



**Lodging Tax Advisory Committee Agenda**

**October 23, 2025 at 2:00 PM**

**City Hall Cascade Conference Room - 210 W 6th Ave**

This meeting is subject to Washington State's Open Public Meetings Act, RCW 42.30.

- 
1. Call to Order
  2. Meeting Minutes: October 24, 2024
  3. LTAC Overview and Financial Report
  4. Applications For Consideration
  5. Adjourn

The City of Kennewick welcomes full participation in public meetings by all citizens. No individual with a disability shall be excluded or denied the benefit of participating in such meetings. If you require assistance to participate, contact Krystal Townsend at 509-585-4273 or email [ClerkInfo@ci.kennewick.wa.us](mailto:ClerkInfo@ci.kennewick.wa.us). Please provide twenty-four (24) hour advance notice for additional arrangements to reasonably accommodate special needs.

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                 |                  |
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| <b>LTAC Agenda<br/>Coversheet</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Item Number:</b> 2. <b>Date:</b> 10/23/2025                                                                                  | <b>Category:</b> |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>Item Type:</b> General Business Item<br><b>Subject:</b> Meeting Minutes: October 24, 2024<br><b>Department:</b> City Manager |                  |
| <p><b><u>Summary</u></b></p> <p>The City Clerk has prepared summary minutes for consideration. Given that a year passes between meetings, the minutes were originally prepared, distributed, and posted to the public meeting portal for review on October 28, 2024. Since their posting/distribution, no one has requested corrections or revisions to the minutes.</p> <p>A common question arises regarding the appropriateness of members not present at a meeting voting to approve its minutes.</p> <p>The answer is, "board members legally may approve minutes from meetings that occurred before their election. They should do so unless they possess specific, reliable information indicating inaccuracies." This conclusion stems from the legal understanding that a local government is viewed as a continuous entity, despite changes in its governing board. (<b>Source:</b> <a href="https://canons.sog.unc.edu/2014/02/approving-minutes-of-meetings-you-didnt-attend/">https://canons.sog.unc.edu/2014/02/approving-minutes-of-meetings-you-didnt-attend/</a> Coates' Canons NC Local Government Law, UNC School of Government).</p> <p>The minutes submitted for approval accurately reflect the meeting's date, time, location, and the members in attendance. Additionally, the minutes outline actions taken, which were subsequently presented to the Kennewick City Council on December 3, 2024. Therefore, the City Clerk's Office believes the minutes are accurate as presented.</p> <p>The City Clerk recommends that the Lodging Tax Advisory Board make a motion to approve the minutes as they are. If factual errors are identified, a motion should be made to amend the minutes accordingly and approve the minutes as amended.</p> |                                                                                                                                 |                  |
| <p><b><u>Attachments:</u></b></p> <p>1. Draft Minutes</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                 |                  |

**CITY OF KENNEWICK  
LODGING TAX ADVISORY COMMITTEE MEETING  
CASCADE CONFERENCE ROOM – CITY HALL  
October 24, 2024**

**Lodging Tax Advisory Committee Members Present:**

**Jim Millbauer**, *Chair, Councilmember*  
**Corey Pearson**, *Member*

**Gretchen Guerrero**, *Member*  
**Mike Brown**, *Member*

**City Staff Present:**

**Lisa Beaton**, *Deputy City Manager*  
**Jessica Platt**, *Finance Director*

**Krystal Townsend**, *City Clerk*

1. **CALL TO ORDER:** Councilmember Millbauer called the meeting to order at 2:01 p.m. Ms. Townsend conducted a roll call and announced all members were present with the exception of Gabi Lopez Guerrero who had given notice she would likely not attend; a quorum was established.

**VISITORS/PUBLIC COMMENT:** None present.

2. **MEETING MINUTES - OCTOBER 5, 2023**

|                    |                                                          |
|--------------------|----------------------------------------------------------|
| <b>MOTION:</b>     | Corey Pearson moved to approve the minutes as presented. |
| <b>SECOND:</b>     | Gretchen Guerrero                                        |
| <b>DISCUSSION:</b> | None.                                                    |
| <b>VOTE:</b>       | <b>The motion passed unanimously (4-0).</b>              |

3. **LTAC OVERVIEW AND FINANCIAL REPORT:** Ms. Townsend explained the financial report did not accurately reflect the amounts requested on the application. Ms. Townsend distributed a corrected expenditures calculation and described several corrections.

First, the \$400,000 listed for the Toyota Center Operations request should have been \$450,000 as requested in the application.

Next, the Toyota Center submitted an application for \$172,000 distributed in the packet as item 5 - Kennewick – Toyota Center & Arena – Supplemental; this was unlisted in the report and coversheet narrative.

Finally, the Washington State Golf Association event was included in the financial memo, but not the financial history report.

Together, these changes represent \$232,000 more than described in the original Lodging Tax Fund Financial History Report.

Ms. Townsend advised the financial report and staff memo are non-binding and that members should rely only upon the applications submitted.

Ms. Platt provided a detailed report of the expenditures from the last funding cycle together with 2025 anticipated revenue and estimated ending fund balances/reserves. She affirmed the estimated ending reserve balance exceeds the minimum amount required by law. No action was required or requested.

4. **APPLICATIONS FOR CONSIDERATION:** Ms. Townsend explained the application deadline was revised to provide three additional days to ensure no applications were sent to an inactive email address or desk. The revised date was advertised on the website. Ms. Townsend affirmed all applications were submitted on or before the revised deadline and stated state law requires 45 days between submission of applications to the LTAC members and final Council action. She explained Council would take action on December 3, 2024; 48 days after LTAC members received the meeting packet and applications.

LTAC members asked if it is a conflict of interest for applicants to vote on their own applications. Ms. Townsend stated the committee is established by state law and requires the appointment of two people from the hotel/motel industry and two from eligible recipients. All members are eligible to vote on the recommendation; City Council makes the final determination. Ms. Beaton concurred.

LTAC members reviewed the applications and took the following action:

**APPLICATION #1 – Washington State Golf Association - \$10,000**

|                    |                                                                                                                          |
|--------------------|--------------------------------------------------------------------------------------------------------------------------|
| <b>MOTION:</b>     | Mike Brown moved to approve the funding application for the Washington State Golf Association in the amount of \$10,000. |
| <b>SECOND:</b>     | Corey Pearson.                                                                                                           |
| <b>DISCUSSION:</b> | Members briefly discussed the number of attendees versus the LTAC funds requested.                                       |
| <b>VOTE:</b>       | <b>The motion passed unanimously (4-0).</b>                                                                              |

**APPLICATION #2 – City of Kennewick - Southridge Sports Complex - \$20,256**

|                    |                                                                                                                  |
|--------------------|------------------------------------------------------------------------------------------------------------------|
| <b>MOTION:</b>     | Mike Brown moved to approve the funding application for the Southridge Sports Complex in the amount of \$20,256. |
| <b>SECOND:</b>     | Corey Pearson.                                                                                                   |
| <b>DISCUSSION:</b> | Members spoke in support of the application and improvements to the complex.                                     |
| <b>VOTE:</b>       | <b>The motion passed unanimously (4-0).</b>                                                                      |

**APPLICATION #3 – Visit Tri-Cities - \$299,000**

|                    |                                                                                                      |
|--------------------|------------------------------------------------------------------------------------------------------|
| <b>MOTION:</b>     | Mike Brown moved to approve the funding application for Visit Tri-Cities in the amount of \$299,000. |
| <b>SECOND:</b>     | Corey Pearson.                                                                                       |
| <b>DISCUSSION:</b> | None.                                                                                                |
| <b>VOTE:</b>       | <b>The motion passed unanimously (4-0).</b>                                                          |

After the vote, members inquired whether the LTAC award or the contract language controlled if additional funds are required. Ms. Beaton will research the matter if the situation arises and provide a recommendation.

**DRAFT VERSION FOR FUTURE CONSIDERATION**

**APPLICATION #4 – City of Kennewick – Toyota Center - \$800,000**

|                    |                                                                                                                                  |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------|
| <b>MOTION:</b>     | Mike Brown moved to approve the funding application for the Toyota Center in the amount of \$800,000.                            |
| <b>SECOND:</b>     | Gretchen Guerrero.                                                                                                               |
| <b>DISCUSSION:</b> | Members asked Mr. Pearson clarifying questions about the capital projects; Mr. Pearson described several necessary improvements. |
| <b>VOTE:</b>       | <b>The motion passed unanimously (4-0).</b>                                                                                      |

**APPLICATION #5 – City of Kennewick – Toyota Center - \$172,000**

|                    |                                                                                                       |
|--------------------|-------------------------------------------------------------------------------------------------------|
| <b>MOTION:</b>     | Mike Brown moved to approve the funding application for the Toyota Center in the amount of \$172,000. |
| <b>SECOND:</b>     | Gretchen Guerrero.                                                                                    |
| <b>DISCUSSION:</b> | None.                                                                                                 |
| <b>VOTE:</b>       | The motion passed unanimously (4-0).                                                                  |

5. **ADJOURNMENT:** There being no further business, Councilmember Millbauer concluded the meeting at 2:26 p.m.

**DRAFT**

Krystal Johnston, CMC, CPRO  
City Clerk

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                       |                                                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|
| <b>LTAC Agenda<br/>Coversheet</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <b>Item Number:</b> 3.<br><b>Item Type:</b> General Business Item<br><b>Subject:</b> LTAC Overview and Financial Report<br><b>Department:</b> Finance | <b>Date:</b> 10/23/2025<br><b>Category:</b> Info Only |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                       |                                                       |
| <b><u>Recommendation</u></b><br><br>The Lodging Tax Advisory Committee is tasked with evaluating and providing recommendations to the Kennewick City Council regarding proposals that involve the use of the City's hotel/motel tax for the upcoming year (2026). Additionally, the City is nearing the completion of the first year of the 2025/2026 biennial budget and aims to discuss projections for the remainder of the biennium with the committee. This meeting acts as the annual review of the Lodging Tax Fund.<br><br>Included for the Board's review is an overview of the LTAC's purpose, authority, and mission, along with a financial report. |                                                                                                                                                       |                                                       |
| <b><u>Attachments:</u></b><br>1. Memo<br>2. Fund Financial History                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                       |                                                       |



## **MEMORANDUM**

**TO:** Lodging Tax Advisory Committee

**DATE:** October 14, 2025

**FROM:** Jessica Platt, Finance Director

**SUBJECT: 2025 Lodging Tax Advisory Committee Meeting**

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The Committee's role is to review and make a recommendation to the Kennewick City Council on proposals involving the use of the City's hotel/motel tax for the upcoming year (2026). The City is also nearing the completion of the first year of the 2025/2026 biennial budget and would like to review projections for the remainder of the biennium with the committee. This meeting serves as the annual review of the Lodging Tax Fund.

### ***History:***

The City of Kennewick imposes a 4% lodging tax rate on all lodging charges, which is the maximum tax rate allowed under state law. The City's lodging tax rate of 4% consists of a "basic" 2% rate that was implemented in 1974 and an "additional tax" 2% rate that was implemented in 1998. The basic 2% rate is credited against the regular state sales tax, which is also imposed on lodging charges. Therefore, the total amount of tax paid by the consumer was not increased with this portion of the tax. Jurisdictions are also allowed to implement the additional tax rate as long as the total tax on lodging does not exceed 12%. In addition, the legislation that authorized the additional 2% tax rate also provided for the creation of a Lodging Tax Advisory Committee, which was created by the City in 1997 and meets annually.

Since their inception, lodging tax laws have gone through several legislative revisions. Most recently, the laws changed to expand the permissible uses of lodging tax revenues to include expenditures for operations of tourism facilities and special events. This legislation also expanded reporting requirements for jurisdictions that impose a lodging tax and included additional requirements for organizations applying to use lodging tax proceeds. Finally, the role of the Lodging Tax Advisory Committee was expanded to include the responsibility of making a formal recommendation to the governing body of the organization it represents on the use of lodging tax proceeds each year.

### ***Use of Tax:***

Hotel/motel (lodging) tax revenues are restricted for tourism promotion and acquisition and/or operations and maintenance of tourism-related facilities. Tourism-related facilities include stadiums, convention centers, cultural and performing arts facilities owned by cities.

Lodging tax receipts for 2024 totaled \$1,566,190, which represented a 10% increase when compared to 2023. Thus far in 2025, lodging tax receipts have increased 10% when compared to 2024, which again appears to be attributable to rising room rental rates, rather than an overall increase in

occupancy. Looking forward, the forecast for revenue growth in 2026 is more conservative at 2%, based on an assumption that travel activity will remain relatively flat.

Expenditure projections for 2026 reflect the following applications for lodging tax funding:

|                                                                                                 |             |
|-------------------------------------------------------------------------------------------------|-------------|
| <b>Bass Angler Magazine (BAM) Pro Tour</b><br><i>BAM Super 60 Pro Tour Stop #3 – Tri-Cities</i> | \$20,000    |
| <b>District 19 Bridge League</b><br><i>Bridge Tournament</i>                                    | \$10,000    |
| <b>City of Pasco</b><br><i>FIFA Fan Zone</i>                                                    | \$7,000     |
| <b>City of Pasco</b><br><i>Soccer Fence</i>                                                     | \$20,000    |
| <b>Lakeside Gem &amp; Mineral Club</b><br><i>Annual rock and gem show</i>                       | \$2,600     |
| <b>Tri-City Quilters Guild</b><br><i>Annual quilt show</i>                                      | \$6,000     |
| <b>Tri-Cities Visitor Convention Bureau (Visit Tri-Cities)</b><br><i>Tourism promotion</i>      | \$352,328   |
| <b>Toyota Center and Arena</b><br><i>Operation Subsidy &amp; Capital Improvements</i>           | \$950,000   |
| <b>Toyota Center and Arena</b><br><i>Supplemental</i>                                           | \$162,900   |
| <b>Emerald Spark Events</b><br><i>Clover Island concert series</i>                              | \$25,000    |
| <b>Three Rivers Convention Center</b><br><i>TRCC Expansion</i>                                  | \$1,600,000 |

Based on forecasted lodging tax revenue and requested expenditures, the ending reserve for the Lodging Tax Fund would decrease from an estimated \$2,259,792 in 2025 to \$865,964 at the conclusion of 2026. The Committee's policy is to maintain a reserve balance in the Lodging Tax Fund equal to 15% of projected hotel/motel tax revenue. For 2026, this would be \$256,800.

**Attachment:**

1. Lodging Tax Fund Financial History



# **LODGING TAX FUND** *Financial History*

|                                                       |            |            |              |              | Original     | Revised      | Biennial Projection |                          |              |
|-------------------------------------------------------|------------|------------|--------------|--------------|--------------|--------------|---------------------|--------------------------|--------------|
|                                                       | 2021       | 2022       | 2023         | 2024         | 2025         | 2025         | 2025                | 2026 - Includes Requests | Total        |
| <b>REVENUES</b>                                       |            |            |              |              |              |              |                     |                          |              |
| Basic Lodging Tax                                     | \$ 506,450 | \$ 665,927 | \$ 714,348   | \$ 783,095   | \$ 754,000   | \$ 839,384   | \$ 839,384          | \$ 856,000               | \$ 1,695,384 |
| Add'l 2% Lodging Tax                                  | 502,862    | 672,025    | 714,099      | 783,095      | 754,000      | 839,384      | 839,384             | 856,000                  | 1,695,384    |
| Subtotal Taxes:                                       | 1,009,312  | 1,337,952  | 1,428,447    | 1,566,190    | 1,508,000    | 1,678,767    | 1,678,767           | 1,712,000                | 3,390,767    |
| Tourism Promotion Area (Pass-Thru)                    | 774,985    | 954,744    | 941,022      | 963,487      | 887,000      | 1,003,528    | 1,003,528           | 1,023,599                | 2,027,127    |
| Interest on Investments                               | 816        | 9,574      | 43,303       | 69,766       | 75,000       | 60,000       | 60,000              | 50,000                   | 110,000      |
| Total Revenues                                        | 1,785,113  | 2,302,270  | 2,412,772    | 2,599,442    | 2,470,000    | 2,742,295    | 2,742,295           | 2,785,599                | 5,527,894    |
| <b>EXPENDITURES</b>                                   |            |            |              |              |              |              |                     |                          |              |
| T/C Visitor Convention Bureau                         | 264,840    | 261,948    | 271,668      | 283,875      | 299,000      | 299,000      | 299,000             | 352,328                  | 651,328      |
| Southridge Sports & Events Complex Improvements       | 10,000     | 19,000     | -            | 18,316       | 20,256       | 18,271       | 18,271              | -                        | 18,271       |
| Tourism Promotion Area (Pass-Thru)                    | 774,985    | 954,744    | 865,914      | 1,038,594    | 887,000      | 1,003,528    | 1,003,528           | 1,023,599                | 2,027,127    |
| Toyota Center: Operating Subsidy                      | 320,000    | 320,000    | 320,000      | 400,000      | 450,000      | 450,000      | 450,000             | 600,000                  | 1,050,000    |
| Toyota Center: Capital Improvements                   | 24,280     | 451,630    | 359,279      | 340,721      | 350,000      | 350,000      | 350,000             | 350,000                  | 700,000      |
| Toyota Center: Cash Flow Deficit                      | -          | -          | -            | -            | 172,000      | 172,000      | 172,000             | 162,900                  | 334,900      |
| Washington Golf Association - Event                   | -          | -          | -            | -            | 10,000       | 10,000       | 10,000              | -                        | 10,000       |
| Three Rivers Convention Center Expansion Debt Service |            |            |              |              |              |              |                     | 1,600,000                | 1,600,000    |
| Emerald Spark Events                                  |            |            |              |              |              |              |                     | 25,000                   | 25,000       |
| Bridge League                                         |            |            |              |              |              |              |                     | 10,000                   | 10,000       |
| City of Pasco - FIFA Fan Zone                         |            |            |              |              |              |              |                     | 7,000                    | 7,000        |
| City of Pasco - Soccer Fence                          |            |            |              |              |              |              |                     | 20,000                   | 20,000       |
| Bass Angler Magazine                                  |            |            |              |              |              |              |                     | 20,000                   | 20,000       |
| Tri-City Quilters Guild                               |            |            |              |              |              |              |                     | 6,000                    | 6,000        |
| Lakeside Gem & Mineral Club                           |            |            |              |              |              |              |                     | 2,600                    | 2,600        |
| Total Expenditures                                    | 1,394,105  | 2,007,322  | 1,816,861    | 2,081,506    | 2,188,256    | 2,302,799    | 2,302,799           | 4,179,427                | 6,482,226    |
| Net Income (Loss)                                     | 391,008    | 294,948    | 595,911      | 517,936      | 281,744      | 439,496      | 439,496             | (1,393,828)              | (954,332)    |
| Beginning Fund Balance, Jan 1                         | 20,493     | 411,501    | 706,449      | 1,302,360    | 1,653,287    | 1,820,296    | 1,820,296           | 2,259,792                | 1,820,296    |
| Ending Fund Balance, Dec 31                           | \$ 411,501 | \$ 706,449 | \$ 1,302,360 | \$ 1,820,296 | \$ 1,935,031 | \$ 2,259,792 | \$ 2,259,792        | \$ 865,964               | \$ 865,964   |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                |                            |                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|----------------------------|------------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                |                            |                                                      |
| <b>Organization/Individual</b> <input type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input checked="" type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                            |                                                |                            |                                                      |
| <b>Name</b> Bass Angler Magazine (BAM) Pro Tour                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                |                            |                                                      |
| <b>Address</b> 1285 Stratford Avenue G299                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                |                            |                                                      |
| <b>City</b> Dixon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <b>State</b> Ca                                | <b>Zip</b> 95620           | <b>Email</b> beau@bassmag.com                        |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                |                            |                                                      |
| <b>Name</b> Beau Raymond Fletcher                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                |                            |                                                      |
| <b>Title</b> Community Development Advisor                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                |                            | <b>Phone</b> 503-957-9559                            |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                |                            |                                                      |
| <b>Title and brief description of project:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                |                            |                                                      |
| BAM Super 60 Pro Tour Stop #3 – Tri-Cities (Kennewick/Columbia Point)<br><br>This is a nationally televised invitational professional bass fishing tournament featuring a guaranteed 70-angler field—the best in the West. The event showcases the Columbia River fishery and Tri-Cities region to a multi-state audience, with multiple livestreams and a nationally broadcast recap program. The Super 60 format ensures 100% angler participation, delivering predictable tourism ROI while also providing community engagement through a public expo where all pro anglers and boats will be on display. |                                                |                            |                                                      |
| <b>Geographic area served by this project</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                |                            | <b>Number of people served by this project:</b> 120+ |
| Western U.S., including WA, OR, CA, AZ, NV, ID, and MT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                |                            |                                                      |
| <b>2026</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Amount requested from City of Kennewick</b> | <b>Total project cost:</b> | <b>Date of project:</b>                              |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$ \$20,000                                    | \$ \$30,000                | From 7/23/26 to 7/26/26                              |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                                              | Amount   |
|-----------------------------------------------------|----------|
| BAM Sponsors in-kind media and organizational spend | \$10,000 |
|                                                     |          |
|                                                     |          |
|                                                     |          |
|                                                     |          |

List any other sources of funding you have applied for:

| Source           | Amount  | Status |
|------------------|---------|--------|
| Visit Tri-Cities | Unknown |        |
|                  |         |        |
|                  |         |        |
|                  |         |        |

**Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.**

Target audience includes competitive anglers and families traveling from Oregon, California, Arizona, Nevada, Idaho, Montana, and western Washington. Marketing efforts will specifically target audiences 50+ miles away in Spokane, Portland, Boise, Seattle, and Northern California. LTAC funds will be used for out-of-area digital and streaming media campaigns, PR, and live production that directly promote overnight tourism in Tri-Cities.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates*. The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 70; and outside the City of Kennewick 12. How did you calculate these numbers?

