



**Business Improvement District #4 Board Meeting Agenda**  
City Council Chambers, City Hall, 612 N. Main Street  
December 4, 2024

1. **3:00 PM Call to Order**
2. **Approval of Minutes**  
October 2nd, 2024, BID #4 Board Meeting Minutes
3. **Financial Report**  
SEA Financials as of 11.1.24  
BID 4 Revenue & Expense Report as of 11.30.24
4. **Citizen's Input**  
*If you need to address the Board on an item that was not on the agenda, excluding personnel items, please come forward to the podium and state your name and your concern. Presentations are limited to three minutes. Items will be considered but no action will be taken at this time.*
5. **Mitchell Chamber and Convention & Visitors Bureau Marketing/Promotions Presentation**
6. **BID #4 Board and Ex-Officio Hotel(s) Group Discussion Items**
  - A. **South Dakota Business Improvement District(s) Hotel Occupancy Tax Comparison(s)**
  - B. **BID #4 Survey & Results**
  - C. **Sports Tourism Index vs. Playeasy**
    - Sports Tourism Index Slide Show
      - Sports Tourism Index Report
    - [Playeasy Slide Show](#)
      - Please click the link above to view the Playeasy slide show
  - D. **BID #4 Board Member(s) Re-Appointment and Appointment**
    - Re-appointed Tim Smith, Business Representative, for a term to run from January 2025–December 31, 2027
    - Appointed Jerry Thomsen, Hampton Inn, for a term to run from January 2025–December 31, 2027
  - E. **Determine Next Meeting Date**
7. **Adjourn**

Individuals with disabilities who require special assistance to take part in this meeting may contact one of the following at City Hall (605) 995-8420 at least 24 hours prior to the meeting with requests for assistance: Human Resources Officer or the City Administrator.



Business Improvement District #4 Board Meeting  
City Council Chambers, City Hall, 612 N. Main Street  
October 2, 2024

**1. Call to Order**

**Meeting called to order by:** Mayor Hanson @ 3:00 PM

**BID #4 Board Members present:** Austen Iverson, Jason Bradley, Connie Ward, Deb Geyer, Mayor Hanson, Tim Smith, and Jeff Smith

**BID #4 Board Members absent:** Andy Chaudhari and Sam Chaudhari

**City staff present:** Aaron Hieb, Justin Johnson, and Stephanie Ellwein.

**Others present:** Jerry Thomsen, Dave Helleloid, and Bobbi

**2. Approval of Minutes**

**Motion:** Motion was made by Austen Iverson to approve the previous minutes as presented and seconded by Tim Smith. All members voted 'Aye' and the motion passed.

**3. Financial Report**

Aaron Hieb reviewed the SEA Financials as of 9.6.24 and provided some current updates.

SEA Revenue for 2024 is \$150,000. Current Expenses, updated, \$85,150. Current Available SEA Fund Balance, updated, \$64,850.

The total Room Nights Sold through August is 95,240.

Stephanie Ellwein reviewed the BID #4 Revenue & Expense Report Financial Summary as of October 31st, 2024.

The current, YTD collection of the \$2.00 Hotel Occupancy Tax is \$209,797.50.

Supplemental Appropriations are done twice a year, so the additional \$50,000 to SEA Revenue and the \$30,000 to the Dakota Riptide debt service towards the indoor pool will be updated later this year, 2024.

The 2025 budget reflects, so far, the \$150,000 designated to the Sports & Events Authority, along with the \$30,000 towards the Dakota Riptide debt service towards the indoor pool.

The Other Financing Sources - From General Fund = \$103,277.00 was the remaining balance

in SEA before the establishment of the BID #4, which is earmarked for SEA.

**Motion:** Motion was made by Jeff Smith to approve the financial report as presented and seconded by Jason Bradley. All members voted 'Aye' and the motion passed.

#### 4. Citizen's Input

No citizen's input at this time.

#### 5. Discussion Items

##### A. Q&A Regarding the 2025 Budget

\$150,000 has been designated to the Sports & Events Authority for FY 2025.

\$30,000 has been designated towards the Dakota Riptide debt service to the indoor pool for FY 2025.

The remaining balance, out of the \$150,000, at the end of 2024 in the SEA Revenue can be moved into the SEA budget for 2025, if the Board feels necessary. This item will be discussed more in the next BID #4 Board meeting.

Special Olympics consideration and bidding process was discussed. Mitchell hosts the State Basketball in March 2025 and the State Fall Classic in September 2026 and 2027. Mitchell is on the list for consideration to host these events in the future. The Special Olympics will be working on these soon, and they appreciate the support from the Sports Authority!!

Other discussion items:

- The BID #4 agenda and packet has been and will continue to be emailed to the BID #4 Board as well as the remaining hotels included in the district.
- Jerry Thomsen, with the assistance of Aaron Hieb, will put together a survey that will be distributed by the end of October to the remaining hotel owners in the district.
  - This survey will work as a communication tool to make sure all hotels within the district are communicated to and given the opportunity to provide their input, such as:
    - What would hotel owners like to see going forward with BID #4?
    - Suggestions on where to direct funding (Direct promotion, Capital-Facility Enhancement, Ways to generate off-season hotel room nights sold, etc.)
- CVB receives Entertainment Tax dollars towards marketing.
  - The BID #4 Board recommended a representative from CVB attend the next meeting to share their marketing plan and ideas for 2025.
- Researching and looking into a couple event recruitment platforms that would provide leads to events suitable based on your cities amenities and facilities.
  - Sports Tourism Index/Scout (Jon Schmieder) did conduct a meeting with the SEA a few years ago providing information about the platform and suggestions/ideas for Mitchell, SD event recruitment.
    - Aaron will reach out to and put together a spreadsheet comparing two

- event recruitment platforms to share and review in the next meeting.
- Comparing Business Improvement Districts - Hotel Occupancy Tax throughout South Dakota (How many/What cities, ordinances on how to spend \$)
    - Aaron will put together a comparison Excel spreadsheet to present and share at the next meeting.

**B. Two Board Member(s) Terms Expiring at the End of the Year**

This agenda item was for informational purposes since the BID #4 Board Ordinance was established with staggering terms, and the first members up for re-appointment are Tim Smith and Austen Iverson.

**C. Determine Next Meeting Date**

Aaron will send out an email to the BID #4 Board with some potential meeting dates in early December.

**6. Adjourn**

No further business to discuss.

**Meeting adjourned by:** Mayor Hanson @ 3:48 PM.

**Sports & Events Authority**

Revenue		Expense- CHECKS written	
2013	\$ 35,309.50	2013	\$ 400.00
2014	\$ 83,272.50	2014	\$ 39,290.00
2015	\$ 87,363.50	2015	\$ 55,597.32
2016	\$ 77,814.84	2016	\$ 56,167.00
2017	\$ 80,400.38	2017	\$ 86,684.19
2018	\$ 79,240.50	2018	\$ 67,684.13
2019	\$ 79,552.66	2019	\$ 114,799.15
2020	\$ 69,340.18	2020	\$ 36,400.00
2021	\$ 79,990.00	2021	\$ 89,150.00
2022	\$ 81,976.25	2022	\$ 116,365.00
2023	\$ 106,518.50	2023	\$ 94,965.00
2024	\$ 150,000.00	2024	\$ 88,650.00
<b>Total Revenue</b>	<b>\$ 1,010,778.81</b>	<b>Total Expenses</b>	<b>\$ 846,151.79</b>

YTD as of 11/1/24

YTD as of 11/1/24

<b>Fund Balance</b>	<b>\$ 61,350.00</b>
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Committed Items- Checks not yet written	
Special Olympics Spring 2025 (BB)	\$ 12,000.00
Special Olympics Fall 2026	\$ 10,000.00
Special Olympics Fall 2027	\$ 10,000.00
<b>Total Committed but not paid</b>	<b>\$ 32,000</b>

<b>Current Available Fund Balance</b>	<b>\$ 61,350.00</b>
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BID #2 & BID #4 Total Collections by Month									
	2017	2018	2019	2020	2021	2022	2023	2024	Due
January	\$ 12,855.00	\$ 13,081.50	\$ 12,253.50	\$ 16,137.50	\$ 10,235.00	\$ 13,558.50	\$ 12,253.50	\$ 14,488.50	0
February	\$ 10,807.50	\$ 9,951.50	\$ 9,466.50	\$ 11,176.50	\$ 9,924.00	\$ 10,809.00	\$ 12,219.00	\$ 14,549.00	0
March	\$ 10,536.50	\$ 11,310.50	\$ 10,831.50	\$ 12,541.50	\$ 8,349.00	\$ 12,621.00	\$ 10,814.00	\$ 14,276.50	0
April	\$ 15,244.00	\$ 16,162.00	\$ 13,986.00	\$ 9,166.00	\$ 13,915.50	\$ 15,831.00	\$ 15,578.00	\$ 17,769.00	0
May	\$ 15,237.00	\$ 13,194.00	\$ 13,780.50	\$ 4,928.50	\$ 15,235.50	\$ 14,952.00	\$ 14,718.00	\$ 24,132.00	0
June	\$ 19,147.00	\$ 19,384.50	\$ 19,420.50	\$ 9,078.00	\$ 22,321.50	\$ 21,349.50	\$ 20,745.00	\$ 29,834.00	0
July	\$ 28,561.50	\$ 28,050.50	\$ 28,150.50	\$ 18,132.00	\$ 29,290.50	\$ 27,754.00	\$ 26,377.50	\$ 33,762.00	0
August	\$ 30,598.50	\$ 28,569.00	\$ 31,830.00	\$ 22,869.00	\$ 30,940.50	\$ 28,930.50	\$ 26,833.50	\$ 36,839.00	0
September	\$ 30,103.00	\$ 30,345.50	\$ 31,102.50	\$ 24,979.50	\$ 29,923.50	\$ 28,335.00	\$ 27,537.00	\$ 38,636.00	0
October	\$ 24,901.50	\$ 25,431.00	\$ 24,880.50	\$ 22,057.50	\$ 24,609.00	\$ 25,320.00	\$ 25,450.50	\$ 34,734.00	0
November	\$ 22,781.50	\$ 24,717.00	\$ 24,808.50	\$ 23,302.50	\$ 24,027.00	\$ 26,592.00	\$ 23,272.50		0
December	\$ 17,155.00	\$ 20,426.00	\$ 18,703.50	\$ 13,617.50	\$ 19,045.50	\$ 18,613.50	\$ 19,759.00		0
<b>TOTAL</b>	<b>\$ 237,928.00</b>	<b>\$ 240,623.00</b>	<b>\$ 239,214.00</b>	<b>\$ 187,986.00</b>	<b>\$ 237,816.50</b>	<b>\$ 244,666.00</b>	<b>\$ 235,557.50</b>	<b>\$ 259,020.00</b>	

Previous Year's YTD Comparisons									
Collections (through October)	\$ 197,991.50	\$ 195,480.00	\$ 195,702.00	\$ 151,066.00	\$ 194,744.00	\$ 199,460.50	\$ 192,526.00	\$ 259,020.00	
Room Nights Sold (through October)	131,994	130,320	130,468	100,711	129,829	132,974	128,351	131,925	

YTD Room Nights Sold Comparisons				
2024 YTD compared to 2023 YTD		2.7%	2024 YTD compared to 2020 YTD	23.7%
2024 YTD compared to 2022 YTD		-0.8%	2024 YTD compared to 2019 YTD	1.1%
2024 YTD compared to 2021 YTD		1.6%	2024 YTD compared to 2018 YTD	1.2%

