

Managing Director's Report

9/25/18

1) Salesforce, Pardot, Click & Pledge, Auctions for Salesforce, Zapier -

- i) Training – July/August/September
- ii) General Ledger Code Restructure – transition underway
- iii) Data Cleanup and Migration – Complete – testing underway
- iv) Soft Launch for Legislative Breakfast – 9/17/18

2) DAS Partnerships – internal & external

- i) **Silverados** – Debrief meeting held with staff. NVC/Silverados meeting coming in mid-October. We learned a lot!
- ii) **Scholar Eats Food Truck and Concessions** – Successful startup of catering and Silverados game concessions. Revenue and expenditure review underway with the Hospitality Culinary and Tourism Management coordinator and dean.
- iii) **Festival Napa Valley** - We were boosted to the top tier sponsorship level this past summer and will have ongoing promotion through the coming year. Next summer will be year 3 of the partnership.
- iv) **Shakespeare Napa Valley** – County grants renewed as was the City of Yountville contract for this season. There's still time to see the show!

3) DAS Operations

- i) **Vending Services RFP** – Proposals due 11/1/18
- ii) **Café** – Showing a profit since the switch to US Foods government contract and significant menu restructure to reduce labor hours.

Shakespeare In The Park 2018

Yountville

September 14, 15 & 16 @ 7pm
Veteran's Park ([click here for directions](#))

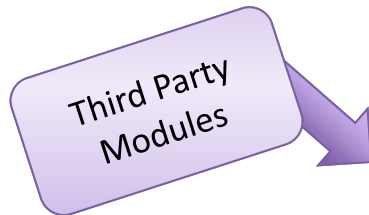
Downtown Napa

September 21, 22, 23, 28, 29
(indoors) & 30 @ 7pm
CIA at Copia in Napa)

Napa Valley College

October 5 & 6 @ 7pm and October
7 @ 2pm
Studio Theater

Salesforce at NVC - Customer Relationship Management...



Also... We have two gateways now! One for each foundation so online donations go to each foundation's bank account.