Of the 410+ room nights generated, 120–160 are expected in Kennewick, anchored by Clover Island Inn as our host hotel. Anglers, sponsors, and staff will be directed there, and we will verify actual stays through our mandatory lodging survey at check-in to provide a Kennewick-specific report post-event.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 0. How did you calculate these numbers?

Because of the timing, schedule and demand of the event, all anglers will have to stay in the city closeby.

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 115  
How did you estimate these numbers?

All but two parties do not live in the area. The entire BAM Team and all but 2 of its anglers are from outside of the Tri-Cities area.

4. An estimate of the number of people who will travel from another state or country:  
110

How did you calculate these numbers?

Only 5 of our anglers are from Washington State

5. Is there any other information you wish to add:

Mandatory survey at angler check-in requires reporting of lodging choice, length of stay, and party size. Digital marketing analytics and livestream audience data will also be reported.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

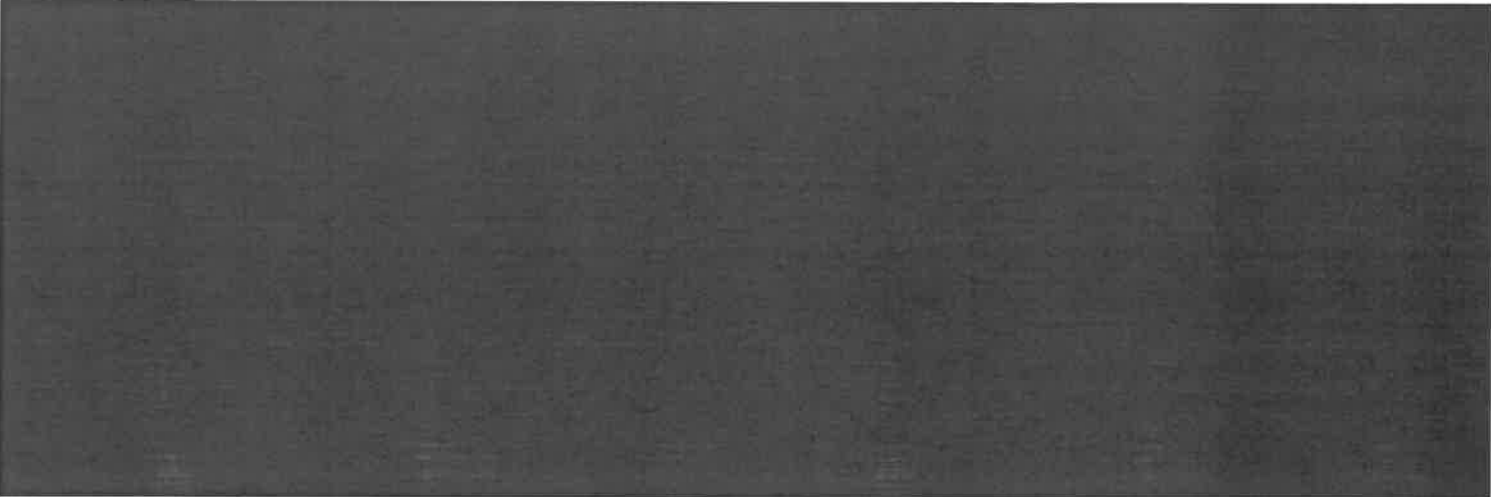
**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures



Date 9/3/2025

Date



We're submitting Bass Angler Magazine's 2026 LTAC application for the Tri-Cities stop. Quick hits on why this is a strong fit for Kennewick:

- Nationally televised BAM Super 60 Pro Tour Stop #3, July 24–26
  - Guaranteed 70-angler invitational, best in the West
  - 410+ total room nights projected across Tri-Cities
  - 320–360 room nights targeted in Kennewick with Clover Island Inn as host hotel
  - 66 of 70 anglers travel from 50+ miles away or out of state
  - 10 BAM media and operations staff traveling in, plus families and spectators
  - \$20,000 request focused on out-of-area marketing and live production that drives overnights
  - ≥33% match via sponsor in-kind and organizational spend, Visit Tri-Cities pending
  - Mandatory check-in survey and post-event report with Kennewick-specific lodging data
  - Community expo with all pro boats on display to engage local families and businesses
- 

Thanks,  
Beau Raymond Fletcher  
BAM Pro Tour Community Development Advisor  
503.957.9559 | beau@bassmag.com

|                                                                                                                                                                                                            |                                                     |                                  |                                                 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------|----------------------------------|-------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                               |                                                     |                                  |                                                 |
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input checked="" type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual |                                                     |                                  |                                                 |
| Name The District Nineteen Organization of the American Contract Bridge League                                                                                                                             |                                                     |                                  |                                                 |
| Address 18400 Little Chumstick Crk. Rd.                                                                                                                                                                    |                                                     |                                  |                                                 |
| City Leavenworth                                                                                                                                                                                           | State WA                                            | Zip 98826                        | Email chumstick2@frontier.com                   |
| <b>Contact Person</b>                                                                                                                                                                                      |                                                     |                                  |                                                 |
| Name Karen Rise                                                                                                                                                                                            |                                                     |                                  |                                                 |
| Title President                                                                                                                                                                                            |                                                     | Phone 509.679.7097               |                                                 |
| <b>Project Information</b>                                                                                                                                                                                 |                                                     |                                  |                                                 |
| Title and brief description of project:                                                                                                                                                                    |                                                     |                                  |                                                 |
| Title: Tri-Cities Regional<br><br>This is a Duplicate Bridge Tournament [card game].<br><br>Players from around the northwest, and beyond, will be playing tournament bridge for seven days.               |                                                     |                                  |                                                 |
| Geographic area served by this project<br>Kennewick and surrounding                                                                                                                                        |                                                     |                                  | Number of people served<br>by this project: 200 |
| 2026                                                                                                                                                                                                       | Amount requested from City of<br>Kennewick \$10,000 | Total project cost:<br>\$ 23,000 | Date of project:<br>From 10/26/26 to 11/1/26    |

## FUNDING SOURCES FOR THIS PROJECT

**List all firm commitments to date to fund this project:**

| Source | Amount |
|--------|--------|
|        |        |
|        |        |
|        |        |
|        |        |
|        |        |
|        |        |

**List any other sources of funding you have applied for:**

| Source                                                                                                                                                                                                                                        | Amount | Status |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|--------|
| None. We are self-funded through players' entry fees; however, additional funding will provide superior advertising and allow us to enhance the tournament so players have a very positive experience and are likely to return in the future. |        |        |
|                                                                                                                                                                                                                                               |        |        |
|                                                                                                                                                                                                                                               |        |        |
|                                                                                                                                                                                                                                               |        |        |

**Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.**

A week-long duplicate bridge tournament attracting players from the western US and Canada; a few come from farther away.

Approximately 130 players will spend multiple nights in hotels during week.

We begin play on Monday and continue through Sunday. Players who travel in from a distance will play for several days.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 130; and outside the City of Kennewick                     . How did you calculate these numbers?

When a player registers for a session their unique identifying number is recorded in the computer. This provides us with their hometown/state/province. We are able to easily track how many players attended, and where they came from.

In 2019 we held a tournament in Pasco and are basing this projection on the statistics from that event.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): -0-. How did you calculate these numbers?

It is a reasonable assumption that any player from more than 50 miles away will not drive home after finishing the game at 10:30pm.

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 65

How did you estimate these numbers?

Based on the player roster from 2019 and assuming a similar proportion of players will be from over 50 miles away.

4. An estimate of the number of people who will travel from another state or country:  
65

How did you calculate these numbers?

Based on the player roster from 2019 and assuming a similar proportion of players will be from out of state / country.

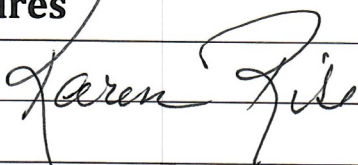
5. Is there any other information you wish to add:

Our 2019 player roster is included. Also following are samples of the type of advertising we do. Flyers are displayed for players to take at dozens of similar tournaments throughout the west.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures



Date Sept 25, 2025  
Date

| DISTRICT 19 REGIONAL TOURNAMENTS BUDGET(S) |                   |                  |                   |                     |
|--------------------------------------------|-------------------|------------------|-------------------|---------------------|
|                                            | KENNEWICK<br>2026 | LYNNWOOD<br>2026 | PENTICTON<br>2026 | LEAVENWORTH<br>2026 |
| Est. Tables                                | 322               |                  |                   |                     |
| INCOME                                     |                   |                  |                   |                     |
| Table Fees                                 | \$ 23,000         |                  |                   |                     |
| EXPENSES                                   |                   |                  |                   |                     |
| Advertising                                | \$ 500            |                  |                   |                     |
| Sanction Fees                              | \$ 1,872          |                  |                   |                     |
| Caddy Fees                                 | \$ 580            |                  |                   |                     |
| Chairman Costs                             | \$ 200            |                  |                   |                     |
| Director-Hotel                             | \$ 1,600          |                  |                   |                     |
| Director-Per Diem                          | \$ 1,100          |                  |                   |                     |
| Session Fees                               | \$ 6,045          |                  |                   |                     |
| Travel                                     | \$ 300            |                  |                   |                     |
| Facility Rent                              | \$ 5,000          |                  |                   |                     |
| Hospitality                                | \$ 500            |                  |                   |                     |
| Tournament Supplier                        | \$ 4,200          |                  |                   |                     |
| Tournament Supplies                        | \$ 400            |                  |                   |                     |
| Miscellaneous                              | \$ 500            |                  |                   |                     |
| Total Expenses                             | \$ 22,797         |                  |                   |                     |
| Net Profit(Loss)                           | \$ 203            |                  |                   |                     |
|                                            |                   |                  |                   |                     |
|                                            |                   |                  |                   |                     |
|                                            |                   |                  |                   |                     |
|                                            |                   |                  |                   |                     |
|                                            |                   |                  |                   |                     |

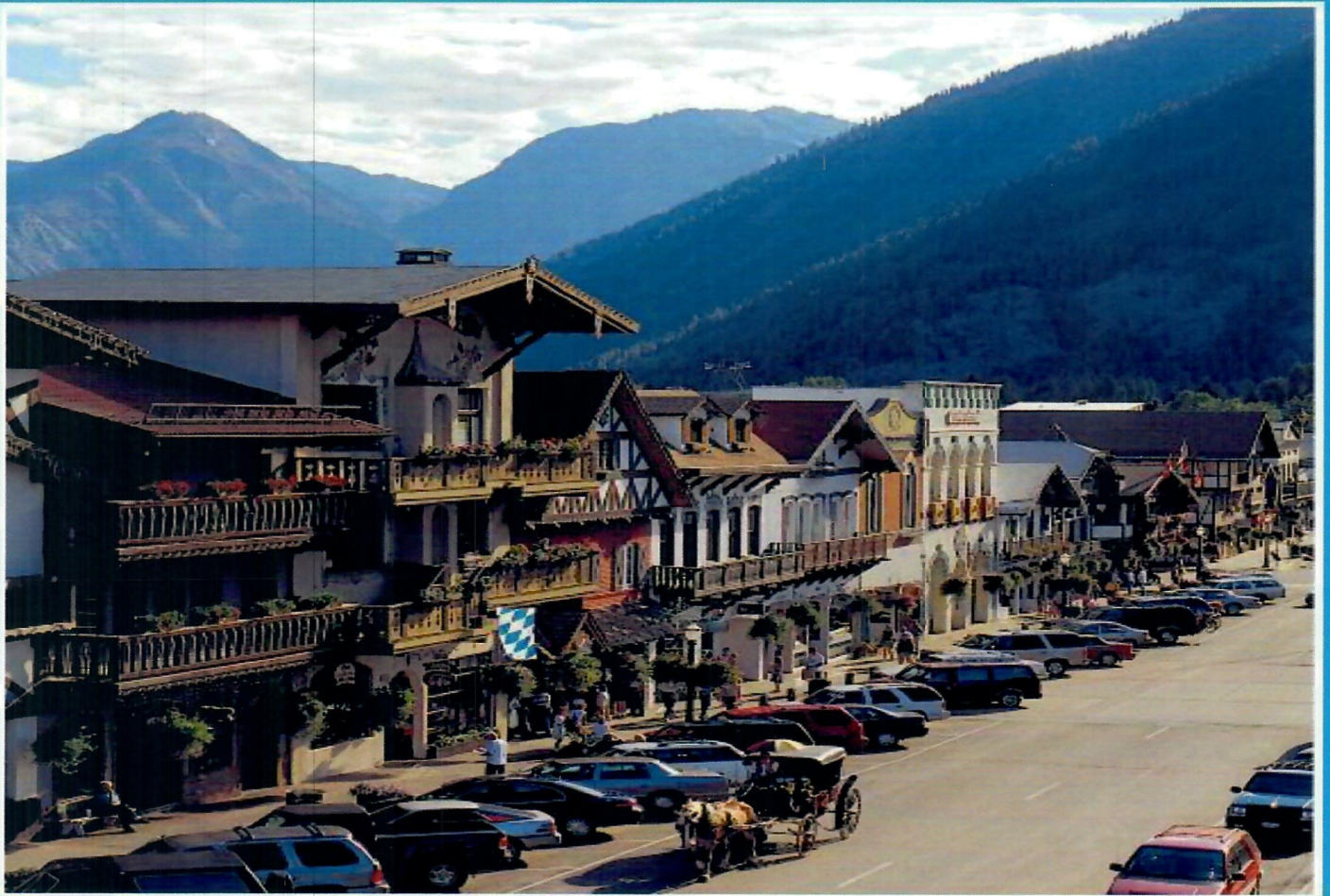
## 2019 Tri-Cities Regional Player Roster

|    |       |                                    |     |       |                                  |
|----|-------|------------------------------------|-----|-------|----------------------------------|
| 1  | 83.34 | Nanette Noland, Baton Rouge LA     | 59  | 14.81 | Alan Johnson, Happy Valley OR    |
| 2  | 83.34 | Mike Passell, Plano TX             | 60  | 13.78 | Charles Bennett, Spokane WA      |
| 3  | 83.34 | Justin Lall, Little Elm TX         | 61  | 13.57 | Duane Christensen, Boise ID      |
| 4  | 83.34 | John Kranyak, Las Vegas NV         | 62  | 13.57 | Carol Christensen, Boise ID      |
| 5  | 65.59 | Dave Westfall, Spokane WA          | 63  | 13.48 | Sandra Scholes, Bellevue WA      |
| 6  | 55.48 | Carole Liss, San Rafael CA         | 64  | 13.48 | Ken Scholes, Bellevue WA         |
| 7  | 55.48 | Bruce Ferguson, Palm Springs CA    | 65  | 13.42 | James Hurlburt, Bend OR          |
| 8  | 54.20 | Larry Leskiw, Martinez CA          | 66  | 12.94 | Leslie Kelinson, Portland OR     |
| 9  | 54.20 | John Feo, Kennewick WA             | 67  | 12.81 | Kevin Cline, Seattle WA          |
| 10 | 46.84 | John Moffat, Bellingham WA         | 68  | 12.81 | Dong Yan, Sammamish WA           |
| 11 | 46.59 | Ronald Woodard, Olympia WA         | 69  | 12.69 | McKenzie Myers, Eugene OR        |
| 12 | 43.64 | Phyllis Rakevich, Tumwater WA      | 70  | 12.34 | Marty O'Malley, Pullman WA       |
| 13 | 34.05 | Sun-O Ho, Redmond WA               | 71  | 12.34 | Kathy O'Malley, Pullman WA       |
| 14 | 34.05 | Ronald Tracy, Edmonds 98026 WA     | 72  | 11.80 | Ian Kirk, Portland OR            |
| 15 | 32.34 | Howard Epley, Kent WA              | 73  | 11.80 | Deanna Birch, Portland OR        |
| 16 | 32.34 | David Taylor, Seattle WA           | 74  | 11.21 | John Cissel, Boise ID            |
| 17 | 31.10 | Mary McCune, Seattle WA            | 75  | 11.21 | Craig Jones, Boise ID            |
| 18 | 31.10 | Marty McCune, Seattle WA           | 76  | 10.68 | Susan Ohman, Graham WA           |
| 19 | 29.19 | Margaret Hart, Baton Rouge LA      | 77  | 10.68 | Bruce Brownfield, Graham WA      |
| 20 | 29.19 | Howard Parker III, Clements CA     | 78  | 10.56 | Theresa Barthels, Cheney WA      |
| 21 | 28.53 | Ray Miller, Seattle WA             | 79  | 10.50 | Hans Iukovici, Richland WA       |
| 22 | 28.53 | Ann Romeo, Seattle WA              | 80  | 10.37 | Leanne Zaring, Richland WA       |
| 23 | 27.76 | Andrew Hesser, Richland WA         | 81  | 10.24 | Gregory Said, Boise ID           |
| 24 | 27.29 | Karen Rise, Leavenworth WA         | 82  | 10.24 | Dave Forrey, Nampa ID            |
| 25 | 27.29 | Karen Madison, Spokane Valley WA   | 83  | 10.11 | Lea Rogers, Spokane WA           |
| 26 | 26.50 | Lynne Paasch, West Richland WA     | 84  | 9.93  | Doug Sanders, Grandview WA       |
| 27 | 26.26 | Harold Antonson, Olympia WA        | 85  | 9.63  | Rosemary Segall, Redmond OR      |
| 28 | 26.26 | Brian Glubok, New York NY          | 86  | 9.62  | Kay Read, Boise ID               |
| 29 | 24.89 | Gerard Hallee, Portland OR         | 87  | 9.62  | Karen Jean Boss, Boise ID        |
| 30 | 23.82 | Bruce Dudzik, Richland WA          | 88  | 9.38  | Claire Valente, Walla Walla WA   |
| 31 | 23.45 | Jan Galey, Baton Rouge LA          | 89  | 9.24  | Marla Patterson, Arlington WA    |
| 32 | 23.45 | Dana Hastings, Baton Rouge LA      | 90  | 9.01  | Martin Mack, Henderson NV        |
| 33 | 22.58 | Lynne Schaeffer, Portland OR       | 91  | 9.01  | Dudley Brown, Grandview WA       |
| 34 | 22.56 | Ross Bates, Castlegar BC           | 92  | 8.97  | Usha Subrahmanyam, Richland WA   |
| 35 | 22.16 | Normand Dominique, Kennewick WA    | 93  | 8.79  | Marilyn Hesser, Richland WA      |
| 36 | 20.25 | Nicholas Stock, North Vancouver BC | 94  | 8.55  | Nobi Morris, Wenatchee WA        |
| 37 | 20.25 | Julie Smith, Vancouver BC          | 95  | 8.49  | Susie Ball, Yakima WA            |
| 38 | 20.20 | Dorothy Dore, Castlegar BC         | 96  | 8.31  | Marv Norden, Peachland BC        |
| 39 | 19.27 | Patti Hartley, Kenmore WA          | 97  | 8.31  | James Dukelow Jr, Benton City WA |
| 40 | 19.27 | Connie Marfell, Milwaukee OR       | 98  | 8.29  | Kay Teal, Richland WA            |
| 41 | 19.22 | David Brower, Portland OR          | 99  | 8.16  | David Orcutt, Richland WA        |
| 42 | 18.87 | Tom Edwards, Richland WA           | 100 | 8.12  | Mary Ferguson, Richland WA       |
| 43 | 18.75 | Stanford Christie, Kirkland WA     | 101 | 8.12  | Karen Morton, Walla Walla WA     |
| 44 | 18.44 | Larry Lang, Richland WA            | 102 | 8.10  | Henry Chou, Richland WA          |
| 45 | 18.29 | Suzanne Geib, Bellevue WA          | 103 | 7.98  | Keith Carter, Sandpoint ID       |
| 46 | 18.29 | Shelley Kempner, Annapolis MD      | 104 | 7.98  | Bill Drayton, Sagle ID           |
| 47 | 17.72 | Chwen-I Liu, Richland WA           | 105 | 7.90  | Pete Pluhta, Pullman WA          |
| 48 | 17.26 | Renee Petersen, Moscow ID          | 106 | 7.90  | Jodi Kimbrell, Spokane WA        |
| 49 | 17.26 | Karen Eveland, Lewiston ID         | 107 | 7.65  | Paul Burma, Sunnyside WA         |
| 50 | 16.07 | Michael Boreson, Kalispell MT      | 108 | 7.40  | William Radford, Kennewick WA    |
| 51 | 16.07 | Beth Loehnen, Missoula MT          | 109 | 7.40  | Paul Harding, New Westminster BC |
| 52 | 16.01 | Ronald Fleming, Spokane WA         | 110 | 6.98  | Ralph Wilhelmi, Olympia WA       |
| 53 | 16.01 | Peter Barthels, Cheney WA          | 111 | 6.98  | Chris Gorchels, Richland WA      |
| 54 | 15.41 | Don McKay, Vernon BC               | 112 | 6.91  | David Gelles, West Richland WA   |
| 55 | 15.41 | Denise McKay, Vernon BC            | 113 | 6.80  | Karen DeMeritt, Richland WA      |
| 56 | 15.35 | Donna Parkes, Kennewick WA         | 114 | 6.76  | Lindy Hamilton, Boise ID         |
| 57 | 14.87 | John Adams, Cheney WA              | 115 | 6.76  | Kay Alspaugh, Boise ID           |
| 58 | 14.87 | Beth Coones, Spokane WA            | 116 | 6.59  | Herbert Wampole, Pasco WA        |
|    |       |                                    | 117 | 6.53  | Nely Johnson, Portland OR        |
|    |       |                                    | 118 | 6.53  | Michele Pope, Spokane WA         |
|    |       |                                    | 119 | 6.53  | Linda Baker, Spokane WA          |
|    |       |                                    | 120 | 6.49  | Marilyn Steele, Kennewick WA     |
|    |       |                                    | 121 | 6.44  | Gayle Hanset, Sandpoint ID       |

