

**AMENDED AGENDA TO CHANGE TIME TO 2 P.M. DUE TO SCHEDULEING
CONFLICT**



SPECIAL MEETING AGENDA
CLALLAM COUNTY
LODGING TAX ADVISORY COMMITTEE

223 East 4th Street, Room 160
Port Angeles, Washington

MONDAY, February 12, 2024 – 2 p.m.

Lodging Tax Advisory Committee meetings will be available virtually at:

If you would like to participate in the meeting via Zoom audio only, call 253-215-8782 and use meeting ID: 875 561 7844 and passcode: 12345

If you would like to participate in the meeting via Zoom video conference, visit <https://zoom.us/j/8755617844> and use meeting ID: 875 561 7844 and passcode: 12345

This meeting can be viewed on a live stream at this link:
<https://www.clallamcountywa.gov/669/Live-Archived-Meetings-Online>

Public comment and questions can be directed to the Clerk of the Board at 360-417-2256 or loni.gores@clallamcountywa.gov

- I. CALL TO ORDER, ROLL CALL
- II. APPROVAL OF AGENDA
- III. PUBLIC COMMENT
- IV. APPROVAL OF MINUTES FOR THE MEETING ON:
 - January 11, 2024
- V. BUSINESS
 - a. Review of financial LTAC projections – Mark Lane
 - b. Discussion on allocations for 2024 Hotel/Motel Funds (2nd call)
 - c. Review follow-up reports for 2023 LTAC funding requests
- VI. PUBLIC COMMENT
- VII. ADJOURNMENT

**Clallam County
Lodging Tax Advisory Committee**

**Draft Minutes
January 11, 2024**



CLALLAM COUNTY LODGING TAX ADVISORY COMMITTEE MINUTES OF JANUARY 11, 2024

MEETING OF THE LODGING TAX ADVISORY BOARD (LTAC)

Chair Commissioner Johnson called the meeting to order at 2 p.m., Thursday, January 11, 2024. Also, present were Kim Reynolds, Donya Alward, Lissy Andros, Craig Jaeger, Pamela Dahl, and Marc Abshire. Matthew Peloquin was excused.

REQUESTS FOR MODIFICATIONS/APPROVAL OF AGENDA

ACTION TAKEN: Reynolds moved to adopt the agenda as presented, Dahl seconded, motion carried

APPROVAL OF MINUTES

- November 9, 2023

ACTION TAKEN: Reynolds moved to approve the minutes as modified, Jaeger seconded, motion carried

BUSINESS ITEMS

a. City of Port Angeles, Sequim, Forks, and Jefferson County Lodging Tax Funding 2024 allocations discussion

Barbara Hanna, City of Sequim provided a report regarding City of Sequim lodging tax funding allocations for 2024.

Heidi Eisenhour, Jefferson County provided a report regarding Jefferson County lodging tax funding allocations for 2024.

Caryn Depew and Lissy Andros, Forks Chamber of Commerce provided a report regarding City of Forks lodging tax funding allocations for 2024.

City of Port Angeles wasn't in attendance.

b. Review of financial LTAC projections

Commissioner Johnson provided a financial update. LTAC Members held a discussion.

c. Notice to call for 2024 Hotel/Motel Funding applications (2nd call 2024) timeline for 2nd call for 2024 Hotel/Motel Funds

Commissioner Johnson provided a summary. LTAC Members held discussion

ACTION TAKEN: Abshire moved to approve the application timeline for 2nd call for applications, Jaeger seconded, motion carried

ACTION TAKEN: Dahl moved to approve the press release for 2nd call for applications, Reynolds seconded, motion carried

ACTION TAKEN: Reynolds moved to approve the notice for 2nd call for applications with 12 p.m. and no late applications bold and highlighted, Abshire seconded, motion carried

d. Strategic Tourism Plan request for proposal update

Debbie Wardrop and Marsha Massey provided an update on the Strategic Tourism Plan. LTAC Members held a discussion.

e. Vacant LTAC membership position

- Potential User of Funds – Vacant

Commissioner Johnson asked LTAC Members to forward him names of those that might be interested in applying. BOCC can forward applications to those who want to apply.

NEXT MEETING – February 8, 2024

ADJOURNMENT - Meeting concluded at 3:16 p.m.

**Clallam County
Lodging Tax Advisory Committee**

**Funding Report
Mark Lane**

CLALLAM COUNTY
HOTEL/MOTEL TAX--FUND 19925
STATEMENT OF SOURCES, USES AND RESERVES
2024 ACTUALS & 2024 BUDGET WITH 5 YEAR LOOK BACK

	BUDGET 2024 ADJUSTED BUDGET (BASED ON CURRENT COMMITMENTS AND BUDGET REVISIONS APPROVED BY BOCC)	PROJECTIONS	ACTUALS--CURRENT YEAR WITH 5 YEAR LOOK BACK							ACTUALS--YTD PRIOR YEAR	
		PROJECTED YEAR-END 2024 --UP 3% FOR YEAR	YTD JANUARY 2024	2023	2022	2021	2020	2019	YTD JANUARY 2023	% CHANGE VS PRIOR YEAR	
REVENUE (SOURCES OF FUNDING)											
291.31331.00.0030 HOTEL/MOTEL TRANSIENT LODGING TAX	927,000	918,846	30,505	893,313	833,512	742,715	392,878	499,196	30,847	-1.1%	
291.31331.00.0040 HOTEL/MOTEL LODGING ADDITIONAL TAX	870,000	870,121	30,237	843,524	818,151	742,114	395,680	492,412	28,102	7.6%	
291.33121.01.9100 AMERICAN RESCUE PLAN (LOST REVENUE, "KEEP THE LIGHTS ON")	-	- **	-	-	-	-	-	-	-	--	
291.33321.01.9100 CARES ACT-COVID-19 RELIEF ("KEEP THE LIGHTS ON")	-	-	-	-	-	-	252,761	-	-	--	
291.36700.00.0000 CONTRIBUTIONS AND DONATIONS	-	-	-	-	-	-	-	940	-	--	
291.39797.90.0240 TRANSFER FROM OPERATING TRANSFERS OUT	-	-	-	-	-	-	-	-	-	--	
TOTAL REVENUE (SOURCES)	1,797,000	1,788,966	60,742	1,736,837	1,651,662	1,484,829	1,041,318	992,548	58,949	2701.8%	
% CHANGE VS PRIOR YEAR	3.5%	3.0%	3.0%	5.2%	11.2%	42.6%	4.9%	8.1%			
% CHANGE VS PRIOR YEAR--EXCLUDING CARES	3.5%	3.0%	3.0%	5.2%	11.2%	88.3%	-20.6%	8.1%			
EXPENDITURES (USES OF FUNDING)											
291.55730.41.0020 PROFESSIONAL SERVICES	-	-	-	-	-	-	-	-	-	--	
291.55730.41.0116 CLALLAM BAY-SEKIU CHAMBER OF COMMERCE	-	-	-	-	12,000	12,000	20,000	10,086	-	--	
291.55730.41.0117 CHAMBERS OF COMMERCE	2,000	2,000	1,000	1,567	1,567	567	1,567	2,972	1,000	0.0%	
291.55730.41.0121 OLYMPIC PENINSULA VISITOR BUREAU	800,000	800,000	75,833	848,334	652,500	558,333	591,667	514,167	54,167	40.0%	
291.55730.41.5110 PARKS/FAIR/FACILITIES	44,000	44,000	-	35,520	43,753	32,377	25,947	24,025	-	--	
291.55730.41.5120 PUBLIC WORKS	420,000	420,000	-	-	-	150,000	250,000	220,000	-	--	
291.55730.41.0118 FEIRO MARINE LIFE CENTER	-	-	-	-	-	-	-	-	-	--	
291.55730.49.0155 NOR'WESTER ROTARY CLUB/FOUNDATION	-	-	-	-	-	-	-	5,000	-	--	
291.55730.49.0160 PA CHAMBER OF COMMERCE	-	-	-	-	85,000	35,000	-	35,000	-	--	
291.55730.49.0161 NEAH BAY CHAMBER OF COMMERCE	35,230	35,230	-	20,000	-	-	-	25,700	-	--	
291.55730.49.0162 FORKS CHAMBER OF COMMERCE	35,000	35,000	-	35,000	53,638	40,000	-	-	-	--	
291.55730.49.0170 PORT ANGELES MARATHON ASSOCIATION	29,355	29,355	-	15,000	-	12,500	-	-	-	--	
291.55730.49.0171 PORT ANGELES BASEBALL	-	-	-	-	60,000	-	-	-	-	--	
291.55730.49.0172 PENINSULA ADVENTURE SPORTS	-	-	-	-	-	-	-	-	-	--	
291.55730.49.0173 DUNGENESS CRAB & SEAFOOD FESTIVAL	-	-	-	-	15,550	-	-	-	-	--	
291.55730.49.0174 PENINSULA TRAILS COALITION	-	-	-	10,000	20,000	-	-	-	-	--	
291.55730.49.0175 LINCOLN PARK BMX ASSOCIATION	39,807	39,807	-	30,000	119,570	100,000	-	-	-	--	
291.55730.49.0176 PORT ANGELES WATERFRONT CENTER	300,000	300,000	-	45,000	145,000	-	-	-	-	--	
291.55730.49.0180 JUAN DE FUCA FESTIVAL	9,500	9,500	-	8,000	7,000	10,000	-	-	-	--	
291.55730.49.0185 FORKS TIMBER MUSEUM	-	-	-	-	-	67,142	-	-	-	--	
291.55730.49.0193 SOURCEONE DISPLAYS	-	-	-	5,000	-	-	-	-	-	--	
291.55730.49.0194 HURRICANE RIDGE WINTER SPORTS	45,000	45,000	-	30,000	-	-	-	-	-	--	
291.55730.49.0195 OLYMPIC PENINSULA ROWING ASSOCIATION	20,000	20,000	-	20,000	-	-	-	-	-	--	
291.55730.49.0196 SEQUIM IRRIGATION FESTIVAL	12,500	12,500	-	-	-	-	-	-	-	--	
291.55730.49.0197 IAN'S RIDE	5,000	5,000	-	-	-	-	-	-	-	--	
291.55730.49.0198 PORT ANGELES CITY BALLET	7,500	7,500	-	-	-	-	-	-	-	--	
291.55730.49.0230 UNANTICIPATED PROJECTS (PRIOR YEARS INCLUDE "KEEP THE LIGHTS ON" FUNDING PROVIDED)	196,108	196,108	-	-	-	107,842	252,761	-	-	--	
291.55730.51.0050 WASHINGTON STATE PATROL	-	-	-	-	-	-	-	-	-	--	
TOTAL EXPENDITURES (USES)	2,001,000	2,001,000	76,833	1,103,421	1,215,578	1,125,761	1,141,942	836,950	55,167	39.3%	
EXCESS OF REVENUE(SOURCES) OVER EXPENDITURES(USES)	(204,000)	(212,034)	(16,092)	633,416	436,084	359,068	(100,624)	155,598	3,782	-525.4%	
ENDING FUND BALANCE/RESERVES	2,175,101	2,167,067	2,363,009	2,379,101	1,745,685	1,309,601	950,533	1,051,157	1,749,467	35.1%	

CLALLAM COUNTY
HOTEL/MOTEL TAX--FUND 19925
2024 TAX REVENUE REFORECAST

	January 2024	February 2024	March 2024	April 2024	May 2024	June 2024	July 2024	August 2024	September 2024	October 2024	November 2024	December 2024	2024
	Actual	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected
Hotel/Motel Transient Lodging Tax	30,505	29,735	54,012	34,806	59,612	72,180	96,901	123,481	139,572	121,315	104,902	51,825	918,846
Hotel/Motel Transient Lodging Additional	30,236	27,675	48,474	30,207	54,005	66,560	89,032	118,045	133,642	115,837	104,284	52,123	870,121
TOTAL HOTEL/MOTEL TAX REVENUE	60,742	57,411	102,486	65,013	113,617	138,739	185,932	241,526	273,214	237,153	209,186	103,948	1,788,966
YOY % CHANGE--MONTH	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
YOY % CHANGE--CUMULATIVE	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%

ORIGINAL BUDGET SCENARIO 1--UP 3.5% FROM 2023 ACTUAL (%s BELOW REFLECT 60 DAY LAG BETWEEN ACTIVITY AND TAX COLLECTION)													
YOY % CHANGE	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	-0.5%	18.2%	3.5%
TAX REVENUE	60,718	57,411	102,486	65,013	113,617	138,739	185,932	241,526	273,214	237,153	202,160	119,330	1,797,298

SCENARIO 2--UP 3% FOR YEAR													
YOY % CHANGE	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
TAX REVENUE	\$ 60,742	\$ 57,411	\$ 102,486	\$ 65,013	\$ 113,617	\$ 138,739	\$ 185,932	\$ 241,526	\$ 273,214	\$ 237,153	\$ 209,186	\$ 103,948	\$ 1,788,966

**Clallam County
Lodging Tax Advisory Committee**

2023 Funding Report Updates

Funding Report

**Clallam County
Public Works/Road Department**

County PW

RECEIVED
CLALLAM CO. COMMISSIONERS

JAN 12 2024



Clallam County Public Works/Road Department^{1,2,3A}

223 E. Fourth St., Suite 6

Port Angeles, WA 98362-3000

360-417-2290 Fax: 360-417-2513 E-mail: steve.gray@clallamcountywa.gov

January 11, 2024

TO: Clallam County Lodging Tax Advisory Committee
FROM: Steve Gray, Public Works Deputy Director
SUBJECT: Progress Report for 2022/2023 Lodging Tax Grants Supporting Olympic Discovery Trail (ODT) Projects

Dear LTAC Members:

Below is a summary of accomplishments and project status based on the scope of work approved under our 2022/2023 Lodging Tax Grants to support the ODT:

Trail Corridor Acquired

The County purchased a 150-foot wide by approximately 0.5-miles long trail corridor easement from the Washington State Department of Natural Resources (DNR) as shown on the attached map. This purchase represents an important milestone for the planned ODT-Forks to La Push segment because it is the first "footprint" of the ODT trail corridor secured along the ~ 11-mile SR 110/La Push Rd corridor between US 101 and the Olympic National Park (ONP) boundary.

Trail Corridor Acquisition in Progress

Clallam County has been in active negotiations with two private property owners for approximately 7.5 miles of trail corridor between US 101 and the 3 Rivers Neighborhood (SR 110/Mora Road intersection area) as shown on the attached map. These negotiations have spanned over two years, including several appraisals and appraisal updates. We continue to work with both landowners on purchase price and to address their concerns. Both landowners have been responsive and continue to work with the County to reach agreement.

ODT Repair and Maintenance Work

Both the 2022 and 2023 lodging tax grant awards approved use of funding to support ODT repair and maintenance if grant monies remain available after prioritizing acquisition efforts for the ODT-Forks to La Push segment. The Public Works Department repaired and performed ongoing maintenance during the grant period. However, we have not used 2022/2023 lodging grant funds to support this work. Consistent with the grant scope of work priorities we are currently reserving all grant funds to be available for ODT-Forks to La Push trail corridor acquisition.

Trail Widening/Resurfacing Project

The 2023 lodging tax grant award scope of work supported applying funds to widen and resurface up to one-mile of 25/30-year old trail segment in eastern Clallam County if grant monies remain available after prioritizing trail corridor acquisition for the ODT-Forks to La Push segment. To date, Public Works has not proceeded with this project. Consistent with the grant scope of work priorities we are currently reserving all grant funds to be available for ODT-Forks to La Push trail corridor acquisition.

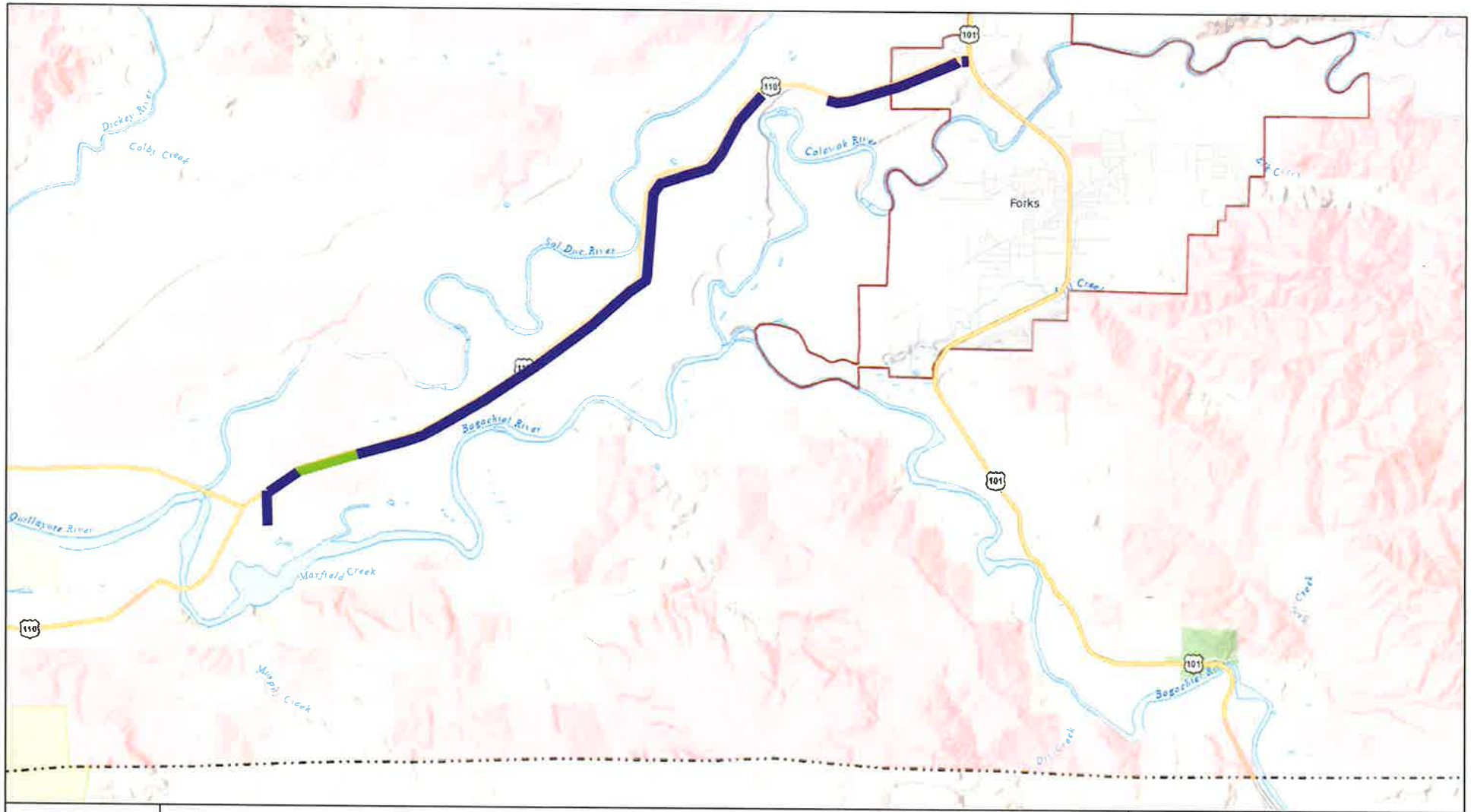
Grant Contract Extension

The County Commissioners extended both the 2022 and 2023 lodging tax awards services agreement with the Public Works Department through the end of 2024.

Thank you for your continued support for the ODT.

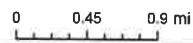
Sincerely,

Steve Gray
Public Works Deputy Director



	Acquired Trail Corridor
	Trail Corridor Under Negotiation
1/11/2024 3:21 PM	

Clallam County, WA



1:72,224

We are happy to share our maps and hope that you find them helpful. Please be advised, however, that these maps are intended to serve as a guide to the general location of features shown. The accuracy of the individual layers varies and layers may not align with one another. Determination of actual regulatory location of features shown on this map typically requires a field examination by qualified staff. Any person or entity that relies on any information contained herein does so at their own risk. Clallam County makes no warranty of the accuracy or usefulness of this data.

Funding Report

Olympic Peninsula Rowing Association

Gores, Loni

Rowing Assoc.

From: Sean Halberg <seanhalberg@hotmail.com>
Sent: Thursday, November 2, 2023 10:02 PM
To: Gores, Loni
Subject: RE: 2023 LTAC request status report Rowing Association - Due 1/12/24
Attachments: Port Angeles Coastal Regatta LTAC results.pdf

Hi Loni, here are the LTAC results of our Port Angeles Coastal Regatta. It's possible that this "Exhibit B" is from a City of Port Angeles LTAC form. If you need additional information or a different format, please let me know.

Thanks,

Sean Halberg, President

Olympic Peninsula Rowing Association

(360) 461-4379

From: [Gores, Loni](#)
Sent: Monday, October 30, 2023 4:36 PM
To: seanhalberg@hotmail.com
Cc: [Gores, Loni](#)
Subject: 2023 LTAC request status report Rowing Association - Due 1/12/24

Sean Halberg,

Clallam County awarded Olympic Peninsula Rowing Association \$20,000 for Hotel/Motel Tax Funds in 2023 under BOCC Resolution # 116, 2022. Per the contract you'll need to provide a written progress report for this request. Please send me your progress report no later than Friday, January 12 at 12 p.m. Once received the LTAC members will review.

Thanks, Loni

"My email address has changed! The new format is Loni.Gores@clallamcountywa.gov Please update my contact card as your earliest convenience, Thank you!"

*Loni Gores
Clerk of the Board
Commissioners Office
223 East 4th Street, Suite 4
Port Angeles, WA 98362
Phone: 360-417-2256*

Lodging Tax Expenditure Report

Organization:	Olympic Peninsula Rowing Association
Activity Name:	Port Angeles Coastal Regatta
Activity Type:	Event/Festival
Start Date:	June 10, 2023
End Date:	October 29, 2023
Funds Requested:	\$20,000
Funds Awarded:	\$20,000
Total Activity:	\$31,000

Attendance Information

Overall Attendance Enter the total number of people predicted to attend this activity, the actual number of people who attended this activity, and the method used to determine the attendance.	Predicted: 400 Actual (Estimated): 67 Method: Direct Count Please Explain: Registration & Email questionnaire
Attendance, 50+ Miles Enter the number of people who travelled greater than 50 miles predicted to attend this activity, the actual number of people who travelled greater than 50 miles to attend this activity, and the method used to determine the attendance.	Predicted: 300 Actual (Estimated): 58 Method: Direct Count Please Explain: Same
Attendance, Out of State, Out of Country Enter the number of people from outside the state and country predicted to attend this activity, the actual number of people from outside the state and country who attended this activity, and the method used to determine the attendance.	Predicted: 100 Actual (Estimated): 11 Method: Direct Count Please Explain: Same
Attendance, Paid for Overnight Lodging Enter the number of people predicted to attend this activity and pay for overnight lodging, the actual number of people who attend this activity and paid for overnight lodging, and select the method used to determine the attendance.	Predicted: 275 Actual (Estimated): 14 Method: Direct Count Please Explain: Same
Attendance, Did Not Pay for Overnight Lodging Enter the number of people predicted to attend this activity without paying for overnight lodging, the actual number of people who attended this activity without paying for overnight lodging, and the method used to determine the attendance.	Predicted: 125 Actual (Estimated): 53 Method: Direct Count Please Explain: Same
Paid Lodging Nights Total projected and estimated actual number of paid lodging night. One Lodging Night = one or more persons occupying one room for one night.	Predicted: 200 Actual (Estimated): 9 Method: Direct Count Please Explain: Same
Under "Methodology" Please fill the left cell with one of the following: "Direct Count", "Indirect Count", "Representative Survey", "Structured Estimate", or "Other-please Explain"	

Funding Report

Hurricane Ridge Winter Sports Club

Hurricane Ridge Sports

November 13, 2023

RECEIVED
CLALLAM CO. COMMISSIONERS
NOV 15 2023
1...2...3...A...

Dear Clallam County Lodging Tax Committee Members,

Please accept this Progress Report for Hurricane Ridge Winter Sports Education Foundation (HRWSEF) related to our 2023 Clallam County Hotel/Motel Tax Fund Grant of \$30,000 for operations.

HRWSEF used the \$30,000 to support our payroll expenses of \$89,879 as of the end of August 2023. We will incur additional payroll expenses through the rest of this calendar year especially as we prepare for the upcoming winter season.

HRWSEF recorded 4200 visitors for the 2022/2023 winter season. Through random on-hill surveys we've estimated that approximately 30% of visitors or 1260 customers were from outside the 50 mile radius and that about 10% of those out of town customers, or 126, paid for lodging.

The HRWSEF is preparing for challenges for the next few winters with the loss of the day lodge at Hurricane Ridge to a devastating fire. Without the day lodge we lose on hill equipment rentals that greatly supported our ticket sales and especially our ski school participation and therefore revenue. In addition, we lose indoor heated areas for kids and families to warm up and purchase food and beverage on inclement weather days. The temporary restrooms installed by the ONP will allow the road to remain open but will also take up additional parking. The parking lot limits at Hurricane Ridge is one of our greatest limitations to increased revenue and visitation.

HRWSEF again partnered with Olympic Hiking Co. and Black Ball Transport to operate a Saturday and Sunday **Winter Shuttle to Hurricane Ridge** for the 2023 winter season. In 2023 we expanded shuttle service from just Saturdays to Saturday and Sundays.

The 2023 shuttle was extremely successful in bringing out of county visitors to Port Angeles and driving hotel stays in greater Clallam County. Of the 308 shuttle customers, 89% traveled from outside of Clallam County. Of those out of county travelers, 120 or 39% stayed overnight in a hotel in Clallam County. Mission accomplished: affordable ticket fare for our local community, while driving out of County visitation and paid local hotel stays.

Regarding marketing, we again partner with **Indy Pass** for national and international advertising. Indy Pass, a rapidly expanding multi-resort season pass, provides pass purchasers with two complimentary lift tickets to participating resorts. When the

company was founded in 2019 there were only 34 participating resorts nationwide including Hurricane Ridge. Currently there are more than 120 resorts including in Canada and Japan.

We had 141 Indy Pass holder visitors to Hurricane Ridge in the 2022/23 winter season. Over 80% of Indy Pass visitors were from out of 50 mile range including out of state/country visitors from: British Columbia(1), Florida(1), Hawaii(2), Idaho(1), Michigan(2), Minnesota(1), Montana(2), New Hampshire (2), New York(2), Oregon(20), Pennsylvania(1), Texas(1) , Utah(2), Wisconsin(1) and unknown out of area destinations(11).

In addition to the Indy Pass marketing the HRWSEF secured another grant from the Olympic Peninsula Visitors Bureau (**OPVB**) to publish and distribute a brochure featuring the Hurricane Ridge ski/snowboard/tubing Area.

I've attached HRWSEF profit and loss statements for the 2023 calendar year through 8/31/23 and more detailed information regarding shuttle ridership and demographics for the 2023 season.

The HRWSEF greatly appreciated Clallam County LTAC funding in 2023 and we look forward to continuing to promote tourism during the all important winter season for Clallam County.

Thanks to the committee and staff for your time in reviewing this progress report. We appreciate all efforts to improve the quality of life in Clallam County.

Please let me know if you need any additional information.

Sincerely,

Jerry

A handwritten signature in black ink, appearing to read "Jerome R. Oakes", written over the printed name "Jerry".

Jerome R. Oakes, MD
Board of Directors, HRWSEF
jromdwa@gmail.com
Cell: 360-477-6077

2:18 PM

11/11/23

Accrual Basis

Hurricane Ridge Winter Sports Club

Profit & Loss

December 1, 2022 through August 30, 2023

	Dec 1, '22 - Aug 30, 23
Ordinary Income/Expense	
Income	
Discount	-884.00
DONATIONS	
Beer Fest	215.55
Dungeness Crab & Seafood Fest	400.00
Fun Run	500.00
LiveToPlay	500.00
Miscellaneous Cash Donations	24.70
Total DONATIONS	1,640.25
EF Contributions	0.00
Grants	
City of PA Lodging Tax Grant	44,992.50
Olympic Peninsula Visitors Bure	2,546.87
Total Grants	47,539.37
Indy Pass Holders Pay Outs	2,799.39
LIFT TICKETS	
BUNNY TICKETS	7,544.98
INTERMEDIATE FULL DAY	31,880.70
INTERMEDIATE HALF DAY	3,281.65
Poma 6 Pack	646.38
POMA FULL DAY	31,715.19
POMA HALF DAY	1,053.81
Tube punch card 10 Rides	8,234.22
Upgrade	529.77
Total LIFT TICKETS	84,886.70
Passes	0.00
Prepurchased Lift Tickets	0.00
Private Mountain Rental	6,000.00
SEASON PASS	
BM FAMILY PASS	384.16
BM INDIVIDUAL PASS	368.31
BUTCH'S PASS	552.49
FAMILY SEASON PASS	8,732.94
INDIVIDUAL SEASON PASS	7,465.38
MERVIN FAMILY PASS	1,657.47
SKI PATROL FAMILY PASS	644.22
Total SEASON PASS	19,804.97
SKI SCHOOL	
Group Lessons	
SB/SKI LESSONS - 3 Week	6,107.05
TODDLER LESSONS	1,282.15
Total Group Lessons	7,389.20
PRIVATE LESSONS	
1 Person private lesson	2,037.99
2 People Private Lesson	3,634.41
3 People Private Lesson	709.93
Private Lesson Additional Hour	324.86
Total PRIVATE LESSONS	6,707.19
Total SKI SCHOOL	14,096.39
Ski School Lift Tickets	0.00
SKI TEAM	
TENT RENTAL	5,378.68
Total SKI TEAM	5,378.68

Hurricane Ridge Winter Sports Club

Profit & Loss

December 1, 2022 through August 30, 2023

	Dec 1, '22 - Aug 30, 23
Van Wrap Income	735.29
WINTER SPORTS CLUB	
Items for Resale	23.02
Total WINTER SPORTS CLUB	23.02
Total Income	182,020.06
Gross Profit	182,020.06
Expense	
Advertising	3,346.30
Appreciation Award	489.06
Automobile Expense	18.31
Bank Service Charges	
Merchant Service Fees	3,268.53
Bank Service Charges - Other	40.00
Total Bank Service Charges	3,308.53
Cash Over/Short	0.06
Casual Labor	863.00
Computer software up-grade	1,082.56
Customer Transportation	19,593.75
Dues and Subscriptions	423.77
Equipment Repairs/Maintenance	13,784.52
Fuel	11,606.24
Fund Raising Expenses	
Winterfest	900.00
Total Fund Raising Expenses	900.00
Insurance	
Automobile Insurance	3,814.61
Director's & Officer's Ins.	1,205.00
Liability Insurance	20,290.90
Total Insurance	25,310.51
Licenses and Permits	317.75
Miscellaneous	0.00
Moc Repairs	65.14
Mountain Operations	1,954.02
Office Supplies & Postage	672.02
Payroll Expenses	89,878.73
Printing and Reproduction	885.01
Professional Fees	250.00
Promotional Expense	481.25
Sales Tax Expense	
B & O	583.18
Total Sales Tax Expense	583.18
Supplies	
Industrial Supplies	15.35
Total Supplies	15.35
Telephone	465.66
Travel	
Lodging	430.65
Total Travel	430.65
Utilities	719.10

Hurricane Ridge Winter Sports Club
Profit & Loss
December 1, 2022 through August 30, 2023

	Dec 1, '22 - Aug 30, 23
Web Hosting	153.30
Website Design	1,025.00
Total Expense	178,622.77
Net Ordinary Income	3,397.29
Net Income	3,397.29

HR Shuttle Data 2023

January	Pax #	February	Pax #	March	Pax #
1/7/2023	22	2/3/2023	7	3/4/2023	24
1/8/2023	9	2/4/2023	5	3/5/2023	13
1/14/2023	18	2/11/2023	26	3/11/2023	15
1/15/2023	18	2/12/2023	13	3/12/2023	8
1/21/2023	15	2/18/2023	28	3/18/2023	15
1/22/2023	18	2/19/2023	21	3/25/2023	19
1/28/2023	14	2/25/2023	16	3/26/2023	7
1/29/2023	5				
Total	119	Total	116		101

Total Passengers	336
Total Shuttles	22
Avg per shuttle	16
Avg Saturday	19
Avg Sunday	12

119	Total Passengers (January)		
10	Less: OHC Staff		
109	Total Customers		
10	customers	Clallam County	9%
99	customers	Out of County	91%
Y	Hotel	25	45%
N	Hotel	30	55%
Total Respondents			55
Percentage of Total Passengers Responding:			50%

116	Total Passengers (February)		
9	Less: OHC Staff		
107	Total Customers		
21	customers	Clallam County	20%
86	customers	Out of County	80%
Y	Hotel	76	75%
N	Hotel	25	25%
Total Respondents			101
Percentage of Total Passengers Responding:			94%

