

Ashley Platz

From: Discovery Search Mailbox
Subject: FW: COVID-19 Compilation: 9.16.20

Sue

From: David Adelman
Sent: Wednesday, September 16, 2020 9:31 PM
To: David Adelman
Cc: Matt Hinch ; Sara Allen ; Frank J. Chiodo
Subject: COVID-19 Compilation: 9.16.20



COVID-19 Compilation

September 16, 2020

Good evening Cornerstone Clients,

Here are today's COVID-19 headlines and helpful tidbits. I'm happy to answer questions, accommodate requests, and take suggestions as they arise. Please explore the newest additions to the Helpful Articles/Media section. To access the archives click [here](#) (1/28-5/12) or [here](#) (5/26-present).

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According to the state's website, there were 115 confirmed cases Tuesday and have been no additional cases Wednesday, as of 10 a.m. Iowa [surpassed 75,000 cases on Tuesday](#). On Wednesday, the state was reporting 10.7% positive since the pandemic started. Of the tests the state has reported since 10 a.m. Tuesday, 13.5% were positive, according to a Des Moines Register analysis. Iowa's 14-day average was 8.6% positive, according to the state.

These were the Iowa counties that had 14-day averages above 15%:

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Plymouth (15.6%);
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- CMS received the [final report](#) from the independent Coronavirus Commission for Safety and Quality in Nursing Homes (Commission), which was facilitated by MITRE. CMS also released an [overview](#) of the actions the agency has taken to date to combat the spread of COVID-19 in nursing homes. The Commission's findings align with the actions CMS has taken to contain the spread of the virus and to safeguard nursing home residents from the ongoing threat of COVID-19.
- Sens. Elizabeth Warren (D-MA) and Bill Cassidy (R-LA) wrote a [letter](#) to HHS Sec. Alex Azar and Education Sec. Betsy DeVos encouraging the Education Department to issue new guidance for how schools and colleges should address the unique and increased mental health challenges students are facing due to COVID-19. In the letter, the Senators requested information about how schools and colleges should use federal funds to support students' mental health needs, with a particular focus on minorities or those from tribal nations, students with disabilities, and students experiencing homelessness.
 - Rep. Jim Clyburn (D-SC), Chairman of the Select Subcommittee on the Coronavirus Crisis, sent a [letter](#) to Vice President Pence and Coronavirus Response Coordinator Dr. Deborah Birx raising concerns that the Task Force has weakened or retracted previous science-based recommendations in numerous states still in the "red zone," including states that failed to comply with previous Task Force recommendations. The letter also demands the release of all White House Coronavirus Task Force reports tracking the spread of the virus and making recommendations to contain the outbreak.
- The Senate Appropriations Committee Subcommittee on Labor, Health and Human Services, Education, and Related Agencies met today for a hearing at 10 AM titled, "Department of Health and Human Services' Coronavirus Response: A Review of Efforts To Date and Next Steps." During the hearing, CDC Director Robert Redfield said he thought a vaccine would not be publicly available until the middle or end of 2021. President Trump later contradicted that, saying he thought perhaps Dr. Redfield had made a mistake. **A memo on this hearing is available upon request.**
- Assistant sec. of public affairs for HHS, Michael Caputo, announced he will be taking a two month leave of absence after he said he and his team had tried to water down MMWR reports out of the CDC. Caputo's science advisor, Dr. Paul Alexander, is leaving HHS entirely.
 - An unidentified White House staff member has tested positive for COVID-19.
- Speaker of the House Nancy Pelosi (D-CA) has said members of her caucus will need to stay in Washington until a deal is reached on additional COVID-19 supplemental funding. Today, President Trump encouraged Republicans to "go for the much higher numbers." For a more detailed description of what this means for the future COVID-19 legislative landscape, please refer to Sierra Fuller's COVID-19 Legislative Update (email sfuller@cgagroup.com to subscribe).

Updates from the States

- Out of the cases under investigation detected by U.S. surveillance, there are **6,571,867 total cases** and **195,053 deaths**. *The CDC data closes out the day before reporting.*
 - Wyoming announced more than 120 new cases, far and away state's highest daily total during the pandemic.

- New Jersey and New York's regional travel advisory was updated. Puerto Rico was added to the list, and California, Hawaii, Maryland, Minnesota, Nevada, and Ohio were removed.
 - New York state's COVID-19 positivity rate rose above 1 percent this week for the first time in more than a month.
- Colorado Gov. Jared Polis (D) announced that the state would be implementing a new framework that allows counties to reopen their economies to the fullest extent possible while protecting their communities. This tool will provide transparency and predictability for local governments and allow for a visual representation of a county's success in suppressing the virus.
- Connecticut Gov. Ned Lamont signed an executive order that authorizes the commissioner of Public Health, local health departments, municipal chief elected officers, and state and local police to issue fines for violations of certain COVID-19 protective measures. Violations include failing to wear a mask or cloth face covering as required, organizing, hosting, or sponsoring a gathering that violates the gathering size restrictions, and attending a gathering that violates the gathering size restrictions.
- Gov. Lamont also signed an EO that modifies the state's previously issued self-quarantine and travel advisory order for people arriving to Connecticut from impacted states, expanding the testing exemption to all travelers who test negative for COVID-19 in the 72 hours prior to arrival.
- Delaware Gov. John Carney (D) launched COVID Alert DE – a mobile app that will help Delaware fight community spread of COVID-19. The free mobile app – available to anyone 18 or older who lives, works, or attends college in Delaware – uses Bluetooth technology from Google and Apple to securely and anonymously alert users who have been in close contact with someone who tested positive for COVID-19.
- Nevada Gov. Steve Sisolak (D) signed an emergency regulation to support widespread immunization efforts to help the State prepare for a potential COVID-19 vaccine. The regulation, approved and requested by the Nevada State Board of Pharmacy, authorizes pharmaceutical technicians with appropriate training to administer immunizations under the direct supervision of a pharmacist.
- Mayor Carlos Gimenez of Miami-Dade County, Florida, said he would allow the staggered opening of additional indoor spaces. Starting Friday, movie theaters, bowling alleys, banquet halls, and a few other venues will be allowed to open at half-capacity as long as they require masks and social distancing and meet certain ventilation requirements.
- A wedding in Maine in early August only had 65 guests but has been linked to seven deaths 175 cases of COVID-19. Six of the people who have died had no connection to the wedding.
 - Useful state data:
 - Use Johns Hopkins University's [COVID-19 U.S. map](#) as a resource for media, policymakers, and communities to view a collection of critical public health data in one online destination and better understand and track the COVID-19 pandemic in populations both large and small across the country.
 - NASHP has developed a [COVID-19 State Action Center](#) which serves as a state-level policy dashboard. [Governing](#) is also keeping a running tally of coronavirus news and impacts at the intersection of the health and economic crises in the states and localities.
 - This [site](#) from the Kaiser Family Foundation provides state-level information on cases/deaths, social distancing measures, health policy actions, and more.
 - This [series of maps](#) shows how states are responding to COVID-19, and this [tracker](#), created and maintained by MultiState Associates, has an up-to-date list of executive orders and various travel restrictions.

Military/Defense

- The DoD's updated COVID-19 Travel Restriction Installation Status Update can be found [here](#). Travel restrictions have been lifted at 113 of 231 installations (49 percent).

- Authorities in southern Germany have recorded three more COVID-19 cases in people who frequented bars visited by a 26-year-old woman suspected of breaking quarantine rules in the Alpine resort of Garmisch-Partenkirchen. There are now 59 cases in the town, including 25 staff at the U.S. military-run Edelweiss Lodge and Resort.
 - The general commanding American troops in Bavaria met with local officials in the town to reassure them of the U.S. military's commitment to COVID-19 precautions.
 - VA officials reported 2,945 active COVID-19 cases, the lowest level in nearly three months.
 - However, the department is on pace to add another 600 deaths from COVID-19 by the end of the month.
 - The president and CEO of the Aerospace Industries Association, Eric Fanning, [penned an op-ed](#) calling on Congress to pass the annual defense authorization and appropriations bills as soon as possible.
 - Three individuals on Guam died from COVID-19 in less than 24 hours. Of the 2,013 recorded COVID-19 cases on Guam, 261 have been U.S. service members.
 - The DoD has updated their Operation Warp Speed [dashboard](#).

International Affairs

- U.N. secretary general, António Guterres, said today that COVID-19 is the world's top security threat. He went on to call for greater cooperation to develop and distribute an affordable vaccine, and criticized misinformation campaigns that could dissuade people from getting vaccinated.
- Indian company Dr. Reddy's Laboratories is the newest customer of Russia's vaccine, which has been approved by the government but not yet fully been tested for safety and efficacy. Dr. Reddy's agreed first to cooperate on clinical trials and, if they are successful, to buy 100 million doses.
 - Israeli reporters who had covered a large White House event were sent into quarantine upon returning home.
 - India recorded its five millionth case yesterday, less than a month after hitting the three million mark.
- As cases in Madrid continue to increase, a health official from Madrid's regional government warned that the capital was preparing to impose "selective lockdowns" in certain districts.
- After six months, and in an effort to bring back tourists to boost the economy, Nepal is starting to allow mountaineers and trekkers back to the country.
- The mayor of Paris announced that the city's temporary expansion of bike lanes to facilitate travel during the pandemic would become permanent.
 - **Global Cases:** 29,444,198 **Total Deaths:** 931,321

Lifestyle, Science, and Economy

- As was reported in a MMWR [article](#) yesterday, among 121 COVID-19-associated deaths among individuals younger than 21 years, 10 percent were infants and 70 percent were aged 10–20 years. Hispanic, non-Hispanic Black, and non-Hispanic American Indian/Alaskan Native individuals accounted for 78 percent of these deaths.
- New York Gov. Andrew Cuomo (D) launched the latest "Mask Up, America" campaign video featuring Paul Rudd. The video is aimed at younger Americans to inform them of the importance of wearing masks during the COVID-19 pandemic to protect themselves and others.
 - Federal Reserve officials said today that they plan to keep interest rates near zero through at least 2023. Officials are also predicting that unemployment will fall to 7.6 percent by the end of this year and to 5.5 percent by the end of 2021.
- Since the start of the pandemic, the U.S. has seen a 13,200 jump in excess deaths from Alzheimer's and dementia. Doctors have reported increased falls, pulmonary infections, and frailty in patients who were previously stable for years. According to one doctor, some patients can no longer swallow food and others are so depressed they cannot get out of bed.

- Drug company Eli Lilly says a single infusion of its experimental drug has markedly reduced blood levels of the coronavirus in newly infected patients and lowered the chances that they would need hospitalization. The drug is a monoclonal antibody, a manufactured copy of an antibody produced by a patient who recovered from COVID-19. Many scientists hope that monoclonal antibodies will prove to be powerful treatments for COVID-19, but they are difficult and expensive to manufacture, and progress has been slow.
- Gauss, a computer vision startup, and Cellex, a biotech company that works on diagnostics, announced the first rapid COVID-19 test that can be fully performed by people at home without involving a laboratory. The test has not been issued an EUA by the FDA.
- According to a recent Kaiser Family Foundation [poll](#), 6 in 10 adults are worried the FDA will rush to approve a vaccine due to political pressure.
- The Big Ten Conference said it would try to play football as soon as the weekend of October 23. The league said players, coaches, trainers and others on the field would undergo daily testing for the virus, and that any player who tested positive would be barred from games for at least 21 days.
- At the University of Wisconsin-Madison, which is also part of the Big Ten and saw a sharp uptick in cases last week, local health authorities ordered all Greek organizations with one or more cases among their live-in members to quarantine. Some states, like Kansas, Colorado, and Michigan, have tracked COVID-19 clusters back to Greek houses.
 - Yelp released data showing 60 percent of business closures due to COVID-19 lockdowns are now permanent.
- Major League Baseball and its players' union reached agreement Tuesday on the format for the expanded, 16-team postseason, which will see the final three rounds played in controlled, neutral-site bubbles in Southern California and Texas and the World Series at the Texas Rangers' new stadium in Arlington.
- The WHO keeps a running list of COVID-19 vaccine candidates, which you can view [here](#). STAT News also has a resource [tracking COVID-19 drugs and vaccines](#). The New York Times has a very helpful vaccine tracker as well, which you can view [here](#).
 - The Johns Hopkins Center for Health Security has an extensive [list](#) of commercial and lab-developed tests.
- Continue to look at the NIH Office of Portfolio Analysis's (OPA) expert-curated [portfolio of COVID-19 publications and preprints](#). The portfolio includes peer-reviewed articles from PubMed and preprints from medRxiv, bioRxiv, ChemRxiv, and arXiv. It is updated daily with the latest available data and enables users to explore and analyze the rapidly growing set of advances in COVID-19 research.

Helpful Articles/Media

- [Some Urban Hospitals Face Closure Or Cutbacks As The Pandemic Adds To Fiscal Woes](#)
- [As COVID-19 Vaccine Trials Move At Warp Speed, Recruiting Black Volunteers Takes Time](#)
- [How a new way of parsing COVID-19 data began to show the breadth of health gaps between Blacks and whites](#)
- [Emergence of Kawasaki disease related to SARS-CoV-2 infection in an epicentre of the French COVID-19 epidemic: a time-series analysis](#)
 - [Potential COVID-19 drug azithromycin may increase risk for cardiac events](#)
- [SARS-CoV-2 Viral Load Predicts Mortality in Patients with and Without Cancer Who Are Hospitalized with COVID-19](#)
 - [Emory University Epidemiologist On The Future Of COVID-19](#)
 - [Trump officials rush to introduce untested vaccine tracking system](#)
 - [Prolonged low-dose methylprednisolone in patients with severe COVID-19 pneumonia](#)
- [Here](#) is last week's COVIDView from CDC, a weekly summary and interpretation of key indicators that have been adapted to track the COVID-19 pandemic in the U.S.
 - [Public trust in CDC, Fauci, and other top health officials is evaporating, poll finds](#)

- [The Great Vaccine Race: Inside the Unprecedented Scramble to Immunize the World Against COVID-19](#)
 - [Update Alert: Epidemiology of and Risk Factors for Coronavirus Infection in Health Care Workers](#)
- [First COVID-19 Global Forecast: IHME Projects Three-Quarters of a Million Lives Could be Saved by January 1](#)
 - [UNC researchers publish striking images of SARS-CoV-2 infected cells](#)
 - [Hospital COVID-19 risk lowest among intensive care staff](#)
 - [Not just conspiracy theories: vaccine opponents and pro-ponents add to the COVID-19 'infodemic' on Twitter](#)
- In the latest kid-friendly pandemic video published by [BrainPOP](#), the director of the National Institute of Allergy and Infectious Diseases, Dr. Anthony Fauci, explains to students of all ages the role they can play in controlling the spread of coronavirus.
 - [Creative school plans could counter inequities exposed by COVID-19](#)
 - [Why COVID-19 is more deadly in people with obesity—even if they're young](#)
 - [Comparison of Clinical Features of COVID-19 vs Seasonal Influenza A and B in US Children](#)
 - [Clinical Outcomes in Young US Adults Hospitalized With COVID-19](#)
- [Trans-ethnic analysis reveals genetic and non-genetic associations with COVID-19 susceptibility and severity](#)
 - [COVID-19 sparks 12-fold increase in remote delivery of mental health care across the US](#)
 - [Rapid isothermal amplification and portable detection system for SARS-CoV-2](#)
 - [Pandemic Vaccine Program Distribution, Tracking, and Monitoring](#)
- [Viewpoint of a WHO Advisory Group Tasked to Consider Establishing a Closely-Monitored Challenge Model of COVID-19 in Healthy Volunteers](#)
 - [CDC director attempts to clarify controversial Covid-19 testing guidelines](#)
 - [Internet Searches for Acute Anxiety During the Early Stages of the COVID-19 Pandemic](#)
 - [How COVID-19 Could Aggravate the Homelessness Crisis?](#)
- From Resolve to Save Lives- [Promoting mask-wearing during the COVID-19 pandemic: A POLICYMAKER'S GUIDE](#)
 - [Duration of SARS-CoV-2 Infectivity: When is it Safe to Discontinue Isolation?](#)
- [Risk for Severe COVID-19 Illness Among Teachers and Adults Living With School-Aged Children](#)
 - [Pediatric SARS-CoV-2: Clinical Presentation, Infectivity, and Immune Responses](#)
 - [Dust can spread influenza among guinea pigs, raising coronavirus questions](#)
 - [Long-Haulers Are Redefining COVID-19](#)
- [Seven months later, what we know about Covid-19 — and the pressing questions that remain](#)
 - [Coronavirus saliva tests could be cheaper and faster. Here's how they work.](#)
- [Widespread testing, case isolation and contact tracing may allow safe school reopening with continued moderate physical distancing: a modeling analysis of King County, WA data](#)
 - [Dozens of public health officials are quitting during pandemic](#)
 - [For health care 'heroes,' death toll keeps rising](#)
- ['We're losing an entire generation of scientists.' COVID-19's economic toll hits Latin America hard](#)
 - [Viable SARS-CoV-2 in the air of a hospital room with COVID-19 patients](#)
- [Antibody therapies could be a bridge to a coronavirus vaccine — but will the world benefit?](#)
 - [Companies test antibody drugs to treat, prevent COVID-19](#)
- [Treatment of COVID-19 Patients with Convalescent Plasma Reveals a Signal of Significantly Decreased Mortality](#)
 - [Winter is coming: Why America's window of opportunity to beat back Covid-19 is closing](#)
- [Clinical Course and Molecular Viral Shedding Among Asymptomatic and Symptomatic Patients With SARS-CoV-2 Infection in a Community Treatment Center in the Republic of Korea](#)

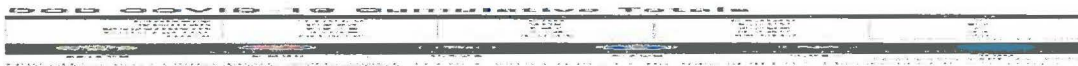
- [Operational Considerations for Maintaining Essential Services for and Providing Maternal, Newborn, and Child Healthcare in Low-Resource Countries](#)
- [Symptom Duration and Risk Factors for Delayed Return to Usual Health Among Outpatients with COVID-19 in a Multistate Health Care Systems Network — United States, March–June 2020](#)
- *MMWR* Weekly COVID-19 Briefing is a weekly podcast to update readers on the latest scientific information from CDC's COVID-19 response. In each episode, *MMWR*'s Editor-in-Chief, Dr. Charlotte Kent provides an overview of the latest scientific information published in *MMWR*. New episodes are posted every Monday. Listen to episodes [here](#).
 - [Infographic: Early Cases of MIS-C: Multi-System Inflammatory Syndrome in U.S. Children](#)
 - [Safe Pregnancy As COVID-19 Surges: What's Best For Mom And Baby?](#)
 - Listen to the Kaiser Health News podcast 'What The Health?': 'Open The Schools, Close The Bars'
 - [Update: COVID-19 Among Workers in Meat and Poultry Processing Facilities — United States, April–May 2020](#)
 - [The Fullest Look Yet at the Racial Inequity of Coronavirus](#)
- Principal Deputy Director of the CDC, Dr. Anne Schuchat, participated in an interview with the Editor in Chief of JAMA. You can view it [here](#).
- [Covid-19 vaccine research must involve Black and Latinx participants. Here are 4 ways to make that happen](#)
 - [Vaccine Access and Hesitancy: The Public Health Importance of Vaccines](#)
 - Johns Hopkins [data capture](#).
 - Other tracking data [here](#).

