

**AGENDA
OURAY CITY COUNCIL**

Tuesday, January 21, 2025 - 6:00 PM

**Ouray Community Center
320 6th Ave
Ouray, CO 81427**

VIRTUAL OPTION - <https://zoom.us/j/9349389230>

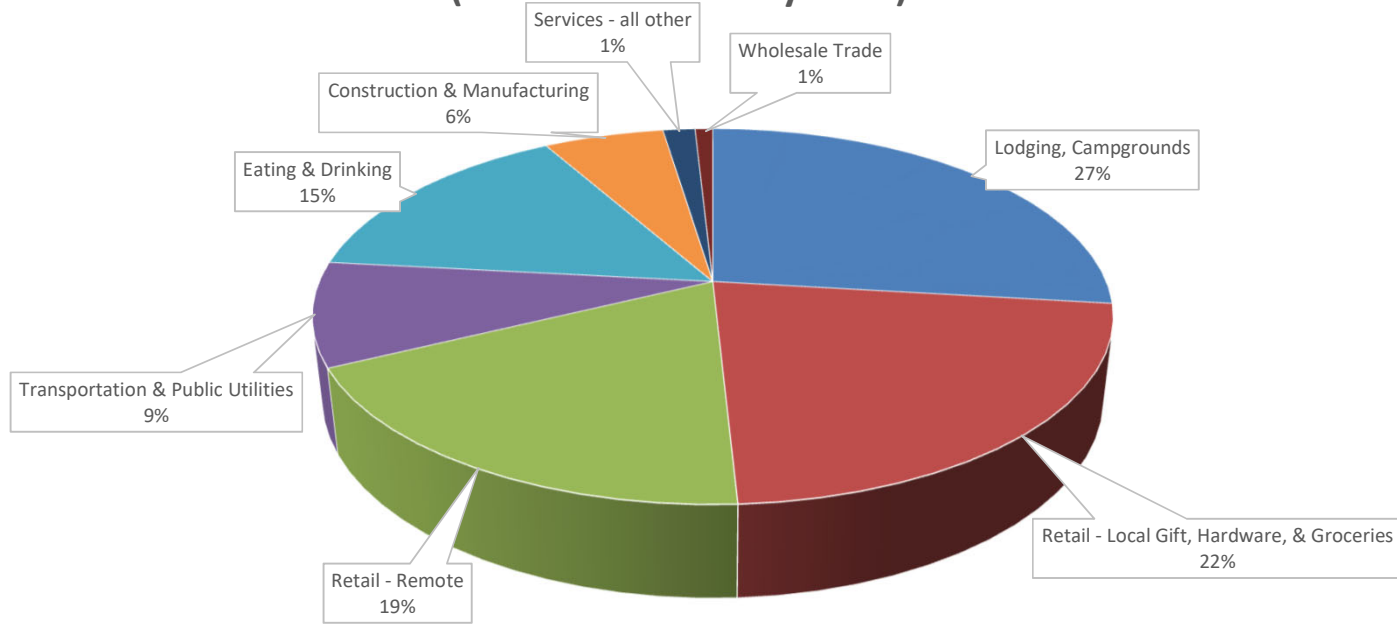
Meeting ID: 934 938 9230 Passcode: 491878 Or dial: 408 638 0968 or 669 900 6833

Ouray City Council Regular Meeting

- Changes to this agenda can be found on the bulletin board at City Hall
- Electronic copies of the Council Packet are available on the City website at www.cityofouray.com. A hard copy of the Packet is also available at the Administrative Office for interested citizens.
- Notice is hereby given that a majority or quorum of the Planning Commission, Ouray Economic Development Committee, Beautification Committee, Tourism Advisory Committee, Main Streets Committee, and/or Parks and Recreation Committee may be present at the above noticed City Council meeting to discuss any or all of the matters on the agenda below for Council consideration

1. CALL TO ORDER
2. ROLL CALL
3. PLEDGE OF ALLEGIANCE
4. CITIZENS' COMMUNICATION
5. CITY COUNCIL REPORTS/INFORMATION - Tamara Gulde, Peggy Lindsey, Michael Underwood, Josh Smith, and Ethan Funk
6. DEPARTMENT REPORTS
 - a. Director of Finance and Administration
 - b. Information Technology Director
7. CONSENT AGENDA - Festival Liquor Permit - Friends of the Wright Opera House - February 15, 2025, 11:30am-8pm
8. ACTION ITEM - New Liquor License for El Agave Azul
9. DISCUSSION ITEMS
 - a. Transition of Management for the Ouray Via Ferrata
 - b. Consideration of Funding Contribution to Swiss Village Coop
 - c. Future Agenda Items
10. ADJOURNMENT

City of Ouray
November 2024 Sales Tax Revenues by Business Category
(received in January 2025)

