TOURISM COUNCILORS

Bonny Panchal, Chair

Ramada by Wyndham

Sarah Strickler, Vice Chair

Grown Rogue/Downtown Medford

Association Liaison

Eric Strahl, Past Chair

Craterian Theater

Adam Benson

Tap & Vine at 559

Gloria Thomas

Lady Geneva Bed & Breakfast

Lindsey Rice

Rogue Valley Zipline Adventures

Rogue Valley International-Medford Airport

Rachel Koning

Common Block Brewing Company

Ryan Torres

Merete Hotel Management

Vince Domenzain

Stone Ridge Golf Club/Southern Oregon Sports Commission Liaison

Wendy Baker

Hilton Garden Inn & Homewood Suites

Cooper Whitman

The Chamber of Medford & Jackson County Liaison / Pacific Power

Kevin Stine

Medford City Council Liaison

TRAVEL MEDFORD STAFF

T.J. Holmes

Senior Vice President

Angela Wood

Director of Sales & Visitor Services

Carole Skeeters-Stevens

Chief Marketing Officer

Celeste Moreno

Creative Director

Darren Van Lehn

Director of Sports Development

Haley Sullivan

Marketing Specialist

Katelyn Hanson

Sports Marketing & Event Coordinator



Travel Medford Tourism Council

August 27, 2025 | 3:30 p.m. Compass Hotel by Margaritaville

AGENDA

3:30 - Meeting Call to Order & Chair Message - Bonny

II. 3:35 – Approval of June 25, 2025 minutes – Bonny page 2

III. 3:40 - Financial Report - T.J.

> ■ June 2025 page 6 ■ July 2025 page 10

IV. 3:45 - Travel Medford Report - T.J.

> ■ TMTC Documents for FY 25-26 pages 17-18 ■ FY 25-26 Industry Events page 19

V. 3:50 - Creekside Quarter Update - Kevin Stine & Nick Card

VI. 4:10 - Tourism Promotion/Marketing Update - Carole

VII. 4:20 - Event Promotion Update - Katelyn page 15

VIII. 4:25 - Visitor Services Update - Angela page 16

IX. 4:30 - Sports Tourism Update - Darren

> ■ Sports Tourism Strategic Plan emailed

X. 4:50 - TMTC Roundtable Updates & Other Business

XI. 5:00 - Appetizers & Refreshments on Patio (optional)

NEXT MEETING: Sept. 24, 2025 at Craterian Theater

<u>Upcoming important Travel Medford standing meeting dates & events:</u>

Labor Day Holiday Sept. 1 Office Closed Excellence In Business Awards Sept. 11 Roque X

Travel And Words Conference Sept. 21-23 Hilton Garden Inn

ACO Medford Major Oct. 9-11 Roque X

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 June 25, 2025

<u>Present:</u> Eric Strahl, Bonny Panchal, Adam Benson, Gloria Thomas, JoJo Howard, Lindsey Rice, Mike Doil, Rachel Koning, Ryan Torres, Sarah Strickler, Vince Domenzain, Wendy Baker, Cooper Whitman, Kevin Stine

<u>Staff:</u> Angela Wood, Carole Skeeters-Stevens, Celeste Moreno, Darren Van Lehn, Katelyn Hanson, Haley Sullivan, T.J. Holmes

Absent: None

<u>Introductions & Chair Message:</u> Eric thanked everyone for their support during his three years as Chair. Haley was introduced to the group as the Marketing Specialist.

Minutes: Minutes from the May 28, 2025 meeting were reviewed. A motion to accept the minutes was made by Bonny. Ryan seconded. Motion carried.

Financial Report (T.J.)

- The May balance sheet and profit & loss statement in the packet were reviewed
- May TLT was \$113K. Intermediaries portion was \$25K, a record for May (+3% YOY)
- TLT is +4% YTD (\$59K) above projections and +4% YOY
- Total income is +9.5% to projections, comments on specific line items including grant revenue, event promotion and digital advertising, special projects & programs
- A motion to accept the financial report as presented was made by Gloria. Mike seconded. Motion carried.

TMTC Elections/Appointments (Eric)

- Eric referred to the memo in the packet about Chair & Vice Chair elections. Bonny was nominated as Chair, Sarah as Vice Chair, Eric transitions to Past Chair to make up the TMTC Executive Committee. Lindsey motioned to approve Executive Committee appointments as presented and reappoint everyone on TMTC for FY 2025-26. Rachel seconded. Motion approved by the group.

Marketing Update (Carole)

- An RFP was distributed for PR Services to four firms. Only Field Day PR, which Travel
 Medford is currently working with on a short-term basis, submitted a response. Carole
 provided a copy of the RFP for TMTC to review. TMTC will award Field Day the contract
 and enter an agreement with them.
- Expedia campaign generated over \$1.9 million in Medford lodging revenue and 16,000 room nights. In total, 32 properties benefitted from the campaign.