Common Acronyms

Centers for Disease Control and Prevention (CDC), World Health Organization (WHO), National Institutes of Health (NIH), Personal Protective Equipment (PPE), Department of Health and Human Services (HHS), Department of Defense (DoD), Department of Homeland Security (DHS), U.S. Department of Agriculture (USDA), Central Command (CENTCOM), Department of Housing and Urban Development (HUD), Centers for Medicare and Medicaid Services (CMS), Transportation Security Administration (TSA), Department of Veterans Affairs (VA), Assistant Secretary for Preparedness and Response (ASPR), Biomedical Advanced Research and Development Authority (BARDA), U.S. Trade Representative (USTR), Childrens Health Insurance Program (CHIP), Supplemental Nutrition Assistance Program (SNAP), Emergency Use Authorization (EUA), Executive Order (EO), Morbidity and Mortality Weekly Report (MMWR),



CDC indicators and thresholds for risk of introduction and transmission of COVID-19 in schools, 9.15.20



Cumulative totals of COVID-19 cases, hospitalizations, recovered, and deaths within the DoD.

Source: <https://www.defense.gov/explore/spotlight/coronavirus/>



WHO, 9.14.20. (no updates yet)



(Updated 9.16.20 from CDC's [platform](#).)

For more information, visit CDC's [Novel Coronavirus 2019](#) website or the [WHO's dashboard](#).

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- Yesterday, the FDA approved an abbreviated new drug application for [dexmedetomidine hydrochloride](#) in 0.9 percent sodium chloride injection, indicated for the sedation of initially intubated and mechanically ventilated patients during treatment in an intensive-care setting, as well as the sedation of non-intubated patients prior to and/or during surgical and other procedures. The most common side effects of dexmedetomidine hydrochloride injection are hypotension (low blood pressure), bradycardia (slow heart rate), and dry mouth. This drug is included in the FDA's Drug Shortage Database.
- Today, the [CDC released indicators](#) to help schools make dynamic decisions about in-person learning as local conditions evolve throughout the pandemic. When coupled with local data about community spread, these indicators are an important tool to help local health officials, school administrators, and communities prepare, plan, and respond to COVID-19. These indicators are the latest resources CDC has provided for schools during the COVID-19 pandemic, and they supplement previously released CDC guidance.
- CMS received the [final report](#) from the independent Coronavirus Commission for Safety and Quality in Nursing Homes (Commission), which was facilitated by MITRE. CMS also released an [overview](#) of the actions the agency has taken to date to combat the spread of COVID-19 in nursing homes. The Commission's findings align with the actions CMS has taken to contain the spread of the virus and to safeguard nursing home residents from the ongoing threat of COVID-19.
- Sens. Elizabeth Warren (D-MA) and Bill Cassidy (R-LA) wrote a [letter](#) to HHS Sec. Alex Azar and Education Sec. Betsy DeVos encouraging the Education Department to issue new guidance for how schools and colleges should address the unique and increased mental health challenges students are facing due to COVID-19. In the letter, the Senators requested information about how schools and colleges should use federal funds to support students' mental health needs, with a particular focus on minorities or those from tribal nations, students with disabilities, and students experiencing homelessness.
 - Rep. Jim Clyburn (D-SC), Chairman of the Select Subcommittee on the Coronavirus Crisis, sent a [letter](#) to Vice President Pence and Coronavirus Response Coordinator Dr. Deborah Birx raising concerns that the Task Force has weakened or retracted previous science-based recommendations in numerous states still in the "red zone," including states that failed to comply with previous Task Force recommendations. The letter also demands the release of all White House Coronavirus Task Force reports tracking the spread of the virus and making recommendations to contain the outbreak.
- The Senate Appropriations Committee Subcommittee on Labor, Health and Human Services, Education, and Related Agencies met today for a hearing at 10 AM titled, "Department of Health and Human Services' Coronavirus Response: A Review of Efforts To Date and Next Steps." During the hearing, CDC Director Robert Redfield said he thought a vaccine would not be publicly available until the middle or end of 2021. President Trump later contradicted that, saying he thought perhaps Dr. Redfield had made a mistake. **A memo on this hearing is available upon request.**
- Assistant sec. of public affairs for HHS, Michael Caputo, announced he will be taking a two month leave of absence after he said he and his team had tried to water down MMWR reports out of the CDC. Caputo's science advisor, Dr. Paul Alexander, is leaving HHS entirely.
 - An unidentified White House staff member has tested positive for COVID-19.
- Speaker of the House Nancy Pelosi (D-CA) has said members of her caucus will need to stay in Washington until a deal is reached on additional COVID-19 supplemental funding. Today, President Trump encouraged Republicans to "go for the much higher numbers." For a more detailed description of what this means for the future COVID-19 legislative landscape, please refer to Sierra Fuller's COVID-19 Legislative Update (email sfuller@cgagroup.com to subscribe).

Updates from the States

- Out of the cases under investigation detected by U.S. surveillance, there are **6,571,867 total cases** and **195,053 deaths**. *The CDC data closes out the day before reporting.*
 - Wyoming announced more than 120 new cases, far and away state's highest daily total during the pandemic.

- New Jersey and New York's regional travel advisory was updated. Puerto Rico was added to the list, and California, Hawaii, Maryland, Minnesota, Nevada, and Ohio were removed.
 - New York state's COVID-19 positivity rate rose above 1 percent this week for the first time in more than a month.
- Colorado Gov. Jared Polis (D) announced that the state would be implementing a new framework that allows counties to reopen their economies to the fullest extent possible while protecting their communities. This tool will provide transparency and predictability for local governments and allow for a visual representation of a county's success in suppressing the virus.
- Connecticut Gov. Ned Lamont signed an executive order that authorizes the commissioner of Public Health, local health departments, municipal chief elected officers, and state and local police to issue fines for violations of certain COVID-19 protective measures. Violations include failing to wear a mask or cloth face covering as required, organizing, hosting, or sponsoring a gathering that violates the gathering size restrictions, and attending a gathering that violates the gathering size restrictions.
- Gov. Lamont also signed an EO that modifies the state's previously issued self-quarantine and travel advisory order for people arriving to Connecticut from impacted states, expanding the testing exemption to all travelers who test negative for COVID-19 in the 72 hours prior to arrival.
- Delaware Gov. John Carney (D) launched COVID Alert DE – a mobile app that will help Delaware fight community spread of COVID-19. The free mobile app – available to anyone 18 or older who lives, works, or attends college in Delaware – uses Bluetooth technology from Google and Apple to securely and anonymously alert users who have been in close contact with someone who tested positive for COVID-19.
- Nevada Gov. Steve Sisolak (D) signed an emergency regulation to support widespread immunization efforts to help the State prepare for a potential COVID-19 vaccine. The regulation, approved and requested by the Nevada State Board of Pharmacy, authorizes pharmaceutical technicians with appropriate training to administer immunizations under the direct supervision of a pharmacist.
- Mayor Carlos Gimenez of Miami-Dade County, Florida, said he would allow the staggered opening of additional indoor spaces. Starting Friday, movie theaters, bowling alleys, banquet halls, and a few other venues will be allowed to open at half-capacity as long as they require masks and social distancing and meet certain ventilation requirements.
- A wedding in Maine in early August only had 65 guests but has been linked to seven deaths 175 cases of COVID-19. Six of the people who have died had no connection to the wedding.
 - Useful state data:
 - Use Johns Hopkins University's [COVID-19 U.S. map](#) as a resource for media, policymakers, and communities to view a collection of critical public health data in one online destination and better understand and track the COVID-19 pandemic in populations both large and small across the country.
 - NASHP has developed a [COVID-19 State Action Center](#) which serves as a state-level policy dashboard. [Governing](#) is also keeping a running tally of coronavirus news and impacts at the intersection of the health and economic crises in the states and localities.
 - This [site](#) from the Kaiser Family Foundation provides state-level information on cases/deaths, social distancing measures, health policy actions, and more.
 - This [series of maps](#) shows how states are responding to COVID-19, and this [tracker](#), created and maintained by MultiState Associates, has an up-to-date list of executive orders and various travel restrictions.

Military/Defense

- The DoD's updated COVID-19 Travel Restriction Installation Status Update can be found [here](#). Travel restrictions have been lifted at 113 of 231 installations (49 percent).

- Authorities in southern Germany have recorded three more COVID-19 cases in people who frequented bars visited by a 26-year-old woman suspected of breaking quarantine rules in the Alpine resort of Garmisch-Partenkirchen. There are now 59 cases in the town, including 25 staff at the U.S. military-run Edelweiss Lodge and Resort.
 - The general commanding American troops in Bavaria met with local officials in the town to reassure them of the U.S. military's commitment to COVID-19 precautions.
 - VA officials reported 2,945 active COVID-19 cases, the lowest level in nearly three months.
 - However, the department is on pace to add another 600 deaths from COVID-19 by the end of the month.
- The president and CEO of the Aerospace Industries Association, Eric Fanning, [penned an op-ed](#) calling on Congress to pass the annual defense authorization and appropriations bills as soon as possible.
- Three individuals on Guam died from COVID-19 in less than 24 hours. Of the 2,013 recorded COVID-19 cases on Guam, 261 have been U.S. service members.
 - The DoD has updated their Operation Warp Speed [dashboard](#).

International Affairs

- U.N. secretary general, António Guterres, said today that COVID-19 is the world's top security threat. He went on to call for greater cooperation to develop and distribute an affordable vaccine, and criticized misinformation campaigns that could dissuade people from getting vaccinated.
- Indian company Dr. Reddy's Laboratories is the newest customer of Russia's vaccine, which has been approved by the government but not yet fully been tested for safety and efficacy. Dr. Reddy's agreed first to cooperate on clinical trials and, if they are successful, to buy 100 million doses.
 - Israeli reporters who had covered a large White House event were sent into quarantine upon returning home.
 - India recorded its five millionth case yesterday, less than a month after hitting the three million mark.
- As cases in Madrid continue to increase, a health official from Madrid's regional government warned that the capital was preparing to impose "selective lockdowns" in certain districts.
- After six months, and in an effort to bring back tourists to boost the economy, Nepal is starting to allow mountaineers and trekkers back to the country.
- The mayor of Paris announced that the city's temporary expansion of bike lanes to facilitate travel during the pandemic would become permanent.
 - **Global Cases:** 29,444,198 **Total Deaths:** 931,321

Lifestyle, Science, and Economy

- As was reported in a MMWR [article](#) yesterday, among 121 COVID-19-associated deaths among individuals younger than 21 years, 10 percent were infants and 70 percent were aged 10–20 years. Hispanic, non-Hispanic Black, and non-Hispanic American Indian/Alaskan Native individuals accounted for 78 percent of these deaths.
- New York Gov. Andrew Cuomo (D) launched the latest "Mask Up, America" campaign video featuring Paul Rudd. The video is aimed at younger Americans to inform them of the importance of wearing masks during the COVID-19 pandemic to protect themselves and others.
 - Federal Reserve officials said today that they plan to keep interest rates near zero through at least 2023. Officials are also predicting that unemployment will fall to 7.6 percent by the end of this year and to 5.5 percent by the end of 2021.
- Since the start of the pandemic, the U.S. has seen a 13,200 jump in excess deaths from Alzheimer's and dementia. Doctors have reported increased falls, pulmonary infections, and frailty in patients who were previously stable for years. According to one doctor, some patients can no longer swallow food and others are so depressed they cannot get out of bed.

- Drug company Eli Lilly says a single infusion of its experimental drug has markedly reduced blood levels of the coronavirus in newly infected patients and lowered the chances that they would need hospitalization. The drug is a monoclonal antibody, a manufactured copy of an antibody produced by a patient who recovered from COVID-19. Many scientists hope that monoclonal antibodies will prove to be powerful treatments for COVID-19, but they are difficult and expensive to manufacture, and progress has been slow.
- Gauss, a computer vision startup, and Cellex, a biotech company that works on diagnostics, announced the first rapid COVID-19 test that can be fully performed by people at home without involving a laboratory. The test has not been issued an EUA by the FDA.
- According to a recent Kaiser Family Foundation [poll](#), 6 in 10 adults are worried the FDA will rush to approve a vaccine due to political pressure.
- The Big Ten Conference said it would try to play football as soon as the weekend of October 23. The league said players, coaches, trainers and others on the field would undergo daily testing for the virus, and that any player who tested positive would be barred from games for at least 21 days.
- At the University of Wisconsin-Madison, which is also part of the Big Ten and saw a sharp uptick in cases last week, local health authorities ordered all Greek organizations with one or more cases among their live-in members to quarantine. Some states, like Kansas, Colorado, and Michigan, have tracked COVID-19 clusters back to Greek houses.
 - Yelp released data showing 60 percent of business closures due to COVID-19 lockdowns are now permanent.
- Major League Baseball and its players' union reached agreement Tuesday on the format for the expanded, 16-team postseason, which will see the final three rounds played in controlled, neutral-site bubbles in Southern California and Texas and the World Series at the Texas Rangers' new stadium in Arlington.
- The WHO keeps a running list of COVID-19 vaccine candidates, which you can view [here](#). STAT News also has a resource [tracking COVID-19 drugs and vaccines](#). The New York Times has a very helpful vaccine tracker as well, which you can view [here](#).
 - The Johns Hopkins Center for Health Security has an extensive [list](#) of commercial and lab-developed tests.
- Continue to look at the NIH Office of Portfolio Analysis's (OPA) expert-curated [portfolio of COVID-19 publications and preprints](#). The portfolio includes peer-reviewed articles from PubMed and preprints from medRxiv, bioRxiv, ChemRxiv, and arXiv. It is updated daily with the latest available data and enables users to explore and analyze the rapidly growing set of advances in COVID-19 research.

Helpful Articles/Media

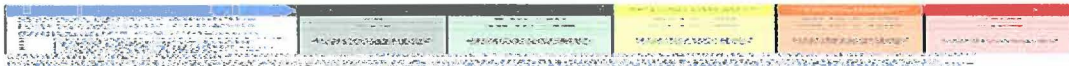
- [Some Urban Hospitals Face Closure Or Cutbacks As The Pandemic Adds To Fiscal Woes](#)
- [As COVID-19 Vaccine Trials Move At Warp Speed, Recruiting Black Volunteers Takes Time](#)
- [How a new way of parsing COVID-19 data began to show the breadth of health gaps between Blacks and whites](#)
- [Emergence of Kawasaki disease related to SARS-CoV-2 infection in an epicentre of the French COVID-19 epidemic: a time-series analysis](#)
 - [Potential COVID-19 drug azithromycin may increase risk for cardiac events](#)
- [SARS-CoV-2 Viral Load Predicts Mortality in Patients with and Without Cancer Who Are Hospitalized with COVID-19](#)
 - [Emory University Epidemiologist On The Future Of COVID-19](#)
 - [Trump officials rush to introduce untested vaccine tracking system](#)
 - [Prolonged low-dose methylprednisolone in patients with severe COVID-19 pneumonia](#)
- [Here](#) is last week's COVIDView from CDC, a weekly summary and interpretation of key indicators that have been adapted to track the COVID-19 pandemic in the U.S.
 - [Public trust in CDC, Fauci, and other top health officials is evaporating, poll finds](#)

