

Convention and Visitor's Commission of Monroe County

Public Meeting

December 9, 2025

12:00 noon

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

HYBRID MEETING IN PERSON and VIA TEAMS

Microsoft Teams meeting

Meeting ID: 238 609 802 234 36

Passcode: ot9zk9Tc

Full Link: https://teams.microsoft.com/l/meetup-join/19%3ameeting_Mjg2NTZhMGEtZTc4ZC00NTRhLWI4YWVtMjQ2ODgwYmM5NTUz%40thread.v2/0?context=%7b%22Tid%22%3a%2249a60700-4c0c-4ece-b904-fb92c600e553%22%2c%22Oid%22%3a%22db83725f-c48f-476f-8894-d4bb087d29f8%22%7d

https://teams.microsoft.com/l/meetup-join/19%3ameeting_Mjg2NTZhMGEtZTc4ZC00NTRhLWI4YWVtMjQ2ODgwYmM5NTUz%40thread.v2/0?context=%7b%22Tid%22%3a%2249a60700-4c0c-4ece-b904-fb92c600e553%22%2c%22Oid%22%3a%22db83725f-c48f-476f-8894-d4bb087d29f8%22%7d

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

- The public's video feed will be turned off by the Technical Services Department meeting administrator.
- The public will be able to listen and record.
- The public should raise their hand if they wish to speak during the public comment period.

1. Call to Order
2. Minutes Review –Sept/Oct 2025 minutes
3. Commission Financial Report & Monthly collections report – Sep-Nov 2025
4. Visit Bloomington report
5. Downtown Blgn't. Inc. report
6. Claims approval –
 - General Fund - Visit Blgn't - \$750,000 – 1st Qtr 2026
 - General Fund - DBI – \$148,025.00 - 1st Qtr 2026
 - General Fund - M Roach - \$147.50
 - General Fund - Visit Blgn't - \$2,161.24
 - General Fund – DBI -\$4,023.00 Incentive
8. Visit Blgn't & DBI 2026-2028 contracts & resolution
9. New Business
10. Old business
11. Public comment
12. Adjournment

CONVENTION AND VISITORS COMMISSION

Hybrid: In person and virtual

Convention Center, 302 College Ave., Bloomington, IN

12:00 pm

Sept 9, 2025

Commission Members Present:

Mike Campbell, Kirby Brown, Trent Seitz and David Henry

Staff Members Present:

CVB – Mike McAfee, Laura Newton and Marcia Roach

DBI – Talisha Coppock, Joan Snap and Jean Kautt

Guest:

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

Approval of Minutes:

President Michael Campbell asked if everyone had a chance to review the June meeting minutes and were there any questions. There were no questions or comments. Kirby Brown motioned to approve the minutes seconded by David Henry. Roll call to approve June 23, 2025 minutes as presented: Michael Campbell-Yes, Kirby Brown- Yes, Trent Seitz-Yes, David Henry-Yes

Financial Report:

President Mike Campbell asked if everyone reviewed June-August, 2025 financials and room tax receipts. He reviewed the August financial summary and collections reports stating that taking into consideration of no revenues in April, innkeepers revenues are pacing flat with 2024. He said there were sufficient funds available to cover claims submitted. Mike asked if there were any questions about the financial reports. There were none. Kirby Brown motioned to approve the financials seconded by Trent Seitz. Roll call to approve the financials as presented: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

Visit Bloomington Report:

Laura Newton reviewed items Visit Bloomington staff were conducting and various tradeshow and conferences staff had and will be attending.

DBI Report:

Talisha Coppock reported on the new convention center branding and talked about the website launch scheduled for January 2026. She talked about signage and other components to be included in the building and input from stakeholders and the capital improvement board addressing these needs. Jean Kautt then reviewed sales activities and booked events by the convention center.

Claims Approval:

General Fund:

\$433,856.50 – VB 4th Qtr. 2025 operational funds. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by David Henry.

Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, - David Henry Yes

\$108,276.75 – DBI 4th Qtr. 2025 operational funds. Mike asked if there were any questions or comments. There were none. Trent Seitz motioned to approve seconded by Kirby Brown. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

\$2000.00 Blue & Co. Mike asked if there were any questions or comments. There were none. Kirby Brown motioned to approve seconded by David Henry. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

\$147.25 – M. Roach – 3rd Qtr billing as CVC secretary. Mike asked if there were any questions or comments. There were none. David Henry motioned to approve seconded by Kirby Brown. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

Capital Improvement

\$30,375.00 –Otis. Mike asked if there were any questions or comments. There were none, Trent Seitz motioned to approve seconded by Kirby Brown. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

\$30,375.00 – DBI. Mike asked if there were any questions or comments. There were none, Kirby Brown motioned to approve seconded by David Henry. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

