

Mike Samson, Chair Pro Tem

District 3



May 6, 2016

Re: Yampah High School, XQ Super School Project Grant

To whom it may concern:

The Garfield County Board of County Commissioners supports the continued success of Yampah High School and its effort to improve the lives and career possibilities for all students.

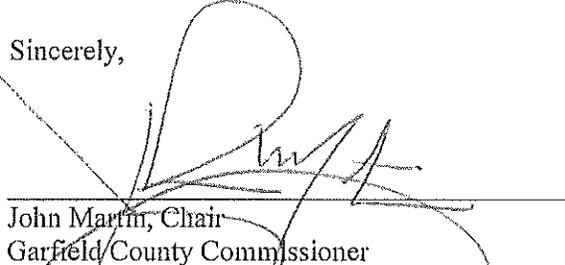
Great public schools are a critical tool in ensuring that America is prosperous, healthy and able to compete in a global economy. We live in a world where so much is changing, from how we communicate to how we learn, where information and data double at a rapid pace and access to facts is rarely the issue. What is most valuable now is that our students learn to discern, think critically and collaborate to solve complex problems.

Our high schools were made for an economy long passed. Everything has changed in American society, but our high schools are frozen in time.

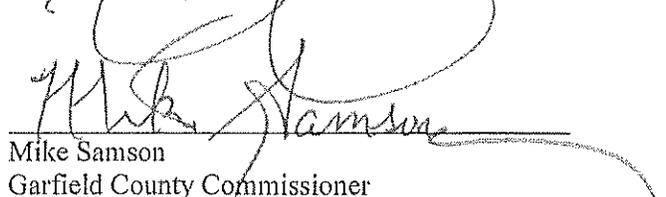
The XQ Super School Project offers the opportunity to design a learning environment that meets the future we are headed towards, not the past we have left behind. XQ seeks to move past the debates and stalemates in education that have only worked to divide us and to "Rethink High School".

The Garfield County Board of County Commissioners supports the efforts of Yampah High School to pursue the bid for the XQ Super School Grant.

Sincerely,



John Martin, Chair
Garfield County Commissioner



Mike Samson
Garfield County Commissioner



Tom Jankovsky
Garfield County Commissioner



February 9, 2016

XQ Institute
248 3rd St. #319
Oakland, CA 94067

To Whom It May Concern:

Please accept this letter of support and commitment to the GlenX Super School Project in transforming Yampah Mountain High School (YMHS) into the next generation super school. The super school project proposed will ensure every student has a viable career option in a field in which they are passionate and skilled by the time they graduate, which aligns with a Colorado Mountain College (CMC) initiative to guide students to make intentional academic decisions early-on in their academic careers.

The missions of Yampah Mountain High School and Colorado Mountain College are in close alignment in prioritizing life-long learning and the academic skills necessary for the 21st century student. CMC offers a dynamic and innovative teaching and learning experience serving a diverse population in a student-centered, inclusive, and personalized learning environment. CMC is committed to innovation and helping students use high school and/or college to launch successful futures.

Some ways CMC partners with Yampah Mountain High School include a \$1000 President's Scholarship that is awarded to all local high school graduates; concurrent enrollment programs; and summer leadership and education camps. In addition, CMC is experiencing significant growth in its "career academies" – efforts that combine one-year postsecondary certificates with existing high school diplomas. Importantly, Colorado state law authorizes students who complete at least 12 credit hours through concurrent enrollment in high school to participate in a "5th year" degree program entitled ASCENT. The state of Colorado pays full tuition for all ASCENT students through its K-12 funding formula. Students who complete the Career Academy program are automatically eligible to participate in the ASCENT program, therefore offering a direct, financially accessible pathway into higher education.

Creative learners, like those at Yampah Mountain High School, have a place at CMC and can thrive here; we support each other. The faculty and staff of CMC look forward to partnering with YMHS in achieving early career decisions and strengthening guided pathways to career choices. We unconditionally support this future Super School in Colorado's spectacular Roaring Fork Valley.

Sincerely,



Carrie Besnette Hauser, Ph.D.
President & CEO

Roaring Fork School District RE-1

1405 Grand Ave.
Glenwood Springs, CO 81601
Phone: 970.384.6000
Fax: 970.384.6005

Dr. Diana Sirko - Superintendent
Dr. Rob Stein - Chief Academic Officer
Shannon Pelland – Asst. Superintendent of
Business Services

Letter of Commitment and Support

GLENX

SUPER SCHOOL PROJECT

To Whom It May Concern:

It is with great pleasure that I write this letter of support for Yampa Mountain High School in their desire to transform their school into a next generation super school and participate in the Glen X Super School Project.

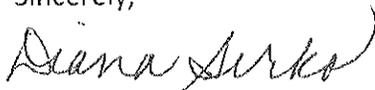
Yampa Mountain High School is a school that is very student-centered and is always looking for innovative strategies to prepare their students for a strong and viable future. The proposed super school project will provide opportunities to high school students that will ensure every student has ample career options in a field that they are passionate about for their future. It will provide them with college and career ready skills by the time they graduate.

As a school district, we strongly believe in providing a better education for the students in our community, and are committed to showing support to the GlenX team in accomplishing their mission and goals.

This commitment of support can be defined in a number of ways: involvement of our personnel, usage of facilities, collaborative efforts with partners, use of networking resources, enthusiastic cheerleading, outside -the-box suggestions, and any other ways that we feasibly can help, we will!

We eagerly anticipate the implementation of this project, and look forward to providing support!

Sincerely,



Dr. Diana Sirko
Superintendent of Schools



March 21, 2016

Ms. Russlynn Ali
CEO, XQSuperschools
2852 Hollyridge Drive
Los Angeles, CA 90068

Dear Ms. Ali:

The Aspen Institute is pleased to initiate a relationship with Yampah Mountain High School and support their effort to pursue the XQ Superschool Grant. This grant is very valuable to the continuing efforts that Yampah Mountain High School is making to develop a career center that will allow students a clear path to pursue meaningful opportunities.

The Aspen Institute is an educational and policy studies organization that is dedicated to fostering leadership based on enduring values. We feel Yampah is continually finding innovative ways to provide those opportunities to the wide-ranging population they serve in the Roaring Fork School District. The Aspen Institute will commit to bringing Yampah students to our Teen Socrates Seminar, a three day intensive leadership seminar based on socratic dialogue, as well as our various lecture series which have brought speakers such as President Jimmy Carter, Secretaries of State Madeleine Albright and Condoleezza Rice, and Twitter Founder Evan Williams to Aspen. It is clearly a priority for us and the administration of Yampah Mountain High School to give their students the leadership tools needed to follow their career paths past graduation.

In closing, I would like to say that the Aspen Institute is proud to partner with Yampah Mountain High School and we are looking forward to hearing about their grant application. If you have any questions, or would like further information, please call me at (970) 544-7929.

1000 North Third Street

Aspen, CO 81611

ph 970.544.7925

fx 970.925.4188

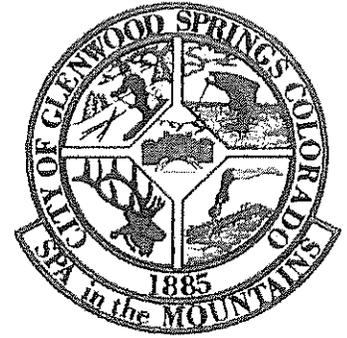
www.aspeninstitute.org

All best,

Cristal Logan
Vice President, Aspen Campus
The Aspen Institute

CITY OF GLENWOOD SPRINGS

CITY COUNCIL
101 WEST 8TH STREET
GLENWOOD SPRINGS, COLORADO 81601
PHONE: (970) 384-6400 FAX: (970) 384-6599



May 19, 2016

TO: XQ, The Super School Project

RE: Support for The Super School Project
Yampah Mountain High School
Glenwood Springs, CO

Dear XQ Super School Project:

We the City Council of the City of Glenwood Springs offer our enthusiastic support for the Yampah Mountain High School XQ Super School Project application. Our support includes establishment of a city program related to the application.

