

DECISION PAPER



December 8, 2017

General Plan Committee Membership

Issue: General Plan Committee Term Renewals & Initial Appointments

Background: Per Resolution 2008-2, Committee Policy “At its December meeting, the Board shall make the appointments/reappointments it deems appropriate and confirm the rosters of the committees, including those members entering the second year of their two-year term.”

By November 1, 2017, the committee chairperson, Michael Sullivan, submitted to the Executive Assistant, for inclusion in the November board meeting agenda and board book, a compilation of all requests received for either initial appointment or reappointment, along with the committee’s recommendation with regard to such requests. At the November 18, 2017 regular board meeting, the Board received and considered these compilations and recommendations in anticipation of acting upon them at its December 16, 2017 regular board meeting. As such, attached are the compilations of recommended membership renewals for the General Plan Committee, in addition to completed committee application forms from the rest of the current members entering the second year of their two-year term.

Membership Renewals Recommendation:

1. Michael Sullivan
2. Nan Meek

Initial Applicant Recommendation:

1. Rob McCray
2. Don Koenes
3. Courtney Murrell
4. Steve Miller

Current Members Entering Second Year of Term:

1. Michael Fajans
2. John McGregor
3. John Stubbs
4. George Rohrback
5. Jim Beckmeyer



DECISION PAPER

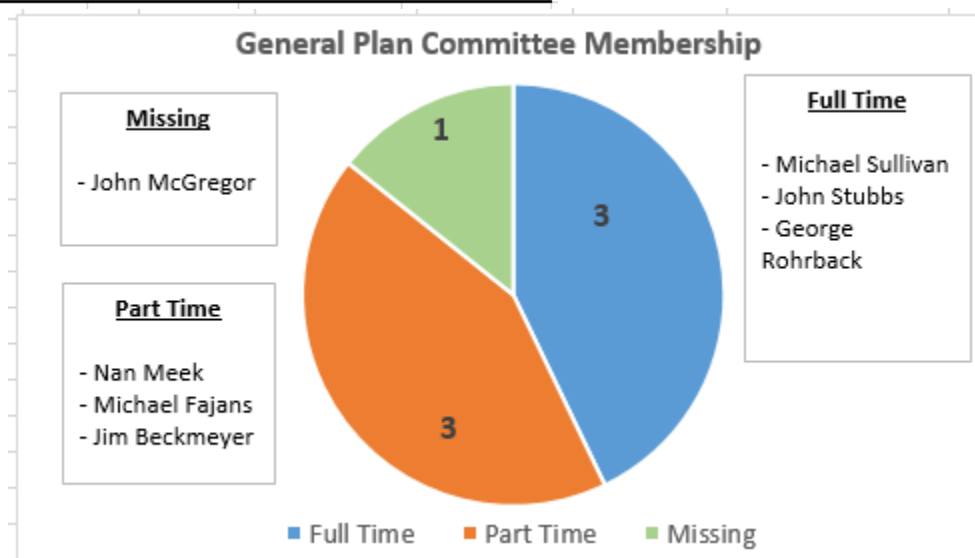


Committee Resignations:

1. Tom Johns

Committee Statistics

General Plan Committee			Full Time	Part Time	Years of Service	On a Task Force
Michael Sullivan	Chair	Jan. 2018	Yes	No	3 years	Yes
Nan Meek	Vice President	Jan. 2018	No	Yes	2.5 years	Yes
Michael Fajans	Member	Jan. 2019	No	Yes	10 years	Yes
John McGregor	Member	Jan. 2019				
John Stubbs	Member	Jan. 2019	Yes	No	10 years	Yes
George Rohrback	Member	Jan. 2019	Yes	No	5 years	Yes
Tom Johns	Member	Jan. 2018				
Jim Beckmeyer	Member	Jan. 2019	No	Yes	1 year	Yes
Board Liaison: Jeff Connors Positions: 9 Regular / Up to 2 Alternates Vacancies: 1 Regular / 2 Alternates Staff: Forrest Huisman Finance Committee Liaison: John Dundas						