- [The Great Vaccine Race: Inside the Unprecedented Scramble to Immunize the World Against COVID-19](#)
 - [Update Alert: Epidemiology of and Risk Factors for Coronavirus Infection in Health Care Workers](#)
- [First COVID-19 Global Forecast: IHME Projects Three-Quarters of a Million Lives Could be Saved by January 1](#)
 - [UNC researchers publish striking images of SARS-CoV-2 infected cells](#)
 - [Hospital COVID-19 risk lowest among intensive care staff](#)
 - [Not just conspiracy theories: vaccine opponents and pro-ponents add to the COVID-19 'infodemic' on Twitter](#)
- In the latest kid-friendly pandemic video published by [BrainPOP](#), the director of the National Institute of Allergy and Infectious Diseases, Dr. Anthony Fauci, explains to students of all ages the role they can play in controlling the spread of coronavirus.
 - [Creative school plans could counter inequities exposed by COVID-19](#)
 - [Why COVID-19 is more deadly in people with obesity—even if they're young](#)
 - [Comparison of Clinical Features of COVID-19 vs Seasonal Influenza A and B in US Children](#)
 - [Clinical Outcomes in Young US Adults Hospitalized With COVID-19](#)
- [Trans-ethnic analysis reveals genetic and non-genetic associations with COVID-19 susceptibility and severity](#)
 - [COVID-19 sparks 12-fold increase in remote delivery of mental health care across the US](#)
 - [Rapid isothermal amplification and portable detection system for SARS-CoV-2](#)
 - [Pandemic Vaccine Program Distribution, Tracking, and Monitoring](#)
- [Viewpoint of a WHO Advisory Group Tasked to Consider Establishing a Closely-Monitored Challenge Model of COVID-19 in Healthy Volunteers](#)
 - [CDC director attempts to clarify controversial Covid-19 testing guidelines](#)
 - [Internet Searches for Acute Anxiety During the Early Stages of the COVID-19 Pandemic](#)
 - [How COVID-19 Could Aggravate the Homelessness Crisis?](#)
- From Resolve to Save Lives- [Promoting mask-wearing during the COVID-19 pandemic: A POLICYMAKER'S GUIDE](#)
 - [Duration of SARS-CoV-2 Infectivity: When is it Safe to Discontinue Isolation?](#)
 - [Risk for Severe COVID-19 Illness Among Teachers and Adults Living With School-Aged Children](#)
 - [Pediatric SARS-CoV-2: Clinical Presentation, Infectivity, and Immune Responses](#)
 - [Dust can spread influenza among guinea pigs, raising coronavirus questions](#)
 - [Long-Haulers Are Redefining COVID-19](#)
 - [Seven months later, what we know about Covid-19 — and the pressing questions that remain](#)
 - [Coronavirus saliva tests could be cheaper and faster. Here's how they work.](#)
- [Widespread testing, case isolation and contact tracing may allow safe school reopening with continued moderate physical distancing: a modeling analysis of King County, WA data](#)
 - [Dozens of public health officials are quitting during pandemic](#)
 - [For health care 'heroes,' death toll keeps rising](#)
 - ['We're losing an entire generation of scientists.' COVID-19's economic toll hits Latin America hard](#)
 - [Viable SARS-CoV-2 in the air of a hospital room with COVID-19 patients](#)
 - [Antibody therapies could be a bridge to a coronavirus vaccine — but will the world benefit?](#)
 - [Companies test antibody drugs to treat, prevent COVID-19](#)
- [Treatment of COVID-19 Patients with Convalescent Plasma Reveals a Signal of Significantly Decreased Mortality](#)
 - [Winter is coming: Why America's window of opportunity to beat back Covid-19 is closing](#)
- [Clinical Course and Molecular Viral Shedding Among Asymptomatic and Symptomatic Patients With SARS-CoV-2 Infection in a Community Treatment Center in the Republic of Korea](#)

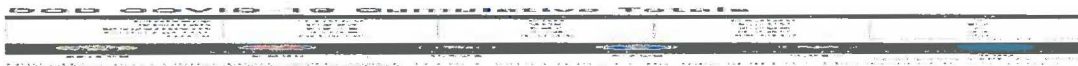
- [Operational Considerations for Maintaining Essential Services for and Providing Maternal, Newborn, and Child Healthcare in Low-Resource Countries](#)
- [Symptom Duration and Risk Factors for Delayed Return to Usual Health Among Outpatients with COVID-19 in a Multistate Health Care Systems Network — United States, March–June 2020](#)
- *MMWR* Weekly COVID-19 Briefing is a weekly podcast to update readers on the latest scientific information from CDC's COVID-19 response. In each episode, *MMWR*'s Editor-in-Chief, Dr. Charlotte Kent provides an overview of the latest scientific information published in *MMWR*. New episodes are posted every Monday. Listen to episodes [here](#).
 - [Infographic: Early Cases of MIS-C: Multi-System Inflammatory Syndrome in U.S. Children](#)
 - [Safe Pregnancy As COVID-19 Surges: What's Best For Mom And Baby?](#)
 - Listen to the Kaiser Health News podcast 'What The Health?': 'Open The Schools, Close The Bars'
 - [Update: COVID-19 Among Workers in Meat and Poultry Processing Facilities — United States, April–May 2020](#)
 - [The Fullest Look Yet at the Racial Inequity of Coronavirus](#)
- Principal Deputy Director of the CDC, Dr. Anne Schuchat, participated in an interview with the Editor in Chief of JAMA. You can view it [here](#).
- [Covid-19 vaccine research must involve Black and Latinx participants. Here are 4 ways to make that happen](#)
 - [Vaccine Access and Hesitancy: The Public Health Importance of Vaccines](#)
 - Johns Hopkins [data capture](#).
 - Other tracking data [here](#).

Common Acronyms

Centers for Disease Control and Prevention (CDC), World Health Organization (WHO), National Institutes of Health (NIH), Personal Protective Equipment (PPE), Department of Health and Human Services (HHS), Department of Defense (DoD), Department of Homeland Security (DHS), U.S. Department of Agriculture (USDA), Central Command (CENTCOM), Department of Housing and Urban Development (HUD), Centers for Medicare and Medicaid Services (CMS), Transportation Security Administration (TSA), Department of Veterans Affairs (VA), Assistant Secretary for Preparedness and Response (ASPR), Biomedical Advanced Research and Development Authority (BARDA), U.S. Trade Representative (USTR), Childrens Health Insurance Program (CHIP), Supplemental Nutrition Assistance Program (SNAP), Emergency Use Authorization (EUA), Executive Order (EO), Morbidity and Mortality Weekly Report (MMWR),



CDC indicators and thresholds for risk of introduction and transmission of COVID-19 in schools, 9.15.20



Cumulative totals of COVID-19 cases, hospitalizations, recovered, and deaths within the DoD.

Source: <https://www.defense.gov/explore/spotlight/coronavirus/>



WHO, 9.14.20. (no updates yet)



(Updated 9.16.20 from CDC's [platform](#).)

For more information, visit CDC's [Novel Coronavirus 2019](#) website or the [WHO's dashboard](#).

David R. Adelman

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From: [Nick Kaeding](#)
To: [Bruce Teague](#)
Subject: DMO Board of Directors Meeting
Date: Wednesday, August 19, 2020 10:42:16 AM
Attachments: [August 2020 CVB.pdf](#)



DMO Board of Directors Meeting

Event Date: August 20, 2020

Event Time: 4:00 PM - 5:00 PM

900 1st Avenue, Coralville, IA OR Zoom:

Location:

<https://us02web.zoom.us/j/84169948323pwd=NjNzZStLVVRpSDNrenF3U2NYd0J6Zz09>

Hello, All -

Please find the board packet attached for the August board meeting scheduled for **tomorrow** at 4:00. The meeting will be held either in person at the CVB office OR virtually via Zoom.

The Executive Committee will meet in advance at 3:30.

Also, a reminder for those interested in touring Xtream Arena and GreenState Family Fieldhouse: That tour will commence immediately following the meeting. Please be sure to wear appropriate footwear and face coverings.

Thanks,

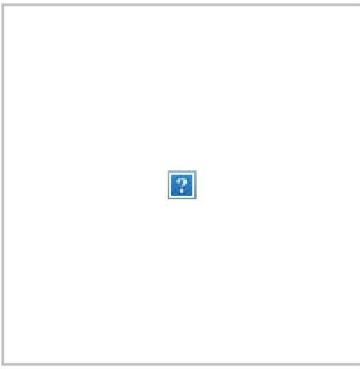
Nick Kaeding

Senior Vice President Finance & Administration

Iowa City/Coralville Area Convention & Visitors Bureau

nick@thinkiowacity.com | (319) 337-6592

900 1st Avenue/Hayden Fry Way | Coralville, IA 52241



THINKIOWACITY.COM



**Iowa City/Coralville Area CVB
Board of Directors Meeting**

Thursday, August 20, 2020

4:00 P.M. – 5:30 P.M.

Zoom: <https://us02web.zoom.us/j/84169948323?pwd=NjNzZStLVVRpSDNrenF3U2NYd0J6Zz09>

Agenda

1. Welcome
 - Mayor Lundell, City of Coralville
2. Approval June Minutes Roundtree
3. Approval July Financials Soride
4. Approval of FY21 Executive Committee
 - Laura Soride, Chair
 - Peter Matthes, Vice Chair
 - John Lundell, Treasurer
 - Shanti Roundtree, Secretary
 - Mark Ruggeberg, Past Chair
5. City/County Updates
 - Coralville Lundell
 - Iowa City Teague
 - North Liberty Hoffman
 - Johnson County Porter
 - University of Iowa Matthes
6. Vice-President/President Updates
 - Org/Market Update Schamberger
 - COVID
 - Derecho
 - Project Better Together Kaeding
 - BIPOC & Immigrant Grant Program
 - STR (state/local) Kaeding
 - 9/30 Ops/Budget Review
 - Partnership Updates Schamberger
 - Fall 2020 Event Updates Schamberger
 - FRY Fest (Sept 4 – CANCELLED)
 - Xtream Arena + GreenState Fieldhouse (Sept 17)
 - **USAW Senior Nationals (Oct 8-11)**
 - Jingle Cross (Oct 9-11 - CANCELLED)
 - Dan Gable Donnybrook (Dec 5-6)
 - **USAC CX National Championships (Dec 8-13)**
7. New Business
8. Board Member Announcements/Reminders
 - Next meeting will be Thursday, September 17, 2020
9. Adjourn

**IOWA CITY/CORALVILLE AREA CONVENTION & VISITORS BUREAU
BOARD OF DIRECTORS MEETING MINUTES
4:00 P.M. – 5:00 P.M, JUNE 25, 2020
ZOOM VIRTUAL MEETING**

PRESENT:

Ruggeberg, Gill, Soride, Roth, Flynn, Arens, Murphy, Matthes, Schamberger and Kaeding.

WELCOME:

Ruggeberg opened the meeting at 4:03 PM.

MINUTES:

Arens motioned to approve May Minutes. Gill seconded the motion. The motion carried.

FINANCIALS:

Gill reported that he reviewed and approved the May Accounts Payable Report and Financials.

Kaeding reported that many expense accounts remain frozen for the remainder of FY20. Payroll expenses in March reflect staff furlough schedule.

Gill motioned to approve May Financials. Roth seconded the motion. The motion carried.

FY21 BUDGET:

Gill reported that the Exec Committee met to review the FY21 budget in detail last week. The Board discussed the final FY21 budget draft.

Gill motioned to approve January Financials. Roth seconded the motion. The motion carried.

CITY/COUNTY UPDATES:

Coralville

Gill reported that Coralville is considering using CDBG funds for wifi hotspots, among other community grant opportunities.

Iowa City

No report.

North Liberty

No report.

Johnson County

No report.

University of Iowa

No report.

VICE PRESIDENT/PRESIDENT REPORT:

Org/Market Update

Schamberger reported that the org continues to play a lead role in Project Better Together, focusing on business recovery. Hotels are still in a dire situation due to travel unease. UI is still expecting to welcome students back to campus August 24. The UIHC CEO has encouraged a mask mandate, which is not legally enforceable. Project Better Together will advocate for better mask wearing habits in Johnson County. Flynn reported that a news conference was held earlier today to focus on masks. The Board discussed challenges and frustrations of the business community due to the ongoing pandemic.

STR (state/local)

Kaeding reported that occupancy, ADR and RevPAR continue to be significantly down compared to normal levels. May STR report numbers represented an increase over April. April will likely serve as the floor for this disaster. Murphy reported that some business is returning due to baseball/softball tournaments resuming and the overall easing of travel restrictions. Long term stay hotels have been performing the best. Roth reported that downtown hotels will continue to suffer until UI returns to campus. Kaeding reported that Graduate will reopen July 22, and Hyatt will reopen August 1.

Fall 2020 Event Communication Plan

Schamberger reported that staff is moving forward with plans to secure and hold events this fall/winter. Chamberger expects pushback and negative publicity due to the continued COVID risk. The Board discussed and expressed support for continuing to pursue events in accordance with our mission. Chamberger will communicate the role of our DMO whenever criticism arises. The following events are still planned or in the works for this fall/winter:

FRYfest (Sept 4): A decision on FRYfest will be made after UI Football announces their schedule plans.

Xtream Arena + GreenState Fieldhouse (Sept 18 start): UI Women's Volleyball will mark the first competition in the Arena/Fieldhouse, assuming fall sports are played. Other grand opening events will be planned for September.

USAW Senior Nationals (Oct 8-11): Chamberger and Eustice are working with USA Wrestling to finalize a contract for holding the first major wrestling event post-pandemic in Coralville.

Jingle Cross (Oct 9-11): Jingle Cross is monitoring the pandemic and will make a final decision in the coming months.

Dan Gable Donnybrook (Dec 5-6): The inaugural event will attract 32 high school wrestling teams from around the Midwest to Xstream Arena.

USAC CX Nationals (Dec 8-13): Schamberger and Eustice are working with USA Cycling to bring the first Cyclocross Nationals to Iowa City. They would use the Jingle Cross course. This event was initially scheduled for Dupage County, but the agreement fell through. Schamberger reported that hosting this event would build good will with this important cycling governing body.

NEW BUSINESS

No new business.

Next meeting will be Thursday, August 20, 2020.

Gill motioned to adjourn. Murphy seconded the motion. The motion carried.

Respectively Submitted,

Nick Kaeding

Think Iowa City

Balance Sheet

As of July 31, 2020

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash-Checking-ISB&T/MidWestOne	899.66
1001 Cash-Savings-ISB&T/MidWestOne	430,824.23
1002 Operating Reserve - CD #1 (10/17/20)	25,664.98
1003 Operating Reserve - CD #2 (07/24/20)	102,166.36
1004 Operating Reserve - CD #3 (07/01/20)	101,907.04
1005 Holding Our Own Shop Local Gift Card Incentive Program	89,542.57
Total Bank Accounts	\$ 751,004.84
Total Current Assets	\$ 751,004.84
Fixed Assets	
1500 Accumulated Amortization	-382,919.88
1520 Accumulated Depreciation-Equip	-239,245.13
1530 Equipment & Furniture	270,197.93
1540 Leasehold Improvements	538,357.94
Total Fixed Assets	\$ 186,390.86
TOTAL ASSETS	\$ 937,395.70
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
1600 UICCU Josh Credit Card	107.02
1610 UICCU Office Credit Card	747.45
Total Credit Cards	\$ 854.47
Other Current Liabilities	
2210 401(k) Profit Sharing Plan	20,976.33
2230 Accrued Unemployment	72.22
Total Other Current Liabilities	\$ 21,048.55
Total Current Liabilities	\$ 21,903.02
Total Liabilities	\$ 21,903.02
Equity	
3900 Retained Earnings	610,940.74
Net Income	304,551.94
Total Equity	\$ 915,492.68
TOTAL LIABILITIES AND EQUITY	\$ 937,395.70

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	Jul 2020	Jul 2020 (YTD)	July 19 - June 20 Budget	% of Budget
Income				
In-Kind Donation				
City of Coralville - Rent	5,488.89	5,488.89	65,866.00	8.33%
Total In-Kind Donation	5,488.89	5,488.89	65,866.00	8.33%
01 · Other Income	113,503.51	113,503.51	100,500.00	112.94%
01.5 · Convention/Sports Event Revenue	0.00	0.00	50,000.00	0.00%
02 · Visitors Guide Revenue	0.00	0.00	60,000.00	0.00%
03 · Coralville Hotel-Motel Tax	281,500.00	281,500.00	563,000.00	50.00%
03.5 · North Liberty Hotel-Motel Tax	0.00	0.00	7,000.00	0.00%
04 · Iowa City Hotel-Motel Tax	0.00	0.00	140,000.00	0.00%
05 · Interest Income	62.90	62.90	1,500.00	4.19%
06 · Marketing Partnerships (Existing)	0.00	0.00	60,000.00	0.00%
06.5 · Marketing Partnerships (New)	168.80	168.80	5,000.00	3.38%
06.75 · Misc Partnership Revenue	0.00	0.00	2,000.00	0.00%
07 · Retail Sales				
07.5 · Wholesale Sales	0.00	0.00	0.00	0.00%
08 · Retail Sales	0.00	0.00	250.00	0.00%
09.75 · Sales Tax	0.00	0.00	500.00	0.00%
Total 07 · Retail Sales	0.00	0.00	750.00	0.00%
10 · Destination Marketing Fund	0.00	0.00	25,000.00	0.00%
14 · Special Events Revenue	0.00	0.00	175,000.00	0.00%
18 · UI Athletics/Herky on Parade	0.00	0.00	2,500.00	0.00%
18.5 · Annual Luncheon	0.00	0.00	12,500.00	0.00%
Total Income	400,724.10	400,724.10	1,270,616.00	31.54%
Expense				
20 · Personnel				
21 · Salaries	31,423.66	31,423.66	552,000.00	5.69%
22 · Hourly Wage-PT Employees	100.00	100.00	15,000.00	0.67%
24 · Payroll Taxes	2,400.87	2,400.87	42,700.00	5.62%
27 · 401(k) Company Contributions	1,078.86	1,078.86	22,000.00	4.90%
28 · Worker's Compensation Insurance	0.00	0.00	2,000.00	0.00%
28.5 · Employee Wellness	0.00	0.00	3,650.00	0.00%
29 · Bank Fees	0.00	0.00	300.00	0.00%
Total 20 · Personnel	35,003.39	35,003.39	637,650.00	5.49%
30 · Benefits				
31 · Health/Dental/Vision Ins	2,297.90	2,297.90	26,400.00	8.70%
33 · Life Insurance	132.37	132.37	3,595.00	3.68%
Total 30 · Benefits	2,430.27	2,430.27	29,995.00	8.10%
40 · Professional Development				
41 · Accounting	0.00	0.00	100.00	0.00%
42 · Legal	0.00	0.00	500.00	0.00%
43 · Staff Training	0.00	0.00	3,500.00	0.00%
Total 40 · Professional Development	0.00	0.00	4,100.00	0.00%
45 · Audit	0.00	0.00	5,200.00	0.00%
50 · Auto				
51 · Gasoline	0.00	0.00	2,500.00	0.00%
52 · Maintenance/Washes/Oil Changes	0.00	0.00	1,000.00	0.00%
53 · License Plates	0.00	0.00	400.00	0.00%
54 · Insurance	0.00	0.00	1,900.00	0.00%
55 · Mileage	0.00	0.00	0.00	0.00%
56 · Depreciation	604.74	604.74	7,250.00	8.34%
Total 50 · Auto	604.74	604.74	13,050.00	4.63%
60 · Bonding	333.00	333.00	400.00	83.25%
70 · Business Owners Insurance	0.00	0.00	2,750.00	0.00%

