

Name TPG Representative Sara Hacker

Topic Financial

Financial Item

Finance Item TPG Corporate Partnership Update

Takeaways to help Board and Staff For the second year in a row we have exceeded our revenue goal.

General Commentary I am very proud of what we have been able to accomplish this year. Not only have we acceded the revenue goal for 22-23, but we have also continued to increase the number of our partnerships with organizations and businesses across the state. With the success and expansion of the property, TPG was able to expand our team with adding Zack Highley as my new account manager. Zack will be responsible for his own sales goal and will also have retention efforts on a list of renewal clients. This will allow me to focus on building even more new business.

The goal for this year has a 16% increase from last year. We are currently in good shape, and I feel confident we will reach our goal before the end of December. Our strategy with multi-year deals have helped us get in this position. We are currently at 61% to our 23-24 goal.