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Rogue Valley Zipline Adventures

Marissa Ruf
Merete Hotel Management

Mike Doil
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Rachel Koning
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Senior Vice President

Angela Wood
Director of Sales & Visitor Services

Carole Skeeters-Stevens
Chief Marketing Officer

Celeste Moreno
Creative Director

Kasey Colangelo
Community Partnership Coordinator

Maddi Childers
Marketing & Communications Coordinator



Travel Medford Tourism Council
April 24, 2024 | 3:30 p.m.
Medford Chamber

AGENDA

- I. Meeting Call to Order & Chair Message – *Eric*
- II. Approval of March 27, 2024 minutes *page 2*
- III. Financial Report – *T.J.* *page 4*
- IV. TMTTC Appointment
- V. Travel Medford Report – *T.J.*
- VI. Tourism Promotion Update – *Carole & Maddi*
- VII. Creative Update – *Celeste*
- VIII. Visitor Services Update – *T.J.* *page 9*
- IX. Event Promotion Update – *Kasey* *page 10*
- X. Sports Update – *T.J.*
- XI. TMTTC Roundtable Updates

NEXT MEETING: May 29, 2024

Important Travel Medford standing meeting dates & events:

SOSC Golf Tournament	May 10	Stone Ridge GC
Chamber Forum on Tourism	May 13	RV Country Club
May TMTTC	May 29	Medford Chamber
Oregon Tourism Commission	June 3-4	TBA
Know Your Role Night @ Rogues	June 4	Harry & David Field
SO Classic & Culinary Feast	June 7-8	Centennial Golf Club

****Travel Medford Mission****

Increase lodging occupancy and enhance the visitor experience by promoting Medford and the Rogue Valley as a premier travel destination, thereby strengthening the local economy.

****Travel Medford Tourism Council Purpose****

Offer travel & hospitality expertise, support, counsel and direction to Travel Medford.

Meeting Minutes

For the Meeting on March 27, 2024

Present: Eric Strahl, Gloria Thomas, Bruce Hoevet, Bonny Panchal, JoJo Howard, Lindsey Rice, Mike Doil, Rachel Koning, Sarah Strickler, Vince Domenzain, Wendy Baker, Jeff Kapple, Kevin Stine, Harry Weiss (Guest)

Absent: Marissa Ruf

Staff: T.J. Holmes, Carole Skeeters-Stevens, Celeste Moreno, Kasey Colangelo, Maddi Childers, Angela Wood

Guest Presentation: Harry Weiss from MURA discussed the new downtown Medford hotel, an Element by Westin, a 123-room property. Projected opening date is set for Spring 2027.

Minutes: Minutes from the Feb. 28, 2024 meeting were reviewed. A motion to accept was made by Bruce. Gloria seconded. Motion approved by the group.

Financial Report (T.J.)

- February balance sheet and profit & loss statements were reviewed.
- February TLT was up 11% over projection, +65% compared to pre-COVID
- Intermediaries was \$26K, the highest February on record
- TLT is up YTD over projection by 5.5%, total income is up 10% YTD over projection
- Line 812.6 - Event Promotion will be over budget with a record support of events, the Heart of the Rogue Festival and additional funds from city for downtown events
- A motion to accept the financial report as presented was made by Bruce. Lindsey seconded. Motion approved by the group.

Travel Medford Update (T.J.)

- Tourism metrics from the TMTC packet were referenced, noting room demand is up.
- Personnel comments were made, hiring for a new Director of Sports Development
- Comments about the Conference Center Feasibility study site visit coming April 16
- Travel Medford is hosting Chamber Forum luncheon series May 13
- Oregon Tourism Commission meeting will be held in Medford June 4
- An RFP was distributed for the Visual Asset Project as part of the Travel Oregon Competitive Grant. Proposals will be brought to TMTC in April
- Visit Grants Pass asked Travel Medford for support in the restoration of the Oregon Caves Chateau, adding our logo to the letter requesting funding. Comments were made about supporting our neighbors and another attraction in the region, even if it's outside our jurisdiction. Bruce motions to put the Travel Medford logo on the letter supporting

the funding request of restoring the Oregon Caves Chateau. Lindsey seconds. Motion passes.