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	Jul 2020	Jul 2020 (YTD)	July 19 - June 20 Budget	% of Budget
80 · Equipment				
81 · Tech Support	625.00	625.00	3,200.00	19.53%
82 · Software & Upgrades	1,237.50	1,237.50	12,500.00	9.90%
84 · Hardware & Upgrades	119.75	119.75	7,500.00	1.60%
85 · Copier, Printers, Fax	414.78	414.78	5,300.00	7.83%
87 · Booth Maintenance/Upgrades	0.00	0.00	0.00	0.00%
89 · Depreciation	647.51	647.51	7,200.00	8.99%
Total 80 · Equipment	3,044.54	3,044.54	35,700.00	8.53%
90 · Office Supplies				
91 · Printed Supplies	0.00	0.00	800.00	0.00%
92 · Office Supplies	0.00	0.00	650.00	0.00%
93 · Copy Paper	0.00	0.00	500.00	0.00%
94 · Media Subscriptions	2,089.53	2,089.53	2,800.00	74.63%
95 · Community Outreach	0.00	0.00	250.00	0.00%
96 · Miscellaneous	0.00	0.00	100.00	0.00%
97 · Staff Supplies	0.00	0.00	550.00	0.00%
Total 90 · Office Supplies	2,089.53	2,089.53	5,650.00	36.98%
100 · Rent/Location				
101 · Office Location	5,488.89	5,488.89	65,866.00	8.33%
103 · Leasehold Amortization	2,446.70	2,446.70	28,300.00	8.65%
104 · Office Janitorial/Marquee	360.73	360.73	4,200.00	8.59%
106 · Utilities	664.93	664.93	8,300.00	8.01%
107 · Office Maintenance & Security	1,192.38	1,192.38	8,500.00	14.03%
110 · Kitchen Supplies	0.00	0.00	500.00	0.00%
111 · Conference Room Supplies	0.00	0.00	100.00	0.00%
Total 100 · Rent/Location	10,153.63	10,153.63	115,766.00	8.77%
120 · Convention Promotion				
122 · Travel/Business Meetings	410.05	410.05	8,250.00	4.97%
124 · Sales Materials/Brochures	0.00	0.00	2,000.00	0.00%
125 · Servicing	0.00	0.00	3,000.00	0.00%
127 · Event Management	0.00	0.00	32,000.00	0.00%
129 · Sports Marketing/Advertising	4,781.51	4,781.51	30,500.00	15.68%
Total 120 · Convention Promotion	5,191.56	5,191.56	75,750.00	6.85%
130 · Special Events & Promotions				
131 · FRY Fest Operations	7,600.00	7,600.00	39,700.00	19.14%
132 · FRY Fest Promotions	34.96	34.96	16,500.00	0.21%
133 · FRY Fest Tradeshow	0.00	0.00	29,600.00	0.00%
134 · FRY Fest Merchandise	0.00	0.00	4,350.00	0.00%
137 · DMO Community Grant Program	0.00	0.00	25,000.00	0.00%
139 · Opportunity Events	0.00	0.00	58,100.00	0.00%
Total 130 · Special Events & Promotions	7,634.96	7,634.96	173,250.00	4.41%
140 · Group Membership				
141 · Assoc. Dues	420.00	420.00	3,875.00	10.84%
142 · Assoc/Professional Dev Travel	0.00	0.00	8,200.00	0.00%
143 · Partnership Expense Items	0.00	0.00	1,700.00	0.00%
144 · State/Industry Efforts	260.63	260.63	2,200.00	11.85%
Total 140 · Group Membership	680.63	680.63	15,975.00	4.26%

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	<u>Jul 2020</u>	<u>Jul 2020 (YTD)</u>	<u>July 19 - June 20 Budget</u>	<u>% of Budget</u>
160 · Local Promotion				
163 · Annual Luncheon Event	0.00	0.00	12,500.00	0.00%
166 · Iowa Cultural Corridor Alliance	0.00	0.00	0.00	0.00%
Total 160 · Local Promotion	<u>0.00</u>	<u>0.00</u>	<u>12,500.00</u>	<u>0.00%</u>
170 · Media Advertising				
171 · Leisure-based Advertising	5,000.00	5,000.00	32,500.00	15.38%
173 · Creative Services	187.50	187.50	10,500.00	1.79%
174 · Website Maintenance/Updates	22.34	22.34	12,500.00	0.18%
176 · Opportunity Advertising/Marketing	21,419.00	21,419.00	2,000.00	1070.95%
177 · DMF Administration	722.00	722.00	3,400.00	21.24%
Total 170 · Media Advertising	<u>27,350.84</u>	<u>27,350.84</u>	<u>60,900.00</u>	<u>44.91%</u>
190 · Postage				
191 · Office Postage	194.91	194.91	7,000.00	2.78%
192 · Office Meter Rental	246.62	246.62	1,300.00	18.97%
Total 190 · Postage	<u>441.53</u>	<u>441.53</u>	<u>8,300.00</u>	<u>5.32%</u>
200 · Printing-General Tourism				
201 · Visitors Guide Development	0.00	0.00	36,500.00	0.00%
204 · Maps	0.00	0.00	1,800.00	0.00%
Total 200 · Printing-General Tourism	<u>0.00</u>	<u>0.00</u>	<u>38,300.00</u>	<u>0.00%</u>
210 · Voice/Data Services				
211 · Phone & Internet Service	465.39	465.39	5,700.00	8.16%
215 · Website Hosting Agreement	150.00	150.00	2,950.00	5.08%
216 · Cellular & Equipment Service	359.95	359.95	5,900.00	6.10%
Total 210 · Voice/Data Services	<u>975.34</u>	<u>975.34</u>	<u>14,550.00</u>	<u>6.70%</u>
220 · Visitor Information/Volunteers				
222 · Board/Volunteer/Holiday Gifts	0.00	0.00	4,000.00	0.00%
223 · Recognition	238.20	238.20	4,000.00	5.96%
225 · Retail Cost Goods Sold	0.00	0.00	500.00	0.00%
227 · Welcome Bags	0.00	0.00	0.00	0.00%
228 · Iowa Sales Tax	0.00	0.00	500.00	0.00%
Total 220 · Visitor Information/Volunteers	<u>238.20</u>	<u>238.20</u>	<u>9,000.00</u>	<u>2.65%</u>
Total Expense	<u>96,172.16</u>	<u>96,172.16</u>	<u>1,258,786.00</u>	<u>7.64%</u>
Net Ordinary Income	304,551.94	304,551.94	11,830.00	



**Iowa City/Coralville Area
Convention & Visitors Bureau
Monthly Lead Update**

You are receiving this hotel/motel lead update as a benefit of your membership with the Iowa City/Coralville Area Convention & Visitors Bureau. If you wish to not receive this monthly update, please contact the bureau at 319-337-6592. Thank you!

To: General Managers
CC: SVP of Finance & Operations
From: Laura Jaime
Date: 7/2020
Re: Monthly Lead Update

Definite

Iowa Recycling Association / 2024 Iowa Recycling and Solid Waste Management Conference and Trade Show

Lead #33931 - dated 03/30/2020, **Att: 350 RN: 340**

04/02/2020 - Marriott will move forward with bid. CVB to compile local support.

07/20/2020 - Bid was submitted for years 2021 - 2025. Group has selected Coralville for 2024.

Midwest Junior Championships / 2020 Midwest Junior Championships

Lead #32887 - dated 01/02/2020, **Att: 200 RN: 250**

01/02/2020 - Communication Sent - New Sales Lead

02/06/2020 - Kevin has decided to go with the Drury Inn for the host hotel. I am going to email the hotels and let them know he has made his decision.

03/31/2020 - Kevin is holding right now waiting the COVID-19 situation out. He is planning on having the event as he hasn't cancelled yet but understands that things are very fluid right now. I am continuing to be in contact with him and will update more in the future.

Lost

VC United / VC United Tournament 2021

Lead #30793 - dated 03/12/2019, **Att: 1200 RN: 800**

03/12/2019 - Molly contacted Eric to inquire if he would be interested in running a large scale, 21/2 day tournament utilizing the new arena/ field house/ Marriott exhibit hall. Eric said there are not many large scale tournaments in Iowa City and he would be open to running it. This competition would be in the spring of 2021. Eric would draw teams from all over the Midwest. Eric was so interested that he came for a site tour to the Iowa River Landing on the way to a tournament in Kansas City. He met the CVB Staff, Marriott Staff, as well as Michael & Brian to discuss arena updates. Next steps are to discuss the possible dates that Eric is thinking and to put a bid proposal together. He would want the University of Iowa's Volleyball program to help support this, which they have agreed to. Brian and Michael are preparing their information to be put in bid proposal as are we.

04/05/2019 - Michael & Brian have sent Eric a proposal and they are waiting to hear back from him on his interest. He is still a great option for running a tournament in 2021 so we hope to keep in contact with him.

08/12/2019 - Eric is going to submit a counter proposal to Michael & Brian on both the tournament and Field house use for his club. Waiting to hear back on the status of the new proposal.

03/12/2020 - Eric has yet to submit a proposal to spectra. I will follow up with Spectra and see if they want me to reach out to inquire if he still wants to hold a tournament in the fieldhouse.

08/04/2020 - With the agreement with All Iowa Attack the number of available dates to hold an event are very limited and the cost of the Fieldhouse was more than we wanted to spend.

University of Iowa Volleyball / 2020 University of Iowa Volleyball Tournament #2

Lead #31867 - dated 10/11/2019, **Att: 1500 RN: 240**

10/11/2019 - Communication Sent - New Sales Lead

01/24/2020 - The Iowa Volleyball program is moving forward with this tournament and have the 3 teams that are on contract to come. I have forwarded the hotel information again to Emily Sparks the Director of Operations and she is going to make a decision on hotels shortly.

02/13/2020 - Volleyball decided to go with the Marriott as the property they want to house the 3 visiting teams in.

02/25/2020 - No contract has been signed yet between volleyball and the Marriott. The Volleyball schedule is not out yet so anything could happen. If the contract gets signed I will change the lead to definite.

03/31/2020 - The Volleyball program has chosen to use the Marriott for their room block for the visiting teams.

08/04/2020 - The event was cancelled when BIG 10 went to conference only competition.

Church of the Living God Pillar and Ground of the Truth / 2021 Annual Assembly

Lead #32871 - dated 11/01/2019, **Att: 1000 RN: 965**

11/01/2019 - Met planner at Connect Faith. Asked Iowa City/Coralville to submit a proposal as they looking for locations for 2021 - 2025. Deadline for submission is mid-December.

02/12/2020 - Planner has requested more time to look though proposals.

03/26/2020 - Planner has not responded to email or call. Will continue to follow up.

07/28/2020 - Due to not visiting area, group was not willing to take risk. Group would need to visit before Iowa City hosted an assembly.

Professional Disc Golf Association / 2021 PDGA United States Women's Disc Golf Championship

Lead #30842 - dated 07/11/2019, **Att: 500 RN: 100**

08/12/2019 - Have a meeting set up next week with Diane and Andy from Vicious Circle Disc Golf about moving forward with a bid proposal for the 2021 PDGA Women's event.

10/02/2019 - I am working with Diane and Andy. They are waiting on getting a question answered by the PDGA before we meet.

03/12/2020 - Diane and Andy have returned from Vegas and I am meeting with them to see about the future of this event.

08/04/2020 - Diane and Andy from Vicious Circle Golf did not want to move forward with a proposal at this time

USA Wrestling / 2021 USAW Folkstyle Nationals

Lead #32922 - dated 02/28/2020, **Att: 3000 RN: 0**

03/12/2020 - Josh is going to State College, PA for the Olympic Team Trials. While there he is going to talk to USAW about Folkstyle Nationals and locking that down.

08/04/2020 - Since the 2020 event was cancelled they are going to return to Cedar Falls to honor their contract for the final year since it was cancelled because of COVID-19

United World Wrestling / UWW Senior Ranking Tournament

Lead #32908 - dated 02/12/2020, **Att: 1500 RN: 655**

03/12/2020 - Josh is going to continue discussions on the event in his meeting with UWW at the Olympic Team Trials in April in State College, PA

08/04/2020 - This event is shelved for the 2021 year because the Olympics were cancelled and now moved to 2021.

United World Wrestling / 2021 UWW World Cup

Lead #32916 - dated 02/20/2020, **Att: 5000 RN: 504**

03/12/2020 - Josh is meeting with UWW in April at the Olympic Team Trials in State College, PA to further discuss a three year plan for the World Cup in Iowa City.

08/04/2020 - Because the Olympics were moved to 2021 they will not have a world cup in 2021. We will continue the conversation to go with 22' and 23' world cup in Coralville

Iowa City Cycling Club / 2020 Old Capitol Criterium

Lead #32927 - dated 03/04/2020, **Att: 300 RN: 32**

03/12/2020 - Working with organizing committee to secure hotel rooms for the event. They are doing a Saturday evening race in Cedar Rapids at Hawkeye Downs and then the Sunday Old Cap Crit in Downtown Iowa City. Talk of also expanding the weekend in 2021.

08/04/2020 - The event was cancelled because of COVID-19

United States of America Weightlifting / Overflow Rooms for American Open Series 2 & National Youth Championship

Lead #33932 - dated 04/15/2020, **Att: 3000 RN: 600**

05/26/2020 - A proposal was submitted to USA Weightlifting at the end of April. Will FU for status.

08/04/2020 - Main reason was the financial support of the 3 cities they narrowed it down to.

Tentative

Alpha Phi Alpha / 2022 Midwestern Regional Convention & Overflow

Lead #30737 - dated 09/05/2018, **Att: 1000 RN: 800**

02/05/2019 - I spoke with Heather about this group. The Marriott is very interested in booking this event. Heather reached out to Chad directly to work through some specifics. I will send out overflow in early February.

03/05/2019 - I reached out to Chad to introduce myself and get an update on the group. He has been working with Heather and the Marriott. The area chapter has decided to submit a bid. We plan to meet Friday, March 8th to discuss moving forward.

06/12/2019 - Chad is waiting for the Chairmen to give us guidance on next steps. I believe this will happen in July. Chad will keep us updated. Will follow-up in mid July.

09/16/2019 - The Regional Vice President, Regional Executive Director and Chapter Host will join us in the Kinnick Suite for the Iowa vs. IL game.

12/05/2019 - The Executive Director of the Region stated that his hope was to get the site visit team to Coralville in January/February.

02/12/2020 - Local contact is expecting feedback from the group by end of February 2020.

03/26/2020 - Conversations have been paused due to the postponement/cancellation of 2020 conventions.

07/28/2020 - Have reached out to local contact. Waiting on response.

Varsity Spirit / 2021 UDA/UCA High School Camp

Lead #32909 - dated 02/12/2020, **Att: 0 RN: 0**

02/12/2020 - Sent Adam a proposal from Marriott and Arena. Marriott Proposal Attached Arena Pricing: Arena+FH: Arena \$2,250 without basketball court Arena \$2,500 with basketball court Fieldhouse - \$1,500 per day

03/31/2020 - I have reached out to Adam to discuss the future. They have had to cancel a bunch of events both international and domestic so they are trying to make sense of those events right now. He was working on the 2021 High School camp but that has been put on the back burner for now as they try to plan for future events this summer.

07/30/2020 - The Marriott submitted a proposal for the 2021 UDA/UCA high school summer camp currently held in Cedar Rapids. I have had many emails back and forth with Adam Stluka about the proposal and the use of the GreenState Family Fieldhouse. They do not want to pay extra money for the fieldhouse use because they get all facilities in CR for free. The Marriotts proposal was also for free facility use, so we are in discussions on if the Marriotts proposal is sufficient to move the camp.

Special Olympics Iowa / 2021 Mid-Winter Games

Lead #30795 - dated 03/13/2019, **Att: 1000 RN: 300**

03/14/2019 - The Special Olympics Iowa Group hosts their Mid Winter Olympics Annually at Iowa City West, City High, a portion of the fieldhouse & the crossfit gym. They are outgrowing these venues and will be looking for more space for their events in 2021. Molly met with John (SOI CEO) and he mentioned he would be open to renting out the arena and fieldhouse. He needs to make sure it's within their budget. They are looking to pay around 5k or less for Friday night load in and all day Saturday event. This would be great for the community and great marketing for the Arena. Dee & Michael are meeting with John on 3/15 to discuss.

03/19/2019 - In attendance: Dee White, Michael Rooney, Brian Hixenbaugh, John Kliegl, Stuart Steffy
Location: 30hop Date: 3/15/19 Met to discuss being the main host of Special Olympics Mid-Winter Tournament beginning in 2021. John is committed to the location change and is going to make it happen after seeing our estimated price range. Brian and Michael will come up with an official proposal when we are able to finalize contracts (hopefully in upcoming months). For now, John has verbally agreed for 3 years plus a gentleman's agreement for an on-going annual commitment. This will go on the temporary facility calendar. The big news is that Special Olympics would like to move it up a weekend to get off Spring Break. This would likely increase participation and attendance as well as become easier to get volunteers. Chances are the weight lifting would still be held at Pro-Fit with everything else being held in our facility (arena & fieldhouse). The Marriott would likely stay as host hotel and continue to host the Friday night dance and social. Spectra and CVB (Molly) will continue to work with Special Olympics over the upcoming months to make sure we are in constant communication. Molly will send out lead to Iowa River Landing hotels for the dates March of 2021!