|     |                                         |     |                                       |
|-----|-----------------------------------------|-----|---------------------------------------|
| 122 | 6.44 Donald Hanset, Sandpoint ID        | 185 | 1.81 Curtiss Gilbert, Yakima WA       |
| 123 | 6.32 Suzanne Boruta, Anacortes WA       | 186 | 1.80 David Peeples, Moses Lake WA     |
| 124 | 6.32 Michael Boruta, Anacortes WA       | 187 | 1.71 Terry Huxter, Grand Forks BC     |
| 125 | 6.30 William Whitesel, Sandpoint ID     | 188 | 1.71 Elizabeth Huxter, Grand Forks BC |
| 126 | 6.30 Ed Strieper, Baker City OR         | 189 | 1.44 Joan Ball, Yakima WA             |
| 127 | 6.30 Doris Fishman, Sandpoint ID        | 190 | 1.33 Michael Crowley, Kennewick WA    |
| 128 | 6.30 Deanna Strieper, Baker City OR     | 191 | 1.28 Sharon Warren, Kennewick WA      |
| 129 | 6.09 Jacqui Erwert, Liberty Lake WA     | 192 | 1.21 Maryon Evans, Nampa ID           |
| 130 | 6.09 Christopher Kent, Spokane WA       | 193 | 1.21 Cheryl Maderazo, Boise ID        |
| 131 | 5.89 Dee Steil, New Westminster BC      | 194 | 1.04 Sandy Schreck, Dayton WA         |
| 132 | 5.83 Dolly Ammann, Richland WA          | 195 | 1.00 Norma Hols, Spokane WA           |
| 133 | 5.66 Linda Vernon, Anchorage AK         | 196 | 1.00 Lucie Fritz, Richland WA         |
| 134 | 5.66 Kathie Hoehne, Anchorage AK        | 197 | 1.00 Jon Hammett, Yakima WA           |
| 135 | 5.56 Mary Babcock, East Wenatchee WA    | 198 | 1.00 Brenda Simpson, Spokane WA       |
| 136 | 5.56 Barbara Kinney, Wenatchee WA       | 199 | 0.97 Gerald Bloom, Richland WA        |
| 137 | 5.50 Mary Pat Bean, Richland WA         | 200 | 0.93 Kalvin Garton, Pendleton OR      |
| 138 | 5.50 Arthur Bean, Richland WA           | 201 | 0.93 Clinton Bidwell, Walla Walla WA  |
| 139 | 5.24 Pat Pinto, Richland WA             | 202 | 0.91 Richard Daniel, Walla Walla WA   |
| 140 | 5.13 Susan Norton, Spokane WA           | 203 | 0.91 Donna Lasater, Walla Walla WA    |
| 141 | 5.13 Ginny Davis, Spokane WA            | 204 | 0.86 Ron Seidl, West Richland WA      |
| 142 | 5.09 Daniel Balof, Walla Walla WA       | 205 | 0.70 Laura Scott, Richland WA         |
| 143 | 5.06 Doris Burma, Sunnyside WA          | 206 | 0.42 Judi Terjeson, Kennewick WA      |
| 144 | 4.93 Carl Wilson, Tacoma WA             | 207 | 0.42 Frances Covington, Kennewick WA  |
| 145 | 4.93 Brad Sands, Seattle WA             |     |                                       |
| 146 | 4.90 Barry Balof, Walla Walla WA        |     |                                       |
| 147 | 4.83 Brad Meinhold, Florence MT         |     |                                       |
| 148 | 4.79 Louise Lombard, Apache Junction AZ |     |                                       |
| 149 | 4.79 Barbra Cowan, Wenatchee WA         |     |                                       |
| 150 | 4.76 Jane Hunt, Richland WA             |     |                                       |
| 151 | 4.45 Marjorie Gilmore, Richland WA      |     |                                       |
| 152 | 4.20 Charlene Pepin, Walla Walla WA     |     |                                       |
| 153 | 3.70 Kenneth Lockwood, Yakima WA        |     |                                       |
| 154 | 3.68 Livingstone Parkhill, Richland WA  |     |                                       |
| 155 | 3.68 James Pierce, Richland WA          |     |                                       |
| 156 | 3.67 Warren Watson, Trail BC            |     |                                       |
| 157 | 3.62 Patricia Curtis, West Richland WA  |     |                                       |
| 158 | 3.55 Richard Maison, Yakima WA          |     |                                       |
| 159 | 3.52 Mary Eliza Balof, Walla Walla WA   |     |                                       |
| 160 | 3.45 Janice Rolfe, Walla Walla WA       |     |                                       |
| 161 | 3.45 Carol Gunderson, College Place WA  |     |                                       |
| 162 | 3.42 Ned Forman, Eugene OR              |     |                                       |
| 163 | 3.42 Beverly Roy, Eugene OR             |     |                                       |
| 164 | 3.17 Suzanne St Thomas, Boise ID        |     |                                       |
| 165 | 3.06 Jim Adams, Richland WA             |     |                                       |
| 166 | 2.95 Jerry McVay, Lacey WA              |     |                                       |
| 167 | 2.82 Russell Wing, Gig Harbor WA        |     |                                       |
| 168 | 2.61 Kathryn Lang, Richland WA          |     |                                       |
| 169 | 2.51 Eric Benson, Yakima WA             |     |                                       |
| 170 | 2.49 Patsy Neveau, Coeur D Alene ID     |     |                                       |
| 171 | 2.49 Bonnie Russell-Hunt, Hayden ID     |     |                                       |
| 172 | 2.24 William Fromherz, Yakima WA        |     |                                       |
| 173 | 2.12 Tarene Collingham, Pasco WA        |     |                                       |
| 174 | 2.12 Richard Collingham, Pasco WA       |     |                                       |
| 175 | 2.12 Leonard McGrath, Sunnyside WA      |     |                                       |
| 176 | 1.94 Gail Hyland, Leavenworth WA        |     |                                       |
| 177 | 1.94 Christopher Hyland, Bellevue WA    |     |                                       |
| 178 | 1.93 Jerri Honeyford, Sunnyside WA      |     |                                       |
| 179 | 1.88 Robert Hackett Jr, Yakima WA       |     |                                       |
| 180 | 1.85 Siglinde Koellner, Richland WA     |     |                                       |
| 181 | 1.85 Julian Kraus, Kennewick WA         |     |                                       |
| 182 | 1.82 Monica Butler, Gig Harbor WA       |     |                                       |
| 183 | 1.82 Katherine Davis, Tacoma WA         |     |                                       |
| 184 | 1.81 Nancy Nesvig, Yakima WA            |     |                                       |

# LEAVENWORTH

Washington's Bavarian Village



# REGIONAL

April 13 – 19 2026

Please: No Fragrances

# OCEAN SHORES REGIONAL

NOVEMBER 4<sup>th</sup> - 10<sup>th</sup> 2024

## SUPPORTING HOTELS

### **Westerly Motel**

Phone: 360.940.9232

### **Days Inn**

Phone: 360.289.9570

Breakfast, Pool, Spa  
Ask for the Bridge Rate

### **Comfort Inn & Suites**

Phone: 360.289.9000

Free Breakfast

### **Ocean Shores Inn & Suites**

Phone: 360.940.7455

Indoor heated pool

### **Bayview Hotel**

Phone: 360.289.4900

10% Discount to Bridge Players

Support from these hotels makes it possible to hold our tournament. Please give them every consideration before going elsewhere for your stay.

PLEASE, NO FRAGRANCES

|                                                                                                                                                                                                                                                                                                                       |                                                           |                                          |                                                           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------|------------------------------------------|-----------------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                          |                                                           |                                          |                                                           |
| Organization/Individual <input checked="" type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                            |                                                           |                                          |                                                           |
| Name <b>City of Pasco</b>                                                                                                                                                                                                                                                                                             |                                                           |                                          |                                                           |
| Address <b>525 N. 3rd Ave.</b>                                                                                                                                                                                                                                                                                        |                                                           |                                          |                                                           |
| City <b>Pasco</b>                                                                                                                                                                                                                                                                                                     | State <b>WA</b>                                           | Zip <b>99301</b>                         | Email <b>kubalekb@pasco-wa.gov</b>                        |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                 |                                                           |                                          |                                                           |
| Name <b>Ron Campton</b>                                                                                                                                                                                                                                                                                               |                                                           |                                          |                                                           |
| Title <b>Recreation Specialist</b>                                                                                                                                                                                                                                                                                    |                                                           |                                          | Phone <b>509-543-5792</b>                                 |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                            |                                                           |                                          |                                                           |
| Title and brief description of project:                                                                                                                                                                                                                                                                               |                                                           |                                          |                                                           |
| FIFA Fan Zone:<br><br>This event will be series of six FIFA Fan Zone watch parties for the Fifa World Cup Games taking place in the US in 2026.<br><br>Dates will be: June 15, June 19, June 24, June 26, July 1, and July 6.<br><br>Each date will include live music, kids zone games and events, vendors and more. |                                                           |                                          |                                                           |
| Geographic area served by this project<br><b>SE Washington, NE Oregon, West Idaho</b>                                                                                                                                                                                                                                 |                                                           |                                          | Number of people served by this project: <b>6000</b>      |
| <b>2026</b>                                                                                                                                                                                                                                                                                                           | Amount requested from City of Kennewick<br><b>\$7,000</b> | Total project cost:<br><b>\$ 150,000</b> | Date of project:<br>From <b>1/1/26</b> to <b>12/31/26</b> |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                     | Amount   |
|----------------------------|----------|
| City of Pasco General Fund | \$95,000 |
| Pasco Lodging Tax          | \$12,500 |
|                            |          |
|                            |          |
|                            |          |

List any other sources of funding you have applied for:

| Source           | Amount   | Status  |
|------------------|----------|---------|
|                  |          |         |
| Visit Tri-Cities | \$30,000 | Pending |
|                  |          |         |
|                  |          |         |

Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.

Pendleton, OR  
Moses Lake, WA  
Boardman, OR  
Walla Walla, WA  
La Grande, OR  
Pullman, WA  
Boise, ID

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 25; and outside the City of Kennewick 100. How did you calculate these numbers?  
Estimated Guess - As this event has never happened before

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 1250. How did you calculate these numbers?  
Estimated Guess - As this event has never happened before

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 500  
How did you estimate these numbers?  
Estimated Guess - As this event has never happened before

4. An estimate of the number of people who will travel from another state or country: 500  
How did you calculate these numbers?  
Estimated Guess - As this event has never happened before

5. Is there any other information you wish to add:  
None

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

|                                                                                     |                     |
|-------------------------------------------------------------------------------------|---------------------|
|  | Date <u>9/25/25</u> |
|                                                                                     | Date                |

## FIFA Fan Zones

| <b>EXPENSES (Per Day)</b>    | <b>COST</b>  | <b>DAYS</b> | <b>TOTAL</b>     |
|------------------------------|--------------|-------------|------------------|
| Video Board and Sound System | \$4,500      | 6           | \$27,000         |
| Security                     | \$2,500      | 6           | \$15,000         |
| Face Painting                | \$1,000      | 6           | \$6,000          |
| Kids Zone                    | \$2,500      | 6           | \$15,000         |
| Equipment Rentals            | \$1,500      | 6           | \$9,000          |
| Staffing                     | \$1,000      | 6           | \$6,000          |
| Event Supplies               | \$1,500      | 6           | \$9,000          |
| Advertising                  | \$6,000      | 6           | \$36,000         |
| Bands                        | \$4,500      | 6           | \$27,000         |
|                              | <b>TOTAL</b> |             | <b>\$150,000</b> |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                         |                     |                             |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|---------------------|-----------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                         |                     |                             |
| Organization/Individual <input checked="" type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                         |                     |                             |
| Name City of Pasco                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                         |                     |                             |
| Address 525 N. 3rd Ave.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                         |                     |                             |
| City Pasco                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | State WA                                | Zip 99301           | Email kubalekb@pasco-wa.gov |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                         |                     |                             |
| Name Brent Kubalek                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                         |                     |                             |
| Title Recreation Services Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         |                     | Phone 509-543-5790          |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                         |                     |                             |
| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                         |                     |                             |
| Pasco Sporting Complex - Soccer Facility Fence<br><br>The project will install a no-climb perimeter fence around the Pasco Sporting Complex - Soccer Facility. This will help preserve the quality of the soccer fields at the Pasco Sporting Complex - Soccer Facility by prevent unauthorized use of the fields. This will help keep the fields in a condition that is more attractive to potential tournament, and event organizers. The fence and gates will also help tournament and event organizers better control attendance at their events and increase safety measures. Budget: \$215,000 (Fence and Install); \$19,135 Tax; \$1,750 Permit. If given reduced funding amount, we will only fence a portion of the fields. |                                         |                     |                             |
| Geographic area served by this project                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                         |                     | Number of people served     |
| Pacific Northwest                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         |                     | by this project: 68,000     |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Amount requested from City of Kennewick | Total project cost: | Date of project:            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$20,000                                | \$ 250,000          | From 1/1/26 to 12/31/26     |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source            | Amount    |
|-------------------|-----------|
| Pasco Lodging Tax | \$135,000 |
|                   |           |
|                   |           |
|                   |           |
|                   |           |

List any other sources of funding you have applied for:

| Source                    | Amount   | Status  |
|---------------------------|----------|---------|
| Pasco Community Park Fund | \$90,000 | Pending |
|                           |          |         |
|                           |          |         |
|                           |          |         |

Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.

Soccer and other field sport tournament directors and teams from throughout the Pacific Northwest.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 5100; and outside the City of Kennewick 11,900. How did you calculate these numbers?

Structured Estimate based on placer.ai attendance counts over the past 12 months.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 3200. How did you calculate these numbers?

Structured Estimate based on placer.ai attendance counts over the past 12 months.

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 20,200  
How did you estimate these numbers?

Structured Estimate based on placer.ai attendance counts over the past 12 months.

4. An estimate of the number of people who will travel from another state or country: 2,700

How did you calculate these numbers?

Structured Estimate based on placer.ai attendance counts over the past 12 months.

5. Is there any other information you wish to add:

None

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

|                                                                                     |                     |
|-------------------------------------------------------------------------------------|---------------------|
|  | Date <u>9/25/25</u> |
|                                                                                     | Date                |

## Sporting Complex Fence

| EXPENSES               | COST      | # | TOTAL     |
|------------------------|-----------|---|-----------|
| Construction Materials | \$135,000 | 1 | \$122,500 |
| Construction Labor     | \$135,000 | 1 | \$122,500 |
| Permit                 | \$5,000   | 1 | \$5,000   |
| TOTAL                  |           |   | \$250,000 |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                         |                           |                                            |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|---------------------------|--------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                         |                           |                                            |
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input checked="" type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                         |                           |                                            |
| Name <u>Lakeside Gem &amp; Mineral Club</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                         |                           |                                            |
| Address                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         |                           |                                            |
| City <u>Kennewick</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | State <u>WA</u>                         | Zip                       | Email <u>lakesidegemandmineralclub.com</u> |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                         |                           |                                            |
| Name <u>Larry Hulstrom</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                         |                           |                                            |
| Title <u>Shaw Chairman</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                         | Phone <u>509 551 1202</u> |                                            |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                         |                           |                                            |
| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         |                           |                                            |
| <p>Lakeside Gem and Mineral Club has been meeting since the 1950's. We have been having an annual Rock and Gem Show since the 1980's in April of each year. We put on a 2 day show (Saturday and Sunday) that features displays by our club members that show what they collect and do with rocks, minerals and gems. We usually also have 10-15 dealers and vendors who sell rocks, minerals, gem stones and finished jewelry. In the past several years our past attendance averages around 2,100. We usually have "rockhounds" come to our show from Yakima, Spokane, Walla Walla, Hermiston and Pendleton. We are requesting \$2,600, which is the number quoted to us by a local TV station (Apple TV) that broadcasts in these areas for the advertising for a show of our size.</p> |                                         |                           |                                            |
| Geographic area served by this project                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                         |                           | Number of people served by this project:   |
| <u>Yakima Valley, Columbia Basin, NE Oregon</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                         |                           | <u>2,100</u>                               |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Amount requested from City of Kennewick | Total project cost:       | Date of project: From to                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$ <u>2,600</u>                         | \$ <u>2,600</u>           | 1/1/26 12/31/26                            |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                    | Amount |
|---------------------------|--------|
| none, other than our club |        |
|                           |        |
|                           |        |
|                           |        |
|                           |        |
|                           |        |

List any other sources of funding you have applied for:

| Source | Amount | Status |
|--------|--------|--------|
| none   |        |        |
|        |        |        |
|        |        |        |
|        |        |        |
|        |        |        |

Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.