\$8,000.00 Otis. This was not included in the packet but is an emergency to get the escalator working. Mike asked if there were any questions or comments. There were none, Mike Campbell motioned to approve seconded by Kirby Brown. Roll call to approve claim: Michael Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes, David Henry -Yes

New Business:

Mike Campbell said that it's important that Visit Bloomington move closer to the convention center to better serve visitors and conduct business. He said that space had been found for the Visitor Center and a lease has been secured to move the visitor center to that space. He reviewed the space and the funds necessary to lease the space and build it out to support the center. He said that the cost for that had not been included in Visit Bloomington's 2026 budget and the CVC would need to go to county council to secure additional funding. He said there were funds available in the general fund to make that request. Mike said he wanted to get a gauge as to commission members thoughts on the move in order to proceed. All members discussed and concurred that it made sense to move and to proceed with securing the space for the visitor center. He noted that there was not enough space at this time to move VB's offices but there was space adjacent to where the visitor center will be and could possibly be suitable for offices when and if that space becomes available.

Old Business:

None

Public comments:

None

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

Respectfully Submitted,

Marcia Roach, Acting Secretary

CONVENTION AND VISITORS COMMISSION

Hybrid: In person and virtual

Convention Center, 302 College Ave., Bloomington, IN

12:00 pm

October 20, 2025

Commission Members Present:

Mike Campbell, Kirby Brown, Trent Seitz and David Henry

Staff Members Present:

CVB – Mike McAfee, Laura Newton and Marcia Roach

DBI – Talisha Coppock, Joan Snap and Jean Kautt

Guest: None

Commissioner Mike Campbell called the meeting to order at 12:00 p.m. He opened the meeting stating the objective of the meeting was to review the needs of the Visitor's Center new location and associated costs which would come from the CVC and innkeepers taxes. He then turned it over to Mike McAfee to review the visitor center floor plans. Mike reviewed two options noting an office space for the visitor center manager and/or convention sales person. He said Visit Bloomington's executive committee has approved the lease and build out budget and lease signing was dependant on county council appropriation approval. He said our offices would remain at the current location and the current visitor center would be closed, however, the vestibule would remain open. Mike Campbell said he didn't look at the new location as a profit center but more of a launching point for visitor and convention engagement to promote the convention center. The proposal set out by Springpoint Architects/Boldin Construction was between \$500,000 and \$600,000 and he thought there should be a cap on the funding. He also reviewed the general funds balance. There was a 2024 carryover balance of 4.4 million in the fund, a Karst Farms donation in 2025 of \$500,000 and with expenditures to date, anticipated 1.2 million expected in revenues October-December this year, would leave an estimated 2025 carryover balance in line with the previous year. He concluded the CVC was in good shape to fund this project. Kirby Brown concurred and asked about staffing. Mike McAfee said he planned on having 2 staff members at all times initially and would evaluate as needed. He added he would like to hire someone full time in addition to the part time staff currently being utilized. Kirby also mentioned space for convention sales to conduct their business needs without infringement on the visitor center operations. Mike McAfee said there would be space for both functions. Mike Campbell said this was a one time expense and non-recurring. Trent asked about marketing expenses. Mike McAfee said those expenses were already a part of Visit Bloomington's 2026 budget request and Mike Campbell said the CVC 2026 budget had been approved by county council. Kirby Brown commented that as a hotelier they receive numerous requests from guests about activities to do during their stay in Bloomington and the proximity of the visitor center would help.

Mike Campbell motioned to ask county council in 2026 for an additional appropriation in the amount of \$600,000 for the visitor center build out. Trent Seitz seconded the motion.

Roll call to approve the visitor center renovation appropriation: Mike Campbell-Yes, Kirby Brown-Yes, Trent Seitz-Yes.

Mike Campbell mentioned the project timing and possible funding availability. He said there is about \$100,000 in the 2025 commissioner's expense line if needed. Mike McAfee said he had talked with the redevelopment commission about starting the lease a few months later than currently looked at and they said it would be fine. They didn't have anyone else looking at the space. Mike also said he thought

it would take \$10K-\$20K to get things started. He said Visit Bln't had spent \$2100 to get the floor plans and proposal and would be submitting a claim for reimbursement.

New Business:

None

Old Business:

None

Public comments:

None

The meeting was adjourned at 12:45p.m.

