



City of Broken Arrow
Meeting Agenda
Visit Broken Arrow

Chairman Brian Dean
Vice Chair Tommy Yardy
Ben Buie
Lisa Ford
Craig Hagin
Kathy Muskrat
Sarah Lopp
Sonja Schneider
Trevor Swanson

Tuesday, April 14, 2026

3:30 PM

City Hall Council Chamber
220 South Main Street
Broken Arrow, OK

1. Call to Order

2. Roll Call and Introductions

3. Presentations

4. General Visit Broken Arrow Business

- A. [26-459](#) Consideration, discussion, and possible approval of the meeting minutes from the March 10, 2026 Visit Broken Arrow meeting
- B. [26-451](#) Notification of City Manager's execution of an Agreement with the Broken Arrow Chamber of Commerce for advertising, promotion, and marketing of the Rooster Days Festival for an amount not to exceed \$20,000
- C. [26-460](#) Consideration, discussion, and possible approval of The National Grange 160th Annual Convention hotel rebate request in an amount not to exceed \$40,000, pending the receipt of post-event requirements as outlined in the Rebate Guidelines.
- D. [26-452](#) Consideration, discussion, and possible approval of Senior Softball USA Oklahoma Championship rebate request in an amount not to exceed \$3,500
- E. [26-490](#) Consideration, discussion, and possible approval of Battle of Broken Arrow - Taekwon-Do Tournament hotel rebate request in an amount not to exceed \$1,000
- F. [26-503](#) Consideration, discussion, and possible approval of an update to the hotel rebate guidelines

- G. [26-464](#) Consideration, discussion, and possible approval of staff request to research and identify advanced data solutions to enhance tracking of visitation and economic impact in Broken Arrow
- H. [26-393](#) Consideration, discussion, possible approval and appointments of four Visit Broken Arrow Board Members to serve on the Marketing RFP review committee

5. Board members' opportunity to address Visit Broken Arrow on general topics related to city business or services (no action may be taken on matters under this item)

6. Tourism Director Report including updates on the following:

- A. [26-502](#) Presentation and discussion of the Tourism Manager's Report

7. Adjournment

All cell phones and pagers must be turned OFF or operated SILENTLY during meetings.

Exhibits, petitions, pictures, etc., shall be received and deposited in case files to be kept at the Broken Arrow City Hall. If you are a person with a disability and need some accommodation in order to participate in this meeting, please contact the City Clerk at 918-259-2400 Ext. 5418 to make arrangements.

A paper copy of this agenda is available upon request.

POSTED this ____ day of _____, _____, at _____ M

City Clerk



City of Broken Arrow

Request for Action

File #: 26-459, **Version:** 1

**Visit Broken Arrow
Meeting of: 04-14-26**

Title:

Consideration, discussion, and possible approval of the meeting minutes from the March 10, 2026 Visit Broken Arrow meeting

Background:

Staff will present the March 10, 2026, Visit Broken Arrow meeting minutes for review.

Cost: None

Funding Source: Visit Broken Arrow

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: 03-10-26 Visit Broken Arrow Minutes

Recommendation:

Approve the minutes from the March 10, 2026 Visit Broken Arrow meeting.



City of Broken Arrow
Visit Broken Arrow
Minutes

City Hall
220 S 1st Street
Broken Arrow, OK 74012

Chairman Brian Dean
Vice Chair Tommy Yardy
Ben Buie
Lisa Ford
Craig Hagin
Kathy Muskrat
Sarah Lopp
Sonja Schneider
Trevor Swanson

Tuesday, March 10, 2026

Board Chambers

1. Call to Order

Chairman Brian Dean called the meeting to order at 3:30 p.m.

2. Roll Call

Present: 8 - Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean
Absent: 1 - Kathy Muskrat

3. Presentations

A. 26-158 Presentation and discussion about the 7 propositions of the 2026 General Obligation Bond package, and a separate 8th proposition to fund improvements at the public sports facilities

City Manager Michael Spurgeon presented Item 26-158 and outlined a voter-approved initiative developed over two and a half years through extensive community input, narrowing \$1.2 billion in proposed projects down to a \$415 million bond package that maintains the current property tax rate and funds 129 projects across seven propositions. He emphasized transparency, public engagement, and that the projects reflect community priorities. The package also includes an eighth proposition proposing a temporary half-cent sales tax for five years to fund \$53 million in sports facility improvements, expected to boost tourism and economic activity while being partially funded by non-residents. Voters must approve each proposition individually on April 7, with most requiring a simple majority and stormwater-related items requiring 60 percent approval. Overall, City Manager Spurgeon framed the initiative as a generational investment in infrastructure, public services, and quality of life in Broken Arrow.

City officials discussed the uncertainty of revenue from sports complex improvements, noting that a single soccer tournament recently generated over \$3 million in economic impact. However, future projections depend on the number of events attracted. They emphasized that upgrading facilities could restore tournament activity that has declined over time. When asked how to support the initiative, the City Manager Spurgeon encouraged increasing public

awareness of the April 7 bond election rather than advocating for votes directly, highlighting outreach efforts including meetings, mailers, and public forums. He noted strong in-person support from residents and framed the initiative as an important opportunity to sustain the city's growth, community identity, and high national ranking.

4. General Visit Broken Arrow Business

- A. 26-373 Consideration, discussion, and possible approval of the 2026 Chalk it Up sponsorship request in the amount of \$7,500, pending the required follow-up report submitted by the deadline and the required receipts submitted to be approved by Visit Broken Arrow for reimbursement**

Jennifer Deal presented Item 26-373 and explained that, following prior discussions, their funding request for the Chalk It Up event has been split, with the Rose Festival requesting the fee waivers while they (Chalk It Up) are requesting \$7,500 from the board for visitor-focused expenses like entertainment, stage production, and marketing. She highlighted the event's strong community impact, including about 29,000 attendees, dozens of artists and vendors, and significant volunteer involvement, and noted plans to expand programming and partnerships while maintaining the event's energy without overextending its scale.

The board clarified that the Rose Festival is now seeking in-kind support from the City through fee waivers, rather than direct funding, while Chalk It Up is requesting \$7,500 separately from the board in the form of a rebate. It was noted that in the past, both events received \$7,500, but this year the funding approach has been adjusted in line with prior discussions and to follow the newly adopted guidelines.

