

2016 NON-PROFIT STRATEGIC PLAN

Page	Table of Contents
3	Executive Summary
4	Vision & Mission
5	Organizational Overview
6	Organizational Background
7	Sustainable Recreation
8	Guiding Principles
10	Strategic Pillars
18	Organizational Capacity
22	Our Path Forward
23	Vision for Success 2012
24	Appendix One: Milestones
28	Appendix Two: Allocation Strategy
29	Appendix Three: Steps for FY2017
30	Appendix Four: Communications Strategy
31	Appendix Five: 5-Year Financial Plan

2016 NON-PROFIT STRATEGIC PLAN

Executive Summary

With outdoor recreation, arts and culture providing experiences that many of our visitors and residents alike aspire to access and enjoy, it is time to consider how our community is going to enhance and sustain these experiences in order to achieve economic sustainability and a desired quality of life.

The community of Mammoth Lakes chose to invest in its outdoor recreation, mobility and arts & culture assets not once, but twice, through the passage of special taxes, Measures R and U. Mammoth Lakes Recreation is focused on enhancing and improving our outdoor recreation, arts and culture facilities and experiences by working to leverage the special funding sources already in place and introducing new and innovative ways for sustaining these valuable assets.

The Mammoth Lakes Recreation Strategic Plan is intended to provide the framework to guide and inform future decisions about investment in our community's outdoor recreation and arts and culture assets. It defines central pillars that will serve as the foundation for identifying key projects and programs for implementation and reaffirms the guiding principles for decision-making.

As with any Strategy, this one will only be effective through collaboration and coordination among the diverse and passionate interests throughout our community. Mammoth Lakes Recreation encourages the community to continue to provide input to help keep this Strategy relevant and focused on achieving the goals outlined. Throughout the years to come we want to celebrate with you the accomplishments gained as a result of implementing the Mammoth Lakes Recreation Strategic Plan.

 $-- Danna\ Stroud,\ MLR\ Board\ Chair$

Recreation is not a secondary concern for a democracy. It is a primary concern, for the kind of recreation a people make for themselves determines the kind of people they become and the kind of society they build.

- Harry Allen Overstreet

2016 NON-PROFIT STRATEGIC PLAN

Recreation: n., refreshment of strength and spirits after work; restoration to health; from
Latin re- + creare to create anew, restore, refresh.

Vision

To transform Mammoth Lakes into a world class high-altitude training center, a premier mountain arts and culture destination, and the best alpine recreation community in the country.

Mission

To deliver cutting edge sustainable recreation, mobility and arts & culture opportunities and infrastructure for the benefit of the community and natural environment of Mammoth Lakes.

2016 NON-PROFIT STRATEGIC PLAN

Organizational Overview

Mammoth Lakes Recreation (MLR) is a California-registered 501(c)3 organization formed in 2014 to provide efficient public oversight and strategic recommendations for the leveraging and effective expenditure of municipal tax revenues derived from Measures R and U, and for the broader enhancement of opportunities and infrastructure for recreation, arts, culture and mobility in Mammoth Lakes, California.

MLR's vision grows directly out of a 2010 community collaborative document entitled Recreation Vision & Strategies (RecStrats), acknowledging the fundamental value of recreation to the town and community of Mammoth Lakes "from both a quality of life and economic sustainability perspective," and the need for a "focused effort to enhance the recreation experience."

As the strategic engine of that effort, MLR works with government leadership and private stakeholders to identify and develop cutting-edge recreation opportunities that complement our world-class natural surroundings. The shared vision of this community-inspired endeavor is to transform Mammoth Lakes into the best alpine recreation community in the country.







2016 NON-PROFIT STRATEGIC PLAN

Organizational Background

Formed in June 2014 as a California 501(c)(3) nonprofit public benefit corporation, Mammoth Lakes Recreation was conceived as an important way to enhance and build upon existing recreation assets and opportunities in Mammoth Lakes in order to achieve the vision to "be the best alpine recreation community in the country."

