

Convention and Visitor's Commission of Monroe County

Public Meeting

Wednesday, March 22, 2023 at 12:00noon

Convention Center, 302 S College Ave., Bloomington, IN

HYBRID MEETING IN PERSON and VIA ZOOM for PUBLIC

The public's video feed will be turned off by the Technical Services Department meeting administrator.

- The public's video feed will be turned off by the Technical Services Department meeting administrator.
- The public will be able to listen and record.
- The public should raise their hand if they wish to speak during the public comment period.
- Below is the link for ZOOM Meeting Schedule of Monroe County Virtual Public Meetings for your convenience:

<https://monroecounty-in.zoom.us/j/86594768348?pwd=RzdRU2lsRStTL2o2MIU1SmdyYTgydz09>

Passcode: 046854

Webinar ID: 865 9476 8348

1. Call to Order
2. Minutes Review – December, 2022 minutes
3. Commission Financial Report & Monthly collections report – Dec, Jan, Feb
4. Claims approval
 - General Fund – Visit Blgn't - \$447,557.00
 - General Fund – M Roach - \$147.50
 - General Fund – DBI - \$91,142.00
 - Debt Fund - \$159,000
5. Convention Center Expansion update
6. Visit Bloomington report
7. Downtown Blgn't Inc. report
8. New business
9. Old Business
10. Adjournment

CONVENTION AND VISITORS COMMISSION

Hybrid: In person and virtual

Convention Center, 302 College Ave., Bloomington, IN

12:00 pm
December 2, 2022

Commission Members Present:

Mike Campbell, Kirby Brown and Peter Iversen

Staff Members Present:

CVB – Mike McAfee and Marcia Roach

DBI – Talisha Coppock and Jean Knaut

Guest: none

Commissioner Mike Campbell called the meeting to order at 12:00 p.m.

Approval of Minutes:

President Michael Campbell asked if everyone had a chance to review the September 21, 2022 meeting minutes and were there any questions. There were no questions or comments. Peter Iversen motioned to approve the minutes seconded by Kirby Brown.

Roll call to approve Sept. 21, 2022 minutes as presented: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

Financial Report:

President Mike Campbell reviewed the Oct, 2022 financial summary and monthly collections report noting that Octobers collections were the best October to date and that there were sufficient funds to cover the claims being presented today. Peter asked why the revenues were so high and Mike said that it's September's business and that business increase was due to more IU football home games. Kirby Brown commented that it was also due to higher room rates due to demand. Mike said not all revenues made the November cutoff date which should be reflected in December revenues and that the CVC was in great shape for the upcoming year.

Mike asked if there were any more questions or comments and there were none. Kirby Brown motioned to approve the financials seconded by Peter Iversen. Roll call to approve the financials as presented: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

New Business

Mike Campbell presented a resolution to transfer funds from the general fund (7304) to the Capital Improvement fund (4909) and Debt fund (4602).

He said this form was an auditor requirement and is done every year. He also said the amounts to be transferred were the same amounts as the previous year and were sufficient to cover claims in 2023. Mike asked if there were any questions or comments. Seeing none Kirby Brown motioned to approve the resolution seconded by Peter Iversen.

Roll call to approve the financials as presented: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

Mike presented the 3 year contract between the CVC and The Convention and Visitors Bureau. He said this contract used to be yearly but was changed 3 years ago to provide more stability with Visit Bloomington's efforts to promote tourism in Monroe County. Mike asked if there were any questions or comments. Seeing none, Kirby Brown motioned to approve the contract seconded by Peter Iversen. Roll call to approve the financials as presented: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

Mike presented the 3 year contract between the CVC and Downtown Bloomington Inc. (DBI). He said there was the same substantiation for the 3 year contract with DBI as Visit Bloomington. He asked if there were any questions or comments. Seeing none, Kirby Brown motioned to approve the contract seconded by Peter Iversen. Roll call to approve the financials as presented: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

Claims Approval:

General Fund:

\$447557.00 – VB 1st Qtr. 2023 operational funds. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by Peter Iversen. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

\$147.50 - Marcia Roach 4th Qtr. 2022 Prof fees. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by Peter Iversen. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

\$91142.00 – DBI 1st Qtr. 2023 operational funds. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by Peter Iversen. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

\$3880.00 – DBI incentive Mike said these were incentives paid out of the commissioner's line and were incentive to bring in 5 groups as explained in the exhibit. He then asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by Peter Iversen. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

Debt Fund:

\$159,000.00 -1st qtr. 2023 Regions Bank loan payment. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by Peter Iversen. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Peter Iversen-Yes

DBI Report

Talisha reported that current leases on the properties around the convention center had been renewed through 2024. She commented that the convention center contract with the county had an increase of 5% and that was to keep up with increased costs they are experiencing. Jean then reviewed 2023 sales. (Exhibit)

VB Report:

Mike McAfee reported he was in the midst of winter marketing and making appearances on WISH TV in Indianapolis and another appearance in Louisville. He said VB would be conducting a 3 year strategic plan update and that he hoped to get the CVC member participation. He hoped to conduct this in the first or second quarter of 2023. (Exhibit)

He also laid out community interest in promoting Bloomington as a music destination and felt that the resources to do so were abundant in Bloomington and is asking that the CVC designate \$100,000 to that effort. Mike Campbell commented that he looked forward to Mikes request presentation.