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
MSHA Advertising	0	Hockey	2013	0	\$ 440.00
Pink Ladies' Dart - Reg. Tourn.	December	darts	2013	1	\$ 500.00
State B Boys/Girls Golf Tourn.	May	golf	2013	2	\$ 500.00
Cowboy Fastdraw Shootout Tourns.	June	special event	2014	4	\$ 2,000.00
DWU Indoor Soccer Tournament	February	soccer	2014	3	\$ 500.00
DWU Wrestling Open	November	wrestling	2014	1	\$ 900.00
GPAC Baseball Tournament	May	baseball	2014	3	\$ 1,000.00
GPAC Cross Country	November	cross country	2014	1	\$ 600.00
Harve's Wilson Youth Tournament	June	baseball	2014	2	\$ 1,200.00
Kernel VB Camp of Champs	July	volleyball	2014	2	\$ 500.00
MHS State AA Volleyball Tourn.	November	volleyball	2014	2	\$ 2,500.00
MSHA Adult Tourn. & Summer Ice	April	hockey	2014	3	\$ 3,000.00
NAIA N.G. Wrestling Qualifier	February	wrestling	2014	1	\$ 1,800.00
NAIFC Ice Fishing Tournament	January	ice fishing	2014	3	\$ 1,000.00
Pro Hockey Celebrity Hunt	November	special event	2014	2	\$ 2,000.00
Regional VFW AA Majors Tourn.	July	baseball	2014	3	\$ 600.00
SD Hockey Camp/Tryouts	April	Hockey	2014	3	\$ 2,000.00
State Amateur tournament	August	baseball	2014	11	\$ 3,500.00
State B Boys/Girls Golf Tourn.	May	golf	2014	2	\$ 550.00
State B Boys/Girls Golf Tourn.	May	golf	2014	2	\$ 450.00
State Boys & Girls Soccer Tournament	October	soccer	2014	1	\$ 1,000.00
State Class A HS Championship	May	baseball	2014	2	\$ 750.00
State VFW U10 State Champ.	July	baseball	2014	3	\$ 1,500.00
VFW 13-14 Teener Tournament	May	baseball	2014	3	\$ 750.00
Women's Slowpitch Tournament	May	softball	2014	2	\$ 750.00
Xtreme Cheer & Dance	December	cheer & dance	2014	1	\$ 1,500.00
Xtreme Cheer & Dance	December	cheer & dance	2014	1	\$ 1,500.00
Corn Belt Team Camps	June	basketball	2015	2	\$ 775.00
Corn Palace Hospitality Room	February	basketball	2015	0	\$ 550.00
Corn Palace Open Bowling Tournament	January	bowling	2015	2	\$ 1,000.00
Cowboy Fast Draw Nationals	June	special event	2015	1	\$ 2,000.00
DWU Farmers/Blumenberg Classic	November	basketball	2015	2	\$ 1,500.00
DWU Volleyball Corn Palace Classic	September	volleyball	2015	2	\$ 3,100.00
DWU Wrestling Tournament	November	wrestling	2015	1	\$ 1,000.00
Hille/Ridgway Memorial Tourn.	May	softball	2015	2	\$ 400.00
Hot Bike & Baggers Tours	September	special event	2015	1	\$ 10,000.00
MAC Triathlon	June	triathlon	2015	1	\$ 550.00
MEGA Madness & Xcel State Meet	January	gymnastics	2015	4	\$ 2,000.00
Memorial Weekend in Mitchell	May	special event	2015	1	\$ 2,000.00
Mike Miller Classic	December	basketball	2015	2	\$ 2,100.00
Mitchell Activities - Sound System	January	soccer	2015	1	\$ 500.00
Mitchell Baseball Tournaments	May	baseball	2015	0	\$ 5,000.00
Mitchell Early Bird/Rob Marchand Tourn.	May	baseball	2015	1	\$ 740.00
Mitchell Prairie Birding Festival	May	special event	2015	3	\$ 1,000.00
Mitchell Skating & Hockey Assoc.	December	Hockey	2015	0	\$ 5,000.00
NAIFC Ice Fishing Tournament	January	ice fishing	2015	3	\$ 532.32
NAIFC Ice Fishing Tournament	January	ice fishing	2015	3	\$ 1,600.00
Outkasts Car Club	September	outkasts car club	2015	3	\$ 1,200.00
Palace City Peddlers Bike Weekend	August	Tour De Corn	2015	2	\$ 1,000.00
Pheasant Country Banquet	October	special event	2015	1	\$ 1,500.00
SD Hockey Tryouts	April	Hockey	2015	3	\$ 2,000.00
SD Ladies State Bowling Tournament	April	bowling	2015	2	\$ 3,000.00
SDHSCA Coaches Clinic	July	conventions/ meetings	2015	3	\$ 5,500.00
Show Choir Classic	March	show choir	2015	1	\$ 1,000.00
Soccer Tournaments	May	soccer	2015	0	\$ 2,500.00
State Amateur Tournament	August	baseball	2015	9	\$ 3,000.00
State Soccer Tournament	May	soccer	2015	3	\$ 750.00
Tan-Dog Memorial Softball Tournament	June	softball	2015	2	\$ 500.00
Wesleyan Indoor soccer Winter Classic	February	soccer	2015	3	\$ 3,000.00
Wesleyan Winter Classic Soccer Tournament	February	soccer	2015	2	\$ 1,800.00
Women's Slow Pitch Softball	July	softball	2015	2	\$ 4,480.00
Xtreme Cheer & Dance	December	cheer & dance	2015	1	\$ 500.00
AirVenture Cup Race	July	special event	2016	3	\$ 2,000.00
BB Tourney- 2019	March	special olympics	2016	0	\$ -
Children's Education Center	0	special event	2016	0	\$ 2,000.00
Cornbelt Team Basketball Camps	June	basketball	2016	4	\$ 800.00
Cornhole Tournament	July	cornhole	2016	2	\$ 1,500.00
Dakota Wesleyan Corn Palace Classic	September	basketball	2016	2	\$ 2,000.00
Destination Imagination	April	special event	2016	1	\$ 1,000.00
Early Bird Youth Baseball	May	baseball	2016	2	\$ 750.00
Girls State Hockey	March	hockey	2016	1	\$ 500.00

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
Hanson Classic	January	basketball	2016	2	\$ 1,000.00
MEGA Madness Gymnastics Meet	December	gymnastics	2016	2	\$ 1,000.00
Memorial Weekend in Mitchell	May	special event	2016	1	\$ 2,000.00
Mike Miller Classic	December	basketball	2016	2	\$ 2,100.00
Mitchell Youth Baseball Tourn	June	baseball	2016	6	\$ 5,000.00
Outkasts Cruise-In & Car Show	September	outkasts car club	2016	3	\$ 2,500.00
State Amateur Baseball Tourn	August	baseball	2016	11	\$ 3,000.00
State Cornhole Tournament	July	cornhole	2016	2	\$ 2,000.00
State Girls Golf Tournament	June	golf	2016	2	\$ 735.00
Tour de Corn	August	tour de corn	2016	3	\$ 1,000.00
Tri-State Basketball	March	basketball	2016	1	\$ 300.00
Village Bowl Doubles Tournament	January	bowling	2016	2	\$ 1,000.00
Xtreme Cheer Stunt Camp	June	cheer & dance	2016	2	\$ 345.00
1st Annual Figure Skating Competition	January	figure skating	2017	1	\$ 1,000.00
Coaches Clinic	July	conventions/ meetings	2017	2	\$ 5,500.00
Corn Hole Tournament	July	cornhole	2017	2	\$ 1,500.00
Cornbelt Team Basketball Camps	June	basketball	2017	5	\$ 900.00
DWU Culvers H.S. Basketball Classic	Feburary	basketball	2017	2	\$ 1,000.00
DWU Softball Fall Classic	September	softball	2017	1	\$ 1,500.00
DWU Trap Shoot/Golf Tournament	July	golf	2017	2	\$ 500.00
DWU Winter Soccer Classic	February	soccer	2017	2	\$ 3,500.00
Kernel Bowl	September	special event	2017	1	\$ 1,000.00
Kiwanis Baseball Tournament	June	baseball	2017	2	\$ 750.00
Kyle Petty Charity Ride	May	special event	2017	1	\$ 3,000.00
Kyle Petty Charity Ride	May	special event	2017	1	\$ 489.02
Lowell Rang Fastpitch Tournament	June	softball	2017	2	\$ 2,000.00
MAC Summer Swim Meet	June	swimming	2017	3	\$ 2,000.00
MAC Triathlon	June	triathlon	2017	1	\$ 750.00
Memorial Weekend in Mitchell	May	special event	2017	1	\$ 2,000.00
Men's State Slow Pitch Softball Tourn	August	softball	2017	2	\$ 2,500.00
Mike Miller Classic	December	basketball	2017	3	\$ 2,500.00
Mitchell Baseball Association	0	baseball	2017	0	\$ 6,000.00
Mitchell Hockey & Skating	0	hockey	2017	0	\$ 5,000.00
Outkasts Cruise-In & Car Show	September	outkasts car club	2017	2	\$ 2,500.00
Recreational State & State Cup Soccer	June	soccer	2017	3	\$ 5,000.00
Rob Marchand/Harve's Tournament	March	basketball	2017	1	\$ 750.00
SD Futsal State Cup	January	futsal	2017	2	\$ 2,000.00
SD Hockey Tryouts	April	hockey	2017	3	\$ 2,000.00
SD State & High Plains Territorial	August	special event	2017	4	\$ 1,500.00
SD State Amateur Baseball Tourn	August	baseball	2017	11	\$ 3,000.00
SDHSAA VB Sweet 16 Class A/B	November	volleyball	2017	1	\$ 635.50
Show Choir Classic	March	show choir	2017	1	\$ 1,150.00
Special Olympics - Fall Classic	September	special olympics	2017	3	\$ 36,000.00
special Olympics- Basketball	March	special olympics	2017	3	\$ -
special Olympics- Basketball	March	special olympics	2017	3	\$ -
Special Olympics Lanyards	0	special olympics	2017	0	\$ 2,738.00
Special Olympics Lanyards	0	special olympics	2017	0	\$ -
State Speech & Debate Tournament	March	special event	2017	2	\$ 500.00
Target United Cup	September	soccer	2017	3	\$ 5,000.00
Tour de Corn	August	tour de corn	2017	3	\$ 1,000.00
Village Bowl CP Open Bowling Weekend	January	bowling	2017	1	\$ 1,000.00
Water Bottle Promo Items	0	Other	2017	0	\$ 5,021.69
Xtreme Cheer & Dance	December	cheer & dance	2017	2	\$ 800.00
2018 Kernel Bowl	August	special event	2018	1	\$ 1,000.00
AirVenture Cup Race	july	Special Event	2018	3	\$ 1,500.00
Annual sponsorship of games/tournaments Nov- April	January	Hockey	2018	9	\$ 5,000.00
Cornbelt Team Basketball Camps	June	basketball	2018	6	\$ 2,000.00
Duel on the Prairie- High Plains Shoot out. Cowboy Fast Draw	August	special event	2018	4	\$ 3,000.00
DWU Fall Softball Classic	September	softball	2018	3	\$ 1,500.00
DWU- for Special Olympics	April	special olympics	2018	0	\$ 2,000.00
DWU Shoot & Put Fundraiser	July	DWU Fundraiser	2018	1	\$ 500.00
DWU Winter Soccer Classic	February	soccer	2018	3	\$ 4,000.00
Girls & Boys Hanson Classic	January	basketball	2018	0	\$ 1,500.00
Hoop City BB Tournament (formerly Mike Miller Classic)	December	basketball	2018	4	\$ 6,000.00
MAC Triathlon	June	special event	2018	1	\$ 500.00
Memorial Weekend in Mitchell	May	special event	2018	1	\$ 1,500.00
Mitchell Aquatics Club	June	swimming	2018	2	\$ 2,000.00
Mitchell Aquatics Club Winter Meet	December	swimming	2018	2	\$ 2,000.00
Mitchell Baseball	july	baseball	2018	9	\$ 6,000.00
Outkast Cruise-in Car Show	September	outkasts car club	2018	3	\$ 2,000.00

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
Palace City Kiwanis Club Half Marathon	October	special event	2018	1	\$ 2,500.00
Palace City Pre-Sturgis Party	August	special event	2018	1	\$ 10,000.00
Pheasant Country Pheasants Forever Banquet	October	special event	2018	1	\$ 1,000.00
Rob Marchand/DWU Harves Tri-State Baskttball Tourney	March	basketball	2018	1	\$ 500.00
Round of 16	March	basketball	2018	2	\$ 1,400.00
Show Choir Classic	March	show choir	2018	2	\$ 1,650.00
SoDak Cup	September	golf	2018	2	\$ 400.00
special Olympics - Basketball	March	special olympics	2018	3	\$ -
SPECIAL OLYMPICS BASKETBALL	March	special olympics	2018	3	\$ -
Special Olympics Committee- Fall Classic	September	special olympics	2018	0	\$ 525.00
special olympics fall classic	October	special	2018	0	\$ -
State Gymnastics Meet	March	gymnastics	2018	3	\$ 3,000.00
Tour de Corn	August	special event	2018	3	\$ 1,500.00
Village Bowl Doubles & CP Open Tournament	January	bowling	2018	2	\$ 1,000.00
XCD Hello Summer Camps	May	cheer & dance	2018	2	\$ 950.00
2019 SD Outdoor 3D shoot	July	archery	2019	2	\$ 500.00
2019 SD State USBC Championship	April	bowling	2019	13	\$ 3,000.00
Buckin Wild Ranch Auction (formerly one of a kind auction)	February	special event	2019	2	\$ 1,500.00
CoEd Softball state Tournament	September	softball	2019	3	\$ 5,000.00
Corn Palace/MSA USA vs Brazil/ Youth Tourney/ Camp	april	soccer	2019	1	\$ 10,000.00
Dakota Territory Gun Collectors Association	March	special event	2019	2	\$ 700.00
DWU Culvers HS Basketball Classic	FEbruary	basketball	2019	2	\$ 1,500.00
Extreme Cheer & Dance	february	cheer & dance	2019	2	\$ 1,000.00
Friend De Coup Show Choir Classic	March	show choir	2019	1	\$ 2,000.00
Hanson Classic	January	basketball	2019	2	\$ 2,000.00
MAC Triathlon	June	special event	2019	1	\$ 1,500.00
Mitchell Figure Skating USFS Competition	January	ice skating	2019	3	\$ 5,000.00
Palace City Pre-Sturgis Party	August	special event	2019	1	\$ 10,000.00
Rob Marchand / Harve's / DWU Basketball Tourney	March	basketball	2019	1	\$ 500.00
SDHSCA Summer Clinic	July	special event	2019	3	\$ 5,500.00
Special Olympics	0	special olympics	2019	2	\$ 50,000.00
Special Olympics Banquet	March	special olympics	2019	1	\$ 1,000.00
State Fire School	June	conventions/ meetings	2019	3	\$ 3,500.00
USA Softball Mens State Tournament	August	softball	2019	2	\$ 2,000.00
Wesleyan Winter Classic Soccer Tournament	February	soccer	2019	3	\$ 40,000.00
Flag Kit with Stands	0	Other	2019	0	\$ 663.25
CoEd Softball state Tournament	0	softball	2023	2	\$ 2,500.00
SD Cowboy Fast Draw/High Plains Territorial	July	special event	2019	3	\$ 3,000.00
Outkast Cruise in and car show	September	special event	2019	3	\$ 2,500.00
Corn Belt Team Camps & referee jamboree	June	basketball	2019	6	\$ 1,950.00
MAC Summer Meet	June	swimming	2019	2	\$ 2,000.00
Kiwanis Youth Baseball tournament	June	baseball	2019	2	\$ 1,000.00
Jammer Invitational	August	special event	2019	3	\$ 500.00
Tour de Corn	August	special event	2019	3	\$ 1,500.00
DWU Shoot & Put Fundraiser	July	golf	2019	1	\$ 500.00
DWU Softball Fall Classic	September	softball	2019	3	\$ 1,500.00
Wrestling All Starts	March	wrestling	2020	0	\$ -
SD Assoc for Career & Tech Ed (SDACTE)	July	conventions/ meetings	2019	3	\$ 500.00
Bike Night	0	0	0	0	\$ -
SD Amateur Baseball	August	baseball	2019	12	\$ 6,000.00
Mitchell Baseball Association	May- July	baseball	2019	12	\$ 6,000.00
Corn Palace Challenge Rodeo	September	special event	2019	2	\$ 1,000.00
Palace City Half Marathon	October	special event	2019	1	\$ 3,000.00
American Corn Hole Tournament	May	special event	2019	3	\$ 5,000.00
swimposium- MAC	August	swimming	2019	1	\$ 750.00
NAIA Opening rounds	March	0	0	0	\$ -
Pheasants Forever	October	special event	2019	1	\$ 1,000.00
2019 dues to the Sports Events & Tourism Association	0	conventions/ meetings	2019	0	\$ 810.90
SD MSHA Hockey Tournaments 2019-2020	0	hockey	2019	0	\$ 5,000.00
Pink Ladies' Dart - Reg. Tour. .	January	darts	2020	1	\$ 600.00
Hoop City Classic 12/27-12/29	December	basketball	2019	3	\$ 6,000.00
Sacred Hoops	January	basketball	2020	1	\$ 500.00
Hanson Classic	January	basketball	2020	2	\$ 2,000.00
Winter Soccer Tournament	February	soccer	2020	3	\$ 4,000.00
Culver's Classic	February	basketball	2020	3	\$ 2,000.00
Mitchell Figure Skating USFS Competition	January	figure skating	2020	3	\$ 1,000.00
Dakota Territory Gun Collectors Association	March	special event	2020	3	\$ 700.00
Buckin Wild Ranch Auction (formerly one of a kind auction)	February	special event	2020	2	\$ 1,500.00
Show Choir Classic	0	0	0	0	\$ -
Palace City 1/2 Marathon	October	special event	2020	1	\$ 3,000.00
OutKast Car Club	September	special event	2020	1	\$ 1,500.00