Yakima Valley, all cities  
Columbia Basin, including Spokane  
N.E. Oregon, - Pendleton, Hermiston area

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 5 to 10; and outside the City of Kennewick 0. How did you calculate these numbers?

Just an estimate. Our show is small enough so most people only go to it for one day.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 300. How did you calculate these numbers?

Rockhounds from surrounding ~~area~~ areas visit with us when they go to our show & this is an estimate of how many

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 5-10. How did you estimate these numbers?

people who are involved in a regional Federation of Rock Clubs usually come & visit our show & club

4. An estimate of the number of people who will travel from another state or country: 400

How did you calculate these numbers?

estimate of how many people from Hermiston/NE. Oregon come.

5. Is there any other information you wish to add:

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

### Signatures

David Westland, president

Date

9/28/2025

Date

| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                     |                                  |                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------|----------------------------------|---------------------------------------------------|
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input checked="" type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                     |                                  |                                                   |
| Name Tri-City Quilters Guild                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                     |                                  |                                                   |
| Address PO Box 215                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                     |                                  |                                                   |
| City Richland                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | State WA                                            | Zip 99352                        | Email NANCYJG@CHARTER.NET                         |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                     |                                  |                                                   |
| Name Nancy Graves                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                     |                                  |                                                   |
| Title Treasurer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                     |                                  | Phone (509) 628-8986                              |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                     |                                  |                                                   |
| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                     |                                  |                                                   |
| <p>The guild provides a community of quilters who generously share their craft with others. We have hosted quilt shows in the Tri-Cities over the past 41 years, sharing our art with the public. These shows have helped support the guild's Community Service program providing handmade quilts to other Tri-City nonprofits along with being able to bring in nationally known quilt instructors throughout the year for lectures and classes.</p> <p>In recent years, quilt shows have been held at the Three Rivers Convention Center showcasing over 400 quilts and hosting over 35 vendors from all of Washington, Oregon, Idaho, Utah, Montana, Colorado, California, and Arizona.</p> <p>The proceeds from these shows make it possible to continue our mission to educate the public about the art of quilting, and to provide community service quilts to other local non-profit agencies in the Tri-Cities.</p> <p>Most of our vendors, and many of our visitors, stay and eat locally throughout the quilt show weekend and they continue to return each year.</p> |                                                     |                                  |                                                   |
| Geographic area served by this project<br>Washington, Idaho, Oregon, Montana                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                     |                                  | Number of people served<br>by this project: 1,800 |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Amount requested from City of<br>Kennewick \$ 6,000 | Total project cost:<br>\$ 38,200 | Date of project:<br>From 3/27/26 to 3/28/26       |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                                                    | Amount   |
|-----------------------------------------------------------|----------|
| Acceptance of vendor applications begins in October 2025. | \$15,000 |
|                                                           |          |
|                                                           |          |
|                                                           |          |
|                                                           |          |

List any other sources of funding you have applied for:

| Source | Amount | Status |
|--------|--------|--------|
| None   |        |        |
|        |        |        |
|        |        |        |
|        |        |        |

**Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.**

Our target audience are quilters and those interested in the art of quilting and fiber arts. This art has changed in design, technology, and popularity in the past several years. The market shows an estimated \$5 billion valuation projected for 2026-2027 with roughly 9-11 million active quilters in the U.S. and Canada.

Attendees and vendors come from all of Washington, Oregon, Idaho, Utah, Montana, Colorado, California, and Arizona.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 400; and outside the City of Kennewick 50. How did you calculate these numbers?

Based on conversations with the vendors and attendees who have attended our shows over the past 41 years.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 300. How did you calculate these numbers?

Based on conversations with the vendors and attendees who have attended our shows over the past 41 years.

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 400  
How did you estimate these numbers?

Based on conversations with the vendors and attendees who have attended our shows over the past 41 years. On average 6 of our vendors are local. The remaining come from 50 miles and beyond. Vendors arrive on Thursday for set up, take-down is Saturday evening., and they return home on Sunday. They use local accommodations (hotels, B&B's, RV parks) and eateries during that time.

4. An estimate of the number of people who will travel from another state or country: 300

How did you calculate these numbers?

Based on conversations with the vendors and attendees who have attended our shows over the past 41 years.

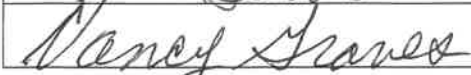
5. Is there any other information you wish to add:

The Tri-City Quilters Guild is known for putting on one of the two largest quilt shows in the tri state region. We have been successful in making people feel they are going to come and view some of the most diverse collections of artistic quilts available, and be able to shop our vendors for a wide variety of products.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

|                                                                                     |           |      |                |
|-------------------------------------------------------------------------------------|-----------|------|----------------|
|  | President | Date | <u>9/15/25</u> |
|  | Treasurer | Date | <u>9/15/25</u> |

## Tri-City Quilters Guild, 2026 Quilt Show - Proposed Budget

|                                 | Income      | Expenses    | Notes                                          |
|---------------------------------|-------------|-------------|------------------------------------------------|
| <b>Venue:</b>                   |             |             |                                                |
| Three Rivers Convention Center  |             | \$26,000.00 | March 26-28, 2026                              |
| <b>Publicity/Advertising</b>    |             |             |                                                |
| Program Book ads                | \$1,800.00  |             |                                                |
| Program Book printing           |             | \$3,500.00  | Full color book, 40 pages                      |
| Publicity/Advertising           |             | \$2,500.00  | Flyers, advertising, TV ads, Country Register  |
| <b>Event Income:</b>            |             |             |                                                |
| Admission Income                | \$19,000.00 |             | ~1,600 at \$12 admission fee (paid admissions) |
| Members Market Commission       | \$300.00    |             |                                                |
| Merchant Mall                   | \$15,000.00 |             | Vendor fees                                    |
| Fundraisers                     | \$2,500.00  |             | Raffle Quilts, potholders, placemats           |
| Round Tuit Room                 | \$16,000.00 |             | Sale of donated goods                          |
| <b>Event Expenses:</b>          |             |             |                                                |
| Credit Card Processing Fees     |             | \$100.00    | Credit card fees less service fees             |
| Featured Artists                |             | \$2,000.00  | Guest & member artists, harpist, lodging       |
| Kennewick Bulk Business License |             | \$300.00    |                                                |
| Printing                        |             | \$1,200.00  |                                                |
| Properties & Equipment          |             | \$300.00    |                                                |
| Storage Facilities              |             | \$1,750.00  | Storage of donations and show equipment        |
| Transportation                  |             | \$500.00    | Moving property and donations to venue         |
|                                 | \$54,600.00 | \$38,150.00 |                                                |



7130 W. Grandridge Blvd., Suite B  
Kennewick, WA 99336  
509-735-8486  
1-800-254-5824  
[www.VisitTRI-CITIES.com](http://www.VisitTRI-CITIES.com)  
[info@VisitTRI-CITIES.com](mailto:info@VisitTRI-CITIES.com)

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September 30, 2025

Ms. Joyce Pascua  
City of Kennewick  
P.O. Box 6108  
Kennewick, WA 99336

SUBJECT: Visit Tri-Cities 2026 Hotel/Motel Tax Fund Application

Dear Ms. Pascua:

We appreciate the opportunity to again submit an application for lodging tax to support our efforts to market Kennewick and the entire region as a premier travel destination. The City of Kennewick and Visit Tri-Cities have a signed agreement for the promotion of tourism that was approved by the Kennewick City Council and the Kennewick Lodging Tax Advisory Committee (LTAC). The agreement will go into effect on January 1, 2026 and will expire on December 31, 2030. The Cities of Pasco and Richland also have the same agreements established. In order to remain compliant with HB 1253, enclosed is Visit Tri-Cities' 2026 Hotel/Motel Tax Fund Application for the LTAC to review.

By investing lodging tax dollars with Visit Tri-Cities, the City of Kennewick receives a multi-faceted approach to marketing the city to visitors, business investors and those looking to relocate. The enclosed application outlines the deliverables and services provided as outlined in the contract.

If you would like any additional copies of the application or if I can answer any questions, please contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kevin Lewis".

Kevin Lewis  
President & CEO

Enclosures



**Applicant Information**Organization/Individual ☐ Public ☐ Other ☐ Non Profit ☐ Private ☐ Individual

Name

Address

City

State

Zip

Email

**Contact Person**

Name

Title

Phone

**Project Information**

Title and brief description of project:

Geographic area served by this project

Number of people served  
by this project:

2026

Amount requested from City of  
KennewickTotal project cost:  
\$Date of project:  
From to

\*Actual revenues to be calculated based on a five-year rolling average as outlined in the contract between the City of Kennewick and Visit Tri-Cities .

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source | Amount |
|--------|--------|
|        |        |
|        |        |
|        |        |
|        |        |
|        |        |

\*Actual revenues to be calculated using a 5-year average as per the contract.

\*\*Estimated budget for 2024 which will be approved by the Visit Tri-Cities Board of Directors in December of 2025.

List any other sources of funding you have applied for:

| Source | Amount | Status |
|--------|--------|--------|
|        |        |        |
|        |        |        |
|        |        |        |
|        |        |        |

Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.

|  |
|--|
|  |
|--|

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick \_\_\_\_\_; and outside the City of Kennewick \_\_\_\_\_. How did you calculate these numbers?

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): \_\_\_\_\_. How did you calculate these numbers?

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): \_\_\_\_\_  
How did you estimate these numbers?

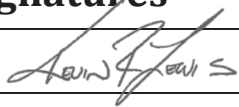
4. An estimate of the number of people who will travel from another state or country: \_\_\_\_\_  
How did you calculate these numbers?

5. Is there any other information you wish to add:

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures



Date

Date

## 2024 Visitor Spending Benton County

| Impact Type            | Benton County<br>(\$millions) |
|------------------------|-------------------------------|
| Accommodations         | \$102.9                       |
|                        |                               |
| Food & Beverage        | \$94.3                        |
|                        |                               |
| Retail                 | \$107.3                       |
|                        |                               |
| Recreation             | \$75.0                        |
|                        |                               |
| Transportation         | \$82.3                        |
|                        |                               |
| Total Visitor Spending | \$461.8                       |

*Source: Tourism Economics*

*Published: May 2025*

# Visit Tri-Cities

## 2025 Lodging Tax Annual Budget

| REVENUES |                    |                  |
|----------|--------------------|------------------|
| 3050     | City of Kennewick  | \$297,739        |
| 3055     | City of Pasco      | \$201,098        |
| 3060     | City of Richland   | \$332,392        |
|          | <b>CITY TOTALS</b> | <b>\$831,229</b> |

| EXPENSES |                            |                  |
|----------|----------------------------|------------------|
| 5010     | Salaries                   | \$308,021        |
| 5012     | 401K                       | \$15,401         |
| 5015     | Health Insurance           | \$42,412         |
| 5030     | Payroll Taxes              | \$33,000         |
| 5035     | Accounting                 | \$21,363         |
| 5050     | Telephone                  | \$7,200          |
| 5060     | Office Expenses            | \$10,000         |
| 5070     | Office Insurance           | \$4,020          |
| 5080     | Postage                    | \$1,700          |
| 5090     | Equipment Upkeep           | \$8,000          |
| 5092     | Vehicle Expense            | \$1,700          |
| 5095     | Capital Exp.               | \$8,000          |
| 5105     | Legal/Professional         | \$3,500          |
| 5110     | Dues & Subscriptions       | \$31,424         |
| 5112     | Platform Fees              | \$17,500         |
| 5115     | Comp./Software Lic. Fee    | \$6,000          |
| 5185     | Visitor Center             | \$2,000          |
| 5200     | Tourism Development        | \$75,000         |
| 5220     | Promotional Campaign       | \$7,500          |
| 5230     | Staff Development/Training | \$29,000         |
| 5290     | Advertising                | \$178,988        |
| 5310     | Bid Fees                   | \$7,000          |
| 5313     | Customer Events            | \$4,000          |
| 5315     | Travel / Expenses          | \$8,500          |
|          | <b>TOTAL EXPENSES</b>      | <b>\$831,229</b> |

# ANNUAL REPORT 2024



# A MESSAGE FROM THE PRESIDENT & CEO AND THE CHAIR OF THE BOARD

## Dear Tourism Partners,

2024 was a defining year for Visit Tri-Cities. Our dynamic team helped spark community vitality and fuel growth by collaborating with community leaders to host signature events, drive record-breaking media coverage, and strengthen partnerships across industries.

Among the most notable accomplishments was the successful debut of the inaugural IRONMAN 70.3 Washington Tri-Cities, an event that showcased the heart and spirit of our community to a global audience. With over **2,300 athletes**, thousands of spectators, and an economic impact of more than **\$7 million**, the event earned a **93% satisfaction rate** from participants representing **45 states and 20 countries**. With a prestigious Net Promoter Score of 80, which is 28 points higher than the global average for IRONMAN events, the race produced remarkable branding for this area. Triathlete Magazine recognized our first-year race as one of the top races in North America solidifying its potential as a signature component of our destination for years to come.

Our convention and sports sales teams achieved an **80% increase in the number of events booked** and produced a 25% boost in the number of attendees. Among the **168 group events**, we welcomed the National Horseshoe Pitchers World Championship for the first time. The horseshoe championships generated close to \$2 million in direct economic impact and introduced over 500 participants from across the country to the beauty of our region.

Booking events helped Tri-Cities maintain a modest 1.2% increase in hotel occupancy levels in 2024. Additional hotel rooms and vacation rental properties in the region caused some disbursing of visitors. National travel trends were relatively flat and regionally some southeastern Washington communities showed slight occupancy declines. Our key lodging metrics remain strong with Revenue Per Available Room (RevPAR) numbers growing 5.7%. Average Daily Rates grew 4.5% and total **hotel revenues rose 7%** - producing the highest increase in the southeast region.

Visit Tri-Cities strategic, data-driven media efforts were extremely impactful. Through targeted PR initiatives we expanded our media reach from 27.4 million in 2023 to an **astounding 3.59 billion** in 2024. Our team secured 146

pieces of focused media coverage – a **161% increase** over 2023. Sophisticated tracking from outside data partners confirmed that our digital advertising campaigns directly contributed to over \$16 million in hotel and local business revenue. For every dollar we spent in advertising visitors returned \$37 to our hotels and spent \$352 in our communities.

Through collaborative destination development efforts with the National Park Committee, we successfully advocated to reopen the B Reactor tours for the full 2024 season and with it, achieved **record-breaking tour attendance** despite a partial closure of tour activities. Our ongoing support for the Tri-Cities Rivershore Enhancement Council ensures sustained progress in recreational development.

Visit Tri-Cities holds the globally recognized Destination Marketing Accreditation Certificate ensuring quality performance standards in destination marketing and management. We remain committed to fostering collaboration, promoting our community's strengths, and creating opportunities that benefit residents and visitors alike. With a **\$630 million annual economic impact** from visitor spending and more than **5,800 local jobs** directly supported by tourism, the work we do continues to be a powerful force for good.

Looking ahead to 2025, we are energized by the momentum generated this year. We are focused on inspiring discovery, creating memorable experiences, and working hand-in-hand with community leaders to build an even brighter future.

Thank you for being part of this incredible journey.



*Kevin Lewis*  
**Kevin Lewis**  
President & CEO  
Visit Tri-Cities



*Buck Taft*  
**Buck Taft**  
Chair of the Board  
Visit Tri-Cities

# OUR VISION & MISSION

Visit Tri-Cities is a catalyst for success in our communities. With an over-arching purpose to help our communities achieve their goals, we leverage the power of destination marketing and promotion to fuel transformational growth. As the visitor economy churns it helps transform the Tri-Cities into a vibrant destination – a place where people want to visit, live, work, play, and invest.

**OUR VISION**  
Inspire, reward, and celebrate the spirit of exploration and discovery.

**OUR MISSION**  
Fuel transformational growth in the Tri-Cities through tourism.

## OUR STRATEGIC PILLARS



### STRATEGIC SALES

**Primary Intent:** Fill hotel rooms by increasing our share of convention and sports bookings.



### EFFECTIVE MARKETING

**Primary Intent:** Increase overall tourism traffic to the destination by improving visitor awareness, understanding, and interest; streamlining and enriching communications; and enhancing the destination brand.



### COLLABORATIVE DESTINATION DEVELOPMENT

**Primary Intent:** Support and advocate for the evolution and enhancement of destination attractions, infrastructure, and services to create enriched experiences for visitors and residents.



### PROACTIVE COMMUNITY ENGAGEMENT

**Primary Intent:** Strengthen community awareness, appreciation, involvement, and support for tourism endeavors and leverage the power of destination marketing to help our communities achieve their goals.



### INNOVATIVE AND MEANINGFUL OPERATIONS

**Primary Intent:** Establish an innovative culture where clear vision, efficient systems, and financial stability create a competitive advantage and foster an environment of engaging, meaningful, and rewarding work.

## 2024 KEY ACCOMPLISHMENTS

### IRONMAN 70.3

- **\$7M** Economic Impact
- **10K** Visitors from **45 states & 20 countries**
- **93%** Satisfaction Rate
- Net Promoter Score of **80** (28 points higher than the global average for IRONMAN)
- Recognized by Triathlete Magazines as **one of the top races in North America**

### CONVENTION & SPORTS SALES

- **86%** Increase in Events Booked (170 events)
- **25%** Increase in Attendees

### WORLD HORSESHOE PITCHING CHAMPIONSHIPS

- **\$2M** Economic Impact
- **1,800** Visitors from **43 states & 4 countries**
- **73%** First-time Visitors

### LODGING METRICS

- **7%** Increase in Hotel Revenues – the highest in southeastern Washington
- **1.2%** Increase in Hotel Occupancy
- **4.5%** Increase in Average Daily Rates
- **5.7%** Increase in RevPAR

### POSITIVE MEDIA EXPOSURE

- Expanded Audience Reach from **27M to 3.59B**
- **161%** Increase in Media Coverage (146 articles)
- **\$16M** in revenue generated from digital ads
- **\$37 : \$1** Return on Ad Spend directly to Hotels
- **\$352 : \$1** Return on Ad Spend to our Communities

Visitor Trips Made:  
**4.4 million**

Visitor Days Spent:  
**9.7 million**



We are proud to be awarded accreditation from the prestigious Destinations International.

# TOURISM ECONOMIC IMPACT

Tourism in the Tri-Cities generates employment opportunities, visitor expenditures, and tax revenues that positively impact the city and its residents.

## Visitor spending helps support local:



### DIRECT SPENDING

creates a positive economic cycle that begins as visitors bring money into the local economy from outside the area. Millions of dollars are infused into our communities directly through visitor spending. These dollars ignite a flame that fuels additional positive economic impacts.

### INDIRECT IMPACTS

come from labor income, suppliers and support businesses, construction, engineering, and other professional services that support the hospitality industry.

### INDUCED IMPACTS

are derived through employee spending, business output, new business development, and enhancements to the quality of life through development of visitor related attractions and services.

### TAX REVENUES

from each of these revenue sources support local services and provide tax relief to residents.