MOTION: A motion was made by Ben Buie, seconded by Tommy Yardy
Move to Approve Item 26-373 approval of the 2026 Chalk it Up sponsorship request in the amount of \$7,500, pending the required follow-up report submitted by the deadline and the required receipts submitted to be approved by Visit Broken Arrow for reimbursement

The motion carried by the following vote:

- Aye: 8 -** Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean

- B. 26-381 Consideration, discussion, and possible approval of the meeting minutes from the January 13, 2026, Visit Broken Arrow meeting**

MOTION: A motion was made by Lisa Ford, seconded by Tommy Yardy
Move to Approve Item 26-381 approval of the meeting minutes from the January 13, 2026, Visit Broken Arrow meeting.

The motion carried by the following vote:

- Aye: 8 -** Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean

- C. 26-382 Consideration, discussion, and possible approval of the meeting minutes from the February 10, 2026, Visit Broken Arrow meeting**

MOTION: A motion was made by Lisa Ford, seconded by Ben Buie
Move to Approve Item 26-382 approval of the meeting minutes from the February 10, 2026, Visit Broken Arrow meeting

The motion carried by the following vote:

- Aye: 8 -** Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy

Yardy, Brian Dean

D. 26-392 Consideration, discussion, and possible approval and authorization to submit a Request for Proposal to obtain marketing services as set forth in the Visit Broken Arrow Strategic Plan

Tourism Manager Makala Barton presented Item 26-392, a draft RFP to seek bids for a new third-party marketing firm, explaining that the city has worked with In-House Marketing for three years but is now at a point where a specialized destination marketing firm may better support its growth. While satisfied with current work, she emphasized the need to explore new options in alignment with the recently completed strategic plan. She noted that it is standard practice to go out to bid periodically. She proposed opening the process to both local and national firms, forming a board committee to review submissions, and selecting a provider in time to begin a new contract by July 1.

MOTION: A motion was made by Lisa Ford, seconded by Ben Buie
Move to Approve Item 26-392 approval and authorization to submit a Request for Proposal to obtain marketing services as set forth in the Visit Broken Arrow Strategic Plan

The motion carried by the following vote:

Aye: 8 - Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean

E. 26-396 Consideration, discussion, and possible approval of The National Grange 160th Annual Convention hotel rebate request in an amount not to exceed \$40,000, pending the receipt of post-event requirements as outlined in the Rebate Guidelines.

Tourism Manager Makala Barton presented Item 26-396. She introduced representatives from the National Grange's 160th Annual Convention, noting that the city has been coordinating with them for over six months and that they have selected Broken Arrow as their host location. She also highlighted the need for greater financial awareness as tourism grant requests increase, explaining that for fiscal year 2027, \$32,500 has already been allocated, leaving \$57,500 remaining. Ms. Barton emphasized the importance of tracking available funds moving forward, as growing demand may require deferring future events to later fiscal years.

Mark Gibbons provided an overview of the National Grange, a longstanding nonpartisan organization founded in 1867 with about 1,400 local chapters focused on agriculture, rural issues, and community improvement. He explained that their 160th annual convention will be held in Broken Arrow from November 6–15, with attendees staying primarily at the Stoney Creek Hotel and additional lodging at the nearby Hilton Garden Inn. He noted that attendees are eager to return to a U.S.-based event after last year's cruise-based convention and expressed confidence in Broken Arrow as a strong host location. Mr. Gibbons also stated that they are requesting a \$40,000 grant rebate to support the event.

Susan Hanks explained that the convention will focus not only on business meetings but also on engaging and enriching experiences for attendees of all ages, including youth members. The goal is to highlight Broken Arrow by incorporating local speakers, tours, and activities that showcase the community. She emphasized that their funding request is primarily to enhance attendees' experience, so they leave with a strong impression of the city and are motivated to return in the future, even outside of Grange events.

Mark Gibbons added that the convention will include community-focused activities, such as a public food truck event and potential service projects where youth members give back to local

organizations. He emphasized the organization's tradition of engaging with host communities and highlighted the wide age range of attendees. He reiterated that the requested rebate would help enhance the overall experience for participants, while also fostering a lasting relationship with Broken Arrow and bringing broader exposure to the area through the organization's nationwide presence.

The group discussed the \$40,000 rebate request, with Mr. Gibbons explaining that while not all host locations offer rebates, it is common for them to seek available funding to offset costs, as the event is largely supported by registration fees and aims to avoid operating at a loss. He emphasized that attendees contribute economically and typically stay around five nights, with total attendance generally ranging from 350 to 500 people, depending on the location. Officials also noted logistical considerations, such as transportation needs for elderly attendees, and highlighted added appeal from the convention coinciding with Broken Arrow's Christmas kickoff event. Some board members expressed interest in reviewing budget details further before making a final decision.

MOTION: A motion was made by Ben Buie, seconded by Lisa Ford
Move to Table Item 26-396 possible approval of The National Grange 160th Annual Convention hotel rebate request in an amount not to exceed \$40,000, pending the receipt of post-event requirements as outlined in the Rebate Guidelines, to budget meeting.

The motion carried by the following vote:

Aye: 8 - Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean

5. Board members' Opportunity to Address Visit Broken Arrow on General Topics Related to City Business or Services (no action may be taken on matters under this item) - NONE

6. Tourism Director Report Including Updates on the Following:

A. 26-380 Presentation and discussion of the Tourism Manager's Report

Makala Barton, Tourism Manager, presented Item 26-380 and reviewed the budget and tourism activity report, noting efforts to reduce printing by moving to digital packets and highlighting recent spending, including a scaled-back hotel guide due to unclear return on investment. She reported remaining grant and film incentive funds, continued growth in tax collections, and ongoing tourism initiatives such as a film festival, amphitheater planning, and collaboration with other cities. She also outlined upcoming events and observed that while hotel occupancy dipped slightly in January, increased tax revenue likely reflects higher room rates.

The board discussed concerns about current funding practices, including a long-term agreement with Bass Pro that requires annual payments for limited advertising value, with little flexibility to exit the contract. Members expressed frustration over budget constraints as demand for tourism funding grows, emphasizing that not all applicants need to receive full requested amounts and that financial support should not be used to cover event deficits.

They explored potential changes to policies, including adding caps or "subject to budget availability" language to hotel rebates, revisiting the per-room-night formula, and possibly shifting to set application periods rather than rolling approvals. There was also discussion about balancing large, high-impact events against smaller, diverse ones, considering overall economic impact beyond just hotel stays, and ensuring funds are distributed strategically throughout the year. Additionally, staff noted plans to tighten timelines for reimbursements and revisit guidelines in a future meeting to manage limited funds better and increase demand.