Event Promotion (Katelyn & Carole)

- Community Partnership Grant Fund tracker sheet in the packet was referenced
- The TMTC Executive Committee met and reviewed first round of applications in Cycle 1 for FY 2025-26. Katelyn referred to the memo on grant funding allocation in the TMTC packet recommending 24 events be supported with \$68,500 in support. Ryan moved to approve the recommended amounts by the TMTC Executive Committee as presented. Bonny seconded. Motion carried by the group.
- Savor Southern Oregon was an overall successful event. Attendance included people from 48 zip codes and 12 states. Comments on costs and sponsorships, feedback was received from participating wineries. Positive media coverage for the wine competition and the grand tasting, held a FAM trip and hosted influencers as well. Expectation is to have it come back for a second year, it provided a signature event for key pillar of the Rogue Valley.

Travel Medford Report (T.J.)

- Tourism Trends were referenced in the meeting packet
- Legislative updates on HB 2977, HB 3962
- Comments on the Creekside Quarter project moving forward. City Council is discussing a TLT increase for the November ballot. City Council will discuss on July 16.

Sports Update (Darren)

- Southern Oregon Pickleball Association got approval to break ground on 25 courts at Wes Howard Memorial Sports Park
- Know Your Role scholarship was awarded to Paige Schiffer who is going to West Point.
- Huddle Up Group had final presentation of sports tourism strategic plan on June 4. Will be available over the summer to distribute to TMTC
- Know Your Role Night at the Medford Rogues is June 25 following TMTC.

Visitor Services (Angela)

- Savor Southern Oregon wine passport drove engagement and captured attendee data.
 Had over 400 check-ins for the event at different winery booths
- Volunteer recruitment for the airport is ongoing

TMTC Roundtable (Various)

- Sarah shared information about the nicotine tax bill.
- Mike shared MFR is #2 among small airports in the nation for seat growth, #1 in Western region. Oregon is #1 in the West for seat growth

TLT Trends for FY 2024-25

Transient Lodging Tax: Actual vs. Prediction 2024 - 2025

	Actual	Prediction	Difference	ollected from ermediateries
JUL	\$ 191,923	\$ 181,749	\$ 10,174	\$ 36,543
AUG	\$ 197,955	\$ 185,506	\$ 12,449	\$ 36,269
SEP	\$ 159,313	\$ 160,849	\$ (1,537)	\$ 31,131
ост	\$ 148,022	\$ 143,800	\$ 4,222	\$ 27,557
NOV	\$ 149,040	\$ 115,332	\$ 33,707	\$ 23,995
DEC	\$ 108,335	\$ 97,808	\$ 10,527	\$ 21,254
JAN	\$ 91,883	\$ 92,184	\$ (302)	\$ 18,835
FEB	\$ 99,284	\$ 89,947	\$ 9,337	\$ 16,854
MAR	\$ 109,532	\$ 100,122	\$ 9,409	\$ 20,796
APR	\$ 111,877	\$ 116,453	\$ (4,575)	\$ 25,860
MAY	\$ 113,850	\$ 137,701	\$ (23,852)	\$ 25,016
JUN	\$ 155,444	\$ 164,881	\$ (9,437)	\$ 34,435
TOTAL	\$ 1,636,457	\$ 1,586,333	\$ 50,124	\$ 318,546

NOTE: Intermediary TLT is included in Actual TLT

Year-Over-Year Comparison 2024 - 2025

						- 2020					
TLT Based on Occ. in	TLT Received by City in	TLT Received by TM in	TLT 2023-24	T 2024-25 rojection	:	TLT 2024-25	-25 Actual vs. rojection	Lodging Occ.% 2023-24	Lodging Occ.% 2024-25	odging ADR 23 - 2024	odging ADR 24 - 2025
JUN	JUL	AUG	\$ 178,363	\$ 181,749	\$	191,923	\$ 10,174	76.5%	78.0%	\$ 130.87	\$ 133.91
JUL	AUG	SEP	\$ 186,228	\$ 185,506	\$	197,955	\$ 12,449	74.0%	80.3%	\$ 136.21	\$ 138.01
AUG	SEP	OCT	\$ 156,880	\$ 160,849	\$	159,313	\$ (1,537)	71.0%	72.1%	\$ 126.85	\$ 128.54
SEP	OCT	NOV	\$ 150,616	\$ 143,800	\$	148,022	\$ 4,222	71.9%	69.8%	\$ 121.41	\$ 120.10
OCT	NOV	DEC	\$ 130,725	\$ 115,332	\$	149,040	\$ 33,707	62.4%	65.5%	\$ 113.13	\$ 115.48
NOV	DEC	JAN	\$ 100,368	\$ 97,808	\$	108,335	\$ 10,527	55.4%	55.5%	\$ 103.00	\$ 105.64
DEC	JAN	FEB	\$ 96,237	\$ 92,184	\$	91,883	\$ (302)	49.9%	47.3%	\$ 98.05	\$ 99.63
JAN	FEB	MAR	\$ 94,036	\$ 89,947	\$	99,284	\$ 9,337	46.7%	51.0%	\$ 97.12	\$ 103.82
FEB	MAR	APR	\$ 96,826	\$ 100,122	\$	109,532	\$ 9,409	51.6%	57.2%	\$ 98.53	\$ 107.19
MAR	APR	MAY	\$ 112,295	\$ 116,453	\$	111,877	\$ (4,575)	57.3%	58.6%	\$ 102.75	\$ 106.89
APR	MAY	JUN	\$ 120,112	\$ 137,701	\$	113,850	\$ (23,851)	59.6%	61.7%	\$ 105.79	\$ 107.16
MAY	JUN	JUL	\$ 152,093	\$ 164,881	\$	155,444	\$ (9,437)	67.2%	68.6%	\$ 118.50	\$ 121.48
		YTD	\$ 1,302,575	\$ 1,586,333	\$	1,636,457	\$ 50,124	62.0%	63.9%	\$ 115.03	\$ 117.62