To complement the goal of rethinking secondary education and developing individualized education plans for every student, as a Colorado municipal corporation, we can, through an internship program, offer students exposure to dozens of occupations representing a wide variety of career and life paths. From accounting to law; from engineering to water and electric utilities; from police and fire to parks and recreation; from management to maintenance; and from information technology and broadband to many other occupations within city government, we can give student interns hands-on access to whatever is of greatest interest to them.

We understand that XQ "is the agile and flexible intelligence that prepares students for a more connected world, a rapidly changing future, and a lifetime of learning." As a city government, we want to see the students of Yampah Mountain High School develop this type of intelligence through The Super School Project. We support their application and respectfully request you grant them funding.

Sincerely,

MAYOR MICHAEL GAMBA,
AND ON BEHALF THE CITY COUNCIL OF
THE CITY OF GLENWOOD SPRINGS

cc: file

COMMITMENT OF SUPPORT

SUPER SCHOOL PROJECT

Glenwood Springs Chamber Resort Association
P.O. Box 1238
Glenwood Springs, CO 81602

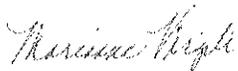
Contact: Marianne Virgili
970-945-5002
marianne@glenwoodchamber.com

As a local community organization, the Glenwood Springs Chamber Resort Association is pleased to express a commitment of support to the GlenX Super School Project. The goal of transforming Yampah Mountain High School into the next generation super school fits into the chamber's role of workforce development. We feel it is important to inspire and nurture the next generation of entrepreneurs. The proposed super school project will provide opportunities to high school students that will ensure every student has a viable career option in a field about which they are not only passionate but in which they have been taught the necessary skills to succeed. In this way we are aligned with the GlenX team's mission and goals.

This commitment of support can be defined in a number of ways: marketing in social media and print; involvement of our personnel; usage of facilities; in-kind donations; collaborative efforts with partners; use of networking resources; enthusiastic cheerleading; outside-the-box suggestions. In other ways that we feasibly can help, we will!

We eagerly anticipate the implementation of this project, and look forward to providing support!

Signed:



Marianne Virgili, IOM, CCE
President & CEO
Glenwood Springs Chamber Resort Association

GLENX

Dear XQ Institute Officials,

We, the GlenX organization board of directors, stand in our full support of our local GlenX Super School project -- Yampah Mountain High School (YMHS). Our expansive network of GlenX changemakers includes local business leaders, politicians, educators, professionals and partner organizations willing to help in any capacity to see this project through to fulfillment. Our vision is to broaden the horizons of what is possible in regard to high school education. We believe that process starts with recognizing a student's interests and strengths, and our focus is to identify and meet every one of our students' individual needs.

In a digitally advanced world, we need to strive harder to stay connected to the next generation. As growing advances in technology evolve exponentially, so should our attention to our individual student's needs grow.

The GlenX Innovation Lab is a key component of our program. The lab would advance our mission to help every student find a viable career personalized to his or her specific interests and talents. The Innovation Lab is designed to accomplish this task for each student by the time they graduate from high school.

The GlenX Innovation Lab will also help support the Learning Pods at YMHS and ignite a student's passions and interests. Furthermore, the Lab will help match students with community members who can mentor and provide them with the necessary skills to attain a sustainable career in their industry. Again, it is this personal connection that is so important in a digital world.

Ultimately, we want to co-create successful enterprises and innovations that impact local businesses and are adopted regionally, nationally and even globally. We believe our model of co-creation can be a sustainable means of providing real change -- where all parties benefit, and where students have the best opportunities for success. To summarize, we see our Super School as a scalable model designed for other schools to adopt. Our success should inspire other successes and result in true change.

What we propose with our 5-year program is to co-create a national network of synergistic collaborators who together will re-define education in the 21st century. It is impactful for Super School builders to change individual communities, ... but how exceptional would it be to

collaborate in a grander game: Reforming education in our country through mass collaboration and ingenuity?

We believe education in our country desperately needs reform to provide the best opportunities for our country's most valued asset: our children. We are impassioned by the nationwide XQ Super School challenge, and we are eager to begin the ripple effects of positive change. Thank you for inspiring change and being the catalyst our country sorely needs to redefine high school. We are totally engaged in spreading the positive impact of identifying and nurturing talent, being deliberate about connectivity and leading to true reform.

We look forward to the opportunity to work together in re-defining education in this country.

Sincerely,

The GlenX Board of Directors

Altai Chuluun, GlenX President; Owner of Altai Co

Steve Beckley, Owner of Glenwood Caverns Adventure Park & Iron Mountain Hot Springs

Marianne Virgili, President & CEO, Glenwood Springs Chamber Resort Association

Bill Sanderson, Branch President, Alpine Bank, Glenwood Springs

Gregg Rippy, Owner, Grand River Construction, Colorado State Representative 2000-2004

Greg Cortopassi, Owner, Catalyst Training Services

Ian Exelbert, Co-owner & COO, Glenwood Insurance Agency

Michael Bennett, Publisher, Glenwood Post Independent

Michelle Lefebvre, Owner, Coach With Michelle

Mike Mercatoris, Owner & CEO, ZG Hospitality

Sue Schnitzer, Branch Manager, Glenwood Springs Library

Discretionary Funds Application Form

Organization Details	
Name of Organization:	Alpine Legal Services
<input checked="" type="checkbox"/> Are you a 501 C.3 entity?	Please attach a copy, if you have not provided one previously.

Date
Application Date 5/10/16

Current Year Funding Request	
Amount Requested:	5,000
For Fiscal Year (mm/yyyy):	January - December

Previous Year Funding Request	
Previous Year Requested:	5,000
City Allocation:	5,000

Primary Contact	
Contact Person:	Kimberly Gent
Address:	109 8th Street Suite 304 Glenwood Springs
Email Address:	kim@alpinelegalservices.org
Phone:	970-945-8858
Fax:	

Other Grants / Financial Assistance
<input type="checkbox"/> Are you receiving financial assistance from any other Glenwood Springs program? Amount: N/A
What other grants are you pursuing for this purpose or project? If you need more room you can attach a document at the end of this form.
<p>We are funded by a wide variety of groups including: Garfield and Pitkin Counties, Town of Carbondale, City of Aspen, Town of Basalt, Snowmass Village, 9th JD VALE, Aspen Community Foundation, United Way, local groups like the Aspen Thrift Shop and Rotary Clubs support our work.</p>

Discretionary Funds Application Form

Organization Purpose

Give a brief description of the purpose of the organization

Alpine Legal Services is the only civil legal aid agency that serves client in Glenwood Springs. Our priority clients are victims of crime, including domestic violence, at-risk youth, seniors (60 and over) and low-income. We provide free civil legal advice and representation, as well as legal education programs in Glenwood Springs.

Alpine Legal Services mission is to ensure access to justice by providing and coordinating legal services that protect and advance fundamental legal rights.

Fund Usage Description

Give a brief description of how the funds will be used. Please provide at least two quotes with this application if the primary purpose of the grant is to purchase goods or services, local vendors preferred.