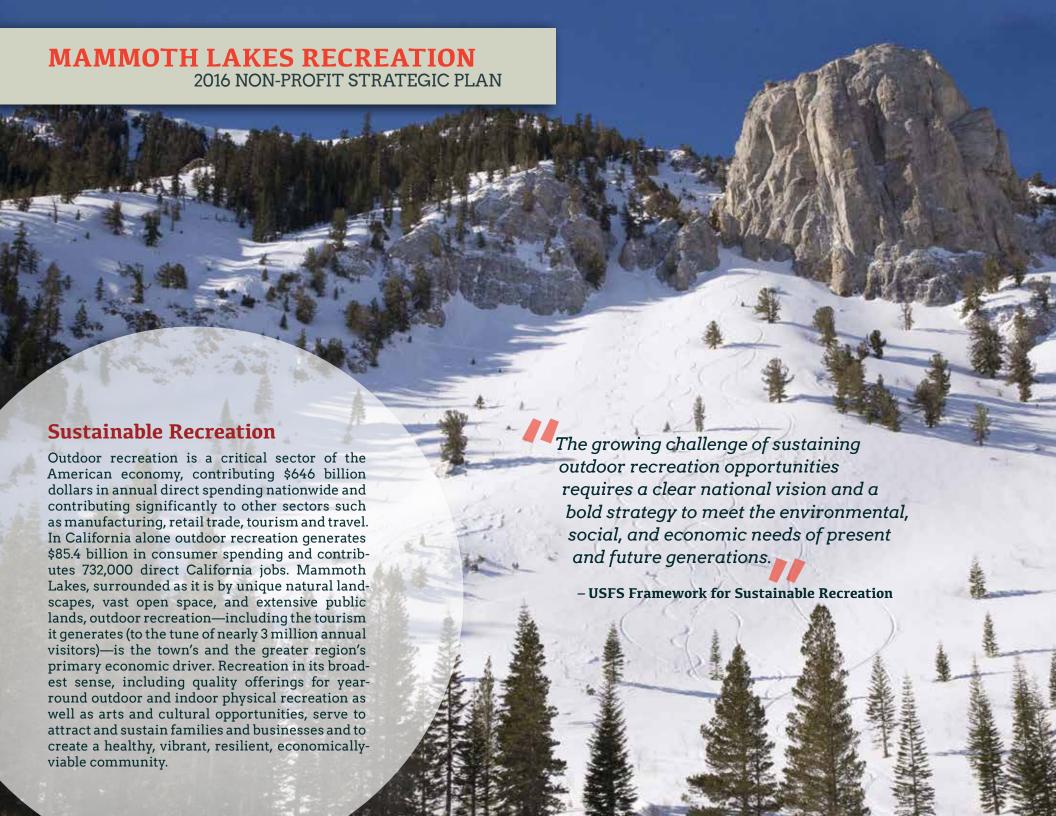
Through a series of public workshops held in the summer of 2013, the concept of MLR was vetted by a Steering Committee that developed a recommendation to preserve the Town's Municipal Recreation programs and services while moving forward with formation possibilities for MLR in an effort to augment and enhance all recreation throughout the community.

The Town Council approved the recommendation and a smaller committee was formed in the fall of 2013 to further develop MLR formation concepts that included strategies, organizational structure, funding and potential measurements to define the effectiveness and success of a new organization. In February 2014, the Town Council approved the committee's recommendation to move forward with the formation of MLR. A Formation Committee was seated to establish articles of incorporation, by-laws, contract agreement with the Town and approve the first board of directors.

The formation of MLR was intended to achieve desired community outcomes by addressing a variety of areas from community health to economic vitality.

Anticipated positive outcomes include increase in user participation in current and emerging recreation activities, strengthening the "Mammoth Lakes" brand, increase in recreation product development linked to target market segments and priorities, strategic use and leveraging of Measures R & U, and fostering awareness and support for stewardship of the region's natural resources.