101	Total Passengers (March)		
9	Less: OHC Staff		
92	Total Customers		
4	customers	Clallam County	4%
88	customers	Out of County	96%
Y	Hotel	19	49%
N	Hotel	20	51%
Total Respondents			39
Percentage of Total Passengers Responding:			42%

Total Passengers: January - March			
35	customers	Clallam County	11%
273	customers	Out of County	89%
308	customers	total	
28	staff	total	
336	total passengers		

Total clients reporting hotel stay 120
 % Yes - stayed overnight in hotel 61.54%
 % No - reported no hotel stay 38.46%

1/7/2023

#	Zip Code	County/Region	State	Hotel
1	53589	Stoughton	WI	Y
8	98395	Pierce County	WA	N
2	98282	Island County	WA	N
2	98363	Clallam County	WA	X
2	10573	Westchester County	NY	Y
1	NO INFO	NO INFO	XX	X
3	96712	Honolulu County	HI	Y
1	98362	Clallam County	WA	X

2 OHC Staff

22 Total Passengers

1/8/2023

#	Zip Code	County/Region	State	Hotel
1	53589	Stoughton	WI	Y
1	98362	Clallam County	WA	N
4	78108	Guadalupe County	TX	N
1	98362	Clallam County	WA	N
2	61614	Peoria	IL	Y

9 Total Passengers

1/14/2023

#	Zip Code	County/Region	State	Hotel
1	96789	Honolulu County	HI	X
2	"02019"	Norfolk County	MA	X
2	98385	Pierce County	WA	N
3	29072	Lexington County	SC	X
3	98370	Kitsap County	WA	N
1	98144	King County	WA	Y
1	96789	Honolulu County	HI	X
1	98370	Kitsap County	WA	X
2	98002	King County	WA	X

2 OHC Staff

18 Total Passengers

1/15/2023

#	Zip Code	County/Region	State	Hotel
1	98362	Clallam County	WA	N
3	85710	Pima County	AZ	X
2	30316	Dekalb County	GA	X
1	98177	King County	WA	Y
2	98239	Island County	WA	N
6	NO INFO	NO INFO	XX	X
2	NO INFO	NO INFO	XX	X

1 OHC Staff

18 Total Passengers

1/21/2023

#	Zip Code	County/Region	State	Hotel
3	98382	Clallam County	WA	N
1	98270	Snohomish County	WA	N
2	50317	Polk County	IA	N
2	98466	Pierce County	WA	X
2	98052	King County	WA	Y
2	98541	Grays Harbor County	WA	X

3 OHC Staff

15 Total Passengers

1/22/2023

#	Zip Code	County/Region	State	Hotel
2	98115	King County		Y
2	98368	Jefferson County		Y
1	98101	King County		Y
10	NO INFO	NO INFO	XX	X
2	98516	Pierce County		X

1 OHC Staff

18 Total Passengers

1/28/2023

#	Zip Code	County/Region	State	Hotel
2	98340	Kitsap County	WA	N
3	54873	Douglas County	WI	Y
1	V7J 3K3	Vancouver	BC	Y
1	98382	Clallam County	WA	N
1	98541	Grays Harbor County	WA	X
3	98075	King County	WA	Y
1	98070	King County	WA	Y
1	NO INFO	NO INFO	XX	X

1 OHC Staff

14 Total Passengers

1/29/2023

#	Zip Code	County/Region	State	Hotel
2	V8T 0C9	Victoria	BC	Y
1	V7J 3K3	Vancouver	BC	Y
2	98365	Jefferson County	WA	N

5 Total Passengers

119 Total Passengers (January)

10 Less: OHC Staff

109 Total Customers

#	customers	Clallam County	9%
99	customers	Out of County	91%

Y	Hotel	25	45%
N	Hotel	30	55%

Total Respondents 55

Percentage of Total Passengers Responding: 50%

2/4/2023				
#	Zip Code	County/Region	State	Hotel
2	98206	Snohomish County	WA	Y
1	45840	Hancock County	OH	X
2	77079	Harris County	TX	Y
2	OHC Staff			
7	Total Passengers			

2/5/2023				
#	Zip Code	County/Region	State	Hotel
2	98362	Clallam County	WA	X
1	"04679"	Hancock County	ME	X
1	98363	Clallam County	WA	X
1	OHC Staff			
5	Total Passengers			

2/11/2023				
#	Zip Code	County/Region	State	Hotel
2	98382	Clallam County	WA	N
1	98362	Clallam County	WA	N
2	98126	King County	WA	Y
1	98368	Jefferson County	WA	X
2	"03801"	Rockingham County	NH	X
2	98112	King County	WA	Y
1	"03801"	Rockingham County	NH	Y
2	98312	Kitsap County	WA	Y
2	98342	Kitsap County	WA	X
1	98362	Clallam County	WA	N
1	98363	Clallam County	WA	N
2	98040	King County	WA	Y
1	89002	Clark County	NV	X
3	98366	Kitsap County	WA	X
1	98366	Kitsap County	WA	X
2	OHC Staff			
26	Total Passengers			

2/12/2023				
#	Zip Code	County/Region	State	Hotel
7	98362	Clallam County	WA	N
3	98362	Clallam County	WA	X
3	98362	Clallam County	WA	N
0	OHC Staff			
13	Total Passengers			

2/18/2023				
#	Zip Code	County/Region	State	Hotel
2	98178	King County	WA	Y
2	95054	Santa Clara County	CA	N
2	98335	Pierce County	WA	X
2	98115	King County	WA	Y
2	99206	Spokane County	WA	Y
1	NO INFO	NO INFO	XX	X
2	98584	Mason County	WA	Y
2	83226	Custer County	ID	Y
1	98038	King County	WA	Y
4	98332	Pierce County	WA	Y
2	93065	Ventura County	CA	X
2	92071	San Diego County	CA	N
2	33149	Miami-Dade County	FL	Y
2	OHC Staff			
28	Total Passengers			

2/19/2023				
#	Zip Code	County/Region	State	Hotel
1	"02790"	Bristol County	MA	Y
2	37216	Davidson County	TN	Y
4	98332	Pierce County	WA	Y
2	98118	King County	WA	Y
3	32724	Volusia County	FL	N
1	V5Z 1C9	Vancouver	BC	N
2	98367	Kitsap County	WA	Y
4	61701	McLean County	IL	Y
2	J3V4S8	Longueuil County	QB	X
0	OHC Staff			
21	Total Passengers			

2/25/2023				
#	Zip Code	County/Region	State	Hotel
2	98236	Island County	WA	X
2	98043	Pierce County	WA	X
2	V9A 4S2	Esquimalt	BC	Y
2	V8V 1A2	Victoria	BC	Y
1	98501	Thurston County	WA	X
2	NO INFO	NO INFO	XX	X
2	98110	Kitsap County	WA	N
1	NO INFO	NO INFO	XX	X
2	OHC Staff			
16	Total Passengers			

116	Total Passengers (February)			
9	Less: OHC Staff			
107	Total Customers			
21	customers	Clallam County	20%	
86	customers	Out of County	80%	

Y	Hotel	76	75%
N	Hotel	25	25%
Total Respondents		101	
Percentage of Total Passengers Responding:		94%	

3/4/2023				
#	Zip Code	County/Region	State	Hotel
3	98370	Kitsap County	WA	N
1	NO INFO	NO INFO	XX	X
2	98370	Kitsap County	WA	N
2	10029	New York County	NY	Y
2	98116	King County	WA	Y
4	98117	King County	WA	Y
1	576149	Bishan	Singapore	X
2	12804	Warren County	NY	X
2	98366	Kitsap County	WA	X
1	98382	Clallam County	WA	X
1	98531	Lewis County	WA	X
1	98363	Clallam County	WA	X
2	OHC Staff			
24	Total Passengers			

3/5/2022				
#	Zip Code	County/Region	State	Hotel
2	98660	Clark County	WA	X
3	29169	Lexington County	SC	N
4	98110	Kitsap County	WA	X
2	98019	King County	WA	X
2	76201	Denton County	TX	X
0	OHC Staff			
13	Total Passengers			

3/11/2023				
#	Zip Code	County/Region	State	Hotel
1	98122	King County	WA	N
1	46204	Marion County	IN	N
2	47429	Monroe County	IN	X
2	NO INFO	NO INFO	XX	X
1	99205	Spokane County	WA	X
3	98335	Pierce County	WA	X
1	83705	Ada County	ID	X
2	85208	Maricopa County	AZ	N
2	OHC Staff			
15	Total Passengers			

3/12/2023				
#	Zip Code	County/Region	State	Hotel
2	20002	District of Columbia	WA D.C.	X
2	47906	Tippecanoe County	IN	X
2	98499	Pierce County	WA	N
2	90815	LA County	CA	X
0	OHC Staff			
8	Total Passengers			

3/18/2023				
#	Zip Code	County/Region	State	Hotel
1	98198	King County	WA	X
1	98512	Thurston County	WA	Y
1	98092	King County	WA	N
1	98512	Thurston County	WA	Y
2	98042	King County	WA	N
1	98502	Thurston County	WA	Y
1	98177	King County	WA	X
2	98382	Clallam County	WA	X
3	98004	King County	WA	X
2	OHC Staff			
15	Total Passengers			

3/25/2023				
#	Zip Code	County/Region	State	Hotel
2	98502	Thurston County	WA	X
2	20009	District of Columbia	WA D.C.	Y
4	98365	Jefferson County	WA	N
2	98311	Kitsap County	WA	Y
2	98116	King County	WA	Y
2	98102	King County	WA	Y
2	90815	LA County	CA	X
3	OHC Staff			
19	Total Passengers			

3/5/2022				
#	Zip Code	County/Region	State	Hotel
3	77062	Harris County	TX	N
4	98101	King County	WA	X
0	OHC Staff			
7	Total Passengers			

101	Total Passengers (March)			
9	Less: OHC Staff			
92	Total Customers			
4	customers	Clallam County	4%	
88	customers	Out of County	96%	

Y	Hotel	19	49%
N	Hotel	20	51%
Total Respondents		39	
Percentage of Total Passengers Responding:		42%	

Funding Report

Neah Bay Chamber of Commerce

Neah Bay chamber



RECEIVED
CLALLAM CO. COMMISSIONERS
DEC 11 2023
1...2...3...A...

Neah Bay Chamber of Commerce

December 7, 2023

Melissa Peterson-Chairwoman

PO Box 263

Neah Bay, Washington 98357

360 640 2967

The Neah Bay Chamber of Commerce was granted \$20,000 dollars in 2022 for the 2023 operation of the Visitors Center in Neah Bay Washington. Please find the final report as required.

Final Report

The Neah Bay Chamber of Commerce used the funding for the Neah Bay Chamber of Commerce part-time staff member who is employed year-round. The funding provided Barbara Vogel \$16.00 an hour for six hours a day and five days a week until August of 2023.

Please find the required statistics below:

The attendance at our facility January 1, to December 1, 2023 is 8,000 visitors. THE Visitor Center has a sign in sheet that each visitor fills out.

An estimated 7, 850 visitors traveled 50 miles or more based on the sign in sheet at the Visitors Center.

Four hundred and seventy-three people were from other countries.

On the Makah reservation also part of Clallam County an estimated 2,100 visitors stayed in the community.

Estimated 5,000 people stayed at Clallam County businesses.

Respectfully Submitted

Melissa Peterson

Neah Bay Chamber of Commerce Visitor's Center**Earnings Statement****PO Box 249 Neah Bay, Washington 98357**

Employees Name	Social Sec ID	Employee Number	Check Number	Pay Period	Pay Date
~~Barbara Vogel~~	XXX- XX - ~~255~~	001	3632	11/14/23 11/25/23	11/28/23
Income	Rate	Hours	Current total	Deductions	Current total

Gross Income**\$16.00****65****\$1,040**

Fed

\$78.00

FICA SS

\$74.75

Sick Leave Available 43 hours plus 23/40

YTD Gross	YTD Deductions	YTD Net	Total	Deductions	Net Pay
\$22,448.50	\$3,389.84.	\$18,888.27		\$152.75	\$877.25

Funding Report

Peninsula Trails Coalition

Peninsula Trails



Spearheading the Olympic Discovery Trail since 1988



P.O. Box 1836,
Port Angeles,
WA 98362
info@olympicdiscoverytrail.org

December 18, 2023

To: Clallam County Lodging Tax Advisory
Committee Clallam County Board of
Commissioner's Office
223 East 4th Street, Suite 4
Port Angeles WA 98362-3015

Peninsula Trails Coalition- 2023 Lodging Tax Grant Report

Dear Commissioner Johnson and the Lodging Tax Advisory Committee

In 2023 Peninsula Trails Coalition (PTC) was awarded a \$20,000 grant to conduct a pilot Trail Ambassador program.

Three Ambassadors worked three days per week throughout the summer, primarily on weekends but some weekdays. Ambassadors greeted trail users at the ODT trailheads from La Push to Diamond Point but emphasized visitor contacts at busy trailheads at the Port Angeles City Pier, Spruce Railroad Trail and Dungeness River Nature Center. By all measures the pilot project proved very successful, especially in terms of its ability to engage with tourists. Trail Ambassadors played a pivotal role in aiding visitors with route planning, and with locating amenities such as dining and lodging options. Many visitors noted that their interaction with an Ambassador significantly enhanced their trail experience, and they were grateful for the program. One aspect of connecting with tourists on the trail involved offering them suggestions for "next visits" with the aim of encouraging repeat trips to the area.

The Trail User Survey conducted by the Ambassadors has provided a wealth of data about the demographics, use patterns and economic impact of the ODT. As part of this grant recap, I have attached a short presentation that highlights some of the results of this survey. I have also attached the required reporting information about the lodging use associated with use of the ODT during May-Sept of 2023. Note that these estimates combine our passive trail counters at the Camp Creek, Elwha Bridge, City Pier and Dungeness River Nature Center trailheads with the data collected by the Ambassadors about where trail users are visiting from and what type of overnight lodging they are using. I have also attached a budget summary.

In 2024, we plan to continue the Trail Ambassador Program, with improvements reflecting the lessons learned during the pilot program. We will not be conducting the same lengthy surveys, but we will continue to engage and support visitors by offering maps and brochures including ODT

trail maps, regional bicycling and transit map as well as offering recommendations for multi-modal, multi-day trips sought by the many visitors who have anchored their visit around an adventure on Olympic Discovery Trail but plan to explore additional recreational opportunities.

The Olympic Discovery Trail continues to gain national recognition as the western end of the Great American Rail Trail. We appreciate our strong partnership with the County, and the support of the Lodging Tax Fund for our work to promote and enhance visitor experiences on the Trail through the Trail Ambassador Program.

A handwritten signature in black ink, appearing to read "Jeffrey R. Bohman". The signature is fluid and cursive, with the first name "Jeffrey" being more prominent and the last name "Bohman" following in a similar style.

Jeffrey R. Bohman, Board President

Peninsula Trails Coalition

Trail Ambassador Pilot Project

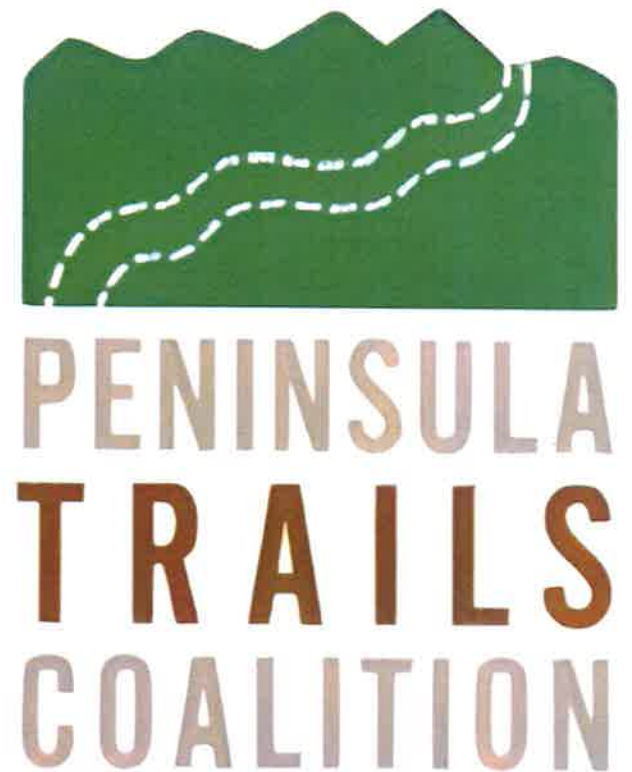
Number	Category	Source/Estimate
95,160	Overall Attendance	Trail Counts from all Clallam County EcoCounters May-Sept
49,483	Attendance 50+ miles	44% surveyed were from out of the area 46% of those from 50+ miles were from out of state or country
22,762	Attendance, Out of State/Country	
40,576	Stay overnight in County	82% of 50+miles stay overnight
35,133	Stay in Paid Accomodations	87% stay in paid lodging
5,443	Attendance, Did Not Pay for Overnight	11 % of users don't pay for accomodation
11,711	Number of Paid Accomodations	Estimated party size of 3

Trail Ambassador Pilot Project Grant Expenses

2022 Expenses		L Hanlon Project Coordination	\$	2,034.65
		Project Supplies- Signs, Cards, Survey	\$	2,080.00
		Subtotal	\$	4,114.65
2023 Expenses				
<i>Supplies</i>		QR Code Cards, Signs, Banners, Tent, Datasheet printing, Clipboards	\$	660.19
<i>Staffing</i>				
Project Coordination		April-September	\$	9,418.25
Ambassador Invoices		May	\$	1,102.00
		June	\$	528.00
		July	\$	770.00
		August	\$	790.00
		September	\$	676.50
<i>Data Analysis and Reporting</i>			\$	1,901.50
Total				\$ 19,961.09

2023 Trail User Survey Data

Presentation to the Board, December 2023





Trail Survey By the Numbers

1430 Total Surveys

69 Survey Monkey Responses

6 Ambassadors Covering 3 positions

68 Survey Shifts

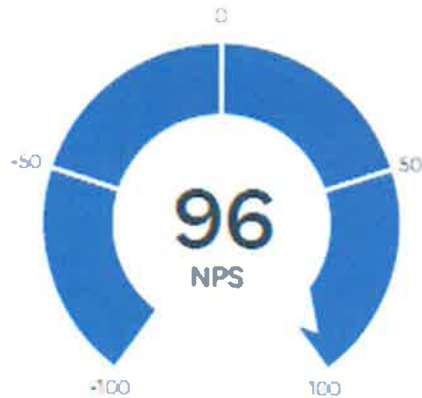
16 Trailheads

Busiest Day: Spruce Railroad July 22- 89 Surveys



Is extremely well-liked

Net Promoter Score

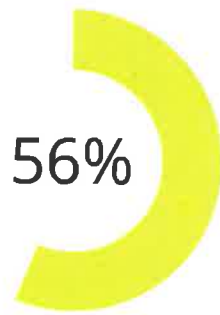


97% surveyed are highly likely to recommend the ODT to a friend or colleague

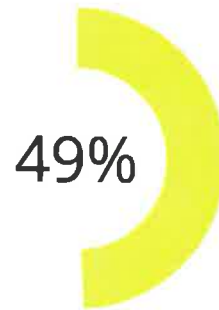




User Demographics



Are Bicycling
42% on Foot



56-75
years old



Are Visiting
from 50+ miles away

How are ODT users traveling?





Proportion of ebike use



67%

on analog bikes



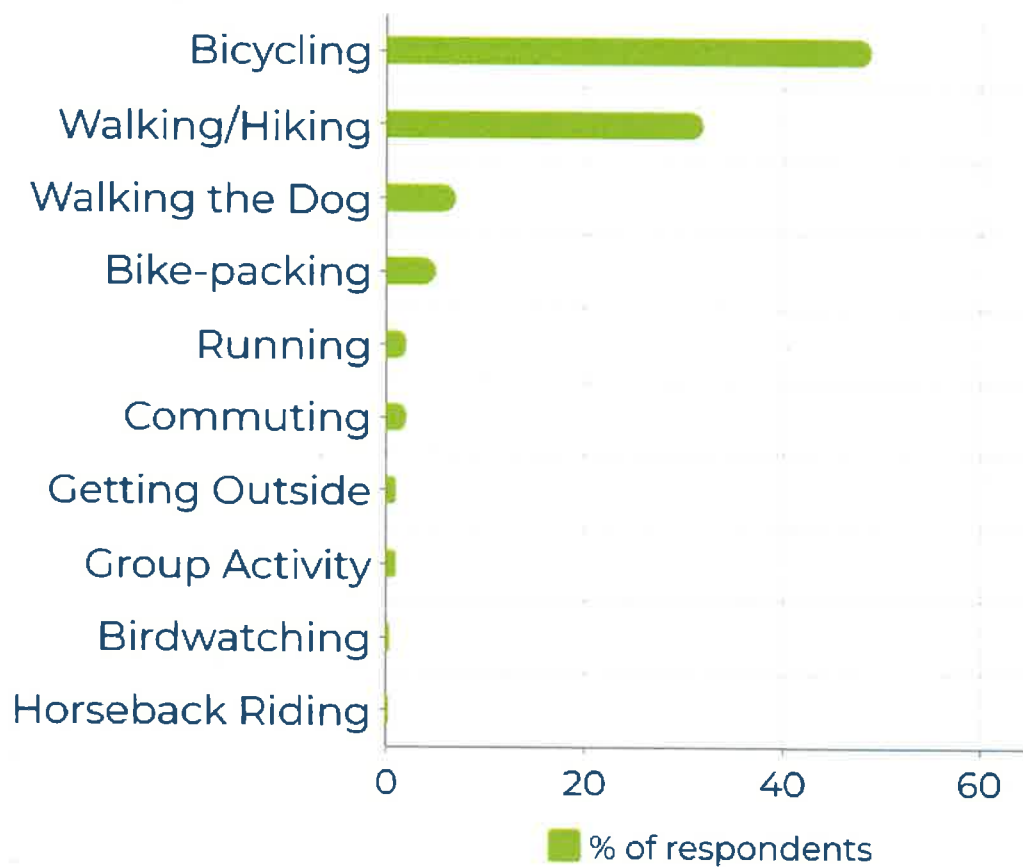
33%

Riding an ebike or eatrike





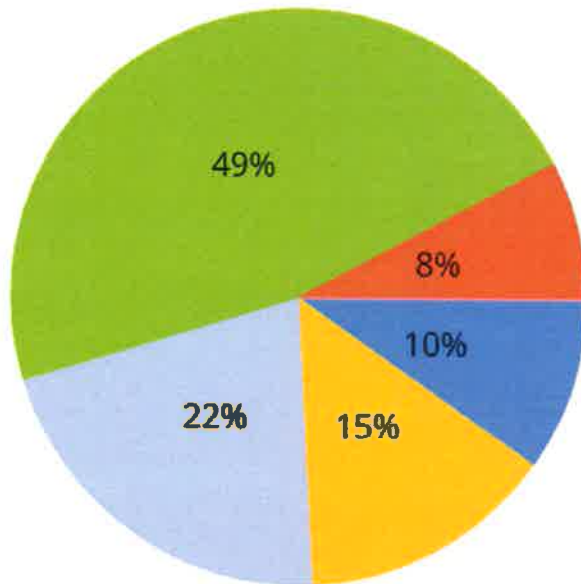
Activities





User Age Demographics

Under 18 18-35 36-55 56-75
76+



The majority of trail users are between 56-75 years old



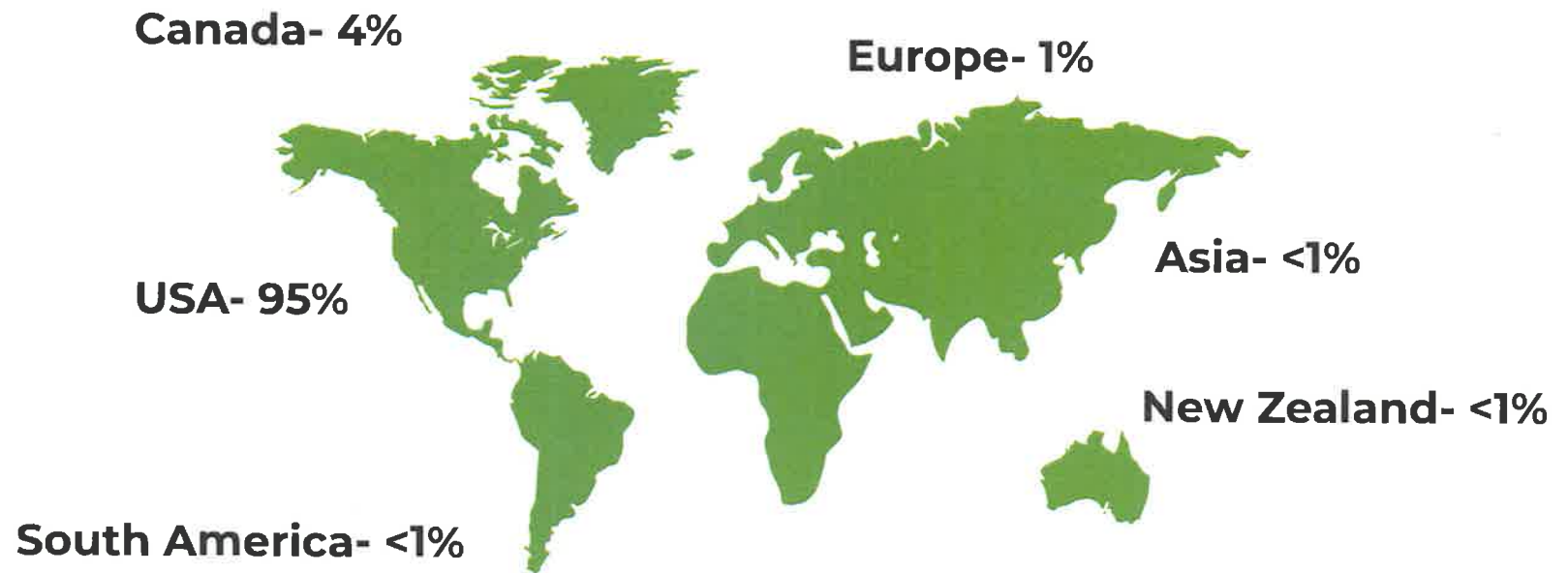


Length of trail visit





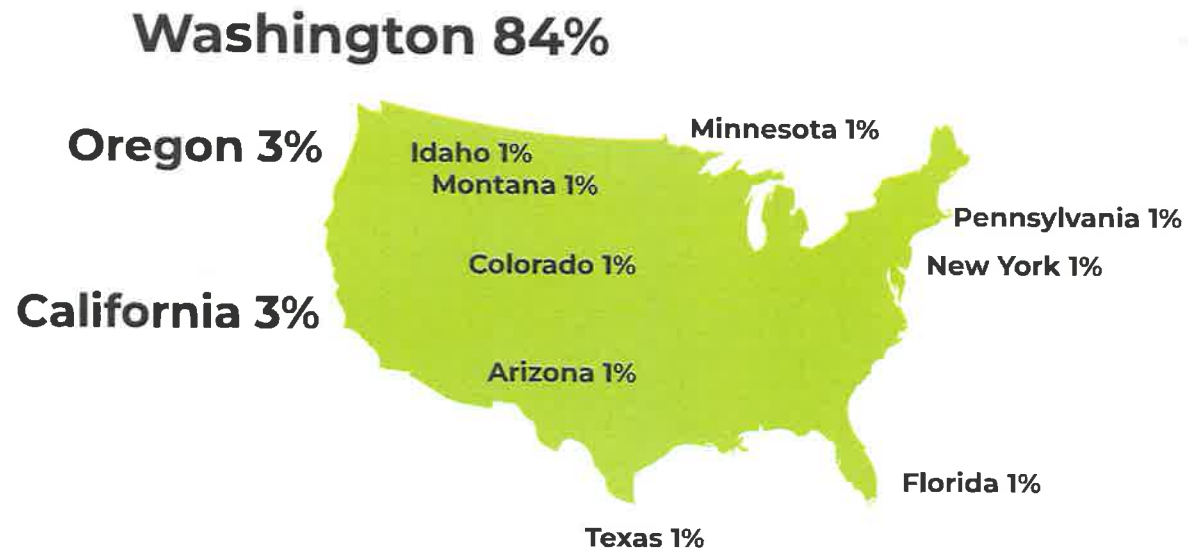
Attracts Visitors From Across the Globe





Brings Visitors From Across the USA

Top 10 of 38 States





Has Strong Washington Appeal



87 Unique Cities



Majority from Seattle

Poulsbo, Bainbridge Island, Bremerton,
Bellevue, Tacoma, Olympia,
Gig Harbor, Port Orchard, Bellingham, Puyallup, Spokane



Spokane in the top 10



Estimates for LTAX Grants

Passive Data Count: 1037 users/day

109,265 Overall Attendance

48,077 Attendance 50+ miles

22,115 Attendance, Out of State/Country

33,173 Attendance Paid Overnight Lodging

5,288 Attendance, Did Not Pay for Overnight

11,058 Number of Paid Accommodations

Daily User Counts from Hollywood Beach passive counter (May- Sept)

At City Pier, 44% surveyed were from out of the area

46% of out of state or country

69% of 50+miles

11 % of users don't pay for accommodation

Estimated party size of 3



Trailhead Visitor Characteristics

Trail Head	Tourist	Local
Fairholme	87%	13%
SRRT	83%	17%
Camp Creek	79%	21%
Diamond Pt	72%	28%
La Push	67%	33%
OAT	57%	43%
Blyn	52%	48%
Morse Creek	47%	53%
Robin Hill	46%	54%
City Pier	44%	56%
Survey Monkey	38%	63%
Whitefeather Way	37%	63%
Milo Curry	34%	66%
Elwha Bridge	29%	71%
18th St	29%	71%
Boathaven	28%	72%
DRNC	26%	74%

Higher proportion visitors



Higher proportion local



All Trailheads

	Under 18	18-35	36-55	56-75	76+	Total
Bike	29	80	153	310	29	601
E-Bike	9	11	42	204	35	301
Horse		2		1		3
On Foot	51	146	163	280	68	708
Other (please describe)	3	2	2		1	8
Scooter / Skateboard / Roller Skates	3	2	1			6
Wheelchair, Scooter, Adaptive device		2	1	2		5
Grand Total	95	245	362	797	133	1632



User Comments

amenities
completion
planning info online info
invasive plants *surface*
events
safety concerns
updates garbage
signage
brush control



THANK YOU!

Funding Report

Port Angeles Marathon Association



RECEIVED
CLALLAM CO. COMMISSIONERS

1...2...3...A...

Re: LTAC 2023 Progress Report
Contract: **19925.23.005**
Port Angeles Marathon Association

Port Angeles Marathon Association was awarded \$15,000 from the LTAC Committee for the 2023 Port Angeles Marathon Association. Here is how the funds were used.

- Executive Director's narrative of the events
- Billing Report for Reimbursement (Date, Transaction ID, Amount, Payment)
- Payment Confirmation
- 2023 Tourism-Impact
- Positive Comments from 2023

Victoria Jones

Victoria Jones

Port Angeles Marathon Association | PO Box 431 | Port Angeles, WA 98362
Victoria Jones | Race Director | victoria@nodm.com | (585) 451-0014

Executive Director's Narrative

Elwha Bridge Run 5K / 10K

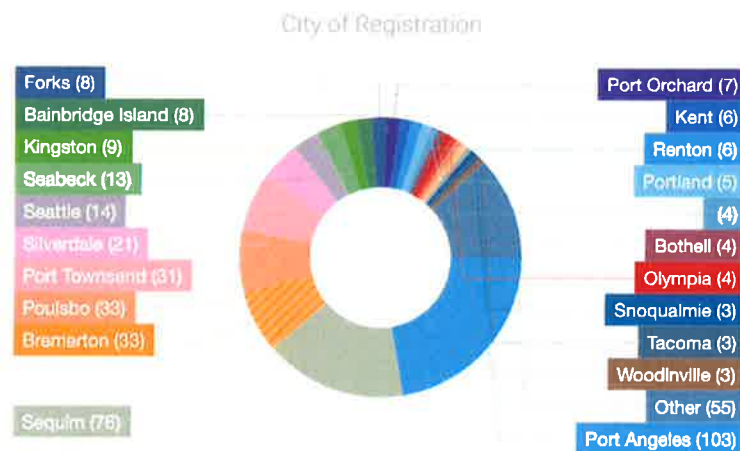
The 5th Annual Run the Peninsula Elwha Bridge Run 5K / 10K was successful . This was the fifth year of the Event. The registration numbers are staying pretty level. We were able to use blackball buses once again. We also reached out to Extreme Sports Park for parking and we have plenty of room for growth.

On February 4th, 2023 we had 385 onsite participants. In reference we had 355 onsite in 2022 and 221 participants in 2021.

The 5K and 10K started at the Lower Elwha Bridge and ran east on the Olympic Discovery Trail. Both the 5K and 10K were both an out and back.