Marketing Update (Carole & Maddi)

- The Expedia campaign continues to deliver positive results. It has generated over \$1 million in gross revenue YTD
- Oregon Wine Country Giveaway runs April 1-May 30 and will be promoted in print, social, Google and digital
- Rogue Valley Vintners has hired a part-time interim executive director Ashley Smith and RVV is going to partner in helping Wine Country Lane but not lead the effort. RVV's goals are membership and revenue generation, Travel Medford will support and focus on promotion and connection
- Press relations, FAM trip focused on accessibility will occur in June and sent out a press release on the wire to combat bad press SEO for Crater Lake

Creative Update (Celeste)

- Various projects were shared with TMTC including the SOSC Golf Tournament flyer, VIA Magazine ad, Wine Scene Magazine, Southern Oregon Magazine
- Upcoming projects include Oregon Wine month collateral and Visitor Guide

Visitor Services (Angela)

- Visitor information metrics in the TMTC packet were referenced
- Extending our contract for the Wine & Bucket List passports for the next fiscal year
- 1 new long term volunteer is retiring, we've added 2 new volunteers at the airport desk
- Taste of the Rogue will feature weekly winery tastings at the airport, Dogs for Better Lives will be coming back again

Community Partnership (Kasey)

- The Community Partnership Grant Fund and event tracker was reviewed. Travel Medford has supported 29 events for \$152K YTD. Also tracking in-kind support.
- Upcoming events include Ashland Folk Collective Summer Series in Medford and Medford Rod & Custom Show at Rogue X
- Comments about brand wear moving forward

Sports Update (T.J.)

- SOSC Golf Tournament is May 10, bring more awareness to different sports in Medford
- Know Your Role Night is set at the Medford Rogues for Tuesday, June 4

TMTC Roundtable (Various)

- Comments about Medford City Manager search, potentially hiring in July

Balance Sheet

YTD Through March 2024

4:36 PM
04/02/24
Accrual Basis

Travel Medford
Balance Sheet
As of March 31, 2024

	<u>Mar 31, 24</u>
ASSETS	
Current Assets	
Checking/Savings	
106 - US Bank	139,275.42
107 - US Bank - Money Market	243,622.08
Total Checking/Savings	382,897.50
Accounts Receivable	
122 - Accounts Receivable	96,826.45
Total Accounts Receivable	96,826.45
Total Current Assets	479,723.95
Fixed Assets	
150 - Equipment	56,944.02
155 - Leasehold Improvements	77,359.24
160 - Accumulated Depreciation	-18,024.31
Total Fixed Assets	116,278.95
TOTAL ASSETS	<u>596,002.90</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
251 - US Bank Visa-9300	19,887.20
Total Credit Cards	19,887.20
Other Current Liabilities	
145 - Vacation Payable	6,648.93
Total Other Current Liabilities	6,648.93
Total Current Liabilities	26,536.13
Total Liabilities	26,536.13
Equity	
302 - Retained Earnings	465,946.45
Net Income	103,520.32
Total Equity	569,466.77
TOTAL LIABILITIES & EQUITY	<u>596,002.90</u>