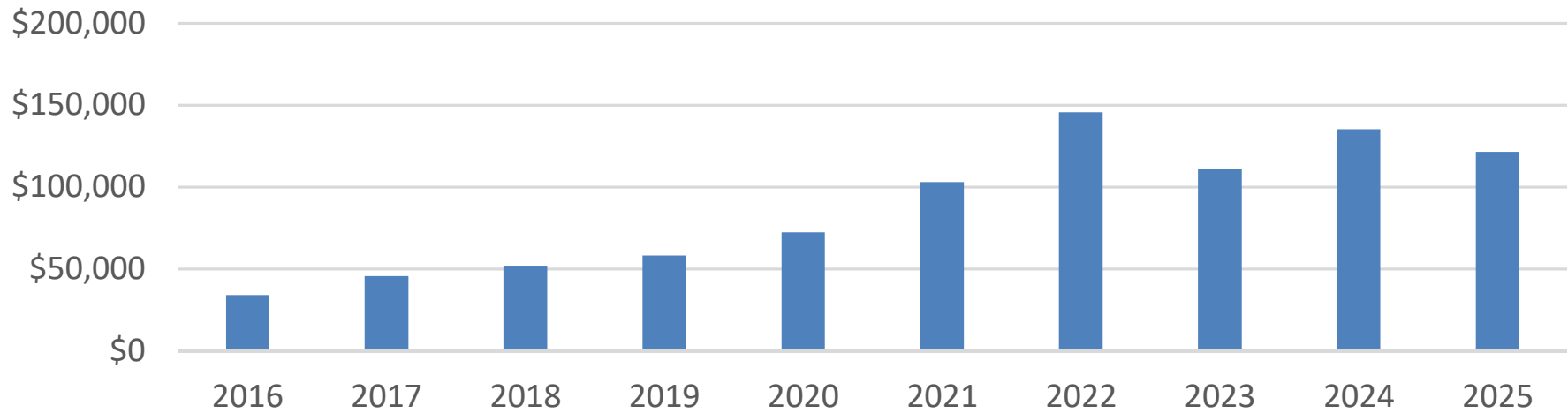


CITY OF OURAY
2025 MONTHLY SALES TAX REVENUES BY BUSINESS CATEGORY

(1) Month tax received from State of Colorado, representing sales from two months earlier (e.g. tax shown as APRIL is mostly from FEBRUARY)

2025 SALES TAX REVENUES BY BUSINESS CATEGORY							
(1) Funds received by City in: July (mostly re: May)							
Business Category	January	February	March	April	May	June	
Lodging, Campgrounds	\$ 32,707.60						
Retail - Local Gift, Hardware, & Groceries	\$ 27,124.53						
Retail - Remote	\$ 22,614.06						
Transportation & Public Utilities	10,901.88						
Eating & Drinking	18,360.30						
Construction & Manufacturing	7,048.89						
Services - all other	1,882.55						
Wholesale Trade	1,038.43						
TOTAL	\$ 121,678.24	\$ -	\$ -	\$ -	\$ -	\$ -	
Business Category	July	August	September	October	November	December	Year-to-date
Lodging, Campgrounds							\$ 32,707.60
Retail - Local Gift, Hardware, & Groceries							\$ 27,124.53
Retail - Remote							\$ 22,614.06
Transportation & Public Utilities							10,901.88
Eating & Drinking							18,360.30
Construction & Manufacturing							7,048.89
Services - all other							1,882.55
Wholesale Trade							1,038.43
TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 121,678.24

CITY OF OURAY NOVEMBER SALES TAX REVENUE COMPARISON Over Past 10 Years



Notes: Figures represent tax revenue received in January of the specified year
Sales Tax increased from 3% to 4% on January 1, 2016

CITY OF OURAY
SALES TAX REVENUES BY BUSINESS CATEGORY 2016-2025

SALES TAX REVENUES BY BUSINESS CATEGORY

Business Category	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Lodging, campgrnds.	\$ 5,328.09	\$ 10,361.30	\$ 10,674.08	\$ 13,666.95	\$ 15,650.17	\$ 26,010.45	\$ 36,442.44	\$ 26,318.81	\$ 32,828.21	\$ 32,707.60
Retail - Local Gift, Hardware, & Groceries					13,822.47	21,286.27	\$ 31,458.66	\$ 23,149.55	\$ 24,774.67	\$ 27,124.53
Retail - Remote					20,761.13	22,394.45	\$ 37,822.36	\$ 24,538.24	\$ 29,570.18	\$ 22,614.06
Retail - groceries, liquor, candy, hardw	8,068.21	8,902.38	12,108.96	16,774.84						
Retail - gift, souvenir, variety, books	1,976.90	3,445.41	3,324.04	3,733.10						
Trans & Pub. Util.	5,172.03	6,444.27	6,524.03	6,945.48	4,153.41	8,743.59	10,595.57	11,808.23	10,498.73	10,901.88
Eating & Drinking	9,017.29	9,111.37	11,347.37	9,178.32	12,366.72	21,469.16	18,180.96	18,958.81	22,336.34	18,360.30
Const. & Manufacturing	3,437.62	4,537.74	5,465.10	6,376.27	4,386.21	651.34	7,699.75	2,164.96	9,316.95	7,048.89
Services - all other	752.02	1,885.85	2,241.56	992.42	774.99	1,978.85	1,736.77	2,857.90	4,352.93	1,882.55
Finance, Ins. Real Estate	598.75	1,101.29	382.25	595.19						
Wholesale Trade	32.11	81.66	153.54	186.47	683.11	755.57	1,723.78	1,352.95	1,696.14	1,038.43
Mining										
All Other	-	-								
TOTAL	\$ 34,383.02	\$ 45,871.27	\$ 52,220.93	\$ 58,449.04	\$ 72,598.21	\$ 103,289.68	\$ 145,660.29	\$ 111,149.45	\$ 135,374.15	\$ 121,678.24
				\$3,828.15 out-of-period	\$8,419.61 out-of-period	\$11,188.12 out-of-period	\$15,524.99 out-of-period	\$2,037.68 out-of-period	\$4,807.32 out-of-period	\$6,838.26 out-of-period

Year to Date Sales Tax Comparison

Percentage Change
from 2023

November 2023 Activity	\$ 135,374.15	
November 2024 Activity	\$ 121,678.24	-10.12%
Jan-Nov 2023 Activity	\$ 2,903,711.73	
Jan-Nov 2024 Activity	\$ 2,875,644.62	-0.97%