2016 NON-PROFIT STRATEGIC PLAN



Guiding Principles

In pursuing its mission and goals, MLR adheres to the following four basic principles:

- 1. Quality of Life: MLR operates under the basic premise that creating and enhancing the broadest possible range of quality, sustainable recreation opportunities in and around Mammoth Lakes, California, improves the quality of life, experience, and general health and wellness of residents and visitors alike, making our community an ever better and ever more viable place to live, work, invest, and do business.
- **2. Public Benefit:** MLR works to support, develop and recommend funding for projects and programming that are accessible and available to the broadest number of community stakeholders.
- **3. Sustainability:** In order to sustain quality recreational benefits and amenities for present and future generations, MLR works to support, develop and recommend funding for projects and programming that complement the natural landscape and environment, provide year-round opportunities, and are demonstrably sustainable in the long term, economically, socially and environmentally.
- **4. Stewardship:** MLR understands recreation to be the gateway for understanding and caring for the precious landscape, public lands, and community values that underpin the economy of Mammoth Lakes, California, and the quality of life and experience for all its residents, visitors and other stakeholders.

2016 NON-PROFIT STRATEGIC PLAN

GUIDING & ENCOURAGING

MLR uses an advocacy model steered by four guiding principals, as an interlocking and overlapping approach to expanding community benefit. All four core principals work together to inspire the greatest possible innovation, sustainably, with proper outcomes oversight.



Five Steps to Cooperation:

Quality of Life – A healthy and happy community is a benefit to all, and a natural attraction for those who visit and aspire to the value it offers.

Public Benefit – Value is a concept measured by diversity of opportunity, benefiting many.

Sustainability – Without sustainability, value, benefit and quality are fleeting and short-lived.

Stewardship – Sustainability only comes through active efforts to protect resources and maintain value.

MLR Advocacy - Not simply a funding entity or gathering place of human effort; MLR is an engine of innovation designed to inform, promote, and build valuable opportunity for community stakeholders.



2016 NON-PROFIT STRATEGIC PLAN

FIVE PILLARS OF SUPPORT

Mammoth Lakes is a vibrant and growing community of common values when it comes to recreation. In order to leverage these common values into tangible outcomes, MLR bases its organizational efforts on four foundational pillars—Investment, Partnership, Entrepreneurship and Development—grouped around a fifth and central pillar of community Advocacy.



Strategic **Investment**

MLR strives to apply models of considered investment, bringing new and sustainable resources for community benefit with maximum leverage and return on investment.



Stable Partnership

As our community's chief advocate for recreational development, MLR works to build a rich portfolio of partnerships with a wealth of diverse capabilities, resources and growth potential.



Sensible Entrepreneurship

MLR seeks to evaluate and incubate new areas of innovation for community recreational benefit, economic health and vitality.



Sustainable **Development**

MLR strives to develop new and ever more sustainable ways to benefit the community of Mammoth Lakes, to improve its organizational self-sufficiency and economic leverage.

2016 NON-PROFIT STRATEGIC PLAN

Investment

MLR's outreach effort is directed at making the most effective, beneficial and strategic investments possible in the Mammoth Lakes "recreation product." To service this goal, allocations of funding, and other resources for programming and infrastructure from Measures R or U, including other unrestricted sources, are recommended or approved by the MLR board. Decision criteria is based on MLR vision, mission and guiding principles, sound due-diligence and strategic planning. Care is taken to avoid duplicating existing equally-accessible infrastructure or services; while ensuring equal access to opportunity and benefit for all socio-economic levels.

Partnership Targets:

- Relevant Government Agencies
- Non-Governmental Agencies and other nonprofits
- Municipal Committees, City Departments and Programs
- Recreational User Groups and Related Stakeholders
- Private Sector or Corporate Partners



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Partnership

MLR focuses its capacity, resources and expertise on developing and maintaining strategic and sustainable partnerships for the development of recreation opportunities and the effective mutual leveraging of capital, infrastructure and other resources.