Profit & Loss

YTD Through March 2024

11:05 AM
04/08/24
Accrual Basis

Travel Medford Profit & Loss Budget Performance July 2023 through March 2024

		YTD Actual	YTD Budget	Annual Budget
Ordinary Income/Expense				
	Income			
	430 - Interest Income	3,427		
	440 - Occupancy Tax Income	1,190,280	1,150,331	1,564,008
	451 - Airport Ad Income	5,682	4,125	5,500
	452 - Brand Merchandise	5,066	12,750	17,000
	454 - Event Revenue	35,696	10,500	14,000
	456 - Misc Revenue	48,693	24,987	24,987
	Total Income	1,288,844	1,202,693	1,625,494
	Expense			
	540 - Administration			
	540.1 - Rent and Operations	31,984	31,984	42,646
	540.2 - Shared Salaries	49,251	49,251	65,668
	540.3 - Salaries	75,000	75,000	100,000
	540.4 - Benefits	19,853	18,456	24,678
	Total 540 - Administration	176,089	174,692	232,992
	Office Expense			
	602 - Telephone	2,555	3,240	4,320
	604 - Postage	2,025	1,500	2,000
	606 - Supplies	3,502	1,800	2,400
	608 - Legal & Accounting	2,397	11,250	15,000
	Total Office Expense	10,480	17,790	23,720
	Promotion Expense			
	812 - Advertising			
	812.1 - Advertising Support	63,227	56,325	75,100
	812.2 - Salaries	163,086	189,786	253,049
	812.3 - Benefits	27,285	45,971	61,623
	812.4 - Giveaways	6,374	5,250	7,000
	812.5 - BrochDist/Fullfillment	12,039	9,540	12,720
	812.61 - Event Promotion			
	812.6 - Community Partnerships	105,872	58,650	78,200
	812.62 - Rogue X	10,000	7,500	10,000
	812.63 - Downtown Events	19,000		
	826 - Lithia & Driveway Fields	5,000	7,500	10,000
	Total 812.61 - Event Promotion	139,872	73,650	98,200
	812.7 - Sust. Mkt. Traditional	54,825	53,550	71,400
	812.9 - DigitalSocialMedCampaig	187,314	210,525	280,700
	Total 812 - Advertising	654,021	644,598	859,792
	813 - Sports Tourism			
	813.1 - SOSC	5,042	3,750	5,000
	813.2 - Sports Tourism	9,215	10,235	13,647

Profit & Loss (cont.)

YTD Through March 2024

11:05 AM
04/08/24
Accrual Basis

Travel Medford
Profit & Loss Budget Performance
July 2023 through March 2024

										YTD Actual	YTD Budget	Annual Budget	
										813.3 - Salary	50,132	52,500	70,000
										813.4 - Benefits	7,055	13,164	17,691
										Total 813 - Sports Tourism	71,444	79,649	106,338
										814 - Brochures & Printing	18,954	11,250	15,000
										816 - Art, Design Services	23,321	39,000	52,000
										818 - Conv. Sales/Group Tours			
										818.1 - Conv. Sales/Group Tours	12,629	8,625	11,500
										818.2 - Salaries	42,272	42,585	56,780
										818.3 - Benefits	11,318	11,666	15,695
										Total 818 - Conv. Sales/Group Tours	66,220	62,876	83,975
										819- Promo Materials/Brand			
										819.1 - Promotional Partnership	2,854	2,250	3,000
										819.2 - Brand Merchandise	10,596	12,750	17,000
										Total 819- Promo Materials/Brand	13,450	15,000	20,000
										820 - Spec. Proj/Programs	13,331	25,539	34,052
										822 - Research	38,376	26,025	34,700
										824 - Website	7,767	7,500	10,000
										840 - Visitor Services			
										840.1 - Visitor Services	23,926	28,883	38,511
										840.4 - Airport			
										840.41 - Airport Ad Expense	2,841	2,062	2,750
										840.42 - Airport Support	19,506	30,413	40,550
										Total 840.4 - Airport	22,347	32,475	43,300
										Total 840 - Visitor Services	46,273	61,358	81,811
										Total Promotion Expense	953,156	972,796	1,297,668
										Sales & Travel			
										650 - Trade/Travel Shows/Confer			
										650.1 - Conferences	7,635	10,410	13,880
										650.3 - Tradeshows	2,895	1,650	2,200
										650.5 - Stakeholder Partnerships	450	750	1,000
										Total 650 - Trade/Travel Shows/Confer	10,980	12,810	17,080
										654 - Dues and Subscriptions	10,771	7,526	10,034
										656 - Sales Travel, Meetings			
										656.1 - Conferences	11,156	15,000	20,000
										656.3 - Tradeshows	2,125	5,250	7,000
										656.7 - Local Sales/Meeting	10,567	12,750	17,000
										Total 656 - Sales Travel, Meetings	23,848	33,000	44,000
										Total Sales & Travel	45,599	53,336	71,114
										Total Expense	1,185,323	1,218,613	1,625,494
										Net Ordinary Income	103,520	-15,921	0
										Net Income	103,520	-15,921	0