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

*ADR: Average Daily Rate

TLT Trends for FY 2025-26

Transient Lodging Tax: Actual vs. Prediction

2025 - 2026

	Hotels	Inter	mediaries	Total TLT	Prediction	Difference
JUL	\$ 137,168	\$	39,608	\$ 176,776	\$ 182,334	\$ (5,558)
AUG						
SEP						
ост						
NOV						
DEC						
JAN						
FEB						
MAR						
APR						
MAY						
JUN						
TOTAL	\$ 137,168	\$	39,608	\$ 176,776	\$ 182,334	\$ (5,558)

NOTE: Shown is Travel Medford's share, which is 25% of the net TLT proceeds

Year-Over-Year Comparison

2025 - 2026

TLT Based on Occ. in	TLT Received by City in	TLT Received by TM in	:	TLT 2024-25	T 2025-26 rojection	:	TLT 2025-26	·26 Actual vs. rojection	Lodging Occ.% 2024-25	Lodging Occ.% 2024-25	odging ADR 3 - 2024	odging ADR 4 - 2025
JUN	JUL	AUG	\$	191,923	\$ 182,334	\$	176,776	\$ (5,558)	78.0%	79.4%	\$ 134.25	\$ 133.63
JUL	AUG	SEP	\$	197,955					80.3%		\$ 138.01	
AUG	SEP	OCT	\$	159,313					72.1%		\$ 128.54	
SEP	ост	NOV	\$	148,022					69.8%		\$ 120.10	
ост	NOV	DEC	\$	149,040					65.5%		\$ 115.48	
NOV	DEC	JAN	\$	108,335					55.5%		\$ 105.64	
DEC	JAN	FEB	\$	91,883					47.3%		\$ 99.63	
JAN	FEB	MAR	\$	99,284					51.0%		\$ 103.82	
FEB	MAR	APR	\$	109,532					57.2%		\$ 107.19	
MAR	APR	MAY	\$	111,877					58.6%		\$ 106.89	
APR	MAY	JUN	\$	113,850					61.7%		\$ 107.16	
MAY	JUN	JUL	\$	155,444					68.6%		\$ 121.48	
		YTD	\$	191,923	\$ 182,334	\$	176,776	\$ (5,558)	78.0%	79.4%	\$ 134.25	\$ 133.63

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

*ADR: Average Daily Rate

Balance Sheet

Fiscal YTD Through June 2025

1:13 PM 07/11/25 Accrual Basis Travel Medford Balance Sheet As of June 30, 2025

	Jun 30, 25
ASSETS Current Assets Checking/Savings	
106 - US Bank 107 - US Bank - Money Market	27,154.07 256,169.42
Total Checking/Savings	283,323.49
Accounts Receivable 122 - Accounts Receivable	155,443.97
Total Accounts Receivable	155,443.97
Total Current Assets	438,767.46
Fixed Assets 150 - Equipment 155 - Leasehold Improvements 160 - Accumulated Depreciation	56,944.02 77,359.24 -37,767.39
Total Fixed Assets	96,535.87
TOTAL ASSETS	535,303.33
LIABILITIES & EQUITY Liabilities Current Liabilities Other Current Liabilities 145 - Vacation Payable	9,556.04
Total Other Current Liabilities	9,556.04
Total Current Liabilities	9,556.04
Total Liabilities	9,556.04
Equity 302 - Retained Earnings Net Income	486,672.48 39,074.81
Total Equity	525,747.29
TOTAL LIABILITIES & EQUITY	535,303.33