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
State Amateur Baseball Tour	August	baseball	2020	0	\$ 5,000.00
Mitchell Christian Trail Cross Country Race	September	special event	2020	1	\$ 500.00
Mitchell School District 2020 SDHSAA SoDak	March	basketball	2020	1	\$ 900.00
2020 Hoop City Classic- EVENT Cancelled. Check will be returned	December	0	0	0	\$ -
Mitchell Skating & Hockey Assoc.	January	hockey	2021	12	\$ 3,000.00
Sacred Hoops Basketball Tournament	January	basketball	2021	1	\$ 1,200.00
2020 Hoop City Classic- EVENT Cancelled. Check will be returned	December	0	0	0	\$ -
CP Classic 12/30	December	basketball	2020	1	\$ 3,000.00
Lower Brule vs. Tennessee- Mike Miller	January	basketball	2021	1	\$ 750.00
Pink Ladies' Dart - Reg. Tourn.	February	special event	2021	1	\$ 600.00
Hanson Classic	January	basketball	2021	2	\$ 2,000.00
12U championship & winter meet	March	swimming	2021	6	\$ 3,500.00
Corn Hole Tournament	April	special event	2021	4	\$ 5,000.00
Mitchell Figure Skating Road to gold & Palace Ice Fest	March	ice skating	2021	7	\$ 3,000.00
DWU Culver's Classic	February	basketball	2021	12	\$ 2,000.00
Buckin Wild Ranch Auction (formerly one of a kind auction)	February	special event	2021	2	\$ 1,500.00
International Flying Farmers Convention	July	Special Event	2021	5	\$ 2,000.00
Back 40 Casino Night	April	special event	2021	1	\$ 750.00
Back40 Bike Nights	May	special event	2021	5	\$ -
SDGA Women's Senior Championship	July	golf	2021	3	\$ 500.00
Cowboy Fast Draw- Powderhorn Regulators	August	special event	2021	4	\$ 4,000.00
NFL Cheer & Dance Camp- Extreme Cheer	May	special event	2021	2	\$ 1,000.00
So Dak16 BB	March	basketball	2021	2	\$ 1,700.00
Cornbelt Team Basketball Camps	June	basketball	2021	9	\$ 2,500.00
MAC Triathlon	June	special event	2021	1	\$ 1,500.00
mitchell baseball association	May, June, June, July	baseball	2021	9	\$ 6,000.00
Mitchell Parks & Recreation	0	baseball	2021	0	\$ 8,600.00
301 Rodz- Outkast car show	September	special event	2021	1	\$ 1,000.00
Grand Lodge of SD Communication	June	conventions/ meetings	2021	3	\$ 1,000.00
SD Volleyball Officials Association Statewide Conference	July	conventions/ meetings	2021	2	\$ 1,000.00
2021 Paleo Games	September	special event	2021	2	\$ 1,500.00
USA Softball Mens State Tournament	August	softball	2021	3	\$ 1,000.00
Palace City Kiwanis Club Half Marathon	October	special event	2021	1	\$ 3,000.00
Palace City Pre-Sturgis Party	August	special event	2021	1	\$ 12,500.00
SD Amateur Baseball State Tournament	August	baseball	2021	0	\$ 5,000.00
State Amateur Baseball	August	baseball	2021	7	\$ 5,000.00
Tour de Corn	August	special event	2021	3	\$ 3,000.00
SDCFEL Convention	September	conventions/ meetings	2021	2	\$ 1,500.00
Hoop City Classic 12/27-12/28	December	basketball	2021	2	\$ 5,000.00
Pheasants Forever Banquet	October	special event	2021	1	\$ 1,500.00
Dakota Riptide Arena Open	October	swimming	2021	2	\$ 2,000.00
Dakota Riptide SC Invite	December	swimming	2021	2	\$ 2,000.00
State Co-Ed Softball Tournament	September	softball	2021	2	\$ 3,000.00
CoEd Softball State Tournament	0	softball	2023	3	\$ 2,500.00
DWU NAIA Opening Round National Volleyball Tournament	November	volleyball	2021	2	\$ 1,000.00
SD State Women's Bownling Championship tournament	april	bowling	2022	12	\$ 1,000.00
Sacred Hoops Tournament	January	basketball	2022	1	\$ 1,200.00
Hanson Classic	January	basketball	2022	2	\$ 2,000.00
SDHSAA SoDak 16 Volleyball	November	volleyball	2021	1	\$ 600.00
Special Olympics- Fall 2022	September	special olympics	2022	3	\$ 10,000.00
DWU 12th annual Futsal Classic	February	soccer	2022	3	\$ 4,000.00
SDHSAA State Gymnastics	February	gymnastics	2022	2	\$ 3,000.00
Mitchell Figure Skating- Palace Ice Festival	February	figure skating	2022	3	\$ 3,000.00
Under The Sea Invitational - Core Athletics Gymnastics	January	gymnastics	2022	2	\$ 1,500.00
DWU GPAC Wrestling Championships	February	wrestling	2022	2	\$ 2,000.00
Buckin Wild Ranch Auction (formerly one of a kind auction)	February	special event	2022	2	\$ 1,000.00
Middle School All State Band	March	special event	2022	2	\$ 250.00
Mitchell Show Choir Classic	March	special event	2022	2	\$ 3,000.00
MSHA Tournaments	January	hockey	2022	12	\$ 5,000.00
2022 SD State USBC Women's Tournamnet	April	bowling	2022	12	\$ 3,000.00
SD VFW State Convention	June	conventions/ meetings	2022	4	\$ 3,130.00
Mitchell Gun Club SD ATA State Trap Shoot	July	special event	2022	5	\$ 2,000.00
SoDak 16 GBB & BBB	march	basketball	2022	2	\$ 1,200.00
Corn Palace Cornhole Tournament	May	special event	2022	3	\$ 5,000.00
Big Friend Little Friend: Memorial Day weekend in mitchell	May	special event	2022	1	\$ 1,000.00
MAC Triathlon	June	special event	2022	1	\$ 1,900.00
Powder Horn Ranch Regulators: SD State and High Plains Cowboy Fast Draw	August	special event	2022	5	\$ 4,000.00

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
301 Rodz- Outkast car show	September	special event	2022	3	\$ 1,500.00
Raise 'em Rank: Finals	September	special event	2022	2	\$ 4,500.00
Mitchell Baseball Association	June	baseball	2022	4	\$ 1,250.00
Mitchell Baseball Association	May	baseball	2022	2	\$ 1,250.00
Mitchell Baseball Association	July	baseball	2022	3	\$ 1,250.00
Beers & Gears Mt Bike Race; PCP	July	bicycle	2022	2	\$ 2,000.00
Palace City Pre-Sturgis Party	August	motorcycle	2022	1	\$ 15,000.00
SDGA Men's & Women's Amateur	August	golf	2022	4	\$ 1,000.00
SD High School Coaches Association Summer Clinic	July	Meeting	2022	4	\$ 5,700.00
Mitchell Baseball- State Amateur Baseball Tournament	August	baseball	2022	11	\$ 5,000.00
Palace City Kiwanis Club Half Marathon, Relay, 5k & 10K	October	running	2022	1	\$ 3,000.00
Palace City Pedlers Tour De Corn	August	bicycle	2022	3	\$ 3,000.00
2022 Class AA boys State Golf Tournament	October	golf	2022	2	\$ 3,000.00
Active Shooter Incident Management Training	October	Meeting	2022	3	\$ 840.00
Pheasant Country Chapter 872 Pheasants Forever Banquet	October	conventions/ meetings	2022	1	\$ 1,500.00
DWU Athletics: NAIA Women's Volleyball National Championship Opening Round	November	volleyball	2022	1	\$ 1,500.00
Combat Veterans Motorcycle Association 2nd Annual CVMA Comedy Night	March	special event	2023	1	\$ 1,800.00
Powder Horn Ranch Regulators: SD State and High Plains Cowboy Fast Draw	August	special event	2023	6	\$ 3,000.00
Youth Athletic Foundation: Hoop City Classic 2022	December	basketball	2022	2	\$ 5,000.00
Girls & Boys Hanson Classic	January	basketball	2023	2	\$ 2,000.00
Village Bowl: Larry Hauser Memorial Adult/ JR doubles tournament	March	bowling	2023	2	\$ 1,500.00
Mitchell Figure Skating Club- 7th Annual Palace Ice Festival	January	ice skating	2023	2	\$ 3,000.00
Dakota Riptide Last Chance Meet	February	swimming	2023	1	\$ -
Special Olympics: Bocce & Softball fall 2023	September	special olympics	2023	1	\$ 10,000.00
DWU Athletics: Boys & Girls Highschool Culvers Classic (BB)	February	basketball	2023	2	\$ 2,000.00
Buckin Wild Ranch: Cabin Fever Auction (1st \$600 Payment)	0	special event	2023	2	\$ 1,200.00
DWU Soccer: DWU 13th Annual Futsal Indoor Classic	February	soccer	2023	3	\$ 1,500.00
Mitchell Music Boosters: Mitchell Show Choir Classic	March	show choir	2023	1	\$ 3,000.00
Mitchell Area Youth Trapshooters: Bartholow Brothers Youth Trapshooting Clinic	April	Other	2023	2	\$ 1,735.00
Mitchell Skating & Hockey Assoc.: Lucky Devils Adult Hockey Tournament	April	hockey	2023	3	\$ 3,000.00
Lakeview Golf Course: South Dakota Golf Association Two Man Championship	June	golf	2023	3	\$ 1,000.00
SoDak 16 GBB & BBB	March	basketball	2023	2	\$ 1,750.00
Mitchell Baseball tournaments	June	baseball	2023	7	\$ 6,000.00
Corn Palace Cornhole: ACL Regional #15 3rd Annual Corn Palace Cornhole Tournament	May	Other	2023	3	\$ 1,000.00
Kiwanis Youth Baseball Tournament	May	baseball	2023	1	\$ -
MAC Triathlon	June	special event	2023	2	\$ 2,200.00
SD VFW: 93rd Annual VFW State Convention	June	conventions/ meetings	2023	4	\$ 3,130.00
Gentle Spirit Horse Rescue: Dakota Showdown Horse Trainer Challenge	August	special event	2023	2	\$ 1,000.00
301 Rodz:OutKasts Car Show	September	special event	2023	3	\$ 1,500.00
South Dakota USBC Jamboree	June	special event	2023	2	\$ 3,000.00
Beers & Gears Mt Bike Race	June	bicycle	2023	1	\$ 2,000.00
Buckin' Wild Ranch: Cabin Fever Auction (2nd \$600 Payment)	March	special event	2023	2	\$ 1,200.00
2023 SDPA Annual Conference	October	conventions/ meetings	2023	3	\$ 1,500.00
SD State Amateur Baseball Trny	August	baseball	2023	12	\$ 5,000.00
Women's State Softball	July	softball	2023	2	\$ 3,000.00
SD State Disc Golf Championships	September	Special Event	2023	3	\$ 1,550.00
PC Kiwanis Half Marathon & Relay	October	Running	2023	1	\$ 2,000.00
USA State COED Softball	September	Softball	2023	2	\$ 2,500.00
Raise Em Rank Series Finals	September	Special Event	2023	2	\$ 5,000.00
Palace City 8-Ball Open	October	Pool	2023	2	\$ 500.00
Dakota Oyate Challenge	January	Basketball	2024	3	\$ 2,500.00
Pheasant Country Chapter 872 Pheasants Forever Banquet	October	conventions/ meetings	2023	1	\$ 1,500.00
Hoop City Classic	December	Basketball	2023	3	\$ 10,000.00
Girls & Boys Hanson Classic	January	Basketball	2024	2	\$ 3,000.00
Dakota Riptide Invite	December	Swimming	2023	3	\$ 3,750.00
SoDak 16 Volleyball	November	volleyball	2023	1	\$ 650.00
DWU Culvers High School Basketball Classic	February	basketball	2024	2	\$ 3,000.00
DWU Annual Indoor Futsal Winter Classic	February	soccer	2024	3	\$ 2,500.00
Palace Ice Festival	January	Ice Skating	2024	3	\$ 750.00
USA Paralympic Hockey Camp	January	Special Event	2024	5	\$ 3,500.00
Special Olympics State Basketball	March	Basketball	2024	2	\$ 12,000.00

