

AGENDA  
ADVERTISING AND PROMOTION COMMISSION

December 9, 2013

2:00 p.m.

Fayetteville Town Center

- I. Call to Order – Ching Mong
- II. Reports
  - A. Approval of minutes for November
  - B. Financial Report
    - 1. HMR Revenues – Marilyn Heifner
    - 2. Financial Statements – Jerri Kuburich
    - 3. Update from City Attorney re: delinquent tax collection efforts – Kit Williams
  - C. Departmental Reports
    - 1. Clinton House Museum
    - 2. Convention and Visitors Bureau
    - 3. Town Center
    - 4. Executive Director
- III. Old Business
  - 1. Special Funding Requests
- IV. New Business
  - 1. Approval of 2014 budget for Town Center
- V. Adjourn

**ADVERTISING AND PROMOTION COMMISSION  
REGULAR MEETING  
November 11, 2013**

**Commissioners Present: Ching Mong, Matt Behrend, Bobby Ferrell, Tim Freeman, Matthew Petty, Justin Tennant, and Hannah Withers**

**Commissioner Absent: None**

**Staff Present: Marilyn Heifner**

**COMMITTEE AS A WHOLE**

The Commission met as a Committee of the Whole at 1 p.m. to discuss funding for special project requests. That Committee meeting was adjourned at 3:15 p.m.

It was the consensus of the Commission to have a discussion in 2014 on clarifying the funding application, multiyear funding, and the eligibility process.

It was also the consensus that Commission will consider the applicants who have provided full financial disclosure and that others will be given 2 weeks to provide operational budget to comply with application properly.

Ferrell requested a list of organizations that have received funding in the past.

**CALL TO ORDER**

Ching Mong called the regular monthly meeting of the Fayetteville Advertising and Promotion Commission to order on October 14 at 3:28 p.m.

**APPROVAL OF THE BUDGETS**

Moved by Mong, second by Withers to approve the 2014 budgets for the Clinton House Museum, the CVB, and the A & P Commission. Motion carried.

**SPECIAL PROJECT FUNDING**

Moved by Farrell, second by Tennant to approve the following requests for special project funding in 2014:

Arts Live Theatre	\$2,500
Ales and Tails	5,000
Blues in the Natural State	10,000
Chilirhea	5,250
Clicks Creative App	0
Committee for Mardi Gras	2,600
Community Creative Center	14,130
Fayetteville Roots Festival	30,000
Fayetteville Underground	40,000
Freedom Fireworks	15,000 (additional \$5,000 if matched)
NWA Juggling Festival	3,000
NWA TechFest	1,700
Primal Challenge	4,500
Renaissance and Fantasy Faire	4,000

TheatreSquared	28,000
UA Drama Spiritual Awakenings	1,000
Total - \$166,680	

The following requestors will be considered at the December meeting. The Commission requested full financial disclosure regarding their requests.

- Fayetteville Foam Fest
- Golden Age Games
- Iron Pig Festival
- Joe Martin Grand Fondo
- Joe Martin Stage Race
- NC Women's Gymnastics Regionals
- NCAA Regional Baseball
- NCAA Track Prelims
- TriSport Kid's Triathlon
- Tri State Volleyball Challenge
- Weekend of Champions

#### **FINANCIAL STATEMENTS AND DEPARTMENTAL REPORTS**

Financials and departmental reports were included in the Commissioners packets. No action was taken on them.

#### **OLD BUSINESS**

None

#### **NEW BUSINESS**

None

There being no further business, the meeting adjourned.

