

AGENDA
SUN VALLEY AIR SERVICE BOARD MEETING
KETCHUM CITY HALL
480 N. East Avenue N. Ketchum
Wednesday, July 21, 2021 - 2:00 PM
ZOOM Information:
+1 253 215 8782 US
Meeting ID: 991 0451 1900

CALL TO ORDER

ROLL CALL

PUBLIC COMMENT

REMARKS FROM THE CHAIR

REMARKS FROM THE BOARD

CONSENT AGENDA (Action Item) *All items listed under the Consent Agenda will be approved in one motion without discussion unless any Board Member requests that the item be removed for individual discussion and possible action.*

1. Approval of Air Service Board Minutes from May 26, 2021
2. Receive and File Financials:
 - a. 1% Local Option Tax Report – April 2021 and May 2021

ACTIONS/DISCUSSIONS/PRESENTATIONS

3. Authorization for payment of bills on-hand through July 16, 2021 (Action Item)
4. Discussion and possible approval of a JPA with ICRMP (our insurance carrier) and renewal (Action Item)
5. Discussion regarding FY 21 budget performance and preliminary discussion regarding FY22 budget development
6. Fly Sun Valley Alliance air service update
7. Sun Valley Marketing Alliance update

EXECUTIVE SESSION – IF CALLED

Pursuant to Idaho Code § 74-206 (d) to consider trade secrets that are exempt from disclosure as provided in Idaho Code 74-107.

ADJOURNMENT

**SUN VALLEY AIR SERVICE BOARD
MEETING MINUTES
May 26, 2021 at 2:00 PM**

Present: Neil Bradshaw - Mayor, City of Ketchum
Peter M. Hendricks – Mayor, City of Sun Valley
Martha Burke – Mayor, City of Hailey (attended virtually)
Jacob Greenberg, Blaine County Commissioner

Absent: None

Staff: Jade Riley – City Administrator, City of Ketchum (attended virtually)
Shellie Rubel – Interim City Treasurer, City of Ketchum (attended virtually)

CALL TO ORDER

Mayor Bradshaw called the meeting to order at 2:04 PM.

PUBLIC COMMENT

None.

REMARKS FROM THE CHAIR

None.

REMARKS FROM THE BOARD

None.

CONSENT AGENDA

1. **Approval of Air Service Board Minutes of March 17, 2021**
2. **Receive and File Financials:**
 - a. **1% Local Option Tax Report – February 2021 and March 2021**

Motion to approve the consent agenda, *in toto*.

RESULT:	ADOPTED [UNANIMOUS]
MOVER:	Peter Hendricks, Mayor of Sun Valley
SECONDER:	Martha Burke, Mayor of Hailey
AYES:	Bradshaw, Burke, Hendricks

ACTION/DISCUSSION/PRESENTATION

3. **Authorization of payment of bills on-hand through May 21, 2021**

Motion to approve the bills on-hand through May 21, 2021.

RESULT:	ADOPTED [UNANIMOUS]
MOVER:	Peter Hendricks, Mayor of Sun Valley
SECONDER:	Martha Burke, Mayor of Hailey
AYES:	Bradshaw, Burke, Hendricks

4. Discuss fund balance protocols and procedures including the appropriate level of reserves

Ketchum City Administrator Jade Riley went over some audited financial documents. They did some research and found that the board set a \$50,000 reserve policy dating back to 2014. They asked the SVASB auditor on what needs to be reserved and he mentioned that while cities use a GFOA standard, it is not applicable in this circumstance as we are always in arrears -- it's a revenue in and expense out type of account. Last year, we applied \$276,000 of fund balance to the upcoming fiscal year to make the budget balance. We should discuss a legal reserve and then a separate, strategic reserve.

Shellie Rubel, Ketchum City Treasurer, showed the very first cash flow statement she could find. Riley recommended we adopt a resolution or policy setting forth the Board's recommendation for the fund balance and outline for which purpose it would be for. Ketchum Mayor Bradshaw suggested we keep \$50,000 for legal requirements, keep \$100,00 for special projects reserves to be released on an ad hoc basis and then have a policy on distributing everything above that on a quarterly basis, an annual basis, or carry over for the next FY.

Carol Waller, Director for Fly Sun Valley, offered that in the beginning the reserve fund was set aside in case there was any legal action brought. She believes that what might make sense is to set that policy so that it's clear going forward and offered a few suggestions. Blaine County Commissioner Greenberg asked how many times Fly Sun Valley has had special projects to which Waller said it has not happened before.

Scott Fortner, Executive Director for Visit Sun Valley then stated that his organization would appreciate a continued level of consistency so they can continue to adapt in terms of covering the cash flow.

Sun Valley Mayor Hendricks would be in favor of having the total reserve for the board set at \$50,000 and distribute the money and not have it ear marked for any particular purpose. Hailey Mayor Burke asked whether we feel comfortable not having any oversight to which Hendricks responded that we have a terrific repour with the entities and we actually do have oversight in our regular meetings. Bradshaw recommended \$100,000 and Hendricks recommended \$50,000. Greenberg agreed with Hendricks; \$50,000 is a better number and Burke stated that she would go with the number the rest agreed upon. It was agreed to go with \$50,000 in reserves.

Motion to create a reserve account to cover unforeseen issues at \$50,000 and then at the time of an audit, distribute the remaining amount to be distributed to Visit Sun Valley and Fly Sun Valley Alliance, who would first come up with a recommendation to the Board regarding distribution.

RESULT: ADOPTED [UNANIMOUS]
MOVER: Martha Burke, Mayor of Hailey
SECONDER: Peter Hendricks, Mayor of Sun Valley
AYES: Bradshaw, Burke, Hendricks

5. Fly Sun Valley Alliance Air Service Update

Carol Waller shared that it was a tough summer, and a challenging winter, but air service is picking up. We are seeing really positive trends and we are very optimistic.

6. Sun Valley Marking Alliance

No update given.

EXECUTIVE SESSION – Pursuant to Idaho Code Section 74-206 (d) to consider records that are exempt from disclosure as provided in Chapter 1, Title 74.

Motion to move into Executive Session at 2:28 PM.

RESULT: ADOPTED [UNANIMOUS]
MOVER: Peter Hendricks, Mayor of Sun Valley
SECONDER: Martha Burke, Mayor of Hailey
AYES: Bradshaw, Burke, Hendricks

Motion to return to Open Session at 2:35 PM.

RESULT: ADOPTED [UNANIMOUS]
MOVER: Peter Hendricks, Mayor of Sun Valley
SECONDER: Martha Burke, Mayor of Hailey
AYES: Bradshaw, Burke, Hendricks

ADJOURNMENT

Motion to adjourn at 2:36 PM.

RESULT: ADOPTED [UNANIMOUS]
MOVER: Martha Burke, Mayor of Hailey
SECONDER: Peter Hendricks, Mayor of Sun Valley
AYES: Bradshaw, Burke, Hendricks

Meeting adjourned at 2:36 PM.

Neil Bradshaw, Chair

Peter M. Hendricks, Secretary/Treasurer

1% LOT Received	1% LOT Contribution				Communities' Direct Costs	Expenses SVASB Administrative Budget	Funds for Contracts
	Sun Valley	Ketchum	Hailey	TOTAL			
Dec-20	36,567.37	177,324.51	6,615.97	220,507.85	-6,546.86	-3,025.00	210,935.99
Jan-21	28,030.56	169,956.42	3,111.82	201,098.80	-6,375.14	-75.00	194,648.66
Feb-21	72,930.72	303,537.35	6,216.56	382,684.63	-6,527.27	-75.00	376,082.36
Mar-21	49,539.90	223,630.77	7,784.62	280,955.29	-6,604.11	-75.00	274,276.18
Apr-21	63,886.05	245,042.16	11,981.15	320,909.36	-6,809.73	-75.00	314,024.63
May-21	74,448.14	260,706.77	11,786.05	346,940.96	-6,800.18	-75.00	340,065.78
Jun-21	35,960.38	153,617.35	6,023.16	195,600.89	-6,517.79	-675.00	188,408.10
Jul-21	42,900.76	182,153.65	6,880.82	231,935.23	-7,809.82	-75.00	224,050.41
Aug-21	0.00	0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Sep-21	0.00	0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Oct-21	0.00	0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Nov-21	0.00	0.00	0.00	0.00	-6,222.66	-75.00	-6,297.66
Total	404,263.88	1,715,968.98	60,400.15	2,180,633.01	(78,881.54)	(4,450.00)	
Budgeted		1,936,971.00					
		(221,002.02)					

		Fly SV Alliance				SVMA				
		Budget	1,000,000			Budget	1,129,000			
		Remaining	315,987		32%	Remaining	102,980			
1% LOT Received	Funds for Contracts	% of Available Funds				Check	% of Available Funds Owed			
		Owed	Funds for Contract	Invoiced Amount	Available Funds			Funds for Contract	Invoiced Amount	
Dec-20	210,935.99	40%	84,374.40				60%	126,561.59		
Jan-21	194,648.66	40%	77,859.46	162,233.86		1140	60%	116,789.20	243,350.79	
Feb-21	376,082.36	40%	150,432.94				60%	225,649.42		
Mar-21	274,276.18	40%	109,710.47	260,143.42		1144	60%	164,565.71	390,215.12	
Apr-21	314,024.63	40%	125,609.85				60%	188,414.78		
May-21	340,065.78	40%	136,026.31	261,636.16			60%	204,039.47	392,454.25	
Jun-21	188,408.10	50%	94,204.05				50%	94,204.05		
Jul-21	224,050.41	50%	112,025.21				50%	112,025.21		
Aug-21	-6,297.66	50%					50%			
Sep-21	-6,297.66	50%					50%			
Oct-21	-6,297.66	50%					50%			
Nov-21	-6,297.66	50%					50%		-	
Total			890,242.70	684,013.44				1,232,249.42	1,026,020.16	