Throughout 2023 we heavily relied distributing rack cards at on the Eashington State Ferry System and in metro airports. In addition we continued advertising on social media and our website. We had an increase with on-site participants. We are making sure that our events stay on the public's radar, so they don't forget about us on the Olympic Peninsula. Both Run the Peninsula (www.runthepeninsula.com) and North Olympic Discovery Marathon websites complement each other.

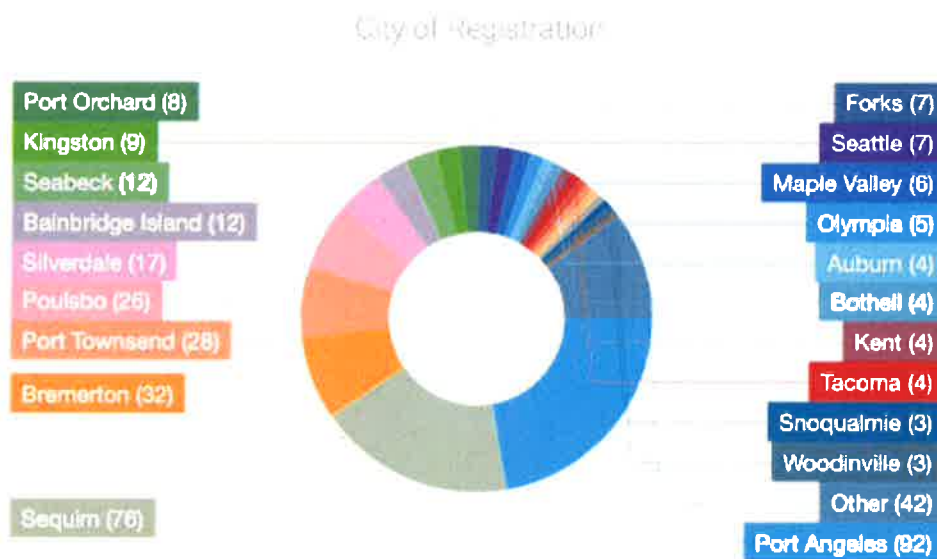
This is a chart of participants who registered for the Elwha Bridge Run.. Any state that had fewer than 3 participants is not shown.



Railroad Bridge Run 5K / 10K

The 5th Annual Run the Peninsula Railroad Bridge Run 5K / 10K went well. This was the fifth year of this event. We were happy to be able to bring the race back to the new Railroad Bridge Audubon Center.

On April 3rd, 2023 we had 338 participants. The 5K and 10K started at the Lower Elwha Bridge and ran east on the Olympic Discovery Trail. Both the 5K and 10K were both an out and back. This is a chart of participants who registered for the Railroad Bridge Run by city. All of the "other" cities means that they had less than 3 participants from that city.



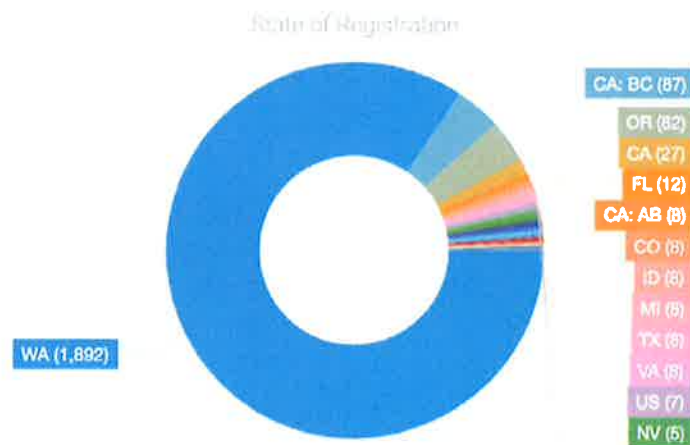
North Olympic Discovery Marathon

The 21st Annual North Olympic Discovery Marathon was once again a successful event. There were a total of 2,241 participants: 246 participants in the kids marathon, 364 in the 5K, 227 in the 10K, 822 in the Half-Marathon, 288 in the Marathon, 44 in the Marathon Walk and 22 Relay Teams. All of the events were met with rave reviews. With an amazing group of volunteers and thoughtful planning, the weekend was perfect.

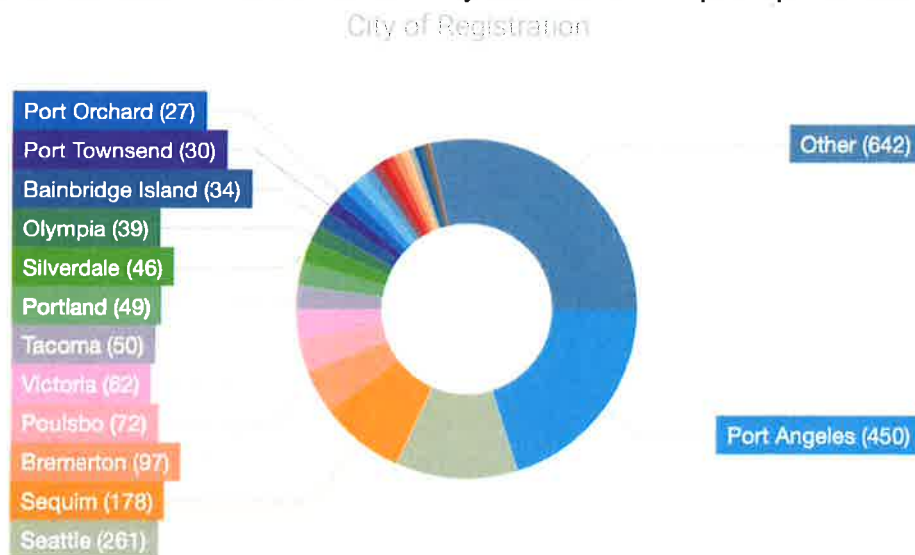
The marathon start at 7 Cedars Casino was very special. The North Olympic Discovery Marathon will continue to work with the tribe to give the marathon runners an amazing experience. The half marathon was still at Agnew Soccer Fields on Barr Road. In 2021 the 5K and 10K events were moved to Saturday (due to event restriction from the state that). Switching The 5K and 10K events to Saturday were very well received and we decided to continue having the 5K and 10K on Saturday as an out and back starting at Port Angeles City Pier. There were several participants who participated in both an event on Saturday and Sunday.

Throughout 2023 we heavily relied on social media and our website for the majority of our marketing. We had great success with this for both on-site participants and also virtual participants. Our hope is that participants who participated virtually and didn't feel comfortable coming to an in-person event will attend in person when they feel safe and comfortable to do so. We are making sure that our events stay on the publics radar, so they don't forget about us on the Olympic Peninsula.

This is a chart of participants who registered for the North Olympic Discovery Marathon. States that had fewer than 5 participants are not on this chart.



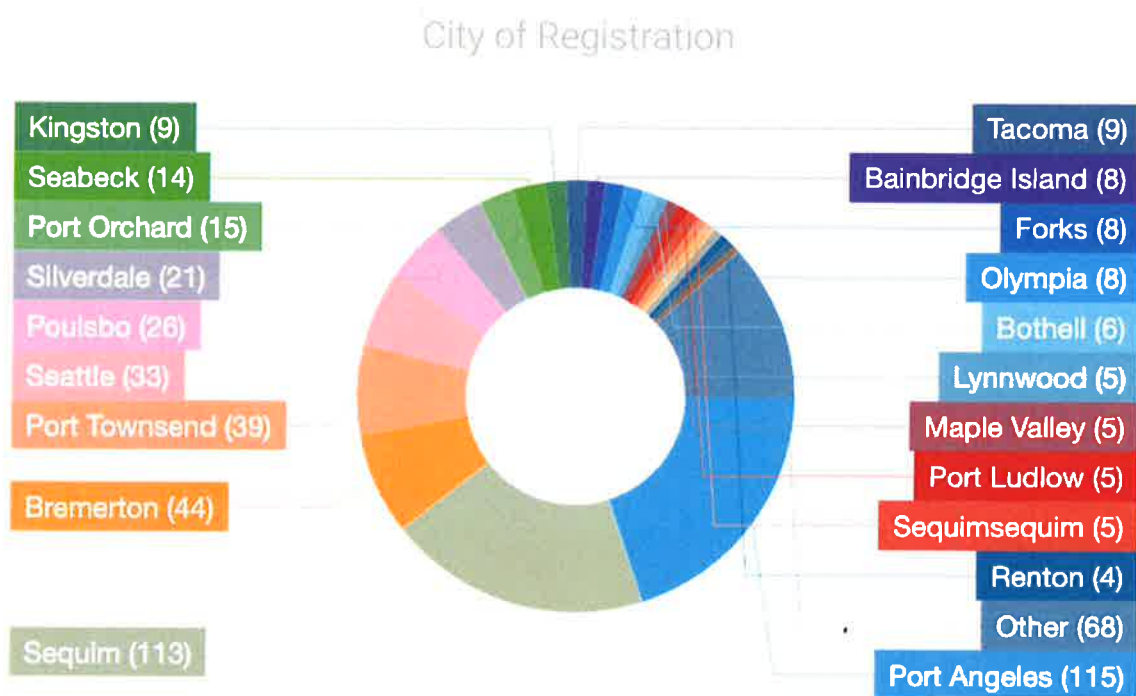
This is a chart of participants who registered for the North Olympic Discovery Marathon, by city. All of the "other" cities means that they had less than 27 participants from that city.



Jamestown S'Klallam Tribe Glow Run5K /10K

The 5th Annual Run the Peninsula Jamestown S’Klallam Tribe Glow Run 5K / 10K registration was up by 14% over 2022. . The fifth annual event was on Saturday, December 2nd, 2023. There were 578 registered participants.

The 5K and 10K starts at the Jamestown Tribal Campus and is out and back along the Olympic Discovery Trail. Both the 5K and 10K were both an out and back. This was our largest 5K / 10K Run the Peninsula event of 2023. This is a chart of participants who registered for the Jamestown Glow Run by city. All of the “other” cities means that they had less than 4 participants from that city.



Grant Receipt Summary

Submitted by: Port Angeles Marathon Association

To: Clallam County

Purpose: Reimbursement for Operations Grant - \$15,000

Date

Submitted: December 19, 2023

<u>Date</u>	<u>Company / Business</u>	<u>Details</u>	<u>Method Paid</u>	<u>Amount</u>	<u>Copy of Invoice Attached</u>
2/21/2023	Black Ball Transport, Inc	Elwha Bridge Shuttle Bus	ECheck	\$1,350.00	Yes
6/14/2023	Black Ball Transport, Inc	NODM Shuttle Bus	ECheck	\$5,869.00	Yes
12/7/2023	Black Ball Transport, Inc	Jamestown Shuttle Bus	ECheck	\$1,350.00	Yes
2/21/2023	Bill's Plumbing & Sanican	Elwha Bridge Sanicans	ECheck	\$270.00	Yes
5/3/2023	Bill's Plumbing & Sanican	Railroad Bridge Sanicans	ECheck	\$405.00	Yes
6/8/2023	Bill's Plumbing & Sanican	NODM Sanicans	ECheck	\$4,050.00	Yes
12/13/2023	Bill's Plumbing & Sanican	Jamestown Sanicans	ECheck	\$540.00	Yes
8/31/2023	Blackfish Timing, LLC	NODM Timing Company	ECheck	\$7,282.80	Yes
Total:				\$21,116.80	

My Payments[Print](#)**Dec 20, 2022 - Dec 20, 2024****Total: \$8,959.00**

Send On	Paid to	Amount	Status/ Conf. #	Paid from	Type	Category
12/05/2023	Black Ball Transport, Inc.	\$1,740.00	Cleared EB51M9JM	PAMA Checking	Check	None
06/12/2023	Black Ball Transport, Inc.	\$5,869.00	Cleared DB3CUQIE	PAMA Checking	Check	None
02/16/2023	Black Ball Transport, Inc.	\$1,350.00	Cleared 5BOCLUSV	PAMA Checking	Check	None

My Payments

[Print](#)

Jan 01, 2023 - Dec 20, 2023

Total: \$5,700.00

Send On	Paid to	Amount	Status/ Conf. #	Paid from	Type	Category
12/11/2023	Bill's Plumbing & Sanikan	\$540.00	Sent SBZ1394O	PAMA Checking	Check	None
06/06/2023	Bill's Plumbing & Sanikan	\$4,050.00	Cleared UBQCLQH2	PAMA Checking	Check	None
05/01/2023	Bill's Plumbing & Sanikan	\$405.00	Cleared 4BICSTVH	PAMA Checking	Check	None
02/16/2023	Bill's Plumbing & Sanikan	\$270.00	Cleared SBACVUSV	PAMA Checking	Check	None



INVOICE

Blackfish Timing

ben@blackfishventuresllc.com

Invoice No#: 0015

Invoice Date: Aug 1, 2023

Due Date: Aug 31, 2023



PAID

\$0.00

AMOUNT DUE

BILL TO

vi*****@nodm.com

#	ITEMS & DESCRIPTION	QTY/HRS	PRICE	AMOUNT(\$)
1	Base & Travel Fees	1	\$2,650.00	\$2,650.00
2	Distance Fee	26.2	\$50.00	\$1,310.00
3	Per Registrant Fee *Note: Accounting for each relay team as 1 registrant	1,846	\$1.80	\$3,322.80
Subtotal				\$7,282.80
TOTAL				\$7,282.80 USD
Amount paid				\$7,282.80
AMOUNT DUE				\$0.00 USD

2023 Tourism-Impact Estimate

State law governing the distribution of lodging tax funds requires they be used primarily to encourage visitors from out of the area, so do your best!

As a direct result of your proposed tourism-related service, please provide:	2023 Estimate	2023 Actual	Methodology
a. Overall attendance at your event/activity/facility	10,000 Participants x 2.5	9,235	Registration Count
b. Number of people who travel more than 50 miles for your event/activity/facility	4,000 ¹	4,837 ¹	Registration Count
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	1,000 ²	748 ²	Registration Count
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	550	1,935	Educated Guess with Information from past years
e. Of the people staying overnight, the number of people who stay in PAID accommodations e.g. hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	450	774	Educated Guess with Information from past years
f. Number of paid lodging room nights resulting from your event/activity/facility.	1,000	1,161	Educated Guess with Information from past years

1. Participants from 2023 that traveled greater than 50+ Miles x 2.5

2. Participants from 2023 that traveled from different state / country x 2.5

2023 North Olympic Discovery Marathon - Positive Feedback

Once again a wonderful event, thank you! Our entire family joined in the fun this year. Our girls loved the 5K and mom & dad did their first eagle challenge. - Jamie W.

Thanks to all of you! Such a wonderful event. - Maria Z

Great event! Thanks - Kris P.

Well organized, great post run food, volunteers were amazing, course well marked and the most beautiful I've gotten to run on. The place trophies were creative and Awesome! Mine is already hanging on my wall. Thank you! - Heidi R.

This is such a well run event. I think I have volunteered for all but two years and one of those I walked the marathon. It's excellent as a volunteer and as a participant. The organizing committee should be proud. You put on a world class event! - Leilani S.

Thank you so much. Great volunteers who are so helpful, smiling and offering encouragement from the beginning to the end. From the fastest to the slowest. Great sportsmanship. - Terri S.

They deserve all the medals! Best race! - David L.

Such a wonderful event!! Thank you to all of you for bringing such an awesome race to our community. Staci R.

Thank you for bringing this awesome event to our little community! - Colby W.

Incredible event! So grateful - Dana L.

Best marathon memories are found in PA! - Sarah P.

Good work, team! What a great event! - Kelley W.

So well organized and what a beautiful course. Would love to do it again! - Chanley G.

Another flawless execution of a fantastic race weekend! It was a beautiful day on a beautiful course. Thanis for making this race so awesome! - Greg T.

Once again, the best race I have ran. I had 3 newcomers with me and they agreed. Course is beautiful, support is amazing, organization can't be beat, right down to the pristine port-a-potties, (my newcomer said "the best smelling ever, like coconuts"... seriously, that is a quote... and the finish line experience can't be beat. Great food, music and plenty of room to celebrate. NODM, you are the Best! - Deborah H.

A great event as always! We loved it. Thank you - Margaret S.

Loved it! Thank You!!! - Heidi R.

It was so good. I did the 5K and I have done many of the races over the last couple years and it is always been good. Great volunteers and always fun! Thank you for all you do. - Susan B.

Always love NODM!! It was my first half back in 2011 and I've run it every year since! - Courtney W.

I loved every bit of it! The organization was flawless, the volunteers were amazing, and the course was so dang pretty! So glad I finally got to run the half! It's been a bucketlist race of mine for sometime! Thanks for all your hard work and fun! Hands down one of the best races I have ran! See you next year! - Candice T.

Best race I've done! So incredibly well-organized in every single aspect. From the shuttles to bib pick up at start, the well-marked trail, great traffic control, incredible volunteers at water stations, plenty of toilets along the route, bag drop off and pick up, right to the end with the medals, shirt pick up, food (!), music. Perfect. You did GREAT! - David L.

One of the nicest races in the NW! - Ron P.

Thanks for all your hard work with the run! You did an excellent job organizing everything! - Tracey D.

I have run the half marathon here in Port Angeles twice now. I have been running for at least 40 years and have been to many many full marathons, half marathons, 21 milers, 10K - in many different cities across the US. I am so grateful to be part of this community. Never have I experienced the comradery, the caring, the dedication, the enthusiasm, the commitment, the delight, the professionalism, as I see in this community and this run. Everything was done with thoughtfulness, caring, intention. Everything from the registration at Red Lion to the ceremony at the start line to the staff along the route to the finish line to the food/drink/massage for the runners, the attention to what runners need after the run. The way everything was set up and presented - the volunteers and their attitudes to help and contribute. It was completely amazing and not like any run I have ever experienced. You did sooo good!!! - Patricia J.

Thank you for a fabulous event My wife and I did the marathon. The whole experience was wonderful. Perfect organization. And the volunteers were fabulous. - Iain M.

I did this race last year and I would really like to do it in the future! - Jamie G.

As usual, NODM was fantastic again this year. We especially appreciate that you arranged for perfect weather. We are already looking forward to next year. Thanks for all your hard work to make this event the best! - Ankle Express relay team

Thank you for an amazing event!! I loved the challenge and the great amenities and can't wait for next year. Fantastic job!!! - Sasha

You race was magnificent! I'm 52 years old and started running 15 months ago, and since then have done seven half marathons, one full marathon, and a bunch of 10Ks, and your race is by the best I've done. SO well-organized. The communication throughout was A+, the shuttles to the start line were flawless, the route volunteers kept us on track and stopped traffic safely, so many water and gatorade stations with the best volunteers, so many kind participants. The finish area was spectacular with plenty of food, the medals are beautiful, the tech shirt is one of the best I've seen. And the route! Beautiful! I could go on and on. David L.

Funding Report

Port Angeles Baseball

PA Baseball

Gores, Loni

RECEIVED
CLALLAM CO. COMMISSIONERS

From: eric@pugetsoundtransfer.com
Sent: Friday, December 22, 2023 1:59 PM
To: Gores, Loni
Subject: Re: Port Angeles Baseball - status report

DEC 22 2023

1...2...3...A...

You don't often get email from eric@pugetsoundtransfer.com. [Learn why this is important](#)

Loni, attached is the status report for our project. If you need anything else, please let me know.

Clallam County Lodging Tax Members,

Port Angeles Baseball in partnership with the City of Port Angeles, has completed the Volunteer Field turf project. The infield, foul territory within the infield circumference, and the bullpens have been covered with synthetic turf. There are markers for bases at 60, 70, 80, and 90 feet, as well as pitching distance markers at 40, 43, 50 and 60 feet. The field is now usable by many age groups, and both boys and girls. Baseball will now be available in the shoulder seasons in Port Angeles.

The County's Lodging Tax funds were used in the early part of the construction, in the installation of drainage piping and drainage rock. The total project came in at \$700,000 with the State Recreation and Conservation office grant of \$350,000 providing half of the funding.

I would like to thank the committee for helping in this endeavor and trusting that we could get it done.

Eric Flodstrom
Port Angeles Baseball
(360) 452-2327

Funding Report

**SourceOne Displays dba
Sasquatch the Legend**

Gores, Loni

SourceOne

From: Laurie Hamilton <laurie@sourceone.org>
Sent: Saturday, January 6, 2024 6:44 AM
To: Gores, Loni
Subject: Re: 2023 LTAC request status report SourceOne - Due 1/12/24

RECEIVED

1/12/24 AM CO. COMMISSIONERS

JAN 08 2024

1...2...3...A...

You don't often get email from laurie@sourceone.org. [Learn why this is important](#)

Hi Loni,

RE: Progress Report for SourceOne Displays dba Sasquatch The Legend

The 2nd Annual Forks Sasquatch Days was a sold-out event. We used the \$5,000 to rent a tent from a local Forks WA business, it was full of vendors and was a huge draw to people driving past. We had 3-day tickets and people stayed in Forks for 2 days on average, a few stayed all 3 days. Our speakers and volunteers stayed all 3 days. The Forks WA area is a huge draw for people who believe in Sasquatch, people who want to believe in Sasquatch, and people who say they saw Sasquatch. We will have out 3rd Annual Forks Sasquatch Days again this year.

Thank you for all your support.

Laurie Hamilton



2 SourceOne.org USA Locations: Tucson AZ & Hartselle AL
Sasquatch Fan? Visit SasquatchTheLegend.com (Forks WA)

Funding Report

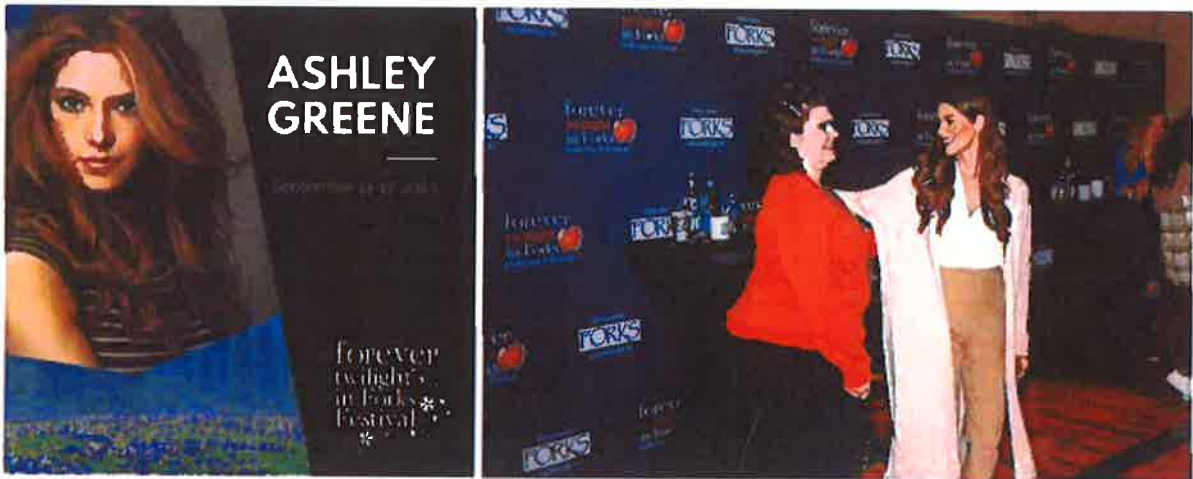
Forks Chamber of Commerce

**Forks Chamber of Commerce
LTAC - 2023 Funding Request Report
January 8, 2024**

RECEIVED
CLALLAM CO. COMMISSIONERS

JAN 09 2024

1...2...3...A...



Ashley Greene Guest Announcement (left) and shown with a festival attendee (right).

The Forks Chamber of Commerce received \$35000.00 in 2023 lodging taxes to support bringing a headlining guest, Ashley Greene who played Alice Cullen to Forever Twilight in Forks Festival. Our headlining guest was announced on January 1, 2023 and our tickets sold out within two hours. Our guest attracted people from all over the world, including the United States, Canada, Mexico, United Kingdom, Australia, and South America. We hosted over 1500 people from Wednesday through Sunday. Many of our attendees stayed over five days in the area including unincorporated Clallam County.

Our event had \$242,506.00 in ticket sales and used local vendors and companies if available, keeping as much money in Clallam County as possible. Our guests stayed in lodging businesses within unincorporated Clallam County.

We also recorded the busiest September in our history with 7195 people signing the Visitor Center guest book.

Wire transfers attached.


Respectfully submitted by Lissy Andros

COPY



First Fed

P.O. Box 351
Port Angeles WA 98362
(360) 417-3204

Your wire request for \$20,000.00 will be debited from account

***** WIRE DETAILS *****

Wire Sequence

57887

Business Code / Wire Type

CTR-Customer Transfer
1000-Basic Funds Transfer

Originator Information

Originating FI

FIRST FED
F 325170848
131 CALAWAH WAY
FORKS, WA 98331
United States

Originator

FORKS CHAMBER OF COMMERCE

14113 FORKS AVE
FORKS WA 98331-1249
United States

Originator To Beneficiary

1
ASHLEY GREENE FORKS
WASHINGTON EVENT

Entered Date

08/14/2023 12:01 PM Pacific Time

Effective Date

08/14/2023

Receiving Financial Institution

Beneficiary Information

Beneficiary

1

2

United States

Beneficiary Reference

Beneficiary FI Name

CITY NATIONAL BANK

1

United States

SIGNATURE

DATE 08/16/2023

Recipient may receive less due to fees charged by the recipient bank and, if applicable, foreign taxes.

Please review current fee schedule for any applicable fees. Current fee schedule is available at www.ourfirstfed.com or by contacting us at 360-417-3204.

COPY



First Fed

P O Box 351
Port Angeles WA 98362
(360) 417-3204

CB 7/26/27

Your wire request for \$16,000.00 will be debited from account

***** WIRE DETAILS *****

Wire Sequence

57248

Business Code / Wire Type

CTR-Customer Transfer
1000-Basic Funds Transfer

Originator Information

Originating FI
FIRST FED

131 CALAWAH WAY
FORKS, WA 98331
United States

Originator
FORKS CHAMBER OF COMMERCE

14113 FORKS AVE
FORKS WA 98331
United States

Originator To Beneficiary
Ashley Greene Forks, Washington Event

Entered Date

07/13/2023 10:19 AM Pacific Time

Effective Date

07/13/2023

Receiving Financial Institution

Beneficiary Information
Beneficiary

SEVENTH HILLS, WA 90210
United States

Beneficiary FI Name
CITY NATIONAL BANK

United States

SIGNATURE

DATE 07/13/2023

Recipient may receive less due to fees charged by the recipient bank and, if applicable, foreign taxes.

Please review current fee schedule for any applicable fees. Current fee schedule is available at www.ourfirstfed.com or by contacting us at 360-417-3204.

Funding Report

Field Arts & Events Hall

Field Hall

CLALLAM COUNTY 2023 LTAC REPORT

RECEIVED
CLALLAM CO. COMMISSIONERS

JAN 12 2024

1...2...3...A...



Clallam County Lodging Tax Funding 2023

Field Arts and Events Hall Executive Director's Report

Field Arts & Events Hall successfully opened its facility with a series of Grand Opening activities. There was press and marketing coverage for the event from Seattle to Victoria, BC. Starting on July 27th and going until July 30th thousands of people flowed through Field Hall, Pebble Beach, and many downtown establishments. Every planned event was successfully produced and well attended. Field Arts & Events Hall has brought/bringing national and international talent to the stage with Grammy Award winning acts.

The success of the events at Field Arts & Events Hall can be attributed to the production value, which is the sole purpose of a quality Technical Director. Our Technical Director, Kendall Mahoney is responsible for operating, protecting, and maintaining the theaters technical assets, while managing and overseeing the technical needs for each and every event that takes place at Field Hall which includes lighting, sound, video, projection and scenic. Kendall, along with her part-time support staff have continued to raise the bar for themselves and for Field Hall.

Having a quality Technical Director that provides compelling theatrical and technically supported experiences, increases the number of out-of-town visitors to Clallam County, which in turn increased/s the number of overnight lodging. We estimate that since our Grand Opening Field Hall has brought more than \$212,500 with more than 1700 nights in paid lodging. From our surveys and all the event feedback we believe that we launched a world-class performing arts and conference center with world class entertainment and activities, for both pleasure and business, which has been publicized around the region and beyond. Based on data from Americans for the Arts the economic impact of additional spending in the area beyond what directly was spent at Field Arts & Events Hall exceeds \$690,000.

As part of growing the industry in technical knowledge Field Arts & Events Hall has partnered with Peninsula College, to teach technical abilities so that not only Field Hall, but many other organizations have the ability and access to the technical talent.

OUR MISSION is to be a home for arts and events that bring people together and strengthens our community.

OUR VISION is to inspire, nurture, and empower the local arts community, enrich local cultural and education experiences and sparking economic development.

OUR VALUES respect all peoples and cultures through arts excellence and inclusive programming, a welcoming place for all in our community to connect through creativity.

FIELD HALL

OPENED

JULY 27, 2023



26

**TICKETED
EVENTS**

12,143

**TOTAL
AUDIENCE**

9,339

**TICKETS
PURCHASED**

2,322

**TICKET
BUYERS**

FIELD HALL FOR ALL

41

**FREE
ENGAGEMENTS**

7

**PERFORMANCES
\$15 OR LESS**

FIELD HALL FOR ALL

2,804

**COMPED
TICKETS TO
SHOWS**

\$393,871.50

**NET TICKET SALES + FEES
2023 SHOWS**

Average Per Person Per Event

Audience Expenditures: \$31.47



The average audience expenditure *does not* include cost of admission.

3

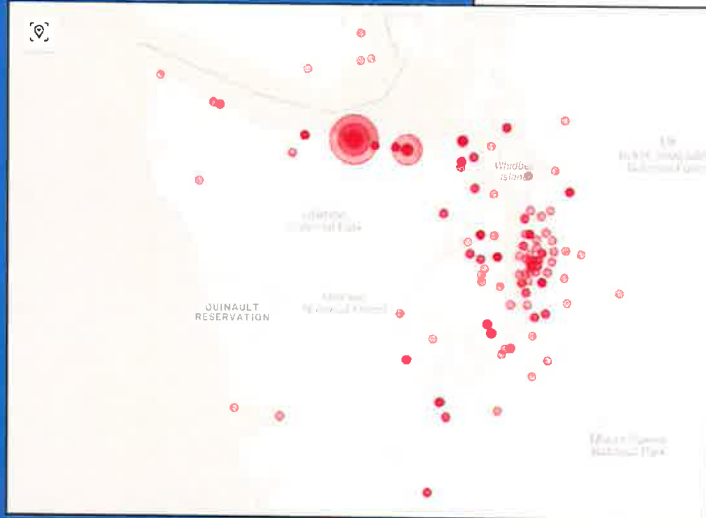
**FREE
FESTIVAL
DAYS**

29

**FREE
FESTIVAL
ACTS**

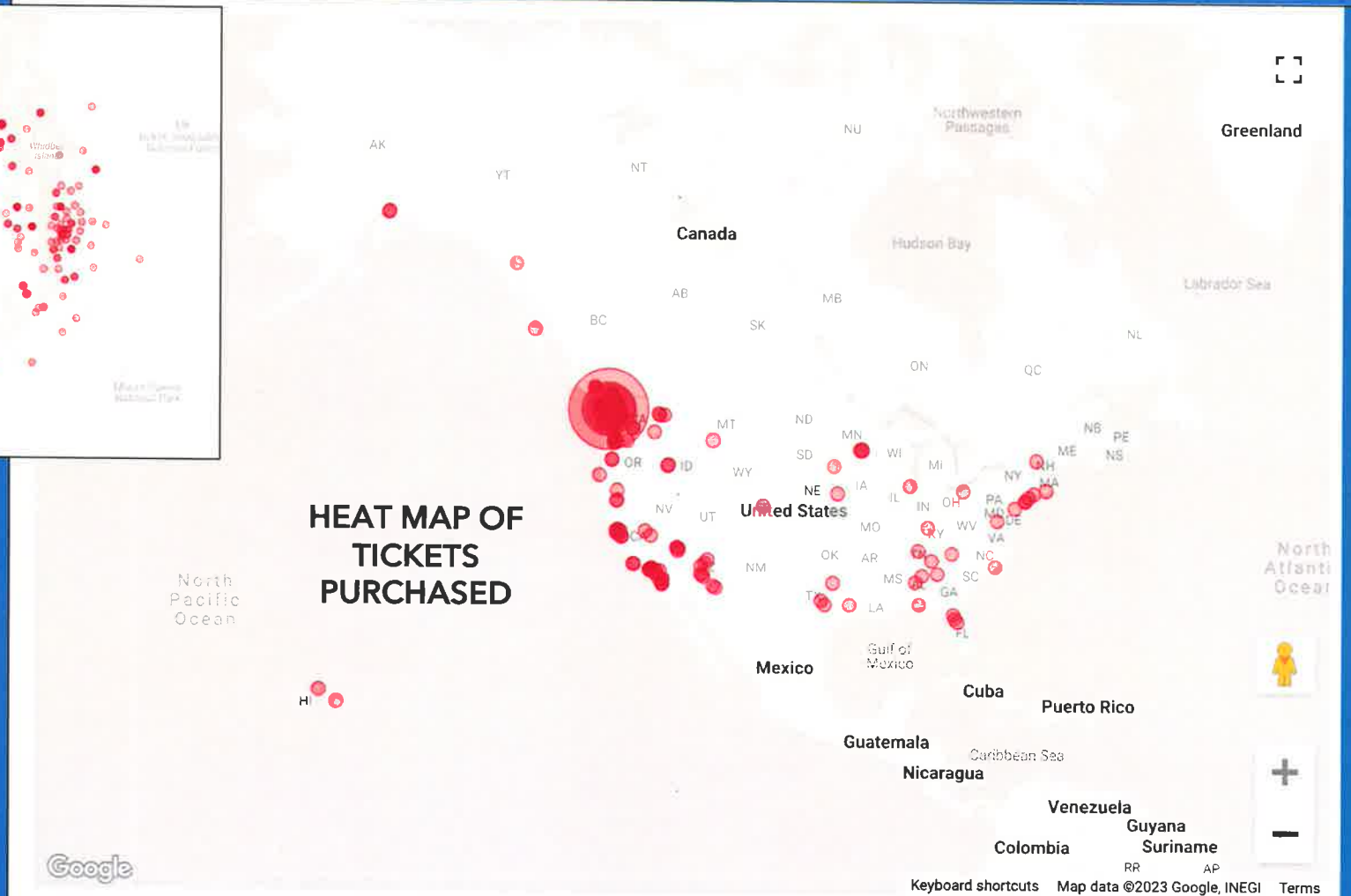
4347

**TOTAL
AUDIENCE**



TARGETING:

Clallam County
 Jefferson County
 Island County
 Kitsap County
 San Juan County
 King County
 Pierce County
 Vancouver, WA
 Portland, OR
 San Francisco, CA
 Los Angeles, CA



PERFORMERS

Brubeck Brothers

Diane Schuur

Vienna Boys Choir

Macy Gray

Vitaly: An Evening of Wonders

Ranky Tanky

ETC...