Profit & Loss

Fiscal YTD Through June 2025

1:13 PM 07/11/25 Accrual Basis

Travel Medford Profit & Loss Budget Performance

UPDATED JULY 11, 2025

				July 2024 through June 2025	YTD	YTD
					Actual	Budget
Ordi				/Expense		
	Inc	con	ne 📗			
		43	0 - In	terest Income	8,891	10,80
		44	0 - O (ccupancy Tax Income	1,636,457	1,586,33
		45	1 - Ac	Income		
			451.	l - Airport Ad Inc	10,079	6,80
			451.2	2 - Rogue X Ad Inc	3,707	2,24
			451.3	3 - Visitor Guide Ad Sales	43,350	
		То	tal 45	1 - Ad Income	57,136	9,04
		45	2 - Br	and Merchandise	3,023	8,00
		45	4 - Ev	ent Revenue	100,622	47,00
		45	6 - Mi	sc Revenue	68,478	23,29
	То	tal	Incor	ne	1,874,607	1,684,46
G	ros	s Pı	rofit		1,874,607	1,684,46
	Ex	pei	nse			
		54	0 - Ac	Iministration		
	Τ		540.	- Rent and Operations	45,056	45,05
			540.2	2 - Shared Salaries	81,883	81,88
			540.3	3 - Salaries	107,000	107,00
	T		540.4	- Benefits	25,780	25,41
	十	То	tal 54	0 - Administration	259,718	259,35
	十	Of	fice E	xpense		
	\top			Telephone	3,970	4,32
				Postage	1,412	2,40
	\top			Supplies	2,062	3,00
	<u> </u>			Legal & Accounting	18,971	7,00
	T	То		ffice Expense	26,415	16,72
	T	_		ion Expense		
\vdash	T			Advertising		
	1			12.1 - Advertising Support	107,551	133,0
\vdash	T	T	-	12.2 - Salaries	258,800	271,44
\vdash	T		-	12.3 - Benefits	52,565	58,35
\Box	\top		-	12.4 - Giveaways	6,063	8,00
	\top			12.5 - BrochDist/Fullfillment	25,208	24,32
	T		-	12.61 - Event Promotion		,•
	T			812.6 - Community Partnerships	113,028	64,00
\vdash	\top	\vdash		812.62 - Rogue X	10,000	10,00
$\vdash \vdash$	\top		\vdash	812.63 - Downtown Events	25,060	16,00
$\vdash \vdash$	+	\vdash		826 - Lithia & Driveway Fields	10,000	10,00

1:13 PM 07/11/25 Accrual Basis

Travel Medford Profit & Loss Budget Performance

UPDATED JULY 11, 2025

July 2024 through June 2025

 July 2024 through June 2025		
	YTD	YTD
	Actual	Budget
Total 812.61 - Event Promotion	158,088	100,000
812.7 - Sust. Mkt. Traditional	84,764	70,000
812.9 - DigitalSocialMedCampaig	290,060	278,000
Total 812 - Advertising	983,099	943,175
813 - Sports Tourism		
813.1 - SOSC	4,897	5,000
813.2 - Sports Tourism	46,633	39,540
813.3 - Salary	65,000	65,000
813.4 - Benefits	14,884	21,360
Total 813 - Sports Tourism	131,414	130,900
814 - Brochures & Printing	60,698	18,000
816 - Art, Design Services	63,633	60,000
818 - Conv. Sales/Group Tours		
818.1 - Conv. Sales/Group Tours	22,313	18,500
818.2 - Salaries	59,055	59,055
818.3 - Benefits	17,831	17,000
Total 818 - Conv. Sales/Group Tours	99,199	94,555
819- Promo Materials/Brand		
819.1 - Promotional Partnership	0	3,000
819.2 - Brand Merchandise	2,600	8,000
Total 819- Promo Materials/Brand	2,600	11,000
820 - Spec. Proj/Programs	53,616	16,564
822 - Research	22,104	20,197
824 - Website	16,494	19,000
840 - Visitor Services		
840.1 - Visitor Services	16,635	19,021
840.4 - Airport		
840.41 - Airport Ad Expense	5,039	3,400
840.42 - Airport Support	25,452	32,300
Total 840.4 - Airport	30,492	35,700
Total 840 - Visitor Services	47,126	54,721
Total Promotion Expense	1,479,983	1,368,113
Sales & Travel		
650 - Trade/Travel Shows/Confer		
650.1 - Conferences	6,388	6,695
650.3 - Tradeshows	2,995	2,600
650.5 - Stakeholder Partnershps	850	1,000
Total 650 - Trade/Travel Shows/Confer	10,233	10,295
654 - Dues and Subscriptions	14,503	7,269

1:13 PM 07/11/25 Accrual Basis

Travel Medford

UPDATED JULY 11, 2025

Profit & Loss Budget Performance

July 2024 through June 2025

_						July 2024 till ough Julie 2023		
						, ,	YTD	YTD
							Actual	Budget
				6	56 -	Sales Travel, Meetings		
					65	6.1 - Conferences	12,830	15,300
					65	6.3 - Tradeshows	2,791	4,000
					65	6.7 - Local Sales/Meeting	15,458	16,680
				T	otal	656 - Sales Travel, Meetings	31,080	35,980
				Tota	l Sa	les & Travel	55,815	53,544
				VOID)		0	
			Ь	tal Ex	фе	nse	1,821,932	1,697,732
	Ne	t O	rdi	nary	Inco	ome	52,675	-13,269
	Ot	her	Inc	come	/Ex	pense		
		Ot	her	Ехр	ens	e		
			90	0 - De	pre	ciation	13,600	
		То	tal	Othe	r Ex	pense	13,600	
	Ne	et O	the	r Inc	ome)	-13,600	0
Ne	et Ir	nco	me				39,075	-13,269