Respectfully Submitted,
Marcia Roach, Acting Secretary

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.
 Financial Summary
 Monroe County Auditor's Office
 September 30, 2025

GENERAL FUND STATUS

	Monthly	Y-T-D	Budget
2024 Carry-Over Balance	\$	4,459,564.43	

2025 Room Tax Receipts	\$ 408,734.25	\$ 2,489,873.25	
2025 Misc	\$ -	\$ 62,787.38	
Less:		\$ -	
2025 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$ 33,333.28	\$ 50,000.00
2025 Conv. & Visitors Bureau Claim Dist.	\$ -	\$ 1,633,856.50	\$ 2,067,713.00
2025 Commissioners Expense	\$ -	\$ 65,096.24	\$ 200,000.00
2025 Auditing/Legal Fees/Prof.	\$ -	\$ 295.00	\$ 2,500.00
2025 Insurance	\$ -	\$ -	\$ -
2025 Maintenance	\$ -	\$ -	\$ -
2025 Downtown Bloomington Inc.	\$ -	\$ 324,830.25	\$ 433,107.00
2025 Karst Farm	\$ 28,269.52	\$ 485,388.21	\$ 500,000.00
Total Expenses	\$ 32,436.18	\$ 2,542,799.48	
 CURRENT GENERAL FUND BALANCE	 \$ 376,298.07	 \$ 4,469,425.58	

CAPITAL IMPROVEMENT FUND

2024 Carry-Over Balance	\$	219,850.76	
2025 Revenues	\$ 4,166.66	\$ 33,333.28	\$ 50,000.00
2025 Expenses	\$ -	\$ 14,684.29	\$ 100,000.00
 CURRENT CAP IMP.FUND BALANCE	 \$ 4,166.66	 \$ 238,499.75	

CONVENTION CENTER DEBT FUND

2024 Carryover	\$	-	
Income			
Innkeepers Tax	\$ -	\$ -	\$ 516,000.00
Net Rental Income	\$ -	\$ -	\$ 120,000.00
Total Income	\$ -	\$ -	\$ 636,000.00
Expenses			
Loan Payments	\$ -	\$ -	\$ 636,000.00
Micellaneous	\$ -	\$ -	
Total Expenses	\$ -	\$ -	\$ 636,000.00
 CURRENT CONV. CTR DEBT FUND	 \$ -	 \$ -	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.
 Financial Summary
 Monroe County Auditor's Office
 October 31, 2025

GENERAL FUND STATUS

	Monthly		Y-T-D	Budget
2024 Carry-Over Balance		\$	4,459,564.43	

2025 Room Tax Receipts	\$ 400,293.95	\$	2,890,167.17	
2025 Misc	\$ -	\$	62,787.38	
Less:		\$	-	
2025 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$	37,499.94	\$ 50,000.00
2025 Conv. & Visitors Bureau Claim Dist.	\$ 433,856.50	\$	2,067,713.00	\$ 2,067,713.00
2025 Commissioners Expense	\$ 2,000.00	\$	67,096.24	\$ 200,000.00
2025 Auditing/Legal Fees/Prof.	\$ 147.50	\$	442.50	\$ 2,500.00
2025 Insurance	\$ -	\$	-	\$ -
2025 Maintenance	\$ -	\$	-	\$ -
2025 Downtown Bloomington Inc.	\$ 108,276.75	\$	433,107.00	\$ 433,107.00
2025 Karst Farm	\$ 14,611.79	\$	500,000.00	\$ 500,000.00
Total Expenses	\$ 563,059.20	\$	3,105,858.68	
 CURRENT GENERAL FUND BALANCE	 \$ (162,765.25)	 \$	 4,306,660.30	

CAPITAL IMPROVEMENT FUND

2024 Carry-Over Balance		\$	219,850.76	
2025 Revenues	\$ 4,166.66	\$	37,499.94	\$ 50,000.00
2025 Expenses	\$ 68,750.00	\$	83,434.29	\$ 100,000.00
 CURRENT CAP IMP.FUND BALANCE	 \$ (64,583.34)	 \$	 173,916.41	

CONVENTION CENTER DEBT FUND

2024 Carryover		\$	-	
Income				
Innkeepers Tax	\$ -	\$	-	\$ 516,000.00
Net Rental Income	\$ -	\$	-	\$ 120,000.00
Total Income	\$ -	\$	-	\$ 636,000.00
Expenses				
Loan Payments	\$ -	\$	-	\$ 636,000.00
Micellaneous	\$ -	\$	-	
Total Expenses	\$ -	\$	-	\$ 636,000.00
 CURRENT CONV. CTR DEBT FUND	 \$ -	 \$	 -	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.

Financial Summary

Monroe County Auditor's Office

November 30, 2025

GENERAL FUND STATUS

	Monthly	Y-T-D	Budget
2024 Carry-Over Balance		\$ 4,459,564.43	

2025 Room Tax Receipts	\$ 441,907.62	\$ 3,332,074.79	
2025 Misc	\$ -	\$ 62,787.38	
Less:		\$ -	
2025 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$ 41,666.60	\$ 50,000.00
2025 Conv. & Visitors Bureau Claim Dist.	\$ -	\$ 2,067,713.00	\$ 2,067,713.00
2025 Commissioners Expense	\$ -	\$ 67,096.24	\$ 200,000.00
2025 Auditing/Legal Fees/Prof.	\$ -	\$ 442.50	\$ 2,500.00
2025 Insurance	\$ -	\$ -	\$ -
2025 Maintenance	\$ -	\$ -	\$ -
2025 Downtown Bloomington Inc.	\$ -	\$ 433,107.00	\$ 433,107.00
2025 Karst Farm	\$ -	\$ 500,000.00	\$ 500,000.00
Total Expenses	\$ 4,166.66	\$ 3,110,025.34	
CURRENT GENERAL FUND BALANCE	\$ 437,740.96	\$ 4,744,401.26	