MANY SOLD OUT SHOWS

WA LOCAL

**Deadwood Revival/Randall Wolf
Olympic Express Big Band**

Linus & Juicy: A Charlie Brown Christmas

UPCOMING: Amanda Bacon, Music of Patsy Cline

PARTNERSHIPS

Dirty Cello (JFFA)

Music on the Strait

Nutcracker (PA City Ballet & JFFA)

Ruth Moody (Crabfest)

**Sammy Miller & The Congregation
(Crabfest, PAHS, Sequim HS)**

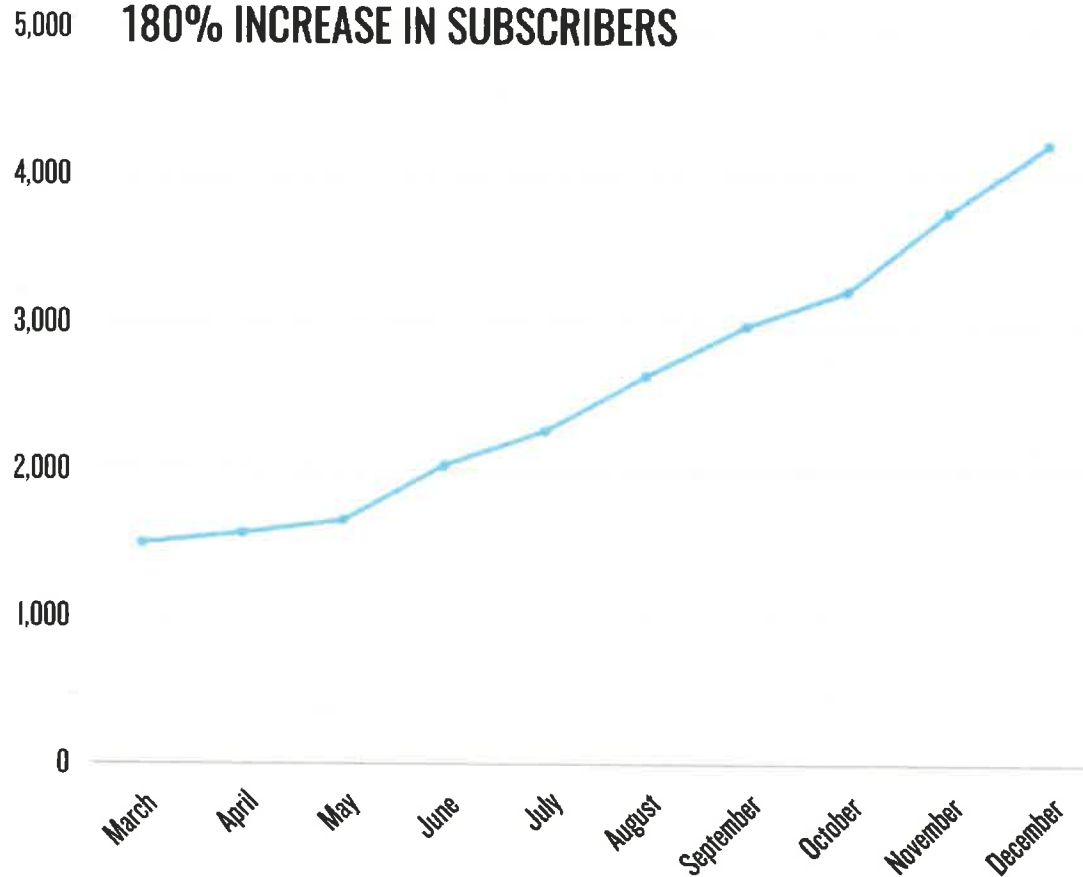
**CREATIONS OF THE KLALLAM PEOPLE (LEKT)
Resilience (PA Senior Center)**



+2,716 EMAIL SUBSCRIBERS

MARCH 1, 2023 - DECEMBER 21, 2023

180% INCREASE IN SUBSCRIBERS

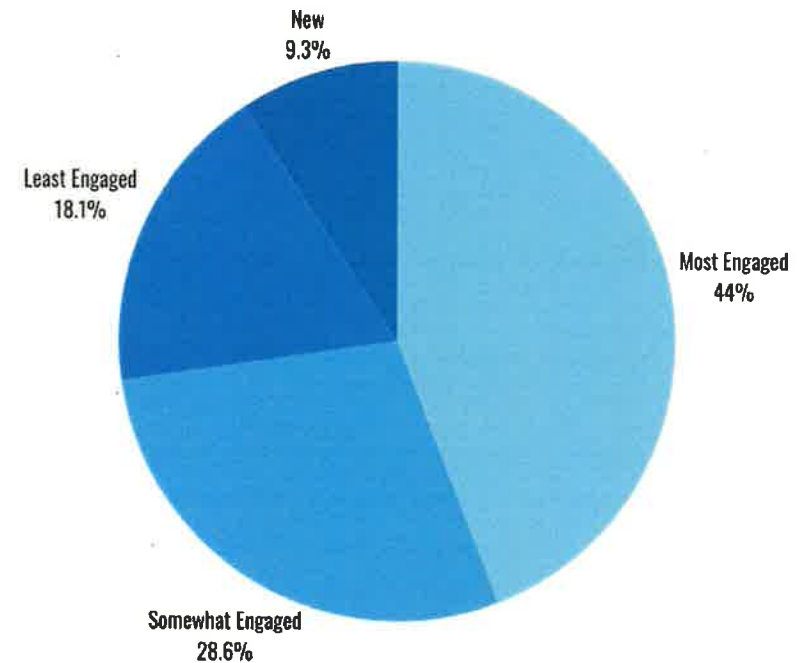


4,221 EMAIL SUBSCRIBERS

561 DONORS & PATRONS

189 VOLUNTEERS

2,333 TICKET BUYERS (55%)



WHAT OUR AUDIENCE IS SAYING:

"Had seats front and center for Diane Schuur, and back row balcony for Ranky Tanky. Plus, other seats on Community Weekend. Not a bad seat in the house!"

"The sound was phenomenal. There isn't a bad seat in the house! Just stunning!"

"Beautiful theater, very organized and easy to access, loved the cafe option during intermission. Looking forward to another show soon. So happy this exists in remote PA."

WHAT OUR AUDIENCE IS SAYING:

"Please keep bringing diversity, beautifully mixed with social consciousness to the Field Hall!! Thank you!!"

"We loved it! It exceeded expectations for the show. The theatre is intimate enough where even seats toward the back feel close to what is happening."

"I am very impressed with the building, design, capacity, flow, helpful personnel and particularly the excellent acoustics in the theater!"

2

GALLERY SHOWS
CREATIONS OF THE KLALLAM PEOPLE
sčáy ʔaʔ cə nəx^wsłáyəm ʔaycłtáyηx^w
&
IMPRESSIONS





IMPRESSIONS

that celebrates beauty and discovery. This versatile medium is a perfect balance of intricate detail and bold, expressive brushstrokes. The artist's deep connection to the subject matter is evident in the way they capture the essence of the scene, creating a sense of movement and life. The use of color is masterful, with vibrant hues and subtle gradients that draw the viewer into the world of the painting. The overall composition is dynamic and engaging, reflecting the artist's unique vision and artistic style.





PENINSULA COLLEGE MEDIA LAB AT FIELD HALL

A fully accredited certificate program to become a Media Technician in sound, lighting, video in the theater and hospitality trades.

Four classes that utilize Field Hall as the classroom.

RENTALS

20

MEETINGS

1

**CELEBRATION
OF LIFE**

1

BAR MITZVAH

6

THEATER

3

WEDDINGS

2

**PA CLASS
REUNIONS**

1

**RETIREMENT
PARTY**

3

**FUNDRAISING
GALAS**

3

**CORPORATE
DINNERS**

3

**HOLIDAY
PARTIES**

2

**FULL
BUILDING
RENTALS**

≈1700*

**PAID
OVERNIGHT
STAYS**

22,000+

**TOTAL
VISTS
TO FIELD HALL**

***** # represents an estimated 8% conversion rate

FOOD & BEVERAGE

Established Regular Operational Hours
CAFÉ and PRE and POST PERFORMANCE

6,073

TOTAL ORDERS

\$80,000

TOTAL REVENUE



PENINSULA COLLEGE MEDIA LAB AT FIELD HALL

A fully accredited certificate program to become a Media Technician in sound, lighting, video in the theater and hospitality trades.

Four classes that utilize Field Hall as the classroom.

STAFF

Steven Raider-Ginsburg, Executive Director

Rhoda Cerritelli, Chief Finance Strategist

Georgia Meyers, Director of Sales & Marketing

Kayla Oakes, Director of Education & Artistic Engagement

Kendall Mahoney, Technical Director

Silas Crews, Production Manager

Kristin Smith, Patron Experience and Box Office eManager

Mike Low, Food & Beverage Manager

Georgia Johnson, Bookkeeper, Assistant House Manger

Cheri Jessup, Donor Relations Manager
Jess Grello, Marketing & Communications Officer
Amanda Davies, Operations Manager
Bill Janis, Facility Maintenance

Stephen Moriarty, Legal Counsel

35 Part-Time Employees
184 VOLUNTEERS

BOARD OF DIRECTORS

Judge Brooke Taylor, President
Judith Morris, Vice-President
Jeanne Martin, Treasurer
Christopher Thomsen, Secretary
Gail Ralston
Kim Reynolds
Casi Fors
Bruce Skinner
Scott Scherer
Pili Meyer
Mark Fischer







BANDALOOP

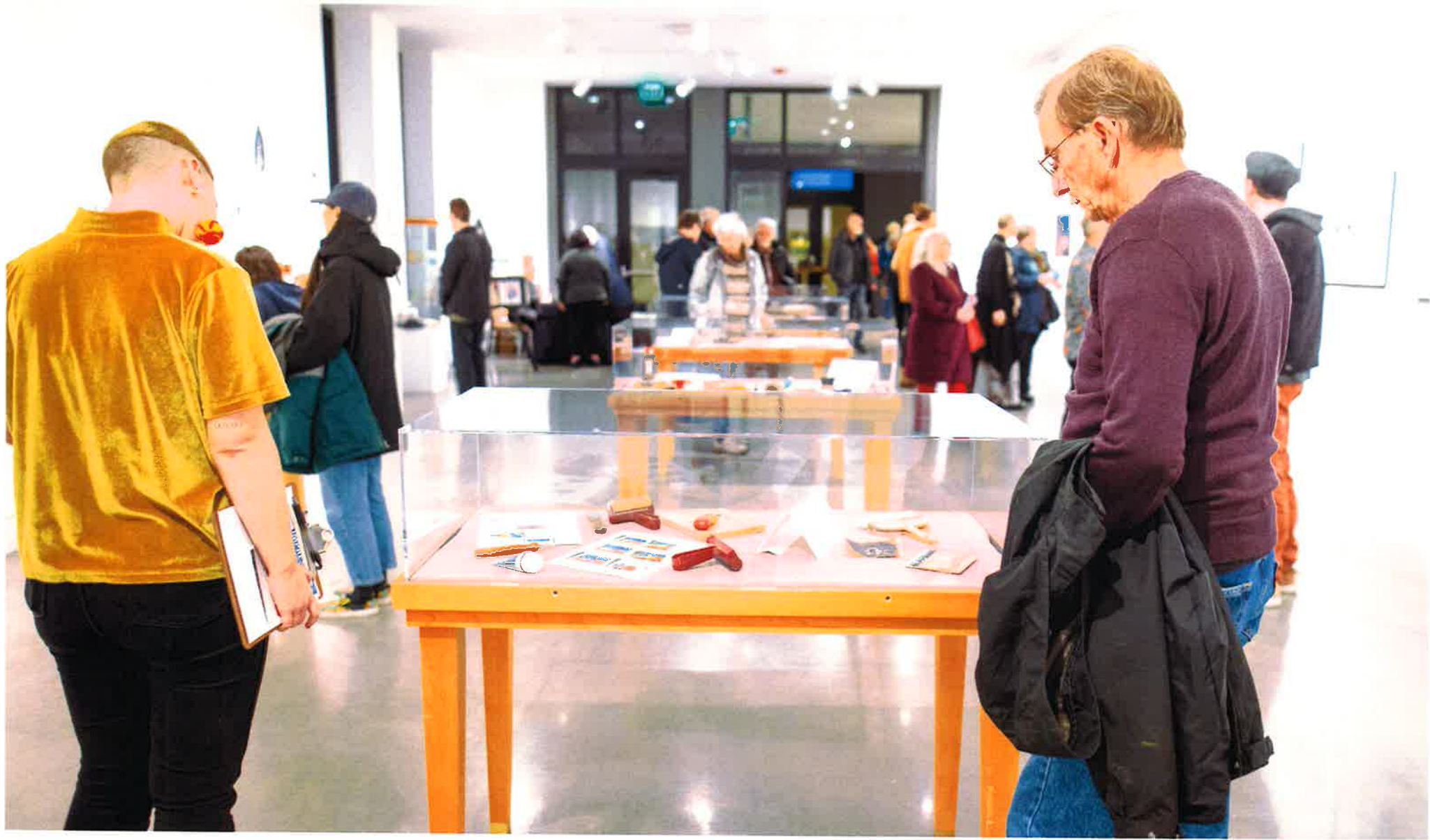


Photo: Keith Ross











Funding Report

Lincoln Park BMX

BMX



RECEIVED
CLALLAM CO. COMMISSIONER'S

JAN 12 2024

1...2...3...A...

403 S. Lincoln St. #4, PMB 4, Port Angeles, WA 98362 // lincolnparkbmx@gmail.com // lpbmx.com

January 11, 2024

Clallam County Lodging Tax Advisory Committee
Board of Commissioner's Office
223 East Fourth Street, Suite 4
Port Angeles, WA 98362

RE: Grant Recap 2023
Lincoln Park BMX Association- Track Rebuild

Dear Commissioner Johnson;

Attached is our report/recap for the reconstruction of Lincoln Park BMX Track. We received a County LTAC grant for it in the amount of \$30,000. The attached spending for the project was \$127,797.61. Attached are receipts in the amount of \$78,857.79. We used \$50,000 from the City of Port Angeles and the remaining \$47,797.71 was paid for by the club. There were also approximately 2400 volunteer hours worked on the project as well.

Thank you, Commissioner Johnson and the LTAC Committee for believing in us and the estimated lodging stays are attached to the report. Believe numbers were down from estimated because the state finals was more Washington State than the Gold Cup Finals was a more regional event.

A handwritten signature in blue ink, appearing to read "Sean Coleman".

Sean Coleman
President/Track Operator
Lincoln Park BMX Association

As a direct result of your proposed tourism-related service, please provide:	2023 Estimate	2023 Actual	Methodology
a. Overall attendance at your event/activity/facility	30,000	28,179	based off of signed in attendance usabmx estimates 3.2 spectators per rider
b. Number of people who travel more than 50 miles for your event/activity/facility	5,000	6,829	based off of signed in attendance usabmx estimates 3.2 spectators per rider
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	2,200	25	based off of signed in attendance usabmx estimates 3.2 spectators per rider
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	1,400	1050	based off of signed in attendance usabmx estimates 3.2 spectators per rider - estimate 50% stay in county
e. Of the people staying overnight, the number of people who stay in PAID accommodations e.g. hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	800	1050	based off of signed in attendance usabmx estimates 3.2 spectators per rider - estimate 50% stay in county
f. Number of paid lodging room nights resulting from your event/activity/facility.	1400	1259 630 county	based off of signed in attendance usabmx estimates 3.2 spectators per rider - estimate 50% stay in county 155 spots filled at fairgrounds for camping as well







Date	Type	No.	Payee	Category	Total
09/10/2023	Expense	1403	Lakeside Industries	Track Rebuild 2023	11968
08/30/2023	Expense	1402	Rainbow Sweepers-RS	Track Rebuild 2023	5450
08/29/2023	Expense		Pro Stuff	Track Rebuild 2023	4244
08/18/2023	Expense	1394	JJC Resources LLC	Track Rebuild 2023	3647.4
07/18/2023	Expense	1388	Angeles Concrete Proc	Track Rebuild 2023	7764.9
06/23/2023	Expense		CED	Track Rebuild 2023	590.57
06/22/2023	Expense	1380	Bruch & Bruch Constr	Track Rebuild 2023	48149.84
06/22/2023	Expense	1381	Pacific Inter-Mountain I	Track Rebuild 2023	4284.87
06/18/2023	Expense	1378	Blake Sand & Gravel, I	Track Rebuild 2023	11208.06
06/18/2023	Expense	1375	ICI (Interwest Construc	Track Rebuild 2023	3348.18
06/18/2023	Expense	1374	ICI (Interwest Construc	Track Rebuild 2023	2249.49
06/17/2023	Expense		Thurman Supply	Track Rebuild 2023	108.41
06/13/2023	Expense		Angeles Millwork	Track Rebuild 2023	34.76
06/06/2023	Expense		Red Lion Hotel	Track Rebuild 2023	125.2
06/06/2023	Expense		Thurman Supply	Track Rebuild 2023	92.46
06/05/2023	Expense		City of Port Angeles	Track Rebuild 2023	54.31
06/03/2023	Expense		Dirt Trendz	Track Rebuild 2023	5546.12
06/02/2023	Expense	1367	Lakeside Industries, In	Track Rebuild 2023	11369.6
06/02/2023	Expense	1368	Will Do Plumbing	Track Rebuild 2023	374.35
05/25/2023	Expense		Thurman Supply	Track Rebuild 2023	86.41
05/25/2023	Expense		Angeles Millwork	Track Rebuild 2023	23.83
05/23/2023	Expense		CED	Track Rebuild 2023	1203.85
05/23/2023	Expense		Safeway	Track Rebuild 2023	55.81
05/22/2023	Expense		Lower Elwha Food & F	Track Rebuild 2023	49.08
05/20/2023	Expense		Thurman Supply	Track Rebuild 2023	553.01
05/17/2023	Expense		Thurman Supply	Track Rebuild 2023	544.33
05/11/2023	Expense		CED	Track Rebuild 2023	670.77
			TOTAL_		123797.61

Lincoln Park BMX Association
Rebuild Track Budget/Costs

2000 tons of Imported Matl	\$	18.33	\$	36,660.00
Remove, regrade track & Screen		1.00	\$	11,600.00
Track Builder- Lance McGuire & Crew		1.00	\$	8,000.00
Equipment Rental		1.00	\$	11,675.00
Blocks- 125 each	\$	100.00	\$	12,500.00
Set Blocks	\$	1.00	\$	12,500.00
Fence work		1.00	\$	2,500.00
Crushed Rock (400 tons)	\$	35.00	\$	14,000.00
Timing System	\$	1.00	\$	7,000.00
Re-Pave Turns #1 & #2	\$	1.00		16000
Total-			\$	132,435.00

Date	Type	No.	Payee	Category	Memo	Total
1/23/2023	Expense		Sqorz	Track Rebuild 2023	Timing	7133.19
06/06/2023	Expense		Red Lion Hotel	Track Rebuild 2023	Hotel receipt for dirtrendz groomer	125.20
06/03/2023	Expense		Dirt Trendz	Track Rebuild 2023	Invoice: LincolnPark23F	5,546.12
06/02/2023	Expense	1367	Lakeside Industries, Inc.	Track Rebuild 2023	Invoice 50020454 / track rebuild	11,369.60
06/02/2023	Expense	1368	Will Do Plumbing	Track Rebuild 2023	track rebuild work	374.35
05/23/2023	Expense		CED	Track Rebuild 2023		1,203.85
05/11/2023	Expense		CED	Track Rebuild 2023		670.77
06/22/2023	Expense	1380	Bruch & Bruch Construction, Inc.	Track Rebuild 2023	Invoice 2306061-IN / track rebuild	48,149.84
06/22/2023	Expense	1381	Pacific Inter-Mountain Distribution, LLC	Track Rebuild 2023	Invoice 14062301-WA	4,284.87
					Total	78857.79



Pacific Inter-Mountain Distribution, LLC

1001 S. Main St.
Suite 550
Kalispell, MT 59901

Invoice

Date	Invoice #
6/15/2023	14062301-WA

Bill To
Lincoln Park BMX Association 403 South Lincoln Street #4 PMB4 Port Angeles, WA 98362

Ship To
Bruch and Bruch 1706 US-101 Port Angeles, WA 98363

P.O. Number	Terms	Rep	Ship	Via	F.O.B.	Project
Verbal Sean	Net 30		6/15/2023			
Quantity	Item Code	Description			Price Each	Amount
1	TS550-t Freight Charge	TortiShell HPSS-550 Coplymer Soil Stabilizer			3,640.00	3,640.00T
		Freight Charge			324.55	324.55
		Sales Tax			8.80%	320.32
		Remit Payment to: Pacific Inter-Mountain Distribution, LLC 1001 S Main St. Suite 550 Kalispell, MT 59901 Bank: US Bank Routing#: 092900383 Account#: 150091517642 If you have questions please call Erik at 406-407-5840				
					Total	\$4,284.87



Invoice

Page: 1

BRUCH & BRUCH CONSTRUCTION, INC.
P.O. BOX 250
PORT ANGELES, WA 98363
(360) 452-5388

Invoice 2306061-IN
Number:
Invoice Date: 6/19/2023

Tax Schedule: WA 0502

LINCOLN PARK BMX
SEAN COLEMAN

Customer Number: 02-LPBMX

Customer P.O.: TRACK REBUILD

Contact:

Terms: NO TERMS

Item Code	Description	UM	Quantity	Price	Amount
LS	Lump Sum SEE ATTACHED BACKUP	LS	1.000	44,255.370	44,255.37

Lincoln Park BMX Association
P.O. Box 3166 - 403 LINCOLN ST. PMB 4
Port Angeles, WA 98362

1380
98-7084/3251

PAY TO THE ORDER OF BRUCH & BRUCH CONSTRUCTION, DATE 6/22/2023

Forty-Eight Thousand ONE HUNDRED FORTY-NINE & 84/100 \$ 48,149.84

First Federal
Sixth Street Branch (360) 457-0461
227 E. 6th St. - P.O. Box 351
Port Angeles, WA 98362 ourfirstfed.com

FORTY EIGHT THOUSAND 2023 INV# 2306061-IN

Si Chun

Photo Safe Deposit
Check on back

AP

⑈001380⑈ ⑆325170848⑆0456115307⑈

Net Invoice:	44,255.37
Freight:	0.00
Sales Tax:	3,894.47
Invoice Total:	48,149.84
Retention Amount:	0.00

Please pay from this invoice.
No statement will be sent. THANK YOU!!

Job #1795 LPBMX 2023 Track Rebuild

Date	Equipment/Description	Hours	Rate	Total
19-May	#315 w/ Jim W	13.5	147 \$	1,984.50
	#3 & #6 w/ Harley	11.5	125 \$	1,437.50
	#9L Todd	1.5	170 \$	255.00
	Matt Operator	3	86 \$	258.00
	Cody Operator	3	86 \$	258.00
20-May	#315 W/ Jim W	9	147 \$	1,323.00
	#6 w/ Harley	8.5	125 \$	1,062.50
	#41 w/ Harley	1	135 \$	135.00
	#8 w/ tiltbed Joel	1	160 \$	160.00
	S44 Loader- Matt	8	135 \$	1,080.00
	Matt Operator	1	86 \$	86.00
	#301 Loader Cody	7	145 \$	1,015.00
	Screen	7	100 \$	700.00
	Cody Operator	2.5	86 \$	215.00
5/22/2023	#8 w/ tiltbed Matt	4.5	160 \$	720.00
	#4 Trans Ryan	7.5	160 \$	1,200.00
	#9L Todd	2	170 \$	340.00
23-May	#3 T&T Harley	4	160 \$	640.00
	#4 trans Ryan	2.5	160 \$	400.00
	#1 T&T Jim	3	160 \$	480.00
	#8 T&T Matt	4	160 \$	640.00
24-May	#4 trans Ryan	9.5	160 \$	1,520.00
25-May	#8 Matt	1	160 \$	160.00
	#4 T&T Ryan	5.5	160 \$	880.00
26-May	#3 solo Harley	6	125 \$	750.00
5/30/2023	#151	3	160 \$	480.00
1-Jun	#9 S	7.8	160 \$	1,248.00
	#9L	1.5	170 \$	255.00
2-Jun	Alan Lewis	9	70 \$	630.00
	8 w/ tiltbed	7	160 \$	1,120.00
5-Jun	Alan Lewis	12	70 \$	840.00
6-Jun	#3 with tiltbed	1	160 \$	160.00
	#3 solo	3.5	125 \$	437.50
	Alan Lewis	9.5	70 \$	665.00
	Harley- operator	9.5	84 \$	798.00
7-Jun	Jim- Operator	1.5	84 \$	126.00
	#3 Solo Jim	1	125 \$	125.00
	Harley- Operator	7	84 \$	588.00
	Harley #21 Mini	1	130 \$	130.00
8-Jun	#1 T&T	3	160 \$	480.00
	#21 Mini Jim	8.5	130 \$	1,105.00
	Harley- operator	9.5	84 \$	798.00
9-Jun	#1 T&T Jim	4	160 \$	640.00
	#21 Mini Jim	1	130 \$	130.00
	Operator	2	84 \$	168.00
	Operator Harley	9	84 \$	756.00
12-Jun	#3 T&T	1.5	160 \$	240.00
	Harley- Operator	10.5	84 \$	882.00
	Fuel- Offroad	188	3.8 \$	714.40
	Materials- (see sage)	1	1246.16 \$	1,246.16
	Rental- NCMachinery	1	11793.81 \$	11,793.81
			\$	44,255.37

Lincoln Park BMX Association
E.O. 12812-403 90000 90000
Port Angeles, WA 98362

1380
98-70840201

DATE 6/22/2023

PAY TO THE ORDER OF BRUCH & BRUCH CONSTRUCTION,

\$ 48,149.84

Forty-Eight Thousand One Hundred Forty-Nine & 84/100

DOLLARS

First Federal
South Street Branch (300) 437-0461
227 E 9th St., P.O. Box 351
Port Angeles, WA 98362 outland.com

FOR DEPOSIT ONLY 2023 INVEZ306061-N

Si Chun

⑆001380⑆ ⑆3251708480456115307⑆

-- 062323 1285 12850000658095>325081306< SCB

PAY TO THE ORDER OF
SOUND COMMUNITY BANK
BRUCH & BRUCH CONSTRUCTION, INC.



INVOICE

DBA: Lance Maguire Tracks
1293 TAMARACK ST, JUNCTION CITY, OR
97448, UNITED STATES
Tax ID: 573170259

Invoice No#: LincolnPark 23F
Invoice Date: Jun 1, 2023
Due Date: Jun 1, 2023



PAID

\$0.00
AMOUNT DUE

BILL TO

lincolnparkbmx@gmail.com

#	ITEMS & DESCRIPTION	QTY/HRS	PRICE	AMOUNT(\$)
1	Deposit Rebuild Straights with groomer \$6,000.00 plus expenses air hotel and rental car	1	-\$1,000.00	-\$1,000.00
2	Rebuild Straights	1	\$6,000.00	\$6,000.00
3	Flights	1	\$247.80	\$247.80
4	Rental Car	1	\$298.32	\$298.32
Subtotal				\$5,546.12
TOTAL				\$5,546.12 USD
Amount paid				\$5,546.12
AMOUNT DUE				\$0.00 USD



Trish Tisdale <tttisdale@gmail.com>

Fwd: You paid to DBA: Lance Maguire Tracks for invoice LincolnPark 23F

1 message

LPBMX <lincolnparkbmx@gmail.com>
To: Trish Tisdale <tttisdale@gmail.com>

Fri, Jun 2, 2023 at 3:58 AM

Paid.

----- Forwarded message -----

From: service@paypal.com <service@paypal.com>
Date: Thu, Jun 1, 2023 at 7:00 PM
Subject: You paid to DBA: Lance Maguire Tracks for invoice LincolnPark 23F
To: Sean Coleman <lincolnparkbmx@gmail.com>

Hello, Lincoln Park BMX Association



You just sent a \$5,546.12 USD payment

Thanks for using PayPal. It may take a few minutes for this transaction to appear in your account.

[View your invoice](#)

Transaction ID
3JA43046DG981651N

Transaction date
June 1, 2023

Invoice number

LincolnPark 23F

Payment from

Lincoln Park BMX Association
lincolnparkbmx@gmail.com

Payment to

DBA: Lance Maguire Tracks

Shipping address

Lincoln Park BMX Association
[403 South Lincoln Street #4](#) PMB 4
Port Angeles, WA 98362
United States

1.0 X Deposit	-	\$1,000.00 USD
-\$1,000.00 USD		
Rebuild Straights with groomer \$6,000. 00 plus expenses air hotel and rental car		

1.0 X Rebuild Straights		\$6,000.00 USD
\$6,000.00 USD		

1.0 X Flights		\$247.80 USD
\$247.80 USD		

1.0 X Rental Car		\$298.32 USD
\$298.32 USD		

Subtotal	\$5,546.12 USD
Discount	\$0.00 USD
Shipping	\$0.00 USD
Tip amount	\$0.00 USD
Invoice Total	\$5,546.12 USD
Amount paid	-\$5,546.12 USD
Amount due	\$0.00 USD

Payment summary

Total amount of this transaction	\$5,546.12 USD
----------------------------------	----------------

Payment method

FIRST FEDERAL SLA OF PORT ANGELES x-5307	\$5,546.12 USD
--	----------------



[Help & Contact](#) | [Security](#) | [Apps](#)



PayPal is committed to preventing fraudulent emails. Emails from PayPal will always contain your full name. [Learn to identify phishing](#)

Please don't reply to this email. To get in touch with us, click [Help & Contact](#).

PayPal Customer Service can be reached at 888-221-1161.

Not sure why you received this email? [Learn more](#)

Copyright © 1999-2023 PayPal, Inc. All rights reserved. PayPal is located at [2211 N. First St., San Jose, CA 95131](#).



Douglas Woodruff
United States

Conf # 130921038
Date 06/06/23
Folio # 472673
Room 163
Cashier 20140
Page 1 of 1

Membership :
Arrival : 06/05/23
Departure : 06/06/23
Nights : 1

Guest Folio

Date	Description	Charges	Credits
06/05/23	Deposit Transferred at Check-In		125.20
06/05/23	Accommodation	113.00	
06/05/23	State Tax	9.94	
06/05/23	Occupancy Tax	2.26	
Total		125.20	125.20
Balance Due		0.00	

Signature: _____

Thank you for your stay!

Your feedback is extremely valuable to us and we ask that if you have a moment, please visit www.tripadvisor.com/reviewit and review our hotel. We look forward to your next visit to Red Lion!