Balance Sheet

Fiscal 2025-26 Through July 2025

1:08 PM 08/12/25 Accrual Basis Travel Medford Balance Sheet As of July 31, 2025

	Jul 31, 25
ASSETS Current Assets Checking/Savings	
106 - US Bank 107 - US Bank - Money Market	54,952.35 256,907.37
Total Checking/Savings	311,859.72
Accounts Receivable 122 - Accounts Receivable	176,776.21
Total Accounts Receivable	176,776.21
Total Current Assets	488,635.93
Fixed Assets 150 - Equipment 155 - Leasehold Improvements 160 - Accumulated Depreciation	56,944.02 77,359.24 -37,767.39
Total Fixed Assets	96,535.87
TOTAL ASSETS	585,171.80
LIABILITIES & EQUITY Liabilities Current Liabilities Other Current Liabilities 145 - Vacation Payable	9,556.04
Total Other Current Liabilities	9,556.04
Total Current Liabilities	9,556.04
Total Liabilities	9,556.04
Equity 302 - Retained Earnings Net Income	536,398.32 39,217.44
Total Equity	575,615.76
TOTAL LIABILITIES & EQUITY	585,171.80

Profit & Loss

Fiscal 2025-26 YTD Through July 2025

1:09 PM 08/12/25 Accrual Basis

Travel Medford Profit & Loss Budget Performance July 2025

				YTD	YTD	Annual
				Actual	Budget	Budget
Ord	inary Ir	ncome	Expense			
	Inco	me				
	43	30 - Int	erest Income	0	800	9,600
	44	40 - O c	ccupancy Tax Income	176,776	182,334	1,635,139
$\perp \perp \perp$	4		Income			
\dashv	$\perp \perp$		- Airport Ad Inc	1,075		9,850
$\perp \perp$			2 - Rogue X Ad Inc	298		3,630
$\perp \perp \perp$			3 - Visitor Guide Ad Sales	500	$\overline{}$	40,000
$\perp \perp$	T	otal 45	1 - Ad Income	1,874		53,480
$\perp \perp \perp$	4	52 - Br	and Merchandise	452		3,000
$\perp \perp \perp$	4	54 - E v	ent Revenue	1,000	0	51,000
$\perp \perp$	4	56 - Mi	sc Revenue	0	0	4,750
	Tota	I Incon	ne	180,102	184,344	1,756,969
	Expe	ense				
$\perp \perp$	54		lministration			
$\perp \perp \perp$		540.1	- Rent and Operations	3,802	3,802	45,625
$\perp \perp$		540.2	2 - Shared Salaries	7,227		86,725
$\perp \perp \perp$			3 - Salaries	9,567	_	114,800
$\perp \perp \perp$			- Benefits	2,168	2,290	28,071
	T	otal 54	0 - Administration	22,764	22,886	275,221
	0		xpense			
		602 -	Telephone	360	360	4,320
		604 -	Postage	0	200	2,400
		606 -	Supplies	1,517	200	2,400
		608 -	Legal & Accounting	0	364	10,000
			fice Expense	1,877	1,124	19,120
	P		on Expense			
			Advertising			
		81	2.1 - Advertising Support	7,036		110,976
		81	2.2 - Salaries	23,982	21,336	256,033
			2.3 - Benefits	4,449	3,710	56,269
		81	2.4 - Giveaways	0	417	5,000
		81	2.5 - BrochDist/Fullfillment	8,577	9,360	24,320
$\perp \perp \perp$		81	2.61 - Event Promotion			
			812.6 - Community Partnerships	11,135		75,000
			812.62 - Rogue X	7,000		10,000
			812.63 - Downtown Events	7,800		20,000
			826 - Lithia & Driveway Fields	5,000		10,000
\perp			otal 812.61 - Event Promotion	30,935	_	115,000
		81	2.7 - Sust. Mkt. Traditional	3,750	0	65,000

1:09 PM 08/12/25 Accrual Basis

Travel Medford Profit & Loss Budget Performance July 2025

		YTD	YTD	Annual
		Actual	Budget	Budget
	812.9 - DigitalSocialMedCampaig	4,984	1,000	285,000
	Total 812 - Advertising	83,712	115,876	917,598
	813 - Sports Tourism			
	813.1 - SOSC	0	417	5,000
	813.2 - Sports Tourism	449	2,505	25,410
	813.3 - Salary	5,742	8,687	104,250
	813.4 - Benefits	1,672	2,095	25,725
	Total 813 - Sports Tourism	7,863	13,704	160,385
	814 - Brochures & Printing	116	1,167	54,000
	816 - Art, Design Services	0	1,250	30,000
	818 - Conv. Sales/Group Tours			
	818.1 - Conv. Sales/Group Tours	0	1,750	40,500
	818.2 - Salaries	4,752	4,752	57,025
	818.3 - Benefits	1,538	1,465	18,168
	Total 818 - Conv. Sales/Group Tours	6,290	7,967	115,694
	819- Promo Materials/Brand			
	819.1 - Promotional Partnership	500	167	2,000
	819.2 - Brand Merchandise	255	953	3,000
	Total 819- Promo Materials/Brand	755	1,120	5,000
	820 - Spec. Proj/Programs	5,478	6,113	29,791
	822 - Research	6,930	6,930	26,104
	824 - Website	661	620	10,090
	840 - Visitor Services			
	840.1 - Visitor Services	277	1,587	16,029
	840.4 - Airport			
	840.41 - Airport Ad Expense	538	368	4,925
	840.42 - Airport Support	1,688	-	16,379
	Total 840.4 - Airport	2,226		21,304
	Total 840 - Visitor Services	2,503	_	37,333
	tal Promotion Expense	114,308	158,065	1,385,993
Sa	les & Travel			
	650 - Trade/Travel Shows/Confer			
	650.1 - Conferences	0	0	9,065
	650.3 - Tradeshows	0	0	2,995
	650.5 - Stakeholder Partnershps	0	83	1,000
	Total 650 - Trade/Travel Shows/Confer	0	83	13,060
	654 - Dues and Subscriptions	1,033	3,782	13,675