DECISION PAPER



Prepared By: Michael Sullivan, Chair of the General Plan Committee, and Megan Rodman, Executive Assistant

Board Meeting Date: December 16, 2017





Tahoe Donner Association Committee Application Form

Name: <u>Michael Sullivan</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Years of Service: <u>3 years</u>	
If your term is expiring, would you like to renew your membership? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: I would like to remain on the General Plan Committee for another term.	
<i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Association Master Plan</u>	Years of Service: <u>1 year</u>





Tahoe Donner Association Committee Application Form

Name: <u>Nan Meek</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input type="checkbox"/> No
Years of Service: <u>2.5</u>	
If your term is expiring, would you like to renew your membership? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: It has been my honor and pleasure to serve as Co-Chair of the GPC, and as chair of the GPC Communications Task Force to support most of the other Task Forces with their communications plans and projects. I would like to continue contributing to Tahoe Donner by serving another term on the GPC. <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Communications, Chair</u>	Years of Service: <u>2</u>





Tahoe Donner Association Committee Application Form

Name: Robert B McCray

Committee of Interest: General Plan Committee

Current Committee Member:

Yes No

Years of Service: _____

If your term is expiring,
would you like to renew
your membership?

Yes No

New Applicant:

Yes No

Statement of Interest to renew membership:

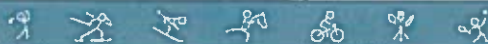
**Note: Not required if you are a new applicant.*

Current Task Force Member:

Yes No

If so, which Task Force: Downhill, Demographics

Years of Service: First Year



Robert B. McCray - Statement of Interest in TDA General Plan Committee 12/08/2017

I am a full-time resident of Tahoe Donner with my wife Janet Robinson. We purchased our home on Wolfgang Road in 2002. Our first TD home was on Alder Creek Road in 1987. After selling that home following a family move to San Diego in 1995 we had "seller's remorse" and rented properties a few times before buying our current home.

I have been a careful observer of but not participant in TD planning and governance activities for 30 years. Since moving here full time in 2016 I have become more active in TDA and the broader Truckee community. I intend to be a long-term resident of TDA and have a strong interest in preserving its fundamental character as a vibrant single family residential community with extraordinary open space and quality recreational facilities for the enjoyment of Owners and guests.

The committee is especially critical to the successful execution of strategic thinking and good planning to support the TDA mission and vision. I have relevant skills and a commitment to these tasks.

Robert B. McCray Bio

Robert B. McCray is President of the Wireless-Life Sciences Alliance (WLSA), which he co-founded in 2005, and a member of the Board of Managers and Senior Advisor to the PCH Alliance, a HIMSS operating unit. Mr. McCray also serves as a member of the Board of Trustees of Alliance Healthcare Foundation where he is past Board Chair and current Chair of the Invest Up Committee. Mr. McCray is a member of the Board of Directors of Midmark Corporation where he serves as Chair of the Governance Committee.

Mr. McCray's work focuses on the qualification and adoption of advanced technology and efficient consumer friendly business models by the life sciences and health/wellness sectors. WLSA was the first association to focus exclusively on the convergence of communications technology and the life sciences. These operations are now a component of PCH Alliance which operates internationally. His principal current project is Open Outcomes Based Regulation, a regulatory reform initiative to enable the use of real world evidence to streamline the validation and approval of

medical devices and drugs and enable the dynamic improvement of software and knowledge based medical products.

Previously, Mr. McCray served as Managing Partner of Triple Tree, LLC, a merchant bank focused on the healthcare sector; Chairman, President and CEO of HealthCap, Inc., a venture capital-backed physician practice management company; as President, COO and early investor in Digital On-Demand, Inc., a technology company operating the ReDotNet music distribution system in major retail chains; as Managing Director of Caremark Physician Resources, a division of Baxter; and co-founder and Chairman of OnCall Medicine, Inc., a medical house calls company. Prior to his business career, Rob practiced healthcare regulatory and transactional law for 15 years and created a focused inter-disciplinary healthcare law firm and consultancy with a national client base.