Ouray Lodging Occ. Tax Collection Summary

ROOMS	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	24 vs 23
Month											
January	5712	5826	5113	5782	6196	6245	5936	7718	7609	6942	-8.77%
February	4816	5226	4509	5085	5593	4641	7189	7776	5906	6328	7.15%
March	3394	3638	3499	4763	4152	1952	6993	6782	7341	5953	-18.91%
April	2236	2660	2411	3080	2857	32	4941	4172	3836	4038	5.27%
May	5047	5850	5939	7396	7894	3111	11093	10002	9560	8442	-11.69%
June	12015	13521	14494	14578	15026	12736	17520	16180	17231	16029	-6.98%
July	19171	19960	20248	19802	19482	20444	20509	16551	19482	19421	-0.31%
August	16477	16949	17344	17613	18629	16919	20798	17825	18657	18356	-1.61%
September	15478	16149	16526	17743	18498	17564	13517	18930	18234	17716	-2.84%
October	7937	7691	7762	7462	9407	12877	12038	12080	12388	13684	10.46%
November	2141	2113	2674	2856	3237	3864	3199	3196	3691	3136	-15.04%
December	3656	3382	4226	5038	4268	5153	5237	3998	4776		
Total Rooms	98080	102965	104745	111198	115239	105538	128970	125210	128711		-3.14%

DOLLARS											
January	\$15,867	\$15,819	\$13,795	\$16,294	\$22,444	\$25,204	\$27,107	\$29,038	\$36,828	\$33,896	-7.96%
February	\$12,468	\$13,908	\$12,648	\$14,021	\$19,580	\$18,464	\$28,191	\$36,284	\$30,377	\$31,294	3.02%
March	\$9,240	\$9,505	\$9,529	\$12,884	\$14,526	\$6,834	\$27,858	\$30,334	\$30,554	\$27,551	-9.83%
April	\$5,701	\$6,633	\$6,294	\$8,090	\$8,312	\$107	\$18,324	\$18,466	\$17,063	\$16,861	-1.19%
May	\$13,876	\$15,372	\$15,734	\$19,031	\$22,068	\$7,922	\$41,033	\$43,131	\$39,992	\$45,341	13.38%
June	\$31,431	\$34,498	\$36,654	\$36,236	\$62,392	\$51,634	\$100,852	\$98,839	\$107,693	\$107,575	-0.11%
July	\$47,884	\$49,767	\$50,344	\$49,371	\$110,244	\$114,230	\$138,864	\$131,139	\$142,596	\$156,660	9.86%
August	\$41,643	\$41,801	\$42,090	\$43,236	\$90,952	\$92,809	\$127,157	\$122,778	\$127,552	\$135,605	6.31%
September	\$40,336	\$41,704	\$41,965	\$44,480	\$79,505	\$93,050	\$98,575	\$119,099	\$123,174	\$126,752	2.91%
October	\$21,385	\$20,717	\$20,355	\$19,711	\$37,511	\$60,690	\$54,480	\$74,824	\$74,823	\$82,291	9.98%
November	\$5,136	\$5,802	\$7,079	\$7,000	\$10,367	\$15,399	\$14,134	\$14,566	\$15,480	\$16,338	5.54%
December	\$9,571	\$9,590	\$11,882	\$13,622	\$17,593	\$24,892	\$29,038	\$23,554	\$27,242		
Total Dollars	\$254,538	\$265,116	\$268,369	\$283,976	\$495,494	\$511,234	\$705,613	\$742,052	\$773,373		4.56%

Data represents rooms and dollars for month in which lodging activity occurred.
 LOT report and payment are due by 20th of following month.
 "ROOMS" data includes exempt rooms.

OURAY LODGING OCCUPANCY TRENDS

Based on Lodging Occupation Tax Collections

	2022				2023				2024			
	Avail.	Rooms		Exempt	Avail.	Rooms		Exempt	Avail.	Rooms		Exempt
	Rooms	Rented	Occ.%	Rooms	Rooms	Rented	Occ.%	Rooms	Rooms	Rented	Occ.%	Rooms
	+ RVs, Unfurnished Cabins				+ RVs, Unfurnished Cabins				+ RVs, Unfurnished Cabins			
January	17411	5237	30.1%	0	20375	7609	37.3%	469	19064	6942	36.4%	331
February	16580	7776	46.9%	0	17183	6062.36	35.3%	386	17656	6328	35.8%	357
March	17657	6782	38.4%	7	19519	7341	37.6%	341	18223	5953	32.7%	92
April	16620	4172	25.1%	31	18168	3836	21.1%	0	16389	4038	24.6%	47
May	21206	10002	47.2%	57	21360	9560	44.8%	110	20956	8442	40.3%	212
June	20577	16180	78.6%	13	21111	17231	81.6%	122	20599	16029	77.8%	212
July	20677	16551	80.0%	432	21195	19482	91.9%	499	21327	19421	91.1%	205
August	21613	17825	82.5%	53	21504	18657	86.8%	481	21812	18356	84.2%	213
September	21327	18930	88.8%	47	21086	18234	86.5%	413	20874	17716	84.9%	390
October	20398	12080	59.2%	10	20094	12388	61.7%	261	20235	13663	67.5%	305
November	15776	3196	20.3%	260	16283	3691	22.7%	254	13577	3136	23.1%	87
December	17828	5050	28.3%	4	17320	4776	27.6%	215				
Total	227670	123781	52.1%	914	235198	128867.36	52.9%	3551	210712	120024	54.4%	2451

Data represents rooms for month in which lodging activity occurred.

LOT report and payment are due by 20th of following month.

"Rooms Rented" columns includes exempt rooms.

"Exempt Rooms" columns are for memo purposes only.