Job Invoice

SOLD TO Lincoln Park Bmx Pearl Angles WA	DATE ORDERED May 23-23	ORDER TAKEN BY
	PHONE NO.	CUSTOMER ORDER #
	JOB LOCATION	
	JOB PHONE	STARTING DATE
TERMS		

[illegible]

WORK ORDERED	TOTAL LABOR	262 50
DATE ORDERED	TOTAL MATERIALS	81 57
DATE COMPLETED	TOTAL MISCELLANEOUS	
CUSTOMER	SUBTOTAL	344 07
APPROVAL SIGNATURE	TAX	30 28
AUTHORIZED SIGNATURE	GRAND TOTAL	374 35



Progress Billing Invoice
Olympic Peninsula Division
360-452-7803

*****PLEASE NOTE - OUR REMITTANCE ADDRESS HAS CHANGED*****

We welcome your EFT payment (ACH and Wire). Please contact
AR@lakesideindustries.com to enroll.

To: Lincoln Park BMX Assoc
403 S Lincoln St PMB4
Port Angeles, WA 98362

Invoice #: 50020454
Date: 05/23/23
Application #: 1
Invoice Due Date: 06/22/23
Payment Terms: N30

For Overnight Delivery by Courier
Lockbox Services Box 1086, Lakeside Industries
18035 Sperry Drive
Tukwila, WA 98188

*****New Remit Address for physical checks**

Remit To: LB# 1086, Lakeside Industries
PO Box 35143
Seattle, WA 98124-5143
425-313-2600

Contract: 0423058 - Turn 2 Overlay - Lincoln Park BMX

Cont Item	Description	Contract Amount	Contract Quantity	Quantity This Period	Quantity JTD	U/M	Unit Price	Amount This Period	Amount To-Date	% Compl
1	Asphalt paving overlay	10,450.00	1.00	1.00	1.00	LS.	10,450.00	10,450.00	10,450.00	100.00%

Project Manager: Mike Thomas
mike.thomas@lakesideindustries.com

Total Billed To Date:	\$	10,450.00
Total Tax To Date:		919.60
Less Retainage:		0.00
Less Previous Applications:		0.00
Total Due This Invoice:	\$	11,369.60

CEL
11 PROSPECT PLACE
PORT ANGELES, WA 98362
Tel: 360 452-9706
Fax: 360 457-4510

ENTERED: 05/03/2023

PAGE 001 of 002

*** INV WILL BE SENT E-MAILED ***

SOLD TO: OLYMPIC ELECTRIC COMPANY
4230 TUMWATER ST
PORT ANGELES, WA 98363
(360) 457-5303

SHIP TO: OLYMPIC ELECTRIC COMPANY
11 PROSPECT PLACE
PORT ANGELES, WA 98362

REGISTER NO.	REGISTER DATE
5948-1037002	05/03/23
THIS IS NOT AN INVOICE	

ACCOUNT NO. GP-64451		JOB NAME AND ADDRESS OLYMPIC ELECTRIC COMPANY SEAN COLMAN		CUSTOMER ORDER BMX TRACK		WHEN SHIP 05/03/23						
SALESPERSON 3433 JK		SHIPPING INFORMATION PREPAID		SHIP VIA WILL CALL		SHIP DATE	CARTONS	COILS	BUNDLES			
QUANTITY ORDERED	PRODUCT CODE		DESCRIPTION		C O D E	QUANTITY SHIPPED	PRICE	P E R	DISC.	EXTENSION	T Y P E	T A X
2	PVC	JB887	JCT BOX W/CVR				7500.00	C		150.00	T	
240	PVC	COND-1/2	CONDUIT				73.50	C		176.40	T	
240	PVC	COND-3/4	CONDUIT				87.25	C		209.40	T	
14	PVC	EL-1/2	1/2" EL W/BELL				140.00	C		19.60	T	
6	PVC	T-1/2	TYPE-T COND FTG				905.99	C		54.36	T	
6	PVC	CPL-1/2	1/2" PVC COUPLING				35.62	C		2.14	T	
4	PVC	CAP-3/4	CONDUIT CAP				40.00	C		1.60	T	
2	PVC	TA-1/2	1/2" MALE ADAPTER				32.46	C		0.65	T	
2	PVC	TA-3/4	3/4" MALE ADAPTER				62.70	C		1.25	T	
2	BPT	101	1/2 STEEL LOCKNUT				11.08	C		0.22	T	
2	BPT	102	3/4 STEEL LOCKNUT				14.26	C		0.29	T	

TITLE TO MERCHANDISE AND RISK OF LOSS OR DAMAGE PASSES AT POINT OF SHIPMENT. CLAIMS FOR SHORT OR DAMAGED MERCHANDISE SHOULD BE MADE TO CARRIER.
MERCHANDISE RETURNED WITHOUT OUR CONSENT WILL NOT BE ACCEPTED. A RESTOCKING CHARGE WILL BE MADE ON RETURNED GOODS UNLESS DEFECTIVE OR THROUGH ERROR ON OUR PART.
A SERVICE CHARGE OF 1 1/2% PER MONTH, BUT NOT TO EXCEED THE HIGHEST AMOUNT LAWFULLY ALLOWED BY APPLICABLE STATE LAW, WILL BE MADE ON ALL PAST DUE ACCOUNTS. THIS SALE IS SUBJECT TO OUR TERMS LOCATED AT SALES.OUR-TERMS.COM, WHICH WE MAY CHANGE FROM TIME TO TIME WITHOUT PRIOR NOTICE.

CODE: TO ADVISE YOU PROMPTLY CONCERNING YOUR ORDER, THIS CODE IS USED ON YOUR INVOICES.
B - BACK ORDERED, WILL SHIP AS SOON AS RECEIVED UNLESS INSTRUCTED TO CANCEL.
C - CANCELLED, NOT IN STOCK, UNABLE TO PURCHASE LOCALLY.

* CONTINUED *

CUSTOMER COPY

CED - PORT ANGELES
11 PROSPECT PLACE
PORT ANGELES, WA - 98362
(360) 452-9706

05/11/2023

10:00 AM

TID 700227964501

Purchase

VISA DEBIT XXXXXXXXXXXX8855
ENTRY METHOD CHIP
CVM SIGN

Invoice 0000033590
Clerk 33

Response APPROVED
Auth Code 051124

EMV DETAILS

MODE CHIP
AID A0000000031010
TVR 8080008000
IAD 06010A03A00000
TSI 6800
ARC Z3
Amount USD \$670.77

COLEMAN/ SEAN P

*** CUSTOMER COPY ***

Register(s): 1037002

1 online banking matches

Payee
eventsoft

Payment account
Checking (5307)

Balance \$42,472.56

AMOUNT
\$7,133.19

Payment date
01/21/2023

Payment method
What did you pay with?

Ref no.

Permit no.

Tags

Start typing to add a tag

Manage tags

#	CATEGORY	DESCRIPTION	AMOUNT
1	Timing System	INV-698 / timing system	7,133.19
2			

Add lines

Clear all lines

Memo
timing system

Attachments
Maximum size: 20MB

Invoice INV-698.pdf (74.8 kb)
230120140350_0001.pdf (25.2 kb)

Show existing

Privacy



TAX INVOICE

Lincoln Park BMX
Attention: Sean Coleman
Bruch & Bruch Construction
1706 West Highway 101
PORT ANGELES WASHINGTON 98362
UNITED STATES

Invoice Date
19 Jan 2023

Invoice Number
INV-698

ABN
74 613 464 501

Eventsoft Pty Ltd
80 The Crescent
HELENSBURGH NSW
2508
AUSTRALIA

Description	Quantity	Unit Price	GST	Amount USD
BMX Timing system 2 x timing loops (covers 3 locations) - 1 x decoder - 1 x 100m coax w/ connection box - 1 x 50m coax w/ connection box - 1 x 12m timing loop - 1 x 30m timing loop - 1 x start pulse box for ProStart gate - Shipping	1.00	7,133.19	No GST	7,133.19
Subtotal				7,133.19
TOTAL USD				7,133.19

Due Date: 18 Feb 2023

Please reference the invoice number on payment

TRANSFER TO USA BANK ACCOUNT
Bank: Community Federal Savings Bank
Account: EVENTSOFT PTY LTD
Account number: 8457848858
ACH routing number: 026073150
Fedwire routing number: 026073008

INTERNATIONAL BANK TRANSFER USING SWIFT CODE
Account name: EVENTSOFT
Account number: 956771942
BSB: 082-330
Swift code: NATAAU3303M
Bank: National Australia Bank

CREDIT CARD

Click on link in the invoice, note there is a transaction fee of 2.9% for credit card payments



[View and pay online now](#)



PAYMENT ADVICE

To: Eventsoft Pty Ltd
80 The Crescent
HELENSBURGH NSW 2508
AUSTRALIA

Customer	Lincoln Park BMX
Invoice Number	INV-698
Amount Due	7,133.19
Due Date	18 Feb 2023
Amount Enclosed	

Enter the amount you are paying above



P.O. Box 351
Port Angeles WA 98362
(360) 417-3204

Your wire request for \$7,133.19 will be debited from account 0456115307.

*** WIRE DETAILS ***

Wire Sequence

52863

Business Code / Wire Type

CTR-Customer Transfer
1000-Basic Funds Transfer

Originator Information

Originator

LINCOLN PARK BMX ASSOCIATION
D 0456115307
403 S LINCOLN ST STE 4
PORT ANGELES WA 98362-3025
United States

Originator To Beneficiary

INV # INV-698

Entered Date

01/20/2023 01:39 PM Pacific Time

Effective Date

01/23/2023

Receiving Financial Institution

026073008 COMMUNITY FSB

Beneficiary Information

Beneficiary

EVENTSOFT PTY LTD
D 8457848858
89-16 JAMAICA AVENUE
WOODHAVEN, NY 11421
United States

SIGNATURE _____

DATE 01/20/2023

Recipient may receive less due to fees charged by the recipient bank and, if applicable, foreign taxes.

Please review current fee schedule for any applicable fees. Current fee schedule is available at www.ourfirstfed.com or by contacting us at 360-417-3204.

6. **2024 Tourism-Impact Estimate**

(Actual must be completed by applicants who had a Clallam County Lodging Tax Contract in 2023)

State law governing the distribution of lodging tax funds requires they be used primarily to encourage visitors from out of the area, so do your best!

As a direct result of your proposed tourism-related service, please provide:	2024 Estimate	2023 Actual	Methodology
a. Overall attendance at your event/activity/facility	25,000	28,179	based off of signed in attendance usabmx estimates 3.2 spectators rider
b. Number of people who travel more than 50 miles for your event/activity/facility	5,000	6,829	based off of signed in attendance usabmx estimates 3.2 spectators rider
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	75	25	based off of signed in attendance usabmx estimates 3.2 spectators rider
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	1,000	1050	based off of signed in attendance usabmx estimates 3.2 spectators rider- estimate 50% stay in country
e. Of the people staying overnight, the number of people who stay in PAID accommodations e.g. hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	1,000	1050	based off of signed in attendance usabmx estimates 3.2 spectators rider- estimate 50% stay in country
f. Number of paid lodging room nights resulting from your event/activity/facility.	1200	1259 630 county	based off of signed in attendance usabmx estimates 3.2 spectators rider- estimate 50% stay in country 155 spots filled at fairgrounds for camping as well

7. Is there a host hotel for your event? If yes, please identify.

Yes- Red Lion & Olympic Inn Suites

8. Describe the prior success of your event/activity/facility in attracting tourists.

See Page #18 - 2018-2023 Lincoln Park BMX Events

9. Describe your target tourist audience (location, demographics, etc.)

See attached sheet.

2018-2023 Lincoln Park BMX Events

Total Economic Impact 2018 thru 2023 \$3,492,519.16

Sporting Events/Tournaments WA State BMX 2018:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
State Finals- September 7-9	2,580	85%	2,193	50%	27	1,097	70%	768	1.0	768
Gold Cup/SCR July	1,892	75%	1,412	50%	50	705	70%	494	1.0	494
Yearly Total- Tournaments:	4,462	/	3,605	/	77	1,802	/	1,262	/	1,262

Sporting Events/Tournaments WA State BMX 2019:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
State Finals- August 23,24,25	4,355	75%	3,266	50%	22	1,633	70%	1,143	2.0	2,286
State Qualifier & Race For Life June 28,29, 30	2,331	70%	1,632	50%	20	816	70%	571	1.0	571
Yearly Total- Tournaments:	6,686	/	4,898	/	42	2,449	/	1,714	/	2,857

Sporting Events/Tournaments WA State BMX 2020:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
COVID SLUXES										
Yearly Total- Tournaments:	0	/	0	/	0	0	/	0	/	0

Sporting Events/Tournaments WA State BMX 2021:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
State Qualifier, Earned Double- Aug 26th & 27th	3,097	49%	1,520	50%	227	760	70%	532	1.5	798
Yearly Total- Tournaments:	3,097	/	1,520	/	227	760	/	532	/	798

Sporting Events/Tournaments WA State BMX 2022:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
State Qualifier, Gold Cup Qualifier & Earned Double- Aug 13, 14, 15th	2,398	57%	1,361	50%	10	80	70%	80	1.0	80
OK GOLD CUP FINALS- Sept 15th-18th	8,454		7,768		3515	3,515		608	2.8	1,702
Yearly Total- Tournaments:	10,852	/	9,129	/	3,525	3,595	/	688	/	1,782

Sporting Events/Tournaments WA State BMX 2023:	A. Avg. People Per Event*	%	B. # People Who Travel 50 Mi. or more	% for D.	C. Travel From Another State or Country	D. # Travel 50 Miles Stay Overnight	%	E. # Travel 50 Miles or Stay in Hotels	Days	F. # of Paid Lodging Room Nights From Event
Earned Double, Race For Life, State Qualifier (6/3/23 thru 7/2/23)	3,003	59%	1,780	50%	0	428	50%	214	1.0	214
2023 Washington State Finals & PreRace (9/22/23 thru 9/24/23)	5,053		3,385		25	1,671	50%	836	1.25	1,045
Yearly Total- Tournaments:	8,056	/	5,165	/	25	2,099	/	1,050	/	1,259

Economic Impact to Community (2023):	** CPI	Total Visitors who stayed overnight	Total Economic Impact
	\$249.00	2,099	\$522,651

Economic Impact to Community (2023):	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$69.20	5,957	\$412,224

Economic Impact to Community (2022):	** CPI	Total Visitors who stayed overnight	Total Economic Impact
	\$247.00	3,515	\$868,205

Economic Impact to Community (2022):	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$63.47	3,095	\$196,440

Economic Impact to Community (2021):	** CPI	Total Visitors who stayed overnight	Total Economic Impact
	\$227.00	798	\$181,146

Economic Impact to Community (2021):	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$58.23	2,640	\$153,727

Economic Impact to Community (2020):	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$58.23	822	\$47,865

Economic Impact to Community (2019):	** CPI	Total Visitors who stayed overnight	Total Economic Impact
	\$227.00	2,449	\$555,923

Economic Impact to Community (2019):	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$58.23	1,516	\$88,277

Economic Impact to Community 2018:	** CPI	Total Visitors who stayed overnight	Total Economic Impact
	\$227.00	1,802	\$409,054

Economic Impact to Community 2018:	** CPI	Total People who traveled for just the day	Total Economic Impact
	\$58.23	979	\$57,007

*3.2 spectators per rider (USABMX Figure)

**Dean Runyan 2019 Washington State Travel Impacts & Visitor Volume

**USED 2.5 spectators per rider for 2021 (Covid related)

*** Note- Only one helper/parent per rider Due to COVID

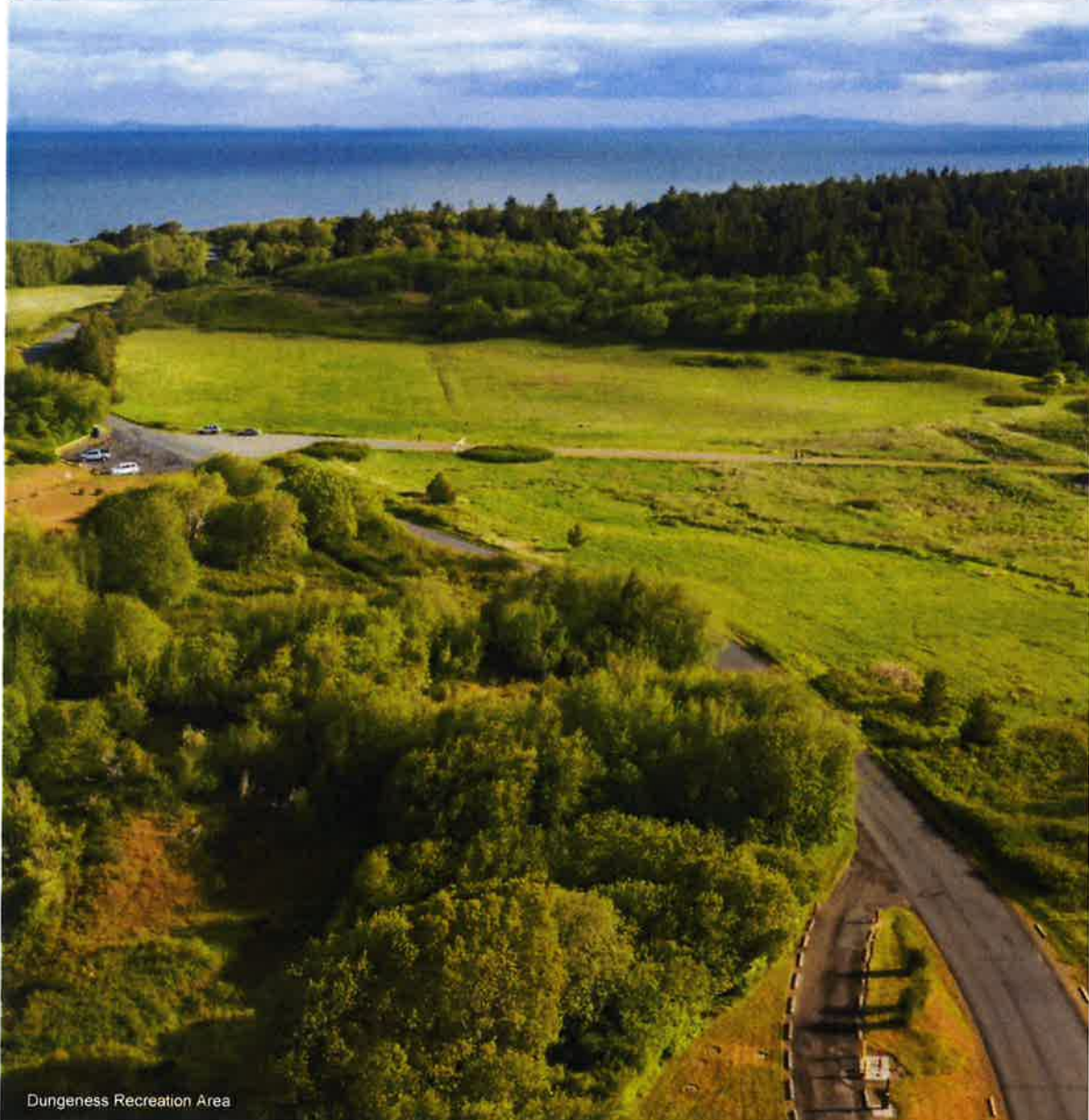
Funding Report

**Clallam County
Parks, Fair and Facilities Department**

JAN 12 2024

1...2...3...A...

CLALLAM COUNTY PARKS AND FAIR LTAC 2023 FINAL PROJECT REPORT

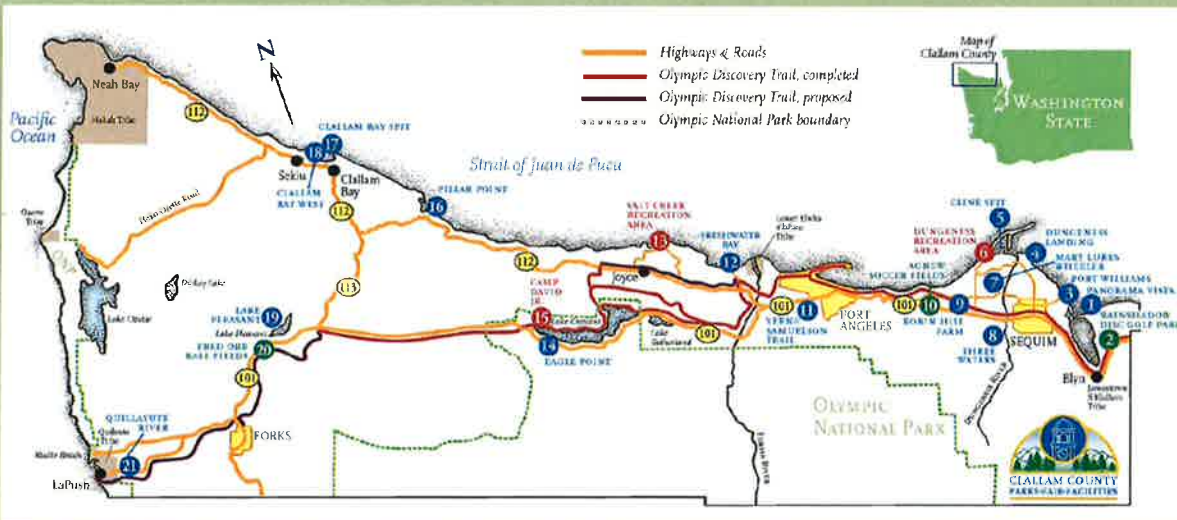


Dungeness Recreation Area



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7, Port Angeles, WA 98362

CLALLAM COUNTY PARKS AND FAIR BACKGROUND



22 Clallam County Parks

Clallam County Parks span from Quillayute River Park near Forks to Rainshadow Disc Golf Park in Blyn.

- 19 Day-Use Parks (including 3 sports-parks)
- 3 Overnight-Use Parks (Dungeness Recreation Area, Salt Creek Recreation Area, and Camp David Jr.)

Clallam County Fairgrounds

Fairgrounds located in Port Angeles near airport

- Hosts annual "small county fair, with big county feel."

Campgrounds and Fairgrounds (camping & events drawing out-of-town visitors) contribute to lodging tax funds.



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

CLALLAM COUNTY PARKS AND FAIR

TOURISM-RELATED ACTIVITIES

Clallam County Parks and Fair attract visitors and give access to natural areas, numerous outdoor activities, and Fair entertainment such as:

- Tent & RV Camping
- Epic, entertaining Fair with local flare
- Youth and Group camp activities
- Hiking, horseback riding, bird watching, wildlife viewing, beachcombing
- Fishing, crabbing, clamming, smelting
- Recreational boating, surfing, windsurfing, kayaking, scuba diving
- Marine, freshwater, forest life observation and study
- Picnicking, geocaching
- Races - run, bike, boat, track meets
- Reunions, weddings, memorials, tourism photoshoots



Camp David Jr. County Park



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

CLALLAM COUNTY PARKS AND FAIR

EVENTS & PARTNERSHIPS



Clallam County Parks partners on events such as:

- Winter Warm-Up Disc Golf Tournament
- Rainshadow Charity Disc Golf Tournament
- Wanda Fuca Downwinder Paddle Race
- North Olympic Discovery Marathon
- The Big Hurt Triathlon
- Juan de Fuca Festival of the Arts
- Frosty Moss Relay Run
- Washington Coast Beach Clean-Up
- Clallam Bay/Sekiu Fun Days
- PAHS Salt Creek Invitational Track Meet
- Bicycle Rides Northwest



Rainshadow Disc Golf Park



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

CLALLAM COUNTY PARKS AND FAIR LTAC 2023 FUNDS SUPPORT

- **Seasonal Park Rangers at Salt Creek and Dungeness Recreational Areas**
- **Assistance with Maintenance of day-use parks and beach access areas for clean and safe parks. Day Use Santikan rentals and service.**
- **Improvements at Rainshadow Disc Golf Park**



Lake Pleasant County Park



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

CLALLAM COUNTY PARKS AND FAIR

LTAC FUNDED REQUEST & EXPENDITURES

2023 LTAC Actual Expenditures

\$ 386.36	Rain Shadow Disc Golf Park Improvements
\$ 17,000.00	Summer Seasonal Ranger Positions
<u>\$ 18,134.00</u>	Maintenance of day-use parks and beaches
\$ 35,520.36	Total EXPENDED

Robin Hill Farm County Park



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

THANK YOU!

“There is always an adventure waiting in the woods.”

– Katelyn S. Bolds

Salt Creek Recreation Area



CLALLAM COUNTY PARKS, FAIR & FACILITIES
223 East 4th Street, Suite 7 Port Angeles, WA 98362

7

INVOICE

Date	Invoice
12/5/2023	HM2023-1204

Quantity	Unit	Description	Rate	Amount
		<u>RAINSHADOW DISC GOLF PARK IMPROVEMENTS</u>		
		Assistance with costs associated with improvements to Rainshadow Disc Golf Course to improve player experience retaining wall block	386.36	386.36
		TOTAL BILLING		\$386.36



LODGING TAX FUNDING APPLICATION 2023

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County.

This application is for large-scale events, projects, or infrastructure improvements only. The minimum grant is \$5,000. Marketing requests should be directed to the Olympic Peninsula Visitor Bureau (OPVB) Tourism Enhancement Grant program.

- I **AMOUNT of Lodging Tax Requested:** \$7,000
- II **Agency/Organization Name:** *Clallam County Parks, Fair, & Facility Department*
The organization is ☒ Government Entity
Federal Tax ID No. **91-6001298** UBI Number **054-004559**
- III **Project/Activity/Event:** *Rain Shadow Disc Golf Improvements*
- IV **Representative Contact Information:**
Name, Title **Don Crawford**
Mailing Address **223 East Fourth Street Suite, 7 P.A., WA 98362-3000**
Phone(s) **360.797.8283**
Email **Donald.crawford@clallamcountywa.gov**

- V **Service Categories, check all applicable:**
☐ Tourism Promotion/Marketing (individual marketing request, contact OPVB)
☒ Operation of a Special Event/Festival designed to attract tourists
☐ Operation of a Tourism-Related facility owned or operated by a Non-Profit Organization
☒ Operation and Capital Expenditure of a Tourism-Related Facility owned by a Municipality

CERTIFICATION

- I am the authorized agent of the Agency/Organization applying for Lodging Tax funding. I understand and affirm that:
- If awarded, my organization intends to enter into a contract with Clallam County and meet all specified requirements.
- My Agency/Organization must submit a report documenting economic impact results in a format determined by Clallam County.

Signature _____

Date: _____

Don Crawford
Print or Type Name

LODGING TAX APPLICATION – REQUIRED SUPPLEMENTAL QUESTIONS

(You may use this Supplemental Questions form or type the questions and answers on separate sheets)

- 1. How will the project/program help increase the number of people traveling to Clallam County for business or pleasure on a trip?**

Make improvements to Rain Shadow Disc Golf Course to improve player experience. The course enjoys a top ten state rating by three different Disc Golf Organizations (#5, #7, #9) and receives an average of approximately 400 rounds of play a month with prime season play of almost 1000 rounds a month. This LTAC request is a direct response to player feedback and will result in consistent top 5 ratings.

- 2. How will the project/program help increase paid overnight accommodations in Clallam County?**

The course is already popular with off-peninsula players. Responding to player feedback will result in even more play, attracting attendance from beyond the 50-mile radius.

- 3. How will the project/program encourage visitors to come from a distance greater than 50 miles, either for the day or for an overnight visit? If so, please describe how.**

The venue improvements will attract further interest if marketed correctly and will generate interest from outside the county (over 50 miles) and Canada. The generally remote location and proximity to other tourist attractions naturally lead to local accommodations.

- 4. How will the project/program encourage visitors to come from another country or state?**

By improving the player experience at the course.

- 5. If the project/program is an event, please provide the name, date(s), and estimated attendance.**

6. 2023 Tourism-Impact Estimate

(Actual must be completed by applicants who had a Clallam County Lodging Tax Contract in 2022)

State law governing the distribution of lodging tax funds requires them to be used primarily to encourage visitors from the area, so do your best!

As a direct result of your proposed tourism-related service, please provide:	2023 Estimate	2022 Actual	Methodology
a. Overall attendance at your event/activity/facility	5,600	4,800	estimate
b. Number of people who travel more than 50 miles for your event/activity/facility	1400	1000	estimate
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	300	250	estimate
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	1000	800	estimate
e. Of the people staying overnight, the number of people who remain in PAID accommodations, e.g., hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	1000	800	estimate
f. Number of paid lodging room nights resulting from your event/activity/facility.	1000	800	estimate

7. Is there a host hotel for your event? If yes, please identify.

Seven Cedars is the closest Hotel but, there are other lodging options within 10 miles.

8. Describe the prior success of your event/activity/facility in attracting tourists.

During the 6 prime months of play, the course receives close to 1,000 rounds a month. It is known in player circles as a course worth traveling to. Roughly 25% of play is attributable to players from outside the county.

9. Describe your target tourist audience (location, demographics, etc.)

	Population	Median Income	Avg. Age
Jefferson County-	31,825	\$30,174	59.0
Kitsap Peninsula-	268,945	\$38,761	39.2
Vancouver Island, B.C.-	864,864	\$44,200 USD	45.4
Seattle – Tacoma metropolitan Area-	4.01 mil.	\$76,438	36.2

10. Describe how you will promote your event/activity/facility to attract tourists.

- a. *Collaborate with the Olympic Peninsula Visitors Bureau to target the most vital marketing opportunities.*
- b. *Wherever possible, partner with existing hotel-casino to garner synergies.*
- c. *Partner with the Olympic Peninsula Disc Golf Association (OPDGA) to host additional events.*

11. Describe how the event/activity/facility will help promote lodging establishments, restaurants, and businesses located in the unincorporated area of Clallam County.

The venue location facilitates overnight hotel stays nicely. Furthermore, through collaborative marketing efforts, the actual duration of stays can be lengthened to 2-3 nights.

12. Are you applying for Lodging Tax funds from another community (no)

13. What is the overall budget for your event/activity/facility? \$120,000 What percent of the budget are you requesting from the Clallam County Lodging Tax Fund? **5.8%**

14. Please describe your plans for securing the remainder of the funds necessary to complete your event/activity/facility.

- a. *County operational funding*
- b. *Future event revenue*

APPLICATION INSTRUCTIONS – GENERAL GUIDELINES
--

APPLICATION DEADLINE: Applications must be received at the Board of County Commissioner's Office, 223 East 4th Street, Suite 4, Port Angeles, WA 98362-3015 (Clallam County Courthouse, main level, Room 150) until **noon, Monday, October 24, 2022.**

The Clallam County Lodging Tax Advisory Committee (LTAC) will review 2022 Lodging Tax funding proposals in a public meeting as determined at the Clallam County Courthouse, Commissioner's Boardroom 160. Applicants will be notified, and attendance by the applicant's representative is required for presentation and questions. Following review, LTAC will forward its recommendation to the Board of County Commissioners.

APPLICATION, SUPPLEMENTAL QUESTIONS, INFORMATION SUBMITTAL:

Submit the **original application and one copy to:**

Clallam County Lodging Tax Advisory Committee
Board of Commissioner's Office
223 East 4th Street, Suite 4
Port Angeles WA 98362-3015

All copies need to be single-sided and not stapled, and no folders. All brochures must be printed on 8.5 x 11 letter size paper to be accepted. Documents delivered to other offices and received late by the Commissioners' Office will not be considered, nor will ones received by facsimile or e-mail. Submittals made in an incorrect format will not be considered.

Required Additional Information – In addition to the application and supplemental questions answers, it is necessary that you attach the following:

- An itemized budget for your event/activity/facility (income and expense).
- Description and budget showing the intended use of the amount requested from the Clallam County Lodging Tax Fund.
- If the applicant is a non-profit organization, a copy of your agency/organization's current non-profit corporate registration with the Washington Secretary of State and the current annual budget.

Optional Information - Brochures/information concerning your event/activity/facility, particularly items showing recent tourism promotion efforts. For acceptance, brochures/information must be printed on 8.5 x 11 sized paper, single-sided and not stapled copies.

Contract Requirement – To be a recipient of Lodging Tax funds, a contract is required between Clallam County and the receiving Agency/applicant.

Post Reporting

Reporting Requirements enacted by the Washington State Legislature in 2013 (RCW 67.28.1816) requires the County to file an annual report to the State of Washington Joint Legislative Audit and Review Committee regarding the use of funds for the year, including requirements to quantify how many individuals were attracted from more than fifty miles away and spent the night in paid lodging. The reporting of expenditures and activities shall meet those requirements. It is required that all recipients submit a post-event activity report that provides information to the Clallam County Administrator as specified by the contract.

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County. CCC 5.13.020 Special fund.

Eligibility

Clallam County's Lodging Tax Fund will be the primary source of County funding for activities, operations, and expenditures designed to increase tourism in the unincorporated areas. Applications may be submitted by any non-profit entity, public entity, or group of eligible organizations (RCW 67.28).