Some previous appointments include: Chairman of the Sacramento (County) Environmental Commission; Chairman of the Sacramento City Toxic Substances Commission; President of the Environmental Council of Sacramento; board member of the American Lung Association – Sacramento Emigrant Trails

Mr. McCray holds a Bachelor of Science Degree from the University of California, San Diego and a Juris Doctor degree from the University of California, Davis School of Law.



Tahoe Donner Association Committee Application Form

Name: Don Koenes

Committee of Interest: General Plan Committee

Current Committee Member:

Yes No

Years of Service: _____

If your term is expiring,
would you like to renew
your membership?

Yes No

New Applicant:

Yes No

Statement of Interest to renew membership:

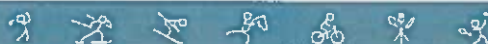
**Note: Not required if you are a new applicant.*

Current Task Force Member:

Yes No

If so, which Task Force: GPC-Communications, GPC-Demographics

Years of Service: 1



DON KOENES

Sacramento & Reno-Tahoe Areas
donkoenes@comcast.net • 916.765.6916
linkedin.com/in/donkoenes

High energy, results-driven, cross-functional executive with a proven ability to deliver growth, financial return and superior customer service. Plan, develop and execute on business objectives. Operational excellence. Mentor, trainer, leader, doer. Sound ability to develop, implement, maintain, and improve systems that drive revenue growth, optimize operations and enhance service delivery. 20+ years HOA Board experience.

Skilled at setting, communicating and achieving objectives. Well accomplished in budgeting and long range financial planning, tying strategy, tactics, operations and finance. Excellent communicator; especially effective in sensitive situations. Well versed in negotiations, contracting, and contract compliance. Accomplished in problem resolution, including contentious situations, with emphasis on problem prevention.

Achieve results leading teams, working cross-functionally internally and externally, with clear communications, removing obstacles, improving systems and executing on strategy.

Areas of Expertise:

- Executive Leadership
 - P&L Responsibility
 - Growth Strategy
 - Strategic Sales
 - Integrated Planning
 - Board & Investor Relations
 - Performance Optimization
 - Master Communicator
 - Team Builder & Team Leader
 - Training & Development
 - Creative Problem Solving
 - Change Management
 - Compliance
 - Project Management
 - Metrics & Analysis
 - Partner & Vendor Relations
 - Contract negotiations
 - Contract administration
-

HOA EXPERIENCE

WELLINGTON OWNERS ASSOCIATION – ROSEVILLE, CA Board member: 1992-present
Resident since 1989, board member since 1992. 106 members. Currently CFO; prior positions: President, 1st Vice-President; Board member at large. Lead in vendor contract reviews, CC&R interpretations and enforcement, member communications, liaison with legal counsel, and financial matters (budget, reserves).

JR COMMUNITY OWNERS ASSOCIATION - ROSEVILLE, CA Board member: 2017-present
Master Association delivering services common to multiple residential and commercial sub-associations. Board member at-large. Invited to join the Board following positive experience in (i) resolving contentious situation with the Wellington Owners Association (ii) resolving budget issue impacting member assessments.

TAHOE DONNER ASSOCIATION – TRUCKEE, CA Resident: 2006-present
Member, Communications Task Force of the General Plan Committee. Tahoe Donner has 6400+ units / 25,000+ members. Operating amenities including restaurants (3), downhill and cross-country ski areas, pools (3), golf course, tennis courts, equestrian center, marina, and recreation center.

EXECUTIVE EXPERIENCE

EXECUTIVE ADVISOR – SACRAMENTO, CA 2016-present

Independent consultant offering business advisory, financial planning and analysis, and communications services. Focus on organizational transition and growth connecting strategy, finance and operations...

- ◆ Redesigned detailed financial model for recurring revenue business to address both budgeting and long term planning, covering multiple branch operations..
- ◆ Advised on controversial and sensitive business situations, authoring key communication documents.
- ◆ Overhauled positioning for a technology startup company, addressing both investor and marketing communications.
- ◆ Developed OKRs for two organizations in transition, delivering focus and creating growth momentum.