**SUN VALLEY AIR SERVICE BOARD
INVOICES TO BE PAID**

Through: July 16, 2021

Vendor	Date	Invoice #	Description	Amount
ICRMP	7/16/2021		2021-2022 ICRMP Member Contribution	1,466.00
			1% LOT Collections April 2021 (June Contract	
Fly Sun Valley Alliance	4/30/2021		266 Services)	94,204.05
Fly Sun Valley Alliance	5/31/2021		267 1% LOT Collections May 2021 (July Contract Services)	112,025.21
Visit Sun Valley	7/15/2021	1330	1% LOT for Direct Services Marketing (April)	94,204.05
Visit Sun Valley	7/14/2021	1307	1% LOT for Direct Services Marketing (May)	102,980.00
			Total Invoices to be paid	<u>\$ 404,879.31</u>

May 19, 2021

Sun Valley Air Service Board
Walt Femling, City Administrator
PO Box 416
Sun Valley, ID, 83353

RE: 2021-2022 ICRMP Member Contribution

Dear Walt,

The Sun Valley Air Service Board insurance policy is scheduled to renew on October 1, 2021 and we are providing you this estimate in advance to assist you in the preparation of your next fiscal year budget. As a reminder, ICRMP is your insurance and risk management program that was formed over 30 years ago *by* Idaho local public entities *for* Idaho local public entities. ICRMP Board of Trustees and management understand and appreciate the funding pressures Idaho local governmental entities face. Thus, we were created to be a long-term, stable source of specialized insurance and risk management for its members providing you with comprehensive insurance coverage and specialized risk management training.

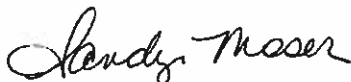
Our pricing is based on these goals with the understanding that members have a long-term commitment to the Program they created and own. For your convenience, a copy of the ICRMP Joint Powers Subscriber Agreement has been included with this renewal estimate. This agreement provides details about ICRMP as well as your member rights. Please return a signed copy at your earliest convenience to ensure your renewal.

2021-2022 Member Contribution Estimate:

Estimated Renewal Premium: \$1,466

If you'd like to know more about how your member contribution was calculated or have renewal questions, please feel free to contact me at 208-246-8212 or smoser@icrmp.org. Thank you for being part of ICRMP and for renewal of your policy effective October 1, 2021.

Respectfully,



Sandy Moser, CPCU
Underwriting Manager

Fly Sun Valley Alliance Inc.

PO Box 6316
Ketchum, ID 83340

Invoice

Date	Invoice #
4/30/2021	266

Bill To
Sun Valley Air Service Board Attn: Shellie Rubel & Jade Riley City of Ketchum

P.O. No.	Terms	Project
	Due on receipt	

Quantity	Description	Rate	Amount
	1% LOT Collections April 2021 - FSVA Contract Services June 2021	94,204.05	94,204.05
		Total	\$94,204.05

Fly Sun Valley Alliance Inc.

PO Box 6316
Ketchum, ID 83340

Invoice

Date	Invoice #
5/31/2021	267

Bill To
Sun Valley Air Service Board Attn: Shellie Rubel & Jade Riley City of Ketchum

P.O. No.	Terms	Project
	Due on receipt	

Quantity	Description	Rate	Amount
	1% LOT Collections May 2021 - FSVa Contract Services July 2021	112,025.21	112,025.21
		Total	\$112,025.21



FSVA CONTRACT SERVICES RENDERED TO SUN VALLEY AIR SERVICE BOARD
JUNE 2021

AIR SERVICE

AIR SERVICE DEVELOPMENT

- Reviewed/monitored/analyzed weekly flight booking reports, monthly performance reports
- Ongoing research/analysis of seat, enplanements, load factors, fares for SUN and competitive markets
- Organized/led FSVA-VSV joint Strategic Planning Session on June 16. Created presentation, gathered data/info/analysis, made all arrangements.
- Continued negotiations with airlines regarding 2021/22 air service schedules and contracts
- Ongoing communication & meetings with airlines, M&H consultant, FMAA, customers, stakeholders
- Prepared materials for Air Service Board reports, invoices, etc. Attended meetings as needed.
- Worked with VSV and other partners on air service marketing efforts, promotional air voucher management

LOCAL AIR MARKETING/COMMUNITY OUTREACH

- Provided information via monthly FSVA Enews and social media channels; updated website as needed
- Updated summer 2021 SUN air service schedule, shared with public, distributed to all partners
- Created/coordinated/executed FSVA/FMA joint local public outreach campaign via local publications
- Created/executed ongoing FSVA local marketing & PR for air service (*print, digital*). Created/distributed press release on extension of DEN service for fall.
- Attended ongoing/weekly/monthly meetings of FMAA board, VSV board, WRV Tourism Coalition, Blaine County Economic Business Recovery Committee, and other community/stakeholder meetings
- Provided information regarding air service to inquiries from local and other travelers

RESEARCH/OTHER

- Continued implementation of summer online air passenger survey at SUN, ongoing review of data
- Worked with RRC Associates research company on updated non-resident property owner heat map for BC, other data analysis
- Continued work on compiling/tracking relevant news and comparative data and information on air service



**FSVA CONTRACT SERVICES RENDERED TO SUN VALLEY AIR SERVICE BOARD
JULY 2021**

AIR SERVICE

AIR SERVICE DEVELOPMENT

- Reviewed/monitored/analyzed weekly flight booking reports, monthly performance reports
- Ongoing research/analysis of seat, enplanements, load factors, fares for SUN and competitive markets
- Finalized negotiations with airlines regarding 2021/22 air service schedules and contracts
- Ongoing communication & meetings with airlines, M&H consultant, FMAA, customers, stakeholders
- Prepared materials for Air Service Board reports, invoices, etc. Attended meetings as needed.
- Worked with VSV and other partners on air service marketing efforts, promotional air voucher management

LOCAL AIR MARKETING/COMMUNITY OUTREACH

- Provided information via monthly FSVA Enews and social media channels; updated website as needed
- Updated summer 2021 SUN air service schedule, shared with public, distributed to all partners
- Began work on 2021/22 SUN winter air service schedule
- Created/coordinated/executed FSVA/FMA joint local public outreach campaign via local publications
- Created/executed ongoing FSVA local marketing & PR for air service (*print, digital*).
- Attended ongoing/weekly/monthly meetings of FMAA board, VSV board, WRV Tourism Coalition, Blaine County Economic Business Recovery Committee, and other community/stakeholder meetings
- Provided information regarding air service to inquiries from local and other travelers

RESEARCH/OTHER

- Continued implementation of summer online air passenger survey at SUN, ongoing review of data
- Continued work on compiling/tracking relevant news and comparative data and information on air service

Visit Sun Valley
PO Box 4934
Ketchum, ID 83340 US
208-725-2104
jessica@visitsunvalley.com
www.visitsunvalley.com

Invoice

VISIT SUN VALLEY

BILL TO

Air Service Board
PO Box 3801
Ketchum, ID 83340

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
1330	07/15/2021	\$94,204.05	08/14/2021	Net 30	

ACTIVITY	QTY	RATE	AMOUNT
Air Service Board Air Service Board Contract - Add'l 1% LOT for Direct Air Service Marketing April 2021	1	94,204.05	94,204.05

BALANCE DUE

\$94,204.05

Visit Sun Valley
PO Box 4934
Ketchum, ID 83340 US
208-725-2104
jessica@visitsunvalley.com
www.visitsunvalley.com

Invoice

VISIT SUN VALLEY

BILL TO

Air Service Board
PO Box 3801
Ketchum, ID 83340

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
1307	07/14/2021	\$102,980.00	08/13/2021	Net 30	

ACTIVITY	QTY	RATE	AMOUNT
Air Service Board Air Service Board Contract - Add'l 1% LOT for Direct Air Service Marketing May 2021	1	102,980.00	102,980.00

BALANCE DUE

\$102,980.00

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Sun Valley Air Service Board July 2021 Operational Highlights | April - June

Executive Summary

In the blink of any eye it has felt like we time warped from giving our semi-annual [Community Meeting](#) to meeting summer head-on. If the Memorial Day weekend is any indication of what is ahead for the rest of the season, we're going to be in for a mighty busy one that may pass just as quickly. Events are more or less fully on line and lodging/enplanements point to increased traveler sentiment. We're buckling-in for what will hopefully feel like a more "normal" season.

Our media plan has begun to rollout alongside the uptick in traveler confidence. Our marketing efforts will focus on guided experiences across outdoor activities, wellness, and arts & culture. We will be tapping into a new set of media partners to seek out unique stories where our messaging will stand out. Many of these stories will shift from being seasonally oriented to more year-round awareness play.

The Mindfulness in the Mountains revamp titled, "[Stay Sunny](#)" is humming along. This project, aimed at reminding visitors and locals alike to slow down and be patient. This campaign has begun its initial introduction and will continue to rollout throughout the summer and into the fall.

The Visitor Center is once again back up and running with in-person staffing. We have seen that this service was dearly missed with significant in-person visits.

Last but not least we continue to have concerns for the summer. Service industry staffing, affordable housing, wildfires, and recreational compression will be at top of our list to monitor. Encouraging the management of guest expectations will be at the forefront of the service industry and staffing issues. Education and stewardship will be our best mitigation tools when it comes to wildfires and recreational compression.

The long and the short of it shows a busy summer that may test our community. Stepping up and showing our strengths as destination managers will be key to navigating the season. We've got this!