7. Adjournment

The meeting was adjourned at approximately 5:00 p.m.

MOTION: A motion was made by Brian Dean, seconded by Lisa Ford

Move to Adjourn

The motion carried by the following vote:

Aye: 8 -

Trevor Swanson, Sonja Schneider, Sarah Lopp, Craig Hagin, Lisa Ford, Ben Buie, Tommy Yardy, Brian Dean

Chairperson

Secretary



City of Broken Arrow

Request for Action

File #: 26-451, **Version:** 1

Visit Broken Arrow
Meeting of: 04-14-2026

Title:

Notification of City Manager's execution of an Agreement with the Broken Arrow Chamber of Commerce for advertising, promotion, and marketing of the Rooster Days Festival for an amount not to exceed \$20,000

Background:

The Broken Arrow Chamber of Commerce will host the 94th annual Rooster Days Festival May 14-17,2026. The City of Broken Arrow and Visit Broken Arrow have been long-standing supporters of this community event. Rooster Days is the longest running festival in Oklahoma. There is something for everyone at Rooster Days, including live entertainment, parade, carnival, food, wine garden, and the expanding market place.

Staff has drafted a Professional Services Contract with the Broken Arrow Chamber of Commerce for the Rooster Days Festival, in an amount not to exceed \$20,000. Funding will assist the Broken Arrow Chamber of Commerce with advertising, promotion and marketing of the festival.

Cost: \$20,000

Funding Source: Visit Broken Arrow

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: 2026 Rooster Days Professional Services Contract

Recommendation:

n/a

**SERVICES CONTRACT BETWEEN THE CITY OF BROKEN ARROW AND
BROKEN ARROW CHAMBER OF COMMERCE**

This Agreement is entered by and between the City of Broken Arrow, Oklahoma, a municipal corporation (**City**) and the Broken Arrow Chamber of Commerce, (**CHAMBER**). The **City** has determined there is a continuing need for assistance with the Rooster Days Festival. The **City** further finds that **CHAMBER** is comprised of knowledgeable people having many years' experience in this field, whose expertise can supplement the activities of the **City**. **City** desires to support the Rooster Days Festival in Broken Arrow.

The **City** shall pay the Chamber for marketing and advertising expenses related to the Rooster Days Festival in an amount not to exceed Twenty Thousand Dollars and 00/100ths (\$20,000.00) for the 2026 festival to be held May 14-17, 2026. Within 60 days post-event, a representative from the Chamber shall attend and present a post-event summary at both a Visit Broken Arrow Board meeting and a Broken Arrow City Council meeting. The Chamber shall then submit an invoice to the **City** requesting reimbursement of actual marketing and advertising expenses and the invoice shall include copies of all receipts for such reimbursable expenses.

The **City** shall be allowed to review **CHAMBER's** income and expenses for the Rooster Days Festival and receive a copy of its Form 990.

CHAMBER is an independent contractor under this Agreement. This Agreement shall not be construed to create the relationship of agent, servant, employee, partnership, joint venture or association as between the **City** and **CHAMBER** or its officers, employees, contractors or representatives for any purpose. **CHAMBER** understands that all persons furnishing services in implementing this Agreement are contractors solely of **CHAMBER**.

As partial consideration for this Agreement, **CHAMBER** agrees to indemnify, defend (at the **City's** option), and hold harmless the **City**, its employees, officials, agents, representatives and volunteers from and against any and all liabilities, damages, injuries (including death), property damage (including loss of use), claims, liens, judgments, costs, expenses, suits, actions, or proceedings, reasonable attorney's fees, and actual damages of any kind or nature, arising out of or in connection with any aspect of the acts, omissions, negligence or misconduct of **CHAMBER**, its competitors, guests, invitees, licensees, members, volunteers, representatives, employees, agents, officers, contractors or subcontractors, including but not limited to any injury or damage that occurs relating to **CHAMBER** activities, or **CHAMBER'S** performance or failure to perform the terms and conditions of this Agreement. Such indemnification shall exclude only such liability as arise directly out of the sole negligence or willful misconduct of the **City** and in accordance with the terms, conditions and exceptions in the Governmental Tort Claims Act. The indemnification and defense obligations set forth herein shall survive the termination of this Agreement.

This Agreement shall be subject to termination upon the failure of **CHAMBER** to keep, perform and observe all promises, covenants, conditions and agreements set forth in this Agreement. The right to terminate this Agreement upon default of **CHAMBER** is not exclusive and is in addition to any other rights and remedies provided by law or under this Agreement. Any waiver of any breach of any one or more of the covenants, conditions, terms and agreements herein contained shall not be construed to be a waiver of any subsequent or other breach of the same or of any other covenant, condition, term or agreement herein contained, nor shall failure to require exact, full, and complete compliance with any of the covenants, conditions, terms or agreements herein contained be construed as in any manner changing the terms of this Agreement or stopping the **City** from enforcing the full provisions thereof.

Neither this Agreement, nor any of the rights here under, shall be sold, assigned or encumbered by **CHAMBER**.

This Agreement is not a waiver of any permit or other legal requirements and does not assure approval based upon any circumstances other than compliance with the law.

This Agreement shall be construed under the laws of the State of Oklahoma. Exclusive Original Jurisdiction and venue for any action relating to this Agreement shall be solely in the Tulsa County District Courts of Oklahoma. **CHAMBER** shall conform to and abide by all Federal, State and local laws and regulations, including, but not limited to all immigration-related laws, statutes, ordinances and regulations including without limitation, the Immigration and Nationality Act, as amended, the Immigration Reform and Control Act of 1986, as amended, and the Oklahoma Taxpayer and Citizen Protection Act of 2007 (Oklahoma HB 1804) and any successor laws, ordinances or regulations (collectively, the Immigration Laws”), and that no person shall be subjected to discrimination under a project, program or activity supported by this Agreement.

This Agreement constitutes the entire agreement and understanding between the parties, and supersedes all proposals, oral or written, and all other communications between the parties with respect to the subject matter of this Agreement.

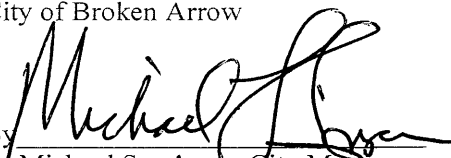
This document may be modified only by further written agreement between the parties. Any such modification shall not be effective unless and until executed by the parties.