1:09 PM 08/12/25 Accrual Basis

Travel Medford Profit & Loss Budget Performance July 2025

							YTD Actual	YTD Budget	Annual Budget
		\Box	\top	656		Sales Travel, Meetings			
		П		-	35	6.1 - Conferences	0	0	16,000
		П		(35	6.3 - Tradeshows	0	0	4,300
				(35	6.7 - Local Sales/Meeting	902	1,300	16,000
				Tot	al	656 - Sales Travel, Meetings	902	1,300	36,300
			То	tal S	a	es & Travel	1,935	5,165	63,035
		T	otal	Exp	er	ise	140,885	187,240	1,743,369
	Ne	t Ore	dinar	ry In	CO	me	39,217	-2,896	13,600
	Ot	her I	ncor	ne/E	ΧĮ	ense			
		Oth	er Ex	cpen	se)			
		9	00 -	Dep	re	ciation	0	1,133	13,600
		Tota	al Ot	her I	X	pense	0	1,133	13,600
	Ne	t Oth	ner Ir	ncon	ne		0	-1,133	-13,600
Ne	t In	ncom	ıe	П			39,217	-4,029	0

Tourism Data Metrics

June 2025	Medford		Jackson	County	Oregon	
(Hotels + Intermediaries)	Month	% Chg YOY	Month	% Chg YOY	Month	% Chg YOY
Occupancy Rate	79.4%	2%	78.0%	2%	72.7%	-1%
Average Daily Rate	\$133.63	-1%	\$152.42	2%	\$191.95	1%
Rev. Per Available Room	\$106.12	1%	\$118.96	3%	\$139.56	0%

YEAR-TO-DATE	Medford		Jackson	County	Oregon		
July '24 - June '25 (Hotels + Intermediaries)	YTD	% Chg YOY	YTD	% Chg YOY	YTD	% Chg YOY	
Occupancy Rate	64.0%	3%	61.1%	2%	59.8%	1%	
Average Daily Rate	\$117.64	2%	\$130.49	2%	\$166.03	2%	
Rev. Per Available Room	\$75.28	5%	\$79.76	4%	\$99.23	3%	
Room Demand	668,369	4%	1.13 M	4%	19.8 M	2%	
Room Supply	1.04 M	1%	1.85 M	2%	33.1 M	1%	
Room Revenue	\$78.6 M	6%	\$147.1 M	6%	\$3.28 B	4%	

Sources: STR & AirDNA. STR Data accounts for 23 of 39 hotel properties in Medford, accounting for 75% of the hotel rooms in Medford.

Visitor Services Tracking Fiscal YTD Through July 2025

Rogue Valley Airport Visitor Kiosk Data

	<u> </u>							
	Volunteer/ Staff Hours	Phone Calls	Visitor Inquiries	Aiport Inquiries	Explore Board	Hootboard Interactions	Total Interactions	
JUL	155	17	626	349	2,387	1,549	4,928	
AUG							0	
SEP							0	
ост							0	
NOV							0	
DEC							0	
JAN							0	
FEB							0	
MAR							0	
APR							0	
MAY							0	
JUN							0	
TOTAL	155	17	626	349	2,387	1,549	4,928	
TOTAL YTD 24-25	178	42	456	429	2,676	1,198	4,801	
% Chg	-13%	-60%	37%	-19%	-11%	29%	3%	

Arriving Flights	Passenger Capacity
274	22,550
274	22,550
240	23,071
14%	-2%

*Arriving Flights = when VIC was staffed

Other Visitor Services & Programs

	Visitors		Taste of t	he Rogue	Pass	Total	
	Downtown	Rogue X	Flights	Encounters	Sign Ups	Check-ins	Interactions
JUL	155	1,242	14	234	16	35	1,682
AUG							0
SEP							0
ОСТ							0
NOV							0
DEC							0
JAN							0
FEB							0
MAR							0
APR							0
MAY							0
JUN							0
TOTAL	155	1,242	14	234	16	35	1,682
TOTAL YTD 24-25	100	1,935	9	80	41	6	2,162
% Chg	55%	-36%	56%	193%	-61%	483%	-22%

TOTAL INTE	RACTIONS
JUL	6,610
AUG	0
SEP	0
ОСТ	0
NOV	0
DEC	0
JAN	0
FEB	0
MAR	0
APR	0
MAY	0
JUN	0
TOTAL	6,610
TOTAL YTD	6,963
24-25	5,500
% Chg	-5%

*Note: Started tracking at Rogue X in January 2024

Event Promotion Tracker Community Partnership Grant Fund Fiscal YTD Through July 2025

Event Promotion Tracking FY 2025-26

Community Partnership Grant Fund (812.6)