2024 Lodging Occupation Tax, By Business Category

AVAILABLE ROOMS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Hotel, Motel	12,450	11,445	12,239	10,177	12,351	12,020	12,412	12,459	12,177	12,566	9,871		130,167
Bed and Breakfast	755	353	341	609	763	749	565	1,231	777	766	535		7,444
House, Townhouse, Condo (1)	3,286	3,451	3,070	3,030	3,254	3,390	3,762	3,534	3,480	3,417	3,171		36,845
RV Space, Unfurnished Cabin	2,573	2,407	2,573	2,573	4,588	4,440	4,588	4,588	4,440	3,548	-		36,318
Total Rooms	19,064	17,656	18,223	16,389	20,956	20,599	21,327	21,812	20,874	20,297	13,577	-	210,774
												Prior YTD	217,397

ROOMS RENTED	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Hotel, Motel	4,921	4,582	4,506	3,106	5,677	9,823	11,815	10,773	11,115	8,952	2,741		78,011
Bed and Breakfast	252	149	69	75	310	482	523	1,023	633	425	72		4,013
House, Townhouse, Condo (1)	1,041	1,043	775	254	855	1,943	2,603	2,153	1,929	1,268	323		14,187
RV Space, Unfurnished Cabin	728	554	603	603	1,600	3,781	4,480	4,407	4,039	3,039	-		23,834
Total Rooms	6,942	6,328	5,953	4,038	8,442	16,029	19,421	18,356	17,716	13,684	3,136	-	120,045
												Prior YTD	123,749

DOLLARS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Hotel, Motel	\$ 22,930.38	\$ 21,580.31	\$ 21,376.32	\$ 13,707.42	\$ 32,411.97	\$ 73,600.66	\$ 104,674.75	\$ 89,821.58	\$ 88,497.66	\$ 57,410.35	\$ 13,530.66		539,542
Bed and Breakfast	\$ 1,270.42	\$ 777.13	\$ 408.19	\$ 578.27	\$ 1,698.66	\$ 3,835.61	\$ 5,008.54	\$ 9,444.97	\$ 7,554.68	\$ 4,681.39	\$ 367.99		35,626
House, Townhouse, Condo (1)	\$ 8,629.94	\$ 8,135.58	\$ 4,772.01	\$ 1,765.22	\$ 7,494.00	\$ 20,539.32	\$ 36,823.34	\$ 26,708.29	\$ 20,191.31	\$ 11,477.17	\$ 2,438.99		148,975
RV Space, Unfurnished Cabin	\$ 1,065.09	\$ 800.57	\$ 994.32	\$ 810.22	\$ 3,736.65	\$ 9,599.10	\$ 10,153.07	\$ 9,630.38	\$ 10,508.30	\$ 8,722.46	\$ -		56,020
Total Dollars	\$ 33,895.83	\$ 31,293.59	\$ 27,550.84	\$ 16,861.13	\$ 45,341.28	\$ 107,574.69	\$ 156,659.70	\$ 135,605.22	\$ 126,751.95	\$ 82,291.37	\$ 16,337.64	\$ -	\$ 780,163.24
												Prior YTD	741,690.21

(1) For a property that is marketed as a stand-alone short-term rental, for which there are no hotel/motel amenities offered.

Data represents rooms for month in which lodging activity occurred.

LOT report and payment are due by 20th of following month.

"Rooms Rented" column includes exempt rooms.

Excise Tax on Short Term Rentals

Activity Month	2022	2023	2024	% Change from 2023	YTD % Change
January	\$ 27,661.19	\$ 37,085.48	\$ 35,047.88	-5.5%	-5.5%
February	\$ 32,883.88	\$ 27,662.57	\$ 28,192.46	1.9%	-2.3%
March	\$ 28,220.99	\$ 23,074.54	\$ 21,027.21	-8.9%	-4.0%
April	\$ 7,217.41	\$ 6,674.51	\$ 7,558.36	13.2%	-2.8%
May	\$ 23,933.67	\$ 21,653.38	\$ 27,989.28	29.3%	3.2%
June	\$ 72,625.26	\$ 84,017.25	\$ 89,007.15	5.9%	4.3%
July	\$ 109,220.30	\$ 128,885.01	\$ 141,496.13	9.8%	6.5%
August	\$ 90,863.82	\$ 99,257.44	\$ 118,757.19	19.6%	9.5%
September	\$ 83,065.86	\$ 92,170.25	\$ 87,286.84	-5.3%	6.9%
October	\$ 41,028.93	\$ 55,796.90	\$ 49,490.66	-11.3%	5.1%
November	\$ 9,274.82	\$ 13,210.01	\$ 10,581.26	-19.9%	4.6%
December	\$ 29,333.34	\$ 29,200.58			
Grand Total	\$ 555,329.47	\$ 618,687.92	\$ 616,434.43		

Revenue by Fund	2022	2023	YTD 2024	Cumulative
Affordable/Attainable Housing	\$ 277,664.74	\$ 309,343.96	\$ 308,217.21	\$ 895,225.91
Water Capital Improvements	\$ 138,832.37	\$ 154,671.98	\$ 154,108.61	\$ 447,612.95
Sewer Capital Improvements	\$ 138,832.37	\$ 154,671.98	\$ 154,108.61	\$ 447,612.95
Cumulative Total Raised				\$ 1,790,451.82

Affordable Housing Revenue and Expenses	2022	2023	YTD 2024	Cumulative
Total Raised	\$ 277,664.74	\$ 309,343.96	\$ 308,217.21	\$ 895,225.91
Total Spent	\$ (110,000.00)	\$ (67,849.69)	\$ (132,882.16)	\$ (310,731.85)
Total Remaining	\$ 167,664.74	\$ 241,494.27	\$ 175,335.05	\$ 584,494.06

Average 2024 YTD Income Reported Per Property	\$ 35,124.50
Average 2024 YTD Excise Tax Paid Per Property	\$ 5,268.67