The parties have caused this Agreement to be executed on the dates hereinafter set forth.

As approved to form:


Deputy City Attorney

City of Broken Arrow

By 
Michael Spurgeon, City Manager
3/16/26

Attested:

City Clerk/Seal

Date of Execution:

CHAMBER

By: James Lee Bell
President

Printed Name: James Bell



City of Broken Arrow

Request for Action

File #: 26-460, Version: 1

**Visit Broken Arrow
Meeting of: 04-14-2026**

Title:

Consideration, discussion, and possible approval of The National Grange 160th Annual Convention hotel rebate request in an amount not to exceed \$40,000, pending the receipt of post-event requirements as outlined in the Rebate Guidelines.

Background:

The National Grange 160th Annual Convention will be held November 6-15, 2026 at Stoney Creek Conference Center and Hotel. The event will utilize several hotels in Broken Arrow.

Attendees come from around the country and the anticipated attendance is 400, with anticipated room nights of 960.

The National Grange of the Order of Patrons of Husbandry, founded in 1867, is the oldest American agricultural advocacy organization, focusing on supporting farm families, rural communities, and agriculture through grassroots advocacy, social networking, and community service. It is a nonpartisan, fraternal organization that promotes rural development, education, and economic well-being.

Cost: Not to Exceed \$40,000, pending FY27 appropriations

Funding Source: Visit Broken Arrow

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: Hotel Rebate Application

Recommendation:

Approve The National Grange 160th Annual Convention hotel rebate request in an amount not to exceed \$40,000, pending the receipt of the post-event requirements as outlined in the Rebate Guidelines.



Form Name: Visit Broken Arrow Rebate Guidelines and Application
Submission Time: March 2, 2026 3:30 pm

Event Name National Grange Annual Convention

I have read and I understand Visit Broken Arrow's Purpose Yes

I understand that submitting an application does not guarantee funding Yes

My event will generate a minimum of TWELVE(12) paid overnight accommodations in Broken Arrow per the \$500.00 funding requested Yes

I have read and I understand Visit Broken Arrow's Qualifying Applicants Statement Yes

I have read and I understand Visit Broken Arrow's Rebate Guidelines Yes

I have read and I understand Visit Broken Arrow's Eligible Expenses Yes

I have read and I understand Visit Broken Arrow's Ineligible Expenses Yes

Application Date (Today's Date) Feb 04, 2026

Name of applying organization National Grange

Address (no P.O. Boxes) 1616 H. Street, NW
Suite 300
Washington, DC 20006

Phone 15718824930

Email champ@nationalgrange.org

Event Contact Name	Chris Hamp
Name of Event	National Grange Annual Convention
Event Start Date/Time	Nov 06, 2026 12:00 AM
Event End Date/Start Time	Nov 15, 2026 12:00 PM
Event Location	Stoney Creek Hotel & Conference Center and Hilton Garden Inn
Does your event require a Special Events Permit?	Unsure
Total Event Budget Amount	\$169,000
Total Funding Amount Requested	\$40,000.00
Amount Applicant Will Apply Towards Event	\$40,000
How Will Rebate Funds Be Used?	To improve and enhance attendee experience through tours, speakers and workshops.
What Other Sources Of Funding Have Been Secured For Your Event?	\$45,600 is earmarked from savings from our operations budget, attendees will pay registration fees and we have outside sponsors who have pledged \$40,000. Please note the Broken Arrow grant is not included in the budget.
Event Location	Stoney Creek Hotel Event Center
Please attach a copy of your detailed event budget	https://www.formstack.com/admin/download/file/19225712967
I have read and I understand Visit Broken Arrow's Rebate Funding Information - rebates will be provided only on a reimbursable basis	Yes
Event Description	National Grange 160th Annual Convention
Is this event, in any way, a fundraiser for your organization?	No
Projected Attendance	400
Is this a new event?	No
If not, how many years has this event occurred?	159

Will your event generate any overnight accommodations? Yes

Hotel(s) for the event Hilton Garden Inn
Stoney Creek Hotel

Anticipated number of hotel room(s)/night(s) expected for the duration of the event, if applicable 960

Provide the Group Booking Code from each hotel property that you have reserved a block of rooms in Broken Arrow for your event. 17735 (Stoney Creek will handle reservations for both hotels)

I have read and I understand Visit Broken Arrow's host hotel requirement. Yes

I have read and I understand Visit Broken Arrow's post-event summary requirements. Yes

I have read and I understand all of Visit Broken Arrow's rebate application guidelines and requirements. Yes

2026 National Grange Convention Budget

	<u>Income</u>	<u>Expense</u>	
Convention Funds (Savings)	\$ 45,600.00		
Registrations	\$ 21,900.00		
Tour Sales			
Lodging Sales	\$ 35,000.00	\$ 35,000.00	
Banquet Sales	\$ 17,500.00	\$ 17,500.00	
Convention Expenses			
<u>Department</u>			
Member Engagement			
Tours	\$ 6,500.00	\$ 5,000.00	
Activity	\$ 2,500.00	\$ 2,500.00	
Speakers		\$ 5,000.00	
Operations		\$ 7,500.00	<i>Transportation</i>
Communications		\$ 4,500.00	<i>Printing</i>
Convention T, M & L		\$ 92,000.00	
Convention Sponsorship	\$ 40,000.00		
Total	\$ 169,000.00	\$ 169,000.00	



City of Broken Arrow

Request for Action

File #: 26-452, Version: 1

**Visit Broken Arrow
Meeting of: 04-14-2026**

Title:

Consideration, discussion, and possible approval of Senior Softball USA Oklahoma Championship rebate request in an amount not to exceed \$3,500

Background:

The Senior Softball USA softball tournament will be held June 11-14, 2026 and is expected to draw roughly 40 teams to Broken Arrow. There will be games played at both Challenger Sports Complex and Indian Springs Sports Complex. The youngest players will be in their 40s and oldest in their 70s or 80s. Many of the players bring their wives. Most players will be from out-of-state. This tournament has been held for at least 15 years in the Tulsa area and this will be the third time in Broken Arrow.

Projected attendance is roughly 600-850 including players, spouses, umpires and staff. support this inevitable growth.

Projected room nights between 250 and 600.

Cost: Not to Exceed \$3,500
Funding Source: Visit Broken Arrow
Requested By: Makala Barton, Tourism Manager
Approved By: City Manager's Office
Attachments: 2026 Grant Application

Recommendation:

Approve the Senior Softball USA Oklahoma Championship rebate request, pending the receipt of the post-event requirements as outlined in the Rebate Guidelines.