New Business:

none

Old Business:

Peter Iversen reported that the county commissioners created a CIB and the County Council voted to support this effort in their last meeting. He said the city council would be discussing this in their next meeting and hoped the city leadership would follow through. He said it was important that this effort involved the support of all four entities.

Public comments:

None

The meeting was adjourned at 1:15p.m.

Respectfully Submitted,

Marcia Roach
Acting Secretary

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.
Financial Summary
Monroe County Auditor's Office
December 30, 2022

GENERAL FUND STATUS

	Monthly	Y-T-D	Budget
2021 Carry-Over Balance	\$	1,581,067.18	

2022 Room Tax Receipts	\$ 309,286.94	\$ 3,564,485.49	
Less:		\$ -	
2022 Transfer to Debt Service Fund	\$ 43,000.00	\$ 516,000.00	\$ 516,000.00
2022 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$ 49,999.92	\$ 50,000.00
2022 Conv. & Visitors Bureau Claim Dist.	\$ -	\$ 1,704,979.00	\$ 1,704,979.00
2022 Commissioners Expense	\$ 3,880.00	\$ 15,881.00	\$ 75,000.00
2022 Auditing/Legal Fees/Prof.	\$ -	\$ 590.00	\$ 2,500.00
2022 Insurance	\$ -	\$ -	\$ -
2022 Maintenance	\$ -	\$ -	\$ -
2022 Downtown Bloomington Inc.	\$ -	\$ 347,208.00	\$ 347,208.00
Total Expenses	\$ 51,046.66	\$ 2,634,657.92	
CURRENT GENERAL FUND BALANCE	\$ 258,240.28	\$ 2,510,894.75	

CAPITAL IMPROVEMENT FUND

2021 Carry-Over Balance		\$ 184,671.56	
2022 Revenues	\$ 4,166.66	\$ 49,999.92	\$ 50,000.00
2022 Expenses	\$ -	\$ 6,030.00	\$ 100,000.00
CURRENT CAP IMP.FUND BALANCE	\$ 4,166.66	\$ 228,641.48	

CONVENTION CENTER DEBT FUND

2021 Carryover		\$ 270,563.69	
Income			
Innkeepers Tax	\$ 43,000.00	\$ 516,000.00	\$ 516,000.00
Net Rental Income	\$ 15,489.47	\$ 159,974.89	\$ 120,000.00
Total Income	\$ 58,489.47	\$ 675,974.89	\$ 636,000.00
Expenses			
Loan Payments	\$ 159,000.00	\$ 636,000.00	\$ 636,000.00
Micellaneous	\$ -	\$ -	
Total Expenses	\$ 159,000.00	\$ 636,000.00	\$ 636,000.00
CURRENT CONV. CTR DEBT FUND	\$ (100,510.53)	\$ 310,538.58	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.
Financial Summary
Monroe County Auditor's Office
January 31, 2023

GENERAL FUND STATUS

	Monthly	Y-T-D	Budget
2022 Carry-Over Balance	\$	2,510,894.75	

2023 Room Tax Receipts	\$ 251,199.02	\$ 251,199.02	
Less:		\$ -	
2023 Transfer to Debt Service Fund	\$ 43,000.00	\$ 43,000.00	\$ 516,000.00
2023 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$ 4,166.66	\$ 50,000.00
2023 Conv. & Visitors Bureau Claim Dist.	\$ 447,557.00	\$ 447,557.00	\$ 1,704,979.00
2023 Commissioners Expense	\$ -	\$ -	\$ 75,000.00
2023 Auditing/Legal Fees/Prof.	\$ 147.50	\$ 147.50	\$ 2,500.00
2023 Insurance	\$ -	\$ -	\$ -
2023 Maintenance	\$ -	\$ -	\$ -
2023 Downtown Bloomington Inc.	\$ 91,142.00	\$ 91,142.00	\$ 347,208.00
Total Expenses	\$ 586,013.16	\$ 586,013.16	
CURRENT GENERAL FUND BALANCE	\$ (334,814.14)	\$ 2,176,080.61	