04/30/2019 - We have a verbal commitment but nothing is signed by the CVB or Arena yet

07/31/2019 - Emailed Michael Rooney with Spectra asking if the contract with Special Olympics has been signed yet. He said corporate still hasn't signed off or given them the final contract so they are still unable to finalize anything with any groups yet. No time table was given as to when that will happen.

09/05/2019 - No contract has been signed yet between Special Olympics and Xtream Arena. Once that is finalized then we can start with rooming blocks for the event.

03/12/2020 - Special Olympics has signed a contract with Xtream Arena and Green State Family Fieldhouse to use for all events for their 2021 Mid-Winter Games

07/28/2020 - Stuart has applied for the RSAD Grant for 2021 so we will continue to communicate and be sure to assist in the housing process.

USA Wrestling / 2022 Iowa/USAW Kids State Tournament

Lead #32924 - dated 02/28/2020, **Att: 1000 RN: 0**

03/02/2020 - The 2021 Iowa/USA Kids State Tournament is still under contract for another year in Cedar Rapids. Mark Reiland (director of Iowa/USAW) really thinks it belongs in the arena so he is going to push the kids director to move it after next year.

08/04/2020 - Have been in contact with Jeff Ziegler who is the Iowa/USAW Kids State Director. Trying to find time to get him into the arena so he can look at the space. The event is held in CR on the Sunday after the girls state tournament. Xtream Arena is going to be the home of the girl's state tournament going forward so it makes sense to hold the kid's event in the same space the next day.

USA Wrestling / 2020 Senior Nationals

Lead #33937 - dated 06/23/2020, **Att: 3000 RN: 450**

06/23/2020 - Communication Sent - New Sales Lead

07/28/2020 - We have a finalized contract with USA Wrestling for the 2020 Senior Nationals.

Iowa League of Cities / 2024 Annual Conference & Overflow

Lead #32892 - dated 01/23/2020, **Att: 500 RN: 830**

01/30/2020 - RFP for ILOC has been released. Submissions are due at the end of February.

02/21/2020 - Bid has been submitted to Mickey Shields on 2/19. Will hear back from group in March.

03/16/2020 - Coralville has moved to the next stage and will be presenting their bid on April 2nd for the Site Selection Committee.

03/26/2020 - Due to COVID-19, presentation has been postponed for Thursday, May 28th.

07/28/2020 - Presentation was canceled indefinitely. Group canceled 2020 conference and is working on conferences for 2021 - 2023 before touching base on 2024. Group is considering hosting the 2021 conference in Coralville due to Coralville's 2020 cancellation.

Iowa Wrestling Coaches & Officials Association / 2021 IWCOA High School Girls State Tournament

Lead #32923 - dated 02/28/2020, **Att: 1500 RN: 0**

03/12/2020 - Waverly Coaches and Bob Murphy verbally committed to bringing the event here in 2021

07/28/2020 - The tournament is scheduled to take place in Xtream Arena. Luke is working with Eric Whitcome and Bob Murphy to plan and execute the event.

The Way of the Cross Church of Christ International / 78th Annual Holy Convocation

Lead #32881 - dated 11/13/2019, **Att: 1100 RN: 985**

11/13/2019 - Communication Sent - New Sales Lead

12/17/2019 - A proposal was submitted on 12/11. Will follow up with the planner in a month.

02/12/2020 - Have reached out to planner for status. Waiting on response.

03/26/2020 - Planner has not made final decision on location for convocation.

07/28/2020 - Planner has not follow up. Currently hosting annual convocation. Will follow up after current convocation is over.

New Beginning Ministries / Fresh Wind Gathering 2021

Lead #32877 - dated 11/12/2019, **Att: 125 RN: 120**

11/12/2019 - Met planner at Connect Faith. Deadline for submission is mid-December. Lead has been sent out to hotels and waiting on responses.

12/05/2019 - Proposal was submitted to the planner. Planner has stated that she needs to visit the area before deciding. The decision is typically made in March. Will follow up with the planner in mid-Jan/early Feb.

02/12/2020 - Planner has not narrowed down final locations. Requested more time to look at proposals.

03/26/2020 - Planner is still behind schedule to select 2021 venue due to this year's conference and COVID-19.

07/28/2020 - Planner has agreed to a call in August to discuss 2021 plans and future opportunity for Iowa City.

United Methodist Women / Leadership Development Days Conference

Lead #32878 - dated 11/12/2019, **Att: 250 RN: 460**

11/22/2019 - I met with this planner at Connect Faith and a huge factor in deciding where to go is sustainability. They are huge into a city's/hotel efforts towards recycling, water stations, and all things that benefit the environment. Group will never go to an area that is derogatory towards Native Americans. For example, they would never go to Kansas City due to the Kansas City Chiefs.

02/12/2020 - Waiting on support letter from Office of Sustainability to submit proposal.

03/26/2020 - Bid was submitted. Will follow-up.

07/28/2020 - Planner has agreed to discuss future plans in the coming weeks. Consideration is happening within organization to make 2021 conference virtual.

College Swimming & Diving Coaches Association of America / 2023 CSCAA Convention

Lead #32920 - dated 02/27/2020, **Att: 1200 RN: 0**

03/03/2020 - I am going to meet with Marc Long (U of I swimming coach) to discuss the convention. His assistant does marketing for the convention so I am going to talk with them about size and attempt to get an RFP to see if the convention is something we could host.

03/26/2020 - I have emailed the CSCAA to obtain a past or current RFP for the CSCAA Convention to continue to assess if Think Iowa City could hold the event.

07/29/2020 - This event would be great to have in town but I don't think we can have both the convention and the competition in the same year in the same location. We are waiting to hear from the CRWC if they want to go forward with the competition at which time we will make a determination of which event to go after.

College Swimming & Diving Coaches Association of America / 2023 CSCAA National Invitational Championships

Lead #32921 - dated 02/27/2020, **Att: 700 RN: 0**

03/03/2020 - This is a swim meet that invites Div. 1 teams in to compete as an open event. I am talking with Marc Long about the event. He would love to have it but says he isn't sure if Athletics or CRWC want to bring it here. I am talking with him on what it would look like and how much work would be need to be involved from a CRWC or Athletics standpoint.

03/26/2020 - I emailed the CSCAA to obtain and past or current RFP to assess if getting the National Invitational Championships to Iowa City is feasible.

07/29/2020 - I emailed the RFP to Emily Downes who is the new Aquatics Director at the CRWC to gauge her interest in hosting this event. The Iowa City Area Sports commission cannot hold or run this event independently from the University of Iowa or Rec Services we would partner with them with financial support most likely and they would run the event

Army Strong Bonds / AC-FY20-06234

Lead #33939 - dated 07/24/2020, **Att: 60 RN: 44**

07/28/2020 - RFP came through Cvent. Proposal submitted.

Midwest Tandem Rally / Midwest Tandem Rally 2022

Lead #30808 - dated 04/10/2019, **Att: 1200 RN: 995**

04/11/2019 - The Midwest Tandem Rally (MTR) is a weekend-long tandem bicycle set of rides, based somewhere in the larger Midwest United States on Labor Day weekend. The primary rides for the MTR on Saturday and Sunday of the weekend, usually including several distance options and all having lunch as the primary rest stop. There are also casual rides planned for Friday night and Monday. Friday is typically an Ice Cream Ride - a short ride to a local ice cream parlor, although some have included a destination and entertainment as part of the ice cream ride. The Monday ride is sometimes a rework of the primary rides or an opportunity for people to ride to a restaurant for breakfast together. This event has taken place all over the MidWest and we will continue to make an effort to grow relationships with the event organizers.

07/31/2019 - Sent Bob an email just wishing him good luck on the State Rally which starts Aug. 9th in Cedar Falls, IA. Mentioned that I will follow up with him middle to late August to discuss future state rally and the Midwest Rally for 2022. I have also extended an invite to a football game to sit in the suite and after the state rally he said he would have more time to look at his schedule and pick a game to come to.

08/12/2019 - The 2019 P.I.G.S. Rally was this weekend. I rode up to Gilbertville to meet them at their lunch stop. This event is the state tandem rally and the individuals in charge of the state rally will then decide where to go for the Midwest Rally when it is in Iowa in 2022. Had a really good discussion with Bob Appel and Randy Harvey about not only 2022 MTR but the 2021 P.I.G.S rally as well. Will be putting together a proposal to send to them to look over and give some feedback

09/04/2019 - Had a phone call with Bob Appel on 9/3/19. He verbally committed to bringing the 2020 P.I.G.S. State Rally to the area and then the 2022 MTR to the area as well. Going to attempt to get him to a football game in Oct. and have them do some course recon of the area and trails.

02/12/2020 - Bob is going to attempt to get into town at the end of March to ride some routes. I am still working on solidifying routes from the IRL as I think that would be the best thing for the group and offer the most availability for the weekend to fun and entertainment. Still trying to nail down number of rooms and rates for the hotels for the Midwest Tandem Rally in 22' as it's over Fry Fest weekend.

07/30/2020 - The Midwest tandem rally is still coming to Iowa City/Coralville in 2022. It will be over the Fry Fest weekend, the organizers and Luke Eustice are still discussing route options and extra events. The Iowa Tandem Rally that will be held this fall in Coralville will serve as a test event for the larger Midwest Rally.

Dan Gable Donnybrook / 2020 Dan Gable Donnybrook Wrestling Tournament

Lead #31861 - dated 09/30/2019, **Att: 3500 RN: 350**

10/02/2019 - Sent out the lead for the tournament. Only did the lead for the teams for now and we will most likely send out another lead for the fans later on. The idea would be to put the meeting max link on the website for fans to book rooms. Nathan is continuing to work on getting teams as am I in my off time. We delayed the announcement of the tournament until the next open house event on Oct. 16th because Nathan was unable to be in town for the 10/2/19 event.

02/25/2020 - The tournament is full with 33 teams. Only 12 of the teams are from Iowa, with the rest of the field being made up of teams from Minnesota, Nebraska, Missouri, Illinois, Wisconsin and South Dakota. The contract is being finalized between Think Iowa City and the arena. I have 6 more teams I need hotel info from and then all teams will be housed and I will move onto fan blocks.

07/30/2020 - All High School teams have been assigned a hotel they will be staying at. The tournament planning is on hold right now until COVID-19 implications are sorted out. Right now we do not know what all the midwest states are doing for Fall/Winter sports nor do we know how many of them will be able to travel out of state to our event. If need be, we will have a larger women's tournament than originally planned because we will have less out of state teams and therefore can accommodate more women wrestling in the tournament.

P.I.G.S. / 2020 Iowa Tandem Rally

Lead #32931 - dated 03/17/2020, **Att: 120 RN: 50**

03/31/2020 - As of right now they are planning as though the event will still happen. I am working with Bob right now on Hotel needs. This will be a practice run for the 2022 Midwest Tandem Rally so we are just making sure that the routes and hotels line up with what they want to do. Once he figures out what routes he wants to ride on that will play a role in what hotel he picks. Right now looking at 50 total rooms nights for the two days but says they tend to see an uptick in participation on the eastern side of the state for Tandem Rally's.

07/30/2020 - The Iowa Tandem Rally has now switched dates to Sept. 19th and 20th. This is a change and I will be sending out a new lead to the hotels out by the mall where the group wants to stay. It most likely will be a smaller group, but they want to stay close to the trail system.

University of Iowa College of Engineering / First Tech Challenge: Iowa Championship

Lead #32926 - dated 03/04/2020, **Att: 2000 RN: 0**

03/12/2020 - Been trying to get in touch with Rebecca to get more information on schedule, attendance and calculate overall impact of the event to the community before the April arena tour.

03/13/2020 - Rebecca ended up emailing back and said she was under contract at the Double Tree in Cedar Rapids until 2021. She is looking for a possible venue change for the 2022 year and beyond.

07/28/2020 - I reached out to Rebecca to set up a tour of the arena and fieldhouse. She is in CR for 2021 but is looking to move for the 2022 event she has in Feb.

Iowa Museum Association / 2023 IMA Annual Meeting & Conference

Lead #32893 - dated 01/30/2020, **Att: 130 RN: 200**

01/30/2020 - Working with Johnson County Historical Society to secure either 2021, 2022, or 2023 IMA Conference. Need local contact and support in order to host conference.

02/12/2020 - Proposal submitted prior to group's board meeting. Will follow up in the coming weeks.

03/11/2020 - The Board has decided on Council Bluffs for 2021 and Muscatine for 2022. They have not yet decided on 2023. Will follow up in April.

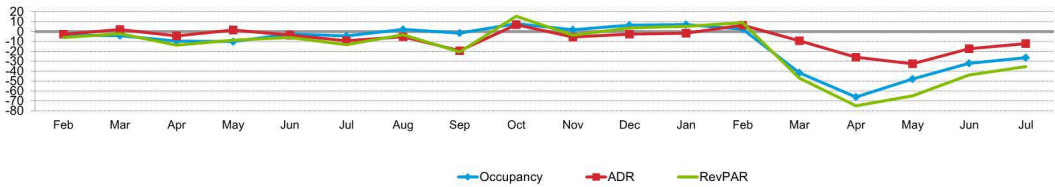
07/28/2020 - Planned to have answer in April but due to COVID, talks have been halted. Will follow up in the coming weeks.

Tab 2 - Trend Johnson County, IA

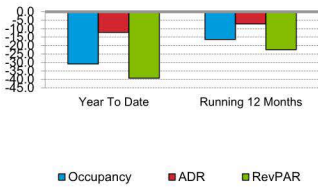
Iowa City Coralville CVB
For the Month of July 2020

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2019												2020						
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	This Year	53.7	56.2	60.3	59.6	66.6	65.4	67.2	64.4	67.9	58.3	43.6	46.0	55.0	32.8	20.4	31.0	45.3	48.1
	Last Year	55.6	58.6	66.8	66.3	68.2	68.3	65.8	65.4	62.9	57.3	40.9	43.0	53.7	56.2	60.3	59.6	66.6	65.4
Percent Change	-3.5	-4.1	-9.7	-10.1	-2.5	-4.4	2.2	-1.5	8.0	1.8	6.5	7.1	2.4	-41.5	-66.1	-48.0	-32.0	-26.4	

Year To Date			
2018	2019	2020	
61.6	58.0	40.1	
66.4	61.6	58.0	
-7.3	-5.8	-30.9	

Running 12 Months			
2018	2019	2020	
61.4	58.1	48.6	
67.1	61.4	58.1	
-8.5	-5.3	-16.4	

ADR	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	87.38	90.60	92.40	103.69	93.35	89.02	92.87	101.41	113.54	104.42	83.25	84.93	93.02	82.16	68.41	69.99	77.14	78.22
Last Year	89.79	88.77	96.69	102.09	96.81	98.15	98.04	125.71	106.18	110.43	85.49	86.40	87.38	90.60	92.40	103.69	93.35	89.02
Percent Change	-2.7	2.1	-4.4	1.6	-3.6	-9.3	-5.3	-19.3	6.9	-5.4	-2.6	-1.7	6.5	-9.3	-26.0	-32.5	-17.4	-12.1

Year To Date			
2018	2019	2020	
94.96	92.25	81.02	
97.38	94.96	92.25	
-2.5	-2.9	-12.2	

Running 12 Months			
2018	2019	2020	
100.34	98.13	91.03	
102.07	100.34	98.13	
-1.7	-2.2	-7.2	

RevPAR	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	46.93	50.89	55.73	61.81	62.15	58.19	62.42	65.32	77.08	60.89	36.27	39.11	51.16	26.98	13.98	21.72	34.92	37.65
Last Year	49.96	52.00	64.55	67.72	66.07	67.08	64.49	82.20	66.76	63.25	34.98	37.16	46.93	50.89	55.73	61.81	62.15	58.19
Percent Change	-6.1	-2.1	-13.7	-8.7	-5.9	-13.3	-3.2	-20.5	15.5	-3.7	3.7	5.3	9.0	-47.0	-74.9	-64.9	-43.8	-35.3

Year To Date			
2018	2019	2020	
58.49	53.50	32.49	
64.70	58.49	53.50	
-9.6	-8.5	-39.3	

Running 12 Months			
2018	2019	2020	
61.58	57.05	44.25	
68.44	61.58	57.05	
-10.0	-7.4	-22.4	

Supply	2019												2020						
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	This Year	86,100	95,325	97,650	100,905	97,650	100,905	100,905	97,650	100,905	97,650	100,905	102,486	95,088	105,276	87,720	93,434	97,350	100,595
	Last Year	75,488	83,576	80,880	83,576	87,900	90,737	90,737	92,340	95,418	92,250	95,325	95,325	86,100	95,325	97,650	100,905	97,650	100,905
Percent Change	14.1	14.1	20.7	20.7	11.1	11.2	11.2	5.8	5.8	5.9	5.9	7.5	10.4	10.4	-10.2	-7.4	-0.3	-0.3	

Year To Date			
2018	2019	2020	
585,733	673,860	681,949	
527,456	585,733	673,860	
11.0	15.0	1.2	

Running 12 Months			
2018	2019	2020	
1,010,121	1,139,930	1,179,964	
908,426	1,010,121	1,139,930	
11.2	12.9	3.5	

Demand	2019												2020						
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	This Year	46,239	53,544	58,888	60,147	65,010	65,963	67,823	62,899	68,499	56,943	43,961	47,193	52,298	34,573	17,929	28,988	44,067	48,415
	Last Year	41,998	48,959	53,999	55,437	59,991	62,016	59,692	60,384	59,995	52,840	39,003	40,998	46,239	53,544	58,898	60,147	65,010	65,963
Percent Change	10.1	9.4	9.1	8.5	8.4	6.4	13.6	4.2	14.2	7.8	12.7	15.1	13.1	-35.4	-69.6	-51.8	-32.2	-26.6	

Year To Date			
2018	2019	2020	
360,797	390,799	273,463	
350,430	360,797	390,799	
3.0	8.3	-30.0	

Running 12 Months			
2018	2019	2020	
619,906	662,713	573,588	
609,152	619,906	662,713	
1.8	6.9	-13.4	