Respectfully submitted,

Marilyn Heifner  
Executive Director, Fayetteville A & P Commission

City of Fayetteville, Arkansas  
 Monthly HMR Tax Collections 2010-2013

	2010 Total HMR Taxes	2011 Total HMR Taxes	2011 Change Over Prior Year	2012 Total HMR Taxes	2012 Change Over Prior Year	2013 Total HMR Taxes	2013 Change Over Prior Year
January	\$166,645	\$179,546	7.74%	\$205,939	14.70%	211,138	2.52%
February	\$143,940	\$158,037	9.80%	\$178,289	12.81%	187,562	5.20%
March	\$172,662	\$169,093	-2.06%	\$201,015	18.88%	213,526	6.22%
April	\$187,730	\$187,976	0.00%	\$217,840	15.89%	228,865	5.06%
May	\$185,096	\$188,149	1.65%	\$203,966	8.41%	228,289	11.93%
June	\$184,371	\$205,700	11.57%	\$222,062	7.95%	218,829	-1.45%
July	\$196,323	\$205,438	4.60%	\$214,750	4.53%	227,971	5.79%
August	\$180,741	\$189,839	5.03%	\$202,624	6.73%	206,873	2.10%
September	\$184,471	\$195,427	5.94%	\$215,653	10.35%	226,103	4.85%
October	\$195,169	\$214,713	10.01%	\$241,017	12.25%	243,129	0.01%
November	\$213,494	\$203,529	-4.67%	\$210,335	3.34%	231,456	10.04%
December	\$171,511	\$202,027	17.79%	\$208,518	3.21%		
<b>Total</b>	<b>\$ 2,182,155</b>	<b>2,299,473</b>	<b>5.38%</b>	<b>2,522,008</b>	<b>9.68%</b>	<b>2,423,741</b>	<b>4.77%</b>

Fayetteville A P Commission
Statement of Budget, Revenue Expense
January - November 2013

Table with columns for Department, Fiscal Year (2013, 2012 YTD), and various budget/actual metrics. Rows include categories like Ordinary Income, Cost of Goods Sold, Gross Profit, Expenses, and Net Ordinary Income.

**Fayetteville A & P Commission**  
**Balance Sheet**  
 As of November 30, 2013

	Nov 30, 13
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
09500 · Cash	
10000 · CVB Cash in Register	100.00
10100 · CHM Cash In Register	100.00
10200 · Arvest A&P General #4856	2,828.50
10300 · 1st Security A&P General #8714	499,732.33
10400 · 1st Security Fayetteville TC	131,024.06
10500 · 1st Security Clinton House	18,434.78
10600 · 1st Security CVB # 8730	9,452.44
10700 · Arvest Payroll Account #4636	11,298.66
<b>Total 09500 · Cash</b>	672,970.77
<b>Total Checking/Savings</b>	672,970.77
<b>Other Current Assets</b>	
11400 · Due From Other Funds	42,076.09
11500 · Prepaid Expenses	701.30
13000 · Investments	
13100 · Investment Adj. to Market	2,824.97
13000 · Investments - Other	1,797,895.09
<b>Total 13000 · Investments</b>	1,800,720.06
<b>Total Other Current Assets</b>	1,843,497.45
<b>Total Current Assets</b>	2,516,468.22
<b>Other Assets</b>	
14500 · Capital Assets	
15000 · Furniture and Fixtures	34,550.01
15100 · Equipment	119,632.20
15500 · CVB Building	930,569.02
15510 · CVB Land	198,621.00
15600 · Building Additions	438,747.15
17300 · Accumulated Depreciation	-401,680.75
<b>Total 14500 · Capital Assets</b>	1,320,438.63
<b>Total Other Assets</b>	1,320,438.63
<b>TOTAL ASSETS</b>	<b>3,836,906.85</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
23002 · Colonial Life& Acc Ins. Payabl	227.77
24000 · Payroll Liabilities	5,809.19
24500 · Due to Other Funds	4,626.12
<b>Total Other Current Liabilities</b>	10,663.08
<b>Total Current Liabilities</b>	10,663.08
<b>Total Liabilities</b>	10,663.08
<b>Equity</b>	
32000 · Unrestricted Net Assets	225,460.65
39005 · Fund Balance	4,047,133.81
Net Income	-446,350.69
<b>Total Equity</b>	3,826,243.77
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,836,906.85</b>

