

# MICHAEL SULLIVAN

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It's been 36 years since I bought my family vacation home in Tahoe Donner. Today, I'm no longer running around that little house trying to keep up with my two young boys on weekends and holidays. Instead, I'm trying to keep up with my grandchildren, and that house has become my full-time home.

Like my General Plan Committee (GPC) colleague, Nan Meek, I am running for the Board to make sure Tahoe Donner moves forward in a positive direction with trustworthy, solution-oriented directors who: 1) know how Tahoe Donner works, 2) care what members think, 3) respect volunteer committees, 4) work effectively with management, 5) invest responsibly in amenities for our members, 6) minimize dues and avoid special assessments, 7) ensure fair rules and fair amenity prices, 8) sustain leading service levels, 9) protect owner rights, and 10) provide excellent member value and enjoyment.

## Prepared – Visionary – Effective

**Prepared:** In the first phase of my career as a scientist, I learned to rely on facts and logic to solve problems. In the second phase in sales, I learned to listen and empathize. In the third as a finance executive, I learned how corporate money flows. And as a senior manager and CEO I applied all these skills to improving organizations through a Total Quality Management approach that harnessed the insight of every employee. I was even recruited to the Board of Directors of Goodwill International, a non-profit with revenues over \$3 billion for which I also served a term as treasurer. **I will put my knowledge and experience to work for you.**

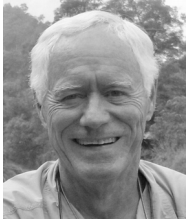
**Visionary:** Still a scientist at heart, I ask questions, test assumptions, and go where the facts lead me. After watching my 4 and 6-year old grandsons struggle during their lessons at the ski hill because of inadequate snow coverage, I questioned why we didn't have snowmaking. Many assumed it wasn't feasible, but I wanted to know the facts. With the GPC's blessing, I formed a committee to look into it. After two years of research, we concluded that snowmaking was feasible, would improve member enjoyment, and would prevent significant revenue shortfalls by ensuring the ski hill can open during peak demand holidays and weekends. **By prudently investing in innovation today, we ensure Tahoe Donner a flourishing tomorrow.**

**Effective:** After the success with snowmaking, I joined the GPC, and for the last two years my peers on the committee have elected me chair. Under my leadership, the GPC wrote the Association Master Plan, worked to renovate and expand Trout Creek Recreation Center, improved member communications, and developed a new Capital Projects Process that requires extensive analysis, member input, and several Board reviews before major capital spending can occur. To ensure that our amenities always meet member needs and make members proud, the GPC has also begun writing amenity master plans to provide strategic guidance for future amenity upkeep and upgrades. **I know how to make Tahoe Donner work for all of us.**

"Tahoe Donner needs leaders like Nan Meek and Michael Sullivan. They understand this community's needs, and have the experience to know how Tahoe Donner works. They are open minded, thoughtful, and responsible. Both will work toward consensus in the best interest of the association. Nan and Michael have my confidence and my votes."

– **Corey Leibow: Tahoe Donner Finance Committee, Chair**

This endorsement does not represent the views or opinions of Tahoe Donner or any official Tahoe Donner groups or bodies.



## MICHAEL SULLIVAN

***People – Planet – Prosperity***

### ***Tahoe Donner Vision Statement***

Tahoe Donner is a vibrant mountain community, providing attractive and well-maintained facilities, events, programs, and leading customer service, to its members, guests and public, all while maintaining accessible and healthy natural surroundings.

At Goodwill we believed our businesses and our values should support each other synergistically. So we used a concept called the Triple Bottom Line to measure our success and to plan for our future. Because our association's business should support the values embodied in our Vision Statement, I propose a "People, Planet, Prosperity" Triple Bottom Line for Tahoe Donner.

**People:** Tahoe Donner is a community of neighbors, and being neighborly means treating each other the right way. That's why the rules we adopt to preserve Tahoe Donner's quality of life must be fair and equitably applied. It's also why we need to be responsive to our changing community and its growing needs. Tahoe Donner has doubled in size over the last 25 years to more than 25,000 members, but we have not always made the improvements needed to accommodate these new neighbors. As a result, some amenities are undersized and overcrowded. The right approach for addressing crowding will vary by amenity and be guided by data and practical considerations, including usage analysis. **It's all about member enjoyment.**

**Planet:** Tahoe Donner is among the largest landowners in the region. This is a point of pride for our outdoor recreation-loving community, but our enjoyment of our open space includes an equal demand for ecological responsibility that builds on our success enhancing forest health and preparing for fire safety. And we must also prepare for the challenges we can expect this planet to pose in the future. Our continuing investments in snowmaking provide an insurance policy against the recreational and financial risks posed by inconsistent snowfall. However, we must also plan four-season uses for our amenities to sustain this community no matter what climatic challenges it faces. **We too must think globally and act locally.**

**Prosperity:** To provide our association with the resources and agility it needs to keep pace with our evolving community, we must maintain our current financial strength, adequately fund the reserve and development funds, efficiently control costs, and plan for continued investments in the maintenance and improvement of our amenities. We must also always remember that the association's prosperity is your prosperity. That means: **1) careful financial planning to minimize dues, 2) protecting the owner rights that give many members the financial flexibility to own property here, and 3) providing members with great amenities and great service at a great price. As a mutual-benefit corporation, Tahoe Donner's prosperity must also be your prosperity.**

Leadership means preparing a community for its future by uniting it around a shared vision based in its common values and mutual interests. By attending to the Triple Bottom Line, we will strengthen our community by focusing on our common vision, values, and interests. That's the positive, proactive, and productive leadership I will deliver for you on Tahoe Donner's Board of Directors.

*I respectfully ask for your vote. Together, we can move Tahoe Donner forward.*

Read more at my website: [MichaelSullivan.win](http://MichaelSullivan.win)  
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