Revenue	2019												2020						
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	This Year	4,040,308	4,850,916	5,441,903	6,236,822	6,068,701	5,871,741	6,298,911	6,378,877	7,777,518	5,945,921	3,659,878	4,008,234	4,864,570	2,840,572	1,226,512	2,028,960	3,399,494	3,787,130
	Last Year	3,771,082	4,346,096	5,220,936	5,659,534	5,807,822	6,087,017	5,851,963	7,590,737	6,370,298	5,834,974	3,334,359	3,542,068	4,040,308	4,850,916	5,441,903	6,236,822	6,068,701	5,871,741
Percent Change	7.1	11.6	4.2	10.2	4.5	-3.5	7.6	-16.0	22.1	1.9	9.8	13.2	20.4	-41.4	-77.5	-67.5	-44.0	-35.5	

Year To Date			
2018	2019	2020	
34,261,243	36,052,460	22,155,471	
34,125,384	34,261,243	36,052,460	
0.4	5.2	-38.5	

Running 12 Months			
2018	2019	2020	
62,203,896	65,034,791	52,216,576	
62,173,552	62,203,896	65,034,791	
0.0	4.6	-19.7	

Census %	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Census Props	30	30	31	31	31	31	31	31	31	31	31	32	33	33	30	31	32	32
Census Rooms	3075	3075	3255	3255	3255	3255	3255	3255	3255	3255	3255	3306	3396	3396	2924	3014	3245	3245
% Rooms Participants	90.9	90.9	85.9	91.4	91.4	88.2	88.2	88.2	88.2	88.2	88.2	88.4	91.8	91.8	90.4	87.7	79.9	89.8

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From: Nick Kaeding
To: Bruce Teague
Subject: DMO Board of Directors Meeting
Date: Wednesday, August 19, 2020 10:42:16 AM
Attachments: August 2020 CVB.pdf



DMO Board of Directors Meeting

Event Date: August 20, 2020
Event Time: 4:00 PM - 5:00 PM
Location: 900 1st Avenue, Coralville, IA OR Zoom:
<https://us02web.zoom.us/j/84169948323?pwd=NjNzZStLVVRpSDNrenF3U2NjY0JmZz09>

Hello, All -

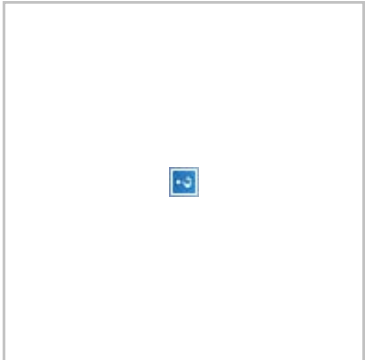
Please find the board packet attached for the August board meeting scheduled for **tomorrow** at 4:00. The meeting will be held either in person at the CVB office OR virtually via Zoom.

The Executive Committee will meet in advance at 3:30.

Also, a reminder for those interested in touring Xtream Arena and GreenState Family Fieldhouse: That tour will commence immediately following the meeting. Please be sure to wear appropriate footwear and face coverings.

Thanks,

Nick Kaeding
Senior Vice President Finance & Administration
Iowa City/Coralville Area Convention & Visitors Bureau
nick@thinkiowacity.com | (319) 337-6592
900 1st Avenue/Hayden Fry Way | Coralville, IA 52241



THINKIOWACITY.COM



**Iowa City/Coralville Area CVB
Board of Directors Meeting**

Thursday, August 20, 2020

4:00 P.M. – 5:30 P.M.

Zoom: <https://us02web.zoom.us/j/84169948323?pwd=NjNzZStLVVRpSDNrenF3U2NYd0J6Zz09>

Agenda

1. Welcome
 - Mayor Lundell, City of Coralville
2. Approval June Minutes Roundtree
3. Approval July Financials Soride
4. Approval of FY21 Executive Committee
 - Laura Soride, Chair
 - Peter Matthes, Vice Chair
 - John Lundell, Treasurer
 - Shanti Roundtree, Secretary
 - Mark Ruggeberg, Past Chair
5. City/County Updates
 - Coralville Lundell
 - Iowa City Teague
 - North Liberty Hoffman
 - Johnson County Porter
 - University of Iowa Matthes
6. Vice-President/President Updates
 - Org/Market Update Schamberger
 - COVID
 - Derecho
 - Project Better Together Kaeding
 - BIPOC & Immigrant Grant Program
 - STR (state/local) Kaeding
 - 9/30 Ops/Budget Review
 - Partnership Updates Schamberger
 - Fall 2020 Event Updates Schamberger
 - FRY Fest (Sept 4 – CANCELLED)
 - Xstream Arena + GreenState Fieldhouse (Sept 17)
 - **USAW Senior Nationals (Oct 8-11)**
 - Jingle Cross (Oct 9-11 - CANCELLED)
 - Dan Gable Donnybrook (Dec 5-6)
 - **USAC CX National Championships (Dec 8-13)**
7. New Business
8. Board Member Announcements/Reminders
 - Next meeting will be Thursday, September 17, 2020
9. Adjourn

**IOWA CITY/CORALVILLE AREA CONVENTION & VISITORS BUREAU
BOARD OF DIRECTORS MEETING MINUTES
4:00 P.M. – 5:00 P.M, JUNE 25, 2020
ZOOM VIRTUAL MEETING**

PRESENT:

Ruggeberg, Gill, Soride, Roth, Flynn, Arens, Murphy, Matthes, Schamberger and Kaeding.

WELCOME:

Ruggeberg opened the meeting at 4:03 PM.

MINUTES:

Arens motioned to approve May Minutes. Gill seconded the motion. The motion carried.

FINANCIALS:

Gill reported that he reviewed and approved the May Accounts Payable Report and Financials.

Kaeding reported that many expense accounts remain frozen for the remainder of FY20. Payroll expenses in March reflect staff furlough schedule.

Gill motioned to approve May Financials. Roth seconded the motion. The motion carried.

FY21 BUDGET:

Gill reported that the Exec Committee met to review the FY21 budget in detail last week. The Board discussed the final FY21 budget draft.

Gill motioned to approve January Financials. Roth seconded the motion. The motion carried.

CITY/COUNTY UPDATES:

Coralville

Gill reported that Coralville is considering using CDBG funds for wifi hotspots, among other community grant opportunities.

Iowa City

No report.

North Liberty

No report.

Johnson County

No report.

University of Iowa

No report.

VICE PRESIDENT/PRESIDENT REPORT:

Org/Market Update

Schamberger reported that the org continues to play a lead role in Project Better Together, focusing on business recovery. Hotels are still in a dire situation due to travel unease. UI is still expecting to welcome students back to campus August 24. The UIHC CEO has encouraged a mask mandate, which is not legally enforceable. Project Better Together will advocate for better mask wearing habits in Johnson County. Flynn reported that a news conference was held earlier today to focus on masks. The Board discussed challenges and frustrations of the business community due to the ongoing pandemic.

STR (state/local)

Kaeding reported that occupancy, ADR and RevPAR continue to be significantly down compared to normal levels. May STR report numbers represented an increase over April. April will likely serve as the floor for this disaster. Murphy reported that some business is returning due to baseball/softball tournaments resuming and the overall easing of travel restrictions. Long term stay hotels have been performing the best. Roth reported that downtown hotels will continue to suffer until UI returns to campus. Kaeding reported that Graduate will reopen July 22, and Hyatt will reopen August 1.

Fall 2020 Event Communication Plan

Schamberger reported that staff is moving forward with plans to secure and hold events this fall/winter. Chamberger expects pushback and negative publicity due to the continued COVID risk. The Board discussed and expressed support for continuing to pursue events in accordance with our mission. Chamberger will communicate the role of our DMO whenever criticism arises. The following events are still planned or in the works for this fall/winter:

FRYfest (Sept 4): A decision on FRYfest will be made after UI Football announces their schedule plans.

Xtream Arena + GreenState Fieldhouse (Sept 18 start): UI Women's Volleyball will mark the first competition in the Arena/Fieldhouse, assuming fall sports are played. Other grand opening events will be planned for September.

USAW Senior Nationals (Oct 8-11): Chamberger and Eustice are working with USA Wrestling to finalize a contract for holding the first major wrestling event post-pandemic in Coralville.

Jingle Cross (Oct 9-11): Jingle Cross is monitoring the pandemic and will make a final decision in the coming months.

Dan Gable Donnybrook (Dec 5-6): The inaugural event will attract 32 high school wrestling teams from around the Midwest to Xstream Arena.

USAC CX Nationals (Dec 8-13): Schamberger and Eustice are working with USA Cycling to bring the first Cyclocross Nationals to Iowa City. They would use the Jingle Cross course. This event was initially scheduled for Dupage County, but the agreement fell through. Schamberger reported that hosting this event would build good will with this important cycling governing body.

NEW BUSINESS

No new business.

Next meeting will be Thursday, August 20, 2020.

Gill motioned to adjourn. Murphy seconded the motion. The motion carried.

Respectively Submitted,

Nick Kaeding

Think Iowa City

Balance Sheet

As of July 31, 2020

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash-Checking-ISB&T/MidWestOne	899.66
1001 Cash-Savings-ISB&T/MidWestOne	430,824.23
1002 Operating Reserve - CD #1 (10/17/20)	25,664.98
1003 Operating Reserve - CD #2 (07/24/20)	102,166.36
1004 Operating Reserve - CD #3 (07/01/20)	101,907.04
1005 Holding Our Own Shop Local Gift Card Incentive Program	89,542.57
Total Bank Accounts	\$ 751,004.84
Total Current Assets	\$ 751,004.84
Fixed Assets	
1500 Accumulated Amortization	-382,919.88
1520 Accumulated Depreciation-Equip	-239,245.13
1530 Equipment & Furniture	270,197.93
1540 Leasehold Improvements	538,357.94
Total Fixed Assets	\$ 186,390.86
TOTAL ASSETS	\$ 937,395.70
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
1600 UICCU Josh Credit Card	107.02
1610 UICCU Office Credit Card	747.45
Total Credit Cards	\$ 854.47
Other Current Liabilities	
2210 401(k) Profit Sharing Plan	20,976.33
2230 Accrued Unemployment	72.22
Total Other Current Liabilities	\$ 21,048.55
Total Current Liabilities	\$ 21,903.02
Total Liabilities	\$ 21,903.02
Equity	
3900 Retained Earnings	610,940.74
Net Income	304,551.94
Total Equity	\$ 915,492.68
TOTAL LIABILITIES AND EQUITY	\$ 937,395.70

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	Jul 2020	Jul 2020 (YTD)	July 19 - June 20 Budget	% of Budget
Income				
In-Kind Donation				
City of Coralville - Rent	5,488.89	5,488.89	65,866.00	8.33%
Total In-Kind Donation	5,488.89	5,488.89	65,866.00	8.33%
01 · Other Income	113,503.51	113,503.51	100,500.00	112.94%
01.5 · Convention/Sports Event Revenue	0.00	0.00	50,000.00	0.00%
02 · Visitors Guide Revenue	0.00	0.00	60,000.00	0.00%
03 · Coralville Hotel-Motel Tax	281,500.00	281,500.00	563,000.00	50.00%
03.5 · North Liberty Hotel-Motel Tax	0.00	0.00	7,000.00	0.00%
04 · Iowa City Hotel-Motel Tax	0.00	0.00	140,000.00	0.00%
05 · Interest Income	62.90	62.90	1,500.00	4.19%
06 · Marketing Partnerships (Existing)	0.00	0.00	60,000.00	0.00%
06.5 · Marketing Partnerships (New)	168.80	168.80	5,000.00	3.38%
06.75 · Misc Partnership Revenue	0.00	0.00	2,000.00	0.00%
07 · Retail Sales				
07.5 · Wholesale Sales	0.00	0.00	0.00	0.00%
08 · Retail Sales	0.00	0.00	250.00	0.00%
09.75 · Sales Tax	0.00	0.00	500.00	0.00%
Total 07 · Retail Sales	0.00	0.00	750.00	0.00%
10 · Destination Marketing Fund	0.00	0.00	25,000.00	0.00%
14 · Special Events Revenue	0.00	0.00	175,000.00	0.00%
18 · UI Athletics/Herky on Parade	0.00	0.00	2,500.00	0.00%
18.5 · Annual Luncheon	0.00	0.00	12,500.00	0.00%
Total Income	400,724.10	400,724.10	1,270,616.00	31.54%
Expense				
20 · Personnel				
21 · Salaries	31,423.66	31,423.66	552,000.00	5.69%
22 · Hourly Wage-PT Employees	100.00	100.00	15,000.00	0.67%
24 · Payroll Taxes	2,400.87	2,400.87	42,700.00	5.62%
27 · 401(k) Company Contributions	1,078.86	1,078.86	22,000.00	4.90%
28 · Worker's Compensation Insurance	0.00	0.00	2,000.00	0.00%
28.5 · Employee Wellness	0.00	0.00	3,650.00	0.00%
29 · Bank Fees	0.00	0.00	300.00	0.00%
Total 20 · Personnel	35,003.39	35,003.39	637,650.00	5.49%
30 · Benefits				
31 · Health/Dental/Vision Ins	2,297.90	2,297.90	26,400.00	8.70%
33 · Life Insurance	132.37	132.37	3,595.00	3.68%
Total 30 · Benefits	2,430.27	2,430.27	29,995.00	8.10%
40 · Professional Development				
41 · Accounting	0.00	0.00	100.00	0.00%
42 · Legal	0.00	0.00	500.00	0.00%
43 · Staff Training	0.00	0.00	3,500.00	0.00%
Total 40 · Professional Development	0.00	0.00	4,100.00	0.00%
45 · Audit	0.00	0.00	5,200.00	0.00%
50 · Auto				
51 · Gasoline	0.00	0.00	2,500.00	0.00%
52 · Maintenance/Washes/Oil Changes	0.00	0.00	1,000.00	0.00%
53 · License Plates	0.00	0.00	400.00	0.00%
54 · Insurance	0.00	0.00	1,900.00	0.00%
55 · Mileage	0.00	0.00	0.00	0.00%
56 · Depreciation	604.74	604.74	7,250.00	8.34%
Total 50 · Auto	604.74	604.74	13,050.00	4.63%
60 · Bonding	333.00	333.00	400.00	83.25%
70 · Business Owners Insurance	0.00	0.00	2,750.00	0.00%

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	Jul 2020	Jul 2020 (YTD)	July 19 - June 20 Budget	% of Budget
80 · Equipment				
81 · Tech Support	625.00	625.00	3,200.00	19.53%
82 · Software & Upgrades	1,237.50	1,237.50	12,500.00	9.90%
84 · Hardware & Upgrades	119.75	119.75	7,500.00	1.60%
85 · Copier, Printers, Fax	414.78	414.78	5,300.00	7.83%
87 · Booth Maintenance/Upgrades	0.00	0.00	0.00	0.00%
89 · Depreciation	647.51	647.51	7,200.00	8.99%
Total 80 · Equipment	3,044.54	3,044.54	35,700.00	8.53%
90 · Office Supplies				
91 · Printed Supplies	0.00	0.00	800.00	0.00%
92 · Office Supplies	0.00	0.00	650.00	0.00%
93 · Copy Paper	0.00	0.00	500.00	0.00%
94 · Media Subscriptions	2,089.53	2,089.53	2,800.00	74.63%
95 · Community Outreach	0.00	0.00	250.00	0.00%
96 · Miscellaneous	0.00	0.00	100.00	0.00%
97 · Staff Supplies	0.00	0.00	550.00	0.00%
Total 90 · Office Supplies	2,089.53	2,089.53	5,650.00	36.98%
100 · Rent/Location				
101 · Office Location	5,488.89	5,488.89	65,866.00	8.33%
103 · Leasehold Amortization	2,446.70	2,446.70	28,300.00	8.65%
104 · Office Janitorial/Marquee	360.73	360.73	4,200.00	8.59%
106 · Utilities	664.93	664.93	8,300.00	8.01%
107 · Office Maintenance & Security	1,192.38	1,192.38	8,500.00	14.03%
110 · Kitchen Supplies	0.00	0.00	500.00	0.00%
111 · Conference Room Supplies	0.00	0.00	100.00	0.00%
Total 100 · Rent/Location	10,153.63	10,153.63	115,766.00	8.77%
120 · Convention Promotion				
122 · Travel/Business Meetings	410.05	410.05	8,250.00	4.97%
124 · Sales Materials/Brochures	0.00	0.00	2,000.00	0.00%
125 · Servicing	0.00	0.00	3,000.00	0.00%
127 · Event Management	0.00	0.00	32,000.00	0.00%
129 · Sports Marketing/Advertising	4,781.51	4,781.51	30,500.00	15.68%
Total 120 · Convention Promotion	5,191.56	5,191.56	75,750.00	6.85%
130 · Special Events & Promotions				
131 · FRY Fest Operations	7,600.00	7,600.00	39,700.00	19.14%
132 · FRY Fest Promotions	34.96	34.96	16,500.00	0.21%
133 · FRY Fest Tradeshow	0.00	0.00	29,600.00	0.00%
134 · FRY Fest Merchandise	0.00	0.00	4,350.00	0.00%
137 · DMO Community Grant Program	0.00	0.00	25,000.00	0.00%
139 · Opportunity Events	0.00	0.00	58,100.00	0.00%
Total 130 · Special Events & Promotions	7,634.96	7,634.96	173,250.00	4.41%
140 · Group Membership				
141 · Assoc. Dues	420.00	420.00	3,875.00	10.84%
142 · Assoc/Professional Dev Travel	0.00	0.00	8,200.00	0.00%
143 · Partnership Expense Items	0.00	0.00	1,700.00	0.00%
144 · State/Industry Efforts	260.63	260.63	2,200.00	11.85%
Total 140 · Group Membership	680.63	680.63	15,975.00	4.26%