Name	Event Month	Event Type	Event year	# Days	\$ Awarded
Lucky Devils Adult Hockey Tournament	April	Hockey	2024	3	\$ 3,000.00
Show Choir Classic	March	Special Event	2024	1	\$ 5,000.00
Cabin Fever Auction	February	Special Event	2024	2	\$ 1,500.00
South Dakota Middle School All State Band	March	Special Event	2024	2	\$ 500.00
3rd Annual Combat Veterans Motorcycle Assoc. Comedy Night	March	Special Event	2024	1	\$ 1,000.00
Knights of Columbus Special Olympics State BB Banquet	March	Special Event	2024	1	\$ 1,700.00
DWU Spring Golf Invite	April	Golf	2024	2	\$ 1,500.00
Shootout at the Lake	June	Special Event	2024	2	\$ 5,000.00
Palace City Kiwanis Half Marathon	October	Running	2024	1	\$ 1,500.00
South Dakota United States Bowling Congress Open Tourn.	April & May	Bowling	2024	18	\$ 3,000.00
20th Annual OutKasts Car Show	September	Special Event	2024	3	\$ 1,500.00
MAC Triathlon	June	Special Event	2024	1	\$ 1,500.00
SD State & High Plains Territorial Cowboy Fast Draw	September	Special Event	2024	5	\$ 3,000.00
Tempo Harve's Sport Shop Soccer Classic	April	Soccer	2024	2	\$ 2,500.00
Arts in the Park	July	Special Event	2024	3	\$ 1,000.00
Lowell Rang Memorial Girls Fastpitch Softball Tournament	June	Softball	2024	3	\$ 2,000.00
Palace City Mountain Bike Classic	June	Bicycle	2024	1	\$ 1,500.00
SoDak 16 Boys Basketball	March	Basketball	2024	1	\$ 700.00
SD State Amateur Baseball Tournament	August	Baseball	2024	12	\$ 5,000.00
Cornicupia 2024	September	Soccer	2024	2	\$ 5,000.00
Tour de Corn	August	Bicycle	2024	3	\$ 2,000.00
Dakota Oyate Challenge Volleyball	October	Volleyball	2024	2	\$ 4,200.00
Raise Em Rank Bull Riding Series Finals	October	Special Event	2024	2	\$ 5,000.00
Hoop City Classic	December	Basketball	2024	4	\$ 12,500.00
Pheasants Forever Banquet	October	conventions/ meetings	2024	1	\$ 2,000.00
Cursed Chains Challenge Disc Golf Tournament	October	Special Event	2024	1	\$ 500.00
Palace City Cup - Squirt B & C Hockey Tournament	November	Hockey	2024	3	\$ 1,000.00

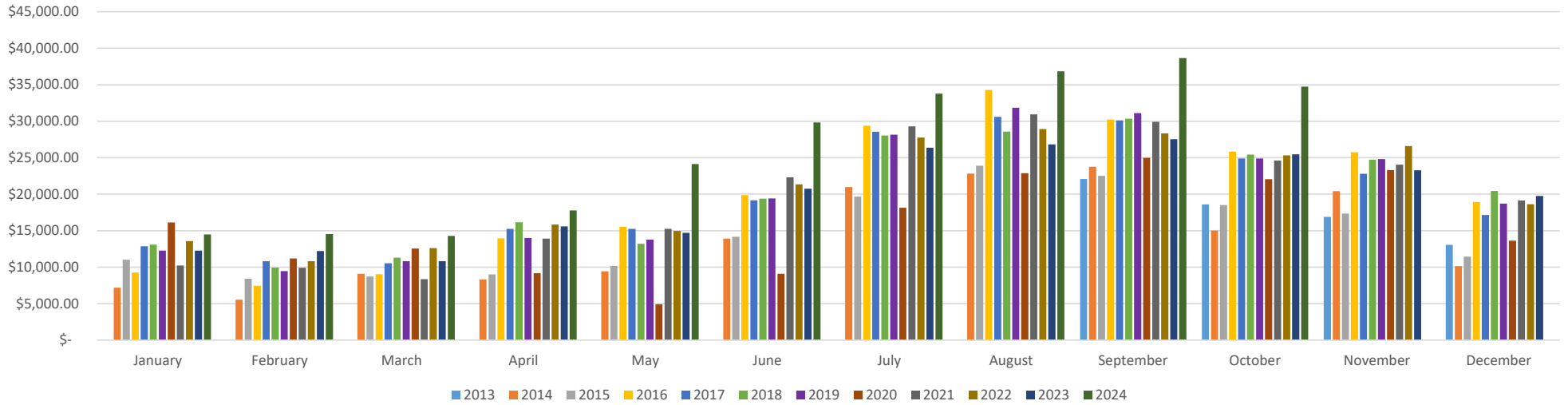
Events/ Days per Year		
	# Event	# Days
2014	24	61
2015	35	69
2016	22	54
2017	40	82
2018	32	78
2019	41	114
2020	15	23
2021	39	126
2022	38	130
2023	39	100
2024	34	102

	Events Per Month											
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	
Jan	1	5	2	3	3	2	4	4	4	2	4	
Feb	2	3	0	1	1	4	3	2	4	3	3	
March	0	1	3	5	5	4	3	3	2	5	6	
April	0	0	0	1	1	2	0	2	2	2	3	
May	6	7	2	3	2	1	0	2	3	2	0	
June	2	4	4	6	3	5	0	3	2	6	4	
July	3	2	3	3	3	3	0	3	4	1	1	
August	1	2	2	4	4	6	1	6	5	3	2	
September	0	3	2	5	4	4	2	4	3	5	3	
October	1	1	0	0	3	2	1	3	3	4	4	
November	3	2	0	1	0	0	0	2	1	1	1	
December	2	3	2	2	2	1	1	2	1	2	1	

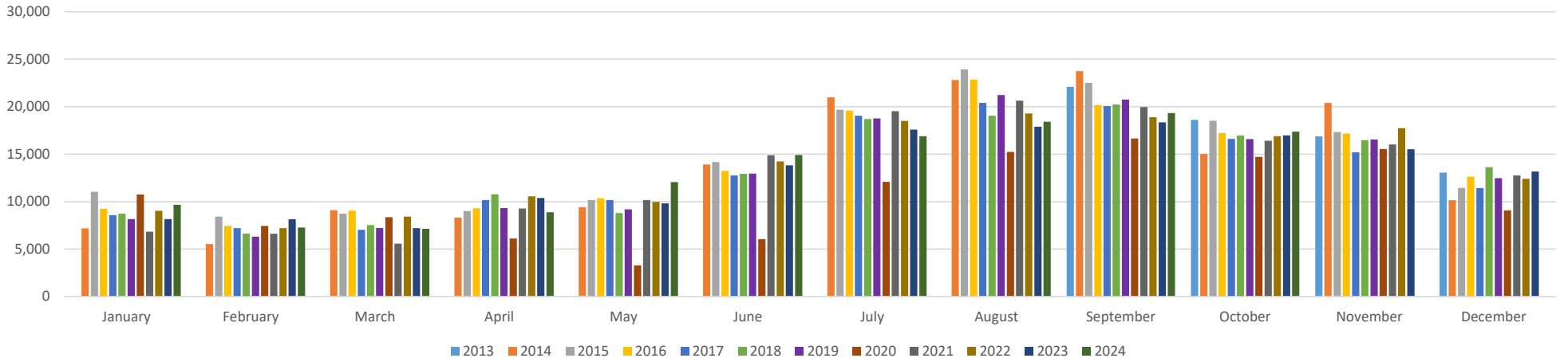
Data by Event Month					
	Avg				
	Days /				
	# Event	# Days	Event	\$ Awarded	\$/#days
January	34	97	2.9	\$ 62,632.32	\$ 645.69
February	26	57	2.2	\$ 90,250.00	\$ 1,583.33
March	38	112	2.9	\$ 157,935.50	\$ 1,410.14
April	13	58	4.5	\$ 38,485.00	\$ 663.53
May	29	55	1.9	\$ 42,079.02	\$ 765.07
June	39	109	2.8	\$ 75,235.00	\$ 690.23
July	26	75	2.9	\$ 56,030.00	\$ 747.07
August	36	164	4.6	\$ 135,250.00	\$ 824.70
September	35	78	2.2	\$ 134,275.00	\$ 1,721.47
October	22	27	1.2	\$ 40,700.00	\$ 1,507.41
November	11	16	1.5	\$ 20,350.00	\$ 1,271.88
December	22	41	1.9	\$ 72,750.00	\$ 1,774.39

<b>Data By Event Type</b>					
			<b>Avg</b>		
			<b>Days/E</b>		
	<b># Event</b>	<b># Days</b>	<b>vent</b>	<b>\$ Awarded</b>	<b>\$/#days</b>
<b>Hockey</b>	15	55	3.7	\$ 44,940.00	\$ 817.09
<b>soccer</b>	19	44	2.3	\$ 97,050.00	\$ 2,205.68
<b>special event</b>	92	194	2.1	\$ 217,539.02	\$ 1,121.34
<b>volleyball</b>	9	14	1.6	\$ 14,685.50	\$ 1,048.96
<b>darts</b>	2	2	1.0	\$ 1,100.00	\$ 550.00
<b>wrestling</b>	5	5	1.0	\$ 5,700.00	\$ 1,140.00
<b>ice fishing</b>	3	9	3.0	\$ 3,132.32	\$ 348.04
<b>baseball</b>	33	172	5.2	\$ 109,890.00	\$ 638.90
<b>golf</b>	12	27	2.3	\$ 10,635.00	\$ 393.89
<b>softball</b>	18	41	2.3	\$ 38,630.00	\$ 942.20
<b>bowling</b>	10	66	6.6	\$ 18,500.00	\$ 280.30
<b>gymnastics</b>	5	13	2.6	\$ 10,500.00	\$ 807.69
<b>cross country</b>	1	1	1.0	\$ 600.00	\$ 600.00
<b>show choir</b>	5	6	1.2	\$ 8,800.00	\$ 1,466.67
<b>triathlon</b>	1	1	1.0	\$ 750.00	\$ 750.00
<b>outcasts car club</b>	4	11	2.8	\$ 8,200.00	\$ 745.45
<b>cheer &amp; dance</b>	7	11	1.6	\$ 15,251.69	\$ 1,386.52
<b>tour de corn</b>	3	8	2.7	\$ 2,800.00	\$ 350.00
<b>conventions/ meetings</b>	14	32	2.3	\$ 37,000.00	\$ 1,156.25
<b>special olympics</b>	14	22	1.6	\$ 112,263.00	\$ 5,102.86
<b>cornhole</b>	3	6	2.0	\$ 5,000.00	\$ 833.33
<b>figure skating</b>	3	7	2.3	\$ 5,000.00	\$ 714.29
<b>basketball</b>	49	122	2.5	\$ 122,025.00	\$ 1,000.20

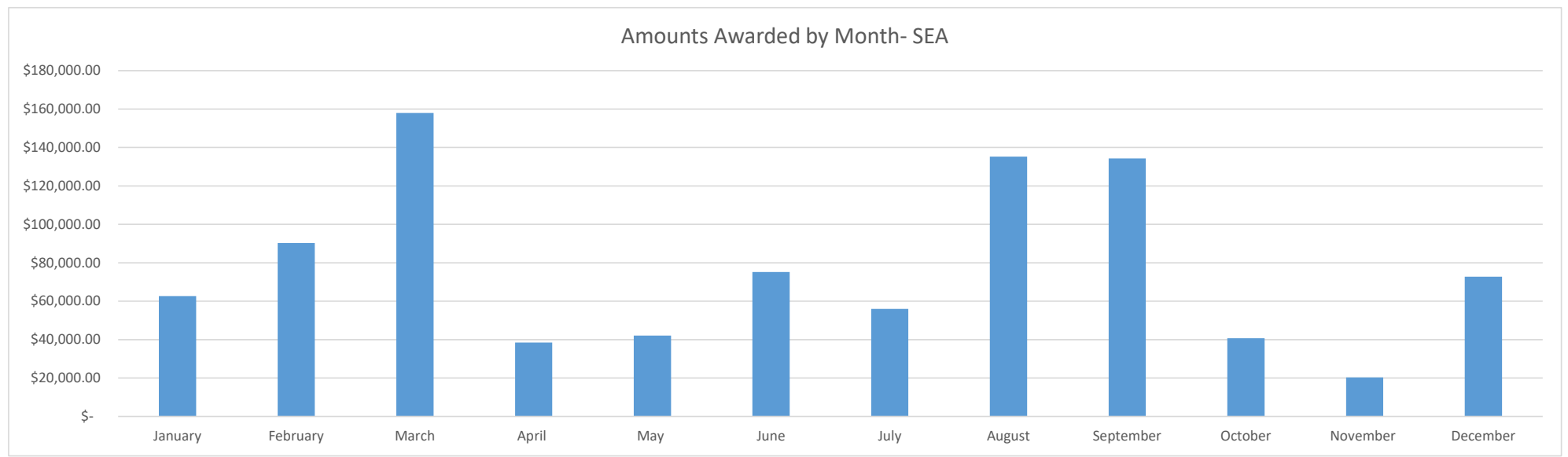
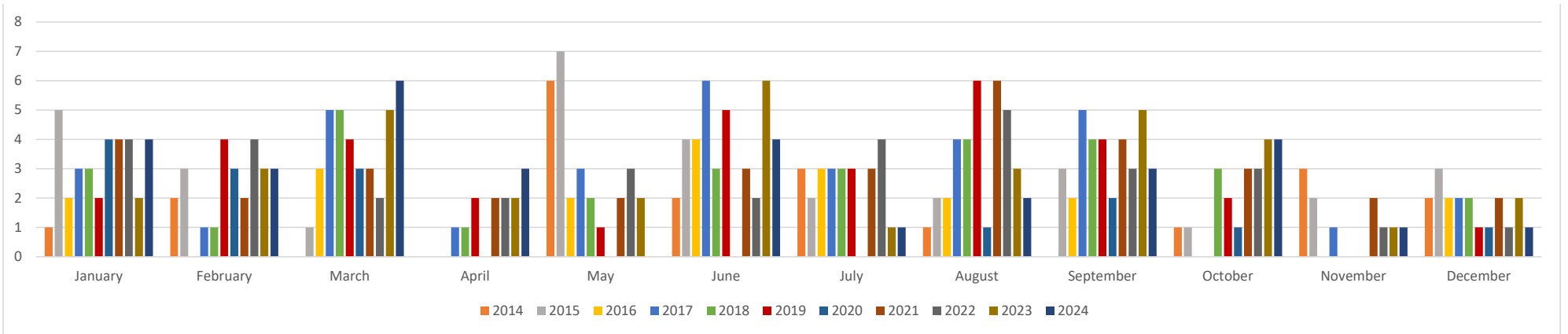
Total Bid # 2 & Bid #4 Collections