MLR is committed to providing assistance and capacity to its partners for the development of strategic business plans, project prospectuses, timelines and budgets in order to better leverage allocations, to

A challenge in which a successful outcome is assured isn't a challenge at all.

– Jon Krakauer

help secure external funding, and to achieve successful implementation of specific projects.

As part of this strategic pillar, MLR is committed to working with a variety of partners to establish and maintain a single fund and central point of administration for the sustainable funding of and investment in strategic cultural and recreation events.

Development Options:

- Funding specific projects
- Development-focused advocacy
- Producing, hosting or co-sponsoring local events
- Developing community capital campaigns
- Strategic planning projects

Development Goals:

- Exploring crowdsourced development or funding models
- Researching and promoting new models of benefit and opportunity
- Expanding unrestricted revenue generation from events and giving campaigns
- Developing revenue and funding resources for specific recreation projects such as the proposed "Adopt-A-Trail" program for the Mammoth Lakes Trail System.

2016 NON-PROFIT STRATEGIC PLAN

Entrepreneurship

Through partners, town staff, ad-hoc committees, user groups or other stakeholders, MLR seeks to identify new recreation opportunities for Mammoth Lakes. This includes exploring existing but underdeveloped or under-funded opportunities; evaluating their viability, sustainability and public benefit, either for direct investment or other capacity support.



MLR seeks to establish and grow an endowment of unrestricted organizational funds which can be used to further grow its mission. This revenue will also further leverage to funds available through Measures R and U.

Utilizing this growing resource pool, MLR will identify potential sponsorships, grant opportunities and create strategic alliances with private-sector sources partners to secure sustainable funding.

These additional resources will fund specific projects, development-focused advocacy, or to support the broader organizational mission.





2016 NON-PROFIT STRATEGIC PLAN

CENTRAL PILLAR

Of all the functions of community organizations, Advocacy is one of the most critical. By focusing on communications, consensus, and building relationships; this pillar describes MLR's role of listening to the community, sharing its views with stakeholders in a variety of formats, and fueling ongoing development of shared benefit for all.



Passionate Advocacy

MLR Advocacy Model:

Initiatives

Creating & managing new projects; informing areas of valuable benefit

Outcomes

Monitoring outcomes of projects; measuring and quantifying their value & efficacy

Publishing

Packaging research & innovation to share with community stakeholders

Monitoring

Observing policy evolution and resource allocation; building stakeholder consensus

<u>Awareness</u>

Maintaining an understanding of shared community needs & goals for growth

Consulting

Aiding and sharing in the development of change models with various stakeholders

Strategy

Monitoring innovation & helping to manage development loads with solution models

Research_

Monitoring areas of available innovation pursuant to community goals

2016 NON-PROFIT STRATEGIC PLAN

Advocacy

Contained within a discrete, four square-mile urban boundary, the Town of Mammoth Lakes, the highest-altitude municipality in California, is surrounded by many hundreds of thousands of acres of protected public lands. The great majority of these lands—including forests, lakes, streams, meadows, high Alpine peaks, designated wilderness areas, open sage-brush steppes, hundreds of miles of soft-surface trails and roads, a broad variety of ecosystems and wildlife, and a range of volcanic, geothermal and other unique geological features—are managed by the US Forest Service (Inyo National Forest).

Other land and resource management agencies in the region include the US Park Service, the Bureau of Land Management, the Los Angeles Department of Water and Power (LADWP), the State of California, Mono and Inyo Counties, and other entities. The largest commercial permit holder on the Inyo National Forest is the Mammoth Mountain Ski Area, which sees well over a million annual skier and mountain biker visits on land and facilities that can only be accessed through the Town of Mammoth Lakes.