CAPITAL IMPROVEMENT FUND

2022 Carry-Over Balance	\$	228,641.48	
2023 Revenues	\$ 4,166.66	\$ 4,166.66	\$ 50,000.00
2023 Expenses	\$ -	\$ -	\$ 100,000.00
CURRENT CAP IMP.FUND BALANCE	\$ 4,166.66	\$ 232,808.14	

CONVENTION CENTER DEBT FUND

2022 Carryover	\$	310,538.58	
Income			
Innkeepers Tax	\$ 43,000.00	\$ 43,000.00	\$ 516,000.00
Net Rental Income	\$ -	\$ -	\$ 120,000.00
Total Income	\$ 43,000.00	\$ 43,000.00	\$ 636,000.00
Expenses			
Loan Payments	\$ -	\$ 0.00	\$ 636,000.00
Micellaneous	\$ -	\$ -	
Total Expenses	\$ -	\$ -	\$ 636,000.00
CURRENT CONV. CTR DEBT FUND	\$ 43,000.00	\$ 353,538.58	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.

Financial Summary
Monroe County Auditor's Office
February 28, 2023

GENERAL FUND STATUS

	Monthly	Y-T-D	Budget
2022 Carry-Over Balance	\$	2,510,894.75	

2023 Room Tax Receipts	\$ 216,509.85	\$ 467,708.87	
Less:	\$	-	
2023 Transfer to Debt Service Fund	\$ 43,000.00	\$ 86,000.00	\$ 516,000.00
2023 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$ 8,333.32	\$ 50,000.00
2023 Conv. & Visitors Bureau Claim Dist.	\$ -	\$ 447,557.00	\$ 1,790,228.00
2023 Commissioners Expense	\$ -	\$ -	\$ 150,000.00
2023 Auditing/Legal Fees/Prof.	\$ -	\$ 147.50	\$ 2,500.00
2023 Insurance	\$ -	\$ -	\$ -
2023 Maintenance	\$ -	\$ -	\$ -
2023 Downtown Bloomington Inc.	\$ -	\$ 91,142.00	\$ 364,568.40
Total Expenses	\$ 47,166.66	\$ 633,179.82	
CURRENT GENERAL FUND BALANCE	\$ 169,343.19	\$ 2,345,423.80	

CAPITAL IMPROVEMENT FUND

2022 Carry-Over Balance	\$	228,641.48	
2023 Revenues	\$ 4,166.66	\$ 8,333.32	\$ 50,000.00
2023 Expenses	\$ -	\$ -	\$ 100,000.00
CURRENT CAP IMP.FUND BALANCE	\$ 4,166.66	\$ 236,974.80	

CONVENTION CENTER DEBT FUND

2022 Carryover	\$	310,538.58	
Income			
Innkeepers Tax	\$ 43,000.00	\$ 86,000.00	\$ 516,000.00
Net Rental Income	\$ 3,384.03	\$ 3,384.03	\$ 120,000.00
Total Income	\$ 46,384.03	\$ 89,384.03	\$ 636,000.00
Expenses			
Loan Payments	\$ -	\$ 0.00	\$ 636,000.00
Micellaneous	\$ -	\$ -	
Total Expenses	\$ -	\$ -	\$ 636,000.00
CURRENT CONV. CTR DEBT FUND	\$ 46,384.03	\$ 399,922.61	

BLOOMINGTON/MONROE COUNTY, INDIANA - ROOM TAX RECEIPTS

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
January	\$109,771.81	\$165,438.58	\$159,767.29	\$207,588.43	\$121,488.43	\$105,704.44	\$198,154.14	\$251,199.02
February	\$131,276.44	\$117,813.11	\$119,782.45	\$135,795.31	\$168,802.23	\$83,601.33	\$103,195.03	\$216,509.85
March	\$148,976.20	\$196,508.03	\$185,823.93	\$179,149.61	\$227,850.92	\$140,641.26	\$244,969.47	\$0.00
April	\$200,223.74	\$184,197.56	\$165,439.41	\$219,725.05	\$122,870.19	\$146,743.26	\$236,827.34	\$0.00
May	\$204,684.03	\$195,208.17	\$233,711.22	\$185,625.86	\$56,671.07	\$174,457.18	\$301,273.92	\$0.00
June	\$254,889.45	\$272,995.68	\$291,816.10	\$288,525.41	\$48,541.44	\$281,008.90	\$412,915.79	\$0.00
July	\$224,948.98	\$223,501.08	\$237,716.06	\$258,384.12	\$105,223.52	\$208,117.26	\$304,380.60	\$0.00
August	\$243,021.31	\$283,422.49	\$239,968.30	\$215,724.12	\$131,733.14	\$198,622.43	\$356,232.10	\$0.00
September	\$283,533.46	\$301,396.30	\$306,264.54	\$296,945.75	\$223,531.17	\$382,923.26	\$344,564.13	\$0.00
October	\$257,842.29	\$272,865.78	\$303,323.96	\$315,091.95	\$173,999.97	\$352,178.44	\$463,608.03	\$0.00
November	\$289,664.08	\$266,703.34	\$241,513.05	\$212,171.19	\$132,546.23	\$330,971.93	\$289,078.00	\$0.00
December	\$149,928.22	\$144,788.90	\$216,032.27	\$328,209.65	\$113,555.53	\$271,374.55	\$309,286.94	\$0.00
TOTALS	<u>\$2,498,760.01</u>	<u>\$2,624,839.02</u>	<u>\$2,701,158.58</u>	<u>\$2,842,936.45</u>	<u>\$1,626,813.84</u>	<u>\$2,676,344.24</u>	<u>\$3,564,485.49</u>	<u>\$467,708.87</u>