Room Nights Sold Reported



# of Event Days per Month- SEA



CITY OF MITCHELL  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: NOVEMBER 30TH, 2024

209-BUSINESS IMPROV DIST #4  
 FINANCIAL SUMMARY

	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR YTD ACTUAL	CURRENT YTD ACTUAL	BUDGET BALANCE	% YTD BUDGET
<u>REVENUE SUMMARY</u>						
TAXES	0	27,722.00	0.00	272,539.50	( 272,539.50)	0.00
TOTAL REVENUES	0	27,722.00	0.00	272,539.50	( 272,539.50)	0.00
<u>EXPENDITURE SUMMARY</u>						
<u>BUSINESS IMPROV DIST #4</u>						
CURRENT EXPENSES	100,000	1,000.00	0.00	118,650.00	( 18,650.00)	118.65
TOTAL BUSINESS IMPROV DIST #4	100,000	1,000.00	0.00	118,650.00	( 18,650.00)	118.65
TOTAL EXPENDITURES	100,000	1,000.00	0.00	118,650.00	( 18,650.00)	118.65
REVENUE OVER/(UNDER) EXPENDITURES	( 100,000)	26,722.00	0.00	153,889.50	( 253,889.50)	253.89
OTHER SOURCES	0	0.00	0.00	103,277.00	( 103,277.00)	0.00
REVENUES & OTHER SOURCES OVER (UNDER) EXPENDITURES & OTHER (USES)	( 100,000)	26,722.00	0.00	257,166.50	( 357,166.50)	0.00

CITY OF MITCHELL  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: NOVEMBER 30TH, 2024

209-BUSINESS IMPROV DIST #4

REVENUES	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR YTD ACTUAL	CURRENT YTD ACTUAL	BUDGET BALANCE	% YTD BUDGE
<u>TAXES</u>						
209-3131 OCCUPANCY TAX	0	27,722.00	0.00	272,539.50	( 272,539.50)	0.0
TOTAL TAXES	0	27,722.00	0.00	272,539.50	( 272,539.50)	0.0
TOTAL REVENUE	0	27,722.00	0.00	272,539.50	( 272,539.50)	0.0

CITY OF MITCHELL  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: NOVEMBER 30TH, 2024

209-BUSINESS IMPROV DIST #4  
 BUSINESS IMPROV DIST #4

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR YDT ACTUAL	CURRENT YTD ACTUAL	BUDGET BALANCE	% YTD BUDGE
<u>CURRENT EXPENSES</u>						
209-46530-42900 BOARD PROJECTS	0	0.00	0.00	30,000.00 (	30,000.00)	0.00
209-46530-42920 SPORTS AUTHORITY PROMO	100,000	1,000.00	0.00	88,650.00	11,350.00	88.65
TOTAL CURRENT EXPENSES	100,000	1,000.00	0.00	118,650.00 (	18,650.00)	18.65
TOTAL BUSINESS IMPROV DIST #4	100,000	1,000.00	0.00	118,650.00 (	18,650.00)	18.65
<hr/>						
TOTAL EXPENDITURES	100,000	1,000.00	0.00	118,650.00 (	18,650.00)	18.65
<hr/>						
REVENUE OVER/(UNDER) EXPENDITURES	( 100,000)	26,722.00	0.00	153,889.50 (	253,889.50)	253.89
<hr/>						
<u>OTHER FINANCING SOURCES</u>						
209-3900 FROM GENERAL FUND	0	0.00	0.00	103,277.00 (	103,277.00)	0.00
TOTAL OTHER FINANCING SOURCES	0	0.00	0.00	103,277.00 (	103,277.00)	0.00
<hr/>						
REVENUES & OTHER SOURCES OVER (UNDER) EXPENDITURES & OTHER (USES)	( 100,000)	26,722.00	0.00	257,166.50 (	357,166.50)	357.17



# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

<b>Meeting Date Requested:</b>	<input type="text" value="December 4, 2024"/>	<b>Requested By:</b>	<input type="text"/>
<b>Desired Action of City Council:</b>	<input type="text"/>		
<b>Amount Budgeted in current fiscal year for this item (if applicable):</b>	<input type="text"/>		
<b>Agenda Item:</b>	<input type="text" value="Mitchell Chamber and Convention &amp; Visitors Bureau Marketing/Promotions Presentation"/>		
<b>Explanation/Background of Agenda Item Requested:</b>	<input type="text"/>		

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

**Meeting Date Requested:**  **Requested By:**

**Desired Action of City Council:**

**Amount Budgeted in current fiscal year for this item (if applicable):**

**Agenda Item:**

**Explanation/Background of Agenda Item Requested:**

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

<b>Meeting Date Requested:</b>	<input type="text" value="December 4, 2024"/>	<b>Requested By:</b>	<input type="text"/>
<b>Desired Action of City Council:</b>	<input type="text"/>		
<b>Amount Budgeted in current fiscal year for this item (if applicable):</b>	<input type="text"/>		
<b>Agenda Item:</b>	<input type="text" value="South Dakota Business Improvement District(s) Hotel Occupancy Tax Comparison(s)"/>		
<b>Explanation/Background of Agenda Item Requested:</b>	<input type="text"/>		

**Aberdeen**

[Business Improvement District #2 & Hotel Alliance:](#)

Established in 2008

**Population:**

28,002

**Boundaries:**

Excluding any bed and breakfast, and motel/hotel properties with less than 25 rooms. It shall be a noncontiguous district which ends at the city limits. Allow for the addition of properties with less than 25 rooms should they choose to participate in the occupancy tax.

**Comments:**

- White House Inn
- Americ Inn
- Ramkota
- Comfort Inn
- Holiday Inn Express
- Ramada Inn
- Super 8 East
- Super 8 North
- Super 8 West

**Purpose of the District:**

Created for the purpose of funding a portion or all of the future proposed public activities, facilities, events, and improvements along with the costs of acquisition, construction, maintenance, operation, and funding of such improvements, facilities, events or activities for: the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefiting the city and its hotels and motels located within the district through the city convention and visitors bureau.

**Occupational Tax Imposed:**

\$2 per room per night

<a href="#">Event Sponsorship Funding</a>	<a href="#">2025 Budget Proposal</a>
<b>2024 Budget :</b> Aberdeen Area	<b>2025 Budget :</b> Occupancy Tax =
CVB (\$5,000 per quarter)	\$360,000
Marketing	

**BID #2 Board & Hotel Alliance:**

[Composition \(20 members\):](#)

- Past President
- President
- President - Elect
- Secretary - Treasurer
- 10 hotels with 16 representatives

[Non-voting members :](#) CVB Executive Director, CVB Board Liason, City Council Liason (2)

**Powers of the board:**

The Aberdeen BID II Board exists to increase the economic and cultural growth benefiting the Aberdeen area and its hotels by the enhancement, expansion, marketing and promotion of visitor events, attractions and activities with an emphasis on the overnight guest.

## **Box Elder**

## **Comments:**

### **Business Improvement District #1:**

Established in 2012

### **Business Improvement District #2:**

Established in 2023

### **Population:**

14,512

### **Boundaries:**

Business Improvement District #1 shall encompass the following properties within the municipal limits of the City of Box Elder, South Dakota: *Atlantis, LLC & Box Elder Events Center currently leased by Atlantis, LLC*.

### **Purpose of the District:**

Any money generated by the occupancy tax may be used for any one or more of the purposes allowed by SDCL 9-55-3. The council is authorized to enter into agreements to provide for the division of the proceeds of the tax monies received as a result of this article.

### **Occupational Tax Imposed:**

\$2 per room per night

[2024 Budget](#)

**2023 Revenue :**

Occupancy Tax #1 &  
#2 = \$5,953,234

### **BID #1 Board:**

#### **Composition (5 members):**

The mayor shall, with the approval of the council, appoint a business improvement board consisting of five members. The members shall be property owners, residents, business operators, or users of space within the district. Terms of the members shall be up to three years and may be staggered to ensure continuity of the board.

### **Powers of the board:**

The board shall make recommendations to the Council for the establishment of a plan or plans for improvements in or promotion of the District. The board may make recommendations to the Council as to the use of any revenue collected pursuant to this Ordinance.

**Brandon**

**Business Improvement District #1:**

Established in 2005

Abolished in 2024

**Population:**

10,934

**Boundaries:**

N/A

**Purpose of the District:**

The purpose of Business Improvement District #1 is to retire the debt created by the cost of construction of a 8,700 square foot public conference center facility.

**Occupational Tax Imposed:**

\$2 per room per night

**BID #1 Board:**

N/A

**Powers of the board:**

N/A

**Brookings**

Business Improvement District #1:

Established in 2012

**Population:**

24,629

**Boundaries:**

Business Improvement District #1 is a noncontiguous district, located within the city, and excludes any hotel, motel or lodging establishments with less than 25 rooms, unless the hotel or motel elects to be included within the district.

**Comments:**

- Comfort Inn 52 rooms
- Days Inn 125 rooms
- Fairfield Inn & Suites by Marriot 76 rooms
- Hampton Inn & Suites 87 rooms
- Holiday Inn Express 62 rooms
- Sonshine Inn 35 rooms
- Staurolite Inn & Suites 102 rooms
- Super 8 66

**Purpose of the District:**

Business Improvement District # 1 is created for the purpose of funding a portion of the costs of promotion and marketing of visitor facilities, events, attractions and activities which benefit the city and the hotels and motels located within the district. The funding may include payment of the costs of acquisition, construction, maintenance, operation and funding of public improvements, facilities for the enhancement, expansion, marketing, and promotion of visitor facilities, events, attractions and activities.

Plan of Improvements:	2015 – Upgraded scoreboards for existing facilities to support of new facilities such as the proposed indoor recreation center.	2016 – Fund CVB \$200,000 & Establish reserve balance for future capital projects at city-owned public facilities impacting the visitor industry.	2017 – Fund CVB \$200,000 & Establish reserve balance for future capital projects at city-owned public facilities impacting the visitor industry.	2018 – SAME	2019 – Fund CVB \$220,000 & Establish reserve balance for future capital projects at city-owned public facilities impacting the visitor industry.	2020 – COVID	2021 – Fund CVB \$230,000	2022 – SAME	2023 – Fund Visit Brookings \$246,000	2024 – Fund Visit Brookings \$256,000
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**Occupational Tax Imposed:**

\$2 per room per night

[2023](#)  
Occupancy = [Event Grant Program](#)  
\$284,278

**BID #1 Board:**

Composition (5 members):

- Hotel Manager - Chair
- Executive Director of Children's Museum of SD - Vice Chair
- Executive Director of CVB
- Member-at-large
- Dacotah Bank Center GM

**Powers of the board:**

The Business Improvement District #1 Board is responsible to prepare a plan of improvements for a district and provide improvement recommendations to the City Council.

The board of directors of Brookings Business Improvement District Number 1 must use the proceeds only for improvements benefiting the city and its hotels and motels located within the district through implementation of a budget recommended by the district's board of directors and approved by the city council.

**Deadwood**

**Business Improvement District #7:**

Established in 2005

**Population:**

1,406

**Boundaries:**

Excluding any bed and breakfast establishments

**Comments:**

	Deadwood Sports Book	Holiday Inn Express
Branch House	Deadwood Sundance	Iron Horse Inn
Bullock	Double Tree	Landmark Casino
Cedarwood Inn	First Gold/Travel doge	Lodge at Deadwood
Celebrity Hotel	Four Points	Mineral Palace
Comfort Inn	Franklin Hotel	Rocksino
Deadwood Gulch Resort	Gold Country Inn	Springhill Suites
Daedwood Miners	Gold Dust Hotel	Super 8
Deadwood Mountain Grand	Hampton Inn	Tru by Hilton
Deadwood Outdoor Rentals		

**Purpose of the District:**

Business Improvement District No. 7 is created for the purpose of funding a portion or all of the following future proposed public facilities, improvements and activities along with costs of acquisition, construction, maintenance, operation and repair of such improvements, facilities or activities.

**Occupational Tax Imposed:**

\$2 per room per night

[Event Funding Application](#)

**BID #7 Board:**

Members. The members shall consist of all persons or business paying assessments or occupation taxes levied by the business improvement district. In order to be a member, one must be an owner, general manager, or an authorized owner-representative with decision making authority.

Officers. Every member shall also serve as a member of the board, which board shall consist of no less than five (5) members.

**Powers of the board:**

N/A

**Hot Springs**

**Business Improvement District #1:**

Established in 2011

**Population:**

3,682

**Boundaries:**

The boundaries of the District shall be within the following zoning districts within the municipality of Hot Springs: Residential (R), General Commercial (GC), Highway Service (HS), Mixed Use District (MXD-I) and Golf Course Commercial (GCC) and shall include all commercial lodging establishments, including bed and breakfasts, located within these zoning districts.

**Purpose of the District:**

Business Improvement District # 1 is created for the purpose of collecting funds to promote and market all of the District and to provide resources for future events, activities, beautification efforts, facilities and improvements within the Business District, along with the costs of marketing, acquisition, construction, maintenance, operation and repair of such improvements, facilities or activities.

**Occupational Tax Imposed:**

\$2 per room per night

**Comments:**

	<b>2025</b>
<b>2024</b>	<b>Projected :</b>
<b>Projected :</b>	Social
Social Media =	Media =
\$12,500;	\$12,000;
Advertising =	Advertising =
\$70,000; City	= \$68,000;
Fireworks =	City
\$5,000;	Fireworks =
<b>\$90,100</b>	<b>\$5,000;</b>
	<b>\$85,000</b>

**BID #1 Board:**

**Composition (minimum of 5 members):**

Mayor

An owner of property located in the District

An owner of a business located in the District

An operator of a business located in the District

**Powers of the board:**

The Business Improvement District #1 Board shall oversee the administration of the District and the establishment of programs within the purposes of the BID contained herein. The Board will also oversee the expenditure of BID funds on marketing and promotion upon the approval by the City Council. The Board does not have the power to enter into any contracts in relation to the BID without prior approval of the City Council.