Funds will be used to support our legal assistance programs in Glenwood Springs. We offer appointments three times a week in our Glenwood location in the Courthouse. We offer legal advice, consultation, documents preparation, referral, and representation to eligible clients. We also offer evening hours once a month in Glenwood Springs. Funds will support attorney time to assist clients with critical legal issues involving housing, benefits, disability, domestic violence, family issues, health, employment, consumer, and elderlaw.

Program Benefits

Describe program benefits specific to Glenwood Springs residents who live within the Glenwood Springs zip code:

Eligible residents of Glenwood Springs will be able to access an attorney for assistance with their legal problem. We assist clients with issues like illegal eviction, help obtaining a protection order because of domestic violence, helping seniors in need, consumer issues like debt collection, and other legal problems that can dramatically affect the well-being of community members. Our assistance also helps the courts work more efficiently, as self-represented litigants can dramatically slow down the court process.

Organization Profile

35 Number of years serving Glenwood Springs Residents

8 Number of paid employees

80 Number of volunteers

1800 Total clients served per year

1800 Total number of clients served each year

700 Number of Glenwood Clients per year

Are fees charged to participate in program or event

If so, how much?

No

Will this event or program draw visitors to Glenwood Springs?

Approx #

Discretionary Funds Application Form

Discretionary Funds Application Financial Information

Please complete the financial information on the sheet below or provide comparable data using your own financial reports.

You may attach additional relative information with the application that would help more clearly define your grant request.
(Limit 1 page)

Applicant: Alpine Legal Services

Month Fiscal Year Begins: See attached.

Sources of Funding In Kind:	Prior Year Actuals	Current Year Actuals	Requested Year Projections

Cash Revenues	Prior Year Actuals	Current Year Actuals	Requested Year Projections

Total Sources of Funding:	Prior Year Actuals	Current Year Actuals	Requested Year Projections

Financial Documents have been submitted as an attachment in .pdf, .doc, .docx, .xls, or .xlsx format. Please note that attachments have a size limitation of 10 MB.

Alpine Legal Services
Balance Sheet
As of March 31, 2016 and March 31, 2015

	As of Mar.31, 2016	As of Mar.31, 2015
ASSETS		
Current Assets		
Bank Accounts		
1001 American National Bank		
1002 Checking	124,923.38	77,939.08
1003 Sliding Scale Project	0.00	274.67
1004 Savings	25,405.37	25,392.63
1007 COLTAF	1,250.26	1,250.30
1011 Translation Checking	1.59	9,222.83
Total 1001 American National Bank	\$ 151,580.60	\$ 114,079.51
1005 Wells Fargo - RFLS	0.00	0.00
1006 Checking	0.00	0.00
1008 Savings	0.00	0.00
Total 1005 Wells Fargo - RFLS	\$ 0.00	\$ 0.00
Total 1000 Bank Accounts	\$ 151,580.60	\$ 114,079.51
Total Bank Accounts	\$ 151,580.60	\$ 114,079.51
Accounts Receivable		
Accounts Receivable (A/R)	6,286.09	5,920.73
Total Accounts Receivable	\$ 6,286.09	\$ 5,920.73
Other current assets		
1100 Accounts Receivable	1,006.00	1,006.00
1150 Allowance for Doubtful Accts.	-6,876.94	-6,876.94
1450 Prepaid Expenses	4,666.32	4,666.32
Total Other current assets	-\$ 1,204.62	-\$ 1,204.62
Total Current Assets	\$ 156,662.07	\$ 118,795.62
Fixed Assets		
1501 Computer Equipment	13,006.94	13,006.94
1502 Office Equipment in GWS	9,739.63	8,739.63
1503 Accumulated Depreciation	-20,043.84	-20,043.84
Total Fixed Assets	\$ 2,702.73	\$ 1,702.73
TOTAL ASSETS	\$ 159,364.80	\$ 120,498.35
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
2050 Unearned Revenues	1,144.02	0.00
Total Other Current Liabilities	\$ 1,144.02	\$ 0.00
Total Liabilities	\$ 1,144.02	\$ 0.00
Equity		
3001 Unrestricted	117,209.31	121,984.54
3050 Temporarily restricted net assets	0.00	9,218.00
Net Income	41,011.47	-10,704.19
Total Equity	\$ 158,220.78	\$ 120,498.35
TOTAL LIABILITIES AND EQUITY	\$ 159,364.80	\$ 120,498.35

Alpine Legal Services
Revenue and Expenses
Jan. - Mar. 2016 and Jan. - Mar. 2015

	<u>Jan - Mar. 2016</u>	<u>Jan - Mar. 2015</u>
Income		
4101 Contributions Income		
4102 Bar Associations Donations		
4103 9th Judicial Bar	5,000.00	0.00
Total 4102 Bar Associations Donations	\$ 5,000.00	\$ 0.00
4106 Direct mailing contributions		
4107 General public	28,830.00	5,395.00
4108 From Pitkin County Bar	3,100.00	3,325.00
Total 4106 Direct mailing contributions	\$ 31,930.00	\$ 8,720.00
Total 4101 Contributions Income	\$ 36,930.00	\$ 8,720.00
4200 Grants		
4210 Community Grant		
4212 Aspen Elks	500.00	
4213 Aspen Rotary	1,000.00	1,500.00
4217 United Way		1,125.00
4219 United Way of Eagle River Valley	1,000.00	
Total 4210 Community Grant	\$ 2,500.00	\$ 2,625.00
4230 Judicial Grant		
4231 Family Violence	6,972.75	5,738.05
4234 Vale 9th	2,250.00	1,250.00
4235 Victims of Crime Act	5,502.04	5,250.00
Total 4230 Judicial Grant	\$ 14,724.79	\$ 12,238.05
4240 Local Government Grant		
4241 Basalt	1,000.00	1,000.00
4242 Carbondale	1,420.00	1,000.00
4244 Garfield County	20,650.00	20,600.00
4248 Pitkin County	25,000.00	
4251 Snowmass Village	4,000.00	3,500.00
4252 Eagle County		2,000.00
Total 4240 Local Government Grant	\$ 52,070.00	\$ 28,100.00
Total 4200 Grants	\$ 69,294.79	\$ 42,963.05
4800 Federal/State Grants		
4801 Area Agency on Aging	9,988.77	3,459.00
4803 Senior Legal Services	5,204.85	1,484.00
4804 VAWA		-5,250.00
Total 4800 Federal/State Grants	\$ 15,193.62	-\$ 307.00
4900 Income from Services		
4901 Aspen / Pitkin County Housing	4,000.00	4,000.00
4902 Divorce Clinic	40.00	200.00
4903 Income from client donations	1,153.00	1,151.00
4904 Tuesday Night Bar	60.00	95.00
Total 4900 Income from Services	\$ 5,253.00	\$ 5,446.00
4905 Miscellaneous Income	10.62	29.97
4906 Reimbursed Expenses		30.00
4910 Event Income	1,850.00	
5000 Sliding Scale Income	547.11	
Total Income	\$ 129,079.14	\$ 56,882.02