Mammoth Lakes serves as a unique and historic gateway to these public lands, and to the broad range of recreation opportunities they provide both for residents and for the nearly 3 million visitors who come to recreate here every year. As such, Mammoth Lakes

RECREATION ADVOCACY STATS:

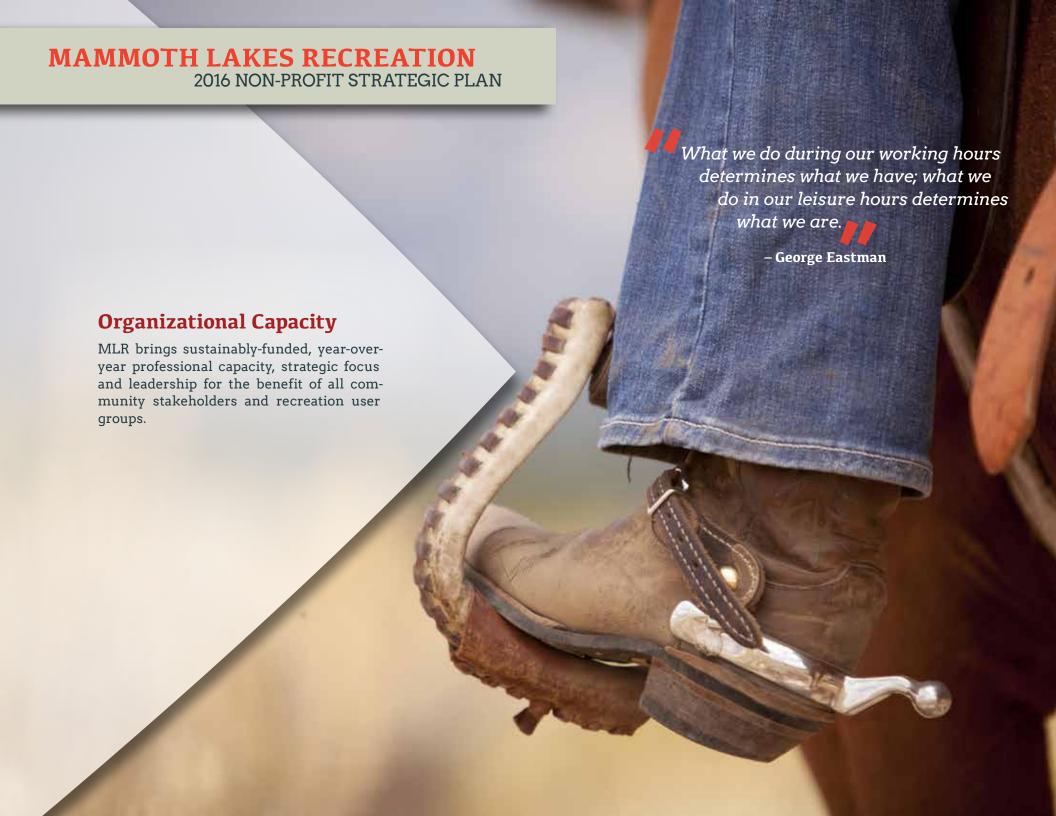
- \$646 billion: consumer spending nationwide
- 6.1 million: direct jobs nationwide
- \$85.4 billion: consumer spending in California
- 732,000: direct California jobs
- 3 million +: annual visitors to Mammoth Lakes
- 2.3 million +: annual skier/snowboarder/mountain biker visits to Mammoth Mountain
- 18 million +: people living within
 5-hour drive of Mammoth Lakes
- 4: square miles Mammoth Lakes urban area
- 2 million: acres in Inyo National Forest
- 94: percent land publicly-owned in Mono County

2016 NON-PROFIT STRATEGIC PLAN



depends on these public lands both for the quality of life of its residents, the quality of experience for its visitors, and by extension its economic viability. MLR is therefore committed, as part of its core mission, to work directly with land and resource management agencies, national and regional policymakers, the Town of Mammoth Lakes, and other relevant entities, to identify and engage with national recreation trends and industry leaders to position Mammoth Lakes as a model sustainable-recreation community, and to advocate rigorously on behalf of its stakeholders and visitors for:

- Improved access to the broadest possible range of sustainable outdoor recreation, cultural and interpretive opportunities
- Improved infrastructure and recreational amenities
- Improved community-based stewardship of infrastructure and resources
- Minimization of conflict between user groups
- Minimization of impact on natural environment and resources
- · Watershed and viewshed protection
- Recreation education, ethics and safety
- Health, wellness and other community benefits of recreation
- Mitigation of and adaptation to climate change and other long-range environmental impacts



2016 NON-PROFIT STRATEGIC PLAN







OPERATIONS CAPACITY

Executive Director: MLR is run by a full-time paid Executive Director, who serves as the organization's chief financial and administrative officer, reporting directly to and working in close collaboration with MLR's Board of Directors to fulfill the organization's non-profit mission. Executive Director is MLR's key management leader and is responsible for overseeing MLR's operations, administration, staff and volunteers, short- and long-term strategic planning of recreation opportunities and infrastructure, funding recommendations, project implementation, as well as financial planning, leveraging of funds and business development. Other primary duties, working with key members of the Board of Directors, include fundraising, marketing, community outreach and public relations.

Executive Assistant: Assisting the Executive Director in performing these duties is a full-time paid Executive Assistant.

Mammoth Lakes Trail Coordinator: MLR, its Executive Director, and the Mammoth Trails Committee also work closely with the full-time Town of Mammoth Lakes Trails Coordinator, and have recommended ongoing municipal funding for that position.

Contractors: As necessary MLR also relies on a variety of outside contractors, including individuals and non-profit partners such as Friends of the Inyo and MLTPA, for professional services, consulting, and project management support.

2016 NON-PROFIT STRATEGIC PLAN

Board & Committees: MLR is governed by a board of nine volunteer directors, including one appointee from Town Council and one from the board of Mammoth Lakes Tourism (MLT). Terms expire every two years, with four terms expiring in even years and three in odd years. The two appointed positions do not expire while the appointee has status with the appointing organization. Board-appointed MLR committees include those charged with overseeing Allocations, Board Nominations, Communications & Fundraising, the Mammoth Trails Committee, and Financial Reconciliation.

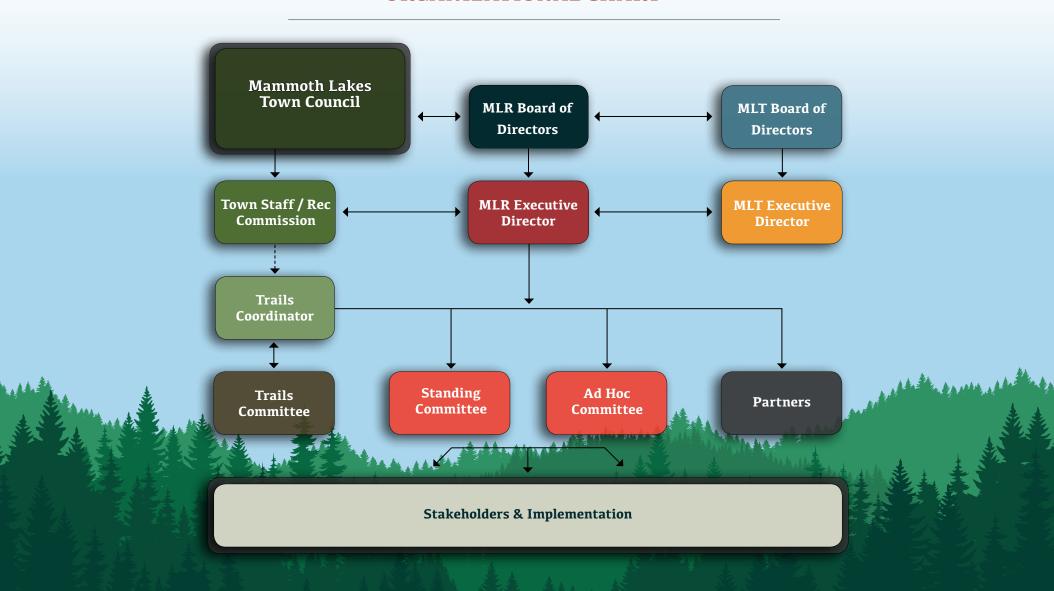
Ad-hoc Committees: Temporary Ad-hoc Committees may be formed by the MLR board for specific tasks, such as the study and development of specific partnerships and projects for future consideration and support by MLR.