Transient Lodging Tax: Actual vs. Prediction
2023 - 2024

	Actual	Prediction	Difference	Collected from Intermediaries
JUL	\$ 178,362.56	\$ 186,635.89	\$ (8,273.33)	\$ 36,565.97
AUG	\$ 186,228.49	\$ 183,684.16	\$ 2,544.33	\$ 37,853.02
SEP	\$ 156,880.28	\$ 160,259.10	\$ (3,378.82)	\$ 30,918.61
OCT	\$ 150,616.13	\$ 134,035.98	\$ 16,580.15	\$ 27,893.00
NOV	\$ 130,724.65	\$ 105,897.88	\$ 24,826.77	\$ 24,735.49
DEC	\$ 100,367.76	\$ 92,399.40	\$ 7,968.36	\$ 20,460.11
JAN	\$ 96,237.00	\$ 88,978.08	\$ 7,258.92	\$ 18,851.71
FEB	\$ 94,036.30	\$ 84,471.38	\$ 9,564.92	\$ 16,655.27
MAR	\$ 96,826.45	\$ 113,968.80	\$ (17,142.35)	\$ 17,741.75
APR				
MAY				
JUN				
TOTAL	\$1,190,279.62	\$1,150,330.67	\$ 39,948.95	\$ 231,674.93

Year-Over-Year Comparison
2023 - 2024

TLT Based on Occ. in	TLT Received by City in	TLT Received by TM in	TLT 2022 - 2023	TLT 2023 - 2024	Difference	Lodging Occ.% 2022 - 2023	Lodging Occ.% 2023 - 2024	Lodging ADR 2022 - 2023	Lodging ADR 2023 - 2024
JUN	JUL	AUG	\$ 164,911.10	\$ 178,362.56	\$ 13,451.46	80.9%	76.5%	\$ 137.86	\$ 130.84
JUL	AUG	SEP	\$ 198,725.77	\$ 186,228.49	\$ (12,497.28)	76.4%	74.6%	\$ 147.21	\$ 137.50
AUG	SEP	OCT	\$ 177,384.56	\$ 156,880.28	\$ (20,504.28)	75.7%	71.7%	\$ 137.63	\$ 128.36
SEP	OCT	NOV	\$ 146,234.93	\$ 150,616.13	\$ 4,381.20	72.4%	72.4%	\$ 128.24	\$ 122.75
OCT	NOV	DEC	\$ 137,722.70	\$ 130,724.65	\$ (6,998.05)	64.4%	63.0%	\$ 119.02	\$ 114.71
NOV	DEC	JAN	\$ 105,447.26	\$ 100,367.76	\$ (5,079.50)	55.1%	55.2%	\$ 109.02	\$ 104.13
DEC	JAN	FEB	\$ 101,023.42	\$ 96,237.00	\$ (4,786.42)	50.0%	49.9%	\$ 102.41	\$ 99.14
JAN	FEB	MAR	\$ 90,354.40	\$ 94,036.30	\$ 3,681.90	47.1%	47.2%	\$ 99.63	\$ 97.94
FEB	MAR	APR	\$ 96,559.04	\$ 96,826.45	\$ 267.41	51.3%	51.5%	\$ 101.82	\$ 99.18
MAR	APR	MAY	\$ 91,172.73			58.7%		\$ 104.79	
APR	MAY	JUN	\$ 132,424.23			60.5%		\$ 104.43	
MAY	JUN	JUL	\$ 143,997.45			65.0%		\$ 115.74	
		YTD	\$1,218,363.18	\$1,190,279.62	-\$28,083.56				