Expenses

6100 Administrative Expense		
6101 Bank Service Charges	198.67	225.05
6102 Advertising	33.00	48.00
6103 Fundraising Expense		85.50
6155 Fundraising Events	125.00	
6160 Mailings	196.00	
Total 6103 Fundraising Expense	<u>\$ 321.00</u>	<u>\$ 85.50</u>
6104 Computer	1,155.00	1,050.00
6105 Insurance		
6140 Workers Comp.	333.00	410.00
6190 Liability / Contents	500.00	500.00
Total 6105 Insurance	<u>\$ 833.00</u>	<u>\$ 910.00</u>
6230 Internet	16.50	196.48
6340 Telephone	724.70	797.60
6450 Fees / Licenses	1,280.00	975.00
6550 Office Supplies	862.21	905.56
Total 6100 Administrative Expense	<u>\$ 5,424.08</u>	<u>\$ 5,193.19</u>
6200 Interest Expense	0.00	
6210 Finance Charge	6.30	14.63
Total 6200 Interest Expense	<u>\$ 6.30</u>	<u>\$ 14.63</u>
6250 Postage and Delivery	63.93	45.00
6260 Printing and Reproduction	289.94	471.97
6296 Rent	1,507.74	1,005.16
6350 Travel & Ent		
6110 Automobile Expense	762.00	489.00
6370 Meals	269.88	166.68
Total 6350 Travel & Ent	<u>\$ 1,031.88</u>	<u>\$ 655.68</u>
6560 Personnel Expenses		
6561 Health Insurance	5,368.70	3,935.01
6562 Payroll Taxes	5,134.82	3,883.13
6563 Wages	67,122.02	50,761.22
Total 6560 Personnel Expenses	<u>\$ 77,625.54</u>	<u>\$ 58,579.36</u>
6670 Program Service Expense	754.69	157.97
6270 Professional Fees	110.00	
6280 Legal Fees		28.66
6650 Accounting	1,104.88	1,458.94
Total 6270 Professional Fees	<u>\$ 1,214.88</u>	<u>\$ 1,487.60</u>
6290 Education	134.50	
6291 Library	31.75	
Total 6670 Program Service Expense	<u>\$ 2,135.82</u>	<u>\$ 1,645.57</u>
Total Expenses	<u>\$ 88,085.23</u>	<u>\$ 67,610.56</u>
Net Operating Income	<u>\$ 40,993.91</u>	<u>-\$ 10,728.54</u>
Other Income		
7010 Interest Income	17.56	24.35
Total Other Income	<u>\$ 17.56</u>	<u>\$ 24.35</u>
Net Other Income	<u>\$ 17.56</u>	<u>\$ 24.35</u>
Net Income	<u>\$ 41,011.47</u>	<u>-\$ 10,704.19</u>

City of Glenwood Springs
Discretionary Funds Application Form

Organization Details	
Name of Organization:	Catholic Charities, Western Slope
<input checked="" type="checkbox"/> Are you a 501 C.3 entity?	Please attach a copy, if you have not provided one previously.

Date
Application Date 4/29/2016

Current Year Funding Request	
Amount Requested:	\$15,000
For Fiscal Year (mm/yyyy):	07/2016

Previous Year Funding Request	
Previous Year Requested:	\$15,000
City Allocation:	\$13,000

Primary Contact	
Contact Person:	Marian McDonough
Address:	1004 Grand Avenue, Glenwood Springs, CO 81601
Email Address:	mmcdonough@ccdenver.org
Phone:	(970) 384-2060
Fax:	(970) 945-2089

Other Grants / Financial Assistance	
<input type="checkbox"/> Are you receiving financial assistance from any other Glenwood Springs program?	Amount: NO/N/A
What other grants are you pursuing for this purpose or project? If you need more room you can attach a document at the end of this form.	
Aspen Community Foundation City of Aspen Town of Basalt Colorado Realtor Foundation Energy Outreach Colorado Garfield County Glenwood Springs Association of Relators Virginia W. Hill Charitable Foundation Pitkin County Snowmass Village United Way of Garfield County	

Discretionary Funds Application Form

Organization Purpose

Give a brief description of the purpose of the organization
Catholic Charities opened its first Western Slope office in the basement of the Vail Interfaith Chapel in 1995. Today, the main regional office is in Glenwood Springs (where it has been since 2000), and satellite offices are maintained in Avon, Eagle and Rifle. Catholic Charities originally identified two needs in the area: homeless prevention services and services for the immigrant community. As a result, the agency created its Emergency Assistance (EA), Transitional Housing (TH) and Community Integration Services (CIS) programs. Catholic Charities has helped many people over the last 21 years, but as new people move to the area, others leave, the area's cost of living continues to rise and affordable housing remains scarce, the needs identified in 1995 remain the same. However, Catholic Charities programs have progressed over the years, placing a greater emphasis on 

Fund Usage Description

Give a brief description of how the funds will be used. Please provide at least two quotes with this application if the primary purpose of the grant is to purchase goods or services, local vendors preferred.

Funds will be used to provide operating support to the Western Slope office's three core programs: Emergency Assistance, Family Transitional Housing and Community Integration Services.

Emergency Assistance

The Emergency Assistance program helps low-income and extremely low income residents who are experiencing financial hardship that may leave them in danger of losing their housing or not being able to pay everyday bills. Clients may be unemployed, underemployed or fully employed but unable to keep up with the high cost of living in the area. The majority of the program's dollars are spent on rent and utility assistance, but the 

Program Benefits

Describe program benefits specific to Glenwood Springs residents who live within the Glenwood Springs zip code:

The Emergency Assistance and Transitional Housing programs address the need to prevent homelessness among low-income, at-risk households. In Glenwood Springs, much of this population is economically vulnerable because of the lack of affordable housing. The U.S. Census Bureau's most recent estimates show that in Garfield County, 87% of renter households who earn less than \$35,000 per year are cost-burdened, with 30% or more of their income going toward housing costs. Preventing homelessness is critical due to the fact that there is currently no year-round emergency shelter for the homeless in the region. From a financial standpoint, studies show it costs communities much more to remedy homelessness than it does to prevent it. From a humanitarian standpoint, keeping individuals and families housed gives them time to stabilize, preserves their dignity, and 

Organization Profile

15 Number of years serving Glenwood Springs Residents

6 Number of paid employees

25 Number of volunteers

1,390 Total clients served per year

1,390 Total number of clients served each year

132 Number of Glenwood Clients per year

Are fees charged to participate in program or event

If so, how much?
NO/N/A

Will this event or program draw visitors to Glenwood Springs?

Approx #
NO/N/A

Discretionary Funds Application Form

Discretionary Funds Application Financial Information

Please complete the financial information on the sheet below or provide comparable data using your own financial reports.

You may attach additional relative information with the application that would help more clearly define your grant request.
(Limit 1 page)

Applicant: Catholic Charities, Western Slope

Month Fiscal Year Begins: July

Sources of Funding In Kind:	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Please see attachment			

Cash Revenues	Prior Year Actuals	Current Year Actuals	Requested Year Projections

Total Sources of Funding:	Prior Year Actuals	Current Year Actuals	Requested Year Projections

Financial Documents have been submitted as an attachment in .pdf, .doc, .docx, .xls, or .xlsx format. Please note that attachments have a size limitation of 10 MB.