Appropriate Uses

The guiding principle for lodging taxes is that they must be used for activities, operations, and expenditures designed to increase tourism. Specifically, lodging taxes can be used for:

- Tourism marketing;
- Marketing and operations of special events and festivals designed to attract visitors;
- Operations and capital expenditures of tourism-related facilities owned or operated by a municipality or a public facilities district; or
- Operations of tourism-related facilities owned/operated by nonprofit organizations (RCW 67.28.1816).

A tourism-related facility is a natural or tangible personal property with a usable life of three or more years or constructed with volunteer labor that is (a) owned by a public entity, nonprofit

organization (including a non-profit business organization, destination marketing organization, central street organization, lodging association, or chamber of commerce) and (b) used to support tourism, performing arts, or to accommodate tourist activities (RCW 67.28.080) The guiding principle is that tourists should use the facilities.

Tourism Marketing and Operations includes activities defined as "tourism promotion" in state law (RCW 67.28.080)

- Advertising, publicizing, or otherwise distributing information to attract and welcome visitors;
- Developing strategies to expand tourism;
- Operating tourism promotion agencies; and
- Funding the marketing or operation of special events and festivals designed to attract visitors.

HIGH PRIORITY may be given to tourism activities that:

- Have a demonstrated potential or high potential from the Committee's perspective to result in overnight stays by visitors in lodging establishments for projected nonpeak periods within unincorporated Clallam County.
- Promote Clallam County events, activities, and places in the unincorporated area of Clallam County to potential visitors from outside the County.
- Have demonstrated a high potential from the Committee's perspective to result in documented economic benefit to Clallam County.
- Have demonstrated history of success or are proposed by a group with an illustrated history or high potential of success with similar activities.
- Minimize duplication of services where appropriate, encourage cooperative marketing and include an element of cooperation or partnership.
- Provide, maintain, operate, or enhance County-owned tourism facilities or infrastructure.

Lodging Tax Advisory Committee Considerations

In developing its recommendations, the Committee considers:

- The estimated amount of Lodging Tax Fund available for the coming year as the County's Finance Director provides.
- Completeness of the proposal information.
- % of the proposal request to the event/facility promotions budget and overall revenues.
- % increase over prior year Clallam County Lodging Tax funded proposals if any.
- Projected economic impact within the unincorporated area of Clallam County, particularly projected overnight stays in lodging establishments.
- The applicant's financial stability.

INVOICE

Date	Invoice
12/5/2023	HM2023-1203

Quantity	Unit	Description	Rate	Amount
		<u>DAY USE PARKS, CLALLAM BAY PARK</u>		
		Assistance with Sanikan rental, docks and Clallam Bay Park Maintenance		
		Sanikans	7,933.00	7,933.00
		Clallam Bay Park Maintenance	10,201.00	10,201.00
		TOTAL BILLING		\$18,134.00



LODGING TAX FUNDING APPLICATION 2023

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County.

This application is for large-scale events, projects, or infrastructure improvements only. The minimum grant is \$5,000. Marketing requests should be directed to the Olympic Peninsula Visitor Bureau (OPVB) Tourism Enhancement Grant program.

- I **AMOUNT of Lodging Tax Requested:** \$20,000
- II **Agency/Organization Name:** *Clallam County Parks, Fair, & Facility Department*
The organization is ☒ Government Entity
Federal Tax ID No. **91-6001298** UBI Number **054-004559**
- III **Project/Activity/Event:** Day Use Parks
- IV **Representative Contact Information:**
Name, Title **Don Crawford**
Mailing Address **223 East Fourth Street Suite, 7 P.A., WA 98362-3000**
Phone(s) **360.797.8283**
Email **Donald.crawford@clallamcountywa.gov**

- V **Service Categories, check all applicable:**
- ☐ Tourism Promotion/Marketing (individual marketing request, contact OPVB)
 - ☒ Operation of a Special Event/Festival designed to attract tourists
 - ☐ Operation of a Tourism-Related facility owned or operated by a Non-Profit Organization
 - ☒ Operation and Capital Expenditure of a Tourism-Related Facility owned by a Municipality

CERTIFICATION

- I am the authorized agent of the Agency/Organization applying for Lodging Tax funding. I understand and affirm that:
- If awarded, my organization intends to enter into a contract with Clallam County and meet all specified requirements.
- My Agency/Organization must submit a report documenting economic impact results in a format determined by Clallam County.

Signature _____

Date: _____

Don Crawford
Print or Type Name

LODGING TAX APPLICATION – REQUIRED SUPPLEMENTAL QUESTIONS

(You may use this Supplemental Questions form or type the questions and answers on separate sheets)

- 1. How will the project/program help increase the number of people traveling to Clallam County for business or pleasure on a trip?**

The proposed funding is for Sani-Kan Rental, Docks, and Clallam Bay Parks Maintenance.

- 2. How will the project/program help increase paid overnight accommodations in Clallam County?**

Clallam County Day Use Areas are quite popular with tourists and lengthen the stay within the county.

- 3. How will the project/program encourage visitors to come from a distance greater than 50 miles, either for the day or for an overnight visit? If so, please describe how.**

The Strait of Juan de Fuca and the distance to Seattle / Tacoma provide a barrier to simple day trips. And proximity to other tourist attractions naturally lead to local accommodations.

How will the project/program encourage visitors to come from another country or state?

Well maintained Day Use Areas further add to the richness of visits.

- 4. If the project/program is an event, please provide the name, date(s), and estimated attendance.**

5. 2023 Tourism-Impact Estimate

(Actual must be completed by applicants who had a Clallam County Lodging Tax Contract in 2022)

State law governing the distribution of lodging tax funds requires them to be used primarily to encourage visitors from the area, so do your best!

As a direct result of your proposed tourism-related service, please provide:	2023 Estimate	2022 Actual	Methodology
a. Overall attendance at your event/activity/facility	14,000	13,800	estimate
b. Number of people who travel more than 50 miles for your event/activity/facility	14,000	13,200	estimate
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	5500	4500	estimate
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	14,000	13,200	estimate
e. Of the people staying overnight, the number of people who remain in PAID accommodations, e.g., hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	14,000	13,200	estimate
f. Number of paid lodging room nights resulting from your event/activity/facility.	14,000	13,200	estimate

6. Is there a host hotel for your event? If yes, please identify.

N/A

7. Describe the prior success of your event/activity/facility in attracting tourists.

The County Campgrounds continue to grow in popularity. The trend will continue with more interest in shoulder season.

8. Describe your target tourist audience (location, demographics, etc.)

	Population	Median Income	Avg. Age
Jefferson County-	31,825	\$30,174	59.0
Kitsap Peninsula-	268,945	\$38,761	39.2
Vancouver Island, B.C.-	864,864	\$44,200 USD	45.4
Seattle – Tacoma metropolitan Area-	4.01 mil.	\$76,438	36.2

9. Describe how you will promote your event/activity/facility to attract tourists.

- Collaborate with the Olympic Peninsula Visitors Bureau to target the most vital marketing opportunities.*
- Roll out of new county Parks Website.*

10. Describe how the event/activity/facility will help promote lodging establishments, restaurants, and businesses located in the unincorporated area of Clallam County.

Through collaborative marketing efforts, the actual duration of stays can be lengthened to 2-3 nights.

11. Are you applying for Lodging Tax funds from another community (no)

12. What is the overall budget for your event/activity/facility? \$2,506,271 What percent of the budget are you requesting from the Clallam County Lodging Tax Fund? .7%

13. Please describe your plans for securing the remainder of the funds necessary to complete your event/activity/facility.

a. County operational funding

APPLICATION INSTRUCTIONS – GENERAL GUIDELINES

APPLICATION DEADLINE: Applications must be received at the Board of County Commissioner's Office, 223 East 4th Street, Suite 4, Port Angeles, WA 98362-3015 (Clallam County Courthouse, main level, Room 150) until **noon, Monday, October 24, 2022.**

The Clallam County Lodging Tax Advisory Committee (LTAC) will review 2022 Lodging Tax funding proposals in a public meeting as determined at the Clallam County Courthouse, Commissioner's Boardroom 160. Applicants will be notified, and attendance by the applicant's representative is required for presentation and questions. Following review, LTAC will forward its recommendation to the Board of County Commissioners.

APPLICATION, SUPPLEMENTAL QUESTIONS, INFORMATION SUBMITTAL:

Submit the **original application and one copy to:**

Clallam County Lodging Tax Advisory Committee
Board of Commissioner's Office
223 East 4th Street, Suite 4
Port Angeles WA 98362-3015

All copies need to be single-sided and not stapled, and no folders. All brochures must be printed on 8.5 x 11 letter size paper to be accepted. Documents delivered to other offices and received late by the Commissioners' Office will not be considered, nor will ones received by facsimile or e-mail. Submittals made in an incorrect format will not be considered.

Required Additional Information – In addition to the application and supplemental questions answers, it is necessary that you attach the following:

- An itemized budget for your event/activity/facility (income and expense).
- Description and budget showing the intended use of the amount requested from the Clallam County Lodging Tax Fund.
- If the applicant is a non-profit organization, a copy of your agency/organization's current non-profit corporate registration with the Washington Secretary of State and the current annual budget.

Optional Information - Brochures/information concerning your event/activity/facility, particularly items showing recent tourism promotion efforts. For acceptance, brochures/information must be printed on 8.5 x 11 sized paper, single-sided and not stapled copies.

Contract Requirement – To be a recipient of Lodging Tax funds, a contract is required between Clallam County and the receiving Agency/applicant.

Post Reporting

Reporting Requirements enacted by the Washington State Legislature in 2013 (RCW 67.28.1816) requires the County to file an annual report to the State of Washington Joint Legislative Audit and Review Committee regarding the use of funds for the year, including requirements to quantify how many individuals were attracted from more than fifty miles away and spent the night in paid lodging. The reporting of expenditures and activities shall meet those requirements. It is required that all recipients submit a post-event activity report that provides information to the Clallam County Administrator as specified by the contract.

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County. CCC 5.13.020 Special fund.

Eligibility

Clallam County's Lodging Tax Fund will be the primary source of County funding for activities, operations, and expenditures designed to increase tourism in the unincorporated areas. Applications may be submitted by any non-profit entity, public entity, or group of eligible organizations (RCW 67.28).

Appropriate Uses

The guiding principle for lodging taxes is that they must be used for activities, operations, and expenditures designed to increase tourism. Specifically, lodging taxes can be used for:

- Tourism marketing;
- Marketing and operations of special events and festivals designed to attract visitors;
- Operations and capital expenditures of tourism-related facilities owned or operated by a municipality or a public facilities district; or
- Operations of tourism-related facilities owned/operated by nonprofit organizations (RCW 67.28.1816).

A tourism-related facility is a natural or tangible personal property with a usable life of three or more years or constructed with volunteer labor that is (a) owned by a public entity, nonprofit organization (including a non-profit business organization, destination marketing organization, central street organization, lodging association, or chamber of commerce) and (b) used to support tourism, performing arts, or to accommodate tourist activities (RCW 67.28.080) The guiding principle is that tourists should use the facilities.

Tourism Marketing and Operations includes activities defined as "tourism promotion" in state law (RCW 67.28.080)

- Advertising, publicizing, or otherwise distributing information to attract and welcome visitors;
- Developing strategies to expand tourism;
- Operating tourism promotion agencies; and
- Funding the marketing or operation of special events and festivals designed to attract visitors.

HIGH PRIORITY may be given to tourism activities that:

- Have a demonstrated potential or high potential from the Committee's perspective to result in overnight stays by visitors in lodging establishments for projected nonpeak periods within unincorporated Clallam County.
- Promote Clallam County events, activities, and places in the unincorporated area of Clallam County to potential visitors from outside the County.
- Have demonstrated a high potential from the Committee's perspective to result in documented economic benefit to Clallam County.
- Have demonstrated history of success or are proposed by a group with an illustrated history or high potential of success with similar activities.
- Minimize duplication of services where appropriate, encourage cooperative marketing and include an element of cooperation or partnership.
- Provide, maintain, operate, or enhance County-owned tourism facilities or infrastructure.

Lodging Tax Advisory Committee Considerations

In developing its recommendations, the Committee considers:

- The estimated amount of Lodging Tax Fund available for the coming year as the County's Finance Director provides.
- Completeness of the proposal information.
- % of the proposal request to the event/facility promotions budget and overall revenues.
- % increase over prior year Clallam County Lodging Tax funded proposals if any.
- Projected economic impact within the unincorporated area of Clallam County, particularly projected overnight stays in lodging establishments.
- The applicant's financial stability.

CLALLAM CO. PARKS, FAIR & FACILITIES DEPT.
223 E. Fourth St., Suite 7, Port Angeles, WA 98362
(360) 417-2291

INVOICE

TO: Clallam County Hotel/Motel Tax Fund
223 E. Fourth St., Suite 4
Port Angeles, WA 98362

Date	Invoice
12/5/2023	HM2023-1201

Quantity	Unit	Description	Rate	Amount
<u>REIMBURSEMENT FOR SEASONAL PARK AIDE</u>				
<u>HIRED TO IMPROVE DAY USE PARKS</u>				
<u>Christopher Mahr June - September 2023</u>				
176.00	hours	June 2023 Wages	17.091	3,008.02
176.00	hours	June 2023 Benefits	2.8312	498.29
184.00	hours	July 2023 Wages	17.091	3,144.74
184.00	hours	July 2023 Benefits	2.8312	520.94
168.00	hours	August 2023 Wages	17.091	2,871.29
168.00	hours	August 2023 Benefits	2.8312	475.64
70.00	hours	September 2023 Wages	17.091	1,196.37
70.00	hours	September 2023 Benefits	2.8312	198.18
<u>Esther Hales June - July 2023</u>				
172.75	hours	June 2023 Wages	17.091	2,952.47
172.75	hours	June 2023 Benefits	2.8312	489.09
162.00	hours	July 2023 Wages	17.091	2,768.74
162.00	hours	July 2023 Benefits	2.8312	458.65
		Subtotal		18,582.43
		Overage deduction		-1,582.43
TOTAL BILLING				\$17,000.00

Sent to
Debi
12/5/23



LODGING TAX FUNDING APPLICATION 2023

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County.

This application is for large-scale events, projects, or infrastructure improvements only. The minimum grant is \$5,000. Marketing requests should be directed to the Olympic Peninsula Visitor Bureau (OPVB) Tourism Enhancement Grant program.

- I **AMOUNT of Lodging Tax Requested:** \$17,000
- II **Agency/Organization Name:** *Clallam County Parks, Fair, & Facility Department*
The organization is ☒ Government Entity
Federal Tax ID No. **91-6001298** UBI Number **054-004559**
- III **Project/Activity/Event:** Day Use Seasonal Labor Parks
- IV **Representative Contact Information:**
Name, Title **Don Crawford**
Mailing Address **223 East Fourth Street Suite, 7 P.A., WA 98362-3000**
Phone(s) **360.797.8283**
Email **Donald.crawford@clallamcountywa.gov**

- V **Service Categories, check all applicable:**
- ☐ Tourism Promotion/Marketing (individual marketing request, contact OPVB)
 - ☒ Operation of a Special Event/Festival designed to attract tourists
 - ☐ Operation of a Tourism-Related facility owned or operated by a Non-Profit Organization
 - ☒ Operation and Capital Expenditure of a Tourism-Related Facility owned by a Municipality

CERTIFICATION

- I am the authorized agent of the Agency/Organization applying for Lodging Tax funding. I understand and affirm that:
- If awarded, my organization intends to enter into a contract with Clallam County and meet all specified requirements.
- My Agency/Organization must submit a report documenting economic impact results in a format determined by Clallam County.

Signature _____

Date: _____

Don Crawford
Print or Type Name

LODGING TAX APPLICATION – REQUIRED SUPPLEMENTAL QUESTIONS

(You may use this Supplemental Questions form or type the questions and answers on separate sheets)

- 1. How will the project/program help increase the number of people traveling to Clallam County for business or pleasure on a trip?**
The proposed funding will subsidize the cost of employing seasonal labor to maintain the county day-use areas throughout the county.
- 2. How will the project/program help increase paid overnight accommodations in Clallam County?**
Clallam County Day Use Areas are quite popular with tourists and lengthen the stay within the county.
- 3. How will the project/program encourage visitors to come from a distance greater than 50 miles, either for the day or for an overnight visit? If so, please describe how.**
The Strait of Juan de Fuca and the distance to Seattle / Tacoma provide a barrier to simple day trips. And proximity to other tourist attractions naturally lead to local accommodations.

How will the project/program encourage visitors to come from another country or state?
Well-maintained Day Use Areas further add to the richness of visits.
- 4. If the project/program is an event, please provide the name, date(s), and estimated attendance.**

5. 2023 Tourism-Impact Estimate

(Actual must be completed by applicants who had a Clallam County Lodging Tax Contract in 2022)

State law governing the distribution of lodging tax funds requires them to be used primarily to encourage visitors from the area, so do your best!

As a direct result of your proposed tourism-related service, please provide:	2023 Estimate	2022 Actual	Methodology
a. Overall attendance at your event/activity/facility	14,000	13,800	estimate
b. Number of people who travel more than 50 miles for your event/activity/facility	14,000	13,200	estimate
c. Of the people who travel more than 50 miles, the number of people who travel from another country or state.	5500	4500	estimate
d. Of the people who travel more than 50 miles, the number of people who stay overnight in the unincorporated Clallam County area.	14,000	13,200	estimate
e. Of the people staying overnight, the number of people who remain in PAID accommodations, e.g., hotel, motel, bed-breakfast, RV park, in the unincorporated Clallam County area.	14,000	13,200	estimate
f. Number of paid lodging room nights resulting from your event/activity/facility.	14,000	13,200	estimate

6. Is there a host hotel for your event? If yes, please identify.

N/A

7. Describe the prior success of your event/activity/facility in attracting tourists.

The County Campgrounds continue to grow in popularity. The trend will continue with more interest in shoulder season.

8. Describe your target tourist audience (location, demographics, etc.)

	Population	Median Income	Avg. Age
Jefferson County-	31,825	\$30,174	59.0
Kitsap Peninsula-	268,945	\$38,761	39.2
Vancouver Island, B.C.-	864,864	\$44,200 USD	45.4
Seattle – Tacoma metropolitan Area-	4.01 mil.	\$76,438	36.2

9. Describe how you will promote your event/activity/facility to attract tourists.

- Collaborate with the Olympic Peninsula Visitors Bureau to target the most vital marketing opportunities.*
- Roll out of new county Parks Website.*

10. Describe how the event/activity/facility will help promote lodging establishments, restaurants, and businesses located in the unincorporated area of Clallam County.

Through collaborative marketing efforts, the actual duration of stays can be lengthened to 2-3 nights.

11. Are you applying for Lodging Tax funds from another community (no)

12. What is the overall budget for your event/activity/facility? \$2,506,271 What percent of the budget are you requesting from the Clallam County Lodging Tax Fund? .6%

13. Please describe your plans for securing the remainder of the funds necessary to complete your event/activity/facility.
a. County operational funding

APPLICATION INSTRUCTIONS – GENERAL GUIDELINES

APPLICATION DEADLINE: Applications must be received at the Board of County Commissioner's Office, 223 East 4th Street, Suite 4, Port Angeles, WA 98362-3015 (Clallam County Courthouse, main level, Room 150) until **noon, Monday, October 24, 2022.**

The Clallam County Lodging Tax Advisory Committee (LTAC) will review 2022 Lodging Tax funding proposals in a public meeting as determined at the Clallam County Courthouse, Commissioner's Boardroom 160. Applicants will be notified, and attendance by the applicant's representative is required for presentation and questions. Following review, LTAC will forward its recommendation to the Board of County Commissioners.

APPLICATION, SUPPLEMENTAL QUESTIONS, INFORMATION SUBMITTAL:

Submit the **original application and one copy to:**
Clallam County Lodging Tax Advisory Committee
Board of Commissioner's Office
223 East 4th Street, Suite 4
Port Angeles WA 98362-3015

All copies need to be single-sided and not stapled, and no folders. All brochures must be printed on 8.5 x 11 letter size paper to be accepted. Documents delivered to other offices and received late by the Commissioners' Office will not be considered, nor will ones received by facsimile or e-mail. Submittals made in an incorrect format will not be considered.

Required Additional Information – In addition to the application and supplemental questions answers, it is necessary that you attach the following:

- An itemized budget for your event/activity/facility (income and expense).
- Description and budget showing the intended use of the amount requested from the Clallam County Lodging Tax Fund.
- If the applicant is a non-profit organization, a copy of your agency/organization's current non-profit corporate registration with the Washington Secretary of State and the current annual budget.

Optional Information - Brochures/information concerning your event/activity/facility, particularly items showing recent tourism promotion efforts. For acceptance, brochures/information must be printed on 8.5 x 11 sized paper, single-sided and not stapled copies.

Contract Requirement – To be a recipient of Lodging Tax funds, a contract is required between Clallam County and the receiving Agency/applicant.

Post Reporting

Reporting Requirements enacted by the Washington State Legislature in 2013 (RCW 67.28.1816) requires the County to file an annual report to the State of Washington Joint Legislative Audit and Review Committee regarding the use of funds for the year, including requirements to quantify how many individuals were attracted from more than fifty miles away and spent the night in paid lodging. The reporting of expenditures and activities shall meet those requirements. It is required that all recipients submit a post-event activity report that provides information to the Clallam County Administrator as specified by the contract.

GUIDELINES

Clallam County lodging tax paid by visitors is a consumer tax on lodging charges for less than 30 consecutive days for hotels, motels, rooming houses, private campgrounds, RV parks, and similar facilities within the unincorporated areas of Clallam County. CCC 5.13.020 Special fund.

Eligibility

Clallam County's Lodging Tax Fund will be the primary source of County funding for activities, operations, and expenditures designed to increase tourism in the unincorporated areas. Applications may be submitted by any non-profit entity, public entity, or group of eligible organizations (RCW 67.28).

Appropriate Uses

The guiding principle for lodging taxes is that they must be used for activities, operations, and expenditures designed to increase tourism. Specifically, lodging taxes can be used for:

- Tourism marketing;
- Marketing and operations of special events and festivals designed to attract visitors;
- Operations and capital expenditures of tourism-related facilities owned or operated by a municipality or a public facilities district; or
- Operations of tourism-related facilities owned/operated by nonprofit organizations (RCW 67.28.1816).

A tourism-related facility is a natural or tangible personal property with a usable life of three or more years or constructed with volunteer labor that is (a) owned by a public entity, nonprofit organization (including a non-profit business organization, destination marketing organization, central street organization, lodging association, or chamber of commerce) and (b) used to support tourism, performing arts, or to accommodate tourist activities (RCW 67.28.080) The guiding principle is that tourists should use the facilities.

Tourism Marketing and Operations includes activities defined as "tourism promotion" in state law (RCW 67.28.080)

- Advertising, publicizing, or otherwise distributing information to attract and welcome visitors;
- Developing strategies to expand tourism;
- Operating tourism promotion agencies; and
- Funding the marketing or operation of special events and festivals designed to attract visitors.

HIGH PRIORITY may be given to tourism activities that:

- Have a demonstrated potential or high potential from the Committee's perspective to result in overnight stays by visitors in lodging establishments for projected nonpeak periods within unincorporated Clallam County.
- Promote Clallam County events, activities, and places in the unincorporated area of Clallam County to potential visitors from outside the County.
- Have demonstrated a high potential from the Committee's perspective to result in documented economic benefit to Clallam County.
- Have demonstrated history of success or are proposed by a group with an illustrated history or high potential of success with similar activities.
- Minimize duplication of services where appropriate, encourage cooperative marketing and include an element of cooperation or partnership.
- Provide, maintain, operate, or enhance County-owned tourism facilities or infrastructure.

Lodging Tax Advisory Committee Considerations

In developing its recommendations, the Committee considers:

- The estimated amount of Lodging Tax Fund available for the coming year as the County's Finance Director provides.
- Completeness of the proposal information.
- % of the proposal request to the event/facility promotions budget and overall revenues.
- % increase over prior year Clallam County Lodging Tax funded proposals if any.
- Projected economic impact within the unincorporated area of Clallam County, particularly projected overnight stays in lodging establishments.
- The applicant's financial stability.

Funding Report

**Olympic Peninsula Visitor Bureau
Olympic Peninsula Tourism
Strategic Plan Report**

OPVB

RECEIVED
CLALLAM CO. COMMISSIONERS

JAN 12 2024



PO Box 670 • Port Angeles, WA 98362 1...2...3...A...
(360)452-8552

info@olympicpeninsula.org
www.olympicpeninsula.org

2023 Lodging Tax Funding Report for Clallam County LTAC

Project/Event: 2023 Olympic Peninsula Tourism Strategic Plan
Grant Amount: \$120,000
Recipient Organization: Olympic Peninsula Visitor Bureau
Address: P.O. Box 670, Port Angeles, WA 98362
Phone: Office: (360)452-8552; Mobile: (206)250-9192
Project Director: Marsha Massey, Executive Director
Email: Director@olympicpeninsula.org

DIRECTOR'S NARRATIVE

An outcome of the 2018 Olympic Peninsula Tourism Summit was the determination that the Olympic Peninsula destination would benefit from the development of a multi-year tourism strategic plan for the region. Such a plan would provide a valuable road map for continuing to grow the area's important tourism economic segment in a responsible and sustainable way. While initial planning was begun, the 2020 COVID pandemic and aftermath tabled that plan for a couple of years.

A collaboration of tourism industry partners and municipal leaders determined in late 2022 that the time was right to revisit an Olympic Peninsula tourism strategic plan. With the foresight, leadership and grant seed money from the Clallam County Lodging Tax Advisory Committee, the project was restarted in early 2023. Additional funding for the project was provided by the Port Angeles Lodging Tax Advisory Committee and the Jefferson County Lodging Tax Advisory Committee, resulting in a total project budget of \$175,000. As the region's destination marketing organization, the Olympic Peninsula Visitor Bureau was chosen to administer and oversee the project. The work began in earnest in January 2023.

The final plan was originally anticipated by the end of December 2023. Based on the extensive scope to adequately cover such a large and diverse region, it was determined that a little extra time would be needed to complete the project. As of this report, we are in the last phase of writing, editing, and designing the final

Olympic Peninsula Tourism Master Plan. We anticipate that completed plan being available by mid-February 2024.

The following timeline recaps the highlights of the project process to date.

Late 2022:

- OPVB hired consultant Debbie Wardrop LLC to manage the project
- OPVB and Project Manager established a committee to develop project RFP for a qualified consulting firm to develop the tourism strategic plan (later adjusted to a tourism master plan)
- Developed initial list of potential qualified consultants to receive RFP

Q1 2023:

- Finalized list of potential qualified consultants
- Finalized and released RFP for consulting services
- RFP committee received / reviewed / scored RFP responses (Ten qualified responses)
- Interviewed top four applicants. Short-listed to final two for follow up interviews and reference checks
- Selected and entered a contract with MMGY NextFactor

Q2 2023:

- Project planning begun with MMGY NextFactor
- Established a Leadership Team, made up of representatives from Clallam and Jefferson Counties, Port Angeles, Sequim, Forks, Tribal representatives, and selected tourism industry leaders, to provide input / guidance / feedback throughout the project process.
- MMGY NextFactor project team made their first familiarization visit to the Olympic Peninsula to learn about the destination and meet key representatives.
- DestinationNEXT Survey for the Olympic Peninsula was developed and distributed.
 - The is a benchmark survey of key stakeholders in tourism, business, education, and government who are impacted by the OP's ability to attract and inspire visitors to our region. Results provide a report card for the health and benchmarking of our destination.
 - Results: 168 stakeholder responses
- MMGY NextFactor conducted one-on-one interviews with key stakeholders, public lands and government officials, industry leaders and local business operators.
 - Results: 50 interviews completed

- MMGY NextFactor conducted Focus Group sessions, by industry segments.
 - Results: Nine focus groups, totaling 57 participants
 - Groups included: lodging, culinary and agritourism, transportation, arts and culture, outdoor recreation, infrastructure, festivals and events, public lands, and attractions / activities / retail.
- MMGY NextFactor held individual Tribal meetings with:
 - Makah
 - Quileute
 - Lower Elwha Klallam
 - Jamestown S’Klallam / 7 Cedars

Q3 2023:

- Resident Sentiment Survey
 - Development of survey
 - Outreach plan developed for distribution of survey, including news releases, print and digital advertising in local papers, flyers and posters, Leadership Team outreach through community engagement, Chambers, EDC’s
 - Distribution throughout Clallam and Jefferson counties
 - Results: over 1,400 responses received
- Four Community Town Halls (in-person):
 - Port Townsend
 - Sequim
 - Port Angeles
 - Forks
 - Total participation was an estimated 120 residents.

Q4 2023:

- MMGY NextFactor conducted final or follow up interviews with Olympic National Park, WA State Ferries
- MMGY NextFactor focused on working through all the data received from various surveys, interviews, focus groups and town halls, distilling information to key findings and developing the strategic framework for the master plan.
- Visioning Workshop (in-person) conducted by MMGY NextFactor with the Leadership Team and other key business leaders, to discuss initial findings and solicit feedback.

- Tourism Master Plan strategic framework developed. Initial drafts of the Tourism Master Plan prepared, reviewed, edited, and reworked.

January / February 2024:

- Detailed reviews, editing and rewriting of the final Tourism Master Plan continue.
- Final design work is underway.
- Roll out and implementation plans are being developed.
- Expectation is that the final plan will be delivered by mid-February 2024
- Planning initiated for a spring Olympic Peninsula Tourism Summit, the centerpiece of which will be the broader roll out of the five-year Tourism Master Plan.

FINAL PROJECT BUDGET: See attached.