CAPITAL IMPROVEMENT FUND

2024 Carry-Over Balance		\$ 219,850.76	
2025 Revenues	\$ 4,166.66	\$ 41,666.60	\$ 50,000.00
2025 Expenses	\$ -	\$ 83,434.29	\$ 100,000.00
CURRENT CAP IMP.FUND BALANCE	\$ 4,166.66	\$ 178,083.07	

CONVENTION CENTER DEBT FUND

2024 Carryover		\$ -	
Income			
Innkeepers Tax	\$ -	\$ -	\$ 516,000.00
Net Rental Income	\$ -	\$ -	\$ 120,000.00
Total Income	\$ -	\$ -	\$ 636,000.00
Expenses			
Loan Payments	\$ -	\$ -	\$ 636,000.00
Micellaneous	\$ -	\$ -	\$ -
Total Expenses	\$ -	\$ -	\$ 636,000.00
CURRENT CONV. CTR DEBT FUND	\$ -	\$ -	

BLOOMINGTON/MONROE COUNTY, INDIANA - ROOM TAX RECEIPTS

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
January	\$159,767.29	\$207,588.43	\$121,488.43	\$105,704.44	\$198,154.14	\$251,199.02	\$246,345.66	\$228,153.05
February	\$119,782.45	\$135,795.31	\$168,802.23	\$83,601.33	\$103,195.03	\$216,509.85	\$163,717.58	\$168,518.28
March	\$185,823.93	\$179,149.61	\$227,850.92	\$140,641.26	\$244,969.47	\$248,535.83	\$257,422.89	\$245,425.10
April	\$165,439.41	\$219,725.05	\$122,870.19	\$146,743.26	\$236,827.34	\$309,439.59	\$318,134.51	0
May	\$233,711.22	\$185,625.86	\$56,671.07	\$174,457.18	\$301,273.92	\$315,819.65	\$387,835.12	\$317,054.70
June	\$291,816.10	\$288,525.41	\$48,541.44	\$281,008.90	\$412,915.79	\$429,747.39	\$414,441.83	\$289,764.20
July	\$237,716.06	\$258,384.12	\$105,223.52	\$208,117.26	\$304,380.60	\$331,178.98	\$338,957.55	\$477,382.43
August	\$239,968.30	\$215,724.12	\$131,733.14	\$198,622.43	\$356,232.10	\$362,544.43	\$336,453.79	\$354,841.21
September	\$306,264.54	\$296,945.75	\$223,531.17	\$382,923.26	\$344,564.13	\$390,296.91	\$405,721.30	\$408,734.25
October	\$303,323.96	\$315,091.95	\$173,999.97	\$352,178.44	\$463,608.03	\$501,762.03	\$501,599.87	\$400,293.95
November	\$241,513.05	\$212,171.19	\$132,546.23	\$330,971.93	\$289,078.00	\$364,738.79	\$259,932.98	\$441,907.62
December	\$216,032.27	\$328,209.65	\$113,555.53	\$271,374.55	\$309,286.94	\$270,575.23	\$493,901.83	
TOTALS	\$2,701,158.58	\$2,842,936.45	\$1,626,813.84	\$2,676,344.24	\$3,564,485.49	\$3,992,347.70	\$4,124,464.91	\$3,332,074.79

Prior Year-to-Date \$3,630,563.08

% Change from Prior Year-To-Date (0.08)

CONVENTION & VISITORS BUREAU
 OF MONROE COUNTY, INC.
 2855 N. WALNUT ST.
 BLOOMINGTON, IN 47404

Invoice

Invoice Number
 4819

Invoice Date
 12/2/25

Sold To:

TREASURER OF MONROE COUNTY

Customer ID:
 TRE

Customer PO	Payment Terms Net 30 Days	Sales Rep ID	Due Date 1/1/26
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Description	Amount
1st Qtr 2026 Operational Funds	750,000.00

Subtotal 750,000.00

Sales Tax

Total Invoice Amount 750,000.00

Check/Credit Memo No

Payment/Credit Applied

TOTAL 750,000.00

Marcia Roach
3975 S. Bushmill Drive
Bloomington, IN 47403

Invoice No. CVC 2026-1

INVOICE

Customer

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

Date 12/2/2025
PO No. 11152

Qty	Description		TOTAL
1	4th Qtr 2025 - Professional Services	\$147.50	\$147.50

Payment Details

SubTotal	\$147.50
Shipping & Handling	\$0.00
Taxes	
TOTAL	\$147.50

Office Use Only

Vendor # 11151 TID:304-60-3214

Thank You

ACCOUNTS PAYABLE VOUCHER

Department Name: CVC

Vendor: The Convention and Visitors Bureau **Grant Funds** Warrant Number: _____
2855 N Walnut St. P.O. Number: _____
Bloomington, IN 47404 *(Pre-Fund or Reimb)* Claim Number: _____
 Vendor Number: 349

An invoice or bill to be properly itemized must show kind of service, where performed, dates service rendered, by whom, rates per day, number of hours, rate per hour, number of units, price per unit, etc.