## VISITOR SPENDING BREAKDOWN

### Annual Tourism Benefits to the Tri-Cities

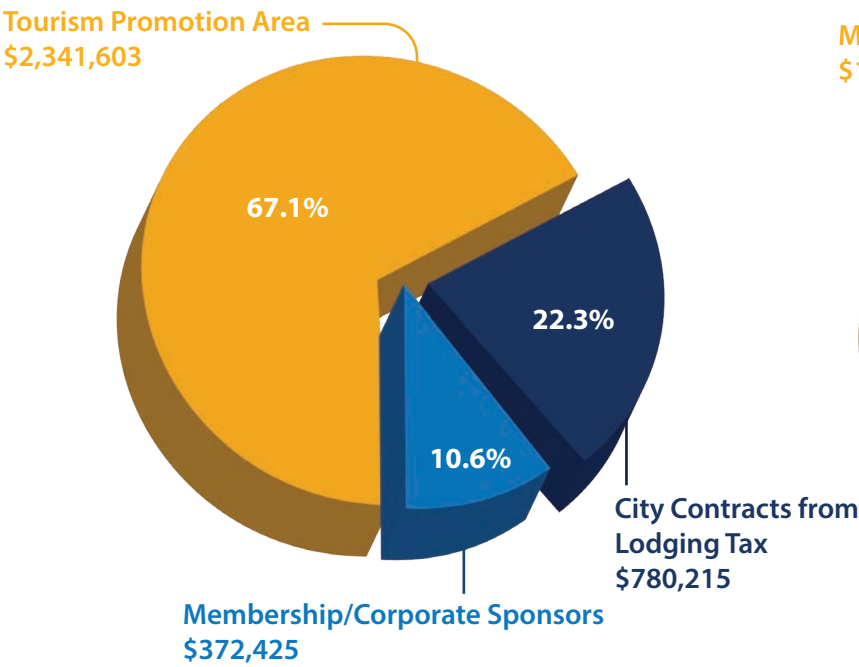


### Tourism saved each household \$602 in annual taxes

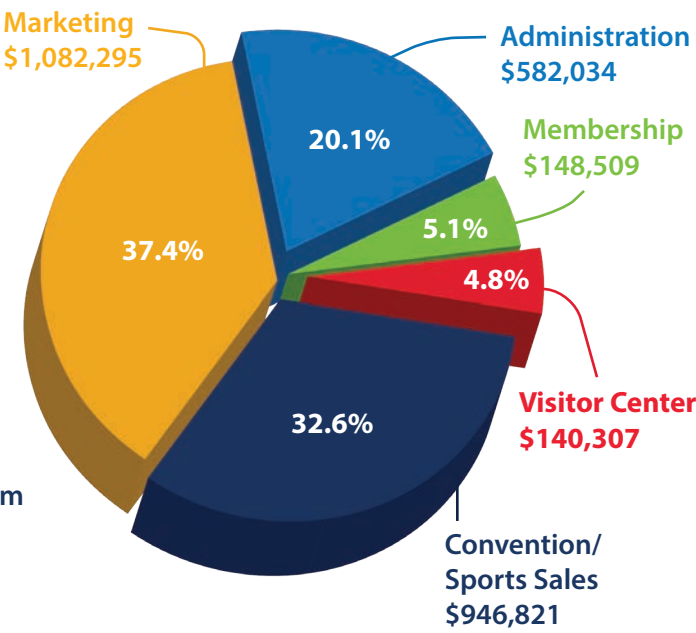


# FINANCIAL PICTURE

**\$3,494,243**  
Total Revenue



**\$2,899,966**  
Total Expenses



## HOTELS

Occupancy up 1.2%

ADR up 4.4%

RevPAR up 5.7%

Hotel Revenue up \$206,437

### TOTAL HOTEL-MOTEL TAX REVENUE

|      | Kennewick | Pasco     | Richland  | Totals      |
|------|-----------|-----------|-----------|-------------|
| 2021 | \$502,862 | \$332,854 | \$581,566 | \$1,417,282 |
| 2022 | \$672,025 | \$440,350 | \$733,662 | \$1,846,037 |
| 2023 | \$714,098 | \$498,162 | \$795,213 | \$2,007,473 |
| 2024 | \$785,557 | \$541,555 | \$886,798 | \$2,213,910 |

\*Visit Tri-Cities receives approximately 50% of the lodging tax.

3,796 Hotel guest rooms available

## TRI-CITY REGIONAL HOTEL-MOTEL COMMISSION

### KENNEWICK

- Mike Brown, Hampton Inn Kennewick at Southridge
- Gabi Lopez Guerrero, SpringHill Suites by Marriott Kennewick
- Erin Erdman, Ex Officio, City of Kennewick

### PASCO

- Monica Hammerberg, Hampton Inn & Suites Pasco/Tri-Cities
- Jerry Beach, A-1 Hospitality
- Adam Lincoln, Ex Officio, City of Pasco

### RICHLAND

- Lacey Stephens, Home2 Suites by Hilton
- Yesenia Galvez, LivAway Suites
- Jon Amundson, Ex Officio, City of Richland

STRATEGIC SALES



The sales department’s primary focus is to market to convention, sports, and group meeting planners through direct sales contacts, targeted marketing, and attending industry events. Booking these events puts “heads in beds” that generate significant tax revenues for our community.

2024 PROGRAM HIGHLIGHTS

168

Conventions, sports & group activities hosted

↑ Up 7.7% from previous year

132,501

Visitors attracted

↑ Up 9.5% from previous year

\$35,716,190

Convention and sports spending to region

↑ Up 33.3% from previous year



2025 & BEYOND

- 118 Future conventions, meetings and sports events confirmed
- 134,998 Future visitors
- \$69,405,244 Future visitor spending

Coming in 2025



2024 HIGHLIGHTS

- Sales & Client Relationship Building**
- Hosted Spring Olympia Sales Blitz & Customer Appreciation Luncheon reaching 48 meeting planners, a 23% increase in planners reached over 2023
  - Conducted 23 appointments at the Fall Sales Olympia Blitz, a 27% increase over 2023
  - Hosted Sports Customer Appreciation Event in Portland during Sports ETA Symposium
  - Hosted the WA Society of Association Excellence Annual Conference with an evening reception for key meeting and event planners
  - Attended 8 industry-related conferences and events to meet with meetings and sports planning professionals
- Secured Major Events**
- 2025 WA & ID International Order of the Rainbow for Girls

- 2026-2030 WA & OR Potato Conference, WA State Potato Commission
- 2024 Latino State Softball Championships, United States Specialty Sports Association (USSSA)
- 2024 Latino World Series Softball, USSA
- 2024 Northwest Regional Floodplain Management Association Conference
- 2026 & 2027 Pacific Northwest Vegetable Association Annual Conference
- 2025 Convention of Jehovah’s Witnesses – 4 weekends (June/July)
- 2025 U.S. Tennis Association PNW Adult 65 & Over Sectional Championships
- 2025 USA BMX Lumberjack Nationals
- 2025-2027 Northwest Athletic Conference (NWAC) Volleyball Championships
- 2026-2028 NWAC Men’s & Women’s Volleyball Championships

EFFECTIVE MARKETING



Each year, Visit Tri-Cities implements a comprehensive, data-driven marketing strategy designed to increase brand awareness, drive visitation, and maximize economic impact for the region. By leveraging a multi-channel approach—including digital advertising, media relations, social media, and public relations—Visit Tri-Cities successfully engages a broad audience and positions the destination as a must-visit location. The results from 2024 showcase the strength and effectiveness of these efforts.

2024 CAMPAIGN HIGHLIGHTS

446 million

impressions achieved

\$352 : \$1

estimated total for return on ad spend

\$37 : \$1

hotel-specific estimated return on ad spend

\$16.7 million

generated revenue from ad inspired bookings

WEBSITE PERFORMANCE

460,000+

website visitors

↑ 11% increase

950,000+

pageviews

↑ 15% increase

SOCIAL MEDIA ENGAGEMENT

f

31,151 Facebook Followers

3% increase

ig

16,894 Instagram Followers

17% increase

in

3,212 LinkedIn Followers

12% increase

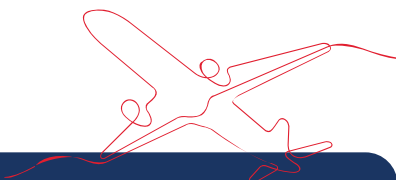
Engagements increased 184% from 2,330 to 6,620.

MEDIA & PUBLIC RELATIONS

- Expanded audience reach through signature events from 27 million to 3.6 billion
- Secured 146 pieces of media coverage - a 161% increase over 2023
- Hosted 16 media FAMs, contributing to 33% of total media coverage
- Achieved an estimated 9.4 million views, a 4,000% increase over 2023

HIGHLIGHTS

- Relaunched VTC website with enhanced navigation, destination-focused messaging, Spanish-language translations and 425 new content pages
- Published the new Visit Tri-Cities Brand Book for consistency and messaging clarity
- Recognized as Runner-up for “Best Marketing Program” awarded by State of Washington Tourism
- Targeted campaigns with Expedia resulted in 589 flight bookings
- Booked 122,181 room nights directly through ad campaigns
- Developed and distributed refreshed and impactful messaging through various multimedia assets, including:
  - ‘Discover What’s in You’ Destination Sizzle Video
  - IRONMAN 70.3 Pre-Race Sizzle Video
  - IRONMAN 70.3 Race Day Video – amassed 45K+ views in one week
  - IRONMAN 70.3 Volunteer Highlight Video
  - IRONMAN 70.3 Community Benefits Documentary
  - Seven 90-second video vignettes showcasing the community benefits of IRONMAN 70.3
  - Twelve TV commercials emphasizing the positive impact of IRONMAN 70.3 on the community
  - 2-minute informational video highlighting the vision and accomplishments of the Tri-Cities Rivershore Enhancement Council (TREC)
  - 30-second signature sports highlight reel



# COLLABORATIVE DESTINATION DEVELOPMENT



One of the ways we maximize the revenues generated by visitors is through Destination Development. Our goal is to create a superior experience for visitors and residents. Through the Tri-Cities Rivershore Enhancement Council (TREC), the National Park Committee and other organizations, we work with local jurisdictions and hospitality partners to enhance the attractions we have and develop additional experiences and recreation venues. This work serves the needs of visitors, improves the quality of life for residents, aids in workforce recruitment and generates economic growth.

## HIGHLIGHTS

### Tri-Cities Rivershore Enhancement Council (TREC) Initiatives

- Hosted U.S. Army Corps of Engineers newly appointed Walla Walla District Commander for meeting and field tour with partnering jurisdictions
- Created enhanced website showcasing the vision and accomplishments of TREC
- Cable Bridge Lighting Subcommittee – finalized Interlocal Agreement and initiated timeline for hiring Design Consultant to further the Cable Bridge Lighting initiative

### Tri-Cities National Park Committee Initiatives

- Successfully advocated to re-open B-Reactor tours for the 2024 season
- Collaborative efforts helped achieve record breaking B-Reactor tour attendance despite partial closure of tour opportunities
- Led the Administrative Subcommittee in prioritizing projects to be funded by the Hanford Unit Funds
- Developed an outline and RFQ for a Park community vision project
- Facilitated collaborative efforts to establish a Friends of the Park group
- Issued letters of support to congressional delegates to expand Park boundaries and to the National Park Service outlining opportunities for collaboration

### Support Workforce Development & Workforce Initiatives

- Partnered with WSU Tri-Cities to promote WSU Tri-Cities Workforce Training Scholarships
- Participation in Energy Communities Alliance (ECA) Workforce Roundtable and Forum, and Tri-Cities Workforce Roundtable

### Development of Tourism Assets

- Visioning support for development of the Mid-Columbia Children’s Museum
- Advocacy and support for the Three Rivers Convention Center expansion
- Active collaboration and involvement to support a Performing Arts Center initiative
- Collaborative efforts to facilitate improvements and upgrades at HAPO Center



Three Rivers Convention Center Expansion

# PROACTIVE COMMUNITY ENGAGEMENT



## HIGHLIGHTS

### Annual Meeting & Tourism Showcase

\*see back cover for more details

- Engaged hundreds of tourism partners and industry stakeholders by producing the “Discover What’s in You” Tourism Showcase Tradeshow and Networking Event, featuring over 40 tourism businesses

### Business Partner Development

- Secured Diamond Level Member, Alpine Roofing, as Signature Sports sponsor
- Implemented new Tri-IDEAs sponsor package for STCU and Bechtel
- Enrolled 130 tourism businesses as new VTC members – a 20% increase over 2023

### IRONMAN 70.3 Washington Tri-Cities

- Secured over 1,100 volunteers to fill 1,300 volunteer positions
- Engaged dozens of local agencies and community leaders in planning and supporting the event
- Generated 23 local news stories and 17 local news features
- Delivered 5.8 million local ad impressions
- Hosted Tri-Cities information booth in the IRONMAN Village
- Hosted volunteer and community welcome / kick-off party
- Hosted IRONKIDS fun run for children
- Produced interactive “Traffic Impact Maps” and distributed traffic impact mailers to help locals understand and navigate race day impacts
- Outstanding community engagement helped the event achieve a Net Promoter Score of 80 from race participants which is 28 points higher than the global average for IRONMAN events



### Manhattan Project National Historical Park (MAPR) and American WWII Heritage City Designation

- Supported the launch of 360 virtual tour and resources of B Reactor and T Plant tours
- Launched a new webpage highlighting information on community assets related to World War II and the Manhattan Project and continued the City Designation campaign
- Launched advertising campaign promoting MAPR tours generating more than 15-thousand tour visitors coming from all 50 states and 52 different countries
- VTC support of Ride with a Ranger events
- Coordination of the Tri-Cities National Park Committee (TCNPC) and related efforts

### Legislative Initiatives

- Attended Tri-Cities Day in Olympia with the Tri-Cities Legislative Council to meet with legislators and promote a slate of community priorities
- Testified at Legislative Session on tourism initiatives
- Engaged with state representatives to support community initiatives
- Collaborated with Washington State Destination Marketing Organizations, State of Washington Tourism Office, Association of Washington Businesses and Washington Economic Development Association to secure and maintain favorable legislation for tourism businesses along with increased and ongoing funding to support tourism initiatives

## VISIT TRI-CITIES COUNCILS

Tri-Cities Rivershore Enhancement Council

Tri-Cities Sports Council

Tri-Cities National Park Committee

# INNOVATIVE & MEANINGFUL OPERATIONS

## STRATEGIC VISION AND LEADERSHIP

- Strategic assessment to evaluate and enhance the organization's focus and approach
- Established new vision and mission for the organization
- Directed efforts on core strategies that boost visitation, enhance visitor experiences, and positively impact the Tri-Cities economy
- Established a clear foundation for our messaging strategy that provides focus and consistency for long-term success
- Implemented and enhanced existing programs, campaigns, and goals
- Streamlined leadership and organizational structure
- Streamlining asset management and distribution for marketers and creatives
- Hosted hospitality sales training for Convention Development team
- Submitted Destinations Marketing Accreditation Certification renewal with Destinations International
- Initiated new three-year strategic plan for 2025-2027
- Refined contracts with service providers

## FINANCIAL STRENGTH

- Maintained robust fiscal stability with significant reserve balances and year-end revenues exceeding budget by nearly \$250,000
- Secured \$92,000 in grant funding including State of Washington Tourism grants for IRONMAN 70.3 and World Horseshoe Championships
- Fostered healthy relationships with key financial partners including city councils, TPA commissioners, and hotel partners
- Conducted Hospitality Benefits Study

## VISIT TRI-CITIES AND STAFF HONORS

- Three team members achieved Professional Destination Management Certifications (PDM) from Destinations International
- Continuation of Certified Destination Marketing Executive (CDME) Program
- Leadership Tri-Cities Class XXVII Graduate
- Leadership Tri-Cities New Member Class XXVIII
- Tri-City Regional Chamber of Commerce Member of the Month Award



# VISIT TRI-CITIES GOVERNANCE

## 2023 EXECUTIVE COMMITTEE

- Chair: **Buck Taft**, Tri-Cities Airport/Port of Pasco
- Past Chair: **Corey Pearson**, Three Rivers Campus
- First Vice Chair: **Trish Herron**, PNNL
- Vice Chair: **Vijay Patel**, A-1 Hospitality
- Vice Chair: **Brian Lubanski**, Ben Franklin Transit
- Vice Chair: **Amy Johnson**, Purple Star Winery
- Treasurer: **Ron Hue**
- Legal Counsel: **John Raschko**, Miller Mertens & Comfort, P.L.L.C.
- CPA: **Monte Nail**, CPA

## VISIT TRI-CITIES STAFF

- **Kevin Lewis**, President & CEO
- **Gretchen Guerrero**, Vice President of Finance & Operations
- **Hector Cruz**, Vice President of Development & Community Relations
- **Julie Woodward**, Vice President of Marketing & Creative Services
- **Kirsten Finn**, Convention Development Manager Team Lead
- **Abby Hedges**, Visitor Services Specialist
- **Austin Wingle**, Advertising, Design, and Creative Analysis Manager
- **Alex Boecker**, Marketing Communication Manager
- **Jason Watson**, Website & Multi-Media Manager
- **Kaiya Bliss**, Convention Development Manager
- **Linda Tedone**, Sales Administrative Assistant
- **Michele York**, Business Development Manager
- **Natalie Clifton**, Sports Development Manager
- **Reagan Thompson**, Convention Development Manager
- **Samantha Galbraith**, Operations Manager/Executive Assistant

## OVERVIEW

- **Founded:** 1969 as non-profit organization
- **Staff:** 15 full-time employees
- **Structure:** Governed by a 42 member Board of Directors
- **Members:** 467
- **Website:** VisitTri-Cities.com

## 2023 BOARD OF DIRECTORS

- **Tim Arntzen**, Port of Kennewick
- **Jerry Beach**, A-1 Hospitality
- **Troy Berglund**, West Richland Chamber of Commerce
- Council Member **Melissa Blasdel**, City of Pasco
- Washington State Senator **Matt Boehnke**
- **Angie Brotherton**, Bechtel
- **Phinney Brown**, Arts Center Task Force
- **Liza Clitar**, Clover Island Inn
- Washington State Representative **April Connors**
- **Jennifer Cunningham**, Q Home Loans
- **Karl Dye**, TRIDEC
- Councilmember **David Fetto**, City of West Richland
- **Robert Franklin**, B-Reactor Museum Association
- **Colleen French**, Department of Energy
- **Melody Goller**, Hampton Inn Richland
- **Brisa Guajardo**, Tri-Cities Hispanic Chamber of Commerce
- **Gabi Guerrero**, SpringHill Suites
- **Mike Hall**, Ice Harbor Brewing Company
- **Monica Hammerberg**, Hampton Inn & Suites Pasco
- **Colin Hastings**, Pasco Chamber of Commerce
- **Sandra Haynes**, WSU Tri-Cities
- Commissioner **Scott Keller**, Port of Benton
- Mayor Pro Tem **Sandra Kent**, City of Richland
- **Dave Marsh**, B Reactor Museum Association
- **Lori Mattson**, Tri-City Regional Chamber of Commerce
- **Mike McCall**, HAPO Center
- **David McClain**, TC Black
- Commissioner **Will McKay**, Benton County
- **Brent Miles**, Tri-City Dust Devils
- Council Member **Jim Millbauer**, City of Kennewick
- **Rocky Mullen**, Franklin County
- **Dara Quinn**, Emerald of Siam
- **Rob Roxburgh**, CPCCo
- **Gus Sako**, The Octopus' Garden
- **Rosana Sharpe**, The REACH Interpretive Center
- **Lacey Stephens**, Home2Suites
- **Vivian Terrell**, Honey Baked Hams Co.
- **Matt Watkins**, Pasco Public Facilities District
- **Rebekah Woods**, Columbia Basin College

# OUR MEMBERSHIP

**Visit Tri-Cities’** ability to attract visitors to our region is made possible by the investment and support of our member organizations. Visit Tri-Cities members and partners provide unique and inclusive opportunities that are of interest to travelers and help build a better quality of life for residents. Their dedicated, unwavering support is the foundation of our work. In turn, it is our duty, obligation, and pleasure to continue the promotion and celebration of our members and our dynamic community through tourism marketing, high quality publications, destination advertising, educational forums, creative digital content, and destination development. In 2024, Visit Tri-Cities’ membership total reached **467 tourism businesses**.