**NOTE: Lodging includes hotels and intermediaries (AirBnb, VRBO)*

Tourism Trends

Tourism Data Metrics

February 2024 <i>(Hotels + Intermediaries)</i>	Medford		Jackson County		Oregon	
	Month	% Chg YOY	Month	% Chg YOY	Month	% Chg YOY
Occupancy Rate	51.5%	0%	47.4%	-4%	50.8%	-2%
Average Daily Rate	\$99.18	-2%	\$107.48	-1%	\$145.19	1%
Rev. Per Available Room	\$51.06	-2%	\$50.92	-4%	\$73.70	-1%

YEAR-TO-DATE July '23 - Feb. '24 <i>(Hotels + Intermediaries)</i>	Medford		Jackson County		Oregon	
	YTD	% Chg YOY	YTD	% Chg YOY	YTD	% Chg YOY
Occupancy Rate	60.8%	-1%	58.6%	-4%	58.3%	-3%
Average Daily Rate	\$115.56	-4%	\$130.83	-1%	\$168.70	0%
Rev. Per Available Room	\$70.28	-5%	\$76.65	-4%	\$98.27	-2%
Room Demand	417,405	2%	695,619	-2%	12.6 M	-1%
Room Supply	686,325	3%	1.19 M	2%	21.6 M	1%
Room Revenue	\$48.2 M	-3%	\$91.0 M	-3%	\$2.1 B	-1%

Sources: STR & AirDNA

Visitor Services Tracking Through March 2024

Rogue Valley Airport Welcome Center Data

	Volunteer/ Staff Hours	Phone Calls	Visitor Inquiries	Aiport Inquiries	Explore Board	Hootboard Interactions	Total Interactions	Arriving Flights	Passenger Capacity
JUL	164	54	417	510	2,128	486	3,759	245	21,779
AUG	121	43	576	552	2,182	577	4,051	318	29,063
SEP	139	27	431	370	2,156	251	3,374	223	19,317
OCT	140	38	351	302	1,945	627	3,403	210	18,620
NOV	147	47	242	313	0	568	1,317	216	21,905
DEC	159	40	145	254	1,653	677	2,928	212	18,475
JAN	178	32	244	316	1,484	438	2,692	214	20,463
FEB	162	20	202	222	1,569	341	2,516	205	20,119
MAR	167	27	197	234	1,673	557	2,855	212	20,398
APR									
MAY									
JUN									
TOTAL	1,376	328	2,805	3,073	14,790	4,522	26,894	2,055	190,139
TOTAL YTD 22-23	1,690	663	7,038	6,737	17,447	3,216	35,101	2,249	174,240
% Chg	-19%	-51%	-60%	-54%	-15%	41%	-23%	-9%	9%

*Note: Explore Board malfunctioned in November and data was lost

Other Visitor Services & Programs

	Downtown	Rogue X	Taste of the Rogue		Passports (Wine/Bucket List)		Total	TOTAL INTERACTIONS	
	Visitors		Flights	Encounters	Sign Ups	Check-ins	Interactions		
JUL	79	-	8	86	30	23	218	JUL	3,977
AUG	73	-	10	85	19	5	182	AUG	4,233
SEP	70	-	0	0	12	15	97	SEP	3,471
OCT	90	-	12	159	12	12	273	OCT	3,676
NOV	43	-	12	123	117	8	291	NOV	1,608
DEC	32	-	9	106	16	23	177	DEC	3,105
JAN	35	4,022	3	22	17	5	4,101	JAN	6,793
FEB	35	2,522	0	0	20	7	2,584	FEB	5,100
MAR	37	2,302	8	56	12	28	2,435	MAR	5,290
APR								APR	0
MAY								MAY	0
JUN								JUN	0
TOTAL	494	8,846	62	637	255	126	10,358	TOTAL	37,252
								TOTAL YTD 22-23	35,101
								% Chg	6%

*Started tracking at Downtown VIC in August 2022

*Note: No Taste of the Rogue in September or February

*Note: Started tracking at Rogue X in January 2024

Community Partnership/Event Promotion Tracker

Updated through March 2024

Travel Medford - Event Promotion Tracking FY 2023-24

Community Partnership Grant Fund (812.6)