Advertising and Promotion Commission  
For month of **November 2013**

Current Year HMR Collected (2120.0912.4101.00)	\$	231,305.89
Prior Year Collected (2120.0912.4101.01)	\$	150.00
First Security Investment Interest Revenue (2120.0912.4708.00)	\$	566.38
Total Revenues	\$	232,022.27
Annual Bond Audit Expense (2120.9120.7602.60)	\$	-
Collection Expense (2120.9120.5333.00)	\$	(4,629.12)
Bank of OK Quarterly Fee (2120.9120.5712.00)	\$	-
Town Center Bond Payment (2120.9120.5712.00)	\$	(55,801.58)
2012 Property Taxes on Town Center (2120.9120.7602.60)	\$	-
Total Expenses	\$	(60,430.70)
<b>Total Check to A&amp;P</b>	<b>\$</b>	<b>171,591.57</b>

*~ This report represents HMR collections through the end of the month.  
These figures may include past due amounts.*

# CLINTON HOUSE MUSEUM

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## MONTHLY REPORT

NOVEMBER 2013

The Clinton House Museum had a total of 169 visitors in November.

## MUSEUM EVENTS:

October 8<sup>th</sup> – GROUP TOUR – Girl Scout Troop #201 (12 visitors)

October 16<sup>th</sup> – GROUP TOUR – (30 visitors)

Phase One began of interior restoration of the House. This includes repair of plaster walls, painting of ceilings/walls/trim, and kitchen restoration. Cost of the project is fully funded by procurement of a Small Museums Operating Grant from the Arkansas Humanities Council. Restoration will be completed by the end of December.

The Museum received an oil painting depicting the face of Hillary Clinton in the style of American pop artist Roy Lichtenstein. . The 48"x48" canvas is hand painted acrylic in blue and black, and was donated for auction by the Arkansas Democratic Hispanic Caucus □ Demócratas Unidos to raise funds for candidate support and voter protection efforts in 2014. The auction coincided with Hillary's birthday on October 26<sup>th</sup>. The artist is a 15-yr old high school student from Little Rock. The artwork will be displayed in the Museum upon completion of the interior restoration.





## Fayetteville Visitor Center - 2013 Sales & Visitor Count

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
<b>Sales Totals</b>	\$996.00	\$1,564.16	\$2,073.39	\$3,131.23	\$4,493.52	\$4,584.80	\$4,029.94	\$5,587.10	\$4,760.32	\$3,293.56	\$2,548.72	
<b>2012 Totals</b>	\$1,863.93	\$4,548.24	\$4,516.75	\$5,115.91	\$8,605.52	\$7,445.15	\$6,500.47	\$5,994.26	\$4,466.88	\$4,551.39	\$3,781.01	\$6,434.56
<b>% Change from 2011</b>	-46.6%	-65.6%	-54.1%	-38.8%	-47.8%	-38.4%	-38.0%	-6.8%	6.6%	-27.6%	-32.6%	-100.0%

<b>Visitor Count</b>	614	831	1169	1229	1,587	1778	1660	2052	1430	1698	875	
<b>2012 Totals</b>	686	1041	1513	1570	1898	2271	1684	1853	1359	1111	805	1026
<b>% Change from 2011</b>	-10.50%	-20.17%	-22.74%	-21.72%	-16.39%	-21.71%	-1.43%	10.74%	5.22%	52.84%	8.70%	-100.00%

2012 Totals		2013 Totals	
Sales	\$63,824.07	Sales	\$37,062.74
Visitors	16817	Visitors	14,923

*% Change = divide the difference between the two numbers by the 2012 number then move the decimal two spaces right*

<b>2012 monthly sales average=</b>	<b>\$5,318.67</b>
<b>2012 monthly visitor average=</b>	<b>1401</b>
<b>2012 sales per visitor =</b>	<b>\$3.80</b>

<b>2013 monthly sales average=</b>	<b>\$3,706.27</b>
<b>2013 monthly visitor average</b>	<b>1492</b>
<b>2013 sales per visitor =</b>	<b>\$2.48</b>