Prior Year-to-Date \$301,349.17

% Change from Prior Year-To-Date 0.55

Conv. & Visitor Bureau

349

Monroe County Auditor

Invoice

Sold To:

Invoice Date
3/13/23

Customer ID:
TRE

TOTAL	447,557.00
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Check/Credit Memo N

Monroe County Auditor

Marcia Roach
3975 S. Bushmill Drive
Bloomington, IN 47403

Invoice No. CVC 2023-2

INVOICE

Customer

Name Convention and Visitors Commission
Address _____
City _____ State _____ ZIP _____
Phone _____

Date 3/22/2023
PO No. 11152

Qty	Description		TOTAL
1	1st Qtr - Professional Services	\$147.50	\$147.50
SubTotal			\$147.50
Shipping & Handling			\$0.00
Taxes			
TOTAL			\$147.50

Payment Details

○
○
○

Office Use Only

Vendor # 11151 TID:304-60-3214

Thank You

Department Name: Convention Visit. Com

1. *Journal of the American Medical Association*, 1997; 278: 1029-1033.

494

Invoice Number	Invoice Date	DETAILED Description (Invoice & Packing Slip Must be Attached)	Fund-Account-Location	Qty	Unit Price	Total
DBI022023	3/13/2023	Convention Services	1127.38129.000.0000	1	\$91,142.00	\$91,142.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
					TOTAL:	\$91,142.00

File Stamp

Title

Grant Administrator Signature

Date: _____
Monroe County Auditor

Department Name: Convention Center

Warrant Number: _____

P.O. Number:

Claim Number: _____

Vendor Number: 10908

Invoice Number	Invoice Date	DETAILED Description (Invoice & Packing Slip Must be Attached)	Fund-Account-Location	Qty	Unit Price	Total
R420217626	2/16/2023	Loan Payment	4602-32777-0000	1	\$159,000.00	\$159,000.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
					TOTAL:	\$159,000.00

File Stamp

Title

Grant Administrator Signature

Monroe County Auditor



INVOICE

8182 Maryland Avenue, 12th Floor
Clayton, MO 63105
Phone (314) 615-3588

Date: February 16, 2023
Relationship Consultant: Kerry A. McFarland
Bond Issue #: 7626 & 7628
Addvantage Account: 5480005610
Invoice #: R420217626

Monroe County Convention Center
Ms. Talisha Coppock
302 South College Avenue
Bloomington, Indiana 47403

Email to:
tcoppock@bloomingtonconvention.com

**Re: Monroe County Convention Center Building Corporation Taxable
First Mortgage Note of 2016, Series A & B**

Quarterly Installment of Rent Due: April 1, 2023

DESCRIPTION	AMOUNT
Quarterly Installment of Rent Due for BI #7626 & 7628	\$159,000.00
TOTAL	\$ 159,000.00

If you intend to transfer Federal Funds VIA Federal Reserve Bank Wire Transfer System, please direct your transfer using the instructions shown below no later than one (1) Business day prior to due date:

Wells Fargo Bank
ABA #121000248
Credit: SEI PRIVATE TR CO ACF REGIONS
A/C#: 2020050839788
F/F/C: CID5480005610 - Monroe County Convention Center 2016A/B
Attn: Kerry A. McFarland, 314-615-3588

If you intend to transfer Funds via ACH, please direct your transfer to the instructions shown below no later than three business days prior to payment date:

Wells Fargo Bank
ABA #026012881
FOR CREDIT TO: A/C #2020050839788, SEI Private TR CO ACF Regions Bank
F/F/C: CID5480005610 - Monroe County Convention Center 2016A/B
Attn: Kerry A. McFarland, 314-615-3588

If you intend to pay by check, it must arrive in our office no less than five (5) Business days prior to due date:

Regions Bank
Attn: Corporate Trust Services
8182 Maryland Avenue, 12th Floor
Clayton, MO 63105

For questions, please contact Kerry McFarland at (314) 615-3588