Iowa City/Coralville Area Convention & Visitors Bureau
Profit & Loss
July 2020

	Jul 2020	Jul 2020 (YTD)	July 19 - June 20 Budget	% of Budget
160 · Local Promotion				
163 · Annual Luncheon Event	0.00	0.00	12,500.00	0.00%
166 · Iowa Cultural Corridor Alliance	0.00	0.00	0.00	0.00%
Total 160 · Local Promotion	<u>0.00</u>	<u>0.00</u>	<u>12,500.00</u>	<u>0.00%</u>
170 · Media Advertising				
171 · Leisure-based Advertising	5,000.00	5,000.00	32,500.00	15.38%
173 · Creative Services	187.50	187.50	10,500.00	1.79%
174 · Website Maintenance/Updates	22.34	22.34	12,500.00	0.18%
176 · Opportunity Advertising/Marketing	21,419.00	21,419.00	2,000.00	1070.95%
177 · DMF Administration	722.00	722.00	3,400.00	21.24%
Total 170 · Media Advertising	<u>27,350.84</u>	<u>27,350.84</u>	<u>60,900.00</u>	<u>44.91%</u>
190 · Postage				
191 · Office Postage	194.91	194.91	7,000.00	2.78%
192 · Office Meter Rental	246.62	246.62	1,300.00	18.97%
Total 190 · Postage	<u>441.53</u>	<u>441.53</u>	<u>8,300.00</u>	<u>5.32%</u>
200 · Printing-General Tourism				
201 · Visitors Guide Development	0.00	0.00	36,500.00	0.00%
204 · Maps	0.00	0.00	1,800.00	0.00%
Total 200 · Printing-General Tourism	<u>0.00</u>	<u>0.00</u>	<u>38,300.00</u>	<u>0.00%</u>
210 · Voice/Data Services				
211 · Phone & Internet Service	465.39	465.39	5,700.00	8.16%
215 · Website Hosting Agreement	150.00	150.00	2,950.00	5.08%
216 · Cellular & Equipment Service	359.95	359.95	5,900.00	6.10%
Total 210 · Voice/Data Services	<u>975.34</u>	<u>975.34</u>	<u>14,550.00</u>	<u>6.70%</u>
220 · Visitor Information/Volunteers				
222 · Board/Volunteer/Holiday Gifts	0.00	0.00	4,000.00	0.00%
223 · Recognition	238.20	238.20	4,000.00	5.96%
225 · Retail Cost Goods Sold	0.00	0.00	500.00	0.00%
227 · Welcome Bags	0.00	0.00	0.00	0.00%
228 · Iowa Sales Tax	0.00	0.00	500.00	0.00%
Total 220 · Visitor Information/Volunteers	<u>238.20</u>	<u>238.20</u>	<u>9,000.00</u>	<u>2.65%</u>
Total Expense	<u>96,172.16</u>	<u>96,172.16</u>	<u>1,258,786.00</u>	<u>7.64%</u>
Net Ordinary Income	304,551.94	304,551.94	11,830.00	



**Iowa City/Coralville Area
Convention & Visitors Bureau
Monthly Lead Update**

You are receiving this hotel/motel lead update as a benefit of your membership with the Iowa City/Coralville Area Convention & Visitors Bureau. If you wish to not receive this monthly update, please contact the bureau at 319-337-6592. Thank you!

To: General Managers
CC: SVP of Finance & Operations
From: Laura Jaime
Date: 7/2020
Re: Monthly Lead Update

Definite

Iowa Recycling Association / 2024 Iowa Recycling and Solid Waste Management Conference and Trade Show

Lead #33931 - dated 03/30/2020, **Att: 350 RN: 340**

04/02/2020 - Marriott will move forward with bid. CVB to compile local support.

07/20/2020 - Bid was submitted for years 2021 - 2025. Group has selected Coralville for 2024.

Midwest Junior Championships / 2020 Midwest Junior Championships

Lead #32887 - dated 01/02/2020, **Att: 200 RN: 250**

01/02/2020 - Communication Sent - New Sales Lead

02/06/2020 - Kevin has decided to go with the Drury Inn for the host hotel. I am going to email the hotels and let them know he has made his decision.

03/31/2020 - Kevin is holding right now waiting the COVID-19 situation out. He is planning on having the event as he hasn't cancelled yet but understands that things are very fluid right now. I am continuing to be in contact with him and will update more in the future.

Lost

VC United / VC United Tournament 2021

Lead #30793 - dated 03/12/2019, **Att: 1200 RN: 800**

03/12/2019 - Molly contacted Eric to inquire if he would be interested in running a large scale, 21/2 day tournament utilizing the new arena/ field house/ Marriott exhibit hall. Eric said there are not many large scale tournaments in Iowa City and he would be open to running it. This competition would be in the spring of 2021. Eric would draw teams from all over the Midwest. Eric was so interested that he came for a site tour to the Iowa River Landing on the way to a tournament in Kansas City. He met the CVB Staff, Marriott Staff, as well as Michael & Brian to discuss arena updates. Next steps are to discuss the possible dates that Eric is thinking and to put a bid proposal together. He would want the University of Iowa's Volleyball program to help support this, which they have agreed to. Brian and Michael are preparing their information to be put in bid proposal as are we.

04/05/2019 - Michael & Brian have sent Eric a proposal and they are waiting to hear back from him on his interest. He is still a great option for running a tournament in 2021 so we hope to keep in contact with him.

08/12/2019 - Eric is going to submit a counter proposal to Michael & Brian on both the tournament and Field house use for his club. Waiting to hear back on the status of the new proposal.

03/12/2020 - Eric has yet to submit a proposal to spectra. I will follow up with Spectra and see if they want me to reach out to inquire if he still wants to hold a tournament in the fieldhouse.

08/04/2020 - With the agreement with All Iowa Attack the number of available dates to hold an event are very limited and the cost of the Fieldhouse was more than we wanted to spend.

University of Iowa Volleyball / 2020 University of Iowa Volleyball Tournament #2

Lead #31867 - dated 10/11/2019, **Att: 1500 RN: 240**

10/11/2019 - Communication Sent - New Sales Lead

01/24/2020 - The Iowa Volleyball program is moving forward with this tournament and have the 3 teams that are on contract to come. I have forwarded the hotel information again to Emily Sparks the Director of Operations and she is going to make a decision on hotels shortly.

02/13/2020 - Volleyball decided to go with the Marriott as the property they want to house the 3 visiting teams in.

02/25/2020 - No contract has been signed yet between volleyball and the Marriott. The Volleyball schedule is not out yet so anything could happen. If the contract gets signed I will change the lead to definite.

03/31/2020 - The Volleyball program has chosen to use the Marriott for their room block for the visiting teams.

08/04/2020 - The event was cancelled when BIG 10 went to conference only competition.

Church of the Living God Pillar and Ground of the Truth / 2021 Annual Assembly

Lead #32871 - dated 11/01/2019, **Att: 1000 RN: 965**

11/01/2019 - Met planner at Connect Faith. Asked Iowa City/Coralville to submit a proposal as they looking for locations for 2021 - 2025. Deadline for submission is mid-December.

02/12/2020 - Planner has requested more time to look though proposals.

03/26/2020 - Planner has not responded to email or call. Will continue to follow up.

07/28/2020 - Due to not visiting area, group was not willing to take risk. Group would need to visit before Iowa City hosted an assembly.

Professional Disc Golf Association / 2021 PDGA United States Women's Disc Golf Championship

Lead #30842 - dated 07/11/2019, **Att: 500 RN: 100**

08/12/2019 - Have a meeting set up next week with Diane and Andy from Vicious Circle Disc Golf about moving forward with a bid proposal for the 2021 PDGA Women's event.

10/02/2019 - I am working with Diane and Andy. They are waiting on getting a question answered by the PDGA before we meet.

03/12/2020 - Diane and Andy have returned from Vegas and I am meeting with them to see about the future of this event.

08/04/2020 - Diane and Andy from Vicious Circle Golf did not want to move forward with a proposal at this time

USA Wrestling / 2021 USAW Folkstyle Nationals

Lead #32922 - dated 02/28/2020, **Att: 3000 RN: 0**

03/12/2020 - Josh is going to State College, PA for the Olympic Team Trials. While there he is going to talk to USAW about Folkstyle Nationals and locking that down.

08/04/2020 - Since the 2020 event was cancelled they are going to return to Cedar Falls to honor their contract for the final year since it was cancelled because of COVID-19

United World Wrestling / UWW Senior Ranking Tournament

Lead #32908 - dated 02/12/2020, **Att: 1500 RN: 655**

03/12/2020 - Josh is going to continue discussions on the event in his meeting with UWW at the Olympic Team Trials in April in State College, PA

08/04/2020 - This event is shelved for the 2021 year because the Olympics were cancelled and now moved to 2021.

United World Wrestling / 2021 UWW World Cup

Lead #32916 - dated 02/20/2020, **Att: 5000 RN: 504**

03/12/2020 - Josh is meeting with UWW in April at the Olympic Team Trails in State College, PA to further discuss a three year plan for the World Cup in Iowa City.

08/04/2020 - Because the Olympics were moved to 2021 they will not have a world cup in 2021. We will continue the conversation to go with 22' and 23' world cup in Coralville

Iowa City Cycling Club / 2020 Old Capitol Criterium

Lead #32927 - dated 03/04/2020, **Att: 300 RN: 32**

03/12/2020 - Working with organizing committee to secure hotel rooms for the event. They are doing a Saturday evening race in Cedar Rapids at Hawkeye Downs and then the Sunday Old Cap Crit in Downtown Iowa City. Talk of also expanding the weekend in 2021.

08/04/2020 - The event was cancelled because of COVID-19

United States of America Weightlifting / Overflow Rooms for American Open Series 2 & National Youth Championship

Lead #33932 - dated 04/15/2020, **Att: 3000 RN: 600**

05/26/2020 - A proposal was submitted to USA Weightlifting at the end of April. Will FU for status.

08/04/2020 - Main reason was the financial support of the 3 cities they narrowed it down to.

Tentative

Alpha Phi Alpha / 2022 Midwestern Regional Convention & Overflow

Lead #30737 - dated 09/05/2018, **Att: 1000 RN: 800**

02/05/2019 - I spoke with Heather about this group. The Marriott is very interested in booking this event. Heather reached out to Chad directly to work through some specifics. I will send out overflow in early February.

03/05/2019 - I reached out to Chad to introduce myself and get an update on the group. He has been working with Heather and the Marriott. The area chapter has decided to submit a bid. We plan to meet Friday, March 8th to discuss moving forward.

06/12/2019 - Chad is waiting for the Chairmen to give us guidance on next steps. I believe this will happen in July. Chad will keep us updated. Will follow-up in mid July.

09/16/2019 - The Regional Vice President, Regional Executive Director and Chapter Host will join us in the Kinnick Suite for the Iowa vs. IL game.

12/05/2019 - The Executive Director of the Region stated that his hope was to get the site visit team to Coralville in January/February.

02/12/2020 - Local contact is expecting feedback from the group by end of February 2020.

03/26/2020 - Conversations have been paused due to the postponement/cancellation of 2020 conventions.

07/28/2020 - Have reached out to local contact. Waiting on response.

Varsity Spirit / 2021 UDA/UCA High School Camp

Lead #32909 - dated 02/12/2020, **Att: 0 RN: 0**

02/12/2020 - Sent Adam a proposal from Marriott and Arena. Marriott Proposal Attached Arena Pricing: Arena+FH: Arena \$2,250 without basketball court Arena \$2,500 with basketball court Fieldhouse - \$1,500 per day

03/31/2020 - I have reached out to Adam to discuss the future. They have had to cancel a bunch of events both international and domestic so they are trying to make sense of those events right now. He was working on the 2021 High School camp but that has been put on the back burner for now as they try to plan for future events this summer.

07/30/2020 - The Marriott submitted a proposal for the 2021 UDA/UCA high school summer camp currently held in Cedar Rapids. I have had many emails back and forth with Adam Stluka about the proposal and the use of the GreenState Family Fieldhouse. They do not want to pay extra money for the fieldhouse use because they get all facilities in CR for free. The Marriotts proposal was also for free facility use, so we are in discussions on if the Marriotts proposal is sufficient to move the camp.

Special Olympics Iowa / 2021 Mid-Winter Games

Lead #30795 - dated 03/13/2019, **Att: 1000 RN: 300**

03/14/2019 - The Special Olympics Iowa Group hosts their Mid Winter Olympics Annually at Iowa City West, City High, a portion of the fieldhouse & the crossfit gym. They are outgrowing these venues and will be looking for more space for their events in 2021. Molly met with John (SOI CEO) and he mentioned he would be open to renting out the arena and fieldhouse. He needs to make sure it's within their budget. They are looking to pay around 5k or less for Friday night load in and all day Saturday event. This would be great for the community and great marketing for the Arena. Dee & Michael are meeting with John on 3/15 to discuss.

03/19/2019 - In attendance: Dee White, Michael Rooney, Brian Hixenbaugh, John Kliegl, Stuart Steffy
Location: 30hop Date: 3/15/19 Met to discuss being the main host of Special Olympics Mid-Winter Tournament beginning in 2021. John is committed to the location change and is going to make it happen after seeing our estimated price range. Brian and Michael will come up with an official proposal when we are able to finalize contracts (hopefully in upcoming months). For now, John has verbally agreed for 3 years plus a gentleman's agreement for an on-going annual commitment. This will go on the temporary facility calendar. The big news is that Special Olympics would like to move it up a weekend to get off Spring Break. This would likely increase participation and attendance as well as become easier to get volunteers. Chances are the weight lifting would still be held at Pro-Fit with everything else being held in our facility (arena & fieldhouse). The Marriott would likely stay as host hotel and continue to host the Friday night dance and social. Spectra and CVB (Molly) will continue to work with Special Olympics over the upcoming months to make sure we are in constant communication. Molly will send out lead to Iowa River Landing hotels for the dates March of 2021!

04/30/2019 - We have a verbal commitment but nothing is signed by the CVB or Arena yet

07/31/2019 - Emailed Michael Rooney with Spectra asking if the contract with Special Olympics has been signed yet. He said corporate still hasn't signed off or given them the final contract so they are still unable to finalize anything with any groups yet. No time table was given as to when that will happen.

09/05/2019 - No contract has been signed yet between Special Olympics and Xtream Arena. Once that is finalized then we can start with rooming blocks for the event.

03/12/2020 - Special Olympics has signed a contract with Xtream Arena and Green State Family Fieldhouse to use for all events for their 2021 Mid-Winter Games

07/28/2020 - Stuart has applied for the RSAD Grant for 2021 so we will continue to communicate and be sure to assist in the housing process.

USA Wrestling / 2022 Iowa/USAW Kids State Tournament

Lead #32924 - dated 02/28/2020, **Att: 1000 RN: 0**

03/02/2020 - The 2021 Iowa/USA Kids State Tournament is still under contract for another year in Cedar Rapids. Mark Reiland (director of Iowa/USAW) really thinks it belongs in the arena so he is going to push the kids director to move it after next year.

08/04/2020 - Have been in contact with Jeff Ziegler who is the Iowa/USAW Kids State Director. Trying to find time to get him into the arena so he can look at the space. The event is held in CR on the Sunday after the girls state tournament. Xtream Arena is going to be the home of the girl's state tournament going forward so it makes sense to hold the kid's event in the same space the next day.

USA Wrestling / 2020 Senior Nationals

Lead #33937 - dated 06/23/2020, **Att: 3000 RN: 450**

06/23/2020 - Communication Sent - New Sales Lead

07/28/2020 - We have a finalized contract with USA Wrestling for the 2020 Senior Nationals.

Iowa League of Cities / 2024 Annual Conference & Overflow

Lead #32892 - dated 01/23/2020, **Att: 500 RN: 830**

01/30/2020 - RFP for ILOC has been released. Submissions are due at the end of February.

02/21/2020 - Bid has been submitted to Mickey Shields on 2/19. Will hear back from group in March.

03/16/2020 - Coralville has moved to the next stage and will be presenting their bid on April 2nd for the Site Selection Committee.

03/26/2020 - Due to COVID-19, presentation has been postponed for Thursday, May 28th.

07/28/2020 - Presentation was canceled indefinitely. Group canceled 2020 conference and is working on conferences for 2021 - 2023 before touching base on 2024. Group is considering hosting the 2021 conference in Coralville due to Coralville's 2020 cancellation.

Iowa Wrestling Coaches & Officials Association / 2021 IWCOA High School Girls State Tournament

Lead #32923 - dated 02/28/2020, **Att: 1500 RN: 0**

03/12/2020 - Waverly Coaches and Bob Murphy verbally committed to bringing the event here in 2021

07/28/2020 - The tournament is scheduled to take place in Xtream Arena. Luke is working with Eric Whitcome and Bob Murphy to plan and execute the event.

The Way of the Cross Church of Christ International / 78th Annual Holy Convocation

Lead #32881 - dated 11/13/2019, **Att: 1100 RN: 985**

11/13/2019 - Communication Sent - New Sales Lead

12/17/2019 - A proposal was submitted on 12/11. Will follow up with the planner in a month.

02/12/2020 - Have reached out to planner for status. Waiting on response.

03/26/2020 - Planner has not made final decision on location for convocation.

07/28/2020 - Planner has not follow up. Currently hosting annual convocation. Will follow up after current convocation is over.

New Beginning Ministries / Fresh Wind Gathering 2021

Lead #32877 - dated 11/12/2019, **Att: 125 RN: 120**

11/12/2019 - Met planner at Connect Faith. Deadline for submission is mid-December. Lead has been sent out to hotels and waiting on responses.

12/05/2019 - Proposal was submitted to the planner. Planner has stated that she needs to visit the area before deciding. The decision is typically made in March. Will follow up with the planner in mid-Jan/early Feb.

02/12/2020 - Planner has not narrowed down final locations. Requested more time to look at proposals.

03/26/2020 - Planner is still behind schedule to select 2021 venue due to this year's conference and COVID-19.

07/28/2020 - Planner has agreed to a call in August to discuss 2021 plans and future opportunity for Iowa City.