VISIT SUN VALLEY

visitsunvalley.com | 160 sun valley rd. ketchum, id 83340 | 208.726.2104

DestiMetrics Occupancy Reports:

- March
 - Occupancy – paid:
 - 42% v. 26% in 2020 = 62%
 - 42% v. 44% in 2019 = -5%
 - Room Nights:
 - Available:
 - 21,360 v. 21,847 in 2020 = 0%
 - 21,360 v. 21,414 in 2019 = 0%
 - Sold:
 - 8,953 v. 5,705 in 2020 = 57%
 - 8,953 v. 9,391 in 2019 = -5%
 - ADR:
 - \$268 v. \$252 in 2020 = 6%
 - \$268 v. \$231 in 2019 = 16%
- April
 - Occupancy – paid:
 - 19% v. 16% in 2020 = 19%
 - 19% v. 23% in 2019 = -17%
 - Room Nights:
 - Available:
 - 20,601 v. 20,801 in 2020 = 0%
 - 20,601 v. 21,028 in 2019 = -2%
 - Sold:
 - 3,857 v. 34 in 2020 = 11244%
 - 3,857 v. 4,881 in 2019 = -21%
 - ADR:
 - \$182 v. \$0 in 2020 = NA
 - \$182 v. \$143 in 2019 = 27%
- May
 - Occupancy – paid:
 - 29% v. 2% in 2020 = 1281%
 - 29% v. 21% in 2019 = 38%
 - Room Nights:
 - Available:
 - 20,489 v. 20,112 in 2020 = 2%
 - 20,489 v. 21,002 in 2019 = -2%
 - Sold:
 - 5,901 v. 429 in 2020 = 1276%
 - 5,901 v. 4,519 in 2019 = 31%
 - ADR:
 - \$277 v. \$210 in 2020 = NA
 - \$277 v. \$250 in 2019 = 27%
- June
 - Occupancy – paid:
 - 52% v. 24% in 2020 = 115%
 - 52% v. 46% in 2019 = 13%

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- Room Nights:
 - Available:
 - NA v. 20,782 in 2020 =
 - NA v. 21,0272 in 2019 =
 - Sold:
 - NA v. 10,375 in 2020 =
 - NA v. 15,246 in 2019 =
- ADR:
 - \$277 v. \$210 in 2020 = 32%
 - \$277 v. \$250 in 2019 = 10%
 -
- 9 properties reporting

Social Media

The social media realm is an ever-evolving creature, and we are doing our best to stay up on the latest trends. Day to day activities include posting inspirational, in-the-moment content, fielding incoming questions, crafting blogs, and managing our weekly newsletter.

Touchpoints

- [Facebook](#) followers: April +53; May +365 ; June +9
- [Instagram](#) followers: +300 gained since April
- [Website](#): April - June 2021 sessions to visitsunvalley.com were down -22% compared to the same period last year. This was likely due to the slowing of searches brought on by the pandemic last year as well as the reduction of our social media spending. Our session duration or time on site was up 90%. Our organic search sessions are up +50%.
- Continual content building and distribution of Visit Sun Valley Facebook page & Instagram account
- Internally composed, updated/edited and distributed a variety of blog pieces including:
 - [24hrs in Sun Valley – June – Mark Davidson - BCRD](#)
 - [Locals Guide to the Weather of Sun Valley](#)
 - [Locals Guide to Art Galleries in Sun Valley](#)
 - [Rafting the Rivers around Sun Valley](#)
 - [Get your Western on Sun Valley Style](#)
 - [5 Ways to Immerse Yourself in Sun Valley's Wellness](#)
 - [4 Ways to Best Experience Fly Fishing in Sun Valley](#)
 - [5 Best Ways to Mountain Bike Sun Valley](#)
 - [3 Best Ways to Maximize Hiking in Sun Valley](#)
 - [Locals Guide to Sun Valley's Trails](#)
 - [24hrs in Sun Valley – April – Dr. Jenny Emery Davidson - The Community Library](#)

Promotions

We're excited to be shifting away from the heavy emphasis on paid social media as an outlet. We will be swapping these placements with more niche audience bases that will allow us to tell more unique stories of the destination.

The partners that we've aligned with this summer include:

- [Wired magazine](#) – custom featured article
- [Yoga Journal](#) – live yoga experience

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- [The Moth](#) – storytelling podcast

To round out our reach, we are tapping into the audiences bases of:

- [Inkwell](#) – influencer media trip
- [TripAdvisor](#) – display advertising
- [Afar](#) – custom content

Whenever possible, we leverage the benefits found from guided experiences.

PR

We have been pitching the guided experiences and the Mindfulness in the Mountains stewardship component to journalists as a counter approach to the “over tourism” stories. Ensuring that journalists know that we have a full slate of events happening and a robust flight schedule is a top priority.

Sun Valley Mentions & Features

- [New York Times](#) | It’s Summer in Ski Towns 2.0
- [Singletracks](#) | Ride Like a Local: Sun Valley, Idaho
- [Forbes](#) | Touring Ernest Hemingway’s America
- [Boise Dev](#) | ‘Very optimistic:’ How COVID-19 changed Idaho tourism and what’s next for Boise, McCall, Sun Valley & beyond
- [Matador Network](#) | Ketchum, Idaho, is an affordable, underrated outdoor playground
- [KTVB](#) | Sun Valley making a strong comeback from coronavirus pandemic
- [Forbes](#) | Spring Skiing In Sun Valley Offers More Than Sunshine And A Serene Vibe, Expect Savings Too
- [Variety](#) | Sun Valley Film Festival Trots Out Socially Conscious Fare: ‘Impact With Gal Gadot’ and ‘The Good Lord Bird’

Mindfulness in the Mountains 2.0 – “Stay Sunny”

We want SV to remain welcoming to our tourists. And we want our tourists to help keep the place special and appreciate what SV has to offer—not try to change it to suit the tastes of wherever they came from (fast-food chains, Uber & Lyft gridlock, etc). The objectives behind campaign will focus on:

- Positive sentiment among locals about tourism and community growth (as measured by something like a custom pre and post survey).
- Growth in positive sentiment from departing visitors as measured by NPS scores.
- Positive local PR coverage.

The messaging around this campaign blends tongue-in-cheek language with moments of sternness where needed. This is less about lecturing and more of showing our pride for our area in a lighthearted manner. Activations are in a variety of shapes and sizes to reach those Getting-In, Getting Around, Restaurants & Retail, and Trails. A few examples that we are evaluating include:

- Catchy signage at high-use trailheads, vacant land along highway 75, town square/Atkinson’s, and beyond
- Restaurant & retail takeaways such as coasters, coffee sleeves, bumper stickers and maps

VISIT SUN VALLEY

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- Chalk messaging on the Wood River Trail

Additional media outlets for consideration include:

- Sun Valley Property News
- The Mountain Express
- Local Radio
- Mountain Rides Buses

Visitor Center

- The Visitor Center is back up and running in person as of May 27th. The Saturday of Memorial Weekend had 33 in-person visits.
- Jessica Maynard & Lexi Holtz continue to hold down the fort assisting visitors, answering phone, chat, and email inquiries.
- Current Visitor Center hours are 9am - 5pm, Monday through Sunday.
- Visitors Stats:
 - April | 288 inbound calls (via 8x8 phone system); 24 email conversations
 - May | 399 inbound calls; 22 emails
 - May 27 - 31: 80 visitors assisted in person at the Visitor Center
 - June | 926 visitors, 136 emails
- Frequently Asked Questions
 - Hiking & Camping
 - Non-outdoor activities
 - Summer events
 - Request to mail brochure Increased a lot in the past few months
 - Where is the smoke coming from?

Community/Membership, Administration and Finance

- Attended Meetings
 - Lodging Association Meeting – bi-weekly
 - 'Long Term Recovery Committee' Meetings – weekly
 - Fly Sun Valley Alliance Board Meetings – bi-monthly
 - Air Service Board Meetings – bi-monthly
 - DestiMetrics DMO Roundtables – monthly
 - VSV Advisory Committee meeting
 - Outdoor Recreation Group
 - Sun Valley Economic Development Board meeting
 - Idaho Travel Council meeting



Member Owned, Member Driven

JOINT POWERS SUBSCRIBER AGREEMENT

APPROVED BY BOARD OF TRUSTEES
FOR USE AFTER JULY 22, 2020

JOINT POWERS SUBSCRIBER AGREEMENT

Idaho Counties Risk Management Program, Underwriters

THIS AGREEMENT is entered into pursuant to the provisions of Idaho Code, Sections 67-2326 through 67-2333, relating to the joint exercise of powers among political subdivisions of the State of Idaho, by political subdivisions of the state of Idaho as defined by the Idaho Tort Claims Act, as subscribers to counterparts of this Agreement, for the purpose of operating a separate legal entity to be known and designated as the Idaho Counties Risk Management Program, Underwriters, hereinafter referred to as “ICRMP”. At the time of making of this Agreement, ICRMP is considered by the Idaho Department of Insurance to be a reciprocal insurer organized pursuant to provisions of Idaho Code, Title 41, Chapter 29.

It is AGREED among the MEMBERS of ICRMP all of which have accepted this Agreement or a prior counterpart, that by virtue of accepting the terms of this version of the Joint Powers Subscriber Agreement, by approving a prior counterpart and subsequently renewing participation after changes to a prior counterpart have been implemented by the Board of Trustees or by paying a Member contribution as billed, as follows:

WHEREAS, POLITICAL SUBDIVISIONS of the State of Idaho have the authority to purchase liability insurance for themselves and their employees pursuant to Idaho Code §6-923 and to contract for property and other insurance coverage as they deem necessary or proper pursuant to Idaho Code §67-2328; and

WHEREAS, it is to the mutual benefit of POLITICAL SUBDIVISIONS to join together to establish the legal entity created by this Joint Powers Agreement (JPA) to accomplish the purposes hereinafter set forth; and

WHEREAS, the MEMBERS have determined that there is a need for POLITICAL SUBDIVISIONS to jointly create an insurance and risk management program; and

WHEREAS, the laws of the State of Idaho authorize the formation of what has been classified as a reciprocal insurer by POLITICAL SUBDIVISIONS without abrogating any privileges or immunities accorded to them by law;

NOW, THEREFORE, BE IT AGREED, in consideration of the mutual advantages, obligations and benefits to each POLITICAL SUBDIVISION and the mutual covenants herein contained, the MEMBERS of ICRMP, with the consent and concurrence of the subscribing POLITICAL SUBDIVISION, agree as follows:

ARTICLE I. DEFINITIONS.