Catholic Charities, Archdiocese of Denver
 Western Slope Regional Office
 Program Budget Summary
 Fiscal Years: July 1, 2014 - June 30, 2017
 Month Fiscal Year Begins: July

Sources of Funding	2014-2015	2015-2016	2016-2017
<u>Budget Line</u>	<u>Actuals</u>	<u>Actuals Through 3/31/15</u>	<u>Projected Budget</u>
Public Support - Donations	197,019	153,003	251,400
Public Support - United Way	1,460	2,667	8,000
Public Support - Government Grants	164,266	68,879	156,000
Public Support - Private Grants	160,768	113,047	163,500
Program Revenues - Rental & Misc. Income	30,177	18,960	27,806
Total Sources of Funds	553,691	356,556	606,706

Uses of Funds	2014-2015	2015-2016	2016-2017
<u>Budget Line</u>	<u>Actuals</u>	<u>Actuals Through 3/31/15</u>	<u>Projected Budget</u>
Personnel Expenses	326,914	262,885	363,307
Occupancy Costs	26,625	20,558	33,720
Employee Support Costs	11,474	8,184	16,290
Food and Supplies	1,511	518	1,770
Vehicle and Equipment Costs	769	795	3,680
Direct Client Assistance	185,015	95,253	169,441
Postage, Printing & Advertising	9,372	1,536	4,600
Other Expenses	4,110	11,963	1,450
Depreciation & Amortization	38,566	30,241	40,500
Agency Administrative Support	66,479	49,231	85,299
Total Uses of Funds	670,834	481,166	720,057

***Program Surplus / (Funding Need) (117,143) (124,609) (113,351)**

*Other Unrestricted Agency Funds are used to cover Deficits whenever available

City of Glenwood Springs
Discretionary Funds Application Form

Organization Details	
Name of Organization:	Sunlight Winter Sports Club
<input checked="" type="checkbox"/> Are you a 501 C.3 entity?	Please attach a copy, if you have not provided one previously.

Date
Application Date 6/1/2016

Current Year Funding Request	
Amount Requested:	4,000
For Fiscal Year (mm/yyyy):	09/16

Primary Contact	
Contact Person:	Jason Turner
Address:	P.O. Box 2993, Glenwood Springs, CO 81602
Email Address:	presidentswsc@gmail.com
Phone:	720-987-3486 (cell)
Fax:	

Previous Year Funding Request	
Previous Year Requested:	4,000
City Allocation:	2,000

Other Grants / Financial Assistance	
<input type="checkbox"/> Are you receiving financial assistance from any other Glenwood Springs program?	Amount: We have applied for tourism
What other grants are you pursuing for this purpose or project? If you need more room you can attach a document at the end of this form.	
Currently we have no other applications submitted for grant funding but are actively seeking donations and sponsorships.	

City of Glenwood Springs
Discretionary Funds Application Form

Organization Purpose

Give a brief description of the purpose of the organization
 The Sunlight Winter Sports Club strives to develop young men and women, who with confidence and discipline learned from training and competition, will better represent themselves and their community. Its members are boys and girls ages 6 and up who live in the Roaring Fork Valley and serves approximately one-hundred student athletes in the valley. They compete on three separate teams: Buddy Werner (Introduction to ski racing), Youth Ski League (transition from Buddy Werner to Ski Team), and Age Class Ski Team. The team exists to provide an opportunity for young skiers to learn about and participate in a quality winter sports program. These groups cater to an entire range of talent: those who desire to be top caliber racers as well as those wishing to participate and improve their skills. We strive to promote alpine racing as a major sport in the Roaring Fork Valley, and to develop young men and women who with confidence and discipline

Fund Usage Description

Give a brief description of how the funds will be used. Please provide at least two quotes with this application if the primary purpose of the grant is to purchase goods or services, local vendors preferred.

The funds will be used to supplement the Club's general expenditures. We want to ensure that the program remains accessible to it members so our tuition is kept low to ensure that all that wish to participate have the opportunity, we also provide scholarships to a few participants each year. Unfortunately the fees charged do not cover the clubs operating expenses. To operate the program we seek funding like this grant through the City as well as private donations and sponsorships.

Program Benefits

Describe program benefits specific to Glenwood Springs residents who live within the Glenwood Springs zip code:

As noted above SWSC provides programs to approximately 100 student athletes in the Roaring Fork Valley, approximately 80% of those students are Glenwood Springs residents. The athletes representing Sunlight Winter Sports Club at ski races throughout the State are recognized as being "from" Glenwood Springs.

Organization Profile

40 Number of years serving Glenwood Springs Residents

2 Number of paid employees

30+ Number of volunteers

100 Total clients served per year

100 Total number of clients served each year

80+ Number of Glenwood Clients per year

Are fees charged to participate in program or event
 If so, how much?
Program Dependant-between \$380

Will this event or program draw visitors to Glenwood Springs?
 Approx #
150-200 racers and their families

City of Glenwood Springs
Discretionary Funds Application Form

Discretionary Funds Application Financial Information

Please complete the financial information on the sheet below or provide comparable data using your own financial reports.

You may attach additional relative information with the application that would help more clearly define your grant request. (Limit 1 page)

Applicant: Sunlight Winter Sports Club

Month Fiscal Year Begins: September

Sources of Funding In Kind:	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Sunlight Passes	8000	8000	8000
Lowe's		1000	
Other		500	

Cash Revenues	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Fundraising	32755	19440	21000
Hosted Races	13195	5292	10000
Program	31885	38103	28500

Total Sources of Funding:	Prior Year Actuals	Current Year Actuals	Requested Year Projections
Total	85835	72335	67500

Financial Documents have been submitted as an attachment in .pdf, .doc, .docx, .xls, or .xlsx format. Please note that attachments have a size limitation of 10 MB.



City of Glenwood Springs
Tourism Promotion Funds Application Form

Organization Details

Name of Organization: Glen X

Are you a 501 C.3 entity? Please attach a copy, if you have not provided one previously.

via Two Rivers Community Foundation

Primary Contact

Contact Person: Altai Chelann

Address: 3109 Sopris Ave 81601

Email Address: hello@glenx.org

Phone: 970-779-4236

Fax: 970-747-1404

Date

Application Date 5/23/16

Current Year Funding Request

Amount Requested: \$10,000

For Fiscal Year (mm/yyyy): 01/2016

Date Needed (mm/yyyy): 06/2016

Previous Year Funding Request

Previous Year Requested: ---

Other Grants / Financial Assistance

Are you receiving financial assistance from any other Glenwood Springs program? Amount: No

How does/will your organization measure the number of tourists and the financial impact on tourism?

We measure the number of tourists via Eventbrite ticket sales. How we intend to measure financial impact on tourism is through stats comparisons from previous years at the same time, and through direct impact on partner businesses in tourism, our restaurant, hotel + attractions industry partners.

What is the total number of attendees expected and the number of Glenwood Springs attendees included in the total? Please submit previous years after action report.

500 total, 250 from Glenwood Springs
 Inaugural year in 2015 had 200 attendees, as covered by

Please attach the previous years after action report at the bottom of the form. Post Independent.



City of Glenwood Springs
Tourism Promotion Funds Application Form

Answer Yes or No to the following questions:

Is this proposal a special event that will draw visitors to Glenwood Springs, encourage longer visits or extend the length of the tourism season (September to May)?

Yes

Does the proposal increase the aesthetic or social experience of visitors to Glenwood Springs?

Yes

Does the proposal include the construction of an improvement(s) to attract visitors to Glenwood Springs?

Yes

Please Define the site/area/location of the event or project. If appropriate attach a map.

The GlenX Success Summit will take place at the Jeanne Miller Theatre at Glenwood Springs High School on Saturday October 8th, 2016.

The GlenX Super School project takes place at Yampah Mtn High School, and development starts immediately if awarded the \$10 million grant by XQ Institute this August 2016.

Please Describe your project/event (half page or less).