### Completions by Meeting Date

November 2013	Rep	Meeting Dates	Completion	Attend	Peak	Block Pickup	\$ Value
Fayetteville Disc Association	MARLO	11/02/2013		1,000	50	50	\$247,060
Harvest Moon Ultimate Classic HQ: Multiple Hotels		11/03/2013				0	
Are We There Yet?	JULIE	11/06/2013 11/08/2013		50			\$18,530
Hispanic Caucus Fall Conference HQ: Chancellor Hotel	HAZEL	11/15/2013 11/16/2013		150	25	25 0	\$37,059
<b>Total for November</b>		<b>3 Groups</b>				<b>Blocked Picked Up % Picked Up</b>	<b>75 0 0.00%</b>
<b>Total for 2013</b>		<b>3 Groups</b>				<b>Blocked Picked Up % Picked Up</b>	<b>75 0 0.00%</b>

## Definite Bookings By Booking Date

### November 2013

	Meeting Dates	Attnd	Peak	Rooms	\$ Value
Ozark Juniors Volleyball Club 2K Tournament	01/11/2014 01/12/2014	1,500	200	200	370,590
Ozark Juniors Volleyball Club Natalie Jones Memorial Tournament	02/22/2014 02/23/2014	1,500	250	250	370,590
Hogeye Marathon & Relays Hogeye Marathon	03/29/2014 03/30/2014	2,000	100	100	494,120
Ozark Juniors Volleyball Club Ozark Invitational	03/29/2014 03/30/2014	2,500	600	600	617,650
Primal Challenge	04/19/2014 04/19/2014	1,000	50	50	123,530
All Sports Productions Joe Martin Stage Race	04/24/2014 04/27/2014	1,500	150	450	741,180
R&J Tours	04/29/2014 04/29/2014	45	0	0	5,559
B.E.S.T Baseball Hawg Showcase	06/16/2014 06/22/2014	2,500	350	2,100	2,161,775
<b>Sub-Total for November</b>	<b>8 Meetings</b>	<b>12,545</b>		<b>3,750</b>	<b>\$4,884,994</b>
<b>GRAND TOTAL</b>	<b>8 Meetings</b>	<b>12,545</b>		<b>3,750</b>	<b>\$4,884,994</b>

# *Inquiries By Source*

**From: 11/1/2013 To: 11/30/2013**

**Showing: all records**

<i>Source</i>	<i>Inquiries</i>	<i>\$/Inquiry</i>
<<None Specified>>	727	\$0.00
@ Website	229	\$0.00
Midwest Living	291	\$0.00
Southern Living	11	\$0.00
Travel Guides Free	44	\$0.00
UA - Football	1	\$0.00
UA Graduate School	106	\$0.00
	<b>1,409</b>	

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## **Fayetteville Convention & Visitors Bureau**

21 S. Block ~ Fayetteville, AR 72701

Phone: (800) 766-4626, (479) 521-5776 ~ Fax: (479) 571-4731 ~ info@experiencefayetteville.com ~ Web:  
www.experiencefayetteville.com

# *Inquiries by State/Country*

*From: 11/1/2013 To: 11/30/2013*

*Showing: all records*

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<i>State/Country</i>	<i>Inquiries</i>
Alabama	6
Alberta	1
Arizona	12
Arkansas	59
California	11
Colorado	13
Connecticut	2
Florida	12
Georgia	2
Idaho	3
Illinois	53
Indiana	34
Iowa	24
Kansas	12
Kentucky	8
Louisiana	10
Massachusetts	4
Michigan	49
Minnesota	29
Mississippi	8
Missouri	50
Nebraska	19
Nevada	1
New Hampshire	1
New Jersey	1
New Mexico	1
New York	4
None Entered	884
North Carolina	6
North Dakota	3
Ohio	29
Oklahoma	16
Oregon	2

