

**Tigers East/Alpines East  
Board of Directors Video Conference  
June 20, 2020**

**SUNI Profit/Cost Sharing**

# Agenda

- Purpose of the Meeting
- SUNI Survey Results
- Profit Sharing
- Loss Sharing
- Discussion
- Vote

# SUNI SURVEY RESULTS

## SURVEY

6/3/20

		Yes	Likely	Maybe	Prob not	No	<i>responses</i>
N=	309	100%	75%	50%	25%	0%	<i>by club</i>
	<b>CAT</b>	6	16	10	9	10	51
	<b>CATO</b>	1	4	4	0	1	10
	<b>PTC</b>	1	2	2	4	0	9
	<b>SACOA</b>	3	22	18	10	14	67
	<b>STOA</b>	3	5	11	9	9	37
	<b>TEAE</b>	30	37	18	22	17	124
	no club stated		3	4	4	2	13
	<b><u>totals</u></b>	<b><u>44</u></b>	<b><u>89</u></b>	<b><u>67</u></b>	<b><u>58</u></b>	<b><u>53</u></b>	

# Profit Sharing

- SUNI fund covers all up-front payments, deposits and event expenses and is reimbursed from event income
- Any remaining profit is divided among the participating clubs according to number of **attendees** from each club.
- Based on survey results TEAE could potentially receive 40-50% of any profits

# Loss Sharing

- Two potential types of loss:
  - Operating expenses: food and beverage, tours, travel for VIP guests, autocross, event administration.
  - Penalty for unused rooms short of required number

# Loss Sharing

- Operational Losses: Covered entirely from the SUNI Fund.
- Room Attrition Penalty:
  - 100 rooms (500 room nights) Blocked (5 day event)
  - 75 rooms (375 room nights) guaranteed.
  - Room night cost \$109
- Sharing Room Attrition Penalties
  - Any such losses will be shared by the participating Sunbeam clubs **based upon the size of the club** (number of paid memberships)

# Room Attrition Loss Sharing By Club

<u>Club</u>	<u>Paid Members</u>	<u>Share</u>
TE/AE	513	35%
C.A.T.	510	35%
SAOCA	148	10%
STOA	170	12%
PTC	90	6%
CATO	34	2%
Total	1465	100%

# Room Attrition Loss--Examples

- Room use falls short @ \$109/room night
  - 10 x \$109 = \$1,009
    - TEAE Share:  $\$1009 \times .35 = \$353$
  - 25 x \$109 = \$2,725
    - TEAE Share:  $\$2,725 \times .35 = \$954$
  - 50 X \$109 = \$5,450
    - TEAE Share:  $\$5,450 \times .35 = \$1,907$



# Other Factors Bearing on Decision

- Generally positive survey results indicate we should be able to reach room block requirement
- Survey results **do not include** hundreds of Sunbeam **owners not affiliated with a participating Club**. We can expect that some will attend. A few from overseas have already said they will attend.
- Cancellation of Sunbeam events in 2020 and no Uniteds in 2021 increases interest
- Option to postpone to 2022 with NO penalty mitigates risk from low turnout due to COVID-19
- CAT and PTC have already approved.
- Club can opt out but will not share any profit.