The success Summit is akin to Aspen Ideas Festival & Ted talks, it brings world-class, professional speakers & musicians to inspire and engage our community on the topics of Success, Leadership, Happiness & Fulfillment. Last year this brought Emmy nominated speaker & Toastmasters World Champion (#1 out of 20,000 speakers around the world), Mark Brown, and Two-time Olympian & 4-time X-games gold medalist Gretchen Bleiler, among others.

More on the GlenX super school attached.

How does this project increase tourism (number of visitors, length of stay, repeat visitors, or extend length of visitor season)?

We purposely selected October this year to draw a tourism crowd when we knew tourists are scarce during this transition period between summer activities & winter sports, for our Summit.

We aim to bring over 200 tourists from the front range for the 2nd weekend of October, through an exceptional lineup of celebrities, musicians & high-caliber presenters at our Success Summit.

Our Super school project puts Glenwood on the map in a completely different realm, as a town of educational innovation & progress. We are confident in our chances to become one of 5...



City of Glenwood Springs

Tourism Promotion Funds Application Form

Please estimate the positive financial impact on the Community?

est = 250 tourists → 100 hotel rooms → 500 meals in restaurants → untold store purchases
 250 locals → 100 inspired to be change makers → 10 become Super Achievers
 200 YMHS students → we become a Super School that massively impact Glenwood Springs to new heights
 1,200 High school students locally utilize our entire Super School program → every student gets individualized education for success → priceless
 → every H.S. student in Glenwood has more opportunities to excel

Please provide budget for proposal and indicate how tourism promotion funds will be used? Please list other sources of revenue, and expenditures. Please attach this information.

\$10,000 = \$5,000 to bring NBA Hall of Famer Dikembe Mutombo for our success summit (or likewise reputable celebrity of positive impact) 500,000+ views on social media
 \$5,000 to promote our Yampah Mtn High School in Glenwood Springs, of local partners + community offerings, to a targeted audience of 30-65+ yr olds (who travel), for a dual purpose (Super School + Tourism promotion)

Has the entity received funding from the City for this or any other projects/events within the last two years? If yes, how much and for what purpose?

No

Provide schedule for implementation of proposal.

June 1 - continue negotiations to bring Dikembe Mutombo to our success summit
 June 13 - record promotional video for Super School, w/ demonstration of community & co-creating success model. Will utilize local professional videographers and partner w/ Emmy award-winning filmmaker Lee Hirsch's team from New York who also wants to cover our progress for the Super School projects
 34
 June 13-25 - film editing + additional recordings as needed
 June 27 - Aug 1 - publish + promote 'Glenwood Springs Super School' via



City of Glenwood Springs

Tourism Promotion Funds Application Form

List other projects (up to 3) managed by entity.

GlenX Fundraising Party at Glenwood Caverns Adventure Park
Roaring Fork Career Fair
-last year at Glenwood Springs High School
-this year at Roaring Fork High School
-next year Basalt, then Aspen in 2018, + back to
Glenwood in 2019
-annual event up & down the Valley

Provide budget/financial statements (most recent year) for entity responsible for implementing proposal.

attached



City of Glenwood Springs

Tourism Promotion Funds Application Form

Organization Details

Name of Organization: Glenwood Springs Youth Hockey Association

Are you a 501 C.3 entity? Please attach a copy, if you have not provided one previously.

Primary Contact

Contact Person: T.K. Kwiatkowski

Address: POB 576 Glenwood Springs CO 81601

Email Address: tk@gsyha.org

Phone: (970) 366-7311

Fax: _____

Date

Application Date 4/27/16

Current Year Funding Request

Amount Requested: \$8820

For Fiscal Year (mm/yyyy): 01/2016

Date Needed (mm/yyyy): 12/2016

Previous Year Funding Request

Previous Year Requested: 0

Other Grants / Financial Assistance

Are you receiving financial assistance from any other Glenwood Springs program? Amount: 6000/Scholarship Fund

How does/will your organization measure the number of tourists and the financial impact on tourism?

We calculate tourism numbers based upon the number and amount of visiting teams that come to participate in Grizzly Hockey youth games & events.

What is the total number of attendees expected and the number of Glenwood Springs attendees included in the total? Please submit previous years after action report.

7 teams (over 100 players/families), estimate 400 total people coming to attend the event over four days.

Please attach the previous years after action report at the bottom of the form.

36



City of Glenwood Springs

Tourism Promotion Funds Application Form

Answer Yes or No to the following questions:

Is this proposal a special event that will draw visitors to Glenwood Springs, encourage longer visits or extend the length of the tourism season (September to May)? Yes

Does the proposal increase the aesthetic or social experience of visitors to Glenwood Springs? No

Does the proposal include the construction of an improvement(s) to attract visitors to Glenwood Springs? No

Please Define the site/area/location of the event or project. If appropriate attach a map.

We will utilize the Glenwood Springs Community Center Ice Rink facility for our entire event. We do have family members to use the main building facilities (pool, gym, etc.). Lodging is through our Preferred Lodging partner Residence Inn & Courtyard by Marriott.

Please Describe your project/event (half page or less).

Our event is a hockey tournament consisting of 8 teams (7 visiting from outside our local area). This event runs for four concurrent days, and will utilize most of the available ice rental from 6am until 9pm (28 games total).

How does this project increase tourism (number of visitors, length of stay, repeat visitors, or extend length of visitor season)?

The tournament will bring in approximately 105 players (15/team), which we estimate to 420 total people total (4 people per family). The families will stay for three nights as the tournament is held over a four day period. This event will occur during the 'off-season' of our main summer tourism season.



City of Glenwood Springs

Tourism Promotion Funds Application Form

Please estimate the positive financial impact on the Community?

Our event will provide our local economy with 315 hotel room sales, and well over 1000 'visitor days' of people coming into our community for the event. In general, hockey families frequent local establishments in a high percentage (restaurants, grocery stores, etc.), and they do not travel or 'bring in' their own food/amenities.

Please provide budget for proposal and indicate how tourism promotion funds will be used? Please list other sources of revenue, and expenditures. Please attach this information.

Ice rental cost - \$4900
Officials cost - \$3920
Total - \$8820

Has the entity received funding from the City for this or any other projects/events within the last two years? If yes, how much and for what purpose?

Yes, we have in the past received \$6000/year for 100% use as our scholarship fund for our local families/players, this comes from the COGS Discretionary Grant.

Provide schedule for implementation of proposal.

December 16th - December 19th



City of Glenwood Springs
Tourism Promotion Funds Application Form

List other projects (up to 3) managed by entity.

Glenwood Springs Youth Hockey other events that impact our economy including (but not limited to):

Annual 8U Mite Jamboree (early December) - Brought in over 200 families to or community.

18U High School/Midget League Playoffs - Brought in 4 high school teams to compete in our H.S./Midget 18U league playoffs.

Grizzly Hockey Youth League Games - Brought in teams from our league for league games from the beginning of November through the month of March. For example, during the 2015-2016 season we hosted over 70 games at the community center, most of which created visitor stays for our community.

Provide budget/financial statements (most recent year) for entity responsible for implementing proposal.