Form Name: Visit Broken Arrow Rebate Guidelines and Application
Submission Time: March 11, 2026 9:44 am

Event Name SSUSA Oklahoma Championship

I have read and I understand Visit Broken Arrow's Purpose Yes

I understand that submitting an application does not guarantee funding Yes

My event will generate a minimum of TWELVE(12) paid overnight accommodations in Broken Arrow per the \$500.00 funding requested Yes

I have read and I understand Visit Broken Arrow's Qualifying Applicants Statement Yes

I have read and I understand Visit Broken Arrow's Rebate Guidelines Yes

I have read and I understand Visit Broken Arrow's Eligible Expenses Yes

I have read and I understand Visit Broken Arrow's Ineligible Expenses Yes

Application Date (Today's Date) Feb 16, 2026

Name of applying organization Senior Softball USA (Donna McGuire as tournament director)

Address (no P.O. Boxes) 9823 Old Winery Place, Suite 12
Sacramento, CA 95827

Phone (816) 517-2903

Email donna@seniorsoftball.com

Event Contact Name	Donna McGuire
Name of Event	SSUSA Oklahoma Championships
Event Start Date/Time	Jun 11, 2026 08:00 AM
Event End Date/Start Time	Jun 14, 2026 06:00 PM
Event Location	Challenger Softball Complex and Indian Springs Sports Complex
Does your event require a Special Events Permit?	No
Total Event Budget Amount	\$21,370
Total Funding Amount Requested	\$3,500
Amount Applicant Will Apply Towards Event	\$3,500
How Will Rebate Funds Be Used?	Field rental costs with any excess funding used for hotel costs for umpires and staff
What Other Sources Of Funding Have Been Secured For Your Event?	Team entry fees
Event Location	Challenger Softball Complex and Indian Springs Softball Fields
Please attach a copy of your detailed event budget	https://www.formstack.com/admin/download/file/19263520251
I have read and I understand Visit Broken Arrow's Rebate Funding Information - rebates will be provided only on a reimbursable basis	Yes
Event Description	Senior Softball USA softball tournament, which is expected to draw roughly 40 teams to Broken Arrow. Youngest players will be in their 40s and oldest in their 70s or 80s. Many of the players bring their wives. Most players will be from out-of-state.
Is this event, in any way, a fundraiser for your organization?	No
Projected Attendance	Roughly 600 to 850, including players, spouses, umpires, staff.
Is this a new event?	No

If not, how many years has this event occurred?	At least 15 years in Tulsa area but only third time in Broken Arrow.
Will your event generate any overnight accommodations?	Yes
Hotel(s) for the event	Hampton Inn Hilton Garden Inn Holiday Inn Express Stoney Creek Hotel TownePlace Suites
Anticipated number of hotel room(s)/night(s) expected for the duration of the event, if applicable	Expect 450 to 600 room nights to be booked, though some players may choose to stay in Tulsa
Provide the Group Booking Code from each hotel property that you have reserved a block of rooms in Broken Arrow for your event.	Some are using the group name Senior Softball USA. Holiday Inn Express and TownePlace provided links that are very long. Tried pasting one here but could not get it all to fit.
I have read and I understand Visit Broken Arrow's host hotel requirement.	Yes
I have read and I understand Visit Broken Arrow's post-event summary requirements.	Yes
I have read and I understand all of Visit Broken Arrow's rebate application guidelines and requirements.	Yes



City of Broken Arrow

Request for Action

File #: 26-490, Version: 1

**Visit Broken Arrow
Meeting of: 04-14-2026**

Title:

Consideration, discussion, and possible approval of Battle of Broken Arrow - Taekwon-Do Tournament hotel rebate request in an amount not to exceed \$1,000

Background:

The 2026 World Taekwon-Do Alliance Regional Championships (to be held May 2, 2026) brings together competitors of all ages and skill levels from across the region to compete under official WTA rules and standards. Hosted by ITFA Taekwon-Do Oklahoma, all proceeds are shared between participating school owners and the World Taekwon-Do Alliance, the global organization responsible for developing programs and supporting Team USA athletes in international competition.

Projected attendance is roughly 400.

Projected room nights: 30.

Cost: Not to Exceed \$1,000
Funding Source: Visit Broken Arrow
Requested By: Makala Barton, Tourism Manager
Approved By: City Manager's Office
Attachments: 2026 Grant Application

Recommendation:

Approve the Battle of Broken Arrow - Taekwon-Do Tournament hotel rebate request, pending the receipt of the post-event requirements as outlined in the Rebate Guidelines.



Form Name: Visit Broken Arrow Rebate Guidelines and Application
Submission Time: March 20, 2026 3:54 pm

Event Name Battle of Broken Arrow - Taekwon-Do Tournament

I have read and I understand Visit Broken Arrow's Purpose Yes

I understand that submitting an application does not guarantee funding Yes

My event will generate a minimum of TWELVE(12) paid overnight accommodations in Broken Arrow per the \$500.00 funding requested Yes

I have read and I understand Visit Broken Arrow's Qualifying Applicants Statement Yes

I have read and I understand Visit Broken Arrow's Rebate Guidelines Yes

I have read and I understand Visit Broken Arrow's Eligible Expenses Yes

I have read and I understand Visit Broken Arrow's Ineligible Expenses Yes

Application Date (Today's Date) Mar 20, 2026

Name of applying organization ITFA Taekwon-Do LLC

Address (no P.O. Boxes) 732 W New Orleans St
Suite 136
Broken Arrow, OK 74011

Phone 14153238110

Email kmorrison@itfa.us

Event Contact Name	Kris Morrison
Name of Event	Battle of Broken Arrow - Taekwon-Do Tournament
Event Start Date/Time	May 02, 2026 08:00 AM
Event End Date/Start Time	May 02, 2026 05:00 PM
Event Location	Rhema Ninowski Recreation Center, 1367 East 71st St S, Broken Arrow, OK 74012
Does your event require a Special Events Permit?	No
Total Event Budget Amount	3300
Total Funding Amount Requested	1000
Amount Applicant Will Apply Towards Event	1000
How Will Rebate Funds Be Used?	To cover rental of the facility, insurance, medals.
What Other Sources Of Funding Have Been Secured For Your Event?	World Taekwon-Do Alliance Sponsorship, Private Funding
Event Location	Rhema Ninowski Recreation Center, 1367 East 71st St S, Broken Arrow, OK 74012
Please attach a copy of your detailed event budget	https://www.formstack.com/admin/download/file/19307493340
I have read and I understand Visit Broken Arrow's Rebate Funding Information - rebates will be provided only on a reimbursable basis	Yes
Event Description	ITFA Taekwon-Do Oklahoma - 2026 WTA Regional Championships May 2, 2026 Broken Arrow, Oklahoma The 2026 World Taekwon-Do Alliance Regional Championships brings together competitors of all ages and skill levels from across the region to compete under official WTA rules and standards. Hosted by ITFA Taekwon-Do Oklahoma, all proceeds are shared between participating school owners and the World Taekwon-Do Alliance - the global organization responsible for developing programs and supporting Team USA athletes in international competition. Your sponsorship invests in both the local martial arts community and American athletes on the world stage.