## ECONOMIC DEVELOPMENT PARTNERS

City of Kennewick  
City of Pasco  
City of Richland  
Tri-City Regional Hotel-Motel Commission

## DIAMOND

Alpine Roofing  
Bechtel National  
Central Plateau Cleanup Company  
Hanford Mission Integration Solutions  
PNNL  
Toyota Center  
Three Rivers Convention Center  
Washington River Protection Solutions

## PLATINUM

Ben Franklin Transit  
Benton County  
Benton PUD  
City of West Richland  
Energy Northwest  
Franklin County  
Franklin PUD  
Port of Benton  
Port of Kennewick  
Port of Pasco  
STCU  
The HAPO Center

## GOLD

Best Western Premier Pasco Inn & Suites  
Clover Island Inn  
Comfort Suites Kennewick at Southridge  
Courtyard by Marriott Richland Columbia Point  
Hilton Garden Inn Kennewick  
Holiday Inn Express & Suites Pasco Tri-Cities  
Holiday Inn Richland on the River  
Red Lion Hotel & Conference Center Pasco  
Red Lion Hotel Kennewick Columbia Center  
Richland Riverfront Collection by Ascend  
SpringHill Suites by Marriott Kennewick

## SILVER

Baymont Inn & Suites  
Best Western Kennewick Tri-Cities Center Hotel  
Best Western Plus Kennewick Inn  
Comfort Inn  
Courtyard by Marriott Pasco Tri-Cities Airport  
Fairfield Inn

Hampton Inn & Suites Pasco/Tri-Cities  
Hampton Inn Kennewick at Southridge  
Hampton Inn Richland  
Holiday Inn Express Hotel & Suites Richland  
Home2 Suites by Hilton  
Homewood Suites by Hilton - Richland  
Kennewick Inn & Suites  
La Quinta Inn & Suites  
LivAway Suites  
My Place Hotel-Pasco/Tri Cities, WA  
Red Lion Inn & Suites Kennewick Tri-Cities  
Sleep Inn Pasco Tri-Cities  
Super 8 Kennewick  
The Lodge at Columbia Point  
TownePlace Suites by Marriott  
Woodspring Suites

## STANDARD MEMBERSHIP

14 Hands Winery  
3 Eyed Fish Kitchen + Wine Bar  
3 Rivers Folklife Society  
4 Whistles Winery  
A & A Motorcoach  
Abair’s  
Above The Curve Vineyard  
Academy of Children’s Theatre  
Ace Jewelry & Loan  
Adore Formal Wear & Bridal Boutique  
Adventures Underground  
Ahava Coffee Co LLC  
Airfield Estates  
AJ’s Edible Arts, Inc.  
Alaska Airlines  
Alexandria Nicole Cellars  
Alexandria Nicole Cellars Destiny Ridge  
Tasting Room  
Allied Arts Association - Gallery at the Park  
Andy’s North Restaurant & Lounge  
Anelare Winery  
Angel Brook Christmas Tree Jubilee  
Angel Brook Farm Market and Produce  
Stands - Kennewick  
Angel Brook Farm Market and Produce  
Stands - Richland  
Angel Brook Ice Cream  
Anthology Event Venue by Castle  
Event Catering  
Anthony’s at Columbia Point  
Apollo Authentic Greek Restaurant  
Ara Sushi & Grill  
Arlene’s Flowers & Gifts  
Art on the Columbia

Art Work Northwest  
Art YOUR Way  
Arts Center Task Force  
Aspen Limo Tours  
At Michele’s  
Atomic Ale Brewpub & Eatery  
Atomic Bowl & Jokers Lounge & Casino  
Atomic Escape Rooms  
Aub’s Bananza Bread  
Aub’s Lounge  
Avennia Red Mountain Tasting Room  
AXE KPR Axe Throwing  
Azteca  
B Reactor Museum Association (BRMA)  
Badger Mountain Vineyard/Powers Winery  
Barnard Griffin Winery  
Bartholomew Winery  
Basil and Blush  
Baum’s  
Baymont Inn & Suites  
Bella Italia Restaurant  
Bennett Rentals  
Benton County Fairgrounds  
Bergan’s Timeless Treasures  
Bergstrom Aircraft, Inc.  
Big D’s Powersports  
Bingo Boulevard  
Black Heron Spirits, LLC  
Blackthorne Neighbourhood Pub  
Blankslate  
Bob’s Burgers and Brew - Kennewick  
Bob’s Burgers and Brew - Richland  
Boiada Brazilian Grill  
Bombing Range Brewing Company  
Bon Cafe Co  
Bonefish Grill  
Brady’s Brats  
Brainstorm Cellars  
Brewminatti  
Brick House Pizza  
Bristle Art Gallery  
Brother’s Cheese Steaks  
Budd’s Broiler by Anthony’s Restaurants  
Buds and Blossoms too  
Buffalo Wild Wings  
Burger Ranch  
Burger Ranch - Pasco  
Cafe con Arte LLC  
Caffeine Bar  
Canyon Lakes Golf Course  
Cardamom Indian Grill & Bar  
Casa Pottery  
Catering to You  
CBC Arts Center

Cedars at Pier 1  
CG Public House & Catering  
Chandler Reach Vineyards  
Chapala Express  
Cherry Chalet Bed & Breakfast  
Chic & Unique Furniture Kennewick  
Chic & Unique Furniture Richland  
Chicken & Bowl  
Chills Fro Yo & Custard  
Chuck E. Cheese  
Chukar Cherries  
Ciao Trattoria  
Cigar Savvy Shop, LLC  
Clover Island Inn  
Clover Island Marina  
Col Solare Winery  
Columbia Basin BMX  
Columbia Basin College  
Columbia Basin Racquet Club  
Columbia Center  
Columbia Crest Winery  
Columbia Park Golf Tri-Plex  
Columbia Point Golf Course  
Columbia River Mafia Guide Service  
Columbia Sun RV Resort  
Community Concerts of the Tri-Cities  
Connell Heritage Museum  
Convergence Zone Cellars  
Copper Top Tap House  
Cora’s E-bike Shop  
Cork and Taps by Domanico Cellars  
Costa Vida - Duportail Street  
Costa Vida - Gage Blvd  
Costa Vida - Kennewick  
Costa Vida - Pasco  
Cougar Cave Espresso  
Country Mercantile  
Country Mercantile - Pasco  
Coyote Bob’s Roadhouse Casino  
Coyote Canyon Mammoth Site  
Coyote Canyon Winery  
Crazy Moose Casino  
Crepe Haus & El Compadre  
Crepes and Rolls  
Crowe Wines  
Cupcakes Bakery & Deli  
d. lynn’s boutique  
D’s Wicked Cider  
Daisy Ranch Saloon  
Dalset Wines  
DavenLore Winery  
D-Bat Columbia Basin  
Del Sol Lavender Farm  
DermaCare  
Desert Food Mart (Conoco)  
Desert Wind Winery  
Details  
Divots Golf  
Dog Haus Biergarten Pasco  
Don Rubio’s  
Dovetail Joint Restaurant  
DownUnderSportFishing  
DrewBoy Creative  
Earth Spirit Shop  
Eastern Washington Transportation  
Elk Haven Winery  
Emerald of Siam Thai Restaurant & Lounge  
Ethos Bakery - Queensgate

Ethos Bakery - The Parkway  
Europa Italian & Spanish Cuisine  
Events at Sunset  
Experience 46 Degrees  
Fable Craft Bar-Wine Saloon-Food Joint  
Farmhand Winery  
Fast and Curryous  
Fat Olives Restaurant & Catering  
Fiction @ J. Bookwalter Winery  
Fidelitas Wines  
Fiiz  
Fisher’s Catch Outfitters  
Five Guys Burgers & Fries  
Fleet Feet  
Float Euphoria  
Foodies Kennewick  
Foodies Richland  
Franklin County RV Park  
Free Culture Clothing  
Fresh Leaf Co  
FreshPicks WA Smoothies  
Frichette Winery  
Friends of Sacajawea State Park  
Frost Me Sweet Bakery & Bistro  
Fujiyama Japanese Steak House & Bar  
Garden Hot Pot  
Gesa Carousel of Dreams  
Glass Studio at Barnard Griffin Winery  
Gluten Not Included  
Goose Ridge Estate Vineyard & Winery  
Gordon Estate Winery  
GRAZE - ‘a place to eat’  
Great Harvest Bread Company Kennewick  
Greek Islands Cuisine  
Greenies  
Griggs Ace Hardware  
Ground Support Coffee  
Guadalajara Style Mexican Food LLC  
Hae Ha Thai  
Halo Fishing Adventures  
Hedges Family Estate  
Heron Bluff Vineyard & Winery  
Hightower Cellars  
Hill’s Restaurant & Lounge  
HoneyBaked Ham Café  
HOOKED SEAFOOD BOIL & BAR  
Hope Outfitters  
Hops n Drops  
Hops n Drops - Kennewick  
Horn Rapids Golf Course  
Horn Rapids RV Resort & Mini Mart  
Hot Tamales, LLC  
How Sweet It Is  
I&M Rentals LLC  
Ice Harbor Brewing Co.  
Ice Harbor Brewing Company at the Marina  
Iconic Brewing  
IHOP Restaurants  
Indaba Coffee  
InterMountain Alpine Club  
iplay Experience  
J&S Dreamland Express  
J. Bookwalter  
Just Juice LLC  
KayakBateman.com  
Kestrel Vintners  
Kickstand Tours  
Kindred Spirits

Kiona Vineyards and Winery  
Kitzke Cellars  
Knots & Grounds Espresso  
Kona Ice  
La Bella Vita Kitchen and Bar  
La Maison Dana French Café Restaurant & Bar  
La Zeiba Events  
Lakeside Gem and Mineral Club  
Layered Cake Artistry  
Lazy River Taphouse  
Lemon Grass  
Let’s Glow Mini Golf  
LIGO Hanford Observatory  
Lil’ Moon Diner  
Longship Cellars  
Love Curry Indian Cuisine  
Lower Columbia Basin Audubon Society  
LU LU Craft Bar + Kitchen  
Lucky Flowers  
Magills Restaurant & Catering  
Market Vineyards  
Martinez & Martinez Winery  
Masala Indian Cuisine  
Max Air Tri-Cities  
McKinley Springs  
Mercer Wine Estates  
MEXA MexAmerican Kitchen  
Mid-Columbia Ballet  
Mid-Columbia Libraries  
Mid-Columbia Mastersingers  
Mid-Columbia Musical Theatre  
Mid-Columbia Symphony  
Middleton Farms  
Milbrandt Vineyards/Ryan Patrick Wines  
MillerTime Fishing  
Miss Tamale  
Mocha Express on Canal  
Mocha Express TriCities  
Monarcha Winery  
Monterosso’s Italian Restaurant  
Moonshot Brewing  
Moonshot Brewing Pub at the Park  
Muret-Gaston Winery  
Museum at Keewaydin  
MyFroYo - Kennewick  
MyFroYo - Pasco  
MyFroYo - Richland  
Nanis Bakery  
National Charter Bus Richland  
Nothing Bundt Cake  
Nouveau Day Spa  
Novel Coffee Co.  
OATIS Outdoor Adventure Rentals  
Octopus’ Garden  
OH SUSHI  
Opportunity Kitchen - Federal Building  
Opportunity Kitchen - Public Market at CRW  
Pacific Shorz Powersports  
Pasco Aviation Museum  
Pasco Burger Company  
Pasco Chamber of Commerce  
Pasco Specialty Kitchen  
Peacock Coffee Roasting Co  
Pearl Coffee  
Pedego Electric Bikes Tri-Cities  
Perch Cantina

OUR MEMBERSHIP CONTINUED

Perfect Circle Brewing  
Philocaly Lingerie Boutique  
Picante Mexican Taqueria  
Pie Sharks LLC  
Pink Pearl  
Pipsqueaks  
Polka Dot Pottery  
Popcorn Northwest  
Porter's Real BBQ Kennewick  
Porter's Real BBQ Pasco  
Porter's Real BBQ Richland  
Poutine, Eh?  
Power Up Arcade Bar  
Preszler's Guide Service, LLC  
Pretty Gritty Tours  
Price 4 Limo  
Proof Gastropub  
Public Market at Columbia River Warehouse (CRW)  
Purple Star Wines  
QUAKE Family Fun Center  
Ranch & Home  
Rattlesnake Mountain Brewing Company  
Rattlesnake Mountain Harley - Davidson  
REACH Museum  
Reborn Bike Shop  
Red Dot Paintball  
Red Lobster  
Red Mountain AVA Alliance  
Red Mountain Event Center  
Red Mountain Trails  
Restaurante El Chapala  
Rewster's Craft Bar & Grill - Horn Rapids Golf Course  
Richland Players  
RideNow Powersports Tri-Cities  
Rise & Shine Bake Shop  
Roads2 Travel Company  
Rocco's Pizza Kennewick  
Rocco's Pizza Pasco  
Rock Shop  
Rollarena Skating Center  
Rolling Hills Chorus  
ROMA House  
Roscoe's Coffee  
Round Table Pizza - Kennewick  
Round Table Pizza - Leslie  
Round Table Pizza - Pasco  
Round Table Pizza - Richland  
Runners of the Sage  
SAAP Kitchen Lao-Thai  
Sacajawea State Park  
Sage Brewing Company  
Sageland Center  
Salon Remedi  
Salud Bar and Kitchen  
Sandollar Farms & Alpacas  
Sandy's Fabrics & Machines  
Seaductive Kayak Rentals  
Seoul Fusion Korean Restaurant  
Shade Cafe  
Sharetea Tricities  
Sheep's Clothing

Shelby's Floral & Gifts  
Simplified Celebrations  
Sister to Sister - on the Ave  
Sister to Sister- Merlot  
Skippers Seafood n' Chowder  
Sleep Inn Pasco Tri-Cities  
Sleeping Dog Wines  
Smooth Swings  
Soi 705  
Solar Spirits Distillery  
Some Bagels  
Some Bagels Too  
Somer Mediterranean Food and Bakery  
Southern Cross Winery  
Spare Time Lanes  
Spencer Carlson Furniture & Design  
Sporthaus  
SpringHill Suites by Marriott Kennewick  
Sterling's Restaurant - Clearwater  
Sterling's Restaurant - Queensgate  
Sterling's Restaurant On the River  
Stone Ridge Estates  
Stotts Fishing Adventures  
Sub Zero Nitrogen Ice Cream  
Summer's Hub of Kennewick  
Sun Willows Golf Course  
Sundance Aviation  
Sunken Treasures Games  
SunWest Sportswear  
SuperMex El Pueblo Market  
Swadee Thai Cuisine  
Swampy's BBQ Sauce & Catering  
Swampy's BBQ Sauce & Eatery  
Swigg Coffee Bar  
Tagaris Winery  
Take a Break Tri-Cities  
Tap & Barrel  
Tapteal Greenway  
TC Black  
TC Cider House  
Tee Time  
Teriyaki Grill  
Terra Blanca Winery & Estate Vineyard  
Thai Elephant  
The Bradley  
The Bubbly Boba  
The Crazy Crab Place  
The Educated Cigar, LLC  
The Endive Eatery  
The Garden TriCities  
The Grain Bin Flower Farm & Inn  
The Human Bean  
The Kozy Kup Coffee Co.  
The Little Plant Shop  
The Lodge at Columbia Point  
The Medusa Tap House  
The Moore Mansion  
The Olive Garden  
The Palm Bar and Grill  
The Pizza Box  
The Pub  
The Rude Mechanicals  
The Teal Box

The Tinte Red Mountain Retreat  
The Underground Taphouse  
Three Rivers Tackle  
Thurston Wolfe Winery  
Tip Pit BBQ  
Tirridis  
Tomi Sushi and Ramen  
Transient Coffee Company  
Trejo's Mexican Restaurant  
Trejo's Taco Factory  
Trek Bikes Kennewick  
Tri City Taps  
Tri-City Regional Chamber of Commerce  
Tri-Cities Afghan Food  
Tri-Cities Hispanic Chamber of Commerce  
Tri-Cities Newcomers Club  
Tri-Cities Tackle  
Tri-Cities Wine Society  
Tri-City Americans Hockey  
Tri-City Dust Devils  
Tri-City Tappers  
TRIDEC  
Tsunami Catering  
Tucannon Cellars  
Tulipe Lifestyle Shop  
Tumbleweeds Food Truck  
Tumbleweeds Mexican Flair  
Twigs Bistro & Martini Bar  
Twist Clothing Co.  
Uncle Sam's Saloon  
Upchurch Vineyard  
Uptown Antique Market  
Urban Grounds LLC  
US Army Corp of Engineers  
Viera's Bakery - Burden St.  
Viera's Bakery - Lewis St.  
VISTA Event Space  
Washington State University Tri-Cities  
Water2Wine Cruises  
Wautoma Springs  
West Richland Chamber of Commerce  
West Richland Golf Course  
What's The Scoop  
Wheat Head Brewing  
Wheelhouse Community Bike Shop  
White Bluffs Brewing  
White Bluffs Quilt Museum  
Wilco Farm Store  
Wild Hare Lavender Farm  
Wild Olive's Charcuterie Kingdom  
Willow Run Vineyard  
Wine Social  
Wingstop Pasco  
Wisdom Books LLC  
WIT Cellars  
Wright's Desert Gold Motel & RV Park  
Xenophile Books  
Yogurt Beach  
Z Place Salon & Spa  
Zintel Creek Golf Club  
Zintel Creek Golf Club Restaurant and Lounge  
Zullee Mediterranean Grill Richland

OUR SPONSORS



The **Media Outreach Sponsorship** is paramount to the success of Visit Tri-Cities' mission of driving visitor spending. The funds secured through the media relations sponsorship allows our organization to work in unison with outside public relations firms to bring in travel writers and national news organizations to provide the national media attention our great community deserves. Additionally, the sponsorship complements other marketing endeavors such as social media, digital, OTT, television, and print ads. In doing so, we bring value to our partners and community members while creating a positive image of our community for local employers recruiting efforts and employee retention.



The **Tri-Cities Rivershore Enhancement Council (TREC)** is a multi-jurisdictional program, coordinated by Visit Tri-Cities, which is helping the community rediscover its river shores and is working to emphasize restoration, development, and enhancement activities. The investment made by Bechtel ensures that the work being done by TREC's committees, the Strategic Committee and the Technical Committee, will continue. Contributions made, have a direct impact on the Rivershore Enhancement Council through the creation of the Rivershore Master Plan. These efforts continue to improve river shore experiences for all to enjoy.



Washington River Protection Solutions is the **Annual Meeting and Kris Watkins Tourism Champion Award Sponsor**. This sponsorship supports the communication of the Visit Tri-Cities mission with its VTC membership, VTC Board of Directors, and stakeholders; including presentations to city council members and elected officials.



The **Quality-of-Life Sponsorship** drives the success of the Visit Tri-Cities mission in developing programs, products, and activities that impact "the overall economic vitality of our communities and the quality of life for our citizens." This sponsorship provides an avenue to place in-market advertising, promoting the quality of life to local residents, those considering relocation, and visitors staying in the area. The funds secured through the Quality-of-Life Sponsorship allows our organization to market effectively in-region, highlight local tourism businesses, encourage the community to engage with local events and businesses, and inspire our local community members to bring their friends and family to the Tri-Cities; in turn positively impacting our local economy.



The Three Rivers Campus is the **Convention and Meeting Program Sponsor**. A pivotal hub for economic development in our community. The convention facilities are more than just event spaces, they are the engines that drive economic development. The sponsorship of the Three Rivers Campus directly contributes to the community's ability to host diverse and impactful events, creating a positive ripple effect throughout the community. The Three Rivers Campus creates opportunities for locals to engage, learn, and network. It is an investment in the economic and social fabric of our community.



Pacific Northwest National Laboratory (PNNL) is our **Excellence in Service Award/Eco-Tourism Sponsor**. This partnership is a vehicle for encouraging visitation and enjoyment of our outdoor recreational opportunities. PNNL also extends its support to the Excellence in Service Award, chairing the committee and overseeing the evaluation process. PNNL has made additional spotlights possible highlighting previous awardees. The Excellence in Service Award is presented by PNNL at the Visit Tri-Cities Annual Meeting.



The **Signature Sports Sponsorship** is crucial to the success of Visit Tri-Cities' mission to boost visitor spending. The funding secured through this sponsorship enables our organization to collaborate with the Tri-Cities Sports Council and local sports entities, enhancing community assets, infrastructure, and sports marketing initiatives. Furthermore, the Signature Sports Sponsorship offers our destination, the Sports Council, and its members the opportunity to present a unified front in attracting major sporting events, such as the IRONMAN 70.3 Washington Tri-Cities



Travel is transformative on multiple levels. Exploring new destinations exposes us to different ideas, cultures, history, heritages, and people. The **Tri-IDEAs sponsorship** amplifies our efforts in celebrating and showcasing our destination's diverse community, letting visitors and residents of all backgrounds, races, genders, cultures, and abilities know and feel that they are welcome here. This sponsorship further builds connections with local business owners, community leaders, event organizers, residents, and more by highlighting stories of diversity in the Tri-Cities.