Volunteers: MLR recognizes the need to cultivate and utilize a broad pool of community volunteers for stewardship and other project needs.



2016 NON-PROFIT STRATEGIC PLAN

ORGANIZATIONAL CHART





2016 NON-PROFIT STRATEGIC PLAN



Vision of Success in 2021

- Robust cost-share partnership program ongoing for extensive trails maintenance and stewardship of Mammoth Lakes Trails System
- Official USOC designation and support for Mammoth Lakes as Regional High-Altitude Training Center
- Fully operational, programmed and sustainable high-altitude track and field facility at Whitmore
- Centralized, streamlined, strategic and robust Events Funding grants system
- Fully operational, programmed and sustainable Olympic-size community ice rink

- Fully operational, programmed and sustainable community center with meeting space for 150-200 people
- Fully operational, programmed and sustainable community inclusive playground
- Grand opening of a fully operational, programmed and sustainable indoor performing arts center with seating for 300 people (MACC)
- Fully operational, programmed and sustainable
 Outdoor Events Venue for 10k-15k people
- Design and capital investment phase underway for Olympic-size community aquatic facility

Project Milestones (JULY 2016)

Organizational Development

Adopt a long term strategic plan for MLR that is accepted by the TOML

Facilitate the development of a town allocation strategy for special events

Recruit board members that have expertise to support the growth of the organization

Engage in focused and facilitated strategic planning effort for the next five years (2021-2026)

Milestone

July 2016

September 2016

Oct. - Annually

July 2020

Development & Fundraising

Develop a robust and dynamic Customer Relationship Management System

Explore private / public partnerships and identify potential projects

Raise \$50,000 to support the organization

Facilitate the development of a multi-jurisdictional economic development plan

Contract for projects that will generate unrestricted funds for the organization

Milestone

July 2016

August 2016

December 2016

June 2017

July 2017

Mammoth Creek Park West

Develop Project Prospectus for the MCPW Project

Develop project MCPW business plan

Raise $$500,000\ through\ donors$, sponsorships or grants for the project

Open the facility

Milestone

August 2016

August 2016

July 2017

October 2017

Appendix One

2016 NON-PROFIT STRATEGIC PLAN

Project Milestones (JULY 2016)

Mammoth Arts & Culture Center

MLR to allocate \$100,000 for design work

Support the development of the Business Plan

Support the development of the Project Prospectus

Facilitate the MLR /College District / ML Foundation / TOML operations agreement

Open the facility

Milestone

July 2016

July 2016

July 2016

August 2016

June 2019

Outdoor Performing Arts Center

Finalize a site recommendation for TOML Council approval

Develop OPAC business plan

Develop OPAC project prospectus

Engage Event Management Firms to program the venue

Raise $\$50,\!000\,through$ donors, sponsorships and grants for the project

Open the facility

Milestone

August 2016

October 2016

October 2016

January 2017

January 2018

June 2018

2016 NON-PROFIT STRATEGIC PLAN

Project Milestones (JULY 2016)

Trails End Park Project

Allocated funds to complete the Trails End Project in the Summer of 2016

Milestone

Appendix One

September 2016

Mammoth Track Project

Ascertain USOC Training Site Certification for a minimum of one sport

Complete Phase II of the track project

Milestone

June 2018

June 2019

Mammoth Lakes Aquatic Center

Create an aquatic center exploration committee

Identify a location for the facility for TOML approval

Complete design work for the facility

Develop aquatic center business plan

Develop aquatic center prospectus

Create the capitol campaign to support the construction of the facility

Open the facility

Milestone

June 2016

June 2017

December 2017

January 2018

January 2018

February 2018

June 2019

2016 NON-PROFIT STRATEGIC PLAN

Project Milestones (JULY 2016)