As used in this Agreement, the following terms shall have the respective meanings hereinafter set forth:

- (1) **ICRMP (PROGRAM).** The Idaho Counties Risk Management Program, Underwriters, a pooled insurance and risk management program established pursuant to the statutes of this state by this Joint Powers Subscriber Agreement and licensed as a reciprocal insurer pursuant to Idaho Code Title 41, Chapter 29.
- (2) **BOARD.** The Board of Trustees of ICRMP, which shall serve as the Subscribers' Advisory Committee, as such is required by Idaho Code Title 41, Chapter 29.
- (3) **EXECUTIVE DIRECTOR.** The person designated by the BOARD to exercise the authority and to fulfill the duties of the chief administrative officer of ICRMP established by this Agreement
- (4) **JOINT POWERS SUBSCRIBER AGREEMENT (JPA).** This Agreement, wherein political subdivisions agree to participate in the insurance and risk management offerings of ICRMP as set forth by the BOARD.
- (5) **MEMBERS.** The POLITICAL SUBDIVISIONS, as defined in Section 6-902(2), Idaho Code, which qualify and agree to the terms of this JPA, as such may be revised upon approval by the Board of Trustees from time to time.
- (6) **BOARD SECRETARY.** The person nominated by the Executive Director and confirmed by vote of the Board of Trustees of ICRMP who shall develop and maintain records of Board activities including meeting preparation, meeting minutes and related undertakings.

ARTICLE II. ESTABLISHMENT, MAINTENANCE AND PARTICIPATION IN ICRMP.

The Idaho Counties Risk Management Program, Underwriters, a separate Joint Powers Entity, has been created through a JPA by numerous counties of the state of Idaho with an initial effective date of November 29, 1985. The JPA has been subsequently amended numerous times during the history of the PROGRAM. This JPA is intended to continue the organization and operation of ICRMP into future years upon the foundation laid by prior joint powers and subscribers' agreements. The public entity named on the concluding page of this JPA, a political subdivision of the State of Idaho, upon approval of payment of an allocated MEMBER contribution will become a MEMBER of the Idaho Counties Risk Management Program, Underwriters (ICRMP) with all rights and duties associated therewith. This Agreement supersedes all prior ICRMP JPAs and will become effective for all MEMBERS on the date identified in the footer of this version of the JPA upon acceptance of the tender of continued participation offered during the annual renewal process. Changes to the JPA are deemed accepted either by express action by the governing board or by renewing participation in the

PROGRAM by paying the allocated MEMBER contribution for a succeeding year. The rights and privileges of any withdrawing Member will be governed by the JPA in effect for the final year of any Member's participation.

ARTICLE III. PURPOSES AND DURATION.

- (1) The purposes of ICRMP are to provide an insurance and risk management program and to assist MEMBERS to prevent and reduce losses to MEMBERS' property and injuries or harm to persons or property which might result in claims being made against MEMBERS, their employees, officers, or agents, whether appointed, employed, elected or serving as recognized volunteers.
- (2) It is the intent of the MEMBERS of ICRMP to create a separate entity of unlimited duration that will administer an insurance and risk management program and use funds contributed by MEMBERS to defend and indemnify, in accordance with this Agreement and the issued policy(ies) of insurance, any ICRMP MEMBER against stated liability or loss, to the limits of the insurance policy issued by or procured through ICRMP. It is also the intent of the MEMBERS to have ICRMP provide continuing stability and availability of needed insurance coverage at reasonable costs and to provide education and training to ICRMP MEMBERS in the interest of meeting the challenges of local governance. All income and assets of ICRMP shall be at all times dedicated to the ultimate benefit of its MEMBERS in matters of risk and insurance, inclusive of services and issues not directly addressed by ICRMP-issued policies.
- (3) It is the intent of the MEMBERS of ICRMP that the PROGRAM serve as a vehicle for cooperative undertakings for all program MEMBERS, or selected groups thereof, to share the costs of certain required or desired insurance or risk-related obligations which the MEMBERS desire to study or implement. In implementation of any such programs, the participating MEMBERS shall bear the allocated costs of carrying out the purposes of the program(s) as determined by the ICRMP BOARD.
- (4) Participation in ICRMP shall be comprised of those POLITICAL SUBDIVISIONS that have approved this Agreement or one of its prior iterations and that have agreed to pay the required MEMBER contributions. MEMBERS agree to the admission of future MEMBERS in accordance with provisions of the then-current JPA and acknowledge that they shall have no right to object to the addition of such MEMBERS provided they are admitted in accordance with the terms hereof. This Agreement shall be automatically renewed, annually or periodically, consistent with BOARD-established policy terms, unless the provisions for withdrawal, expulsion or termination are applied in compliance with the terms of this agreement or adopted BOARD policy. No insurance will be provided unless the allocated MEMBER contribution is paid when due. The BOARD, or the Executive Director, as delegated by the BOARD, is authorized to attach conditions to entry into ICRMP membership or to maintenance of membership in ICRMP in the interest of protecting the shared interests of participating MEMBERS. Such conditions may include contribution

surcharges, coverage limitations, reductions of limits or other methods designed to recognize risk exposure or to protect the shared interests of other PROGRAM participants.

ARTICLE IV. MANNER OF FINANCING.

Financial operations of ICRMP shall be committed to the sound discretion of the BOARD with the primary intent being the long-term solvency of the PROGRAM. Financial contributions from MEMBERS shall be determined by the BOARD of ICRMP working through the Executive Director, considering, among other factors, risk exposure, loss experience, net operating expenditures, property ownership, costs of administering claims, costs of providing risk management services, participation in risk reduction programs, conduct by officials and other appropriate or necessary costs of program administration .

ARTICLE V. NON-WAIVER OF GOVERNMENTAL OR OTHER IMMUNITY.

MEMBERS of ICRMP, by participation in this PROGRAM, do not waive any immunities or limitations of liability provided to political subdivisions or their employees by any law of this state or nation.

ARTICLE VI. ICRMP POWERS AND DUTIES.

The powers of ICRMP to perform and accomplish the purposes set forth above shall, within budgetary limits and procedures set forth in this Agreement and as otherwise established by the BOARD, be to:

- (a) Employ agents, employees and independent contractors.
- (b) Purchase, sell, own, encumber and lease real property; to incur obligations on behalf of the PROGRAM to the extent permitted by Idaho statutes and the Idaho Constitution; and to purchase, sell, or lease equipment, machinery, and personal property.
- (c) Invest funds as allowed by Idaho statutes.
- (d) Carry out educational and other programs relating to risk management, including the prerogative to offer discounts or credits upon demonstrating compliance with standards for BOARD-approved risk reduction methods or plans.
- (e) Create, collect funds for, and administer an insurance and risk management program.
- (f) Purchase excess insurance and/or reinsurance to supplement the self-insured retention.
- (g) Establish reasonable and necessary loss reduction and prevention recommendation procedures to be followed by the MEMBERS.
- (h) Provide insurance-related services, risk management, loss control, underwriting and claims adjustment or to contract for such services, including the defense and settlement of claims, subject to specific limitations and/or restrictions, which may be imposed and adopted by the BOARD.
- (i) Carry out such other activities as are necessarily implied or required to carry out the purposes of ICRMP specified in Article III of this Agreement, even though such

- undertakings might not be known at the time of entering into this Agreement, or might not be included within the specific powers enumerated in this Article.
- (j) Sue and be sued.
 - (k) Enter into contracts.
 - (l) Reimburse BOARD members for reasonable and approved expenses incurred in attending to BOARD responsibilities.
 - (m) Provide security, insurance or bonds regarding the official responsibilities of all officers, BOARD members and employees of ICRMP.
 - (n) Borrow funds with approval by the BOARD as necessary for current operating purposes, so long as repayment is achieved before the conclusion of the subsequent fiscal year.
 - (o) Take appropriate steps to protect pool resources from careless or reckless conduct by ICRMP MEMBERS or by individual public officials of Member entities.
 - (p) Establish terms and conditions of initial or continued Membership in the ICRMP Program.

ARTICLE VII. PARTICIPATION.

Any MEMBER of ICRMP shall be permitted to participate in the activities of ICRMP as authorized by this Agreement or pursuant to decisions by the Board of Trustees. MEMBER participation in ICRMP activities concerning the respective rights and responsibilities of any particular MEMBER shall require the approval of the governing board of that MEMBER.

ARTICLE VIII. MEMBERS' RIGHTS AND OBLIGATIONS - DISPUTE RESOLUTION PROCEDURES.

- (1) The individual MEMBERS of ICRMP, acting through their respective governing boards, shall have the right to:
 - (a) Petition the BOARD to be heard regarding any aspect of the PROGRAM operation in accordance with internal dispute resolution procedures approved by the BOARD or as otherwise determined in accordance with procedural guidelines authorized by the BOARD or the Chairman of the BOARD as circumstances warrant.
 - (b) Withdraw from PROGRAM participation at any time authorized by this Agreement. MEMBERS recognize that the PROGRAM is managed for long-term participation and that agreements that support PROGRAM operation are of one-year or longer duration. Consequently, early withdrawal from the PROGRAM during the course of a policy year may be subject to additional financial obligation for the withdrawing MEMBER as determined by the BOARD.
 - (c) After renewing its membership in ICRMP at least once, to nominate, recommend or vote concerning selection of a representative to serve on the BOARD of ICRMP as provided by this JPA.