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***Total: 1,369***

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<b>Pennsylvania</b>	<b>2</b>
<b>Quebec</b>	<b>1</b>
<b>South Carolina</b>	<b>9</b>
<b>South Dakota</b>	<b>2</b>
<b>Tennessee</b>	<b>6</b>
<b>Texas</b>	<b>32</b>
<b>Utah</b>	<b>1</b>
<b>Vermont</b>	<b>1</b>
<b>Virginia</b>	<b>2</b>
<b>Washington</b>	<b>2</b>
<b>West Virginia</b>	<b>1</b>
<b>Wisconsin</b>	<b>38</b>

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***Total: 1,466***

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# Fayetteville Town Center, Manager's Activity Report

November 1, 2013 – November 30, 2013

## Sales:

	November 2012 (base)	November 2013	Month % Change	YTD 2012	YTD 2013	YTD % Change
Sales (# returned contracts by log date – GL)	26	15	(42%)	160	148	(7.5%)
Complete Events (Paid/Sponsored)	17	15	(11%)	217	204	(6%)
Sales (\$ returned contracts by log date – GL)	\$50,295.00	\$28,725.00	(43%)	\$304,821.61	\$314,837.88	3%
Collections (\$ - Payment Log)	\$39,208.20	\$36,271.40	(7%)	\$367,015.92	\$393,813.98	7%
Executed Contracts	\$46,495.00	\$19,850.00	(57%)	\$348,715.00	\$323,805.00	(7%)
Average per event (\$ Sales / # Sales)	\$1,934.42	\$1,915.00	(1%)	\$1,905.14	\$2,127.28	12%

## Operations Items:

- General building maintenance and repairs.

## Sales

Executed	Event Date	Client	Room
1	Sunday, November 10, 2013	NWA Veteran's Day Association	Dogwood-Mockingbird
2	Wednesday, March 05, 2014	American Society of Civil Engineers	Dogwood-Mockingbird
3	Wednesday, January 29, 2014	Haas Hall Academy	Dogwood-Mockingbird
4	Saturday, July 26, 2014	Zanetta Browning	Dogwood
5	Saturday, July 26, 2014	Kelli & Karen Baguley	Ozark
6	Wednesday, December 18, 2013	Joe Giles (BBB)	Dogwood
7	Friday, December 06, 2013	Edward Jones	Dogwood
8	Tuesday, February 18, 2014	Arvest Bank	Mockingbird
9	Thursday, April 24, 2014	WCOB	Ozark
10	2/7/2014 & 2/8/2014	(Amber Scott) Chilirhea	Razorback
11	Saturday, December 27, 2014	Carlton Efurd	Ozark
12	Thursday, February 06, 2014	Arvest Bank	Dogwood

## Coordination

Tri- Delta Centennial	UA Tri- Delta alumni hosted their Centennial in celebration of 100 years of Sisterhood.
The March of Dimes	A fundraiser to help moms have full- term pregnancies and healthy babies.
Veteran's Day Concert	The Veterans Day celebration continued at the Town Center after the parade to listen to 'Singing Men of Arkansas'.
NWA Center for Equality Ball	Tickets were sold in advance, at the door, as well as, VIP tables to raise money for the NWA Center for Equality.
Hispanic Caucus	The Democratic Hispanic Caucus of Northwest Arkansas invited democrats to gather for a day of speakers.
Taste of Africa	The University of Arkansas African student Organization hosts the 'Taste of Africa' event every year to share their cultural food, entertainment, and stories.
Local Trade Partners	The Local Trade Partners Holiday Trade Expo was hosted at the Town Center for those members to conveniently use their Trade Bucks.
Theatre Squared	Theatre Squared hosted their 'Gala for Education' in order to raise and support the Education outreach programs.
VA Training	
Seward Reception	The Seward Reception shared their special night with the Lighting of the Ozarks.