United Methodist Women / Leadership Development Days Conference

Lead #32878 - dated 11/12/2019, **Att: 250 RN: 460**

11/22/2019 - I met with this planner at Connect Faith and a huge factor in deciding where to go is sustainability. They are huge into a city's/hotel efforts towards recycling, water stations, and all things that benefit the environment. Group will never go to an area that is derogatory towards Native Americans. For example, they would never go to Kansas City due to the Kansas City Chiefs.

02/12/2020 - Waiting on support letter from Office of Sustainability to submit proposal.

03/26/2020 - Bid was submitted. Will follow-up.

07/28/2020 - Planner has agreed to discuss future plans in the coming weeks. Consideration is happening within organization to make 2021 conference virtual.

College Swimming & Diving Coaches Association of America / 2023 CSCAA Convention

Lead #32920 - dated 02/27/2020, **Att: 1200 RN: 0**

03/03/2020 - I am going to meet with Marc Long (U of I swimming coach) to discuss the convention. His assistant does marketing for the convention so I am going to talk with them about size and attempt to get an RFP to see if the convention is something we could host.

03/26/2020 - I have emailed the CSCAA to obtain a past or current RFP for the CSCAA Convention to continue to assess if Think Iowa City could hold the event.

07/29/2020 - This event would be great to have in town but I don't think we can have both the convention and the competition in the same year in the same location. We are waiting to hear from the CRWC if they want to go forward with the competition at which time we will make a determination of which event to go after.

College Swimming & Diving Coaches Association of America / 2023 CSCAA National Invitational Championships

Lead #32921 - dated 02/27/2020, **Att: 700 RN: 0**

03/03/2020 - This is a swim meet that invites Div. 1 teams in to compete as an open event. I am talking with Marc Long about the event. He would love to have it but says he isn't sure if Athletics or CRWC want to bring it here. I am talking with him on what it would look like and how much work would be need to be involved from a CRWC or Athletics standpoint.

03/26/2020 - I emailed the CSCAA to obtain and past or current RFP to assess if getting the National Invitational Championships to Iowa City is feasible.

07/29/2020 - I emailed the RFP to Emily Downes who is the new Aquatics Director at the CRWC to gauge her interest in hosting this event. The Iowa City Area Sports commission cannot hold or run this event independently from the University of Iowa or Rec Services we would partner with them with financial support most likely and they would run the event

Army Strong Bonds / AC-FY20-06234

Lead #33939 - dated 07/24/2020, **Att: 60 RN: 44**

07/28/2020 - RFP came through Cvent. Proposal submitted.

Midwest Tandem Rally / Midwest Tandem Rally 2022

Lead #30808 - dated 04/10/2019, **Att: 1200 RN: 995**

04/11/2019 - The Midwest Tandem Rally (MTR) is a weekend-long tandem bicycle set of rides, based somewhere in the larger Midwest United States on Labor Day weekend. The primary rides for the MTR on Saturday and Sunday of the weekend, usually including several distance options and all having lunch as the primary rest stop. There are also casual rides planned for Friday night and Monday. Friday is typically an Ice Cream Ride - a short ride to a local ice cream parlor, although some have included a destination and entertainment as part of the ice cream ride. The Monday ride is sometimes a rework of the primary rides or an opportunity for people to ride to a restaurant for breakfast together. This event has taken place all over the MidWest and we will continue to make an effort to grow relationships with the event organizers.

07/31/2019 - Sent Bob an email just wishing him good luck on the State Rally which starts Aug. 9th in Cedar Falls, IA. Mentioned that I will follow up with him middle to late August to discuss future state rally and the Midwest Rally for 2022. I have also extended an invite to a football game to sit in the suite and after the state rally he said he would have more time to look at his schedule and pick a game to come to.

08/12/2019 - The 2019 P.I.G.S. Rally was this weekend. I rode up to Gilbertville to meet them at their lunch stop. This event is the state tandem rally and the individuals in charge of the state rally will then decide where to go for the Midwest Rally when it is in Iowa in 2022. Had a really good discussion with Bob Appel and Randy Harvey about not only 2022 MTR but the 2021 P.I.G.S rally as well. Will be putting together a proposal to send to them to look over and give some feedback

09/04/2019 - Had a phone call with Bob Appel on 9/3/19. He verbally committed to bringing the 2020 P.I.G.S. State Rally to the area and then the 2022 MTR to the area as well. Going to attempt to get him to a football game in Oct. and have them do some course recon of the area and trails.

02/12/2020 - Bob is going to attempt to get into town at the end of March to ride some routes. I am still working on solidifying routes from the IRL as I think that would be the best thing for the group and offer the most availability for the weekend to fun and entertainment. Still trying to nail down number of rooms and rates from the hotels for the Midwest Tandem Rally in 22' as it's over Fry Fest weekend.

07/30/2020 - The Midwest tandem rally is still coming to Iowa City/Coralville in 2022. It will be over the Fry Fest weekend, the organizers and Luke Eustice are still discussing route options and extra events. The Iowa Tandem Rally that will be held this fall in Coralville will serve as a test event for the larger Midwest Rally.

Dan Gable Donnybrook / 2020 Dan Gable Donnybrook Wrestling Tournament

Lead #31861 - dated 09/30/2019, **Att: 3500 RN: 350**

10/02/2019 - Sent out the lead for the tournament. Only did the lead for the teams for now and we will most likely send out another lead for the fans later on. The idea would be to put the meeting max link on the website for fans to book rooms. Nathan is continuing to work on getting teams as am I in my off time. We delayed the announcement of the tournament until the next open house event on Oct. 16th because Nathan was unable to be in town for the 10/2/19 event.

02/25/2020 - The tournament is full with 33 teams. Only 12 of the teams are from Iowa, with the rest of the field being made up of teams from Minnesota, Nebraska, Missouri, Illinois, Wisconsin and South Dakota. The contract is being finalized between Think Iowa City and the arena. I have 6 more teams I need hotel info from and then all teams will be housed and I will move onto fan blocks.

07/30/2020 - All High School teams have been assigned a hotel they will be staying at. The tournament planning is on hold right now until COVID-19 implications are sorted out. Right now we do not know what all the midwest states are doing for Fall/Winter sports nor do we know how many of them will be able to travel out of state to our event. If need be, we will have a larger women's tournament than originally planned because we will have less out of state teams and therefore can accommodate more women wrestling in the tournament.

P.I.G.S. / 2020 Iowa Tandem Rally

Lead #32931 - dated 03/17/2020, **Att: 120 RN: 50**

03/31/2020 - As of right now they are planning as though the event will still happen. I am working with Bob right now on Hotel needs. This will be a practice run for the 2022 Midwest Tandem Rally so we are just making sure that the routes and hotels line up with what they want to do. Once he figures out what routes he wants to ride on that will play a role in what hotel he picks. Right now looking at 50 total rooms nights for the two days but says they tend to see an uptick in participation on the eastern side of the state for Tandem Rally's.

07/30/2020 - The Iowa Tandem Rally has now switched dates to Sept. 19th and 20th. This is a change and I will be sending out a new lead to the hotels out by the mall where the group wants to stay. It most likely will be a smaller group, but they want to stay close to the trail system.

University of Iowa College of Engineering / First Tech Challenge: Iowa Championship

Lead #32926 - dated 03/04/2020, **Att: 2000 RN: 0**

03/12/2020 - Been trying to get in touch with Rebecca to get more information on schedule, attendance and calculate overall impact of the event to the community before the April arena tour.

03/13/2020 - Rebecca ended up emailing back and said she was under contract at the Double Tree in Cedar Rapids until 2021. She is looking for a possible venue change for the 2022 year and beyond.

07/28/2020 - I reached out to Rebecca to set up a tour of the arena and fieldhouse. She is in CR for 2021 but is looking to move for the 2022 event she has in Feb.

Iowa Museum Association / 2023 IMA Annual Meeting & Conference

Lead #32893 - dated 01/30/2020, **Att: 130 RN: 200**

01/30/2020 - Working with Johnson County Historical Society to secure either 2021, 2022, or 2023 IMA Conference. Need local contact and support in order to host conference.

02/12/2020 - Proposal submitted prior to group's board meeting. Will follow up in the coming weeks.

03/11/2020 - The Board has decided on Council Bluffs for 2021 and Muscatine for 2022. They have not yet decided on 2023. Will follow up in April.

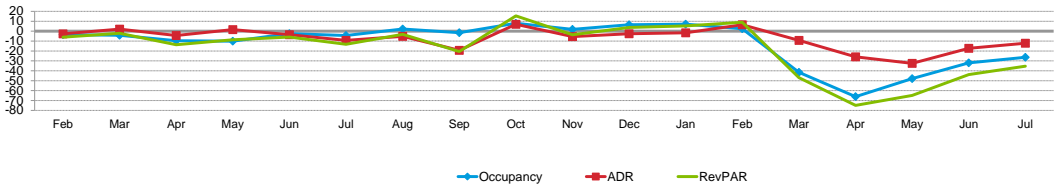
07/28/2020 - Planned to have answer in April but due to COVID, talks have been halted. Will follow up in the coming weeks.

Tab 2 - Trend Johnson County, IA

Iowa City Coralville CVB
For the Month of July 2020

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	53.7	56.2	60.3	59.6	66.6	65.4	67.2	64.4	67.9	58.3	43.6	46.0	55.0	32.8	20.4	31.0	45.3	48.1
Last Year	55.6	58.6	66.8	66.3	68.2	68.3	65.8	65.4	62.9	57.3	40.9	43.0	53.7	56.2	60.3	59.6	66.6	65.4
Percent Change	-3.5	-4.1	-9.7	-10.1	-2.5	-4.4	2.2	-1.5	8.0	1.8	6.5	7.1	2.4	-41.5	-66.1	-48.0	-32.0	-26.4

Year To Date			
2018	2019	2020	
61.6	58.0	40.1	
66.4	61.6	58.0	
-7.3	-5.8	-30.9	

Running 12 Months			
2018	2019	2020	
61.4	58.1	48.6	
67.1	61.4	58.1	
-8.5	-5.3	-16.4	

ADR	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	87.38	90.60	92.40	103.69	93.35	89.02	92.87	101.41	113.54	104.42	83.25	84.93	93.02	82.16	68.41	69.99	77.14	78.22
Last Year	89.79	88.77	96.69	102.09	96.81	98.15	98.04	125.71	106.18	110.43	85.49	86.40	87.38	90.60	92.40	103.69	93.35	89.02
Percent Change	-2.7	2.1	-4.4	1.6	-3.6	-9.3	-5.3	-19.3	6.9	-5.4	-2.6	-1.7	6.5	-9.3	-26.0	-32.5	-17.4	-12.1

Year To Date			
2018	2019	2020	
94.96	92.25	81.02	
97.38	94.96	92.25	
-2.5	-2.9	-12.2	

Running 12 Months			
2018	2019	2020	
100.34	98.13	91.03	
102.07	100.34	98.13	
-1.7	-2.2	-7.2	

RevPAR	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	46.93	50.89	55.73	61.81	62.15	58.19	62.42	65.32	77.08	60.89	36.27	39.11	51.16	26.98	13.98	21.72	34.92	37.65
Last Year	49.96	52.00	64.55	67.72	66.07	67.08	64.49	82.20	66.76	63.25	34.98	37.16	46.93	50.89	55.73	61.81	62.15	58.19
Percent Change	-6.1	-2.1	-13.7	-8.7	-5.9	-13.3	-3.2	-20.5	15.5	-3.7	3.7	5.3	9.0	-47.0	-74.9	-64.9	-43.8	-35.3

Year To Date			
2018	2019	2020	
58.49	53.50	32.49	
64.70	58.49	53.50	
-9.6	-8.5	-39.3	

Running 12 Months			
2018	2019	2020	
61.58	57.05	44.25	
68.44	61.58	57.05	
-10.0	-7.4	-22.4	

Supply	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	86,100	95,325	97,650	100,905	97,650	100,905	100,905	97,650	100,905	97,650	100,905	102,486	95,088	105,276	87,720	93,434	97,350	100,595
Last Year	75,488	83,576	80,880	83,576	87,900	90,737	90,737	92,340	95,418	92,250	95,325	95,325	86,100	95,325	97,650	100,905	97,650	100,905
Percent Change	14.1	14.1	20.7	20.7	11.1	11.2	11.2	5.8	5.8	5.9	5.9	7.5	10.4	10.4	-10.2	-7.4	-0.3	-0.3

Year To Date			
2018	2019	2020	
585,733	673,860	681,949	
527,456	585,733	673,860	
11.0	15.0	1.2	

Running 12 Months			
2018	2019	2020	
1,010,121	1,139,930	1,179,964	
908,426	1,010,121	1,139,930	
11.2	12.9	3.5	

Demand	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	46,239	53,544	58,898	60,147	65,010	65,963	67,823	62,899	68,499	56,943	43,961	47,193	52,298	34,573	17,929	28,988	44,067	48,415
Last Year	41,998	48,959	53,999	55,437	59,991	62,016	59,692	60,384	59,995	52,840	39,003	40,998	46,239	53,544	58,898	60,147	65,010	65,963
Percent Change	10.1	9.4	9.1	8.5	8.4	6.4	13.6	4.2	14.2	7.8	12.7	15.1	13.1	-35.4	-69.6	-51.8	-32.2	-26.6

Year To Date			
2018	2019	2020	
360,797	390,799	273,463	
350,430	360,797	390,799	
3.0	8.3	-30.0	

Running 12 Months			
2018	2019	2020	
619,906	662,713	573,588	
609,152	619,906	662,713	
1.8	6.9	-13.4	

Revenue	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	4,040,308	4,850,916	5,441,903	6,236,822	6,068,701	5,871,741	6,298,911	6,378,877	7,777,518	5,945,921	3,659,878	4,008,234	4,864,570	2,840,572	1,226,512	2,028,960	3,399,494	3,787,130
Last Year	3,771,082	4,346,096	5,220,936	5,659,534	5,807,622	6,087,017	5,851,963	7,590,737	6,370,298	5,834,974	3,334,359	3,542,068	4,040,308	4,850,916	5,441,903	6,236,822	6,068,701	5,871,741
Percent Change	7.1	11.6	4.2	10.2	4.5	-3.5	7.6	-16.0	22.1	1.9	9.8	13.2	20.4	-41.4	-77.5	-67.5	-44.0	-35.5

Year To Date			
2018	2019	2020	
34,261,243	36,052,460	22,155,471	
34,125,384	34,261,243	36,052,460	
0.4	5.2	-38.5	

Running 12 Months			
2018	2019	2020	
62,203,896	65,034,791	52,216,576	
62,173,552	62,203,896	65,034,791	
0.0	4.6	-19.7	

Census %	2019												2020					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Census Props	30	30	31	31	31	31	31	31	31	31	31	32	33	33	30	31	32	32
Census Rooms	3075	3075	3255	3255	3255	3255	3255	3255	3255	3255	3255	3306	3396	3396	2924	3014	3245	3245
% Rooms Participants	90.9	90.9	85.9	91.4	91.4	88.2	88.2	88.2	88.2	88.2	88.2	88.4	91.8	91.8	90.4	87.7	79.9	89.8

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Ashley Platz

From: Discovery Search Mailbox
Subject: FW: Support Access to Meals for Children as Schools Reopen

Sue

From: Tom Cochran <actionalert@usmayors.org>
Sent: Thursday, August 27, 2020 1:33 PM
To: Bruce Teague <Bruce-Teague@iowa-city.org>
Subject: Support Access to Meals for Children as Schools Reopen



[View this email in your browser](#)



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WASHINGTON, D.C. 20005
TEL: 202/462-2000
FAX: 202/462-2001
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TO: The Mayor

FROM: Tom Cochran, CEO and Executive Director

Since late March 2020, the U.S. Department of Agriculture (USDA) has issued a number of widely supported waivers that have allowed local schools, community partners and city agencies to provide much needed meals using a range of service models so that children could continue to have access to healthy nutritious food outside a normal school schedule and setting. These flexibilities not only provided food to millions of vulnerable youth, but also provided much need assistance to struggling households faced with record economic hardship. Yet, some of these important waivers are set to expire when schools reopen soon, on August 31, 2020 – or no later than September 30, 2020.

If these waivers expire, many students across the country will struggle to get access to much-needed meals. For instance, in lieu of the National School Lunch Program (NSLP) many local school districts pivoted toward utilizing summer meal programs like the Summer Food Service Program (SFSP) and the Seamless Summer Option (SSO) to provide emergency meal service. This transition in support of summer meal programs, and a number of essential USDA waivers, eliminated the need for income verification, allowed school districts to serve every child under 18, provided flexible pick-up options, the ability to pick up meals for multiple days at any school or other site regardless of where a student lives or their household income. However, these are subject to end soon.

The U.S. Conference of Mayors has been closely following this issue throughout the current pandemic, and joined over 1,300 national, state, and local organizations in asking USDA to issue additional child nutrition waivers to support access and program operations in the upcoming school year in [July](#) and [August](#) of this year. Additionally, a Bipartisan number of House and Senate leaders have called on USDA to extend these critical waivers to ensure that no child goes hungry during the current pandemic and beyond.

However, USDA has still not extended the waivers, and time is running out. Therefore, USCM's Children, Health, Human Service Standing Chair and Richmond (VA) Mayor Levar Stoney is sharing the following urgent letter with all mayors calling for your support. Specifically, the letter encourages USDA to urgently extend all child nutrition meal flexibilities through the 2020-2021 school year before they expire so that distribution continues widely, and food insecurity is not further exacerbated for vulnerable children and families struggling during the ongoing COVID-19 pandemic.

[Sign On Now](#)

We hope you can sign on by 12 p.m. ET on Monday, August 31 as school districts and cities finalize plans to reopen safely for the upcoming school year, including plans to provide meals through the child nutrition programs. These programs must continue to provide schools with the local flexibility needed to safely serve hungry children and struggling families in the most accessible locations throughout your communities.

For additional information, please contact Dalen Harris with the conference staff at dharris@usmayors.org. If you have any problems reading or signing onto the letter please contact support@usmayors.org.



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