(2) The obligations of MEMBERS of ICRMP shall be as follows:

- (a) To pay promptly all MEMBER contributions to ICRMP at such times and in such amounts as shall be established by the BOARD pursuant to this Agreement. Any delinquent payments may incur interest, penalties or other financial consequences as determined by resolution of the ICRMP Board of Trustees. Insurance coverage and other services will not continue for MEMBERS that are delinquent in payment of contribution amounts according to the terms of this Agreement and any related resolution approved by the Board of Trustees. Notice of termination of coverage or of services, for non-payment or otherwise, will be provided in writing in compliance with Idaho Department of Insurance requirements.
- (b) To allow the PROGRAM and its agents, officers and employees reasonable access to all premises of the MEMBER and all records, including but not limited to financial and administrative records, as reasonably required for the administration of ICRMP and the effective handling of claims threatened or brought against MEMBERS.
- (c) To cooperate fully with the PROGRAM'S attorneys, claims adjusters and any other agent, employee, or officer of ICRMP in activities relating to the purposes and powers of ICRMP.
- (d) To make good faith efforts to follow the safety, loss reduction and prevention recommendations expressed by the PROGRAM and to cooperate in risk reduction strategies proposed or required by the PROGRAM.
- (e) To report to ICRMP immediately all incidents or occurrences that could reasonably be expected to result in ICRMP being required to consider a claim against the MEMBER, its agents, officers, or employees, or for losses to MEMBER'S property within the scope of coverage undertaken by ICRMP.
- (f) To report to ICRMP as soon as reasonably possible, by way of the public entity's insurance agent or otherwise, in accordance with the issued Policy of Insurance and related guidelines, the addition of new programs, facilities and equipment or the significant reduction or expansion of existing programs, facilities and equipment or other acts that could cause material changes in the MEMBER'S risk of property or liability-related loss exposure.
- (g) To provide ICRMP periodically and consistent with Policy terms, but in no instance less frequently than annually, in accordance with the issued Policy of Insurance, with information on the value of buildings and contents and other real and personal properties. Each MEMBER is obliged to cooperate with the PROGRAM, directly, or *via* its independent insurance agent.

(h) To utilize BOARD-approved dispute resolution procedures regarding any contest or disagreement regarding a provision or scope of coverage pursuant to the insurance program/policy or any other aspect of PROGRAM operation, prior to addressing any such disagreement to a state or Federal administrative agency or prior to initiating legal action against ICRMP. MEMBERS expressly agree to follow the internal dispute resolution procedures adopted by the BOARD before contesting administrative determinations, coverage or claims non- payment issues in a court of law or before a regulatory agency. Such procedures require MEMBERS to thoroughly disclose any bases for such disagreement in writing to the BOARD prior to being heard in the process of resolving any such dispute. MEMBER expressly agrees that failure to exhaust the internal dispute resolution procedures established by the BOARD constitutes a material breach of this JPA. MEMBER further agrees not to initiate legal action against the PROGRAM or initiate contested procedures before any state or Federal regulatory agency regarding any dispute with the PROGRAM until said dispute resolution procedure has reached its conclusion before the BOARD within a reasonable timeframe. MEMBER agrees that ICRMP may enforce this provision by seeking the remedy of specific performance in a court of competent jurisdiction. A MEMBER that pursues a remedy in court or before a regulatory agency agrees to reimburse the PROGRAM its reasonable costs and attorney fees incurred in defense of any such suit or administrative proceeding if the matter has not first been brought to the BOARD pursuant to this dispute resolution procedure. The restrictions contained in this subsection may be waived by mutual agreement of the PROGRAM and the MEMBER.

(3) The basic elements of the dispute resolution procedure within ICRMP shall include the following:

(a) Filing a written statement by the MEMBER stating the specific basis for disagreement with a decision by the Executive Director or BOARD regarding aspects of PROGRAM operation or contribution requirements, provision of coverage or non-payment of a claim for money damages. Such filing shall be followed promptly by a conference with the Executive Director, in person or by telephone, to attempt to resolve the stated differences. The Executive Director shall thereafter respond to the MEMBER in writing not more than ten (10) business days after the conference. Such written response shall set forth the basis of the Executive Director's decision concerning the contested matter. If the matter contested involves a decision originally made by the BOARD, the request for BOARD consideration can be routed directly to the BOARD if the Executive Director lacks authority to revise a BOARD-established policy, practice or result.

(b) Following receipt of the Executive Director's written response, MEMBER may appeal the determination of the Executive Director to the BOARD. Any such appeal shall be made in writing setting forth the specific basis for the

appeal and the particular reasons for the disagreement with the determination of the Executive Director. When an appeal is received at least fourteen (14) days prior to a BOARD meeting, it will be included on the next BOARD agenda. If an appeal is not received at a time that allows it to be timely placed upon the agenda of the next BOARD meeting, the MEMBER and Executive Director, working in consultation with the Chairman of the BOARD, shall determine whether the matter is of such importance and urgency that it requires the call of a special BOARD meeting or whether it can be addressed at the next regularly scheduled BOARD meeting without irreparably harming the MEMBER. If a MEMBER insists upon the call of a special meeting by formal action of its governing board, a special meeting of the BOARD shall be called to hear the appeal.

- (c) The BOARD shall hear oral presentations, not in excess of one hour each, by the MEMBER and the Executive Director, or those designated by the Executive Director, should either or both desire. After hearing from both parties, the BOARD shall decide the controversy and shall tender its decision in writing within thirty (30) days. In doing so the BOARD may consult independently, or through the Executive Director, with legal advisers and/or consultants. The decision of the BOARD shall be final, unless reconsideration is requested by the MEMBER and approved for reconsideration by the BOARD. Until a final decision is made pursuant to the procedures set forth in this Article, no MEMBER may initiate or institute legal action against ICRMP or its officers, employees or agents arising out of the performance of this Agreement or the contract of insurance issued pursuant to this Agreement. Nor shall a contested matter be initiated by a MEMBER before a state or federal administrative agency without completing the dispute resolution procedure set forth herein.
- (d) The BOARD reserves the right to vary the foregoing procedures in a mutually agreeable manner, as necessary to accommodate the interests of ICRMP, its MEMBERS, or others with an interest in the just resolution of differences regarding PROGRAM operation.

ARTICLE IX. MEMBER CONTRIBUTIONS.

The BOARD of ICRMP shall institute methods to establish annual or periodic contribution amounts for MEMBERS. The PROGRAM may change contribution amounts charged to any MEMBER from year to year to reflect changes in PROGRAM operating costs, changes in risk resulting from operational changes, changes in property values or ownership, reevaluation of operating risks, MEMBER conduct concerning exposures or risks or refusal to participate in or willful violation of safety or loss prevention programs or for other reasons established by the BOARD. Conversely, the PROGRAM may offer contribution amount discounts for any MEMBER that faithfully participates in loss prevention and safety programs or for other reasons established by the PROGRAM. Each MEMBER'S contribution amount shall be calculated in accordance with rate determination methods approved by the BOARD for any

Policy Year, unless additional coverage is requested by the MEMBER. While the BOARD's rate determination methods must have the objective for each MEMBER's contribution to not be inadequate, excessive or unfairly discriminatory, relative to the assessable risk of each MEMBER and the PROGRAM, MEMBERS acknowledge that rate-setting involves risk and exposure assumptions which are not purely formulaic and which rely on the professional judgment of the BOARD and BOARD's advisors. No MEMBER may be further assessed during a Policy Year unless in response to a material change in property or activities not disclosed or addressed at the time of annual renewal. Additional contribution amount may be charged when changes are made to covered property or activities during the course of a year. The PROGRAM reserves the right to condition continued participation by any MEMBER upon compliance with specific performance requirements, payment of modified deductible amounts and such other measures as the PROGRAM deems necessary or appropriate. The PROGRAM also reserves, in compliance with Article XVIII, the right to discontinue membership or diminish coverage or limits or increase the self-insured responsibility of any MEMBER that does not cooperate with PROGRAM goals, objectives, or requirements or that acts without regard to consequences concerning matters that affect ICRMP and its MEMBERS.

ARTICLE X. BOARD OF TRUSTEES – ELECTION AND REPRESENTATION.

The BOARD of Trustees shall be comprised of nine (9) elected public officials, upon the initial effective date of this iteration of the JPA, six (6) of whom shall be county commissioners and three (3) who shall hold elective office in other POLITICAL SUBDIVISIONS. The electoral/appointive boundaries for designated BOARD members shall be organized as follows:

County District I: Counties of Boundary, Bonner, Kootenai, Benewah and Shoshone.

County District II: Counties of Latah, Clearwater, Nez Perce, Lewis and Idaho.

County District III: Counties of Adams, Valley, Washington, Payette, Gem, Boise, Canyon, Ada, Elmore and Owyhee.

County District IV: Counties of Camas, Blaine, Gooding, Lincoln, Jerome, Minidoka, Twin Falls and Cassia.

County District V: Counties of Bingham, Power, Bannock, Caribou, Oneida, Franklin and Bear Lake.

County District VI: Counties of Lemhi, Custer, Clark, Fremont, Butte, Jefferson, Madison, Teton and Bonneville

Region I: Elected official of a city from within Districts I, II, and III elected by all Member cities in the Region.

Region II: Elected official of a city from within Districts IV, V and VI elected by Member cities in the Region.

Special District Member: Elected official of any MEMBER other than a county or city, selected by a vote of the Board, chosen from nominees submitted by elected officials for agencies that are ICRMP MEMBERS.