Is this event, in any way, a fundraiser for your organization?	Yes
If yes, please explain	Some funds may be used to support underprivileged Team USA athletes compete internationally
Projected Attendance	400
Is this a new event?	Yes
If not, how many years has this event occurred?	New event in Broken Arrow, but the World Taekwon-Do Alliance has hosted tournaments several years.
Will your event generate any overnight accommodations?	Yes
Hotel(s) for the event	Holiday Inn Express TownePlace Suites
Anticipated number of hotel room(s)/night(s) expected for the duration of the event, if applicable	30
Provide the Group Booking Code from each hotel property that you have reserved a block of rooms in Broken Arrow for your event.	World TaeKwon-Do Alliance Block for both e.g. ihg.com/holidayinnexpress/hotels/us/en/find-hotels/select-roomrate?fromRedirect=true&qSrt=sBR&qIta=99801505&icdv=99801505&qSIH=TULBA&qCID=01&qCiMy=042026&qCoD=03&qCoMy=042026&qGrpCd=TKD&setPMCookies=true&qSHBrC=EX&qDest=201%20N.%20Stone%20Wood%20Circle%2C%20Broken%20Arrow%2C%20OK%2C%20US&showApp=true&adjustMonth=false&sr_b_u=1
I have read and I understand Visit Broken Arrow's host hotel requirement.	Yes
I have read and I understand Visit Broken Arrow's post-event summary requirements.	Yes
I have read and I understand all of Visit Broken Arrow's rebate application guidelines and requirements.	Yes



City of Broken Arrow

Request for Action

File #: 26-503, Version: 1

**Visit Broken Arrow
Meeting of: 04-14-2026**

Title: **Consideration, discussion, and possible approval of an update to the hotel rebate guidelines**

Background:

There has been a request to discuss and potentially make an update to the current hotel rebate guidelines by adding a maximum award amount or 'not to exceed' amount. Currently, the hotel rebate is \$500 for every 12 hotel room nights with no cap. The average amount awarded is \$15,000, and the highest rebate request in recent years is \$40,000. Staff requests that the board discuss and decide if the guidelines should be updated to include a maximum rebate amount.

Cost: N/A
Funding Source: Visit Broken Arrow
Requested By: Makala Barton, Tourism Manager
Approved By: City Manager's Office
Attachments: N/A

Recommendation:

As directed by the Board



City of Broken Arrow

Request for Action

File #: 26-464, Version: 1

**Visit Broken Arrow
Meeting of: 04-14-2026**

Title:

Consideration, discussion, and possible approval of staff request to research and identify advanced data solutions to enhance tracking of visitation and economic impact in Broken Arrow

Background:

As Visit Broken Arrow continues to evolve alongside the rapid growth of Broken Arrow, it is increasingly important that we strengthen our ability to measure, analyze, and communicate the impact of tourism within our community.

With significant developments on the horizon, including the new Sunset Amphitheater, anticipated enhancements to our sports facilities, and continued growth in events and visitation, our organization must be equipped with the tools necessary to accurately track and report economic impact. These insights will be critical not only for internal strategy, but also for external accountability.

While we currently utilize Placer.ai for high-level visitation data, we have identified a need for more detailed, tourism-specific analytics. Additional tools would allow us to go beyond general foot traffic and better understand visitor behavior, event-specific impact, overnight stays, and direct economic contributions. This deeper level of insight is becoming essential as our destination grows in both size and complexity.

As stewards of hotel tax funding, we are entering a phase where we must more proactively defend and justify how these dollars are allocated. Having reliable, data-driven reporting on visitor activity, event performance, and venue utilization will allow us to:

- Better evaluate the return on investment of our programs and partnerships
- Inform strategic decisions on how and when hotel tax dollars are spent
- Strengthen transparency and credibility with stakeholders, leadership, and the public
- Position Visit Broken Arrow as a data-informed, forward-thinking destination organization

Staff is requesting approval to research and evaluate software platforms and vendors that specialize in tourism data tracking, economic impact analysis, and visitor insights. This process will include identifying best-fit solutions for our organization's size, goals, and budget.

Following this research, staff will present a recommended solution to the Board at a future meeting for formal consideration and approval prior to any implementation.

Cost: TBD, pending FY27 appropriations

Funding Source: Visit Broken Arrow

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: none

Recommendation:

Approve the request to research and identify advanced data solutions to enhance tracking of visitation and economic impact in Broken Arrow.



City of Broken Arrow

Request for Action

File #: 26-393, **Version:** 1

Visit Broken Arrow
Meeting of: 4-14-2026

Title:

Consideration, discussion, possible approval and appointments of four Visit Broken Arrow Board Members to serve on the Marketing RFP review committee

Background:

At the March 10, 2026 Visit Broken Arrow meeting, the Board approved the posting of an RFP for marketing services for FY27. Proposals will be accepted through April 30. At that time, a review committee will narrow down the submissions and make a recommendation to the full board. Staff is requesting that four VBA board members join the staff to form a full review committee.

Time commitment is approximately 2 hours of in-person meeting time to be determined at a reasonable time as determined by selected committee members. Staff may also request that there is time spent reviewing proposals independently at home before the in-person meeting.

Cost: \$0

Funding Source: None

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: None

Recommendation:

Appoint and approve four VBA Board members to serve on the RFP Review Committee



City of Broken Arrow

Request for Action

File #: 26-502, **Version:** 1

Visit Broken Arrow
Meeting of: 04-14-26

Title: Presentation and discussion of the Tourism Manager's Report

Background:
Staff will present the March 2026 Tourism Manager's Report

Cost: None

Funding Source: Visit Broken Arrow

Requested By: Makala Barton, Tourism Manager

Approved By: City Manager's Office

Attachments: Tourism Manager's Report March

Recommendation:
Informational only - no action required.