Mammoth Lakes Trails System

USFS & the TOML Town Council approves the "Adopt a Trail" project

Develop a plan for trails expansion north and east

Complete the Sherwins NEPA/CEQA process

Secure a Challenge Cost Share Agreement for Summer 2017 New Trails Construction

Secure a Challenge Cost Share Agreement for Summer 2016 Trails Maintenance Work

Secure a Challenge Cost Share Agreement for Summer 2018 New Trails Construction

Secure a Challenge Cost Share Agreement for Summer 2017 Trails Maintenance Work

Milestone

August 2016

January 2017

February 2017

April 2017

May 2017

April 2018

May 2018

Mammoth Lakes Fieldhouse

Create a field house exploration committee

Identify a location for the facility for TOML approval

Complete design work for the facility

Develop a field business plan

Develop field house prospectus

Create the capitol campaign to support the construction of the facility

Open the facility

Milestone

January 2017

January 2018

June 2018

August 2018

August 2018

September 2018

July 2019

2016 NON-PROFIT STRATEGIC PLAN

Allocation Strategy

Mammoth Lakes Recreation is a non-profit organization that is committed to preserving and enriching the quality of life for residents and visitors by ensuring the strategic use of Measure R, U, and additional funding sources to develop and support mobility, recreation, arts and culture, capital projects and special projects.

Allocations will be invested to support the creation of a high performance environment that includes a thriving arts and culture community and enhanced recreation opportunities.

Allocations will support the MLR Guiding Principles and be aligned with Priority Phase Projects in the following three Measures R & U restricted funding allocation categories as based on the review of accepted or adopted town planning documents and recommended by the MLR Board of Directors.

Priority Phase Projects:

1. Programming:

A. Support and increase opportunities for participation in enhanced recreation and/ or arts & culture experiences by adult, youth and diverse populations

- B. Programs that cultivate a vibrant arts & culture community
- C. Diversify arts and culture experiences, including nationally known and emerging talent

2. Capital Projects:

- A. All phases of a capital project to support recreation, arts and culture including;
 - i. Planning
 - ii. Financing
 - iii. Construction
 - iv. Operations and Maintenance

3. Special Projects:

A. Innovative projects that support the development and/or enhancement of mobility, recreation, and arts & culture

Fiscal Year 2017 Milestones and Action Steps

- Secure designs for the Mammoth Park West Project from architect of record to complete project prospectus to raise funds for the project.
- 2. Approve legal agreement between partners for strategic long-term financial support for the Mammoth Arts and Culture Center (MACC).
- 3. Approve site for the Outdoor Performing Arts Center and begin the design process for venue.
- 4. Complete development of a multijurisdictional economic development strategy with our partners to meet eligibility requirements to apply for USDA Rural Community Grant Funding.
- Complete the Sherwins NEPA/CEQA process that will provide direction for building new trails in the Sherwins.
- Obtain funding through the National Forest Foundation for trails maintenance and new trails construction.
- Secure approval from USFS and TOML for a sustainable MLTS "Adopt-a-Trail" program.

- 8. Develop a strategic plan for MLTS trails system expansion and maintenance to the north and east of town boundary.
- 9. Secure a Challenge Cost Share Agreement for Summer 2017 New Trails Construction.
- 10. Recommend site and business plan for Aquatic Center and begin design process for the venue.
- 11. Partner with the project managers of the priority phase projects to complete realistic self-sustainable financial operating plans for these projects.
- 12. Purchase and develop a customer relationship management system to support the building of relationships with potential sponsors for projects, programs, and the organization.
- 13. Finalize and begin implementation of advocacy and communications strategy with an eye towards promoting value of ongoing projects, framing organizational values, and strengthening relationships with key stakeholders.

Placeholder:

Communication Roadmap Final Copy

Placeholder:

Five Year Projected Budget Final Copy



Mammoth Lakes Recreation P.O. Box 8562 • Mammoth Lakes, CA 93546