Invoice Number	Invoice Date	DETAILED Description (Invoice & Packing Slip Must be Attached)	Fund-Account-Location	Qty	Unit Price	Total
4818	12/2/2025	New visitor Center Floor plans	1127.38128.000.0000	1	\$2,161.24	\$2,161.24
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
TOTAL:						\$2,161.24

I hereby certify that the attached invoice(s) or bill(s) is (are) true and correct and that the materials or services itemed thereon for which charge is made and were ordered and received.

File Stamp

Date: 12/2/2025 Mike McAfee Executive Director
 Printed Name Title

 Signature

 Grant Administrator Signature

I hereby certify that the attached invoice(s) or bill(s) is (are) true and correct and I have audited same in accordance with IC 5-11-10-2.
 Date: _____
 Monroe County Auditor

CONVENTION & VISITORS BUREAU
 OF MONROE COUNTY, INC.
 2855 N. WALNUT ST.
 BLOOMINGTON, IN 47404

Invoice

Invoice Number
 4818

Invoice Date
 12/2/25

Sold To:

TREASURER OF MONROE COUNTY

Customer ID:
 TRE

Customer PO	Payment Terms Net 30 Days	Sales Rep ID	Due Date 1/1/26
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Description	Amount
Floor plans for the new visitor center	2,161.24

	Subtotal	2,161.24
	Sales Tax	
	Total Invoice Amount	2,161.24
Check/Credit Memo No	Payment/Credit Applied	
	TOTAL	2,161.24

Invoice 122025

Monroe Convention Center

Date	Organization	Purpose	Attendees	* New	* Slower Time	* Sun-Thur overnights	* 100+ overnight rooms	* Multiple hotels	* Economic impact greater than \$10K	Criteria Met	MCC Room Discount	Reimbursement Request
6/8-10/25	IU Conferences	Childhood Ed.	110	yes	yes	yes	28			3	\$ 3,000	\$ 168
6/12-13/25	Trustees of IU	Early Intervent	550		yes	yes	145	yes	yes	5	\$ 3,000	\$ 1,160
6/16/25	Computer Science Teachers Assoc.		450		yes	yes	280	yes	yes	5	\$ 1,400	\$ 2,240
9/22-25/25	IU Office of International Services	Sunapsis User	89	yes		yes	56			2		\$ 280
10/1-2/25	IN Hospital Assoc	Symposium	127	yes		yes	35			2	\$ 2,200	\$ 175
											\$ 4,023	

Group is new business and may possibly expand in the future.
 The group is here at a historically slower time for the lodging community
 (summer or November – February)
 Overnight rooms are Sunday – Thursday
 The groups consumes at least 100 overnight rooms.
 Group utilizes multiple hotels.
 Group generates no less than \$10,000 in economic impact .
 (\$74 per day per guest)
 6 Criteria met = \$10 per room
 5 Criteria met = \$8 per room
 4 Criteria met = \$7 per room
 3 Criteria met = \$6 per room
 2 Criteria met = \$5 per room

CONTRACT

THIS CONTRACT, effective the first day of January 2026, by and between the Convention and Visitors Commission of Monroe County, hereinafter referred to as the “Commission”, and the Convention and Visitors Bureau of Monroe County, Inc., hereinafter referred to as the “Bureau”.

WHEREAS, pursuant to Public Law 92 of the Indiana Acts of 1977 as amended, the Commission may contract with and transfer funds collected from the Monroe County Innkeeper’s Tax to Indiana not-for-profit corporations for the purpose of promotion and encouragement in Monroe County of conventions, trade shows, visitors and special events; and

WHEREAS, the Bureau is an Indiana not-for-profit corporation with expertise in the promotion and encouragement of conventions, trade shows and visitors, with which the Commission desires to contract;

NOW THEREFORE, it is agreed by the Commission and the Bureau as follows:

1. Commencement Date and Term. The parties agree that this Contract shall commence on the 1st day of January 2026, and that it shall continue through the 31st day of December 2028.
2. Approval of Budget. The Commission hereby approves the 2026 budget, which is attached hereto and made a part hereof as Exhibit “A”. Modifications which would result in the shifting of funds within category “100” may be made without prior approval of the Commission. Provided, however, that the Commission shall be notified in a timely manner of any modifications. Modifications which would result in the shifting of funds in the “200” category may be made without prior permission of the Commission. Provided, however, that any purchase or disposal of equipment having an initial or current value of \$5,000 or more shall be

made only with the prior approval of the Commission. Provided, further, that the Commission shall be notified in a timely manner of any modifications. Modifications, which will result in the shifting of funds among or between categories 300 and 400, may be made without prior Commission approval. The Commission shall be timely notified of the modifications. In the event that funds budgeted for submission of bids to procure athletic tournaments are not expended or are returned then such funds may be retained by the Bureau for use in 2026-2028 for the same purpose. The Commission shall receive on or before the 1st day of June for the subsequent year copies of the Bureau's proposed budget in a form acceptable to the Commission. The Commission shall have the opportunity to discuss said budget with the Bureau staff, and with members of the Bureau's Board of Directors.

3. Transfer of Funds. In 2026, the Commission shall transfer to the Bureau the sum of Two Million, Four Hundred Twenty-two Thousand (\$2,422,000.00), payable quarterly, or as funds are available through the Office of the Auditor of Monroe County, which funds shall be expended by the Bureau for the promotion and encouragement of conventions, trade shows and visitors in Monroe County, Indiana, according to the approved budget set forth in Exhibit "A" subject to appropriation by the Monroe County council. However, said payment shall be subject to appropriation of said sum by the Monroe County Council and approval by the State Board of Tax Commissioners and all other appropriate State authorities, and said payment shall not exceed the funds collected as the Monroe County Innkeeper's Tax which remain after deduction of all other expenses of the Commission including a reasonable cash operating reserve. Subsequent years 2027 and 2028 will be determined, appropriated and expended as set forth under the same provisions as set forth in this document.

4. Ownership. All property purchased by the Bureau with funds transferred under paragraph 3 above for use in carrying out the purpose of this Contract shall be considered property of Monroe County.

5. Reporting and Audit Requirements. The Bureau shall provide at least quarterly written reports and information to the Commission, concerning activities of the Bureau and expenditures made by the Bureau to perform this Contract. Such reports shall include an Expenditure Report, which conforms to the budget categories in Exhibit "A" as said categories are defined by the Indiana State Board of Accounts or elsewhere in this agreement. The operating records of the Bureau relating to the Bureau performance of this Contract shall be accessible to the Commission for review and copying during normal business hours of the Bureau upon sufficient notice to the Bureau to permit the Bureau to make said records available for the purpose of review. On or before July 31, 2026-2028, the Bureau shall cause to be performed, at the Bureau's expense, a yearly audit for the 2026-2028 fiscal years using generally accepted accounting procedures and in a form which satisfies applicable federal and state laws and which allows the Commission to determine whether the expenditures incurred per category were as shown on Exhibit "A". The audits shall be prepared by a certified public accountant acceptable to the Commission and authorized by state and federal laws to do so. A copy of the audits shall be provided to the Commission.

6. Committee Participation. The Commission shall be notified of all meetings of the Board of Directors of the Convention and Visitors Bureau, and Commission members shall be encouraged and welcome to attend such meetings ex officio. Minutes of all such meetings shall be provided to the Commission members on a regular and timely basis.

7. Prohibited Activities and Cancellation. The Bureau agrees that none of the resources of the Bureau, the funds or equipment provided through this Contract, nor the Visitors Center, shall be used in support or opposition of any political candidate or party. The Bureau, its officers, directors and employees shall not engage in any activity or conduct, including, but not limited to, political activity and lobbying, which would cancel its not-for-profit and tax-exempt status with either the State or Federal government. In the event the Bureau, its officers, directors or employees engage in activities prohibited by this paragraph, then such actions may be considered a breach of this Contract and the Commission may cancel this Contract by giving the Bureau 60 days notice of such cancellation. During said 60-day notification period, representatives of the Commission and Bureau shall meet and discuss the nature of the breach and possible remedies other than cancellation of this Contract. The parties shall make a good-faith effort to cure the breach in a manner which makes cancellation of the Contract unnecessary. In the event the Contract is cancelled, the Commission shall not be obligated to provide any further funds to the Bureau after the effective date of said cancellation. The Bureau hereby certifies that its officers, its directors and employees are unaware of any past or current activity that would result in a violation of the provisions of this paragraph.

8. Cancellation. This Contract may be canceled by the Commission for cause. Cause includes, but is not limited to, expenditures of funds in a manner not in accordance with Paragraph "2" of this Contract. In the event of a breach of any provision of this Contract, the Commission may terminate the Contract by giving 60 days notice of such cancellation. During said 60-day notification period, representatives of the Commission and Bureau shall meet and discuss the nature of the breach and possible remedies other than cancellation of this Contract. The parties shall make a good-faith effort to cure the breach in manner that makes cancellation of

the Contract unnecessary. In the event the Contract is canceled, the Commission shall not be obligated to provide any further funds to the Bureau after the effective date of said cancellation. In the event of breach or termination, the Commission may pursue any and all remedies provided for by law or equity.