# DISCOVER WHAT'S IN YOU

The Visit Tri-Cities Annual Meeting and Tourism Showcase provided a glimpse into the dynamics that make living and visiting here so vibrant.

## Discover What's In You Panel

The 2024 Annual Meeting celebrated the achievements and insights of five unique individuals from our community whose stories and wisdom reflect the process of discovery and demonstrate the meaningful action and opportunity flowing through our communities.

Pictured from left to right, our panelists were: José Iñiguez, Founder & Executive Director of Encanto Arts, Marisa Howard, 2024 Olympian, Christina Lomasney, Chief Commercialization Officer for PNNL, Adam J. Fyall, Sustainable Development Manager for Benton County, and Gabe Crowell, Co-Founder of Tirridis Sparkling Wines



## Award Winners

The First Responder teams throughout the Tri-Cities received the prestigious Kris Watkins Tourism Champion Award. These agencies took their champion-like commitment to a new level as we hosted a season of signature events that put our community on display like never before.



Frichette Winery earned the 2024 Excellence in Service Award for its exceptional guest experience. Their focus on creating memorable experiences is a testament to the quality of our local tourism partners.



## Tourism Showcase

Hundreds of community and business leaders gathered to celebrate the vitality and opportunity our hospitality and tourism businesses generate for visitors and residents.



**Thank you for helping us inspire, reward and celebrate the spirit of exploration and discovery.**

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                      |                                     |                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-------------------------------------|-----------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                      |                                     |                                                     |
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                      |                                     |                                                     |
| Name VenuWorks (manager of Toyota Center and Arena)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                      |                                     |                                                     |
| Address 7016 W Grandridge Blvd                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                      |                                     |                                                     |
| City Kennewick                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | State WA                                             | Zip 99336                           | Email                                               |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                      |                                     |                                                     |
| Name Corey Pearson                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                      |                                     |                                                     |
| Title Executive Director                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                      |                                     | Phone 509-737-3700                                  |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                      |                                     |                                                     |
| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                      |                                     |                                                     |
| <p>The Toyota Center and Arena, city owned facilities, normally operate with a budgeted annual operating deficit. The city's budget currently includes a \$200,000 subsidy from the General Fund toward the anticipated operating loss. Admissions taxes are used to offset the General Fund contribution. The subsidy required from Lodging Tax Funding is projected to be \$600,000 in 2026.</p> <p>The Toyota Center and Arena receives a regular allowance of \$350,000 per year for ongoing capital needs in the buildings. Looking at 2026, just over \$100,000 of this number is already appropriated for specific needs, leaving \$250,000 for anything else that surfaces during the year.</p> <p>The requested funds of \$950,000 will be used for operations and improvements to the city-owned Toyota Center and Arena in the following manner:</p> <p>Operating Subsidy: \$600,000<br/>Capital Improvements: \$350,000</p> <p>Total Requested \$950,000</p> |                                                      |                                     |                                                     |
| Geographic area served by this project<br>City of Kennewick and surrounding areas                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                      |                                     | Number of people served<br>by this project: 441,520 |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Amount requested from City of<br>Kennewick \$950,000 | Total project cost:<br>\$ 4,565,000 | Date of project:<br>From 1/1/26 to 12/31/26         |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                         | Amount    |
|--------------------------------|-----------|
| City of Kennewick General Fund | \$200,000 |
|                                |           |
|                                |           |
|                                |           |
|                                |           |

List any other sources of funding you have applied for:

| Source | Amount | Status |
|--------|--------|--------|
|        |        |        |
|        |        |        |
|        |        |        |
|        |        |        |

**Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.**

Marketing for our events are typically event specific, but methods routinely used are television, terrestrial and satellite radio, and print. As the culture continues to change, we are exercising an increasing dependence on social media and targeted Internet-based approaches. Each show or tour that visits the region will incorporate a blend of marketing approaches depending on the target market and the proximity of other tour dates related to the Tri-Cities.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 111,418; and outside the City of Kennewick 47,750. How did you calculate these numbers?

Total projected visits – 454,766 (based on 2024-2025 attendance. Historical % staying overnight is 35%. Of that number (159,168), 70% will stay in Kennewick and 30% in other local areas.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 34,107. How did you calculate these numbers?

Estimated travelers of 50+ miles is 170,537. Of that number, an expected 20% will return home (estimates based on ticketing maps).

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 136,430  
How did you estimate these numbers?

Estimated travelers of 50+ miles is 170,537. Of that number, an expected 80% will stay overnight somewhere locally (estimates based on ticketing maps).

4. An estimate of the number of people who will travel from another state or country:  
90,953

How did you calculate these numbers?

Of the total projected visits, 20% are expected to come from out of the state or country.

5. Is there any other information you wish to add:

Data is based on historical trends and purchaser locations derived from our ticketing systems.  
Provisional estimates have been made to adjust for ongoing economic impacts and travel restrictions.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

Corey Pearson

Date 9/30/25

Date 9/30/25

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                   |                                  |                                          |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|----------------------------------|------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                   |                                  |                                          |
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                   |                                  |                                          |
| Name VenuWorks (manager of Toyota Center and Arena)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                   |                                  |                                          |
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| City                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | State                                             | Zip                              | Email                                    |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                   |                                  |                                          |
| Name Corey Pearson                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                   |                                  |                                          |
| Title Executive Director                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                   |                                  | Phone 509-737-3700                       |
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| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                   |                                  |                                          |
| <p>The Toyota Center and Arena, city owned facilities, normally operate with a budgeted annual operating deficit. In 2024 this deficit was \$769,901. The city initially funded \$700,000 toward this amount. The requested funds of \$69,900 will be used for operations and to restore the necessary cash flow to the Toyota Center and Arena.</p> <p>In April 2025, the Toyota Center reached a post-audit settlement with the Department of Revenue on some prior year taxes due, resulting from changes in how event expenses were recorded. This unfunded payment was made in April 2025. The requested funds of \$93,000 will be used for operational support and to restore the necessary cash flow to the Toyota Center and Arena.</p> <p>Restore aggregate cash flow impacts for FY 2024-25: \$162,900</p> |                                                   |                                  |                                          |
| Geographic area served by this project                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                   |                                  | Number of people served by this project: |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Amount requested from City of Kennewick \$162,900 | Total project cost: \$ 4,565,000 | Date of project: From 1/1/26 to 12/31/26 |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source | Amount |
|--------|--------|
|        |        |
|        |        |
|        |        |
|        |        |
|        |        |

List any other sources of funding you have applied for:

| Source | Amount | Status |
|--------|--------|--------|
|        |        |        |
|        |        |        |
|        |        |        |
|        |        |        |

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Total projected visits – 454,766 (based on 2024-2025 attendance. Historical % staying overnight is 35%. Of that number (159,168), 70% will stay in Kennewick and 30% in other local areas.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 34,107. How did you calculate these numbers?

Estimated travelers of 50+ miles is 170,537. Of that number, an expected 20% will return home (estimates based on ticketing maps).

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 136,430  
How did you estimate these numbers?

Estimated travelers of 50+ miles is 170,537. Of that number, an expected 80% will stay overnight somewhere locally (estimates based on ticketing maps).

4. An estimate of the number of people who will travel from another state or country:  
90,953

How did you calculate these numbers?

Of the total projected visits, 20% are expected to come from out of the state or country.

5. Is there any other information you wish to add:

Data is based on historical trends and purchaser locations derived from our ticketing systems. Provisional estimates have been made to adjust for ongoing economic impacts and travel restrictions.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

Corey Pearson

Date 9/30/25

Date 9/30/25

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                  |                                             |                                                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------|------------------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                  |                                             |                                                            |
| Organization/Individual <input checked="" type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                  |                                             |                                                            |
| Name <b>Emerald Spark Events</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                  |                                             |                                                            |
| Address <b>723 The Parkway</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                  |                                             |                                                            |
| City <b>Richland</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | State <b>WA</b>                                                  | Zip <b>99352</b>                            | Email <b>alicia@emeraldsparkevents.com</b>                 |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                  |                                             |                                                            |
| Name <b>Alicia Cullison</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                  |                                             |                                                            |
| Title <b>Organizer</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                  |                                             | Phone <b>509-542-7765</b>                                  |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                  |                                             |                                                            |
| Title and brief description of project:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                  |                                             |                                                            |
| <p>The Clover Island Concert Series takes place each summer on Clover Island in Kennewick, Washington. On Wednesday evenings, Thunder on the Island offers free concerts open to the public, drawing 700 to 1,000 attendees for local and regional bands. These mid-week shows create a relaxed, community-oriented atmosphere along the Columbia River. On select Sundays, the series also hosts ticketed performances by national touring acts, bringing larger audiences and expanding the variety of music offered. Food and beverages are available on site, and each event partners with a local nonprofit, providing both visibility and financial support for community organizations. The series has become a long-standing tradition in the Tri-Cities, combining live entertainment with community benefit and regional economic activity. It serves as both a cultural gathering place for residents and an attraction for visitors from May through August.</p> |                                                                  |                                             |                                                            |
| Geographic area served by this project<br><b>Kennewick and surrounding areas</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                  |                                             | Number of people served<br>by this project: <b>10,000+</b> |
| <b>2026</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Amount requested from City of<br>Kennewick<br><b>\$25,000.00</b> | Total project cost:<br><b>\$ 186,000.00</b> | Date of project:<br>From <b>5/20/26</b> to <b>09/6/26</b>  |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                      | Amount      |
|-----------------------------|-------------|
| Clover Island Inn           | \$5000.00   |
| Balebreaker Brewing Company | \$5000.00   |
| Emerald of Siam             | \$5000.00   |
| Musician's Launchpad        | \$5000.00   |
| Port of Kennewick           | \$15,000.00 |

List any other sources of funding you have applied for:

| Source                                                                                                                                                                                                                                                                                                                                                                     | Amount | Status |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|--------|
| There will be revenue from ticket sales and we are reaching out to local and regional businesses as part of 2026 Sponsorship Program including, car dealerships and automotive service providers, powersports dealerships, wineries, financial institutions, home services businesses, real estate professionals, healthcare providers, and any other relevant businesses. |        |        |

**Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.**

The Clover Island Concert Series' tourism market beyond 50 miles from Kennewick can be defined as follows:

- Yakima Valley visitors – ~75 miles away. These audiences often travel for weekend entertainment, wine tourism, and live music.
- Walla Walla region – ~55 miles away. Known for wine country and boutique lodging; visitors pair concerts with wine tourism.
- Pendleton, Oregon – ~60 miles away. Audience overlaps with Pendleton Round-Up, Whiskyfest, and other live music events.
- Seattle & Portland metro visitors – 200–225 miles away. While a smaller segment, certain national-touring Sunday acts draw fans who follow bands regionally and make a weekend of it.
- Boaters and yacht owners – Many come from marinas up and down the Columbia and Snake Rivers. The marina and Clover Island Inn create a built-in tourism experience that attracts out-of-town boating enthusiasts.

The Clover Island Concert Series is featured in the Visit Tri-cities Visitors Guide, as well as all other online event calendars and publicly distributed print publications. This past year, 14% of trackable ticket pre-sales came from markets beyond 50 miles away, including Scarborough, NY, and Philadelphia. Information was not gathered from attendees on Wednesdays, or people who bought tickets on-site (door sales), but anecdotally, organizers note that there were attendees from Canada, Michigan, and Ohio.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates.* The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 800; and outside the City of Kennewick 100. How did you calculate these numbers?

From Visit Tri-Cities statistical data, combined with general live event / tourism principles, plus NIVA's "State of Live" framework, which uses the IMPLAN economic impact model:

- A live event (concert series) typically draws both "local/regional" attendees (who do not stay overnight) and "destination" attendees (who travel and stay)
  - The share of attendees who stay overnight depends heavily on: how far people travel (outside local radius), the day of week, the draw of the headliner, marketing to out-of-area fans, lodging cost & availability.
- In many regional concert or festival settings, the overnight lodging share might be somewhere between 10 % and 30 % of total attendees. If the event is more "local," the lodging share might be toward the lower end; if the lineup or marketing draws people from farther away (overnight travel), meaning that for an event of N attendees, you might expect 0.1 N to 0.3 N overnight stays. Since the CICS is staged on hotel property, we are able to market "hotel w/tickets" packages, and many locals view Clover Island as a getaway/staycation destination, increasing the amount of attendees likely to be staying overnight, in Kennewick. So if we use a conservative estimate of 0.1N, and base it on last year's approximate season-long attendance (9000+).

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 1500. How did you calculate these numbers?

Assumptions:

- Regional radius (50–75 mi): Walla Walla, Yakima, Pendleton, Hermiston. Some may drive back same night.
  - Extended radius (75+ mi): Spokane, Portland, Seattle, Boise. Most will stay overnight.
- Using a catchment mix of 70% / 25% / 5% (Local / Regional / Extended), we can estimate that 0.2N = regional attendees who do not stay overnight.

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 2100  
How did you estimate these numbers?

Using the same assumptions as above, we can use a reasonable estimate of 0.25N.

4. An estimate of the number of people who will travel from another state or country:  
1200

How did you calculate these numbers?

Using the same assumptions as above, taking into account the proximity to other states and historical data.

5. Is there any other information you wish to add:

Why Clover Island Concert Series matters:

- 9000+ attendees enjoyed 25 shows last season.
- \$219,000+ in direct on-site spending (tickets, food, beverage, and merch).
- Generated \$351K–\$439K in total economic impact across the Tri-Cities economy.\*

\*using IMPLAN economic impact modeling

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures

*Alicia Cullison*

Date **9/30/2025**

Date

**Expenses**

|                                         |               |
|-----------------------------------------|---------------|
| Ticketing and booking platforms         | 10000         |
| Artist Fees and Hospitality             | 30000         |
| Staffing (ticket/security/setup/teardov | 30000         |
| Venue Fees                              | 7000          |
| Insurance                               | 4000          |
| Port a Potties                          | 6400          |
| Tents, barriers, furniture etc          | 10000         |
| Stage, Sound and Backline support       | 30000         |
| Marketing                               | 60000         |
| Taxes                                   |               |
| <b>Total</b>                            | <b>187400</b> |

**Revenue**

|                               |        |
|-------------------------------|--------|
| Tickets (based on 2025 sales) | 85000  |
| Sponsorships (pending)        | 40000  |
| Partnerships (pending)        | 15000  |
| Concessions Commission        | 20000  |
|                               | 160000 |



EMERALD SPARK EVENTS PRESENTS

2026

# CLOVER ISLAND CONCERT SERIES

## SPONSORSHIP OPPORTUNITIES

MAY - AUGUST 2026

CLOVER ISLAND INN  
KENNEWICK, WA

[THUNDERONTHEISLAND.COM](http://THUNDERONTHEISLAND.COM)

# CLOVER ISLAND CONCERT SERIES

20 YEARS OF WATERFRONT MUSIC



For two decades, the Clover Island Concert Series has been a Tri-Cities summer music tradition. Located at the Port of Kennewick's Clover Island on the Columbia River, this waterfront venue combines live music with dining and community connection.

Clover Island serves as a year-round recreation hub with marina access, boat launches, restaurants, lodging, and scenic trails. The concert series enhances this active setting with national and regional touring acts performing against stunning river views.

**Emerald Spark Events is excited to announce the return of the Clover Island Concert Series—also known as "Thunder on the Island"—for Summer 2026. Following our most successful season to date in 2025, we're committed to delivering another unforgettable summer of entertainment that continues to position the Tri-Cities as a premier destination for touring acts while showcasing local talent and creating valuable employment opportunities for our community.**

**In 2025, the Clover Island Concert Series made history with each of the 25 concerts partnered with a different local nonprofit to generate both funding and visibility for 25 different community causes!**



# THE CLOVER ISLAND ADVANTAGE

CONNECTING BUSINESS WITH COMMUNITY THROUGH MUSIC

## MARKET REACH THAT MATTERS

- 30,000+ targeted consumer touchpoints across a full season of engaged audiences
- \$390,000 direct economic impact flowing through local businesses and vendors
- 4.2x stronger brand retention compared to traditional advertising channels (event marketing industry standard)



## YOUR INVESTMENT WORKS HARDER

- Exceptional cost efficiency: \$0.007 per impression (\$7 CPM) versus \$12-20 for radio or \$5-10 for digital advertising
- Premium audience quality: Affluent local families and professionals with proven spending power
- Authentic brand alignment: Connect with a 20-year community tradition that audiences trust and love
- Integrated marketing platform: Seamless brand presence across radio partnerships, digital channels, print materials, and live event experiences

## UNIQUE SETTING BENEFITS

- Waterfront location creates memorable brand association
- Multi-use destination extends audience beyond concert-goers
- Photo-worthy backdrop amplifies social media exposure
- Marina/hotel proximity attracts regional visitors



## ADVANTAGES OVER OTHER MARKETING CHANNELS

- Captive audience vs. interruptible digital/radio ads
- Positive brand association vs. neutral advertising placement
- Extended exposure time vs. brief commercial spots
- Multi-generational reach vs. age-segmented media



# INVESTMENT LEVELS & BENEFITS

|                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <b>DIAMOND</b>                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>\$5,000</b> |
| <ul style="list-style-type: none"><li>• Prime stage signage (seen by every attendee)</li><li>• Season table package (10 seats, any shows) - Value: \$4000+</li><li>• 500+ radio mentions across 8 stations</li><li>• Logo integration in ALL marketing materials</li><li>• On-site promotional activation at every event</li><li>• Dedicated social media campaign</li><li>• Exclusive benefit: VIP artist meet-and-greets (when available)</li></ul> |                |
| <b>PLATINUM</b>                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>\$2,500</b> |
| <ul style="list-style-type: none"><li>• Prominent stage banner placement</li><li>• Reserved table package (10 seats, 6 shows) - Value: \$3000</li><li>• 250+ radio mentions</li><li>• Logo in email blasts, website, print materials</li><li>• Entry/exit promotional space option</li><li>• Regular social media mentions</li></ul>                                                                                                                  |                |
| <b>GOLD</b>                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>\$1000</b>  |
| <ul style="list-style-type: none"><li>• Event signage inclusion</li><li>• Reserved table (10 seats, all Wednesday shows) - Value: \$1000</li><li>• Website and email logo placement</li><li>• 4 complimentary tickets to any Sunday show</li><li>• Social media recognition</li></ul>                                                                                                                                                                 |                |
| <b>SILVER</b>                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>\$500</b>   |
| <ul style="list-style-type: none"><li>• Logo on event signage and website</li><li>• 20 general admission vouchers - Value: \$300</li><li>• Social media community support highlight</li><li>• One promotional activation opportunity</li></ul>                                                                                                                                                                                                        |                |
| <b>ISLAND CLUB MEMBERSHIP</b>                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>\$100</b>   |
| <ul style="list-style-type: none"><li>• Open to anyone!</li><li>• Early access to 2026 ticket sales and table reservations</li><li>• Exclusive Island Club swag</li><li>• Private invitation to our 2026 season kick-off party</li><li>• Year-round discounts and special perks</li></ul>                                                                                                                                                             |                |

# SPECIALTY PARTNERSHIP OPPORTUNITIES

## Wine

- Category exclusivity
- Bar branding, sampling opportunities
- Perfect for: Wineries, distributors, retailers

## Tech

- AV equipment branding, digital integration
- Perfect for: IT companies, telecommunications, electronics retailers

## Automotive

- VIP parking, display opportunities
- Perfect for: Dealerships, service centers, automotive services

## Title Show Sponsorships

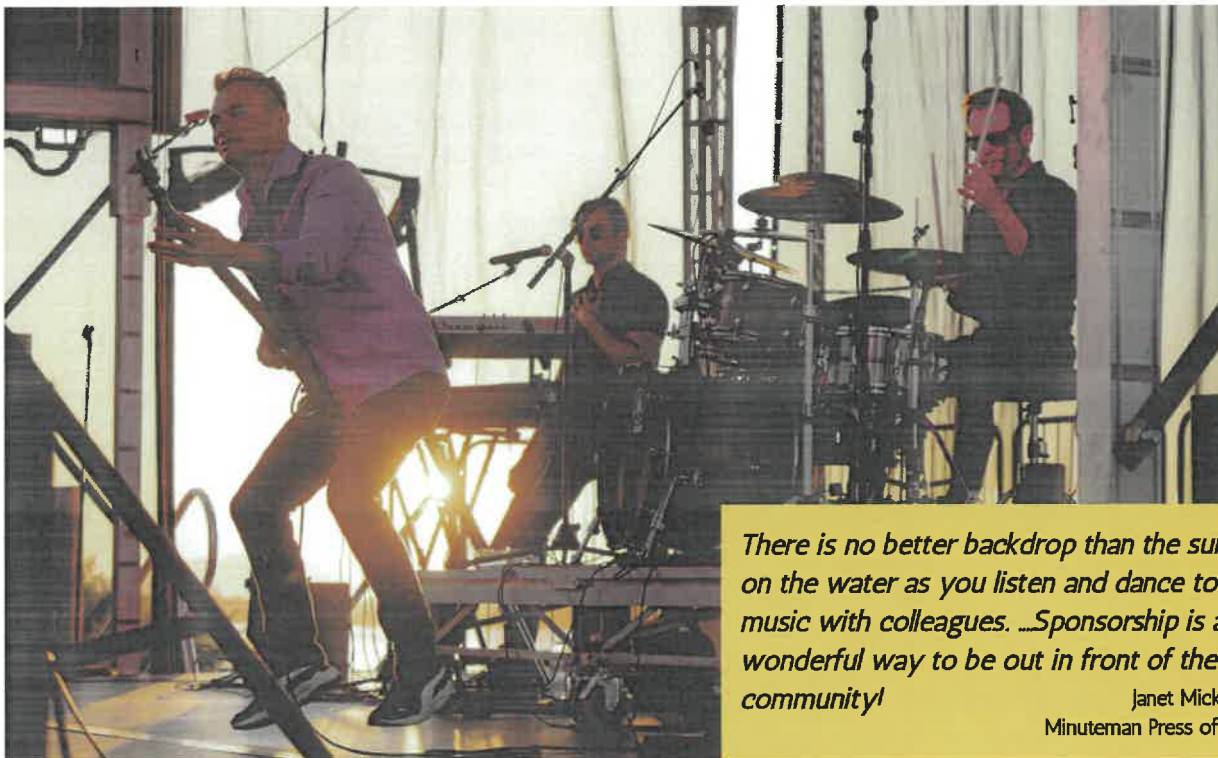
- "[YOUR COMPANY] PRESENTS [ARTIST NAME]"
- Exclusive show branding and naming rights
- Artist-specific marketing opportunities
- Perfect for: product launches, anniversary celebrations

## Custom Activation Packages

- Employee appreciation events
- Customer entertainment packages
- Product launch tie-ins
- Recruitment and networking events

## Industry-Specific

- Do you have the best product in your industry?
- Co-promotion opportunities
- Perfect for portable restrooms, printing services, spirits, food products, storage boxes, and so much more!