Check Date	Payee	Amount	Description
4/20/2022	Home Trust of Ouray County	\$ 10,000.00	2022 Operating funds
1/4/2023	Home Trust of Ouray County	\$ 100,000.00	734 4th St
2/1/2023	Home Trust of Ouray County	\$ 20,000.00	2023 Operating funds
4/26/2023	Economic & Planning Systems Inc	\$ 3,847.50	Housing needs analysis
5/24/2023	Economic & Planning Systems Inc	\$ 3,505.00	Housing needs analysis
6/7/2023	Buckhorn Engineering	\$ 3,426.25	Cascade Park Geohazard Assessment
7/5/2023	Economic & Planning Systems Inc	\$ 1,557.50	Housing needs analysis
8/2/2023	Economic & Planning Systems Inc	\$ 7,692.50	Housing needs analysis
9/6/2023	Buckhorn Engineering	\$ 6,293.75	Cascade Park Geohazard Assessment
9/27/2023	Economic & Planning Systems Inc	\$ 4,237.50	Housing needs analysis
11/1/2023	Economic & Planning Systems Inc	\$ 1,930.00	Housing needs analysis
11/29/2023	Economic & Planning Systems Inc	\$ 9,257.19	Housing needs analysis
1/23/2024	Economic & Planning Systems Inc	\$ 6,102.50	Housing needs analysis
1/23/2024	Home Trust of Ouray County	\$ 30,000.00	2024 Operating funds
4/17/2024	Ouray County Clerk & Recorder	\$ 382.16	Recording fee
8/28/2024	Economic & Planning Systems Inc	\$ 2,500.00	Housing needs analysis
9/18/2024	Home Trust of Ouray County	\$ 100,000.00	River Walk Rentals

City of Ouray Hot Springs Pool and Fitness Center - Visitor and Revenue Trends

(Source: Point of Sale Software)

VISITORS	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% change from 2023
January	9,160	9,287	36	9,392	8,553	8,149	4,961	5,258	6,871	7,152	4.09%
February	7,158	9,095	13	7,342	5,970	7,836	4,824	6,660	5,599	5,592	-0.13%
March	10,045	10,087	58	10,468	9,118	3,638	7,697	8,621	7,148	8,426	17.88%
April	5,691	6,195	16	7,048	5,481	-	7,104	5,249	4,693	6,578	40.17%
May	11,798	12,065	2,984	13,346	11,397	-	11,580	9,549	10,602	11,201	5.65%
June	20,970	22,404	18,175	24,764	24,525	1,540	25,977	20,156	23,206	22,419	-3.39%
July	32,485	36,116	37,483	35,943	36,986	6,416	30,994	26,286	32,117	32,654	1.67%
August	22,377	22,353	25,486	23,936	23,274	12,622	22,179	19,101	21,170	20,874	-1.40%
September	14,334	9,258	16,065	16,397	14,833	11,946	13,612	14,652	15,634	15,208	-2.72%
October	7,360	62	9,834	8,771	9,596	10,699	9,368	10,135	11,035	12,238	10.90%
November	6,878	49	7,077	7,043	6,920	4,644	6,782	5,354	6,326	6,851	8.30%
December	7,646	47	10,753	9,046	8,174	4,439	6,317	6,510	8,152	8,816	8.15%
TOTAL YEAR	155,902	137,018	127,980	173,496	164,827	71,929	151,395	137,531	152,553	158,009	

REVENUE	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% change from 2023
January	\$ 84,848.13	\$ 85,983.09	\$ 2,189.00	\$ 89,885.46	\$ 95,701.53	\$ 99,306.81	\$ 66,989.85	\$ 63,150.43	\$ 96,783.56	\$ 121,260.10	25.29%
February	\$ 62,350.28	\$ 78,569.69	\$ 724.00	\$ 70,970.13	\$ 65,918.59	\$ 97,215.12	\$ 61,086.55	\$ 85,924.20	\$ 112,926.04	\$ 105,565.18	-6.52%
March	\$ 92,289.88	\$ 84,745.80	\$ 1,012.00	\$ 102,232.15	\$ 108,526.39	\$ 47,810.30	\$ 106,419.45	\$ 126,759.01	\$ 120,467.93	\$ 145,888.18	21.10%
April	\$ 50,940.75	\$ 52,112.54	\$ 2,234.00	\$ 72,957.12	\$ 62,025.47	\$ -	\$ 98,819.49	\$ 152,003.71	\$ 133,097.92	\$ 119,178.58	-10.46%
May	\$ 109,383.77	\$ 108,047.29	\$ 123,474.60	\$ 155,881.40	\$ 138,237.34	\$ -	\$ 162,720.12	\$ 143,279.82	\$ 208,335.74	\$ 275,871.30	32.42%
June	\$ 186,061.57	\$ 211,853.56	\$ 166,974.02	\$ 317,542.31	\$ 311,093.17	\$ 19,273.04	\$ 352,538.72	\$ 321,377.13	\$ 469,321.85	\$ 469,363.01	0.01%
July	\$ 300,620.51	\$ 332,026.16	\$ 479,802.39	\$ 455,519.84	\$ 474,330.32	\$ 74,169.01	\$ 428,489.09	\$ 452,460.99	\$ 646,348.28	\$ 660,284.72	2.16%
August	\$ 194,321.61	\$ 198,465.34	\$ 326,151.96	\$ 308,882.04	\$ 295,953.46	\$ 165,977.58	\$ 312,872.14	\$ 316,183.52	\$ 419,353.80	\$ 423,754.26	1.05%
September	\$ 127,909.15	\$ 80,149.87	\$ 184,807.92	\$ 200,777.07	\$ 188,131.33	\$ 158,666.78	\$ 186,412.51	\$ 238,796.90	\$ 283,459.93	\$ 278,649.03	-1.70%
October	\$ 63,216.05	\$ 2,737.00	\$ 82,537.92	\$ 99,235.68	\$ 120,843.43	\$ 145,302.53	\$ 131,806.01	\$ 170,555.12	\$ 211,284.83	\$ 223,633.93	5.84%
November	\$ 54,218.80	\$ 1,796.25	\$ 62,435.74	\$ 84,885.49	\$ 83,976.37	\$ 58,403.16	\$ 88,639.21	\$ 84,930.60	\$ 107,867.28	\$ 119,193.83	10.50%
December	\$ 74,421.59	\$ 1,957.00	\$ 112,212.40	\$ 111,645.98	\$ 105,050.32	\$ 60,304.81	\$ 79,891.78	\$ 94,844.99	\$ 156,882.10	\$ 163,777.30	4.40%
TOTAL YEAR	\$ 1,400,582.09	\$ 1,238,443.59	\$ 1,544,555.95	\$ 2,070,414.67	\$ 2,049,787.72	\$ 926,429.14	\$ 2,076,684.92	\$ 2,250,266.42	\$ 2,966,129.26	\$ 3,106,419.42	