Each member of the BOARD shall be either a commissioner elected from a MEMBER County, an elected official of a MEMBER city or other POLITICAL SUBDIVISION and shall serve for a period of two (2) years, or until a successor is elected or appointed. Four (4) members of the BOARD (even-numbered County Districts and the Region II seat) shall be

elected for two (2) year terms in the final months of odd-numbered years, while another five (5) members of the BOARD (odd-numbered County Districts and the Region I seat plus the Special District Member shall be elected/appointed for two (2) year terms in the final months of even-numbered years. For purposes of this Agreement, a "Board Seat" shall be defined as the position on the ICRMP Board of Trustees designated for and occupied by the representative duly elected or appointed from a District, Region or statewide, respectively, as outlined in this Section. The Executive Director shall administer the election process in order to allow election results to be canvassed by the BOARD prior to undertaking official Board business in the succeeding calendar year. The respective boards of county commissioners of each MEMBER county may cast a ballot for their District member of the BOARD; governing boards of cities may vote for regional City representatives and Special District Member candidates may be nominated by governing boards of Member Special Districts. Incumbent BOARD members may qualify for inclusion on a subsequent election ballot by expressing a desire to do so in writing to the BOARD Secretary. Valid ballots must be received by ICRMP at a time and place specified by the Executive Director. Each member of the BOARD shall serve from the date of the first BOARD meeting in the year succeeding his election/appointment through the conclusion of his/her term when a succeeding BOARD member is seated or for another term if the BOARD member is re-elected/reappointed. Should any seat on the Board become vacant due to resignation, disability, or conclusion of service as an elected official the BOARD may fill such vacancy for the remainder of a term at any time.

Article XI. REMOVAL OF BOARD MEMBER

At any time during the course of service of an elected BOARD member such member may be removed by the PROGRAM MEMBERS that elected such BOARD member by either of two (2) means. The first method by which an elected BOARD member's continued service may be submitted to his constituent electors is by receipt of a petition of no confidence approved by the respective governing boards of MEMBER entities equal to at least one-half (1/2) of the number of votes received by the BOARD member when the BOARD member was most recently elected to the BOARD. Any such petition shall succinctly set forth the reasons of misconduct, personal behavior, wrongdoing, failure to exercise diligence or failed representation that justifies a no-confidence/removal election.

The second alternative to refer a BOARD member's continued service to his constituent electors would be a no-confidence declaration by members of the ICRMP BOARD. By majority vote of no confidence, exclusive of the BOARD member in question, the BOARD may choose to submit the question of continued service by an elected BOARD member to the BOARD member's constituent electors, stating in any motion to proceed with such election the express reasons therefor. Any BOARD member appointed to fill the remainder of any member's term shall be treated as an elected BOARD member.

In the event of receipt of a qualifying no-confidence petition, or following a no-confidence vote by the ICRMP BOARD, the question to be presented to a BOARD member's constituent electors shall be whether the identified BOARD member should continue to serve on the BOARD. The reasons for no-confidence stated in the petition from dissatisfied MEMBERS or expressed in the motion by BOARD shall be included in election materials sent to constituent

electors along with a statement prepared by the BOARD member in response, if supplied by the Board member in a timely manner. Neither message shall exceed three hundred (300) words. Voting in any such election shall be open for at least twenty-one (21) days from the date ballots are first mailed. The Executive Director shall establish a time and date-certain by which all ballots must be received. Votes shall be tallied by the Executive Director or his designee(s). A majority of lawful votes cast shall determine the outcome. If a no-confidence vote results in removal of BOARD member, the seat may be refilled by BOARD appointment until the next election date for the Board seat in question wherein a replacement can be elected to fill a new term.

Any BOARD Member holding an appointive or *ex-officio* non-voting position may be removed by majority vote of the BOARD for reasons of misconduct, personal behavior, wrongdoing or failure to exercise diligence after providing the BOARD Member a written statement of concerns and allowing the BOARD Member an opportunity to be heard by the BOARD. In the circumstances of such proceedings, a BOARD Member facing possible removal shall be entitled to written notice of the concerns no less than seven (7) calendar days prior to BOARD action and the hearing opportunity for the subject BOARD Member shall be one (1) hour in duration.

ARTICLE XII. POWERS AND DUTIES OF THE BOARD OF TRUSTEES.

The BOARD shall have the following powers and duties to:

- (1) Annually elect a chairman and vice-chairman. Each officer shall serve until his or her successor is elected, subject to maintaining status as an eligible elected official.
- (2) Admit or expel MEMBERS, or to condition continued participation in the PROGRAM, in accordance with this Agreement.
- (3) Establish procedures for determining contribution amounts and authorizing payment procedures for MEMBERS.
- (4) Establish the insurance and risk management program design.
- (5) Provide for selection of all personnel and contractors necessary for the administration of ICRMP, including the appointment of an Executive Director to supervise the business of the PROGRAM and carry out other functions delegated by the BOARD.
- (6) Establish a schedule for BOARD meetings.
- (7) Exercise all powers of ICRMP, except powers reserved to the MEMBERS.
- (8) Prepare, adopt and oversee ICRMP's budget.
- (9) Receive reports concerning PROGRAM activities and to make reports to the MEMBERS.
- (10) Provide for underwriting, claims and loss control procedures.
- (11) Provide for the investment and disbursement of funds.
- (12) Enact resolutions establishing procedures governing its own conduct and the powers and duties of its officers, not inconsistent with this Agreement and applicable provisions of law.
- (13) Provide to MEMBERS an annual report of operations and financial affairs.

- (14) Form committees and advisory panels; and to provide other services as needed by ICRMP. The BOARD shall determine the method of appointment and terms of members of committees and advisory panels.
- (15) Submit to MEMBERS an amended JPA upon adoption and at the date of periodic renewal, or otherwise, for re-adoption, express acceptance or payment of a member contribution by MEMBERS.
- (16) Dissolve ICRMP when BOARD action is accompanied by a two-thirds (2/3) vote of the entire then-current MEMBERSHIP, provided that a notice of intent to dissolve ICRMP shall be given to the Director of the Department of Insurance of the State of Idaho at least ninety (90) days prior to the proposed effective date. Like notice of such intent shall be provided to all MEMBERS at least thirty (30) days before any such vote regarding dissolution in compliance with title 41, Idaho Code and other applicable statutes. Assets remaining after discharge of its indebtedness and policy obligations, the return of any surplus made as provided in Idaho Code §41-2916, and the return of any unused premium, savings or credits then standing on subscribers' accounts, shall be distributed to its subscribers who were such within the twelve (12) months prior to the last termination of its certificate of authority, according to such reasonable formula as the director may approve pursuant to Idaho Code §41-2928.
- (17) Appoint or remove appointed or non-voting *ex-officio* members of the BOARD
- (18) Do or delegate all acts necessary and proper for the implementation of this Agreement.

ARTICLE XIII. ESTABLISHMENT OF LOSS PAYING FUND.

The PROGRAM shall endeavor to maintain available funds in amounts the BOARD deems reasonably sufficient to annually provide the resources necessary to fund ICRMP's general and administrative expenses, any reinsurance or excess insurance requirements, to pay the current year's claims and claims expenses and to sustain the financial stability of the PROGRAM, in addition to funds necessary to meet ICRMP's obligation to satisfy the requirements of any regulatory authority.

ARTICLE XIV. SCOPE OF COVERAGE.

- (1) ICRMP shall provide policy protection to each MEMBER as provided in the MEMBER'S policy of insurance. MEMBER acknowledges that the policy of insurance transfers risk of loss from the MEMBER to ICRMP subject to the terms, conditions and exclusions addressed by the policy. MEMBER acknowledges that not all risks are insurable and that any excluded risks are not transferred pursuant to this Agreement.
- (2) In the event that a claim or a series of claims exceeds the amount of coverage provided by the MEMBER's Policy, payment of valid claims shall become the sole and separate obligation of the individual MEMBER or MEMBERS against whom the claim was made and perfected by litigation or settlement. No Subscriber shall be entitled to a contribution from other MEMBERS beyond the annual amount obligated

by this Joint Power Subscribers Agreement and the policy of insurance which complements it.

ARTICLE XV. MEETINGS OF THE BOARD OF TRUSTEES.

- (1) The BOARD may set a time and place for meetings in accordance with applicable law. All provisions of law applicable to public meetings shall be observed.
- (2) A majority of seated trustees shall constitute a quorum to do business. All formal acts of the BOARD shall require a majority vote of the trustees present and voting, unless otherwise required by law.
- (3) Because of the distance that separates the Trustees, the BOARD may conduct official business by telephone/video conference call. When a conference call meeting is convened the base of such meeting will normally be the ICRMP Building in Boise, Idaho. An alternative base meeting location may be designated by the Executive Director when necessary to effectively conduct BOARD business. At the base location a speaker phone shall be provided in order to allow the public to hear the discussion carried on by the BOARD. Executive session and notice provisions of the Open Meeting Law shall apply when appropriate or required.

ARTICLE XVI. LIABILITY OF BOARD OF TRUSTEES OR OFFICERS.

The trustees or officers of ICRMP should use ordinary care and reasonable diligence in the exercise of their powers and in the performance of their duties hereunder. They shall not be personally liable for any mistake of judgment or other action made, taken or omitted by them in good faith; nor for any action taken or omitted by any agent, employee or independent contractor selected with reasonable care so long as the actions or omissions complained of shall have taken place within the course and scope of their official duties. No trustee shall be personally liable for any action taken or omitted by any other trustee. The assets of ICRMP may be used to defend and indemnify any trustee, officer, agent or employee for actions taken by each such person in good faith within the scope of his or her authority for ICRMP as public officials in the state of Idaho. ICRMP may purchase insurance providing coverage for trustees, officers and employees.

ARTICLE XVII. WITHDRAWAL FROM MEMBERSHIP.

Any MEMBER may withdraw from ICRMP after the MEMBER'S initial one (1) year term by giving notice to the Executive Director, in writing, of its desire to withdraw. Any MEMBER may withdraw from ICRMP within thirty (30) days after the date that the PROGRAM gives notice in writing of an amendment to this Agreement or its accompanying policy of insurance by tendering to the Executive Director written notice of its intent to withdraw. The continuing rights of any withdrawing MEMBER shall be as set forth in the most recent JPA. A voluntarily withdrawing MEMBER shall be deemed to have forfeited any claim of right or equity to any portion of liquidated surplus or to any credit or dividend should any be declared by the Board of Trustees.