Attached in email

Glenwood Springs Youth Hockey Association
Profit & Loss
 September 1, 2015 through April 20, 2016

	Sep 1, '15 - Apr 20, 16
Ordinary Income/Expense	
Income	
4 · Contributed support	
4010 · Indiv/business contribution	31,307.02
4020 · Team/Club Sponsors	10,000.00
Total 4 · Contributed support	41,307.02
49900 · Uncategorized Income	-1.53
5 · Earned revenues	
5180 · Reg fees (Program Services)	108,065.00
5181 · Reg fee offset from fundraising	-4,170.00
5220 · Tournaments	3,507.00
5440 · Gross sales - inventory	40.64
5445 · Cost of inventory sold	-725.44
5490 · Miscellaneous revenue	-28.00
Total 5 · Earned revenues	106,689.20
5800 · Special events - Non-Program	
5810 · Special events revenue(nongift)	
5811 · Golf Tournament	-118.93
5812 · Grizzly Fundraiser	5,220.52
5813 · Raffles	8,140.07
5816 · Donated Items Sales	615.00
5818 · Football Mania- 2016	-420.00
5819 · Misc Event	-167.99
Total 5810 · Special events revenue(nongift)	13,268.67
Total 5800 · Special events - Non-Program	13,268.67
Total Income	161,263.36
Gross Profit	161,263.36
Expense	
6560 · Payroll Expenses	935.00
7000 · Grant & contract expense	
7040 · Awards & grants - individuals	6,048.38
Total 7000 · Grant & contract expense	6,048.38
7200 · Salaries & related expenses	
7220 · Salaries & wages - other	23,333.31
7260 · Payroll taxes	1,785.00
7260 · High School Coaching Salary	2,161.00
Total 7200 · Salaries & related expenses	27,279.31
7500 · Contract services	
7540 · Professional fees · other	4,750.00
7560 · Referees	6,553.00
Total 7500 · Contract services	11,303.00
8100 · Non-personnel expenses	
8110 · Supplies	786.22
8111 · Inventory Jerseys & Supplies	133.06
8112 · Non-Inventory Uniform/Equip Exp	2,077.00
8130 · Telephone & telecommunications	895.02
8140 · Postage, shipping, delivery	376.00
Total 8100 · Non-personnel expenses	4,267.30
8200 · Facility & equipment expenses	
8210 · Misc Facility & Equipment Rent	1,793.75
8215 · Ice Time - Local	64,631.50
Total 8200 · Facility & equipment expenses	66,425.25

40

Glenwood Springs Youth Hockey Association
Profit & Loss
September 1, 2015 through April 20, 2016

	<u>Sep 1, '15 - Apr 20, 16</u>
8300 · Travel & meetings expenses	
8310 · Game Travel (non-tournament)	1,897.54
8315 · Misc Travel	128.76
8320 · Conference, convention, meeting	846.18
8330 · Awards Ceremony	87.31
	<hr/>
Total 8300 · Travel & meetings expenses	2,939.79
8500 · Other expenses	
Tournament/Participation Fees	1,700.00
8530 · Membership dues - organization	2,990.00
8535 · Tournaments	26,432.95
8540 · Staff development	40.00
8560 · Outside technology services	176.42
8570 · Advertising expenses	45.00
8590 · Transaction Fees	260.93
8595 · Misc	131.72
	<hr/>
Total 8500 · Other expenses	31,777.02
8600 · Business expenses	
8610 · Bad debt expense	750.00
8670 · Organizational (corp) expenses	180.00
	<hr/>
Total 8600 · Business expenses	910.00
	<hr/>
Total Expense	141,885.05
	<hr/>
Net Ordinary Income	19,378.31
	<hr/>
Net Income	<u>19,378.31</u>



City of Glenwood Springs

Tourism Promotion Funds Application Form

Organization Details	
Name of Organization:	Sunlight Winter Sports Club
<input checked="" type="checkbox"/> Are you a 501 C.3 entity?	Please attach a copy, if you have not provided one previously.

Primary Contact	
Contact Person:	Jason Turner
Address:	P.O. Box 2993, Glenwood Springs CO 81602
Email Address:	presidentswsc@gmail.com
Phone:	7209873486
Fax:	

Date
Application Date June 1, 2016

Current Year Funding Request	
Amount Requested:	\$4,500
For Fiscal Year (mm/yyyy):	09/2016
Date Needed (mm/yyyy):	09/2016

Previous Year Funding Request	
Previous Year Requested:	4,500

Other Grants / Financial Assistance
<input type="checkbox"/> Are you receiving financial assistance from any other Glenwood Springs program? Amount: <u>We have applied for a disc</u>
How does/will your organization measure the number of tourists and the financial impact on tourism?
<p>The Sunlight Winter Sports Club staffs and operates the Buddy Werner, Youth Ski League, and Age Class Ski racing programs at Sunlight Mountain Resort. As part of the Winter Sports Club's activities we bid for and are awarded races throughout the season. A typical race will include approximately 150-200 racers and their families for an entire weekend. These races necessitate hotel stays (two nights) for many racers and their families as well as restaurant visits. The Sports Club maintains complete rosters for each event which identify each racer as well as the ski club they race for allowing us to determine the number of out-of-town visitors and where they are visiting from. These ski races also showcase Sunlight Mountain Resort and various other tourist amenities in the community, such as the hot springs pool.</p>
What is the total number of attendees expected and the number of Glenwood Springs attendees included in the total? Please submit previous years after action report.
We have bid on three races this season in addition the Sunlight Winter Sports Club will host the Buddy Werner State Championships in March. As noted above each race will include between 150-200 racers and their families at each event. Depending on the event there will be approximately 25-75 Sunlight Winter Sports Club participants and their families at the
Please attach the previous years after action report at the bottom of the form.



City of Glenwood Springs

Tourism Promotion Funds Application Form

Answer Yes or No to the following questions:

Is this proposal a special event that will draw visitors to Glenwood Springs, encourage longer visits or extend the length of the tourism season (September to May)? Yes

Does the proposal increase the aesthetic or social experience of visitors to Glenwood Springs? Yes

Does the proposal include the construction of an improvement(s) to attract visitors to Glenwood Springs? Yes

Please Define the site/area/location of the event or project. If appropriate attach a map.

Sunlight Mountain Resort

Please Describe your project/event (half page or less).

The Sunlight Winter Sports Club operates and staffs three youth level programs at Sunlight Mountain Resort with a focus on alpine ski racing. Our three programs typically enroll approximately 100 children throughout the Roaring Fork Valley. As part of our program we bid for and put on ski races during the season. These two day races are attended by age class skiers and their families from around the State. As a host club the Sunlight Winter Sports Club will be responsible for designing and setting up the race course as well as staffing and timing the various events. As noted above the races result in increased hotel and restaurant visits as well as increased lift ticket sales for Sunlight Mountain Resort. We also assist Sunlight Mountain Resort in putting on various other events including in past years, the National Telemark Ski Championships.

How does this project increase tourism (number of visitors, length of stay, repeat visitors, or extend length of visitor season)?

By hosting races, the Sunlight Winter Sports Club introduces ski racers and their families to Glenwood Springs. These race events result in additional skier visits for Sunlight Mountain Resorts and include weekend hotel stays and dining. The Sunlight Winter Sports Club's ability to continually host these races results in repeat visitors from year-to-year.



City of Glenwood Springs

Tourism Promotion Funds Application Form

Please estimate the positive financial impact on the Community?

\$80,000-\$85,000 per race event

Please provide budget for proposal and indicate how tourism promotion funds will be used? Please list other sources of revenue, and expenditures. Please attach this information.

Tourism promotion funds will be used primarily to assist the Sunlight Winter Sports Club overall budget. In order to keep the programs we provide accessible our tuition does not cover our operating budget. Hosting these races take a significant amount of planning as well as volunteer and professional coordination, the Clubs ability to continue to be awarded races depends on its past performance. We continually hear that racers and their families enjoy coming to Glenwood Springs for

Has the entity received funding from the City for this or any other projects/events within the last two years? If yes, how much and for what purpose?

