

MTSD District Strategic Vision

Action Plans: Year 1-2

Action Team for Finance & Facilities

Chairperson: Scott Feder

Goal: **IDENTIFY AND PURSUE OTHER REVENUE STREAMS**

SUB GOAL: Develop a business plan and timeline for implementation and assessment of the MPAC center use and as a revenue stream.

Assessments/Accountability: The obvious achievement of this goal will be when a revised MPAC business plan is created. However, it is important to note that this new business plan must encompass the reporting solutions from the action steps. For example, full P/L type products should be created along with upfront cost analysis for any level of physical upgrades. A direct tie in to long term potential game versus initial cost must be secured within the revised plan.

Strategies/Action Steps	Responsibilities	Resources (Including budget impact, if any)	Timeline
<p>Prior to building any new models, it will be a necessary step to identify the competition associated with anything we might be looking to do. For example, we will need to identify all competition for creating education seminars, before investing funds into physical upgrades for this purpose.</p>			
<p>Create RFP for companies/firms or agencies to bid to run the MPAC as a more professional theater. Within this Request for a Proposal (RFP) first identify what we are doing well and where we are profitable in order to determine what operations we are looking to "farm" out.</p>	Scott Feder Bernie Biesiada	\$1,000 for RFP Development	12/2014
<p>Create full financial reports for the last 3-years for each of the following areas:</p> <ul style="list-style-type: none">▪ Concessions▪ MPAC Rentals▪ Performances▪ Any other revenue sources	Andy Polo	No cost	12/2014
<p>Identify and create full cost analysis for physical expansion/upgrade needs that would improve the MPAC and it make it more viable for further uses. Each expansion item should be separated</p>	Mike Coolidge/Scott Feder	\$1,000 for Support in any expertise needed for completion	06/2015

<p>and possible additional uses and revenues should be tied directly to each upgrade. Included in this item is a full assessment of the most current MPAC business plan, as well as make necessary revisions.</p> <p>Strategies/Action Plans</p> <p>Examples may include</p> <ul style="list-style-type: none"> ▪ Restrooms specific for use by MPAC ▪ Internal video and audio infrastructure ▪ Creation or repurposing of space for a “Green” room(s) ▪ Other as identified. <p>Explore the educational opportunities that can be linked to revenue that exist with having such a large and quality space. Examples may include:</p> <ul style="list-style-type: none"> ▪ Contact college/universities - courses during the day (lecture hall) ▪ Continuing education ▪ Lecture series for education / subscriptions ▪ Conferences that would benefit townspeople ▪ Conference center 	<p>Responsibilities</p> <p>Scott Feder</p>	<p>Resources (Including budget impact, if any)</p> <p>No Cost</p>	<p>Timeline</p> <p>01/01/2015</p>
<p>Implications for Professional Development</p>			
<p>Implications for Stakeholders: In identifying how to increase revenues via the MPAC, other than tax impact, the items listed above also support increased community opportunities. The community paid a great deal to build this structure and it is important to always find ways to give back to all of our residents. The two ways to do this are in lessening the tax burden and offering incredible opportunities for our families.</p>			