CITY OF OURAY VISITOR CENTER - REVENUE TRENDS

REVENUES

	2022		2023			2024			Incr./Decr.	24 vs. 23
	Concessions	Non-Profit	Concessions	Non-Profit	OHV	Concessions	Non-Profit	OHV		
January			\$ 228.95	\$ 53.00		\$ 284.11	\$ 25.00	\$ -	\$ 27.16	10%
February			\$ 150.89	\$ 85.95		\$ 438.62	\$ 36.00	\$ -	\$ 237.78	100%
March			\$ 395.38	\$ 4.00		\$ 773.27	\$ 111.00	\$ -	\$ 484.89	121%
April			\$ 403.25	\$ 2.00	\$ 50.50	\$ 713.73	\$ 25.00	\$ -	\$ 282.98	62%
May			\$ 1,098.28	\$ 611.60	\$ 126.25	\$ 2,281.10	\$ 88.00	\$ 126.25	\$ 659.22	36%
June			\$ 1,627.77	\$ 690.75	\$ 202.00	\$ 3,035.75	\$ 498.00	\$ 325.25	\$ 1,338.48	53%
July	\$ 910.80	\$ 215.00	\$ 2,517.75	\$ 664.60	\$ 782.75	\$ 3,369.09	\$ 277.00	\$ 252.50	\$ (66.51)	-2%
August	\$ 1,281.05	\$ 684.85	\$ 2,669.69	\$ 648.85	\$ 378.75	\$ 2,360.70	\$ 387.00	\$ 378.75	\$ (570.84)	-15%
September	\$ 1,814.71	\$ 676.95	\$ 2,834.91	\$ 698.00	\$ 75.75	\$ 3,482.57	\$ 360.00	\$ 277.75	\$ 511.66	14%
October	\$ 1,383.05	\$ 275.00	\$ 1,096.11	\$ 253.00	\$ 227.25	\$ 1,636.08	\$ 225.00	\$ 50.50	\$ 335.22	21%
November	\$ 380.36	\$ 121.00	\$ 354.94	\$ 40.00	\$ -	\$ 160.37	\$ 60.00	\$ -	\$ (174.57)	-44%
December	\$ 516.45	\$ 79.00	\$ 233.25	\$ -	\$ -	\$ 477.79	\$ -	\$ -	\$ 244.54	105%
TOTAL \$	\$ 6,286.42	\$ 2,051.80	\$ 13,611.17	\$ 3,751.75	\$ 1,843.25	\$ 19,013.18	\$ 2,092.00	\$ 1,411.00	\$ 3,310.01	
		\$ 8,338.22			\$ 19,206.17			\$ 22,516.18		

percent of sales earning profit

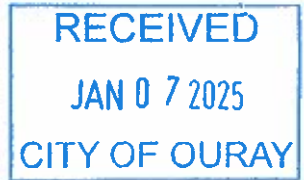
75%

71%

84%

December 2024 - January 2025 IT Highlights

- Sound baffles are installed in Massard and San Juan rooms
- Security Software migration has begun with a bit over 10% moved over. This will continue as a manual migration process.
- Accessibility walk-through was completed on the City of Ouray website. Issues found will be mitigated and the site will be certified. Work continues on the Visit Ouray accessibility.
- Timeclock and camera moved at the Ouray Hot Springs in order to be situated in a better location.
- Ourayparks.com domain corrected to forward to City website Parks Page. Works with secure, https and unsecure, http addresses now.
- Waste Water Treatment Plant monitoring TV install was completed with the help of Public Works, many thanks to Public Works.
- “Do Ouray Right” Video with subtitles placed on the Visitor Center Large panel on the lower level.
- New Server for City staff use was ordered and received as a 2025 project. Other parts are on order for the backup server upgrade.
- Camera firmware updates completed.
- Servers Security Updates were performed by our tech.



Festival Permit Application

This permit is only available for the following license types:

- Beer and Wine license;
- Hotel and Restaurant license;
- Tavern license;
- Brew Pub license;
- Vintner's Restaurant license;
- Distillery Pub license;
- Entertainment License;
- Lodging License;
- Manufacturer's license (beer, wine, or spirits);
- Wholesaler's license; or
- Limited Wineries

- Initial Application – \$50.00 Processing Fee
- Subsequent Festival Application - \$50.00 per festival (9 total allowed per calendar year, per permittee)

Note - An authorized participating licensee can participate in up to 52 festivals in a calendar year.