ARTICLE XVIII. EXPULSION OF MEMBERS - CONDITIONS OF CONTINUED PARTICIPATION.

- (1) Any MEMBER may be expelled at the initiation of the Executive Director or the BOARD at any time during a policy year for one or more of the following reasons:
 - (a) Failure to make any payments due to ICRMP.
 - (b) Willful failure to undertake or continue loss reduction or loss prevention recommendations by ICRMP.
 - (c) Failure to allow ICRMP reasonable access to all facilities and records of the MEMBER necessary for proper administration of ICRMP.
 - (d) Failure to fully cooperate with ICRMP's attorneys, claim adjusters or other agents, employees, or officers of ICRMP.
 - (e) Failure to carry out any obligation of a MEMBER which impairs the ability of ICRMP to carry out its purpose or powers.
 - (f) Exhibiting reckless behavior which causes claims which could have been avoided by prudent or responsible action.

- (2) No MEMBER expulsion shall be effective until at least thirty (30) days after notice from the Executive Director of the alleged failure of performance, however the notice of expulsion from the Executive Director may include exclusions from, or limitations on, coverage related to foreseeable willful actions addressing conduct of the MEMBER. Any such exclusions or limitations shall be effective immediately unless subsequently rescinded by BOARD action or modified by mutual agreement. Notice to a MEMBER shall state whether a cure is believed to be possible. The MEMBER may request, in writing, a hearing before the BOARD, either by telephone or in person, within fourteen (14) days of the notice provided by the Executive Director. MEMBERS must act through their governing board. Notices of expulsion or extraordinary exclusions or limitations of coverage are subject to the Dispute Resolution Procedure set forth in Article VIII. If a decision to expel, exclude or limit is affirmed after hearing, such date of expulsion or limitation shall relate back to the date of initial decision to expel by the Executive Director or the BOARD from which the notice of intent to expel derives. The rights of any expelled MEMBER shall be as set forth in this Agreement or upon such other terms and conditions as the BOARD may negotiate with the expelled MEMBER. Nothing in any policy of insurance shall contravene provisions of this JPA respecting separation from the PROGRAM.

- (3) Any MEMBER separating from ICRMP (withdrawing or expelled) shall not be entitled to any reimbursement of contribution amounts that have been paid unless otherwise required by provisions of applicable law. All claims relating to events occurring after the date of separation from ICRMP shall become the sole responsibility of the separated Subscriber. With respect to any Claims Made coverage provided to a MEMBER, any claims occurring or reported after the date of separation from ICRMP shall become the sole responsibility of the separated MEMBER. Any MEMBER expelled from the PROGRAM by action of the Board of Trustees shall have any entitlement to liquidation value provided pursuant to this JPA

reduced by the amount of ultimate net loss that exceeds the MEMBER's contributions for the period of liquidation rights established by the terms of the JPA then in effect. Such entitlement to liquidation value shall be payable only upon actual liquidation of the PROGRAM.

- (4) As an alternative to expulsion the BOARD or Executive Director may, at any time, condition continued participation in the PROGRAM upon compliance with specific terms and conditions established by agreement between the MEMBER and ICRMP. Conditions may include consultation requirements, increased deductible amounts, increased MEMBER contributions, restriction of coverage, diminishment of coverage limits and such other limitations as the BOARD may deem reasonable to protect the resources of ICRMP as allowed by applicable law.

ARTICLE XIX. BINDING CONTRACTUAL OBLIGATION.

This document shall constitute a JPA, a binding contract, among those POLITICAL SUBDIVISIONS that are MEMBERS of ICRMP. The terms of this Agreement may be enforced in court by ICRMP itself or by any of its MEMBERS, as respects its interests, subject to the terms and conditions of applicable laws and this Agreement. The consideration for the duties herewith imposed upon the MEMBERS to take certain actions and to refrain from certain other actions is based upon the mutual promises and agreements of the MEMBERS set forth herein and the Member contributions paid by Members. This Agreement shall be deemed approved by each MEMBER by payment of the required Member contribution or by subsequent renewal pursuant to procedures specified by law, the Executive Director or the BOARD. MEMBER asserts that it has complied with relevant laws and that it waives its ability to object to the binding nature of this Agreement by virtue of informalities in its approval. Except to the extent of the financial contributions to ICRMP agreed to herein, or such additional obligations as may come about through amendments to this Agreement, no MEMBER agrees or contracts herein to be held responsible for any claims in tort or contract made against any other MEMBER. The contracting parties intend in the creation of ICRMP to establish an organization for joint risk management only within the scope herein set out, and have not herein created as between MEMBER and MEMBER any relationship of general surety or indemnitor, nor by participating herein does any MEMBER otherwise assume responsibility for the debts of or claims against any other MEMBER.

ARTICLE XX. DISTRIBUTION OF PROPERTY, FUNDS AND SUPPLIES UPON DISSOLUTION OF ICRMP.

In the event of termination of this JPA such that ICRMP is dissolved, all unused consumable supplies, non-consumable supplies or other property or assets acquired by ICRMP shall be liquidated in a manner permissible by law, and the proceeds of such liquidation shall be disbursed to the then-current MEMBERS at a rate proportionate to each MEMBER'S *pro rata* share of the cumulative Member contributions paid to ICRMP for the most recent five (5) fiscal years. Said determination of net asset distribution shall be made in good faith by the BOARD subject to application of the business judgment rule.

ARTICLE XXI. SEVERABILITY.

In the event that any Article, provision, clause or other part of this Agreement should be held invalid or unenforceable by a court of competent jurisdiction, such invalidity or unenforceability shall not affect the validity or enforceability with respect to other Articles, provisions, clauses, applications or occurrences, and this Agreement is expressly declared to be severable.

ARTICLE XXII. POWER OF ATTORNEY - EXPENSES AND DUTIES.

- (1) To the extent required by Idaho Code Title 41, Chapter 29, and not inconsistent with applicable constitutional and statutory obligations and prerogatives, MEMBER hereby appoints Idaho Counties Risk Management Program, Underwriters (ICRMP), as its Attorney-in-Fact empowered to take all actions and execute all documents which are necessary or appropriate in carrying on the business of insurance through ICRMP on behalf of MEMBER. MEMBER agrees that the BOARD of ICRMP may delegate powers to an Executive Director in accordance with this JPA.
- (2) The Executive Director appointed by the BOARD is hereby empowered by the undersigned to accept service of process on behalf of ICRMP. The Director of the Department of Insurance of the State of Idaho is also authorized to receive service of process in actions against ICRMP upon contracts of insurance provided to Subscribers of ICRMP. Such authorization does not supersede the procedural requirements of this Agreement. The general services to be performed by the Executive Director shall include: (a) issuing, underwriting and servicing policies of insurance; (b) contracting with agents for sale and servicing of policies of insurance; (c) executing treaties of reinsurance or contracts of excess insurance; (d) providing risk management services and administering programs to diminish claims for damages and (e) supervising the investment policy of ICRMP. The Executive Director's obligations and liability shall be limited by the terms and conditions of ICRMP's JPA and by the Idaho Tort Claims Act.
- (3) The general items of expense to be paid by ICRMP shall include, but not be limited to: (a) losses and claims payments; (b) allocable claims expense; (c) governmental charges, license fees, and lawful taxes; (d) expenses incurred in auditing ICRMP's books and records; (e) contribution amount collection costs; (f) BOARD expenses; (g) premiums on reinsurance and excess insurance; (h) fees of investment counsel and direct investment expense; (i) salaries and expenses of officers and employees of ICRMP; (j) disbursement of dividends; (k) special expenses authorized by the Board of Trustees of ICRMP; (l) broker and agent commissions; (m) indemnity insurance premiums; (n) home and branch office expense; and (o) actuarial, auditing, legal, risk management and loss prevention expenses.
- (4) The Power of Attorney conveyed herein shall expire upon termination of all obligations of ICRMP. The policies of insurance issued by ICRMP are conditional upon payment of MEMBER contributions to ICRMP. The liability of each

MEMBER for the obligations of ICRMP shall be an individual, several and proportionate liability and not a joint liability. The liability of each MEMBER shall be limited as stated in this JPA provided, however, that in no event shall any MEMBER be required to contribute more than the amount authorized by applicable state statutes and constitutional provisions pursuant to which ICRMP is established.

ARTICLE XXIII. MISCELLANEOUS PROVISIONS - NOTICE.

- (1) The provisions of this Agreement shall be interpreted pursuant to the laws of the State of Idaho.
- (2) The parties hereto consent that courts in the State of Idaho shall have jurisdiction over any dispute arising under this Agreement after exhaustion of the dispute resolution procedures provided for herein. If reasonable attorney fees are incurred in enforcing provisions of this Agreement in a court of law, the prevailing party to such an action shall be entitled to reimbursement of its reasonable attorney fees.
- (3) No waiver of any breach of this Agreement or any provision herein contained shall be deemed a waiver of any preceding or succeeding breach thereof or of any of the other provisions herein contained. No extension of time for performance of any obligation or act shall be deemed an extension of time for performance of any other obligations or acts.
- (4) In the event that any provision of this Agreement is in conflict with or is incompatible with the MEMBER'S Policy issued hereunder, the terms and conditions of the MEMBER'S Policy shall prevail and take precedence.
- (5) This Agreement may be modified or amended by a written proviso authorized by the Board. Provided, however, no such modification shall be effective retroactively, nor as to any insurance contract or coverage issued prior thereto. Said modifications may be made effective during a Policy Year only to comply with applicable laws respecting operation of ICRMP or with express consent of the MEMBER. Changes may be made to the policy of insurance issued by ICRMP at any time during the policy year in accordance with rules or statutes governing the business of insurance within the State of Idaho. If a MEMBER does not accept changes made during a policy year, its sole remedy shall be to cancel future coverage, subject to a proportionate refund of any *pro rata* MEMBER contributions already paid, less equitable commission and administrative charges.
- (6) MEMBER agrees to hold ICRMP, its employees, contractors, and/or legal counsel, harmless and without liability to MEMBER from any claims arising out of loss control or related administrative activities undertaken for Subscriber's benefit. ICRMP assumes no responsibility for the lawful operation of MEMBER'S POLITICAL SUBDIVISION. MEMBER further agrees that communications with

attorneys on the ICRMP staff or retained by the PROGRAM to assist a MEMBER to resolve or avoid claims will remain confidential pursuant to the Attorney-Client privilege and that written materials generated as a consequence of such effort to assist MEMBER shall constitute attorney work product. MEMBER further agrees that the employees, contractors and/or legal counsel of ICRMP when acting in a loss control capacity are representing ICRMP, not MEMBERS, and that information obtained in such loss control capacity may be provided to ICRMP in order to carry out the purposes of this JPA.