ALIGHT – San Francisco, CA

Joined Alight, a financial planning and optimization software and services company, at early startup stage. Leader in growing and scaling the organization and increasing revenue opportunities. Established sales, professional services and product management functions. Spearheaded customer service. Integral to increasing average deal size 1000x during tenure, and advancing product to move from SMB market to multi-billion dollar-enterprise deployments as a subscription product. Global sales and service.

Vice President, Product Management (2013-2015)

Developed and directed product management function for SaaS applications. Drove product design, product marketing, acceptance testing, documentation, customer training, releases, and technical support. Collaborated with engineering on quality assurance, with professional services for customer onboarding, and with sales on value proposition. Responsible for staff, partner and customer training.

Vice President, Professional Services (2008-2013)

Established Alight's professional services division. Executive oversight of all client interactions and responsible for all customer engagement. Developed and implemented associated business systems. Responsible for talent management, including recruiting, training and managing remote staff. Sales closer on key deals. Responsible for customer lifecycle management, client satisfaction and client retention.

Vice President, Sales and Marketing (2006-2008)

Conceived and implemented direct sales program encompassing pipeline management procedures, quote and agreement documents, account management, customer retention/cultivation strategies, and consultative sales techniques. Developed and made sales presentations. Developed, documented, implemented and scaled all associated operations processes, Negotiated vendor contracts as well as sales contracts.

Key Achievements:

- ◆ Successful product launch to a \$14B publicly traded financial services company (VP Product Management).
- ◆ Recruited, trained, and mentored staff to manage global client growth from 100 to 300 in over 30 industries.(VP Professional Services)
- ◆ Enhanced value proposition to raise average deal size from \$295 (at hire) to \$2950 (10x, VP Sales & Marketing) to \$29,500 (10x, VP Professional Services) to \$295,000 (10x,VP Product Management).
- ◆ Oversaw development of 300 financial models, including 100+ directly, in over 30 industries.
- ◆ Developed a detailed operational planning model (staffing, maintenance, performance metrics, etc.) and corresponding financial requirements and financial results for the Swan and Dolphin Hotels, Disney World, FL (hospitality industry).

PRIVSEC, INC. – Sacramento, CA

Vice President (2005-2006)

Executive adviser to healthcare technology startup company in the development and marketing of web-based administrative and management applications designed to implement automated and secure HIPAA compliance monitoring procedures. Advised on product, sales, marketing and finance.

CVV ACCELERATOR / CAPITAL VALLEY VENTURES – El Dorado Hills, CA

Co-Founder/Vice President, Business Development (2001-2005)

Advised start-ups and turnarounds. Developed venture-capital-due-diligence-ready business plans and financial models. Provided subject matter expertise on marketing, pricing strategies, monetizing and commercializing product ideas. Formulated investor communications. Filled interim management roles. For CVV, sold these services to prospects, and, as co-founder, collaborated on setup of business systems.

Key Achievements:

- ◆ Key role in multi-million dollar funding initiatives for Varatouch (\$5M), CompasSoft (\$4.5M), plus stealth and other clients pursuing growth through venture, angel, and organic funding.

PRIMESIGHT – San Francisco, CA

Vice President, Sales and Marketing / Acting COO (1997-1999)

Developed, implemented and directed all sales, marketing, and network development related activities for this pure healthcare startup including, but not limited to, strategic partner relations, negotiations and contracting, marketing, and sales of the specialty health care network to insurance providers. Highly regulated environment. Co-wrote compliance standards with physician leadership. Well-traveled sales executive, pushing prospects through the sales pipeline and closing deals.

