



CITY OF BEND

Minutes

Bend Economic Development Advisory Board (BEDAB)

Monday, May 15, 2023

Hybrid Meeting: Council Chambers or via Zoom

Noon **BEDAB Meeting**

Roll Call: Briana Manfrass-Chair, Keith Dodge-Vice Chair, Brenda Speirs, Gary North, Jeremy Agraz, Kevin Cole, Kelly Kearsley, Tierney Booker, Travis Davis

Jim Sansburn, Sue Meyer, Kevney Dugan, Don Myll- Ex Officio

Councilor Perkins-Council Liaison

1. **Public Input**

None.

2. **Review April 17 Meeting Minutes**

Kevin Cole made motion to approve April 17,2023 minutes; Travis Davis seconded.

Unanimously approved.

3. **Visit Bend Business Plan-First Review | Kevney Dugan and Nate Wyeth**

BEDAB's role in the contract with Visit Bend is to provide a level of fiscal oversight of the annual business plan before it goes to Council.

The Visit Bend Business Plan is presented and reviewed. Report can be viewed [here](#).

Visit Bend will go before Council on June 7 for review and approval.

Committee comments/questions: Are you seeing a decline in TRT revenues right now or is this the decline forecasted for FY starting July 1,2-23?

- Yes, we've seen a decline, March specifically goes down 15.9% every year, but since October/November a 10% decline in total collections. We are starting to see things come back to a year over year balance. We are optimistic that going into summer it will get stronger especially with the robust concert series and some other indicators.

Is it a decline in the number of room nights or in the average daily rate and the number of new rooms coming on?

- ADR has stayed strong this had to do with the demand in occupancy percents. It has been less visitors. It has been a volume thing not so much an ADR.

How are we fairing compared to other destinations/visitations?

- Not dissimilar to other mountain town destinations, most seeing a 10 to 15% decrease. We need to find where that baseline is and go from there. We may be

looking at a flat year moving forward against last year.

What type of demographic information are you able to collect on visitors?

- We have data sources that allow us to dive into different markets on where folks are coming from, such as folks from the Bay area have a much higher household income than do folks from Portland or Seattle.

4. Business Advocacy Budget & Business Registration Fee | Ben Hemson

Three work products came out of this program:

- The work of the Business Advocate.
- The work of Don Myll and Deanne Buck, as part of the Bend area program, with EDCO.
- The data we generate from the business registration process itself.

New organizational chart under Economic Development division is presented.

- New Economic Development Manager Ben Hemson to start May 25th.
- Business Advocate role to be backfilled.

Reviewed and discussed 2023-2025 Biennial Budget by Fund & Department

Budget breakdown and Key Changes slides is presented:

- Increase in Business Registration fees and breakdown of where these fees go.
 - \$35.00 Fee increase both for new and renewed business registrations.

Per Employee fee discussion ensued. Travis suggested getting better data, so that BEDAB could consider a “per employee fee,” with next fee increase.

5. EDCO Funding Request & Scope of Work | Don Myll and Jon Stark

EDCO Budget Review 24-25 Biennium overview PowerPoint is presented.

The budget is slated to go to council June 21, 2023

Funding sources are made up of public contracts, private sector memberships and event revenue.

Motion-I

Travis Davis, BEDAB Member, “I move that we recommend to Council that EDCO’s budget be adopted.

Keith Dodge-Seconded.

Unanimously approved.

Motion-II

Travis Davis, BEDAB Member, “I move that we recommend to Council the Bend business advocacy budget be approved and to look at a per employee fee for Business Registrations.”

Keith Dodge-Seconded.

Unanimously approved.

6. Roundtable | Group

Tabled

7. Adjourn 2:05pm

For a recording of this meeting, click on the link below:

[May 15,2023](#)

Upcoming Meetings:

May 17: City Council Meeting | Council Chambers, 5 p.m. | Council Goals-Draft Performance Metrics

May 22 & 23: Budget Committee Meetings | Council Chambers, 4 p.m.