Legal Business Name

Friends of the Wright Opera House

Trade Name/DBA Name

Wright Opera House

License Number	License Type	Sales Tax Number
42-94142-0002	Tavern	42941420002

Business Phone Number	Email Address
970-325-4399	info@thewrightoperahouse.org

Premises Address

472 Main Street

City	State	ZIP Code
Ouray	CO	81427

Mailing Address

PO Box 17

City	State	ZIP Code
Ouray	CO	81427

Festival Location

Inside the Wright Opera House at 472 Main Street, Ouray

Date(s) of Festival

February 15th, 2025

What are the hours of alcohol service during each festival date(s)? (1 festival can be no more than 72 hours)

11:30am - 8pm

Colorado Liquor Retail License Application

* Note that the Division will not accept cash Paid by Check Date Uploaded to MoveIt
 Paid Online

New License New-Concurrent Transfer of Ownership State Property Only Master file

- All answers must be printed in black ink or typewritten
- Applicant must check the appropriate box(es)
- Applicant should obtain a copy of the Colorado Liquor and Beer Code: SBG.Colorado.gov/Liquor

Applicant is applying as a/an Individual Limited Liability Company Association or Other
 Corporation Partnership (includes Limited Liability and Married Couple Partnerships)

Applicant Name If an LLC, name of LLC; if partnership, at least 2 partner's names; if corporation, name of corporation

Lucia Gutierrez

FEIN Number State Sales Tax Number

Trade Name of Establishment (DBA) Business Telephone

Address of Premises (specify exact location of premises, include suite/unit numbers)

City County State ZIP Code

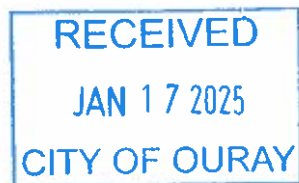
Mailing Address (Number and Street) City or Town State ZIP Code

Email Address

If the premises currently has a liquor or beer license, you must answer the following questions.

Present Trade Name of Establishment (DBA)

Present State License Number Present Class of License Present Expiration Date



Section A Nonrefundable application fees*

- Application Fee for New License \$1,100.00
- Application Fee for New License with Concurrent Review \$1,200.00
- Application Fee for Transfer..... \$1,100.00

Section B Liquor License Fees*

- | | | | | |
|--|------------|--|-------|----------|
| <input type="checkbox"/> Add Optional Premises to H & R | \$100.00 X | | Total | |
| <input type="checkbox"/> Add Sidewalk Service Area..... | | | | \$75.00 |
| <input type="checkbox"/> Arts License (City)..... | | | | \$308.75 |
| <input type="checkbox"/> Arts License (County) | | | | \$308.75 |
| <input type="checkbox"/> Beer and Wine License (City)..... | | | | \$351.25 |
| <input type="checkbox"/> Beer and Wine License (County)..... | | | | \$436.25 |
| <input type="checkbox"/> Brew Pub License (City)..... | | | | \$750.00 |
| <input type="checkbox"/> Brew Pub License (County)..... | | | | \$750.00 |
| <input type="checkbox"/> Campus Liquor Complex (City) | | | | \$500.00 |
| <input type="checkbox"/> Campus Liquor Complex (County) | | | | \$500.00 |
| <input type="checkbox"/> Campus Liquor Complex (State)..... | | | | \$500.00 |
| <input type="checkbox"/> Club License (City) | | | | \$308.75 |
| <input type="checkbox"/> Club License (County)..... | | | | \$308.75 |
| <input type="checkbox"/> Distillery Pub License (City)..... | | | | \$750.00 |
| <input type="checkbox"/> Distillery Pub License (County) | | | | \$750.00 |
| <input type="checkbox"/> Hotel and Restaurant License (City)..... | | | | \$500.00 |
| <input type="checkbox"/> Hotel and Restaurant License (County) | | | | \$500.00 |
| <input type="checkbox"/> Hotel and Restaurant License with one optional premises (City)..... | | | | \$600.00 |
| <input type="checkbox"/> Hotel and Restaurant License with one optional premises (County)..... | | | | \$600.00 |

Section B Liquor License Fees* (Continued)

<input type="checkbox"/> Liquor-Licensed Drugstore (City).....	\$227.50
<input type="checkbox"/> Liquor-Licensed Drugstore (County).....	\$312.50
<input type="checkbox"/> Lodging & Entertainment - L&E (City)	\$500.00
<input type="checkbox"/> Lodging & Entertainment - L&E (County)	\$500.00
<input type="checkbox"/> Manager Registration - H & R	\$30.00
<input type="checkbox"/> Manager Registration - Tavern	\$30.00
<input type="checkbox"/> Manager Registration - Lodging & Entertainment	\$30.00
<input type="checkbox"/> Manager Registration - Campus Liquor Complex	\$30.00
<input type="checkbox"/> Optional Premises License (City)	\$500.00
<input type="checkbox"/> Optional Premises License (County).....	\$500.00
<input type="checkbox"/> Racetrack License (City)	\$500.00
<input type="checkbox"/> Racetrack License (County).....	\$500.00
<input type="checkbox"/> Resort Complex License (City).....	\$500.00
<input type="checkbox"/> Resort Complex License (County).....	\$500.00
<input type="checkbox"/> Related Facility - Campus Liquor Complex (City).....	\$160.00
<input type="checkbox"/> Related Facility - Campus Liquor Complex (County)	\$160.00
<input type="checkbox"/> Related Facility - Campus Liquor Complex (State)	\$160.00
<input type="checkbox"/> Retail Gaming Tavern License (City).....	\$500.00
<input type="checkbox"/> Retail Gaming Tavern License (County).....	\$500.00
<input type="checkbox"/> Retail Liquor Store License - Additional (City).....	\$227.50
<input type="checkbox"/> Retail Liquor Store License - Additional (County).....	\$312.50
<input type="checkbox"/> Retail Liquor Store (City)	\$227.50

Section B Liquor License Fees* (Continued)

- Retail Liquor Store (County).....\$312.50
- Tavern License (City).....\$500.00
- Tavern License (County).....\$500.00
- Vintners Restaurant License (City).....\$750.00
- Vintners Restaurant License (County).....\$750.00

Questions? Visit: SBG.Colorado.gov/Liquor for more information

Do not write in this space - For Department of Revenue use only

Liability Information

License Account Number

Liability Date

License Issued Through (Expiration Date)

Total

\$

**Ouray Via Ferrata
Transition Management Agreement**

This Transition Management Agreement (Agreement) is made by and between the **FRIENDS OF THE OURAY VIA FERRATA, LLC**, a Colorado limited liability company with its principal place of business being 735 Main Street, Unit B, Ouray, Colorado (FOVF), and the **CITY OF OURAY**, a Colorado home rule municipality (City).