Visit Broken Arrow – Monthly Tourism Manager Report

Prepared by: Makala Barton, Tourism Manager

Reporting Period: March 2026

Presented to: Visit Broken Arrow Board of Directors

1. Budget Report

Significant Spending in February:

- VBA Spring Guide - \$938
- Chalk It Up grant - \$7,500
- Rose Festival/Kites Over BA grant - \$7,500
- Promotional items (key chains, water bottles, fans, etc.) \$3,811.37

Remaining Grant Funding for FY26: \$16,625 unencumbered (\$90,000 to start)

(Unencumbered remaining if both new rebate requests on agenda are awarded: \$12,125)

Remaining Film Incentive Funding for FY26: \$11628 unencumbered (\$100,000 to start)

2. Hotel/Motel Tax Collections

- March 2026 collection was \$61,601.87 **down** from \$64,272.95 in March 2025.
- Fiscal YTD is \$643,695.73 **up** from \$614,461.43 at the same time last year.

3. General Tourism Activity

- Makala attended BA Day at the Capitol
- New wedding mural installed on Rose District office windows

4. Upcoming Events:

- April 29 - Quarterly Hoteliers Meeting April 29
- April 21-26 – Tibetan Spaniel Conference
- May 2 – Fiesta De Mayo and Camp Bandage
- May 14-17 - Rooster Days
- May 13-15 - Annika Womens APT Golf

	Feb 25	Feb 26
Occupancy %	53.5%	55.4%
ADR	\$101.14	\$102.82
RevPAR	\$54.12	\$56.92

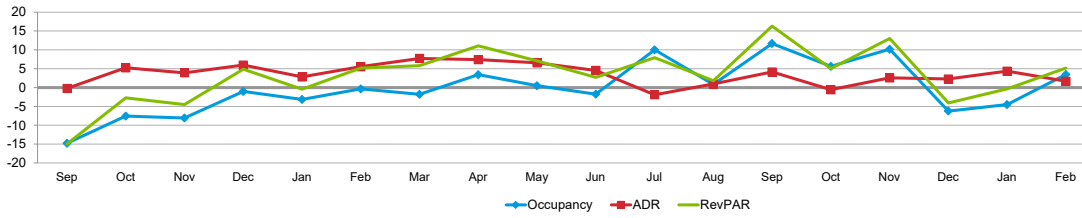
Occupancy Rate: The percentage of rooms that are actually sold. **Formula:** Occupancy Rate = Rooms Sold ÷ Total Rooms Available

ADR (Average Daily Rate): The average price paid for each occupied room.

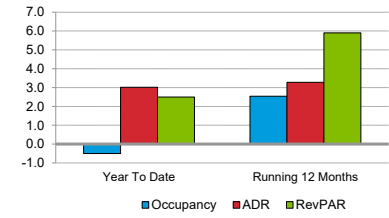
Formula: ADR = Total Room Revenue ÷ Number of Rooms Sold

RevPAR (Revenue Per Available Room): How much money a hotel makes per room, whether it's occupied or not. **Formula:** RevPAR = ADR × Occupancy Rate

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	53.6	59.6	54.7	47.4	47.5	53.5	58.7	60.0	60.1	63.8	65.5	60.4	59.8	63.0	60.3	44.5	45.4	55.4
Last Year	62.8	64.5	59.5	47.9	49.1	53.7	59.7	58.0	59.8	65.0	59.6	59.9	53.6	59.6	54.7	47.4	47.5	53.5
Percent Change	-14.8	-7.6	-8.1	-1.0	-3.2	-0.3	-1.8	3.4	0.5	-1.8	10.0	0.9	11.7	5.6	10.2	-6.2	-4.5	3.5

ADR	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	95.62	103.64	103.67	94.63	96.98	101.14	103.75	106.44	107.38	105.57	98.90	97.41	99.58	103.05	106.34	96.80	101.22	102.82
Last Year	95.83	98.47	99.77	89.30	94.30	95.83	96.30	99.10	100.76	100.97	100.82	96.48	95.62	103.64	103.67	94.63	96.98	101.14
Percent Change	-0.2	5.2	3.9	6.0	2.8	5.5	7.7	7.4	6.6	4.6	-1.9	1.0	4.1	-0.6	2.6	2.3	4.4	1.7

RevPAR	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	51.21	61.81	56.72	44.89	46.08	54.12	60.86	63.88	64.56	67.38	64.82	58.82	59.56	64.93	64.10	43.05	45.92	56.92
Last Year	60.22	63.54	59.39	42.80	46.28	51.46	57.51	57.52	60.29	65.59	60.06	57.76	51.21	61.81	56.72	44.89	46.08	54.12
Percent Change	-15.0	-2.7	-4.5	4.9	-0.4	5.2	5.8	11.1	7.1	2.7	7.9	1.8	16.3	5.0	13.0	-4.1	-0.4	5.2

Supply	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	34,320	35,464	34,320	35,464	35,464	32,032	35,464	34,320	35,464	34,320	35,464	35,464	34,320	35,464	34,320	38,068	35,464	32,032
Last Year	34,320	35,464	34,320	35,464	35,464	32,032	35,464	34,320	35,464	34,320	35,464	35,464	34,320	35,464	34,320	35,464	35,464	32,032
Percent Change	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	7.3	0.0	0.0

Demand	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	18,379	21,152	18,777	16,821	16,852	17,140	20,803	20,599	21,322	21,904	23,242	21,413	20,529	22,343	20,686	16,930	16,089	17,732
Last Year	21,567	22,884	20,430	16,996	17,404	17,200	21,181	19,920	21,218	22,295	21,125	21,232	18,379	21,152	18,777	16,821	16,852	17,140
Percent Change	-14.8	-7.6	-8.1	-1.0	-3.2	-0.3	-1.8	3.4	0.5	-1.8	10.0	0.9	11.7	5.6	10.2	0.6	-4.5	3.5