9. Disbursement of Funds to Other Agencies. The Bureau shall not provide financial support to other organizations, either directly or by paying obligations of said groups for non-related tourism or convention activities, without obtaining prior approval of the Commission.

10. Non-discrimination. The Bureau agrees that it shall not discriminate against any person or group in hiring, firing, promotions, demotions or provision of services or use of facilities on the basis of race, religion, age, color, sex, national origin or ancestry.

11. Entire Agreement. This Contract contains the entire understanding of the parties with respect to the matters herein contained and supersedes all previous agreements, understandings, and undertakings with respect thereto. No provision of this Contract may be altered, amended or waived except in a written document signed by the parties hereto.

12. Governing Law. This contract shall be interpreted and governed by the laws of the State of Indiana.

IN WITNESS WHEREOF, the parties hereto have executed this Contract by their authorized representatives in multiple copies, with each copy being considered an original, on the day and year first above written.

CONVENTION AND VISITORS
BUREAU OF MONROE COUNTY, INC.

CONVENTION AND VISITORS
COMMISSION OF MONROE COUNTY

By: _____
Jordan Davis, President

Michael Campbell, President

Trent Seitz, Commissioner

Kirby Brown, Commissioner

David Henry, Commissioner

STATE OF INDIANA)
) SS:
COUNTY OF MONROE)

Before me, a Notary Public in and for said County and State, personally appeared the above-named members of the Convention and Visitors Commission of Monroe County who acknowledged execution of the above and foregoing Contract for and on behalf of said Commission this _____ day of _____, _____.

My Commission Expires:

Notary Public
Residing in Monroe County

STATE OF INDIANA)
) SS:
COUNTY OF MONROE)

Before me, a Notary Public in and for said County and State, personally appeared the above-named officers of the Convention and Visitors Bureau of Monroe County, Inc. who acknowledged execution of the above and foregoing Contract for and on behalf of said Bureau this _____ day of _____, _____.

My Commission Expires:

Notary Public
Residing in Monroe County

CONTRACT

THIS CONTRACT, effective the first day of January, 2026, by and between the Convention and Visitors Commission of Monroe County, hereinafter referred to as the “Commission”, and the Downtown Bloomington Inc., hereinafter referred to as the “DBI”.

WHEREAS, pursuant to Public Law 92 of the Indiana Acts of 1977 as amended, the Commission may contract with and transfer funds collected from the Monroe County Innkeeper’s Tax to Indiana not-for-profit corporations for the purpose of promotion and encouragement in Monroe County of conventions, trade shows, visitors and special events; and

WHEREAS, the DBI is an Indiana not-for-profit corporation with expertise in the marketing, promotion and encouragement of conventions and trade shows with which the Commission desires to contract;

WHEREAS, the DBI manages the Monroe Convention Center;

NOW THEREFORE, it is agreed by the Commission and the DBI as follows:

1. Commencement Date and Term. The parties agree that this Contract shall commence on the 1st day of January 2026, and that it shall continue through the 31st day of December 2026.
2. Approval of Budget. The Commission hereby approves the 2026 budget, which is attached hereto and made a part hereof as Exhibit “A”. Modifications, which will result in the shifting of funds among or between categories, shall require prior Commission approval. The Commission shall receive on or before the 1st day of June for the subsequent year proposed budget copies of the DBI’s proposed budget in a form acceptable to the Commission. The Commission shall have the opportunity to discuss said budget with the DBI staff, and with members of the DBI’s Board of Directors.

3. Transfer of Funds. In 2026, the Commission shall transfer to the DBI a sum in the amount of Five Hundred Ninety Two Thousand One Hundred Dollars (\$592,100.00), payable quarterly, or as funds are available through the Office of the Auditor of Monroe County, which funds shall be expended by the DBI for the marketing, promotion and encouragement of conventions and trade shows in Monroe County, Indiana, according to the approved budget set forth in Exhibit "A". However, said payment shall be subject to appropriation of said sum by the Monroe County Council and approval by the State Board of Tax Commissioners and all other appropriate State authorities, and said payment shall not exceed the funds collected as the Monroe County Innkeeper's Tax which remain after deduction of all other expenses of the Commission including a reasonable cash operating reserve. Subsequent years 2027 and 2028 will be determined, appropriated and expended as set forth under the same provisions as set forth in this document.