## Event List:

- |   |  |
|---|--|
| <input type="checkbox"/> November 1 – Tri Delta Banquet         | <input type="checkbox"/> November 16 – Hispanic Caucus Meeting |
| <input type="checkbox"/> November 4 – AOP Meeting               | <input type="checkbox"/> November 17 – UA Taste of Africa      |
| <input type="checkbox"/> November 7 – March of Dimes            | <input type="checkbox"/> November 18 – Ozarks Electric         |
| <input type="checkbox"/> November 8 – Artist of NW AR Reception | <input type="checkbox"/> November 19 – Local trade Partners    |
| <input type="checkbox"/> November 10 – Veterans Day Concert     | <input type="checkbox"/> November 20 – VA Training             |
| <input type="checkbox"/> November 12 – Forgotten Song Banquet   | <input type="checkbox"/> November 21 – Theatre Squared Banquet |
| <input type="checkbox"/> November 14 – VA Training              | <input type="checkbox"/> November 23 – Seward Reception        |
| <input type="checkbox"/> November 15 – NWA Center for Equality  |  |

## Event Breakdown

Social – 13%

Non-profit – 28 %

UA – 13%

Community – 13%

Corporate – 33%

Fayetteville Advertising and Promotion Commission Funding 2009-2013 by category.						Attendance	Economic Impact
	2009 Recd.	2010 Recd.	2011 Recd.	2012 Recd	2013 Recd	Total	
<b>Local Festivals &amp; Events</b>							
101 Runners Mardi Gras Indian Funk Band Committee for Mardi Gras		\$ 2,000	\$ 4,000			\$ 4,000	2000
Dig In! Food and Farming Festival					\$ 3,000	\$ 3,000	
Earth Day Festival				\$ 2,000	\$ 2,000	\$ 4,000	
Fayetteville Earth Day Festival			\$ 2,600			\$ 2,600	
Fayetteville Foam Fest				\$ 6,500	\$ 5,100	\$ 11,600	
Fayetteville Forward Green Economy Group				\$ 1,000		\$ 1,000	
Fayetteville Freedom Fireworks				\$ 15,000		\$ 15,000	
First Night	\$ 3,000					\$ 3,000	
Freedom Fireworks - UpTown				\$ 15,000	\$ 15,000	\$ 30,000	
Harvest Food Festival			\$ 2,000			\$ 2,000	
Last Night			\$ 7,000	\$ 7,000	\$ 20,000	\$ 34,000	
Men's Expo				\$ 500		\$ 500	
Merry Little Christmas - Mt.. Sequoyah					\$ 3,000	\$ 3,000	
Northwest Arkansas Cheese Dip Festival			\$ 3,800			\$ 3,800	
Northwest Arkansas Men's Expo					\$ 500	\$ 500	
Ozark Harvest Food Festival	\$ 4,000					\$ 4,000	
Premier/Gala for "Up Among the Hills"				\$ 20,000		\$ 20,000	
Puppets in the Park	\$ 1,000			\$ 1,000	\$ 2,500	\$ 4,500	
Renaissance and Fantasy Faire of the Ozarks				\$ 2,000		\$ 2,000	
RockIT Music Week			\$ 14,000	\$ 7,000		\$ 21,000	
Story of Fayetteville Documentary Film			\$ 15,000			\$ 15,000	
The Little Craft Show				\$ 1,500	\$ 3,700	\$ 5,200	
Word Camp			\$ 1,000	\$ 1,000	\$ 500	\$ 2,500	
						\$ 194,200	
<b>Arts</b>							
540 Film Festival	\$ 8,000	\$ 5,000				\$ 13,000	
AMP (Ark. Music Pavillion)			\$ 5,000			\$ 5,000	
Artist's Laboratory Theatre			\$ 1,500			\$ 1,500	
Artosphere - Walton Arts Center				\$ 15,000		\$ 15,000	
Arts Live	\$ 1,000	\$ 1,000	\$ 1,000	\$ 2,000	\$ 2,000	\$ 6,000	
Blues in the Natural State (Ozark Blues Soc.)					\$ 4,000	\$ 4,000	
Community Creative Center			\$ 3,000	\$ 5,000	\$ 5,000	\$ 13,000	
Fayetteville Art Alliance				\$ 55,000		\$ 55,000	
Fayetteville Roots Festival			\$ 5,000	\$ 20,000	\$ 30,000	\$ 55,000	
Fayetteville Underground	\$ 10,000	\$ 3,000	\$ 55,000	\$ 40,000		\$ 108,000	
International Fulbright Concerto Competition			\$ 25,000			\$ 25,000	
Mural Fund			\$ 5,000	\$ 5,000		\$ 10,000	
Seedling Film Association Offshoot Film Festival	\$ 5,000	\$ 3,000	\$ 3,000	\$ 2,000		\$ 10,000	