#	Event Name	Event Month	Funds Awarded	Other Contributions	Total Support	Event Classification(s)			
	2025 Events								
1	Folk Collective Summer Series (in Medford)	Summer	\$1,500		\$1,500	Arts & Culture			
2	Craterian Theater	Aug-June	\$3,500		\$3,500	Arts & Culture			
3	Sasquatch Open Pro Am	Aug	\$1,000		\$1,000	Sports & Recreation			
4	Britt Music & Arts Festival	July-Sept	\$2,500		\$2,500	Arts & Culture			
5	Challenger Invitational Volleyball	Aug	\$2,000		\$2,000	Sports & Recreation			
6	Southern Oregon Golf Championships	Aug	\$1,000		\$1,000	Sports & Recreation			
7	Cascade Girl OR Honey & Mead Festival	Sept	\$500		\$500	Food, Wine & Agritourism			
8	Medford Rogue Rotary Pickleball Fest	Sept	\$1,000		\$1,000	Sports & Recreation			
9	Dia de Los Muertos	Nov	\$1,500		\$1,500	Arts & Culture			
		2026 Ev	ents						
10	CEVA Rogue Valley Classic	Mar	\$2,500		\$2,500	Sports & Recreation			
-11	Southern Oregon Speedway	Apr-Sept	\$5,000		\$5,000	Sports & Recreation			
12	Southern Oregon Open	May	\$3,500		\$3,500	Sports & Recreation			
13	Southern Oregon Classic & Culinary Feast	June	\$3,200	\$1,800	\$5,000	Sports & Recreation			
	TOTAL			\$1,800	\$30,500				

Rogue X Events (812.62)

#	Event Name	Event Month	Funds Awarded	Other Contributions	Total Support	Event Classification(s)
-1	ACO Medford Major - Fall	Oct 2025	\$3,500		\$3,500	Sports & Recreation
2	ACO Medford Major - Winter	Jan 2026	\$3,500		\$3,500	Sports & Recreation
3	49th Annual Medford Rod & Custom Show	Apr 2026	\$3,000		\$3,000	Sports & Recreation
	TOTAL		\$10,000	\$0	\$10,000	

Downtown Events (812.63)

#	Event Name	Event Month	Funds Awarded	Other Contributions	Total Support	Event Classification(s)
1	32nd Great Medford Multicultural Fair	Sept 2025	\$2,500		\$2,500	Downtown
2	Forks & Friends	Oct 2025	\$5,000		\$5,000	Downtown
3	The Rogue Marathon	Oct 2025	\$1,500	\$5,000	\$6,500	Downtown
4	Ride For A Cause	Oct 2025	\$0	\$1,500	\$1,500	Downtown
5	Winter Lights Festival	Dec 2025	\$2,500		\$2,500	Downtown
6	Rogue Comic Con	May 2026	\$2,000		\$2,000	Downtown
	TOTAL		\$13,500	\$6,500	\$20,000	

Lithia & Driveway Fields Events (826)

#	Event Name	Event Month	Funds Awarded	Other Contributions	Total Support	Event Classification(s)
1	USA Softball Fall Showcase	Oct 2025	\$5,000		\$5,000	Sports & Recreation
2	Cascade Collegiate Conference Soccer	Nov 2025	\$5,000		\$5,000	Sports & Recreation
	TOTAL		\$10,000	\$0	\$10,000	

TOTAL EVENT PROMOTION (812.61)

Event Classification	# of Events	Funds Awarded	Other Contributions	Total Support
Arts & Culture	4	\$9,000	\$0	\$9,000
Downtown	6	\$13,500	\$6,500	\$20,000
Food Wine & Agritourism	1	\$500		\$500
Sports & Recreation	13	\$39,200	\$1,800	\$41,000
TOTAL	24	\$62,200	\$8,300	\$70,500



Travel Medford Tourism Council 2025 - 2026 Meeting Schedule

TMTC Meetings are usually held on the last Wednesday of the month.

Optional Tours of locations to begin approximately at 3 p.m.

No July Meeting

April 29, 2026

May 27, 2026

June 24, 2026

August 27, 2025	Compass Hotel by Margaritaville	3:30-5 p.m.
Sept. 24, 2025	Craterian Theater Focus: Strategic Planning Prep/Discussion	3:30-5 p.m.
Oct. 29, 2025	Rogue X Focus: Annual Strategic Planning Session & Carryo	SHR / 1-4 p.m. over Allocation
Nov. 19, 2025	Copper Plank	3:30-5 p.m.
No December Mee	eting	
Jan. 28, 2026	Southern Oregon Historical Society <i>Tour of New Event Center in downtown Medford</i>	3:30-5 p.m.
Feb. 25, 2026	EdenVale Winery	3:30-5 p.m.
March 25, 2026	Harry & David Note: Tour begins at 2:45	3:30-5 p.m.

Focus: Tourism Trends for Next Fiscal Year

Chamber of Medford & Jackson County*

Focus: Annual Budget Acceptance

Focus: Chair & Vice Chair Elections

Dunbar Farms

TBD

3:30-5 p.m.

3:30-5 p.m.

3:30-5 p.m.