Respectfully submitted,

Marsha Massey
Executive Director
Olympic Peninsula Visitor Bureau
January 12, 2024

11:55 AM

01/11/24

Accrual Basis

Olympic Peninsula Visitor Bureau
Profit & Loss
January through December 2023

	Jan - Dec 23
Ordinary Income/Expense	
Income	
Strategic Funds	
Strategic Funds-Partners	174,999.97
Total Strategic Funds	174,999.97
Total Income	174,999.97
Gross Profit	174,999.97
Expense	
Strategic Expenses	
Strategic Meetings, Other Expen	8,250.86
Strategic Consulting Fees	167,075.00
Total Strategic Expenses	175,325.86
General Admin-Operations	
Professional Serv-Contracts	0.00
Total General Admin-Operations	0.00
Total Expense	175,325.86
Net Ordinary Income	-325.89
Net Income	-325.89

11:43 AM

01/11/24

Accrual Basis

Olympic Peninsula Visitor Bureau
Transaction Detail By Account
 January through December 2023

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
City of Port Angeles									
Invoice	04/27/2023	2382	City of Port Angeles	Establish Con...	Strategic ...		Accounts Rece...	6,250.00	6,250.00
Invoice	07/06/2023	2391	City of Port Angeles	* Developed c...	Strategic ...		Accounts Rece...	6,250.00	12,500.00
Invoice	09/01/2023	2399	City of Port Angeles	* Working wit...	Strategic ...		Accounts Rece...	6,250.00	18,750.00
Invoice	11/01/2023	2414	City of Port Angeles	* Completed ...	Strategic ...		Accounts Rece...	6,250.00	25,000.00
Total City of Port Angeles								25,000.00	25,000.00
Clallam County.									
Invoice	05/01/2023	2377	Clallam County.	Establish Con...	Strategic ...		Accounts Rece...	13,333.33	13,333.33
Invoice	06/01/2023	2386	Clallam County.	* Made all arr...	Strategic ...		Accounts Rece...	13,333.33	26,666.66
Invoice	06/30/2023	2388	Clallam County.	* Made all arr...	Strategic ...		Accounts Rece...	13,333.33	39,999.99
Invoice	07/27/2023	2396	Clallam County.	* Working wit...	Strategic ...		Accounts Rece...	13,333.33	53,333.32
Invoice	08/31/2023	2397	Clallam County.	* Working wit...	Strategic ...		Accounts Rece...	13,333.33	66,666.65
Invoice	09/30/2023	2412	Clallam County.	* Working wit...	Strategic ...		Accounts Rece...	13,333.33	79,999.98
Invoice	10/31/2023	2415	Clallam County.	* Completed ...	Strategic ...		Accounts Rece...	13,333.33	93,333.31
Invoice	11/30/2023	2419	Clallam County.	* MMGY re...	Strategic ...		Accounts Rece...	13,333.33	106,666.64
Invoice	12/31/2023	2423	Clallam County.	Working with ...	Strategic ...		Accounts Rece...	13,333.33	119,999.97
Total Clallam County.								119,999.97	119,999.97
Jefferson County TCC									
Invoice	04/27/2023	2381	Jefferson County TCC	Establish Con...	Strategic ...		Accounts Rece...	15,000.00	15,000.00
Invoice	07/06/2023	2392	Jefferson County TCC	* Developed c...	Strategic ...		Accounts Rece...	7,500.00	22,500.00
Invoice	10/01/2023	2413	Jefferson County TCC	* Working wit...	Strategic ...		Accounts Rece...	7,500.00	30,000.00
Total Jefferson County TCC								30,000.00	30,000.00
TOTAL								174,999.97	174,999.97

11:41 AM

01/11/24

Accrual Basis

Olympic Peninsula Visitor Bureau
Transaction Detail By Account
 January through December 2023

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Strategic Expenses									
Strategic Meetings, Other Expen									
Bill	07/31/2023	98831	Inside Out Solutions	Tourism Surv...	Strategic ...		Accounts Paya...	600.00	600.00
Bill	08/31/2023	23080...	Radio Pacific Inc	My Clallam C...	Strategic ...		Accounts Paya...	150.00	750.00
Bill	08/31/2023	8111745	Sound Publishing	Strategic Plan	Strategic ...		Accounts Paya...	1,800.00	2,550.00
Bill	09/01/2023	113222	The Leader	Ad for residen...	Strategic ...		Accounts Paya...	372.80	2,922.80
Bill	09/07/2023	98954	Inside Out Solutions	Tourism Surv...	Strategic ...		Accounts Paya...	175.00	3,097.80
Credit Card Charge	09/25/2023		Fort Warden	Port Townsen...	Strategic ...		Marsha-9967	212.09	3,309.89
Credit Card Charge	09/26/2023		Meals	Old Whiskey ...	Strategic ...		Marsha-9967	132.11	3,442.00
Credit Card Charge	09/26/2023		Costco	Town Hall me...	Strategic ...		Aimee #0170	8.69	3,450.69
Credit Card Charge	09/26/2023		Costco	Town Hall me...	Strategic ...		Aimee #0170	95.84	3,546.53
Credit Card Charge	09/27/2023		Chestnut Cottage	OP Strat Plan...	Strategic ...		Marsha-9967	128.27	3,674.80
Credit Card Charge	09/27/2023		Safeway	Strat Plan-To...	Strategic ...		Aimee #0170	22.96	3,697.76
Credit Card Charge	09/27/2023		Safeway	Strat Plan-To...	Strategic ...		Aimee #0170	23.38	3,721.14
Bill	09/27/2023	113465	The Leader	Ad for residen...	Strategic ...		Accounts Paya...	259.20	3,980.34
Bill	09/30/2023	8114491	Sound Publishing	Strategic Plan	Strategic ...		Accounts Paya...	2,450.00	6,430.34
Bill	11/02/2023	1-11641	Seven Cedars Casino-	Strategic Mas...	Strategic ...		Accounts Paya...	1,820.52	8,250.86
Total Strategic Meetings, Other Expen								8,250.86	8,250.86
Strategic Consulting Fees									
Bill	05/01/2023	2109	NextFactor Enterpris...	April	Strategic ...		Accounts Paya...	18,563.00	18,563.00
Bill	05/25/2023	2130	NextFactor Enterpris...	May	Strategic ...		Accounts Paya...	18,563.00	37,126.00
Bill	06/26/2023	2150	NextFactor Enterpris...	June	Strategic ...		Accounts Paya...	18,563.00	55,689.00
Bill	07/31/2023	2169	NextFactor Enterpris...	July	Strategic ...		Accounts Paya...	18,563.00	74,252.00
Bill	08/28/2023	2193	NextFactor Enterpris...	August	Strategic ...		Accounts Paya...	18,563.00	92,815.00
Bill	09/25/2023	2211	NextFactor Enterpris...	September	Strategic ...		Accounts Paya...	18,563.00	111,378.00
Bill	10/23/2023	2235	NextFactor Enterpris...	October	Strategic ...		Accounts Paya...	18,563.00	129,941.00
Bill	11/27/2023	2256	NextFactor Enterpris...	November	Strategic ...		Accounts Paya...	18,563.00	148,504.00
Bill	12/26/2023		NextFactor Enterpris...	December	Strategic ...		Accounts Paya...	18,571.00	167,075.00
Total Strategic Consulting Fees								167,075.00	167,075.00
Total Strategic Expenses								175,325.86	175,325.86
TOTAL								175,325.86	175,325.86

Funding Report

Olympic Peninsula Visitor Bureau Annual Budget Report



618 South Peabody Street, Ste. F
Port Angeles WA 98362
800-942-4042 or 360-452-8552

www.olympicpeninsula.org

January 12, 2024

Clallam County Lodging Tax Advisory Committee
Attention: Commissioner Randy Johnson
223 East 4th Street, Suite 4
Port Angeles, WA 98362

RE: Summary Report for 2023 Grant Funding – Olympic Peninsula Visitor Bureau DMO Annual Budget

Dear Commissioner Johnson and LTAC Members:

The Olympic Peninsula Visitor Bureau (OPVB) is grateful to the Clallam County Lodging Tax Advisory Committee and the Clallam County Board of County Commissioners for their continued support of our Destination Marketing Organization's annual body of work to promote the Olympic Peninsula, including Clallam County, as a highly desired visitor destination.

For 2023, the OPVB received \$750,000 in lodging tax grant funding (of which, \$125,000 was designated to support tourism enhance grants for marketing and events, plus \$20,000 set aside to support visitor information centers located in Clallam County).

Results of 2023 are still being compiled. While the annual tourism economic impact study results will not be available until May, the following document provides the Committee with a preliminary "highlight reel" of the work done in 2023 to market the Olympic Peninsula to visitors from outside of the local area (50 miles away or more). As outlined in our grant application, our marketing activities included:

- Developing destination marketing campaigns promoting off-season travel
- Creating co-op advertising opportunities for industry partners
- Managing the regional destination website
- Production and distribution of the regional *Olympic Peninsula Travel Planner* (print and digital)
- Working collaboratively to develop and execute area familiarization tours for travel trade and media professionals.
- Produce and distribute regular consumer communications, including social media and e-newsletters
- Public relations and media outreach
- Administering tourism enhancement grants and visitor information center grants for the county

A major 2023 initiative was the work associated with developing a five-year Tourism Master Plan for the region. That is covered by a separate grant, and in a separate grant funding report.

Our deep thanks to the Lodging Tax Advisory Committee for their continued support of this important work.

Sincerely,
Marsha Massey
Executive Director



**2023 YEAR END
REVIEW**
(Preliminary)

**Olympic Peninsula
Visitor Bureau**

**Clallam County LTAC
January 10, 2024**

REFLECTIONS ON 2023

- Highlights and lowlights
- Loss of Hurricane Ridge Day Lodge
 - Reopening of Hurricane Ridge in time for summer
 - Clallam Transit Hurricane Ridge Shuttle – approx. 23,000 pax in 3 months!
 - Temporary solutions to winterize Hurricane Ridge for winter activities
 - Senator Patty Murray's support with \$80M earmark
- Hood Canal Bridge: 4 weekends?! Will it or won't it? It didn't!
- Opening of Field Arts and Events Hall in Port Angeles
- New area events: Squatchcom, Salt Creek 24, OP Fungi Festival
- DASH Air moves a step closer to launching scheduled service
- Those darn WA State Ferries.....
- Record-setting Seattle – Alaska cruise season / mid April – end Oct
- Port of Seattle continues to bolster international service. Now up to 47 international services providing non-stop flights to 30 unique international destinations on 25 airlines.

2023 SUMMARY: ECONOMIC IMPACT & KPI'S

- 2022 Tourism Economic Impact for Clallam County
 - Most recent data available, as of May 2023
 - Direct visitor spending in Clallam County: \$271.2 Million (+18.9% y-o-y)
 - Direct state / local taxes generated: \$23.4 Million
 - Visits: 1,330,000 (+3.5% y-o-y)
- 2023 Tourism Economic Impact for Clallam County
 - This annual report is compiled by Tourism Economics, on behalf of the State of Washington Tourism office. It is not available until May, 2024.
- Key Performance Indicators (KPI's)
 - Spring / Fall marketing campaign performance *(not yet finalized)*
 - OlympicPeninsula.org website traffic *(not yet available)*
 - Olympic Peninsula Travel Planner distribution
 - Customer communication engagement
 - PR and Media outreach, including familiarization tours hosted
 - Grant Funding: tourism enhancement (marketing / events) and VIC grants
 - County and regional lodging tax generation



MARKETING CAMPAIGN

SPRING ADVERTISING: SAMPLE PRINT



Statehood Media: 1859 / 1889



Northwest Travel & Life

SPRING ADVERTISING: SAMPLE DIGITAL



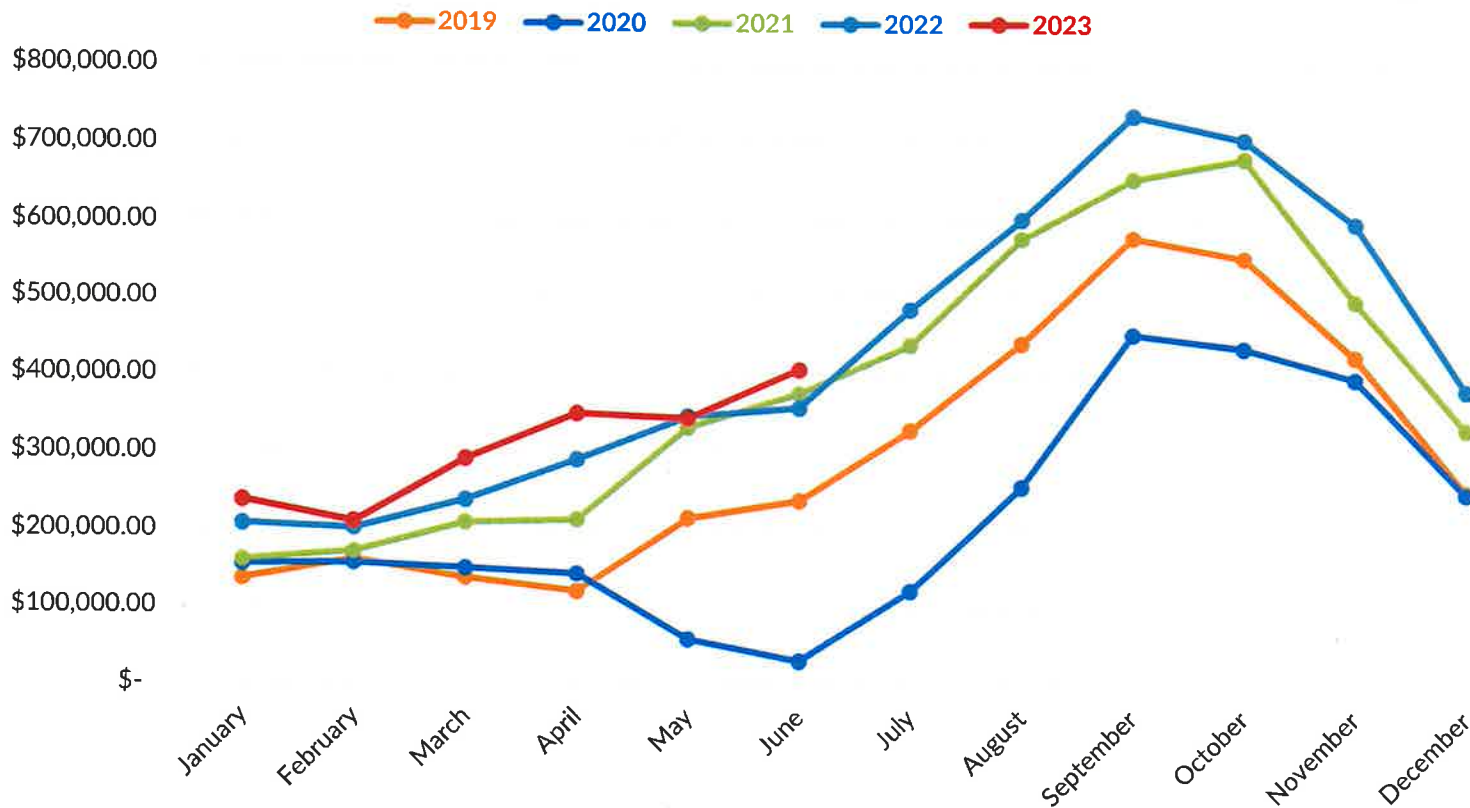
Generic Ads



Co-Op Ads

HOW WE ARE DOING YEAR TO YEAR

- ▶ **14%** increase in lodging tax revenue June 2023 vs 2022*
- ▶ **11%** overall increase in lodging tax revenue 2023 YTD vs 2022 YTD (Jan-June)**



*Numbers are based on June 1 to 30, 2023 vs June 1 to 30, 2022 lodging tax revenue (includes Clallam, Port Angeles, Sequim, Forks, Jefferson and Port Townsend).

**Numbers are based on January 1 to June 30, 2023 vs January 1 to June 30, 2022 lodging tax revenue (includes Clallam, Port Angeles, Sequim, Forks, Jefferson and Port Townsend).

SPRING: GOOGLE & MICROSOFT ADS...



- ▶ 24,478 clicks to OlympicPeninsula.org
- ▶ 1,367,574 impressions
- ▶ 29.68% search conversion rate (7.5X industry average)
- ▶ 4.3% display conversion rate (11X industry average)
- ▶ 5,417 highly qualified conversions
 - ▶ Time on Site (more than 2.5 minutes): 2,492
 - ▶ Pages per Session (more than 3): 2,925

*Numbers are based on April 6 to June 17, 2023 OlympicPeninsula.org website statistics. Total spring spend was \$10,786.85.

FALL / WINTER MARKETING CAMPAIGN

THE COAST IS CLEAR



FALL / WINTER MARKETING CAMPAIGN

OVERVIEW

OVER 10 MILLION CAMPAIGN IMPRESSIONS

WEBSITE PAGEVIEWS: 40K+

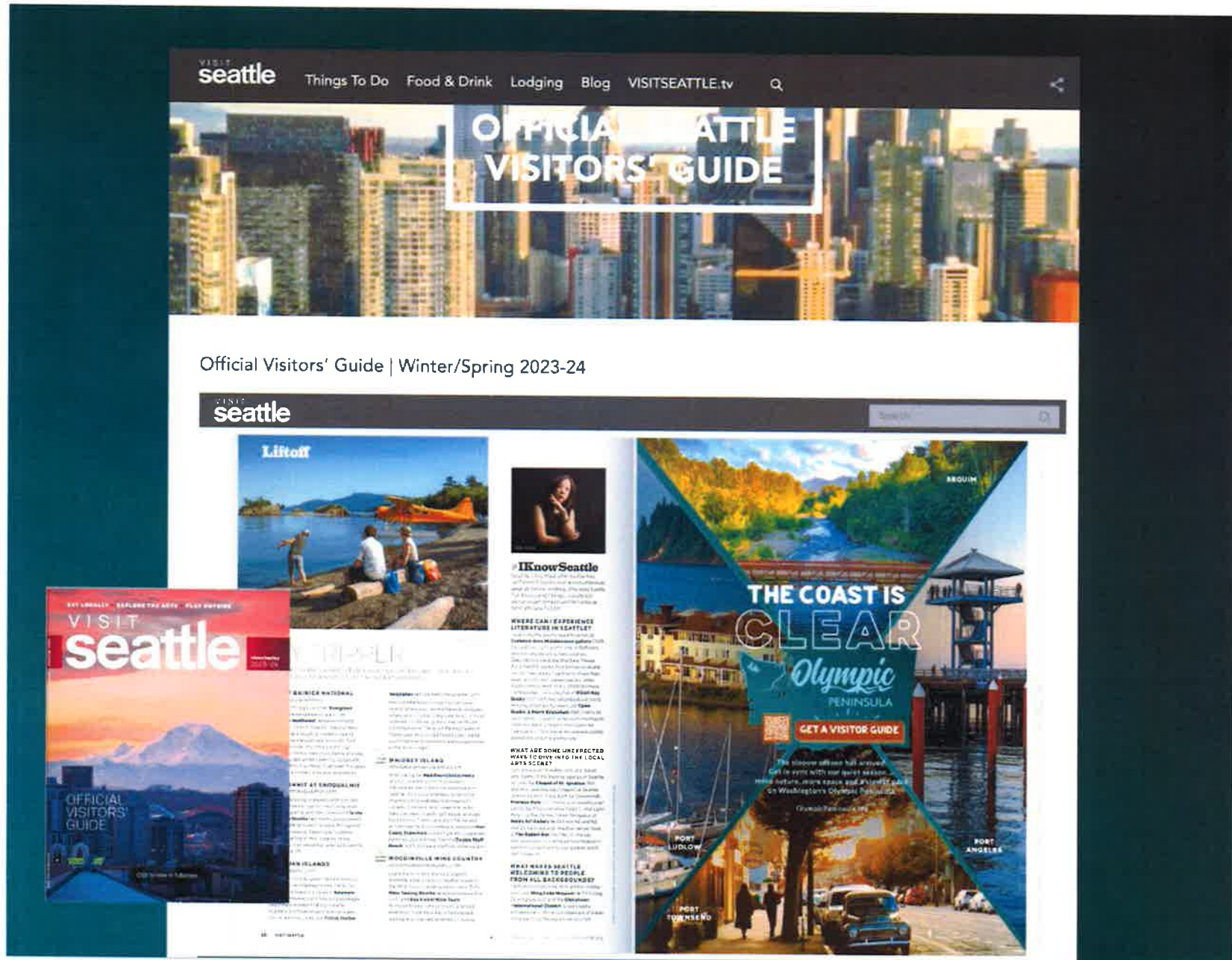
CONTEST ENTRIES: 4K

\$125K BROADCAST, DIGITAL & PRINT MEDIA BUY

MEDIA CHANNELS

- + ADARA PROGRAMMATIC ADS & CTV
- + SEATTLE MET & PORTLAND MONTHLY (RICH MEDIA & EMAIL)
- + GOOGLE ADS NETWORK, META & BING
- + VISIT SEATTLE EMAIL BLAST
- + KOMO & KATU TV / CTV (:30 & :15 sec commercials)
- + PRINT: Visit Seattle, NW Travel & Life, Adventures NW

FALL / WINTER MARKETING CAMPAIGN



FALL / WINTER MARKETING CAMPAIGN



Website Sessions (to date)
4,071

Delivers site traffic and lower funnel results: Adara is a travel-focused platform that connects consumers to advertisers, has real time first-party search, booking and loyalty data from 300+ partners/travel suppliers (airlines and hotel partners).

Our ads are targeting people -- not just devices -- such as travelers actively searching for their next vacation.

FALL / WINTER MARKETING CAMPAIGN – SAMPLE DIGITAL

1080x1080 15 sec Port Angeles (3)
<https://www.southernliving.com/best-restaurants-on-30a-7483648>
 Apple iPad



Get in sync with Port Angeles' quiet season... more nature, more space and a slower pace on Washington's Olympic Peninsula.

WIN A VACATION

Here are our favorite places to eat for breakfast, lunch, dinner, and even dessert on 30A.

OPTC-300x600-beach
<https://www.afar.com/magazine/best-hawker-centers-in-singapore-and-what-to-eat-there>
 Desktop

AFAR

9 Best Hawker Centers in Singapore—and What to Eat There

Take in Singapore's multi-faceted food culture, one bite at a time.



Singapore Street Food

ACAD

WIN A VACATION

Hoh Rainforest 15 sec V2
<https://www.architecturaldigest.com/story/skywalks-around-the-world>
 Apple iPhone 6



Get in sync with our quiet season... more nature, more space and a slower pace on Washington's Olympic Peninsula.

WIN A VACATION

WEBSITE OLYMPICPENINSULA.ORG

Users

385K

↑ 9.0%

Conversions

932K

-

Event count

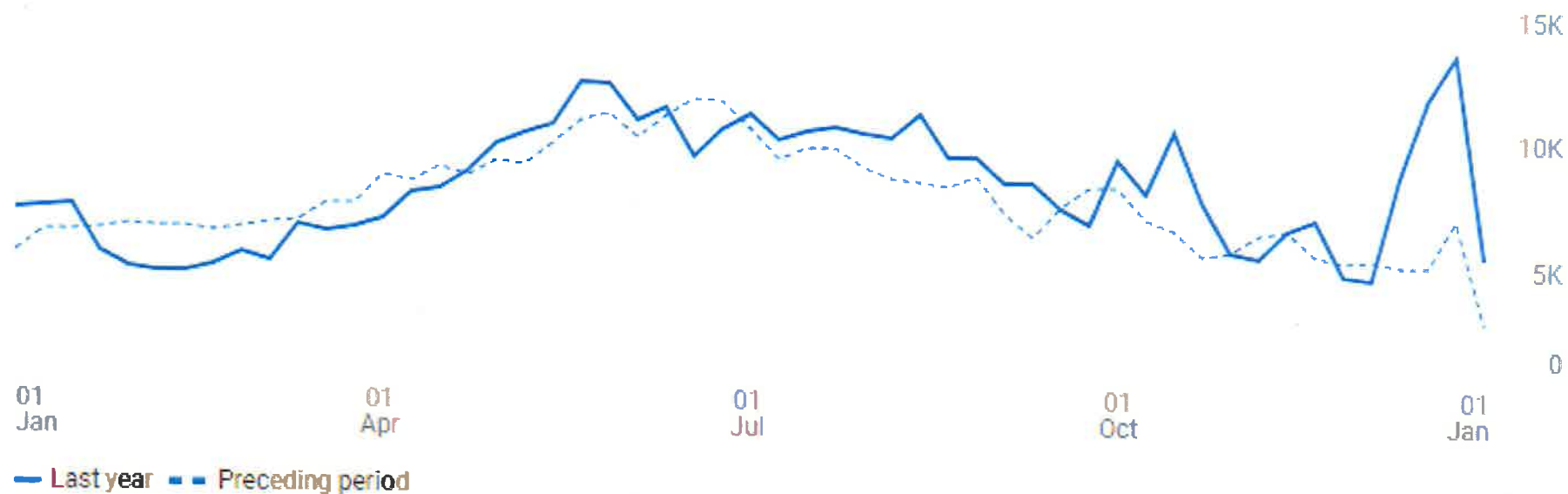
4M

↑ 46.3%

New users

384K

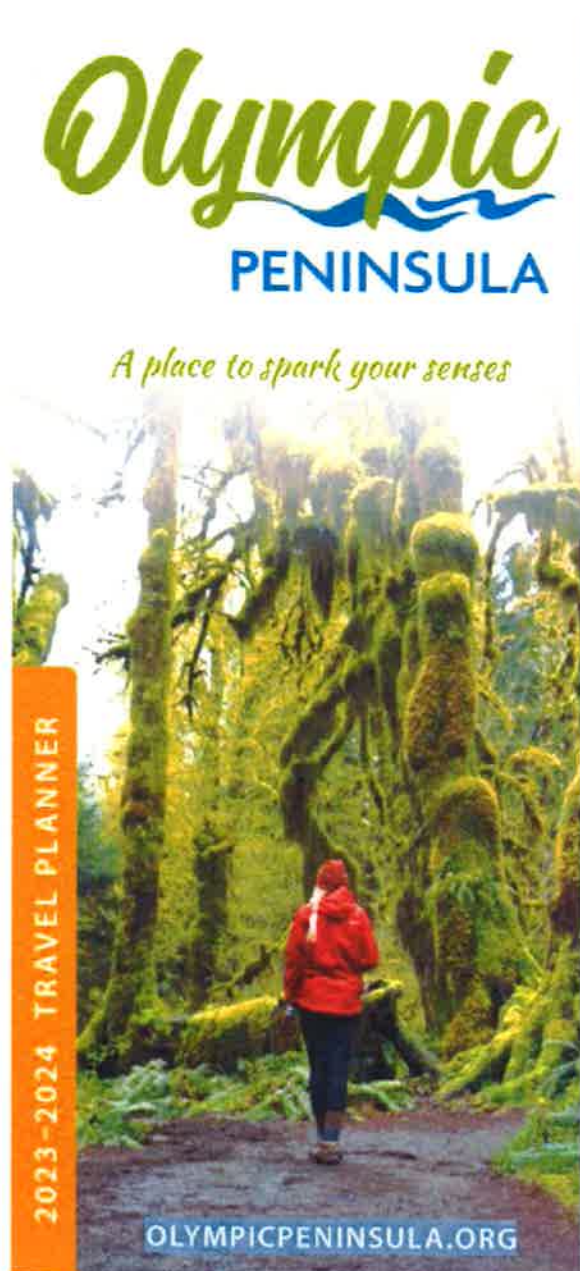
↑ 9.3%



Last year ▼

[View reports snapshot](#) →

OLYMPIC PENINSULA TRAVEL PLANNER



- ▶ Total Travel Planners Printed: 150,000
 - ▶ Map Version* / Travel Planner "Lite": 100,000
 - ▶ Full Version / Direct Distribution: 50,000
- ▶ Distribution, YTD Dec 2023:
 - ▶ Direct Consumer Requests: 10,661
 - ▶ Area Visitor Center Distribution: 8,250
 - ▶ Certified Folder* Distribution: 100,000
 - ▶ Other Bulk / Box Distribution: 8,580
 - ▶ Distribution, Electronic: 7,324

Note: Certified Folder handles distribution on WA State Ferries, Coho Ferry, hotel lobbies and key visitor centers off-Peninsula, from Portland to Bellingham.



PR AND COMMUNICATIONS

COMMUNICATIONS: E-NEWS

Active Contacts: 58,500 (+8%)
Average Open Rate: 33% (+4%)
Average Click-Thru Rate: 1%

National Plan for Vacation Day

Tuesday, January 30



Dreaming of someplace to go this year? National Plan for Vacation Day is an opportunity to get creative and plan a memorable vacation. The beginning of the year is the perfect time to not only begin dreaming, but to plan what you want to do and where you'd like to go.

Gather your family and friends together to organize calendars and make reservations before things fill up. This is especially important for the months when popular places are booked well in advance. This month we want to bring those plans to life and plan to visit the Olympic Peninsula! [LEARN MORE](#)

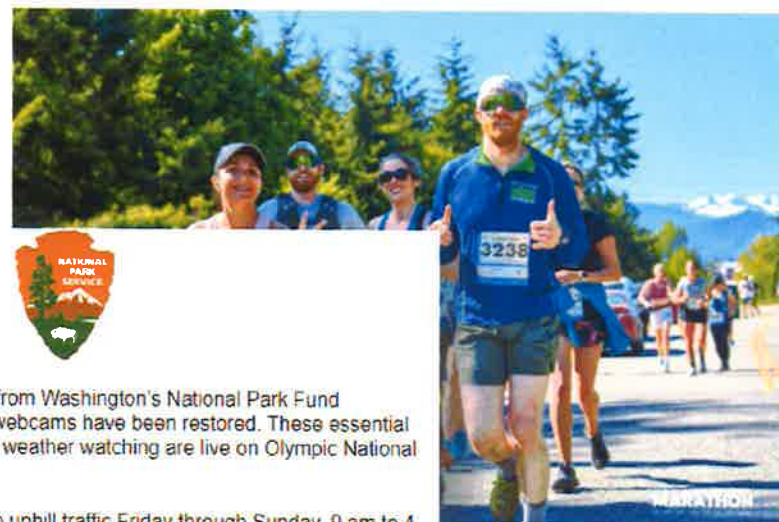
Enter to Win a Trip to Explore the Olympic Peninsula

This Month

- Olympic Peninsula Insights – *Runs, Races and Rides in 2024*
- National Plan for Vacation Day
- Enter to Win a Trip to Explore the Olympic Peninsula!
- Upcoming Events
- MV Coho Ferry Schedule Notice
- Olympic National Park
- Olympic National Forest

Olympic Peninsula Insights

Runs, Races and Rides in 2024



Thanks to a generous donation from Washington's National Park Fund (WNPF), both Hurricane Ridge webcams have been restored. These essential tools for winter trip planning and weather watching are live on Olympic National Park's website [here](#).

Hurricane Ridge Road is open to uphill traffic Friday through Sunday, 9 am to 4 pm, with weather and road conditions permitting. All vehicles are required to carry chains. To learn more about the winter recreation opportunities at Hurricane Ridge, visit [here](#).



Photo by Olympic Hiking Co.

COMMUNICATIONS: MEDIA COVERAGE

The Boston Globe



TRAVEL+
LEISURE



Forbes



425



The Seattle Times

Seattle Met



Fodor's Travel



Seattle's Child
Your guide to a kid-friendly city

seattle refined



WorldAtlas

Travel



OLYMPIC PENINSULA FAMILIARIZATION TOURS

- **2023 - MEDIA / CONTENT CREATORS**

- Jennifer Keller, [SheBuysTravel.com](https://www.shebuystravel.com) (Spring, '23)
- Anthony & Jodie St. Clair/Family, [Learners & Makers](https://www.learnersandmakers.com) (Spring, '23) – Focus on accessibility
- Bill Clevlen, [Bill on the Road](https://www.billontheroad.com) (Spring, '23)
- Malte Clavin, [TERRA Magazine](https://www.terra-magazine.com) (Germany) – (Spring, '23)
- Lesley Carter, [Bucketlistpublications.com](https://www.bucketlistpublications.com) (Fall, '23)
- Australian Media – Culinary Journalists (Fall, '23)

- **2023 - TRAVEL TRADE**

- RTK Germany (Spring, '23)
- GoWest Summit Post Fam (Spring, '23)
- BrandUSA GSA Product Manager Fam– WA / OR (Fall, '23)

- **2024 – We plan to do more!**

- DEI
- Content creators
- Anticipate more with our POS / VS / SWT partners
 - Asia returning?

SAMPLE FAM TOUR MEDIA COVERAGE – SEPT 2023



- **BRIGITTE Magazine**
 - German lifestyle publication
 - Print coverage: 2.15 million, paid circulation: 301,146
 - Digital / Unique users: 7.5 million
 - Original lead from Visit Seattle, Spring 2021
 - Actual visit to ONP: August 2022
 - Published September 2023
 - Resulting coverage was 8 page article on the Pacific NW, including Olympia, Mt. Rainier and the Olympic National Park



- **Lesley Carter, Bucketlistpublications.com**
 - Sept. 24 – 29, 2023
 - Travel writer and TV host
 - Family travel - travels with toddler
 - Co-sponsored with Aramark and Travel Tacoma
 - OP stops included Lake Quinault, West End, Lake Crescent, Port Angeles, Sequim, Port Townsend / Fort Worden
 - Resulting coverage to date: 3 blog posts, Instagram photos and reel (897K followers)

GRANT FUNDING



GRANT FUNDING 2023 *(Preliminary)*

• TOURISM ENHANCEMENT GRANTS:

- 2023 Grant Fund: \$125,000
- 20 grant applications reviewed for 2023 requesting total \$144,665
- 18 grants awarded funds for 2023, totaling \$122,550
- 6 2022 awarded funds, carried forward to event completion in 2023, totaling \$38,707.87
- Total 2023 grant payouts anticipated: \$110,000.
- 2023 awarded grant funds carried over to 2024 (estimated): \$6,683.

• VISITOR INFORMATION CENTER (VIC) GRANTS:

- 5 Clallam County VIC's are eligible; 4 applied
- 4 projects were awarded funds totaling \$20,000.
- 3 projects were completed (\$11,583.75). 1 project (\$7,500) we anticipate reimbursing in February 2024.