SoNA Symphony of Northwest Arkansas					\$ 20,000	\$ 20,000		
Songs in the "Ville			\$ 1,000			\$ 1,000		
TheatreSquared	\$ 8,000	\$ 26,000	\$ 20,000	\$ 20,000	\$ 35,000	\$ 109,000		
Walton Arts Center	\$ 30,000	\$ 55,000	\$ 20,000			\$ 105,000		
World Poetry Slam				\$ 5,000		\$ 5,000		
						\$ 560,500		
<b>National Conferences and Events</b>								
Air Race Classic			\$ 5,000			\$ 5,000		
National School Boards Association		\$ 2,000				\$ 2,000		
						\$ 7,000		
<b>Sports</b>								
Chili Pepper Cross Country Festival			\$ 5,000			\$ 5,000		
Cyclocross		\$ 2,500				\$ 2,500		
Fayetteville Half Marathon		\$ 18,000	\$ 12,000	\$ 4,000	\$ 4,000	\$ 38,000		
Fayetteville SCR Water-Ski Championships				\$ 5,000		\$ 5,000		
Harvest Moon Ultimate Tournament				\$ 500		\$ 500		
Hogeye Marathon			\$ 3,000			\$ 3,000		
Iron Pig Festival		\$ 2,500	\$ 5,000	\$ 2,500	\$ 2,000	\$ 12,000		
Joe Martin Stage Race	\$ 3,000	\$ 3,200			\$ 5,000	\$ 11,200		
Lewis and Clark Urban Adventure Race	\$ 3,000	\$ 1,300		\$ 2,500		\$ 6,800		
Northwest Arkansas Coaching Clinic	\$ 5,800	\$ 1,600				\$ 7,400		
Ozark Valley Triathlon	\$ 1,000	\$ 500				\$ 1,500		
Run for Veterans			\$ 2,000	\$ 1,700		\$ 3,700		
Texas League Gala					\$ 1,500	\$ 1,500		
Tri-Sport Kid's and Family Triathlon		\$ 1,500				\$ 1,500		
Tri-State Volleyball Challenge				\$ 3,000	\$ 3,000	\$ 6,000		
USSSA Youth Fast Pitch Softball World series			\$ 5,998			\$ 5,998		
						\$ 111,598		
<b>High School</b>								
7A State Track Meet		\$ 1,500				\$ 1,500		
7A Boys/Girls State Basketball tourn.					\$ 10,000	\$ 10,000		
All-Star Games	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000		\$ 120,000		
Arkansas High School Coaches Clinic	\$ 15,000	\$ 17,250	\$ 17,250	\$ 27,500		\$ 77,000		
Bulldog Classic					\$ 6,250	\$ 6,250		
DECA Fashion Show	\$ 3,000	\$ 1,500	\$ 1,828	\$ 1,828	\$ 1,828	\$ 9,984		
Four State Elite Volleyball Classic		\$ 1,000				\$ 1,000		
Hooten High School Football game		\$ 10,000	\$ 2,500	7,000	5,000	\$ 24,500		
State Soccer Finals	\$ 1,750	\$ 1,000				\$ 2,750		
Weekend of Champions	\$ 4,000	\$ 2,500	\$ 10,000	\$ 10,000	\$ 9,000	\$ 35,500		