#	Event Name	Event Date	Grant Request	Funds Awarded	In-Kind Amount	Total Support	Event Classification(s)
2023 EVENTS							
1	Heart of the Rogue Festival 2023	October 2023	Event Host	\$69,242		\$69,242	Downtown
2	Sasquatch Open Pro Am	July 2023	\$1,000	\$1,000	\$500	\$1,500	Sports & Outdoors
3	Southern Oregon Golf Championships	September 2023	\$1,000	\$1,000	\$1,800	\$2,800	Sports & Outdoors
4	Oregon Wine Experience	August 2023	\$5,000	\$2,500	\$10,500	\$13,000	Wine & Beer
5	Northwest Seasonal Farmworkers	July 2023	Donation	\$0	\$1,400	\$1,400	General
6	Western Intergovernmental Child Support Engagement Council	August 2023	Donation	\$0	\$12	\$12	General
7	14th Annual Mayors United (Access)	August 2023	Donation	\$0			General
8	Thunderstruck Custom Bikes	August 2023	Donation	\$0			General
9	Trail Blazers Rip City Rally Event	Septemer 2023	Donation	\$0			Sports & Outdoors
10	Fall 2023 Medford Citizen Academy	Septemer 2023	Donation	\$0			General
11	The Rogue Marathon	October 2023	\$3,500	\$3,570		\$3,570	Sports & Outdoors
12	Bikes N Brews	October 2023	\$200	\$0	\$200	\$200	Sports & Outdoors
13	Southern Oregon Cornhole Classic	November 2023	\$2,500	\$2,500		\$2,500	Sports & Outdoors
14	Winter Wonderland at Hanley Farm	December 2023	\$4,000	\$1,500		\$1,500	General
2024 EVENTS							
15	Ghost Tree Invitational - Southern Oregon Classic Culinary Feast	June 2024	\$5,000	\$3,200	\$1,800	\$5,000	General
16	King of the Ice Tournament (RV Hockey Assn.)	January 2024	\$1,500	\$1,000	\$559	\$1,559	Sports & Outdoors
17	Rogue Valley Farm Tour	July 2024	\$1,000	\$0	\$347	\$347	General
18	Medford Open Streets	May 2024	\$0	\$0	\$500	\$500	Downtown
19	Southern Oregon Motorsports (Speedway)	March-Sept	\$5,000	\$5,000		\$5,000	Sports & Outdoors
20	Medford Rogues / Know Your Role Night	Summer 2024	\$1,000	\$1,000		\$1,000	Sports & Outdoors
21	Heart of the Rogue Festival 2024	October 2024	Event Host	\$3,455		\$3,455	Downtown
22	Southern Oregon Pickleball Association (SOPA)	May & June 2024	\$275	\$275		\$275	Sports & Outdoors
23	Southern Oregon Sports Commission Golf Tournament	May 2024	\$2,000		\$2,000	\$2,000	Sports & Outdoors
24	Ashland Folk Collective Summer Concert Series (In Medford)	May 2024	\$3,500	\$1,000		\$1,000	General
TOTAL			\$36,475	\$96,242	\$17,618	\$115,859	

Rogue X Events (812.62)

#	Event Name	Event Date	Grant Request	Funds Awarded	In-Kind Amount	Total Support	Event Classification(s)
1	American Cornhole Organization Oregon Major	February 2024	\$3,500	\$3,500		\$3,500	Sports & Outdoors
2	Rogue X Grand Opening Celebration	January 2024	\$4,000	\$4,000		\$4,000	General
3	47th Medford Rod & Custom Show	April 2024	\$2,500	\$2,500		\$2,500	General
TOTAL			\$10,000	\$10,000	\$0	\$10,000	

Community Partnership/Event Promotion Tracker

Updated through March 2024 (continued)

Downtown Events (812.63)