**Huron**

Business Improvement District #1:

Established in 2011

**Population:**

14,737

**Boundaries:**

Business improvement district no. 1 shall have the following boundaries, excluding any bed and breakfast, and motel/hotel properties with less than 25 rooms. It shall be a noncontiguous district which ends at the city limits, and includes the following properties:

- Best Western of Huron
- Comfort Inn Huron
- Super 8
- Crossroads Hotel
- Dakota Inn

**Purpose of the District:**

Business improvement district no. 1 is created for the purpose of funding the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefiting the city and its hotels and motels located within the district.

**Occupational Tax Imposed:**

\$2 per room per night

Event Funding Requests

**BID #1 Board:**

Composition (up to 5 members):

Three Hotels

Huron City Commission

CVB Board of Directors

*Ex-Officio: President/CEO Huron CVB, City of Huron Finance Director, and State Fair Rep.*

**Powers of the board:**

Proceeds will be used for the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefiting the city and its hotels and motels located within the district through the Huron Chamber and Visitors Bureau in consultation with the Business Improvement District Board of Directors and Huron Chamber of Commerce and Visitors Bureau Board of Directors.

## ***Madison***

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### **Business Improvement District #1:**

Established in 2021

### **Population:**

6,068

### **Boundaries:**

The boundaries of the District are as follows: That property within the City boundaries which is zoned and used for hotel, motel or lodging establishments.

### **Purpose of the District:**

BID #1 is created for the purpose of funding the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefiting the City and its hotels and motels located within the District for the purposes set forth in SDCL 9-55-3.

### **Occupational Tax Imposed:**

\$2 per room per night

### **BID #1 Board:**

*Composition (5 members):*

There shall be five members of the BID #1 Board of Directors with at least one hotelier from the district.

Three Hoteliers

Two Business Representatives

### **Powers of the board:**

The proposed occupational tax is estimated to generate between \$50,000-\$100,000 annually to be utilized solely for the purposes set forth in SDCL 9-55-3.

# City of Mitchell

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## Business Improvement District #4:

Established in 2024

### **Population:**

15,607

### **Boundaries:**

Excluding hotels/motels with less than 28 rooms, unless said hotels/motels elect to be included within the district.

### **Purpose of the District:**

Created for the purpose of funding the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefiting the City and its hotels, motels, and lodging establishments located within BID 4 consistent with purposes set forth in SDCL 9-55-3.

### **Occupational Tax Imposed:**

\$2 per room per night

### **BID #4 Board:**

Composition (9 members):

Mayor

City Council Representative

Five hoteliers within BID 4

Two other eligible persons who are not hoteliers

### **Powers of the board:**

The primary duty of the BID 4 board is to recommend a budget for the use of BID proceeds to City Council. The use of BID 4 proceeds is limited to the purposes provided under Section 4 above.

### **Dissolution of the District:**

BID 4 may be dissolve pursuant to SDCL 9-55-22, however there shall be no requirement that the revenue collected from the tax be used only for the promotion of the district in order for a majority of landowners to petition for dissolution.

**Pierre**

Business Improvement District #1:

Established in 2014

**Population:**

13,821

**Boundaries:**

BID #1 is a noncontiguous district, located within the City, and excludes any hotel, motel or lodging establishments with less than 25 rooms, unless the hotel or motel elects to be included within the BID #1. Business Improvement District #1 includes the following properties:

**Comments:**

Capitol Inn & Suites 107 rooms;  
Clubhouse Inn & Suites 79 rooms;  
Comfort Inn 57 rooms; Days Inn 79 rooms;  
Governor's Inn 82 rooms; Kings Inn 57 rooms; Pierre Inn & Suites 39 rooms;  
Ramkota RiverCentre 151 rooms; River Lodge 47 rooms; Super 8 74 rooms

**Purpose of the District:**

BID #1 is created for the purpose of funding authorized uses intended to improve the city's ability to attract visitors who will patronize the local lodging industry. The funding may include payment of the costs of acquisition, construction, maintenance, operation and funding of public improvements, as well as the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities.

**Occupational Tax Imposed:**

\$2 per room per night

[Marketing & Event Grant Request Form](#)

[Public Facilities Improvement Grant Request Form](#)

**BID #1 Board:**

Composition (7 members):

Mayor

Three hoteliers

South Dakota Municipal League

Two Business Representatives

**Powers of the board:**

The purpose of the BID Board of Directors is, in accordance with State statutes, to manage the operation of the Pierre Business Improvement District #1 and oversee assessment and remittance of the occupancy tax. Members are appointed by the Mayor of Pierre to three-year terms. BID #1 Board of Directors will use the proceeds only for improvements benefiting the City and its hotels and motels located within the BID through implementation of a budget recommended by the BID Board of Directors and approved by the City Commission.

Revenue & Expenditures (2023)

Occupancy Tax = \$245,000 + Interest  
Earned = \$1,000; Promotion = \$123,000;  
Capital = \$123,000

Revenue & Expenditures (2024) Budget: \$235,000  
proposed = \$40,000 marketing; \$7,500 Small Grant  
Authorizing Budget; \$3,200 STR Contract

**Dissolution of the District:**

In the event of dissolution, any unobligated funds will be distributed to the Pierre Convention and Visitors Bureau for improvements allowable under SDCL Chapter 9-55 and approved by the City Commission.

## ***Rapid City***

### **Business Improvement District #1:**

Established in 2006

#### **Population:**

80,896

#### **Boundaries:**

The boundaries of Business Improvement District No. 1 shall include all hotels and motels within the corporate limits of the City of Rapid City that have 50 sleeping rooms or more available for rent on a nightly basis. Bed and breakfast establishments, and motel/hotel properties with less than 50 rooms shall be excluded from the District.

#### **Purpose of the District:**

Business Improvement District No. 1 is created for the purpose of funding a portion or all of the future proposed public activities, facilities and improvements, along with the costs of acquisition, construction, maintenance, operation and repair of such improvements, facilities or activities: The marketing and promotion of the City of Rapid City and the hotels and motels located within the district through Visit Rapid City.

#### **Occupational Tax Imposed:**

\$2 per room per night

#### **BID #1 Board:**

Composition (7 members):

Seven Hoteliers/Hospitality

*Ex-Officio: The Mayor, Executive Director of Visit Rapid City, and Alderman chosen by City Council President.*

#### **Powers of the board:**

The Business Improvement District No. 1 Board shall oversee the administration of the District, the establishment of programs, and the expenditure of BID funds on marketing and promotion. The Board shall have the power to contract for all services necessary for carrying out its duties.

**Sioux Falls**

[Experience Sioux Falls Business Improvement District:](#)

Established in 2010

**Population:**

210,734

**Boundaries:**

The Experience Sioux Falls business improvement district will have the following boundaries, excluding any hotel/motel properties with less than 40 rooms: For purposes of establishing whether a hotel/motel property has 40 or more rooms, lodging rooms in contiguous properties will be aggregated if they function as part of a single hotel/motel, even if owned by separate entities.

**Purpose of the District:**

The Experience Sioux Falls business improvement district is created for the purpose of funding the marketing and promotion of the visitor industry in the city and its hotels and motels located within the district.

**Occupational Tax Imposed:**

\$2 per room per night

**BID Board:**

[Composition \(9 members\):](#)

Three members who own or manage a hotel in the city with over 100 or more rooms

Two members who own or manage a hotel in the city with 75 to 99 rooms

One member who owns or manages a hotel in the city with 40 to 74 rooms

Two members from the Experience Sioux Falls board of directors executive committee

One member from the city business community at-large

*Ex-Officio: Member of City Council, Experience Sioux Falls CEO, and immediate past chairperson of board.*

**Powers of the board:**

1. The board of directors will review and tentatively approve an annual budget prepared by the CVB executive director for the use of the occupation tax collected by the BID. The budget must be in accordance with the purposes of the BID and the requirements of Chapter 9-55 of the South Dakota codified laws and this ordinance. Before becoming effective, the budget must be presented to and approved by the CVB executive committee and the City Council.

[2. The board of directors will have such other duties as may be specified in SDCL Chapter 9-55, or as otherwise necessary to carry out the intent of Chapter 9-55 and this ordinance.](#)

**Comments:**

No hotel ownership or management group may, either directly or indirectly, hold more than two seats on the board of directors.

**Spearfish**

**Business Improvement District Hotel Bid:**

Established in 2006

**Comments:**

**Population:**

13,635

**Boundaries:**

There shall be one class of members of the Business Improvement District, consisting of the lodging establishments defined as within the Business Improvement District by the applicable City of Spearfish Ordinances and Resolutions. *10 establishments*

**Purpose of the District:**

N/A

**Occupational Tax Imposed:**

\$2 per room per night

**Revenue :** 2021 = \$218,354; 2022 = \$208,715; 2023 = \$208,664; 2024 & 2025 = \$225,000

**Expenditures :** (VISIT SPEARFISH) - Marketing 2021 = \$215,680; 2022 = \$223,440; \$211,766 and Capital Outlay \$14,785; 2024 budget = \$275,000; 2025 budget = \$225,000

**BID Hotel Board:**

**Composition (no less than 5 members):**

Any person who owns property within the boundaries of the Business Improvement District, resides within the boundaries of the District, operates a business within the boundaries of the District, or uses space within the District may serve as a voting Board member (source: SDCL 9-55-2).

All (8) hospitality/hoteliers

*Ex-Officio: In addition to the voting Board members, the Mayor of the City of Spearfish, with the approval of the Common Council of the City of Spearfish, shall appoint a city or business representative as an ex-officio board member to serve, without the power to vote, as an advisor to the voting Board on matters involving the purposes of the Business Improvement District.*

*Ex Officio: The Mayor of the City of Spearfish, with the approval of the Common Council of the City of Spearfish, may also appoint an interested individual, if one is available, who is not qualified to serve as a voting Board member as an ex-officio board member to serve, without the power to vote, as an advisor to the voting Board on matters involving the purposes of the Business Improvement District.*

**Powers of the board:**

The Board shall have any and all powers vested by South Dakota Law in a business improvement district board by South Dakota law, including but not limited to the powers listed in SDCL § 9-55.

**Sturgis**

Hotel and Motel Business Improvement District:

Established in 2017

**Population:**

7,056

**Boundaries:**

The Boundaries of the District shall consist of the following Zoning Districts, as shown on the official Zoning map of the City on file in the City Finance Office: GC-1, General Commercial District B. GC-2, Retail Commercial District C. GC-3, Single Family Residential / Office Commercial District D. HS-1, Highway Service.

Any bed and breakfast or similar use as described in subsection 26.03.06 below shall be exempt from any Occupancy Tax established by this Ordinance. Included within the District at the date of enactment are:

Best Western; Holiday Inn Express;  
Days Inn; Super 8; Junction Inn;  
South Pine Motel

**Purpose of the District:**

The Hotel and Motel Business Improvement District is established for the purpose of providing funding for a portion or all of the cost of future proposed public events, public activities, promotion of the District or other permitted uses as allowed by SDCL Chapter 9-55.

Any expenditures of the Hotel and Motel Business Improvement District funds shall be for events, public activities, beautification efforts, promotion of the District, economic development and other uses approved by SDCL 9-55-3. Funds collected from this assessment may not be used to directly promote or staff the annual Motorcycle Rally, nor may they be used solely for the benefit of an individual business within the City.

**Occupational Tax Imposed:**

\$2 per room per night

Hotel BID Funding Application

CVB Event Funding Program

**Budgeted Revenue** : 2021 = \$80,000; 2022 = \$80,000; 2023 = \$83,000; 2024 = \$83,000  
**Budgeted Expenditures** : Marketing, events and travel - 2021 = \$30,000; 2022 = \$45,000; 2023 = \$45,000; 2024 = \$48,000 State Digital Marketing - 2021 = \$50,000; 2022-2024 = 35,000

**Hotel and Motel BID Board:**

Composition (7 members):

The Board shall consist of all qualified owners or managers of Hotel or Motel property within the boundaries of the Hotel and Motel Business Improvement District.

**Powers of the board:**

The Hotel and Motel Business Improvement Board shall meet at least once per calendar quarter, and more frequently as necessary to fulfill its duties. The Board shall review any past activities, events or improvements which have received municipal funding and make an annual recommendation to the City Council for use of funds through an appropriation in the upcoming annual City budget. The Board shall meet at least twice between January 1 and May 31 of each calendar year to develop and prepare, in a format acceptable to the City Finance Office, its budget recommendation for the following year. The Board's recommendation shall be made no later than July 15 of each year. Any recommendations received after that time will be considered for the next following annual City budget.

The proportionate vote of a Board member shall be established at one vote for the first twenty-five lease rooms available to the public, and an additional vote for each portion of twenty-five additional available lease rooms at the qualified property. The vote allocation of the Board members shall be as follows:

Best Western - 55 (3 votes)

Days Inn 53 (3 votes)

Baymont Inn 84 (4 votes)

Super 8 58 (3 votes)

Stureis Motel 29 (1 vote)

Hotel Sturgis 22 (1 vote)

South Pine Motel 9 (1 vote)

**Vermillion**

**Business Improvement District #1:**

Established in 2014

**Population:**

12,108

**Boundaries:**

It shall be a noncontiguous district zoned with a commercial or business designation lying within the municipal limits of the city, specifically encompassing the following properties:

**Comments:**

Best Western

Super 8 Motel

Holiday Inn Express

Westside Inn

Prairie Inn

**Purpose of the District:**

BID #1 is created for the purpose of funding the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities benefitting the city and its hotels and motels located within the district.

**Occupational Tax Imposed:**

\$2 per room per night

**Revenue** : 2021 = \$66,342; 2022 = \$55,546; 2023 = \$58,394; 2024 thru May = \$21,732

**Expenditures** : Marketing - 2021 = \$65,015; 2022 = \$54,435; 2023 = \$57,226; 2024 budget = \$72,000

**BID #1 Board:**

**Composition (5 members):**

Hotelier

USD Athletic Director

Lawyer

Tractor Supply Company

Pizza Ranch

*Ex-Officio: City Council Liason and VCDC Liason*

**Powers of the board:**

The BID #1 Board of Directors will provide annual reports to the City Council. A board of directors is appointed by the City Council to make recommendations on the use of the funds. All expenditures must be approved by the City Council.

2021 - \$60,000 estimated revenue, which 98% goes to VCDC for marketing and 2% to the city for collecting.