*There is no better backdrop than the sun setting on the water as you listen and dance to great music with colleagues. ...Sponsorship is a wonderful way to be out in front of the community!*

Janet Mick,  
Minuteman Press of Kennewick

# REACH THE CUSTOMERS YOU WANT

CONNECT WITH YOUR IDEAL CUSTOMER BASE



## THE LOCAL MARKET YOU WANT TO REACH

CICS attracts exactly the demographic profile that grows local businesses:

- Spending power: \$75,000+ median income with 82% homeownership—consumers with discretionary income
- Decision-making capability: 68% college-educated professionals (45% professional/managerial roles) who influence household and business purchases
- Community stability: Median age 45 with deep local roots—long-term customers

## GEOGRAPHIC MARKET PENETRATION

Ticket data confirms comprehensive Tri-Cities coverage plus regional draw:

- **Local market dominance:** 82% attendance from across Kennewick, Pasco, Richland, and West Richland
- **Regional expansion opportunity:** 18% attendees from outside the Tri-Cities bring external spending into our economy
- **Translation for your business:** Reach established local customers while attracting new prospects from surrounding areas

## CONSUMER BEHAVIOR PROFILE: BUILT FOR BUSINESS SUCCESS

- **Pre-purchase research:** 73% actively seek local business information before buying
- **Community support priority:** 89% choose businesses that demonstrate **local event** and community investment
- **Digital engagement:** 78% follow and interact with brands on social platforms
- **Quality-focused spending:** Proven willingness to invest in experiences, services, and local businesses

## EVENT-SPECIFIC TARGETING OPPORTUNITIES

- **Midweek Reach (Wed-350-500):** Broad demographic exposure, family-focused, casual engagement perfect for awareness campaigns
- **Premium Targeting (Sun-250-700):** Higher-income, committed fans ideal for product launches, premium services, and loyalty building

# MARKETING & MEDIA REACH

YOUR MESSAGE, AMPLIFIED.

## RADIO PARTNERSHIPS

- 8+ radio stations + their online counterparts (KXRX-FM, KORD-FM, KONA-FM, KEYW-FM, KKSR-FM, KUJ-FM, KEGX-FM, KIOK-FM, 1340-AM)
- Sponsor mentions in concert promotions
- Cross-promotional opportunities
- Morning show features and interviews



## DIGITAL PRESENCE

Websites:

- 25,000+ unique visitors in less than a year
- Sponsor directory with clickable links
- Event calendars and artist information

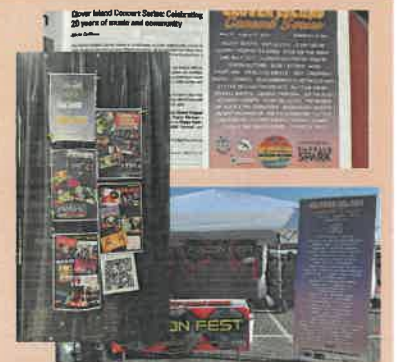
Social Media Reach:

- Facebook & Instagram: 8,656+ followers with 12.7% engagement rate and 5.3% click-thru rate (higher than average)
- Email list: 2000+ subscribers



## PRINT & OUTDOOR

- Event coverage and advertising in Tri-City Herald, Tumbleweird, TC Area Journal of Business, The Entertainer
- Event posters in 75+ local businesses
- On-site banners visible to river traffic
- Physical tickets available
- T-shirts and other merch worn by staff and available for sale to all attendees



## PUBLIC RELATIONS

- Press releases for major announcements
- Media interviews including TV news
- 3CMxtp podcast coverage of artists, performances and sponsors
- Community calendar listings
- Award and recognition opportunities



# EMERALD SPARK EVENTS

**Emerald Spark Events, founded by Dara Quinn and Alicia Cullison in 2024, is an event production company focused on live music and entertainment in the Tri-Cities area and beyond.**

**With a commitment to community and creativity, we create memorable experiences that bring people together.**



**DARA QUINN & ALICIA CULLISON  
EMERALD SPARK EVENTS**

**Proven Success, Measurable Impact: The 2025 season demonstrated that the Clover Island Concert Series has evolved into more than just a summer entertainment venue—it's now an established brand with deep community roots and significant growth potential.**

**Our track record speaks directly to the value we deliver for our sponsors and community partners:**

- **6,900+ attendees engaged across 24 concerts throughout the season**
- **\$219,000+ in direct on-site revenue generated through ticket sales, concessions, and merchandise**
- **\$351,000-\$439,000 in total economic impact delivered to the Tri-Cities region through ripple effects including hospitality, dining, retail, and other local spending**

**As a sponsor, your brand gets to share the spotlight while connecting with audiences in a unique setting where people are relaxed, engaged, and creating lasting memories!**

**Your investment supports not just entertainment, but genuine community development and regional economic growth.** Page 8



# Clover Island Concert Series SPONSORSHIP AGREEMENT

SPONSOR COMPANY

CONTACT NAME

BUSINESS ADDRESS

CITY

STATE

ZIP CODE

PHONE

E-MAIL

DAY OF EVENT CONTACT

DAY OF EVENT PHONE

DAY OF EVENT E-MAIL

## LEVEL OF SPONSORSHIP

- ☐ Diamond
- ☐ Platinum
- ☐ Gold
- ☐ Silver

## SPECIALTY PACKAGES

- ☐ Wine
- ☐ Tech
- ☐ Automotive
- ☐ Title Show Sponsorships
- ☐ Other: \_\_\_\_\_

COMMENTS:

**MAIL FORMS AND CHECK TO:** Emerald Spark Events 723 The Parkway, Richland WA 99352

**PLEASE READ, SIGN, AND SEND ATTACHED TERMS & CONDITIONS ALONG WITH PAYMENT & THIS FORM**

**OR SCAN HERE TO ACCESS ONLINE FORMS:**



### Important Dates

- Priority Sponsorship Deadline: November 1, 2025
- Final Sponsorship Deadline: March 1, 2026
- Season Dates: late May - late August 2026

## CICS SPONSORSHIP TERMS & CONDITIONS

Pursuant to the terms described below, you, ("Sponsor"), agree to enter into a sponsorship agreement with Emerald Spark Events LLC ("Organizer") for the Clover Island Concert Series ("CICS"), occurring on various dates between May 25, 2026 and September 1, 2026. In consideration of the agreements, representations and obligations stated here, including those in the CICS sponsorship opportunities brochure, which is part of this agreement (collectively the "Sponsorship Agreement")-- and for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged--each of us intending to be legally bound, have entered into this Sponsorship Agreement.

1. TERM: The term of the Sponsorship Agreement commences on the date signed by Sponsor (the "effective date") and shall expire on September 1, 2026 (the "Term").

2. SPONSORSHIP FEE: As a Clover Island Concert Series sponsor at the \_\_\_\_\_ level, or as a Specialty Sponsor for \_\_\_\_\_, the Sponsor shall pay to Emerald Spark Events a non-refundable sponsorship fee of \$\_\_\_\_\_. Payments shall be made in US dollars, by check made payable to "Emerald Spark Events" or credit card using the Sponsorship Agreement form mailed and delivered to 723 The Parkway, Richland, WA 99352. Sponsors may request an invoice and pay online through the link on the invoice, if preferred.

3. ADVERTISING AND SPONSORSHIP BENEFITS: The Sponsor will receive the benefits attributable to chosen sponsorship level, as set forth in the Sponsorship brochure.

4. SIGNAGE: Except as otherwise agreed by the parties, Sponsor shall be responsible for any and all expenses, including those directly or indirectly related to the installation, fabrication, erection, development and/or installation of any signage at the CICS. Emerald Spark Events may reject, in its reasonable discretion, any signage or element thereof that it deems unsuitable in content or format for the space designated to Sponsor.

5. SPONSOR MATERIALS: Sponsor is responsible, at its sole cost and expense, for securing any consents, licenses, waivers or any other third-party copyrights, trademarks, service marks, publicity, or privacy rights in connection with any images, art files, music, video or other materials used or provided by sponsor in connection with this Sponsorship Agreement (e.g. any signage, logos, website branding, etc).

6. SPONSOR PERSONNEL: Sponsor shall ensure that all Sponsor personnel will follow the rules and instructions provided by representatives of Emerald Spark Events, on site at the CICS or otherwise, in connection with this Sponsorship Agreement (e.g. safety, ingress and egress, scheduling, etc.).

7. FORCE MAJEURE: Sponsor acknowledges and agrees that the CICS is subject to cancellation in the event of inclement weather, or other force majeure event as determined in the reasonable discretion of Emerald Spark Events, or municipal authorities. Accordingly, any sponsorship benefits to be provided on the day of an event may be withdrawn in the event that the planned event is canceled. Emerald Spark Events shall have no liability to Sponsor in the event of such cancellation and no portion of the Sponsorship Fee shall be refunded.

8. INDEMNIFICATION: Sponsor agrees to indemnify, defend and hold harmless Emerald Spark Events and its directors, officers, employees, agents and representatives from and against any claim, suit or proceeding arising from following: (A) Any breach or alleged breach of this Agreement by Sponsor; (B) Any personal injuries or property damage caused or allegedly caused by the negligence or intentional acts of the Sponsor, its personnel or persons under their control; and (C) Any alleged or actual false advertising, fraud, misrepresentation, libel or slander; illegal competition or trade practice; infringement of trademarks, trade names or titles; violations of rights of privacy or publicity; or infringement of copyrights or proprietary and intellectual property rights arising in connection with the use or display of any sponsor materials or signage. Sponsor further agrees to reimburse any Emerald Spark Events indemnitee for any and all losses, damages, liabilities, costs or expenses (including reasonable attorneys' fees and disbursements) incurred in connection with investigating, preparing, pursuing or defending any third-party action, claim, suit, investigation or proceeding arising from any of the above (whether or not pending or threatened, and whether or not any Emerald Spark Events Indemnitee is a party).

9. INSURANCE: [Applies ONLY to sponsors that will have a display or booth at the CICS site. Disregard this section if it does not apply.] Sponsor warrants and represents that it has (or will secure prior to the CICS) and will maintain at its sole cost and expense, effective as of the date hereof and continuing for at least one year after the end of the Term: (a) Workers' compensation insurance in compliance with statutory laws. (b) Commercial general liability insurance, including contractual liability and personal injury liability, with minimum limits of \$1 million per occurrence and \$2 million general aggregate. (c) Umbrella liability insurance, in excess of (b) above, with minimum limits of: \$2 million per occurrence and \$2 million general aggregate.

10. MISCELLANEOUS. In case any provision contained in this Agreement, or any application thereof, shall be deemed invalid, illegal or unenforceable, the affected provisions shall be construed and deemed rewritten so as to be enforceable to the maximum extent permitted by law, thereby implementing to the maximum extent possible the intent of the parties hereto. The validity, legality and enforceability of the remaining provisions contained in this Agreement shall not in any way be affected or impaired thereby. This Agreement constitutes the entire agreement and understanding between the parties hereto and supersedes all prior agreements and understandings, both written and oral, of the parties hereto regarding the subject matter of this Agreement. The parties agree that all indemnities, representations and warranties contained in this Agreement will survive the termination and/or expiration of this Agreement. This Agreement may be executed in one or more counterparts, and by the different parties in separate counterparts. When executed, each counterpart will be an original and taken together will constitute one and the same agreement. This Agreement may be executed and delivered via email or fax, which shall be deemed for all purposes as an original.

### ACCEPTED FOR THE SPONSOR

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-mail: \_\_\_\_\_

### ACCEPTED FOR Emerald Spark Events

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-mail: \_\_\_\_\_

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                |                            |                                                 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|----------------------------|-------------------------------------------------|
| <b>Applicant Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                |                            |                                                 |
| Organization/Individual <input type="checkbox"/> Public <input type="checkbox"/> Other <input type="checkbox"/> Non Profit <input type="checkbox"/> Private <input type="checkbox"/> Individual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                |                            |                                                 |
| Name City of Kennewick                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                |                            |                                                 |
| Address 210 W. 6th Avenue                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                |                            |                                                 |
| City Kennewick                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | State WA                                       | Zip 99336                  | Email                                           |
| <b>Contact Person</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                |                            |                                                 |
| Name Lisa Beaton                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                |                            |                                                 |
| Title Deputy City Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                |                            | Phone 509-585-4265                              |
| <b>Project Information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                |                            |                                                 |
| <b>Title and brief description of project:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                |                            |                                                 |
| <p>The Three Rivers Convention Center (TRCC) opened in 2004 and since this time has generated a substantial increase in tourism and commerce that has resulted in a positive economic impact to the City of Kennewick and the Tri-Cities region. The Kennewick Public Facilities District (KPFDD) and City of Kennewick are expanding the existing convention center. In January 2025, the KPFDD approved issuance of a Limited Sales Tax Obligation Improvement and Refunding Bonds, Series 2025 of approximately \$50.3M for the purpose of providing funds to pay or reimburse for the payment of the cost of acquiring, constructing, and equipping an expansion of the TRCC. In February 2025, the City of Kennewick approved a second amendment to Amended and Restated Regional Center Annual Contribution Agreement to include the amount the City will contribute to the new debt service for the convention center expansion.</p> <p>In the spring of 2025, construction began on the \$71.3M expansion which will add approximately 115,000 square feet, featuring a 60,000 square foot exhibit hall, 20,000 square foot lobby and concourse area, and 35,000 square feet of new support and back-of-house space. The expansion will provide significant new event opportunities to the growing sports industry and allow conventions and trade shows that have previously outgrown the convention center to host events in the area. The TRCC is expected to attract over 500,000 visitors each year, boosting business for local restaurants, shops, and hotels.</p> <p>The annual debt service payment on the KPFDD's expansion bonds, including the refunding portion, is \$3.6M in 2025 and \$4M in 2026. The City's contribution for the debt service is \$3.6M in the 25/26 biennium. The City requests \$1.6M in lodging tax funds to pay a portion of the \$3.6M city contribution on the debt service for the convention center expansion bonds.</p> |                                                |                            |                                                 |
| <b>Geographic area served by this project</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                |                            | <b>Number of people served by this project:</b> |
| City of Kennewick and surrounding areas                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                |                            | 155,090                                         |
| 2026                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>Amount requested from City of Kennewick</b> | <b>Total project cost:</b> | <b>Date of project:</b>                         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$1,600,000                                    | \$ 71,300,000              | From 2024 to 2026                               |

## FUNDING SOURCES FOR THIS PROJECT

List all firm commitments to date to fund this project:

| Source                     | Amount  |
|----------------------------|---------|
| For Project:               |         |
| Bond Funds                 | \$50.3M |
| Rural County Capital Funds | \$7M    |
| City Contribution          | \$14M   |
|                            |         |

List any other sources of funding you have applied for:

| Source                                                                                                  | Amount               | Status  |
|---------------------------------------------------------------------------------------------------------|----------------------|---------|
| Rural County Capital Funds - City portion of the debt service for the convention center expansion bonds | \$1M (approx.annual) | Pending |
|                                                                                                         |                      |         |
|                                                                                                         |                      |         |
|                                                                                                         |                      |         |

Identify the specific tourism audience/market located more than 50 miles from Kennewick that your organization will target with these funds.

The TRCC expansion project will draw sporting competitions, as well as agricultural and other various industry specific trade shows and conferences from all across the pacific northwest.

State law RCW 67.28 requires organizations to provide estimates of potential economic impact. In addition, *the City requires you to provide a brief description of how you calculated the estimates*. The estimates are specifically for the event, activity or facility for which you are requesting funding.

1. An estimate of the number of people who will stay overnight in paid accommodations (hotels, motels and retreat centers) in the City of Kennewick 99,258; and outside the City of Kennewick 24,814. How did you calculate these numbers?

Total projected visits – 155,090 (based on 2024-2025 attendance. Historical % staying overnight is 80%. Of that number (124,072), 70% will stay in Kennewick and 30% in other local areas.

2. An estimate of the number of people who will travel 50 miles or more for the day (not staying overnight): 11,632. How did you calculate these numbers?

Estimated travelers of 50+ miles is 116,318. Of that number, an expected 10% will return home (estimates based on historical event data and attendance).

3. An estimate of the number of people who will travel 50 miles or more and stay overnight (whether in paid accommodations or not): 104,686  
How did you estimate these numbers?

Estimated travelers of 50+ miles is 116,318. Of that number, an expected 90% will stay overnight somewhere locally (estimates based on historical event data and attendance).

4. An estimate of the number of people who will travel from another state or country: 62,036

How did you calculate these numbers?

Of the total projected visits, 40% are expected to come from out of the state or country.

5. Is there any other information you wish to add:

Data is based on historical trends and event calendars showing regional impacts of groups booking the Center.

Certification: The applicant hereby certifies and affirms that, during the performance of any event/activity/project arising from this application, he/she will provide equal opportunity and access regardless of race, religion, creed, color, national origin, age, sexual orientation, disabled veteran status, veteran status, physical, mental or sensory disability and further certifies and affirms that he/she will abide by all applicable local, State of Washington and federal laws and regulations.

**The applicant agrees to provide updated post-event information originally estimated on this page within 30 days after the event/activity/project has occurred.**

## Signatures



Date **10/03/2025**

Date