- (7) All notices required to be given under this Agreement shall be delivered in writing. Notices by a MEMBER to ICRMP shall be sent to ICRMP'S principal place of business. Notices to any MEMBER shall be sent to the MEMBER'S last known address. In the event that any party to this Agreement desires to change its address, notice of change of address shall be sent to the other party by United States Mail in accordance with the terms and provision of this Article. Each MEMBER of ICRMP whether by initiating membership after October 1, 2013, or by renewing membership after October 1, 2013, hereby authorizes and consents to delivery of documents between itself and ICRMP by electronic means in accordance with provisions of Idaho Code §41-1851 or its successor unless it provides written notice to ICRMP that it declines to accept delivery of documents by electronic means.
- (8) Warranty of Eligibility – Each MEMBER authorizing participation in ICRMP by approval of this Agreement and execution by an authorized official hereby warrants that it is a political subdivision of the state of Idaho as defined by the Idaho Tort Claims Act and thereby eligible to be a MEMBER of ICRMP. By such warranty each MEMBER consents to its immediate separation from ICRMP participation upon discovery that it is not a qualifying political subdivision. Each MEMBER also agrees that it will indemnify ICRMP for any loss ICRMP may suffer by virtue of the inapplicability of privileges and immunities otherwise available to political subdivisions of the state of Idaho by virtue of the mischaracterization of any MEMBER as a qualified Idaho political subdivision.
- (9) Procedural standards established within this JPA shall serve functions frequently fulfilled by organizational by-laws. Other procedural requirements may be established by applicable state law. Additionally, nothing contained in this JPA shall prohibit the ICRMP Board of Trustees from adopting procedural standards or guidelines for the conduct of Board business or from authorizing administrative policies to guide ICRMP's internal affairs.

ARTICLE XXIV. EXECUTION AND ATTEST.

In Witness hereof, this Agreement is executed on the ____ day of _____ 20 ____, by the undersigned who are duly authorized officer(s) of the Political Subdivision indicated below and by the Idaho Counties Risk Management Program, Underwriters (ICRMP), pursuant to action taken by the Governing Board of the MEMBER on the ____ day of _____ 20 ____ or by payment of the required member contribution. Such payment of Member contribution, execution upon this Agreement or upon execution of a prior counterpart accompanied by continuing renewal shall constitute agreement by the POLITICAL SUBDIVISION to the terms and conditions of membership in ICRMP until proper written notice of withdrawal is provided or until a MEMBER is expelled as provided herein. An authorized signature or payment of member contribution is required for new membership. Renewal occurs annually by issuance of a policy of insurance and payment of member contribution subject to the terms of the then-current JPA proffered by the ICRMP Board of Trustees in conjunction with insurance policy terms for the succeeding policy year.

POLITICAL SUBDIVISION: _____

By: _____
CHAIRMAN OF THE BOARD, MAYOR, OR OTHER
EXPRESSLY AUTHORIZED OFFICER

Title: _____

Attest/Witness: _____
CLERK OR OTHER AUTHORIZED OFFICER

ACCEPTED FOR THE IDAHO COUNTIES RISK MANAGEMENT
PROGRAM, UNDERWRITERS (ICRMP)

By: _____
EXECUTIVE DIRECTOR

**SUN VALLEY AIR SERVICE BOARD
FY 2021 PROJECTED**

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2020 ADOPTED	FY 2021 ADOPTED	FY 2021 PROJECTED	+/-	% CHANGE
	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>ADOPTED vs PROJECTED</u>	
REVENUES									
CITY OF HAILEY 1% LOCAL OPTION TAX	93,147	92,967	106,729	100,148	96,051	34,360	102,886	68,526	199.4%
CITY OF KETCHUM 1% LOCAL OPTION TAX	1,980,091	2,077,226	2,227,612	2,823,172	2,155,589	1,500,000	1,936,971	436,971	29.1%
CITY OF SUN VALLEY 1% LOCAL OPTION TAX	602,844	678,200	756,721	745,418	645,707	598,600	589,560	(9,040)	-1.5%
INTEREST EARNINGS	687	1,314	2,477	3,818	1,000	1,040	1,300	260	25.0%
FUND BALANCE APPLIED	-	-	-	-	276,103	-	-	-	0.0%
									0.0%
TOTAL REVENUE	2,676,769	2,849,707	3,093,539	3,672,556	3,174,450	2,134,000	2,630,717	496,717	23.3%
EXPENDITURES									
CONTRACTS FOR SERVICES	3,005,750	2,568,849	2,999,500	3,758,967	3,170,000	2,129,000	2,129,000	-	0.0%
OFFICE SUPPLIES/POSTAGE	54	80	95	148	300	354	354	-	0.0%
ADVERTISING/PUBLIC NOTICES/WEBSITE	338	240	200	240	600	600	600	-	0.0%
AUDIT	995	1,100	1,100	1,100	1,100	1,100	1,100	-	0.0%
ATTORNEY FEES	-	1,225	365	1,760	1,000	1,400	1,400	-	0.0%
INSURANCE	1,201	1,349	1,443	1,546	1,450	1,546	1,546	-	0.0%
TRANSFER TO FUND BALANCE	-	-	-	-	-	-	-	-	n/a
TOTAL EXPENDITURES	3,008,338	2,572,843	3,002,703	3,763,761	3,174,450	2,134,000	2,134,000	-	0.0%
BEGINNING FUND BALANCE	446,347	114,778	391,642		482,478	194,175	194,175		
ENDING FUND BALANCE	114,778	391,642	482,478		194,175	194,175	690,892		
				194,175	-	-	-		
RESERVE FOR UNEXPECTED EXPENDITURES				(50,000)	(50,000)	(50,000)	(50,000)		
FUND BALANCE AVAILABLE				144,175	144,175	144,175	640,892		

Contract Amount for Fly Sun Valley Alliance-47% of Contract Expense Budget for maximum of \$1,000,000.

Contract Amount for Sun Valley Marketing Alliance-53% of Contract Expense Budget for maximum of \$1,129,000.

**SUN VALLEY AIR SERVICE BOARD
FY 2020 ADOPTED BUDGET**

		<u>FY 2017</u>	<u>FY 2018</u>	<u>FY 2019</u>	<u>FY 2020</u>	<u>FY 2020</u>	<u>FY 2021</u>	<u>FY 2021</u>	<u>FY 2022</u>	<u>+/-</u>	<u>% CHANGE</u>
		<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ADOPTED</u>	<u>ADOPTED</u>	<u>ESTIMATED</u>	<u>PROPOSED</u>	<u>FY 2021/2022</u>	<u>FY 2021/2022</u>
REVENUES											
CITY OF HAILEY 1% LOCAL OPTION TAX	01-3100-1000	93,147	92,967	106,729	81,251	96,051	34,360	102,886	115,000	12,114	19.7%
CITY OF KETCHUM 1% LOCAL OPTION TAX	01-3100-2000	1,980,091	2,077,226	2,227,612	2,161,877	2,155,589	1,500,000	1,936,971	1,900,000	(36,971)	-11.9%
CITY OF SUN VALLEY 1% LOCAL OPTION TAX	01-3100-3000	602,844	678,200	756,721	608,190	645,707	598,600	607,000	650,000	43,000	0.7%
INTEREST EARNINGS	01-3700-1000	687	1,314	2,477	3,818	1,000	1,040	1,300	-	(1,300)	-100.0%
FUND BALANCE APPLIED	01-3800-9000	-	-	-	-	276,103	-	-	-	-	-100.0%
TOTAL REVENUE		2,676,769	2,849,707	3,093,539	2,855,135	3,174,450	2,134,000	2,648,157	2,665,000	16,843	-16.0%
EXPENDITURES											
CONTRACTS FOR SERVICES	01-4190-4200	3,005,750	2,568,849	2,999,500	3,139,695	3,170,000	2,129,000	2,129,000	2,659,600	530,600	-16.1%
OFFICE SUPPLIES/POSTAGE	01-4910-3100	54	80	95	148	300	354	354	354	-	18.0%
ADVERTISING/PUBLIC NOTICES/WEBSITE	01-4190-4400	338	240	200	240	600	600	600	600	-	0.0%
AUDIT	01-4190-4000	995	1,100	1,100	1,100	1,100	1,100	1,100	1,100	-	0.0%
ATTORNEY FEES	01-4190-4100	-	1,225	365	1,760	1,000	1,400	1,400	1,800	400	80.0%
INSURANCE	01-4190-4600	1,201	1,349	1,443	1,546	1,450	1,546	1,546	1,546	-	6.6%
TRANSFER TO FUND BALANCE	01-4190-8800	-	-	-	-	-	-	-	-	-	n/a
TOTAL EXPENDITURES		3,008,338	2,572,843	3,002,703	3,144,489	3,174,450	2,134,000	2,134,000	2,665,000	531,000	-16.0%
BEGINNING FUND BALANCE		446,347	114,778	391,642	391,642	482,478	194,175	194,175	708,332		
ENDING FUND BALANCE		114,778	391,642	482,478	102,288	206,375	194,175	708,332	708,332		