2022 - \$70,000 estimated revenue, which 98% goes to VCDC for marketing and 2% to the city for collecting.

**Watertown**

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**WBID:**

Established in 2009

**Population:**

23,413

**Boundaries:**

The WBID excludes any bed and breakfast, and motel/hotel properties with less than twenty five (25) rooms; is a noncontiguous district which ends at the city limits, and includes the following properties:

**Comments:**

	Guest House
Ramkota	
Budget One	Hampton Inn
Country Inn & Suites	Holiday Inn Express
Days Inn	Travel Host
EconoLodge	Quality Inn
	Super 8

**Purpose of the District:**

The WBID is created for the purpose of funding events or activities for the promotion of visitor facilities, events, attractions and activities benefiting Watertown and its hotels and motels located within the WBID through the Watertown Convention and Visitors Bureau.

**Occupational Tax Imposed:**

\$2 per room per night

[WBID Fund Application Request](#)

**WBID Board:**

**Composition (5 members):**

Four Hoteliers

Redlin Art Center

*Ex-Officio: Mayor, Visit Watertown Executive Director, and Visit Watertown Director of Marketing & Business Development*

**Powers of the board:**

The mission of the Watertown Business Improvement District is to assist Visit Watertown in marketing and promoting the city of Watertown to increase the economic impact of the visitor/tourism industry by utilizing funds to maximize the length of stay in Watertown.

2023 & 2024 - \$40,000 to CVB for Advertisement

**Yankton**

Business Improvement District #1:

Established in 2013

**Population:**

15,697

**Boundaries:**

The boundaries of "the District" are the corporate limits of the City of Yankton. The businesses subject to the "Occupational Tax" are the following "business owners," all of which operate their businesses within the established non-contiguous business areas with common zoning designations and which are located within the corporate limits of the City of Yankton:

**Comments:**

Best Western Kelly Inn 121

Broadway Inn 37

Days Inn 46

Holiday Inn Express 58

Super 8 59

**Purpose of the District:**

The citizens of Yankton participate in many diverse activities that require the support of public facilities and infrastructure. Many people also visit Yankton to participate in a wide range of activities. There is a need for improvements to, the expansion of and/or new construction of said facilities and infrastructure. The facilities and infrastructure support events in Yankton that generate income for businesses that cater to visitors, including hotels, motels and lodging establishments. As a result, the City finds that there is a citywide need to fund a portion of the costs of creation, promotion and marketing of visitor facilities, events, attractions and activities which benefit the City and the hotels, motels and lodging establishments located in "the District." Eligible expenses may include payment for the costs of acquisition, construction, maintenance, operation and funding of public improvements, facilities for the enhancement, expansion, marketing and promotion of visitor facilities, events, attractions and activities.

**Occupational Tax Imposed:**

\$2 per room per night

**Revenue** : 2021 = \$135,988; 2022 = \$134,566; 2023 = \$147,172; 2024 estimated = \$115,977

**Expenditures** : Mt. Marty (THRIVE) - 2021 = \$109,528; 2022 = \$110,959; 2023 = \$124,523;

2024 estimated = \$110,800; 2025 adopted = \$124,470

[Yankton Thrive Grant Application](#)

**BID #1 Board:**

Composition (7 members):

Real Estate Agent

National Field Archery Association - Easton Archery Center

CEO First Dakota National Bank

Progressive Insurance

Three Hoteliers

*Ex-Officio: City Commission Representative*

**Powers of the board:**

N/A

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

<b>Meeting Date Requested:</b>	<input type="text" value="December 4, 2024"/>	<b>Requested By:</b>	<input type="text"/>
<b>Desired Action of City Council:</b>	<input type="text"/>		
<b>Amount Budgeted in current fiscal year for this item (if applicable):</b>	<input type="text"/>		
<b>Agenda Item:</b>	<input type="text" value="BID #4 Survey &amp; Results"/>		
<b>Explanation/Background of Agenda Item Requested:</b>	<input type="text"/>		

Date: October 21, 2024

To: "Hotel Representative"

Subject: City of Mitchell - Business Improvement District #4 Questionnaire

As you are aware, the City of Mitchell and local hotel owners have established the Business Improvement District #4 to include all hotels and motels within city limits of Mitchell, South Dakota that have at least 28 rooms for rent on a nightly basis (*not included: Budget Inn, CoachLight Motel, Corn Palace Inn, & Siesta Motel*). The purpose of the BID #4 is to attract visitors to the city to spend money at local businesses and stay overnight in Mitchell hotels. A BID #4 Board has been established and charged with the duty to make decisions on how that money may be best spent for the defined purpose of the BID #4. The two-dollar per room per night BID #4 tax should generate approximately \$340,000 per year. Since this is a self-imposed tax by the hotel owners the BID #4 Board members would like to ask that all members of the BID #4 complete the attached questionnaire to help give the BID #4 Board guidance on what your priorities are and how you would like the funds spent. Priority will always be given to conferences and events that generate room nights for the participating hotels. We value your input, and this is a great opportunity to voice your opinion and provide input on how this money should be spent. We would request that the questionnaire be filled out and returned by **no later than November 27<sup>th</sup>**. Thanks for your help and support in making the BID #4 a success!

## Questionnaire:

1. How should the revenue collected be used to attract conferences and events to Mitchell? (Circle one or more)
  - a. Direct Marketing and Promotion to attract people to Mitchell
  - b. New Capital Projects that would help build facilities to attract people to Mitchell
  - c. Capital Improvements to existing facilities to attract people to Mitchell
  - d. Repair and Maintenance of existing facilities to attract people to Mitchell
  
2. If you circled A, what approximate percentage of the total revenue should go to Direct Marketing and Promotion? (Circle One)
  - a. 20%
  - b. 40%
  - c. 60%
  - d. 80%
  - e. 100%
  
3. If you circled either B or C, what approximate percentage of the total revenue should go to Capital projects? (Circle one)
  - a. 20%
  - b. 40%
  - c. 60%
  - d. 80%

- e. 100%
4. If you circled D, what percentage of the total revenue should go to Repair and Maintenance of existing facilities? (Circle one)
- a. 20%
  - b. 40%
  - c. 60%
  - d. 80%
  - e. 100%
5. Should the funds be directed towards conferences and events during a certain time of the year? (Circle one or more)
- a. January - March
  - b. April – June
  - c. July – September
  - d. October – December
  - e. All Year Round
6. In today’s competitive environment many events and conferences require direct payments to help entice organizations to choose Mitchell as a host location. Do you support making this type of direct payment to groups or organizations to come to Mitchell?
- a. Yes
  - b. No
7. Once an organization or group recognizes a source of funds they tend to repeat their request year after year. Should priority be given to new or existing organizations?
- a. New Organizations
  - b. Existing Organizations
  - c. Combination of both with a limited number of repetitive years for the organization as determined by the BID Board
  - d. Combination of both with no limit on repetitive years granted
8. Do you have any other questions or concerns you would like to share concerning this BID #4 for hotel owners?

Please comment in space provided:

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

<b>Meeting Date Requested:</b>	<input type="text" value="December 4, 2024"/>	<b>Requested By:</b>	<input type="text"/>
<b>Desired Action of City Council:</b>	<input type="text"/>		
<b>Amount Budgeted in current fiscal year for this item (if applicable):</b>	<input type="text"/>		
<b>Agenda Item:</b>	<input type="text" value="Sports Tourism Index vs. Playeasy"/>		
<b>Explanation/Background of Agenda Item Requested:</b>	<input type="text"/>		

**Sports Tourism Index - Scout**

[Sports Tourism Index](#)

**Success Manager:**

Jay Boling  
[jay.boling@tempest.im](mailto:jay.boling@tempest.im)  
404-790-9054

**Benchmarking Tools:**

- \* *Destination Appeal* : Assess your area's allure for events
- \* *Facilities* : Score your venues and accommodations
- \* *Operational Excellence* : Measure your organizational infrastructure
- \* *Event Portfolio* : Rate your event diversity and quality

**Access Scout (RFP + Lead Generation):**

- \* *Year-Round Access* : Always on, always scouting, 365 days a year
- \* *Dynamic Database* : Regularly updated with the latest events and facilities
- \* *Enhanced Discovery* : Discover partnerships beyond traditional networking
- \* *Cost-Effective* : Save on business development with a single, efficient digital solution

**Sports Lead Gen - RFP Matchmaking:**

259 sports event organizers  
412 Destinations  
Approximately 1,519 RFPs generated (2024)

**Nearby Customers:**

Sioux Falls, SD - Starter  
Rapid City, SD - Starter  
Brookings, SD - Starter  
Lincoln, NE

**Starter + Advanced Subscriptions:**

(\$3,750 Annual)

**Starter:**

Index Score  
Competitive Set Benchmarking  
Destination Profile  
Facility Profiles  
Access to the Tempest Community  
Support

**Advanced:**

Everything included in **Starter**  
Onboarding  
Index Report  
Scout RFP Search  
Scout Rights Holder Search  
Scout Digital Matchmaking  
Weekly RFP Email Updates  
Economic Impact for Events  
IDSS CRM Integration

**Playeasy**

[Playeasy](#)

**Account Executive:**

Jake Hughes  
[jhughes@playeasy.com](mailto:jhughes@playeasy.com)  
508-948-8552

**In Class Solutions:**

- \* *Marketing Engine*
- \* *Sales Engine*
- \* *Event Experience Engine*
- \* *Data Engine*

**Marketing Engine:**

Destination Overview  
Facilities  
Hotels  
Attractions  
Local Deals  
Posts  
Events  
Search Engine Organization Indexing

**Community Collaboration:**

Weekly Upcoming Events Email  
Customizable Business Profile  
Directory of Upcoming Events  
Personalized Analytics Reports

**AI Tour Guide:** *Coming Early Q1 2025*

Up-to-Date Local Info  
Real-Time Hotel Data  
Deals & Discounts  
Conversational Insights  
Partner Referral Data  
Website Integration  
You're in Full Control

**Sports Lead Gen - RFP Matchmaking:**

690+ sports event organizers  
308 Destinations  
Currently 295 RFPs available - 104 match Mitchell, SD

**Nearby Customers:**

Sioux Falls, SD  
Rapid City, SD  
Omaha, NE  
Des Moines, IA  
Minnesota (8)  
Boise, ID  
Casper, WY

**Core Destination Subscription:**

(\$4,995 Annual - *Small Market Discount*) *Originally \$5,995 Annual*

**Marketing Engine**

Sales Engine  
Event Experience Engine  
Data Engine  
Community Collaboration

AI Tour Guide - *Coming Early Q1 2025*

**Sales Engine:**

Public RFP Marketplace  
Public RFP Matchmaking  
Private RFP Requests  
Direct Requests  
Economic Impact Estimates  
Event Organizer Prospecting  
Simpleview Lead Sync  
Lead Impact Reporting

**Event Experience Engine:**

Local Deals & Attractions  
Hotel Marketing & Booking  
Community Collaboration  
Website Integration  
Event Data Performance  
Event Microsites & Marketing

**Data Engine:**

Destination Overview  
Leads Overview  
Facilities Overview  
Partner Overview  
Event Performance  
Hotel Pick-up Reports  
Hotel Special Clicks  
Promotion Redemption



**tempest**

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The Power to Move People

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**City of Mitchell -  
Mitchell Sports & Events Authority  
Sports Tourism Index Proposal  
October 17, 2024**



**Prepared for: Mr. Aaron Hieb**

# Sports Tourism Index Success Manager

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**Jay Boling**

Client Success Analyst

[jay.boling@tempest.im](mailto:jay.boling@tempest.im)

(M): 404-790-9054



# Sports Tourism Index Overview

The Sports Tourism Index™ offers competitive benchmarking, digital matchmaking, and economic impact analysis for destination organizations and sports events rights holders.

## Benchmarking Tools:

- **Destination Appeal:** Assess your area's allure for events
- **Facilities:** Score your venues and accommodations
- **Operational Excellence:** Measure your organizational infrastructure
- **Event Portfolio:** Rate your event diversity and quality



# Access Scout (RFP + Lead Generation)

Leverage the insights from the Sports Tourism Index™ with Scout™, our data-driven platform that connects destinations with event organizers for optimal match-making.

- Year-Round Access: Always on, always scouting, 365 days a year.
- Dynamic Database: Regularly updated with the latest events and facilities.
- Enhanced Discovery: Discover partnerships beyond traditional networking.
- Cost-Effective: Save on business development with a single, efficient digital solution.



# Starter + Advanced Subscriptions

Starter	Advanced
<p>Free</p> <p><b>Discover Your Sports Tourism Potential</b> For destinations seeking insights into their strengths and opportunities, and understanding their competitive positioning.</p> <ul style="list-style-type: none"><li>• Index Score</li><li>• Competitive Set Benchmarking</li><li>• Destination Profile</li><li>• Facility Profiles</li><li>• Access to the Tempest Community</li><li>• Support</li></ul>	<p>\$3,750 Annual</p> <p><b>Maximize Your Sales Team's Potential</b> For destinations aiming to optimize their prospecting and sales activities alongside comprehensive index analysis.</p> <ul style="list-style-type: none"><li>• Everything included in <b>Starter</b></li><li>• Onboarding</li><li>• Index Report</li><li>• Scout™ RFP Search</li><li>• Scout™ Rights Holder Search</li><li>• Scout™ Digital Matchmaking</li><li>• Weekly RFP Email Updates</li><li>• Economic Impact for Events</li><li>• iDSS CRM Integration</li></ul>

# Advanced “All Access” Subscription Details

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## Sports Tourism Index All-Access Subscription Fee

### Recurring On An Ongoing Basis

\$3,750 annually

### Initial Term

The initial term of shall commence on upon signing of a Tempest Statement of Work (SOW) and shall continue until the conclusion of a period of one (1) years (the “Initial Subscription Period”) following the Go Live Date (the “Initial Term”).