LODGING TAX

YEAR END LODGING TAX REPORT

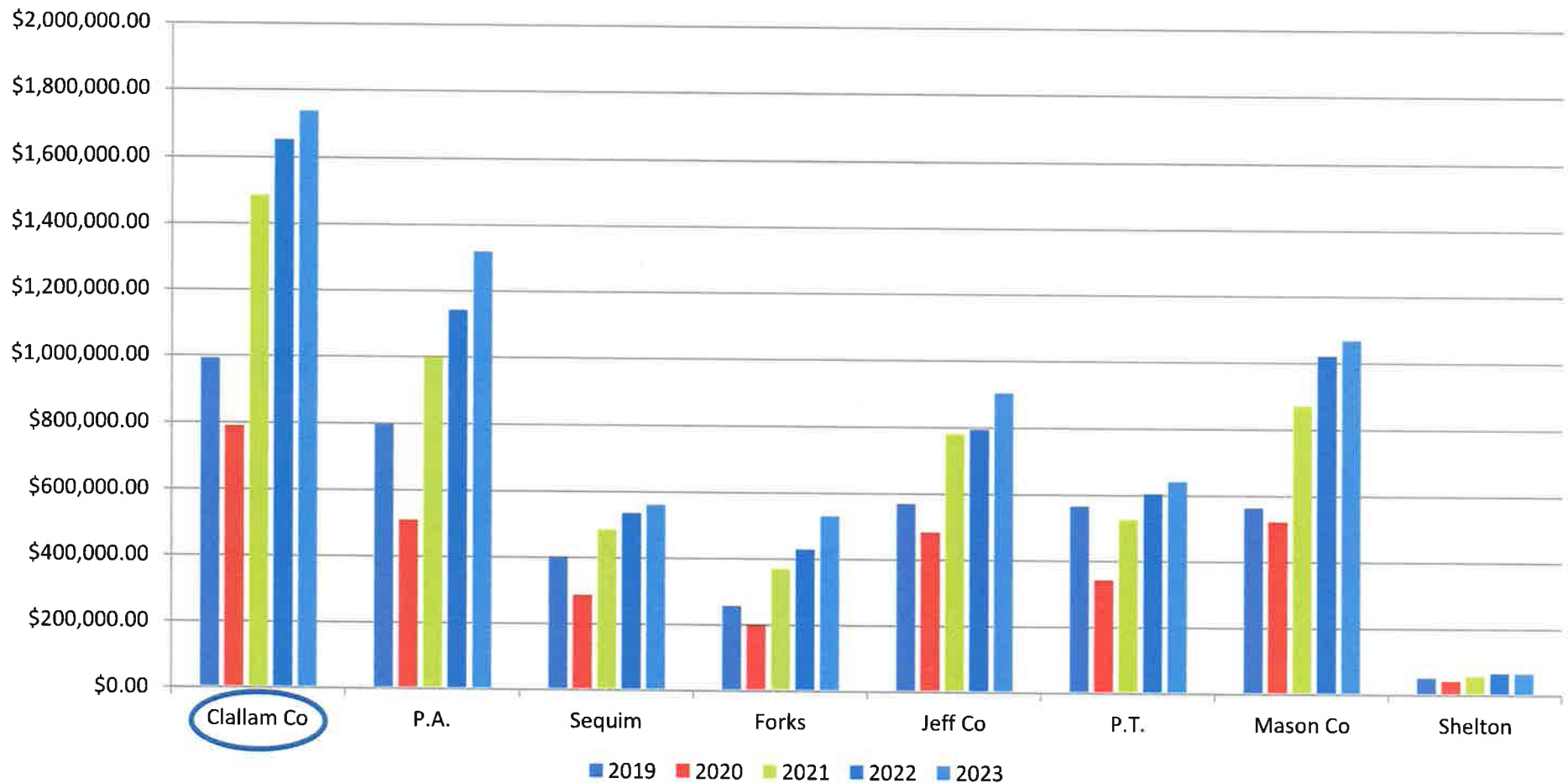
- Unincorporated Clallam County finished 2023 with lodging tax revenues totaling **\$1,736,837.37**. This is 5.16% above 2022
- In aggregate, Clallam County – including Forks, Port Angeles and Sequim – saw 2022 lodging tax revenues totaling **\$4,145,198.74**, an increase of 9% above 2022.

December 2023 Room Tax Report

Clall. Co	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	YTD	% Change over prior YTD	YTD-over-YTD % change from 2019
2023	\$58,949.27	\$55,738.41	\$99,500.62	\$63,119.24	\$110,307.80	\$134,698.33	\$180,516.76	\$234,491.47	\$265,256.38	\$230,245.41	\$203,092.91	\$100,920.77	\$1,736,837.37	\$1,736,837.37	5.16%	75.15%
2022	\$61,655.81	\$61,942.83	\$84,697.66	\$102,315.23	\$121,952.73	\$126,841.89	\$153,765.97	\$198,802.60	\$224,118.46	\$212,620.30	\$182,578.41	\$110,337.43	\$1,651,662.42	\$1,651,662.42	11.24%	65.56%
2021	\$41,234.47	\$52,684.55	\$73,732.76	\$71,384.45	\$114,540.40	\$130,028.22	\$151,555.38	\$193,691.85	\$192,217.99	\$195,433.27	\$189,412.80	\$95,934.81	\$1,494,529.07	\$1,494,529.07	68.30%	20.57%
2020	\$32,556.07	\$37,693.92	\$40,679.21	\$39,731.36	\$6,259.29	\$2,195.56	\$43,110.81	\$102,444.89	\$160,075.87	\$132,469.30	\$124,311.26	\$66,296.65	\$758,557.16	\$758,557.16	-20.48%	
2019	\$21,055.74	\$43,046.43	\$37,244.32	\$28,807.02	\$83,079.64	\$65,055.65	\$93,931.88	\$135,017.28	\$158,745.60	\$152,206.83	\$131,121.09	\$63,598.63	\$991,608.14	\$991,608.14	8.01%	
2018	\$20,039.32	\$58,345.54	\$25,978.70	\$29,671.05	\$49,322.91	\$45,182.11	\$73,573.25	\$113,039.12	\$115,085.98	\$169,643.01	\$173,853.16	\$44,337.19	\$918,071.37	\$918,071.37	16.44%	
2017	\$12,737.28	\$57,889.40	\$26,236.56	\$21,010.60	\$39,746.00	\$78,751.14	\$76,136.72	\$98,096.40	\$105,764.40	\$102,580.50	\$114,045.08	\$45,556.24	\$758,430.32	\$758,430.32	25.64%	
2016	\$13,263.38	\$65,009.50	\$17,549.01	\$23,695.61	\$25,565.70	\$32,083.65	\$45,697.55	\$84,901.82	\$92,816.54	\$59,289.74	\$105,454.70	\$32,063.98	\$627,540.18	\$627,540.18		
P.A.	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	YTD	% Change	% Change
2023	\$39,646.93	\$35,798.37	\$46,591.47	\$58,992.73	\$73,588.70	\$86,799.83	\$123,124.35	\$160,665.60	\$231,241.01	\$212,886.03	\$179,946.56	\$69,717.38	\$1,320,198.96	\$1,320,198.96	15.77%	65.23%
2022	\$37,706.01	\$31,718.02	\$41,252.80	\$50,055.81	\$67,540.22	\$73,265.10	\$102,061.88	\$130,873.85	\$202,015.13	\$168,341.61	\$136,124.50	\$79,598.40	\$1,140,386.73	\$1,140,386.73	14.29%	42.72%
2021	\$29,706.66	\$27,689.61	\$34,779.78	\$35,259.89	\$55,570.09	\$68,735.64	\$81,724.74	\$123,597.72	\$194,139.64	\$160,458.08	\$78,632.65	\$67,518.66	\$997,793.06	\$997,793.06	26.42%	24.55%
2020	\$34,334.66	\$30,426.83	\$25,744.11	\$31,752.03	\$14,023.82	\$5,387.68	\$21,148.05	\$37,745.92	\$85,301.45	\$100,138.89	\$71,135.54	\$47,548.92	\$507,993.71	\$507,993.71	-36.42%	
2019	\$29,107.95	\$31,281.66	\$26,222.34	\$22,065.27	\$39,640.08	\$48,157.01	\$72,624.87	\$96,293.39	\$142,359.68	\$144,375.36	\$94,453.64	\$52,463.06	\$799,025.21	\$799,025.21	3.92%	
2018	\$15,643.30	\$30,612.54	\$22,856.34	\$24,066.14	\$36,654.61	\$47,586.77	\$71,125.43	\$94,107.25	\$144,295.29	\$142,047.88	\$93,364.50	\$43,459.70	\$768,953.05	\$768,953.05	5.06%	
2017	\$21,693.26	\$26,555.75	\$19,321.88	\$24,119.06	\$30,060.44	\$41,111.15	\$59,074.38	\$89,816.42	\$135,072.98	\$137,473.32	\$97,199.10	\$50,434.30	\$731,542.10	\$731,542.10	3.60%	
2016	\$22,640.80	\$24,679.86	\$40,770.18	\$21,386.50	\$34,065.92	\$41,124.80	\$55,752.14	\$81,170.00	\$124,299.26	\$124,232.32	\$93,031.74	\$39,689.48	\$705,773.00	\$705,773.00		
Sequim	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	YTD	% Change	% Change
2023	\$24,114.78	\$19,449.48	\$22,585.68	\$24,531.48	\$28,138.20	\$40,697.46	\$48,902.96	\$86,134.08	\$99,044.34	\$82,704.66	\$57,735.28	\$25,668.78	\$559,707.18	\$559,707.18	4.92%	39.26%
2022	\$19,944.37	\$18,715.99	\$20,211.44	\$27,275.46	\$30,515.01	\$29,775.90	\$55,423.76	\$89,937.34	\$85,749.80	\$70,343.96	\$77,958.25	\$27,514.08	\$533,464.16	\$533,464.16	10.06%	33.42%
2021	\$16,542.54	\$15,066.82	\$20,862.28	\$27,091.77	\$25,950.88	\$41,323.43	\$53,995.58	\$80,732.77	\$50,049.45	\$66,659.96	\$45,875.45	\$27,574.44	\$454,555.20	\$454,555.20	70.70%	21.19%
2020	\$14,435.53	\$16,706.72	\$17,118.28	\$15,185.05	\$4,791.47	\$15,904.01	\$16,176.22	\$24,525.25	\$59,171.52	\$36,539.06	\$38,134.39	\$25,872.15	\$283,559.71	\$283,559.71	-29.01%	
2019	\$15,952.29	\$14,533.37	\$13,613.48	\$13,753.99	\$24,653.51	\$25,005.65	\$35,439.35	\$45,097.27	\$68,994.24	\$63,544.40	\$42,190.75	\$34,093.55	\$399,831.91	\$399,831.91	5.75%	
2018	\$14,979.30	\$14,306.04	\$14,275.72	\$16,544.24	\$19,538.77	\$25,626.37	\$35,058.87	\$41,486.15	\$66,161.87	\$83,245.17	\$20,197.47	\$26,663.96	\$378,083.76	\$378,083.76	8.18%	
2017	\$15,121.34	\$14,273.05	\$11,956.78	\$14,553.62	\$15,402.28	\$23,241.55	\$30,258.04	\$37,489.36	\$58,883.36	\$59,745.86	\$42,810.06	\$22,608.58	\$349,573.94	\$349,573.94	11.85%	
2016	\$12,320.30	\$11,062.15	\$10,295.50	\$13,785.15	\$14,624.88	\$20,586.52	\$26,555.20	\$36,095.82	\$54,555.06	\$54,962.02	\$37,640.56	\$19,486.14	\$312,525.34	\$312,525.34		
Forks	January	February	March	April	May	June	July	August	September	October	November	December	Full Year	YTD	% Change	% Change
2023	\$19,062.47	\$14,673.91	\$26,494.31	\$27,981.59	\$35,900.21	\$35,609.87	\$51,502.75	\$66,612.64	\$87,112.29	\$69,883.08	\$59,562.27	\$34,059.84	\$528,455.23	\$528,455.23	23.56%	105.25%
2022	\$15,177.37	\$11,634.90	\$20,071.35	\$24,744.51	\$27,359.49	\$30,800.76	\$40,135.51	\$54,801.76	\$57,610.36	\$60,177.42	\$50,155.28	\$35,089.42	\$427,688.13	\$427,688.13	16.12%	65.56%
2021	\$11,870.47	\$9,869.20	\$13,837.32	\$13,862.82	\$27,560.75	\$29,625.50	\$35,278.02	\$49,920.41	\$51,139.37	\$57,454.61	\$42,089.36	\$25,539.09	\$368,328.92	\$368,328.92	85.92%	45.17%
2020	\$9,609.28	\$7,984.85	\$5,996.30	\$8,947.36	\$5,756.91	\$645.59	\$7,545.14	\$17,587.44	\$33,530.16	\$42,082.24	\$30,870.12	\$21,251.12	\$198,109.54	\$198,109.54	-21.92%	
2019	\$5,541.54	\$6,178.36	\$5,335.22	\$11,115.42	\$11,925.56	\$16,154.91	\$26,593.64	\$33,349.29	\$41,329.82	\$42,993.27	\$30,125.36	\$16,484.04	\$253,729.43	\$253,729.43	19.96%	
2018	\$7,914.92	\$7,290.65	\$6,511.72	\$9,384.86	\$13,587.94	\$11,590.67	\$13,354.22	\$26,460.45	\$37,425.29	\$31,991.26	\$26,305.63	\$13,359.95	\$211,510.72	\$211,510.72	9.65%	
2017	\$6,265.82	\$6,271.14	\$5,455.22	\$7,215.25	\$10,591.28	\$11,614.02	\$15,050.80	\$23,388.14	\$27,879.15	\$30,043.92	\$27,283.60	\$12,806.26	\$192,594.66	\$192,594.66	13.74%	
2016	\$6,575.86	\$4,898.52	\$5,706.10	\$8,351.92	\$10,245.72	\$10,646.16	\$13,559.28	\$20,214.66	\$24,555.54	\$30,176.72	\$18,871.16	\$17,082.96	\$169,587.60	\$169,587.60		

LODGING TAX SUMMARY

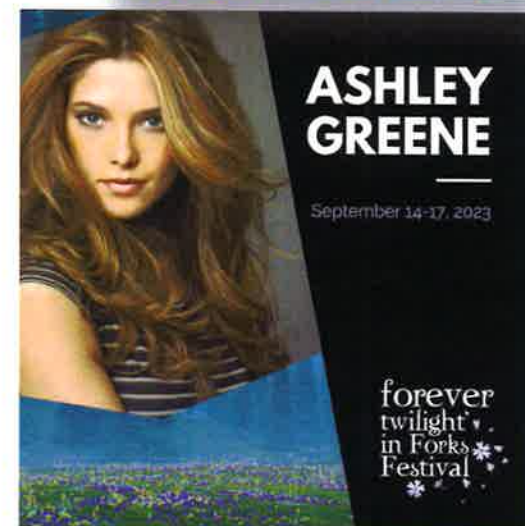
Annual Lodging Tax Revenue
2019 - 2023



WHAT'S ON THE HORIZON FOR 2024?

- WA Legislature is in (short) session – no major initiatives from SWT
- Some transportation “opportunities” throughout 2024:
 - Jefferson County: Construction of Hwy 104 roundabouts
 - Highway 101 (and others): Fish barrier roadwork / construction
 - Highway 101: Elwha Bridge completion / cut-over: late spring
 - Ferries. Ferries. Again, Ferries.
- Anticipate full opening of Hurricane Ridge / temporary facilities
- Enhance content on Washington's TREAD map app to help with visitor disbursement
- Continued growth in international visitor traffic to SEA and the OP
- Continued increase in media and fam tour requests
- Continued focus on growing our off-peak (non-summer) visitation
- Roll out of 5-year Olympic Peninsula Tourism Master Plan!
- Return of Olympic Peninsula Tourism Summit!

2023 One for the books!





Thank you,
Clallam County
LTAC !

Marsha Massey
Executive Director
Olympic Peninsula Visitor Bureau
Director@olympicpeninsula.org
360.452.8552

Funding Report

Juan de Fuca Foundation of the Arts



JUAN DE FUCA
FOUNDATION
FOR THE ARTS

KYLE LEMAIRE, EXECUTIVE DIRECTOR
KARI CHANCE, ADMINISTRATIVE MANAGER

2023 JFFA - LTAX Summary Request

<u>Pg. #</u>	<u>Contents</u>
1.	Table of Contents
2.	Summary
3.	March Fourth Contract
4.	Bank Statement of Payment

Total Submitted: **\$8,000.00**



JUAN DE FUCA
FOUNDATION
FOR THE ARTS

KYLE LEMAIRE, EXECUTIVE DIRECTOR
KARI CHANCE, ADMINISTRATIVE MANAGER

Summary

The funds granted to JFFA were instrumental in supporting the March Fourth's performance, covering a significant portion of the artist's fee, totaling \$8,000. The impact of this financial support was evident as the band attracted a substantial audience, with almost 750 attendees contributing to the success of the event. We were able to implement geo-fencing during the concert which registered 43% of the audience that night from out of Port Angeles, and 28% were out of Clallam County. This utilization of grant funds not only facilitated the artists' participation but also contributed to the overall positive outcome of the festival, marked by a robust attendance and engagement from the community.

101 W. FRONT ST. STE. 101 PORT ANGELES, WA 98362

TEL: (360) 457-5411

WWW.JFFA.ORG

EMAIL: CONTACT@JFFA.ORG



MarchFourth - May 27, 2023

Vern Burton Community Center

308 East 4th Street

Port Angeles, Washington 98362 United States

This PERFORMANCE CONTRACT is made by and between MarchFourth ("ARTIST COMPANY"), and JFFA ("PURCHASER") for the engagement listed below, and consists of the terms and conditions set forth below, together with the Additional Terms and Conditions, the Artist's Rider (if any) and any other exhibits and addenda which are attached hereto, each of which are expressly incorporated herein by reference (collectively, this "AGREEMENT").

In consideration of the promises and mutual covenants contained herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, PURCHASER and ARTIST COMPANY hereby agree as follows:

Deal

Guarantee **\$12,000.00**

\$6,000.00 Deposit (50%) - Due 30 days before event

Total Potential Payout **\$12,000.00**

Event Summary

Gross Potential \$39,000.00

Adjusted Gross Potential **\$39,000.00**

Ticket Sales Tax (0% sales tax) -\$0.00

Net Gross Potential **\$39,000.00**

Fixed Expenses + Artist Payout -\$12,000.00

Variable Expenses -\$0.00

Net Profit (Promoter) **\$27,000.00**

Event Details

Age Limit All Ages

Artist Merch Rate 100% soft (artist sells)
100% hard (artist sells)

Announce Date March 22, 2023

On-Sale Date April 01, 2023

Event Date(s) May 27, 2023

Doors 12:00 PM Sat, May 27

Load-In (Soundcheck to follow) 8:00 PM Sat, May 27

MarchFourth (1/90') 8:30 PM Sat, May 27

Curfew 10:30 PM Sat, May 27

Ticket Scaling

Type	Allotment	Comps	Sellable	Ticket Price	Break Even	Gross Potential
Tier 1	300	0	300	\$100.00	0	\$30,000.00
Tier 2	200	0	200	\$45.00	0	\$9,000.00
Totals:	500	0	500			\$39,000.00
Ticket Sales Tax (0% sales tax)						-\$0.00
Net Gross Potential						\$39,000.00

Expense Summary

Total Expenses \$12,000.00

Fixed Expenses + Artist Payout \$12,000.00

Talent Pay	Expense
(H) MarchFourth	\$12,000.00
Totals:	\$12,000.00

Variable Expenses \$0.00

Type	Amount	Total Potential
Totals:		\$0.00

Contacts

Liz Kenny	Agent Assistant	liz@madison-house.com	
Mark Lourie	Agent	mark@madison-house.com	
Nayana Jennings	Artist Management, Manager, Accounting Settlements, Financial Itineraries	nayanajennings@gmail.com	(503) 481-2551
Kyle LeMaire	Contracts, Promoter	kylelemaire@jffa.org	(360) 457-5411
Kari Chance	Marketing, Ticket Counts, Deposits	karichance@jffa.org	(360) 457-5411
Chris Glanister	Production	chrisg@pilgrimmediasvcs.com	(425) 218-5872

Additional Terms and Conditions

- + Purchaser to provide Hotel buyout of \$1,000
- + Mutually agreed upon rider and hospitality agreement
- + Sound & lights provided

NOTE: PROPER BILLING IS SIMPLY: MarchFourth

- * All artwork & promotional materials must be approved by management & agency prior to public release
- * All support acts must be approved by management & agency prior to public release
- * Set Time, Length & Stage must be coordinated with management & agency prior to public release

[CLICK HERE FOR PROMO MATERIALS](#)

THE EXPENSES ABOVE ARE ESTIMATED AMOUNTS FOR USE IN DEAL CALCULATIONS. SETTLEMENT WILL BE BASED ON ACTUAL DOCUMENTED EXPENSES.

EXCLUSIVITY:
50 miles

ARTIST COMPS:
1.5 times the number of artists

TICKETING FEE:
\$2 on top of stated ticket price.

DEPOSITS:
Deposit payable by Wire Transfer/ACH to MADISON HOUSE.
ACH is preferred. If sending a wire, please include \$15 transfer fee.
Please include Artist and performance date on the payment memo.

City National Bank, N.A.
400 N. Roxbury Drive
Beverly Hills, CA 90210

Beneficiary Information:
Madison House LLC
1401 Walnut St, Ste. 500
Boulder, CO 80302

Routing ABA: 1220-16066
Account Number: 127242984

PRODUCTION CONTROLS: Artist shall have sole and exclusive creative control over the production, presentation and performance of Artist's engagement hereunder and any changes thereto. Purchaser agrees to comply promptly with the directions of Artist or Artist's representative concerning stage settings for Artist's engagement hereunder.

ARTIST'S COMPENSATION: If payment to Artist is based in whole or in part on receipts from Artist's engagement hereunder, Purchaser shall first apply any and all receipts derived from Artist's engagement toward the payments required to be made by Purchaser hereunder. Purchaser agrees to provide Artist or Artist's representative with a certified statement of the gross receipts of Artist's engagement within two (2) hours following Artist's engagement. Artist may have a representative present at the box office who shall have access to Purchaser's box office records relating to Artist's engagement. Artist's compensation shall be paid to Artist without any deductions for taxes, fees, levies or union dues whatsoever, all of which shall be the sole responsibility of Purchaser.

BALANCE OF GUARANTEE: The balance of the Guarantee shall be paid to Artist via bank wire no later than the scheduled engagement date if Purchaser fails to present the engagement.

OVERAGES: All overage monies owed to Artist shall be paid to Artist immediately following Artist's performance by cash or cashier's check only.

ROYALTIES: Purchaser will be responsible for the payment of all music royalties in connection with Artist's engagement hereunder.

WORK PERMITS AND VISAS: Purchaser shall be solely responsible for procuring and paying for, at no cost to Artist, all work permits and visas required for the engagement. Failure to procure such work permits and visas or provide necessary documentation to obtain them will be deemed a material breach of this Agreement, and Artist (i) will be relieved of any further obligations Artist may have pursuant to this Agreement; (ii) shall have the right to retain all monies previously paid by Purchaser; and (iii) shall be entitled to exercise all rights and remedies otherwise available to Artist at law, in equity or otherwise as if Artist has fully performed all obligations under this Agreement. Artist agrees to provide all personal information reasonably required in order to enable Purchaser to procure such work permits and visas.

CONFIDENTIALITY: Purchaser understands and agrees that no information regarding show grosses or attendance will be reported to any third party without the express prior written permission of Artist or Artist's representative. Failure to comply will be treated as a material breach of this Agreement, and Artist reserves all rights and remedies available to Artist at law, in equity or otherwise. Under no circumstance is Purchaser to announce or advertise the engagement without the prior written approval of Artist or Artist's representative.

ARTIST'S RIGHT TO PAYMENT OF GUARANTEE IN ADVANCE: If: (a) Purchaser fails to pay when due any amounts owed Artist hereunder when due; or (b) Purchaser fails to perform any material obligations hereunder, or (c) Artist has good faith reason to believe the Engagement may be cancelled, then Artist shall have the right to request full payment of the Guarantee in advance of the engagement date(s) and Purchaser agrees to remit full payment of the Guarantee to Artist via bank wire promptly upon request.

BILLING: Artist's engagement hereunder shall receive billing in such order, form, size and prominence as directed by Artist or Artist's representative in all advertising and publicity issued by or under the control of Purchaser, including, but not limited to, displays, newspapers, radio and television ads, posters and house boards.

USE OF ARTIST'S NAME AND IMAGE: Purchaser may only use Artist's name and pre-approved voice, photograph, likeness, image or other identification of Artist in connection with Purchaser's advertisements and publicity for Artist's engagement hereunder. Purchaser may not use Artist's name, voice, photograph, likeness, image or other identification of Artist as a direct or implied endorsement of any product or service. There shall be no corporate or product or service name or logo included in any such advertising or publicity without the prior written approval of Artist or Artist's representative obtained in each instance. Notwithstanding the foregoing, the placement, form, content, appearance and all other aspects of Purchaser's use of Artist's name, voice, photograph, likeness, image or other identification of Artist shall at all times be subject to the prior written approval of Artist or Artist's representative.

MERCHANDISING: Artist shall have the exclusive right to sell merchandise in connection with Artist's engagement hereunder, including but not limited to, soft goods (e.g. T-shirts), souvenir programs, photographs, posters, stickers and CDs, on the premises or otherwise, and Purchaser shall have no right to share in the proceeds from the sale of such merchandise.

NO REPRODUCTION PERMITTED: Purchaser will not and will not permit or authorize others (including, but not limited to, venue employees, representatives and contractors) to record, broadcast, photograph or otherwise reproduce in any manner the audio or visual performance by Artist or any part thereof.

STAGE SEATS: It is understood and agreed that no stage seats are to be sold or used without the prior written consent of Artist or Artist's representative.

PROMOTION: Purchaser shall not announce, advertise, promote or sell tickets to Artist's engagement until written authorization has been obtained from Artist or Artist's representative. Purchaser agrees to promote the engagement to the best of Purchaser's ability by print, radio, and website and otherwise. There shall be no promotion or co-promotion with any radio station without the prior written approval of Artist or Artist's representative. Purchaser shall not commit Artist to any interviews, promotional appearances, meet and greets or other promotional activities without the prior written consent of Artist or Artist's representative.

TICKETS: All tickets shall be numbered. No tickets shall be priced at higher than the agreed upon price (exclusive of tax) without the prior written approval of Artist or Artist's representative. If ticket price scaling is varied in any manner, the percentage of compensation payable to Artist shall be based on whichever of the following is more favorable to Artist: (i) the ticket price scaling set for in the underlying Agreement or as otherwise agreed in writing by the parties; or (ii) the actual ticket price. There shall be no dynamic ticket pricing without the prior written approval of Artist or Artist's representative. Any inclusion of Artist's engagement hereunder in a subscription or series offer shall be subject to the prior written consent of Artist or Artist's representative.

INDEMNIFICATION: Purchaser shall defend, indemnify and hold harmless Artist, and any and all employees of Artist and any and all representatives of Artist from and against any and all costs, claims, expenses (including attorneys' fees and court costs), liabilities, damages, losses or judgments arising out of or in connection with, any claim, action or demand sustained as an indirect or direct result of, Artist's engagement hereunder.

INSURANCE: Purchaser shall add Artist and Artist's employees as additional insureds to a commercial general liability insurance policy with limits of liability of Five Million Dollars (\$5,000,000) for each occurrence in the event of death or bodily injury arising from the negligence of Purchaser as promoter and operator of the Venue. In addition, Artist and Artist's employees shall be covered by Purchaser's worker's compensation insurance. Purchaser shall provide evidence of the required insurance coverage prior to Artist's engagement hereunder.

PURCHASER'S DEFAULT/CANCELLATION: If, on or before the date of Artist's engagement, Purchaser fails or refuses to perform any contractual obligations relating to Artist's engagement herein and/or any contractual obligation with any other performer, or if the financial status of Purchaser has been impaired, or in the opinion of Artist or Artist's representative, is unsatisfactory, Artist shall have the right to demand payment of the full Guarantee. If Purchaser fails or refuses to make such payment, then such failure shall be deemed a material breach of this Agreement, and Artist shall have the right, without prejudice to any other rights or remedies, to: (i) immediately terminate this Agreement and cancel Artist's engagement hereunder; (ii) retain all amounts previously paid to Artist by Purchaser; (iii) receive the full Guarantee (or balance thereof) and all out of pocket expenses incurred by Artist in connection with Artist's engagement. For the avoidance of doubt, Purchaser shall remain responsible for all transportation, accommodations and expense reimbursements for Artist and Artist's entourage pursuant to this Agreement.

ARTIST'S CANCELLATION: Purchaser agrees that Artist may cancel Artist's engagement hereunder without liability by giving the Purchaser notice thereof at least thirty (30) days prior to the commencement date of the engagement hereunder. Upon termination of this agreement in accordance with this paragraph, Artist shall return to Purchaser any deposit previously received by Artist in connection with the engagement. Subject to the foregoing, upon such termination, the parties shall have no further rights or obligations hereunder, and each of the parties shall bear its own costs incurred in connection with this agreement.

FORCE MAJEURE: If, as the result of a Force Majeure Event (as defined below), Artist is unable to, or is prevented from, performing the engagement or any portion thereof, Artist's obligations hereunder will be fully excused, there shall be no claims of any kind for damages or expenses of any kind by Purchaser, and Purchaser shall bear its own costs and expenses in connection with this Agreement. Notwithstanding the foregoing: (i) Purchaser shall be obligated and liable to Artist for such proportionate amount of the payments provided for herein as may be due hereunder for any performance(s) which Artist may have rendered up to the time of the inability to perform by reason of such Force Majeure Event; and (ii) in the event of such non performance as a result of a Force Majeure Event, if Artist is ready, willing and able to perform (but for the occurrence of such Force Majeure Event), Purchaser shall nevertheless pay Artist an amount equal to the full Guarantee plus all other payments and compensation due hereunder. For clarification, in the event of cancellation due to any Force Majeure Event, and whether or not Artist is ready, willing and able to perform, Purchaser shall remain responsible for all transportation, accommodations, expense reimbursements and any other payments or compensation due Artist and Artist's crew and entourage pursuant to the terms of this Agreement. A "Force Majeure Event" shall mean, but shall not be limited to, any one or more of the following acts which makes any performance by Artist contemplated by this Agreement impossible, infeasible or unsafe: acts of God; acts of public enemy; acts or threats of terrorism; insurrections; riots or other forms of civil disorder; embargoes; labor disputes (including, without limitation, strikes, lockouts or boycotts); fires; explosions; floods; shortages of power or other essential services; failure of technical facilities; failure or delay of transportation; death, disability, illness, injury or other inability to perform by Artist, any of Artist's musicians, other performers, crew, representatives or advisors, any of Artist's family members, any of Purchaser's key personnel, or any other person personally known to Artist whose death, disability, illness or injury adversely impacts Artist's ability to perform in connection with the engagement; or other similar or dissimilar causes beyond the control of Artist which make any performance(s) contemplated by this Agreement impossible, infeasible or unsafe. For the avoidance of doubt, poor ticket sales shall not be deemed a Force Majeure Event.

INCLEMENT WEATHER: Notwithstanding anything to the contrary contained herein, inclement weather shall not be deemed a Force Majeure Event, and Purchaser shall remain liable for payment to Artist of the full Guarantee plus all other compensation due hereunder if Artist's engagement is rendered impossible, infeasible or unsafe by such weather conditions. For clarification, Purchaser shall remain responsible for all other terms and conditions of this Agreement, including, without limitation, accommodations, transportation and expense reimbursements for Artist and Artist's crew and entourage.

LIMITATION OF LIABILITY: In no event shall Artist (nor any of Artist's agents, representatives, principals, employees, officers, directors and affiliates) be liable to Purchaser for any indirect, incidental, consequential, special, punitive, exemplary or any similar damages, including, without limitation, lost profits, loss of revenues or income, cost of capital or loss of business reputation or opportunity, as to any matter relating to, or arising out of, Artist's engagement hereunder or the transactions contemplated by this Agreement, whether in contract, tort or otherwise.

NOTHING CONTRARY TO LAW: Nothing herein contained shall require the commission of any act contrary to law or contrary to the restrictions of any guild or union having jurisdiction over Artist's engagement hereunder. In the event of any conflict between any provision of this Agreement and any such law or restriction, such law or restriction shall prevail and this Agreement shall be curtailed, modified, or limited only to the extent necessary to eliminate such conflict.

ENTIRE AGREEMENT: These Standard Terms and Conditions are hereby incorporated into the Agreement and any addendum(s) thereto. In the event of any conflict between these Standard Terms and Conditions and the Artist's rider provided by Artist or Artist's representative attached hereto (if any), Artist's rider shall control. This Agreement shall constitute the entire agreement between the parties hereto concerning the subject matter hereof and may not be modified except by an instrument in writing signed by both parties. This Agreement shall be construed in accordance with the laws of the State of Colorado, and the state and federal courts located in Colorado shall have exclusive jurisdiction over any matters pertaining hereto. This Agreement may be executed in two or more counterparts, each of which shall be deemed an original and all of which taken together shall constitute one and the same instrument. Delivery of an executed copy of this Agreement by facsimile or electronic delivery shall be deemed a valid and binding original.

It is confirmed that we have read, understood and approve of the terms and conditions set forth in this contract.

Artist

Company Name and Address

MarchFourth

Purchaser

Company Name and Address

JFFA

101 W Front Street
Ste. 101
Port Angeles, WA 98362

Name, Relationship to Artist

Nayana Jennings, Artist Management, Manager, Accounting
Settlements, Financial Itineraries

Name, Relationship to Purchaser

Kyle LeMaire, Contracts, Promoter

Email, Phone

nayanajennings@gmail.com, (503) 481-2551

Email, Phone

kylelemaire@jffa.org, (360) 457-5411

Signature, Date

Signature, Date

Kyle LeMaire 3/13/23



Juan de Fuca Foundation of the Arts

Type: All transactions · Status: All statuses · Name: March Fourth Marching Band, LLC · Date: All dates

undefined	Date	Type	No.	Payee	Category	Memo	Balance	Total	Status	Action
	05/27/2023	Check	9399	March Fourth Marching Band, LLC	FEST Artist Fee		\$0.00	\$6,000.00	Paid	View/Edit
	04/20/2023	Check	9388	March Fourth Marching Band, LLC	FEST Accommodations		\$0.00	\$1,000.00	Paid	View/Edit
	04/20/2023	Check	9387	March Fourth Marching Band, LLC	FEST Artist Fee		\$0.00	\$6,000.00	Paid	View/Edit