Recitals

WHEREAS the Ouray Via Ferrata (“OVF”), a recreational rock climbing and high angle rigging asset, was completed and opened for climbing in 2020 by the FOVF, and another route named the Ouray Upstream Via Ferrata 2.0 was constructed in _____.

WHEREAS FOVF and City entered a management agreement on April 20, 2020, and a First Addendum on _____. Both agreements are incorporated herein by reference along with any exhibits and attached here to as Exhibit A and B respectively.

WHEREAS FOVF cannot continue to operate the OVF for the City and desires to enter this agreement to transition the management of the Ouray Via Ferrata back to the City over a two-year period upon the terms set forth below.

WHEREAS the City desires to work cooperatively with FOVF to transition management of the Ouray Via Ferrata back to the City upon the following terms and conditions.

NOW THEREFORE, in consideration of the material recitals described above, the mutual obligations described below, and for other consideration, the sufficiency of which is hereby acknowledged by the Parties, the Parties agree as follows.

1. The City hereby grants FOVF the authority to operate the Ouray Via Ferrata as set forth in Exhibit A and B, for one additional year and such grant of authority shall terminate on December 31, 2025, unless extended in the City’s sole discretion. The terms and conditions contained in Exhibit A and B shall be legally enforceable, along with the terms and conditions set forth herein. If there are any conflicting provisions between the agreements, terms and conditions contained herein shall control.
2. On or before December 31, 2025, the City shall pay One-Hundred Dollars (\$100.00) to FOVF and purchase the trademark Ouray Via Ferrata, along with the website ownership rights to www.ourayviaferrata.org. This provision supersedes any notice requirements contained in Article Exhibit A, Title X, Paragraph A. FOVF shall have the right to use

the website through a license agreement to be entered prior to December 31, 2025, upon reasonable terms.

3. All fixtures, and other permanent structures erected on property used by the Ouray Via Ferrata are the sole property of the City as set forth in Exhibit A, Title IX, Paragraph D.
4. On or before May 1, 2025, FOVF board membership shall be expanded so that the City Administrator, or its authorized designee (City Representative), shall become a voting member. The City retains the right to remove and replace City Representative at any time. The City's Representative to serve on the board of directors of the FOVF shall be appointed by City Council, as necessary from time to time.
5. The City's Representative shall have the authority to vote concerning any increase to the 2025 commercial guide fees necessary to sustain the Ranger program without further City Council approval.
6. The remainder of the 2025 season management functions for the Ouray Via Ferrata shall be the sole responsibility of FOVF under the terms of Exhibit A and B, and the Ouray Via Ferrata shall continue to operate in the same or similar manner as prior years.
7. During the 2025 Ouray Via Ferrata season the City Representative shall review operations manuals, participate in the process to determine the 2025 guides, and learn the management and operations processes, as time allows.
8. In 2025, website inquiries from www.ourayviaferrata.org shall be routed to the City's Visitor Center staff which include publishing the Visitor Center's phone number (970-353-3954) on the website.
9. On January 1, 2026, Exhibit A and B shall terminate and be of no legal force or effect and FOVF shall have no management responsibilities over the Ouray Via Ferrata whatsoever.
10. The FOVF intends to continue to operate as a not-for-profit 501(c)(3) with the purpose of promoting and raising money for the benefit of the Ouray Via Ferrata, offering special events through the City's permitting regulations, including but not limited to, the Fourth of July and Halloween event.
11. On January 1, 2026, the City acknowledges and agrees that it is solely responsible for operating the Ouray Via Ferrata which includes implementing an adequate cleaning schedule for restroom in the Gorge and managing the commercial guide application process, implementing the commercial guide schedule, communicating with the guides, and ensuring the commercial guiding operations continue.

12. FOVF acknowledge and agree that all proprietary customer lists, commercial guide lists and all other information in FOVF's possession that is necessary for the continued operations of the Ouray Via Ferrata.
13. On January 1, 2026, those people who are chosen by the City to be hired as Rangers for the Ouray Via Ferrata, after submitting an application for the position to the City of Ouray, shall be employees of the City at the rate of pay to commensurate with seasonal employees within the City of Ouray Park's Department.
14. FOVF acknowledges and agrees that it shall assist the City with the management of the commercial guide operations for 2026, including collecting the fees, assisting with selection of guides and implementation of schedules. Any commercial guide fees collected by FOVF for 2026 shall be the sole property of the City and such fees shall be turned over as soon as practical to the City after receipt, along with an adequate accounting of the fees and to whom they were paid by.

IN WITNESS WHEREOF, the City and FOVF have signed this agreement, and its effective date is January 21, 2025.

CITY OF OURAY

FOVF

Mayor Ethan Funk

_____, Member

Attest:

Melissa Drake, Clerk

Future Agenda Items/Work Sessions

- Restroom Cleaning and Vault Pumping Agreement Between City, OIPI, and FOVF (City to supply toilet paper but OIPI & FOVF will stock & clean)
- Rescind Flood Emergency Declaration
- Dark Sky Ordinance Moon Phase
- Huckstering Permit Re-examine Permit and Fees (City Staff owe Council recommendations)
- Additional Fee & Fine Schedules
- Waterview PUD Fines as Outlined in Guidelines
- Workforce & Attainable Housing
- Via Ferrata Agreement (Expires April 30, 2025)
- Sidewalk replacements
- Bicycle usage on municipal trails (regulations for Ebikes)
- **Future Work Session** – February 3rd 2025 4pm Deed Restriction Template and Ordinance
- **Future Work Session** – Bed & Breakfast Discussion
- **Future Work Session** – Revisiting Fire Protection District payment equation/Fire District increase mill levy. Work session to be help with Fire Protection District board members and Hannah.