

<b>Name</b>	TPG Representative Sara Hacker
<b>Topic</b>	Financial
<b>Financial Item</b>	
<b>Finance Item</b>	Teall Properties Group Update
<b>Takeaways to help Board and Staff</b>	<p>We're on great track to hit goal for the 23-24 year by the end of December.</p>
<b>General Commentary</b>	<p>Our team has continued to meet with new businesses and organizations all Summer. This Fall we're focused on strengthening our renewals and adding new business. Collectively, Zack and I are averaging 10 meetings a week. This consists of partnership cultivation, fact finding with prospects, brainstorming engagement, and most importantly pitching proposals. We are 69% closed to goal, 73% to closed and renewal, and 96% to goal, renewal, and closed. Having a 16% increase in our goal we have stuck with our plan to succeed and we are determined to do so. We are in good shape, and I feel confident we will make it happen as we continue to hit the pavement. Another big focus we've been focused on has been showing mutual support to our partners, just like they support us. Zack and I have attended many events to continue to genuinely grow our partnerships. This has been very positive. We look forward to beginning activation here in a few weeks.</p>