#	Event Name	Event Date	Grant Request	Funds Awarded	In-Kind Amount	Total Support	Event Classification(s)
1	Winter Lights Festival	December 2023	\$8,000	\$7,000		\$7,000	Downtown
2	Third Friday's - Downtown Medford Association	April & May 2024	\$1,500	\$2,500	\$150	\$2,650	Downtown
3	Rogue World Music	May 2024	\$2,000	\$3,000	\$2,000	\$5,000	Downtown
4	Rogue Comic Con	May 2024	\$5,000	\$4,000		\$4,000	Downtown
5	Pear Blossom Festival	April 2024	\$3,500	\$3,500		\$3,500	Downtown
6	Rogue Valley YMCA - Pear Blossom Run	April 2024	\$2,500	\$2,500		\$2,500	Downtown
TOTAL			\$22,500	\$22,500	\$2,150	\$24,650	

Lithia & Driveway Fields Events (826)

#	Event Name	Event Date	Grant Request	Funds Awarded	In-Kind Amount	Total Support	Event Classification(s)
1	2023 Medford Fall Classic	October 2023	\$5,000	\$5,000		\$5,000	Sports & Outdoors
2	Rogue Memorial Challenge	May 2024	\$5,000	\$5,000		\$5,000	Sports & Outdoors
TOTAL			\$10,000	\$10,000	\$0	\$10,000	

TOTAL EVENT PROMOTION (812.61)

Event Classification	# of Events	Grant Request	Funds Awarded	In-Kind Amount	Total Support
General	11	\$20,000	\$12,200	\$3,559	\$15,759
Downtown	9	\$22,500	\$95,197	\$2,650	\$97,847
Sports & Outdoors	14	\$31,475	\$28,845	\$5,059	\$33,904
Wine & Beer	1	\$5,000	\$2,500	\$10,500	\$13,000
TOTAL	35	\$78,975	\$138,742	\$21,768	\$160,509

SOUTHERN OREGON SPORTS COMMISSION

2024 GOLF TOURNAMENT



Help SOSC further our mission of improving economic growth in our area through sports related activities and events. We do this through Sports Advocacy, Event Procurement, and Venue Development. Your support is greatly appreciated, we hope to see you all at Tee-Off!

-  **FRIDAY, MAY 10TH**
-  **SHOTGUN START AT 9:00AM**
-  **STONE RIDGE GOLF CLUB**
 - 4-PERSON SCRAMBLE
 - BREAKFAST & LUNCH
 - RAFFLE, COURSE GAMES
 - GROSS & NET PRIZES

Questions? Please contact:

Angela Wood

Director of Sales & Visitor Services
Travel Medford

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SCAN CODE TO SECURE SPONSORSHIP & REGISTER YOUR TEAM!

SPONSORSHIPS AVAILABLE

ALL SPONSORSHIPS/DONATIONS TO SOSC/GOLF TOURNAMENT ARE TAX DEDUCIBLE.
(501C3 Organization)

GOLD SPONSORSHIP ———— \$1,000 ————

INCLUDED IN ALL GOLD SPONSORSHIPS:

FOURSOME IN TOURNAMENT
• Tags on Social

BREAKFAST, LUNCH, DRINK TICKET & PLAYER GIFT FOR EACH PLAYER IN GROUP
• H-Frame Sign on One Tee Box

PLUS CHOOSE FROM ONE OF THE FOLLOWING:

CART SPONSOR
Your logo on ALL cart tags

WATER SPONSOR
Your logo on ALL player waters in carts

DRINK TICKET SPONSOR
Your logo on ALL player drink tickets

SNACK SPONSOR
Your logo on ALL player snacks in carts

RANGE BALL SPONSOR
Your logo on signs at driving range

SILVER SPONSORSHIP ———— \$500 ————

INCLUDED IN SILVER SPONSORSHIPS:

FOURSOME IN TOURNAMENT

BREAKFAST, LUNCH, DRINK TICKET & PLAYER GIFT FOR EACH PLAYER IN GROUP

BRONZE SPONSORSHIP ———— \$150 ————

INCLUDED IN BRONZE SPONSORSHIPS:

SPONSORS RECEIVE: H-FRAME SIGN WITH LOGO/NAME ON COURSE.

Available to ANY player or team as an add on. Individuals or organizations can donate items for the raffle or monetary amounts that will be used for the purchase of raffle items.