Tourism Council 2025-26

Bonny Panchal, Chair Ramada by Wyndham

ramada58908@outlook.com

541-944-7538

TMTC since May 2023 Industry: Lodging

Sarah Strickler, Vice Chair

Grown Rogue/Downtown Medford Liaison

sarah@grownrogue.com

541-941-4295

TMTC since November 2022 Industry: Downtown

Eric Strahl, Past Chair

Craterian Theater

eric@craterian.org

541-601-4337

TMTC since FY 2018-19
Industry: Performing Arts

Adam Benson

Tap & Vine, Butterfly Club

Adam@tapandvine559.com

541-779-2474

TMTC since September 2024 Industry: Restaurants

Gloria Thomas

Lady Geneva Bed & Breakfast ladvaenevabb@amail.com

541-930-1148

TMTC since October 2021 Industry: Lodging

Lindsey Rice

Rogue Valley Zipline Adventure info@rvzipline.com

541-890-3395

TMTC since before 2015 Industry: Attractions

Mike Doil

RV International-Medford Airport DoilMH@jacksoncounty.org

541-608-3504 (office)

TMTC since May 2023 Industry: Transportation Rachel Koning

Common Block Brewing Company Rachel@commonblockbrewing.com

541-601-8031

TMTC since FY 2017-18 Industry: Restaurants

Ryan Torres

Merete Hotel Management rtorres@meretehotels.com

541-556-3930

TMTC since May 2024 Industry: Lodging

Vince Domenzain

Stone Ridge Golf Club/SOSC Liaison vdomenzain@pga.com

541-944-8156

TMTC since FY 2016-17, Oct. 2021-Current Industry: Sports

Wendy Baker

Hilton Garden Inn & Homewood Suites wendy.baker@hilton.com

541-261-7821

TMTC since FY 2019-20 Industry: Lodging

Kevin Stine, City Liaison Medford City Council kevin.stine@cityofmedford.org

541-301-7062

TMTC since January 2022 Industry: City of Medford

Cooper Whitman, Chamber Liaison

Pacific Corp

Cooper.Whitman@PacifiCorp.com

O: 541-776-5406 | C: 971-707-0386

TMTC since August 2024 Industry: Chamber Liaison

Fiscal Year 2025-26 Calendar of Industry & Local Events

DATE	EVENT	LOCATION
Sept. 11	Chamber's Excellence In Business Awards	Rogue X
Sept. 13	Oregon Honey & Mead Festival	EdenVale Winery
Sept. 21-23	Travel And Words Conference	Hilton Garden Inn
Sept. 24	TMTC	The Craterian Theater
Sept. 27	Greater Medford Multicultural Fair	Pear Blossom Park
Oct. 9	ACO Kickoff Party - TMTC welcome!	Rogue X
Oct. 10-11	ACO Medford Major (Fall)	Rogue X
Oct. 10-12	USA Softball College Exposure Fall Classic	Lithia & Driveway Fields
Oct. 11	The Rogue Marathon	Pear Blossom Park
Oct. 11	Ride for a Cause	Pear Blossom Park
Oct. 17-23	Forks & Friends (DMA Event)	Downtown Restaurants
Oct. 29	TMTC - Strategic Planning Session	Rogue X
Nov. 4	Election Day - Medford Ballot Measure 15-238	Medford
Nov. 8-12	CCC Soccer Championships	Lithia & Driveway Fields
Nov. 13	Travel Southern Oregon - RV Stakeholder Meeti	ing TBD
Nov. 19	TMTC	Copper Plank
Nov. 19	City Council Presentation: '24-25 Annual & '25-20	
Dec. 6	Medford Winter Lights Festival	Pear Blossom Park
Jan. 9	Know Your Role Night - Rogue Valley Royals (hockey) RRRink	
Jan. 28	TMTC	SO Historical Society
Jan. 29	ACO Kickoff Party - TMTC welcome!	Rogue X
Jan. 30-31	ACO Medford Major (Winter)	Rogue X
Feb. 22-23	Travel Southern Oregon's Travel Jam	Rogue Valley CC
Feb. 25	TMTC	EdenVale Winery
March 9-11	Travel Oregon's Governor's Conference on Touri	sm Portland
March 25	TMTC	Harry & David
April 10-11	Pear Blossom Festival	Downtown
April 18-19	49th Medford Rod & Custom Show	Rogue X
April 29	TMTC	Dunbar Farms
May 1	SOSC Golf Tournament	Stone Ridge Golf Club
May 3-9	National Travel & Tourism Week	
May 8-10	Southern Oregon Open (basketball)	Rogue X
May 9	Made in Southern Oregon	Central Point
May 10	Art In Bloom	Downtown Medford
May 11	Chamber Forum - hosted by Travel Medford	Rogue Valley CC
May 16-17	Rogue Comic Con	Pear Blossom Park
May 22-25	Rogue Memorial Challenge Soccer Tournamen	t LAD & Various
May 27	TMTC - Budget review	Medford Chamber
June 6	Southern Oregon Culinary Feast	Centennial Golf Course
June 12-13	Savor Southern Oregon	Bigham Knoll
June 24	TMTC	TBD
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