4. Reporting and Audit Requirements. The DBI shall provide at least quarterly written reports and information to the Commission, concerning activities of the DBI and expenditures made by the DBI to perform this Contract. Such reports shall include an Expenditure Report, which conforms to the budget categories in Exhibit "A" as said categories are defined by the Indiana State Board of Accounts or elsewhere in this agreement. The operating records of the DBI relating to the DBI performance of this Contract shall be accessible to the Commission for review and copying during normal business hours of the DBI upon sufficient notice to the DBI to permit the DBI to make said records available for the purpose of review. On or before July 31, 2026-2028, DBI shall cause to be performed, at DBI's expense, an audit for the 2026-2028 fiscal years using generally accepted accounting procedures and in a form which satisfies applicable federal and state laws and which allows the Commission to

determine whether the expenditures incurred per category were as shown on Exhibit "A". The audits shall be prepared by a certified public accountant acceptable to the Commission and authorized by state and federal laws to do so. A copy of the audits shall be provided to the Commission.

5. Committee Participation. The Commission shall be notified of all meetings of the General Board of the DBI, and Commission members shall be encouraged and welcome to attend such meetings ex officio. Minutes of all such meetings shall be provided to the Commission members on a regular and timely basis.

6. Prohibited Activities and Cancellation. The DBI, its officers, directors and employees shall not engage in any activity or conduct, including, but not limited to, political activity and lobbying, which would cancel its not-for-profit and tax-exempt status with either the State or Federal government. In the event the DBI, its officers, directors or employees engage in activities prohibited by this paragraph, then such actions may be considered a breach of this Contract and the Commission may cancel this Contract by giving the DBI 60 days notice of such cancellation. During said 60-day notification period, representatives of the Commission and DBI shall meet and discuss the nature of the breach and possible remedies other than cancellation of this Contract. The parties shall make a good-faith effort to cure the breach in a manner, which makes cancellation of the Contract unnecessary. In the event the Contract is cancelled, the Commission shall not be obligated to provide any further funds to the DBI after the effective date of said cancellation. The DBI hereby certifies that its officers, its directors and employees are unaware of any past or current activity which would result in a violation of the provisions of this paragraph.

7. Cancellation. The Commission for cause may cancel this Contract. Cause includes, but is not limited to, expenditures of funds in a manner not in accordance with Paragraph "2" of this Contract. In the event of a breach of any provision of this Contract, the Commission may terminate the Contract by giving 60 days notice of such cancellation. During said 60-day notification period, representatives of the Commission and DBI shall meet and discuss the nature of the breach and possible remedies other than cancellation of this Contract. The parties shall make a good-faith effort to cure the breach in a manner, which makes cancellation of the Contract unnecessary. In the event the Contract is canceled, the Commission shall not be obligated to provide any further funds to the DBI after the effective date of said cancellation. In the event of breach or termination, the Commission may pursue any and all remedies provided for by law or equity.

8. Non-discrimination. The DBI agrees that it shall not discriminate against any person or group in hiring, firing, promotions, demotions or provision of services or use of facilities on the basis of race, religion, age, color, sex, national origin or ancestry.

9. Entire Agreement. This Contract contains the entire understanding of the parties with respect to the matters herein contained and supersedes all previous agreements, understandings, and undertakings with respect thereto. No provision of this Contract may be altered, amended or waived except in a written document signed by the parties hereto.

10. Governing Law. This contract shall be interpreted and governed by the laws of the State of Indiana.

IN WITNESS WHEREOF, the parties hereto have executed this Contract by their authorized representatives in multiple copies, with each copy being considered an original, on the day and year first above written.

DOWNTOWN
BLOOMINGTON, INC.

CONVENTION AND VISITORS
COMMISSION OF MONROE COUNTY

By: _____
Jim Doering, President

Michael Campbell, President

Trent Seitz, Commissioner

ATTEST:

Kirby Brown, Commissioner

Cindy Kinnarney, Treasurer

David Henry, Commissioner

STATE OF INDIANA)
) SS:
COUNTY OF MONROE)

Before me, a Notary Public in and for said County and State, personally appeared the above-named members of the Convention and Visitors Commission of Monroe County who acknowledged execution of the above and foregoing Contract for and on behalf of said Commission this _____ day of _____, _____.

My Commission Expires:

Notary Public
Residing in _____ County

STATE OF INDIANA)
) SS:
COUNTY OF MONROE)

Before me, a Notary Public in and for said County and State, personally appeared the above-named officers of the Downtown Bloomington Inc. (DBI) who acknowledged execution of the above and foregoing Contract for and on behalf of said DBI this _____ day of _____, _____.

My Commission Expires:

Notary Public
Residing in _____ County

Convention Visitors Commission Resolution to transfer funds for year 2026

This is authorization for the Monroe County auditor to distribute funds from fund 7304 to the following fund in the amount specified below.

4909 - \$43,000 annually to be distributed monthly in the amount of \$4,166.66 (four thousand one hundred sixty-six and 66/100) for January through December 2026.

Convention Visitors Commission:

Michael Campbell
President

Kirby Brown

Trent Seitz

David Henry