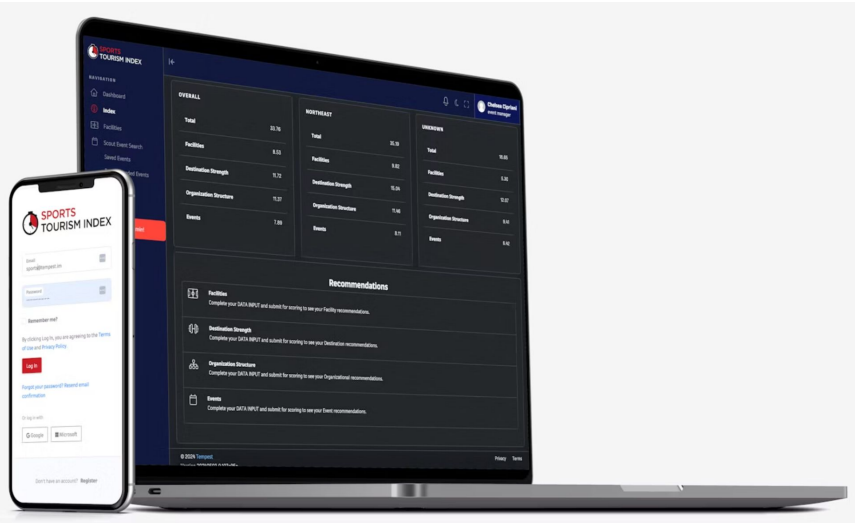


# Scope of Services - Sports Tourism Index

All-Access Sports Tourism Index Subscription

## Included Features of Sports Tourism Index

- Index Score
- Competitive Set Benchmarking
- Destination Profile
- Facility Profiles
- Access to the Tempest Community
- Index Report
- Scout™ RFP Search
- Scout™ Rights Holder Search
- Scout™ Digital Matchmaking
- Weekly RFP Email Updates
- Economic Impact for Events (Spend Calc)
- iDSS CRM Integration
- Onboarding from Sports Tourism Index Success Manager
- Support from Sports Tourism Index Success Team

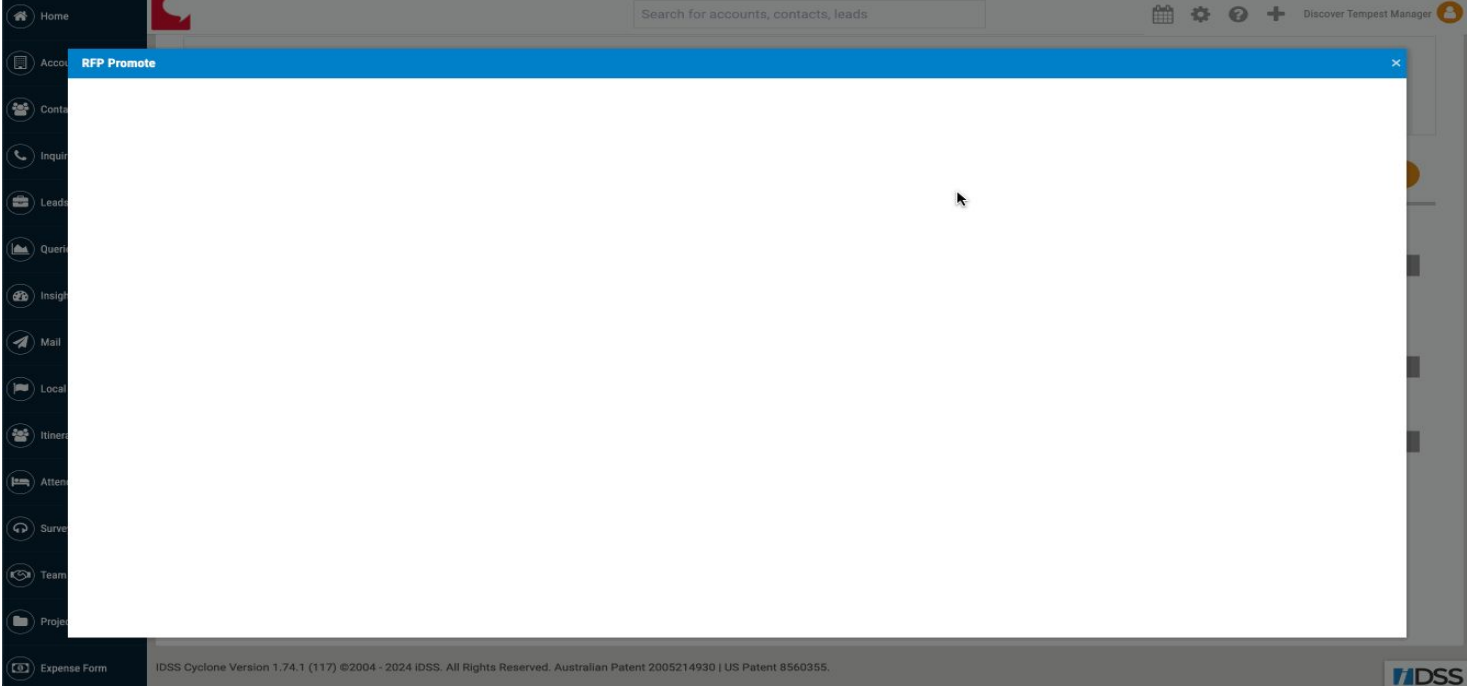


# iDSS/Scout Integration - Included in Subscription

The screenshot displays the iDSS/Scout integration dashboard. On the left is a dark sidebar with navigation options: Home, Accounts, Contacts, Inquiries, Leads, Queries & Reports, Insights, Mail, Local Events, Itineraries, Attend, Surveys, Team Activity, Projects, and Expense Form. The 'Leads' menu is expanded, showing sub-options: Lead Search, Lead Summary Search, Lead Create, Lead Calendar, Proposals, and Scout Leads. The main content area features a search bar at the top with the text 'Search for accounts, contacts, leads'. Below the search bar is a 'CUSTOMIZE YOUR DASHBOARD' button. The central part of the dashboard is titled '8 Queries' and contains a table with the following columns: Name, Owner, Department, Source, Last Updated, Active, and Action. The table lists eight queries, each with a 'RUN', 'EXPORT', and 'COPY' button. At the bottom right of the dashboard, there is a '1 - 8 of 8 items' indicator and the iDSS logo.

Name	Owner	Department	Source	Last Updated	Active	Action
<a href="#">Leads with upcoming Decision Date</a>	Discover Tempest Manager		Leads	2/22/2024 11:40 AM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Proposals with upcoming Decision Dates</a>	Discover Tempest Manager		Leads	9/12/2023 9:48 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Leads Example</a>	Discover Tempest Manager		Leads	9/12/2023 9:46 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Tradeshows</a>	Discover Tempest Manager		Team Activities	8/16/2023 1:45 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Lead Respond by Date</a>	Discover Tempest Manager		Leads	6/13/2023 1:07 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Account Query</a>	Discover Tempest Manager		Accounts	5/12/2023 10:48 AM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Leads Test</a>	Discover Tempest Manager		Leads	2/16/2023 2:10 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>
<a href="#">Accounts</a>	Discover Tempest Manager		Accounts	1/19/2023 3:22 PM	✓	<a href="#">RUN</a> <a href="#">EXPORT</a> <a href="#">COPY</a>

# iDSS/Scout Integration



**Please Email  
jay.boling@tempest.im with any  
questions**

**[www.sportstourismindex.com](http://www.sportstourismindex.com)**

**Thank you for your consideration!**



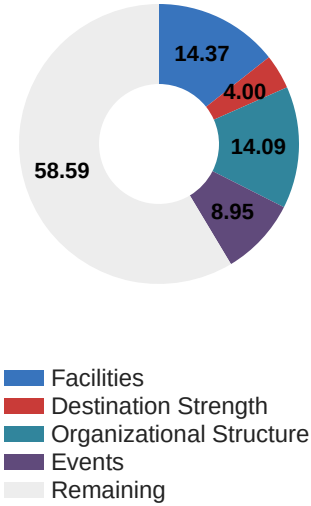
FINAL SCORE

**41.41**

**SPORTS TOURISM INDEX REPORT**

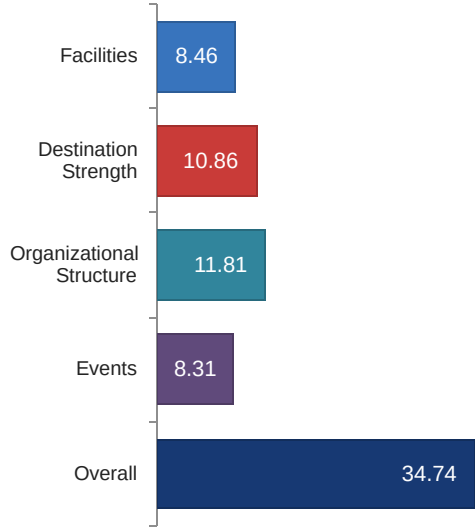
**Market Size:** Under 500k  
**Organization Type:** DMO (CVB/Sports Commission)  
**Geographic Region:** Midwest  
**Sports Budget:** 300,001-400,000

**SCORE BREAKDOWN**



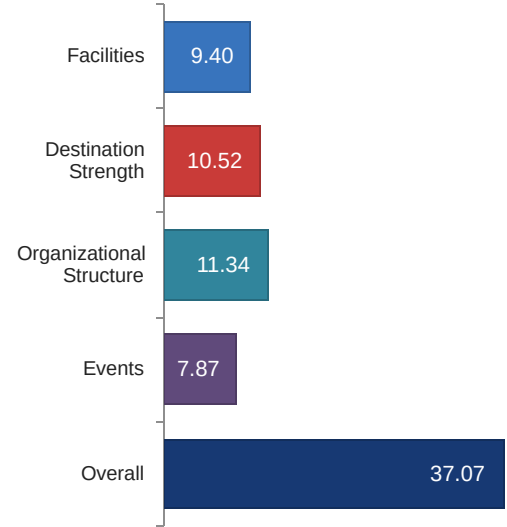
**AVERAGE SCORES**

Midwest



**AVERAGE SCORES**

Under500K



**RECOMMENDATIONS**

**Facilities**

Your destination likely has an average inventory of participant focused facilities with some meeting the standards necessary to host local and regional events and a moderately effective supply of spectator focused venues. Future focus should be on working with community leaders to enhance your venue "tool kit" and to develop new facilities in concert with your local stakeholders such as parks and recreation, cities, counties, and academic institutions.

**Destination Strength**

Your destination has access challenges that are likely tied to limited air service and a small population within a day's drive. In addition, it is likely that there is a limited number of usable hotel rooms to support larger regional and national events. Lastly, local transportation may also be limited.

**Organizational Structure**

Your organization has a good number of dedicated staff and a budget that is adequate for attracting and hosting select events. Sports tourism organizations at this level generally have some community support through their boards, advisory groups, and community stakeholders at large. Most often this community support comes through a select few individuals. Growing the organization's influence in the community will depend on expanding the number and reach of its stakeholders over time.

**Events**

Your organization hosts an average number of bid-in events, may create and/or owns a handful of its own championships, and services some events at a basic level. Organizations that score well in this area likely have the ability to work with their local promoters to create new tourism driving events and/or grow their current properties year over year. There is likely an opportunity for organizations in this category to enhance their efforts in servicing events in order to strengthen renewal rates in the future.

INDUSTRY AVERAGES REPORT

Overall Scores ^

	Your Score	Average Score	Difference
Facilities	14.37	8.43	5.93
Destination Strength	4.00	11.64	-7.64
Organizational Structure	14.09	11.06	3.03
Events	8.95	7.80	1.15
<b>Overall</b>	<b>41.41</b>	<b>33.00</b>	<b>8.41</b>

Facilities Breakdown

Participant-Based	Your Score	Average Score	Difference
Golf Course	3.85	3.52	0.33
Bowling	3.50	3.62	-0.12
Disc Golf Course	3.35	3.37	-0.02
Outdoor Track	3.10	3.23	-0.13
Ice	3.02	2.92	0.11
Convention Center	1.20	2.06	-0.86

Spectator-Based	Your Score	Average Score	Difference
Theater	2.90	3.38	-0.48
Theater	2.20	3.38	-1.18
Arena	2.00	2.72	-0.72
	-	-	-
	-	-	-

Destination Strength

	Your Score	Average Score	Difference
Tourism Drivers ^	1.00	2.93	-1.93
Hotels *	1.00	1.05	-0.05
Destination Accessibility *	1.00	1.94	-0.94

Organizational Structure \*

	Your Score	Average Score	Difference
Sports Staff	0.50	0.39	0.11
Grant Program	5.00	1.95	3.05
Board & Advisory	1.58	0.50	1.08

Sporting Events

Number on an annual basis	Your Answer	Average Answer	Difference
Local Events	29	23	6
Bid-In Events Hosted	3	8	-5
Local Events	25	27	-2

\* Max score of 5  
 ^ Max score of 10  
 ^ Max score of 25



**Key Benefits include:**

Advanced search (facilities, events), faster, keyword search, more parameters

Improved scoring algorithms

Improved facility management (facility - space)

Improved event management (profiles, events)

Dynamic reporting and scoring

Team management (adding multiple users to your DMO profile)



**Key Benefits include:**

Tracking the economic impact and data on where visitors are going, etc.

Setting up event-based hotels for different types of events to capture more hotel bookings

Optimizing your sports website to increase traffic and engagement

Engaging your community's businesses and communicating the value your sports events bring them

Understanding your marketing reach to event attendees and sports planners

Generating Sports event Leads from 680+ sports planners

Collaborating with your local parks & rec and local facility partners to streamline communication

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

**Meeting Date Requested:**  **Requested By:**

**Desired Action of City Council:**

**Amount Budgeted in current fiscal year for this item (if applicable):**

**Agenda Item:**

**Explanation/Background of Agenda Item Requested:**

# CITY OF MITCHELL

City Council Meeting  
Agenda Item Request



The deadline for agenda items is Wednesday at noon, prior to the City Council Meeting

<b>Meeting Date Requested:</b>	<input type="text" value="December 4, 2024"/>	<b>Requested By:</b>	<input type="text"/>
<b>Desired Action of City Council:</b>	<input type="text"/>		
<b>Amount Budgeted in current fiscal year for this item (if applicable):</b>	<input type="text"/>		
<b>Agenda Item:</b>	<input type="text" value="Determine Next Meeting Date"/>		
<b>Explanation/Background of Agenda Item Requested:</b>	<input type="text"/>		