Key Achievements:

- ◆ Partnered with third-party actuaries to develop risk-based provider reimbursement methodologies.
 - ◆ Developed specialty carve-out inclusive of medical protocols, capitation, claims interface, provider communications, scope of services, benchmarking and reporting; lead on all related systems development, increasing annual revenue prospects 100-fold.
 - ◆ Closed three Medicare carve-out contracts with Blues Cross and Blue Shield plans plus six provider network sub-contracts in first six months of go-to-market.
-

EDUCATION & COMMUNITY

Master of Business Administration, Marketing

DRAKE UNIVERSITY – Des Moines, IA

Beta Gamma Sigma business honors society

Bachelor of Arts, Systems Management

CENTRAL COLLEGE – Pella, IA

cum laude

Other Skills & Personal Attributes

- | | |
|--|---|
| <ul style="list-style-type: none">• Financial Statements & financial operations• Understand complex documents• Clear and concise communications• Data collection / Data analysis• Business controls / Internal controls• Business administration & management• Audit processes• Personal integrity• Accountability | <ul style="list-style-type: none">• Positive• Motivational• Patient yet Persistent• Persuasive• Creative• Innovative• Continuous improvement• Life-long learner• Technology savvy |
|--|---|

Other Community Involvement

ROSEVILLE CHAMBER OF COMMERCE, PAST PRESIDENT

CITY OF ROSEVILLE, CHARTER REVIEW COMMISSION, COMMISSIONER (PAST)

ROSEVILLE CRIME STOPPERS, FOUNDING BOARD MEMBER AND TREASURER (PAST)

ECONOMIC DEVELOPMENT INITIATIVES

LEGISLATIVE ADVOCACY (LOCAL, STATE, FEDERAL)



Tahoe Donner Association Committee Application Form

Name: Courtney Murrell

Committee of Interest: General Plan Committee

Current Committee Member:

Yes No

Years of Service: _____

If your term is expiring,
would you like to renew
your membership?

Yes No

New Applicant:

Yes No

Statement of Interest to renew membership:

Please see attached.

**Note: Not required if you are a new applicant.*

Current Task Force Member:

Yes No

If so, which Task Force: Trout Creek

Years of Service: 2 years



Statement of Courtney Murrell:

I, Courtney Murrell, want to be a regular member of the General Plan Committee. Aside from being a board member from 2013-2016, I was involved in and a cheerleader for the Snowmaking effort and helped bring that project to fruition within 2 years. I am currently on the TCRC Task Force and the DSR task force, with both projects gaining momentum and moving forward. I also help Nan Meek with communication efforts for the GPC and participate in that task force as well. Additionally, my father was co-chair of this Committee and I listened to and discussed TDA capital improvements with him since the late-2000s. I think the passion I have for the Association, personal energy, past board experience, membership interaction, knowledge of the amenities and capital projects, ability to make teamwork fun, and drive to get things done will be an asset to the Committee. I hope the voting members will agree!

Thank you!

~Courtney Murrell

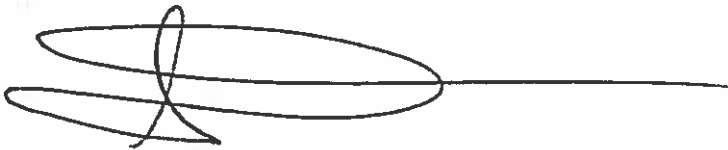
Stephen M. Miller (Steve)

Unit6, #314

I am formally requesting the opportunity to officially rejoin the Tahoe Donner General Planning Committee. In 2009 I served on the GPC trails subcommittee and served as a full member of the Committee in 2010/11. I relinquished my Committee membership when I was elected to the TD Board of Directors in June 2011. Additionally, I have served as Board liaison to both the GPC and Finance Committees. I believe my experience with the ongoing projects, the financial implications, and my understanding of the process created and outlined in the Association Master Plan give me the tools to rapidly become an asset. I look forward to contributing my services to help insure that Tahoe Donner continues to live up to the standards set by our vision statement.

In addition to the above my, my qualification for inclusion on the committee is comprised of 34 years working in the financial services industry as a portfolio manager whose duties included analyzing corporate securities for possible investment. Upon retirement in Oct. 2014 my title was: Senior Vice President, PIM Portfolio Manager, Wells Fargo Securities.

Thank you for considering my application,

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal line extending to the right.