Revenue	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	1,757,440	2,192,158	1,946,638	1,591,839	1,634,261	1,733,462	2,158,253	2,192,486	2,289,574	2,312,339	2,298,633	2,085,936	2,044,188	2,302,543	2,199,767	1,638,815	1,628,494	1,823,251
Last Year	2,066,685	2,253,500	2,038,260	1,517,739	1,641,274	1,648,260	2,039,637	1,974,037	2,137,974	2,251,128	2,129,808	2,048,505	1,757,440	2,192,158	1,946,638	1,591,839	1,634,261	1,733,462
Percent Change	-15.0	-2.7	-4.5	4.9	-0.4	5.2	5.8	11.1	7.1	2.7	7.9	1.8	16.3	5.0	13.0	3.0	-0.4	5.2

Census %	2024				2025												2026	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Census Props	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	13	13
Census Rooms	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1144	1228	1144	1144
% Rooms Participants	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.0	91.6	91.0	91.0

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CITY OF BROKEN ARROW
HOTEL/MOTEL TAX RECEIPTS

		TAXABLE SALES	TAX RECEIVED
JULY	2025	\$2,190,483.81	\$86,988.24
AUGUST	2025	\$2,129,032.31	\$84,428.14
SEPTEMBER	2025	\$1,902,497.54	\$75,541.71
OCTOBER	2025	\$1,707,572.36	\$67,842.64
NOVEMBER	2025	\$1,972,449.94	\$78,339.07
DECEMBER	2025	\$1,883,087.16	\$74,771.38
JANUARY	2026	\$1,421,837.55	\$56,921.00
FEBRUARY	2026	\$1,441,923.72	\$57,261.68
MARCH	2026	\$1,572,597.22	\$61,601.87
APRIL	2026	\$0.00	\$0.00
MAY	2026	\$0.00	\$0.00
JUNE	2026	\$0.00	\$0.00
Year-to-Date		<u>16,221,481.61</u>	<u>643,695.73</u>
TOTAL 2025-2026		<u>\$16,221,481.61</u>	<u>\$643,695.73</u>

JULY	2024	\$2,037,920.90	\$80,895.91
AUGUST	2024	\$2,001,432.37	\$79,447.90
SEPTEMBER	2024	\$1,740,293.05	\$67,086.04
OCTOBER	2024	\$1,608,540.67	\$63,841.22
NOVEMBER	2024	\$1,928,111.38	\$76,548.85
DECEMBER	2024	\$1,803,009.57	\$71,609.23
JANUARY	2025	\$1,425,243.65	\$56,575.33
FEBRUARY	2025	\$1,364,764.43	\$54,184.00
MARCH	2025	\$1,622,979.66	\$64,272.95
APRIL	2025	\$2,017,785.46	\$80,120.53
MAY	2025	\$1,933,016.08	\$74,682.17
JUNE	2025	\$2,124,543.66	\$84,354.14
Year-to-Date		<u>15,532,295.68</u>	<u>614,461.43</u>
TOTAL 2024-2025		<u>\$21,607,640.88</u>	<u>\$853,618.27</u>

JULY	2023	\$2,405,092.26	\$95,480.03
AUGUST	2023	\$2,084,400.49	\$81,837.78
SEPTEMBER	2023	\$1,723,847.55	\$66,197.65
OCTOBER	2023	\$1,913,181.09	\$75,901.92
NOVEMBER	2023	\$2,038,587.63	\$80,926.62
DECEMBER	2023	\$1,845,229.17	\$73,246.71
JANUARY	2024	\$1,408,687.29	\$55,932.74
FEBRUARY	2024	\$1,527,847.26	\$60,661.39
MARCH	2024	\$1,575,132.25	\$62,535.50
APRIL	2024	\$1,933,393.64	\$76,753.42
MAY	2024	\$1,665,037.45	\$63,120.30
JUNE	2024	\$1,963,978.75	\$77,943.26
Year-to-Date		<u>16,522,004.99</u>	<u>652,720.34</u>
TOTAL 2023-2024		<u>\$22,084,414.83</u>	<u>\$870,537.32</u>

City of Broken Arrow
Hotel/Motel Tax Receipts

	<u>2025</u>	<u>2026</u>	Amount Increase (Decrease)	% Increase (Decrease)
January	\$ 56,575.33	\$ 56,921.00	\$ 345.67	0.61%
February	54,184.00	57,261.68	3,077.68	5.68%
March	64,272.95	61,601.87	(2,671.08)	-4.16%
April	80,120.53	-		0.00%
May	74,682.17	-		0.00%
June	84,354.14	-		0.00%
July	86,988.24	-		0.00%
August	84,428.14	-		0.00%
September	75,541.71	-		0.00%
October	67,842.64	-		0.00%
November	78,339.07	-		0.00%
December	74,771.38	-		0.00%
	\$ 175,032.28	\$ 175,784.55	\$ 752.27	0.43%
	<u>\$ 882,100.30</u>	<u>\$ 175,784.55</u>		

FY27	Type	Event Name	Date	Starting: \$90,000
pending	community event	Tuesdays In The Park	Jun-26	\$5,000.00
pending	hotel rebate	American Junior Golf Assn.	August 2-6, 2026	\$15,000.00
pending	hotel rebate	Christian Interpreters Conference	July 9-11 2026	\$12,500.00
pending	community event	Chalk It Up	September xx,2026	\$7,500.00
				\$40,000.00
				Remaining: \$50,000
				add pending \$50,000 from reserves
				\$100,000.00
anticipated	hotel rebate	Grange National Convention	Nov 9-14, 2026	\$40,000.00

FY26				Starting: \$90,000
PAID	community event	Tuesdays in the Park (2025 paid from fy26)		\$10,000.00
PAID	community event	Chalk It Up	Sept 19-20, 2025	\$7,500.00
PAID	community event	Rose Festival	Sept 19-20, 2025	\$7,500.00
PAID	community event	Beer&BBQ	Sept 19-20, 2025	\$1,000.00
PAID	hotel rebate	Wrestling	12/13/25	\$3,125.00
pending	hotel rebate	live like that hotel rebate	10/1/25	\$12,500.00
PAID	community event	Pow Wow	10/1/25	\$4,500.00
pending	hotel rebate	Annika Womens APT	May 13-15, 2026	\$15,000.00
pending	hotel rebate	flyover hotel rebate	4/1/26	\$12,250.00
				\$73,375.00

Remaining: \$16,625

anticipated	hotel rebate	Senior Slow Pitch-PENDING	June 11-14, 2026	\$3,500.00
anticipated	hotel rebate	Tae-Kwon-Do Tournament	2-May-26	\$1,000.00

anticipated	hotel rebate	MOKA - PENDING APP	5/1/26	
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