We received \$2,500 in funding last year. This money was used as part of the Clubs general operating budget and the City was listed prominently on our website as a sponsor. Support from the City in past years has contributed to our development of a Youth Ski League ("YSL") Program which is an intermediate racing program that bridges the skill levels between our Buddy Werner Program and Age Class Program. In developing the YSL Program over the last three years we are now eligible to host YSL events which includes young athletes from around the State. We are pleased to have been awarded a YSL Race in 2017 bringing additional young athletes and their family's to Glenwood Springs for two days.

Provide schedule for implementation of proposal.

We bid on races in April of 2016 for the 2016-2017 race season and are awaiting the final decision of the regional chapter of the U.S. Ski and Snowboard Association (USSA). We anticipate that any age class races that the Club will host will occur in January and February of 2016. As noted above we have already been awarded the a YSL Race which will occur on January 29th and 30th of 2017 and the Buddy Werner State Championships on March 5th and 6th of 2017.



City of Glenwood Springs

Tourism Promotion Funds Application Form

List other projects (up to 3) managed by entity.

Buddy Werner Program (approx 80 members)
YSL (approx 12 members)
Age Class Program (approx 10 members)

Provide budget/financial statements (most recent year) for entity responsible for implementing proposal.

A copy of the 2015-2016 Budget is attached.

Sunlight Winter Sports Club
Program Income Statement Budget
For the twelve months ended August 31, 2016

	Buddy Werner	Ski Team	Direct Fundraising	Admin/ Office	Total
Revenue					
Program Tuition	19,250	9,250			28,500
Fundraising					
Ski Swap, net			6,500		6,500
Races		10,000			10,000
Clothing Sales					-
Grants			4,500		4,500
Misc.			10,000		10,000
Total Fundraising	-	10,000	21,000	-	31,000
Total Revenue	19,250	19,250	21,000	-	59,500
Program and Admin Expense					
Payroll	5,383	26,160			31,543
Equipment	500	1,500			2,000
Race Expense	1,500				1,500
Bank Fees	400				400
Clothing, uniforms		500			500
Clothing, shirts					-
Insurance	700	3,500		1,600	5,800
Office Expense and Supplies				1,500	1,500
Licenses & Permits		115			115
Repairs		200			200
Training & Passes		3,000			3,000
Accounting				480	480
Outside Services		500		500	1,000
Total Program and Admin Expense	8,483	35,475	-	4,080	48,038
Net Income Befor Taxes	10,768	(16,225)	21,000	(4,080)	11,462
Estimated Income Taxes @25%					2,866
Net Income	10,768	(16,225)	21,000	(4,080)	8,597

Recommendation #1

Under the current budget process, Council essentially does a page by page review of the budgeting tool which is employed by the City's staff to develop its recommended budget. The tool is useful for the City staff in developing its proposed budget, but it does not facilitate a strategic review by the Council. It results in a very time consuming process for the Council, and more important, it tends to bring the Council's focus down to the multitude of details as opposed to the more strategic issues.

We therefore recommend Council consider adopting a process similar to the following:

1. Prior to the City staff developing its proposed budget, Council provides the staff with its objectives and priorities for the budget.

2. After developing its proposed budget, the City staff presents Council with a thorough summary of its proposed budget. We envision a document of twenty to forty pages, including both text and charts/graphs, that summarize the budget and highlight major assumptions, estimates, decisions, and risks inherent in the proposed budget.

3. In order to allow Council adequate time to consider the proposed budget, we suggest that this document be provided to Council (and to the Financial Advisory Board) a week prior to its presentation at the Council meeting.

4. We would assume that Council would have some follow-up questions and instructions for the City staff, the resolution of which should take place prior to Council's formal adoption of the budget.

Recommendation #2

Under the current budget review process, routine recurring operations are mixed in with major nonrecurring projects. This does not allow Council to focus independently on what are really two very different things. Therefore, regardless of whether or how Council chooses to adopt with Recommendation #1, we recommend that the presentation of the budget to Council be broken down into two sections: (i) routine recurring operations, and (ii) major nonrecurring projects.

We envision the first section to be revenues and expenses from operations that are routine and recur every year, or at least for several consecutive years. This should allow Council to focus on how efficiently the routine operations of government and the provision of routine services are being run. It should also allow Council to keep a check on upward creep in routine expenses that can occur when revenues are increasing.

The second section would focus on major nonrecurring projects, and among other things would show how these projects are being financed (such as bond financings), and the repayments on financings, including interest. It should highlight where funds will be required from what would otherwise be routine operations in order to fund the major projects, along with any inter fund repayment plans.

Recommendation #3

We recommend that Council receive periodic reports from City staff throughout the year about variations from its adopted budget. Such variations could include updated forecasts of revenues in excess of those originally budgeted or less than budgeted, as well as forecasts of expenditures that either exceed or are less than budgeted.

We further recommend that City staff provide Council with recommendations for how variations from budget should be handled. For example, forecasted revenues in excess of budget could be used to fund certain project or enhance City services; or they might be added to cash reserves. Another example would be that forecasted expenses in excess of budget in one area will be financed by a reduction or postponement of expenses in another area. These are just examples.

Lastly, we recommend that after its due diligence and deliberations, that Council formally approve these changes to its original budget.

Recommendation #4

We noted that the City's employee health care costs have been increasing at a very high rate. We understand that this situation is not unique to the City of Glenwood Springs, nor is it unique to government entities. Commercial businesses as well have been struggling with managing skyrocketing health care costs.

We do not believe that there are any "easy fixes" to this problem. But we are aware of some innovative initiatives that employers are taking to try to control health costs while at the same time improving the health and health care of employees.

Given what a significant and increasing cost employee health care is for the City, we recommend that Council direct that the City staff to perform a study and benchmarking analysis in order to ascertain whether the City's practices are doing all that can be done to control costs and achieve improved health and health care for its employees.

Recommendation #5

We noted that the cost of providing emergency medical services, through the City's Fire Department, have been increasing significantly. There appear to be various factors contributing to this significant cost increase, one of which is a low and declining amount of reimbursements the City receives for providing these emergency medical services.

We therefore recommend that Council direct the City staff to perform a study and benchmarking analysis to ascertain whether the City's practices, including but not limited to its cost recovery practices, are doing all that can be done to control net costs without impacting the quality or timeliness of emergency medical services.

Recommendation #6

We noted that the City expends relatively significant funds on outside consulting firms. This practice has the potential benefit of tapping into certain areas of expertise without the City having to make permanent long-term hiring decisions. It appeared to us, however, that there was some concern about the extent to which outside consultants were employed.

We therefore recommend that the use of outside consultants for any particular project require the approval of Council, and that a member or members of Council participate in the project to the extent of approving it and reviewing its results with the outside consultant and City staff.

Recommendation #7

Our final recommendation relates to the Financial Advisory Board itself, and how it might assist Council and the City staff.

The City Council has recently discussed whether it should ask the Financial Advisory Board to provide an independent perspective or otherwise assist Council in fulfilling its financial-related obligations. The Financial Advisory Board's current charter principally relates to making recommendations to Council about both the Discretionary and Tourism grant requests. Other areas that have been discussed by both Council and the Financial Advisory Board include further participation in the City's budget process, the City's audit and auditor relations, the City's debt financing, and lastly the City's investment policy.

We therefore recommend that Council consider the composition of the Board, and consider whether permanent or temporary additions to the Board would facilitate its mission. If the expectations of the Financial Advisory Board were to increase, we believe that it would be in the best interest of the Council and only fair to the Board to distribute the Board's workload appropriately.