Steve



Tahoe Donner Association Committee Application Form

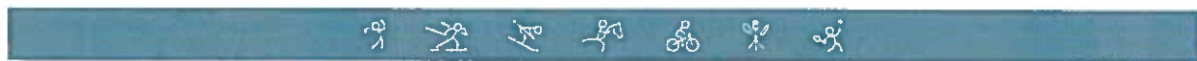
Name: <u>Michael Fajans</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Years of Service: <u>10 years</u>	
If your term is expiring, would you like to renew your membership? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Employee Housing/ Mailboxes</u>	Years of Service: <u>1 year</u>





Tahoe Donner Association Committee Application Form

Name: <u>George Rohrback</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Years of Service: <u>5 years</u>	
If your term is expiring, would you like to renew your membership? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Downhill/Mailbox</u>	Years of Service: <u>1 year</u>





Tahoe Donner Association Committee Application Form

Name: <u>John Stubbs</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Years of Service: <u>10 years</u>	
If your term is expiring, would you like to renew your membership? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Trout Creek</u>	Years of Service: <u>2 years</u>





Tahoe Donner Association Committee Application Form

Name: <u>Jim Beckmeyer</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input type="checkbox"/> No
Years of Service: <u>1</u>	
If your term is expiring, would you like to renew your membership? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Statement of Interest to renew membership: <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Downhill Ski, Demographics</u>	Years of Service: <u>10 mos, 1 mo</u>





Tahoe Donner Association Committee Application Form

Name: <u>B Thomas Johns</u>	
Committee of Interest: <u>General Plan Committee</u>	
Current Committee Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	New Applicant: <input type="checkbox"/> Yes <input type="checkbox"/> No
Years of Service: <u>2 years</u>	
If your term is expiring, would you like to renew your membership? <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Statement of Interest to renew membership: <i>*Note: Not required if you are a new applicant.</i>	
Current Task Force Member: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If so, which Task Force: <u>Banquet Tent</u>	Years of Service: <u>1 year</u>



Per Resolution 2008-2, Committee Policy, please read the following:

1. Generally, committees will function to assist the Board by preparing policy alternatives and their implications for Board consideration.
2. Committees may not speak or act for the Board except when formally given such authority for specific and time-limiting purposes. Expectations and authority will be carefully stated in order to not conflict with authority delegated to the General Manager.
3. In light of the Association's management structure, committees shall not exercise authority over staff. While committees may offer advice regarding matters within their charge, actions within the purview of the authority delegated to the General Manager shall never require the prior approval of any committee.
4. Other than when the Board finds an exception appropriate, committee members shall be appointed for a finite term of two years (subject to reappointment) with said terms being staggered where practicable in order to promote continuity within the committee; unless no other committee members are willing to assume the duties of the chair, committee members may only serve as a committee's chairperson for a period of one continuous year; co-owners of a property and/or spouses shall not be eligible to serve simultaneously on the same committee; and immediate family members of current Board members shall not be eligible to serve on standing committees.
5. By November 1 of each year, it shall be the responsibility of each committee chairperson to submit to the Executive Assistant, for inclusion in the November board meeting agenda, a compilation of all requests received for either initial appointment or reappointment, along with the committee's recommendation with regard to such requests. At its November meeting, the Board shall receive and consider these compilations and recommendation in anticipation of acting upon them at its December meeting.
6. At its December meeting, the Board shall make the appointments/reappointments it deems appropriate and confirm the rosters of the committees, including those members entering the second year of their two-year term. The committees shall also submit for consideration at the December Board meeting an agenda of proposed activities for the year.
7. At their January meetings or as soon thereafter as is practicable, the committees shall establish their meeting calendars and elect their respective chairpersons for the upcoming year. Should no members wish to assume the duties of the chair, and the current chair is willing to continue in that role, the current chair may continue in that capacity for the New Year subject to Board approval. In preparation for the January Board meeting, the committee chairs shall submit a report to the Executive Assistant indicating meeting calendars and elected chairs. At its January meeting, the Board shall consider approval of the committees' activity agendas.

Accepted and Dated: December 20, 2008

