

## Convention and Visitor's Commission of Monroe County

### Public Meeting

Thursday, March 3 at 1:00pm

MEETING CONNECTION VIA ZOOM

Meeting ID: 84187915077

Password: 610433

<https://monroecounty-in.zoom.us/j/84187915077?pwd=OVovZkJFdEVRCDFWb0Q4NTFzMUduQT09>

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

- The public's video feed will be turned off by the Technical Services Department meeting administrator.
- The public will be able to listen and record.
- The public should raise their hand if they wish to speak during the public comment period.
- Below is the link for ZOOM Meeting Schedule of Monroe County Virtual Public Meetings for your convenience:

<https://www.co.monroe.in.us/departments/board.php?structureid=171>

1. Call to Order
2. Minutes Review – December 10, 2021 minutes
3. Commission Financial Report – Dec, 2021, Jan & Feb 2022, Monthly collections report
4. Visit Bloomington report
5. Downtown Blgn't. Inc. report
6. Claims approval –
  - General Fund - Visit Blgn't - \$426,244.75 – 2nd Qtr 2022
  - General Fund - M Roach \$147.50 – 1<sup>st</sup> Qtr 2022
  - General Fund – DBI – \$86,802.00 – 2nd Qtr 2022
  - Debt Fund – \$159,000.00
7. New Business
8. Old Business
9. Public comment
10. Adjournment

## CONVENTION AND VISITORS COMMISSION

Virtual Meeting

1:00 pm  
December 10, 2021

### **Commission Members Present:**

Mike Campbell, Sean Hanlon and Kate Wiltz

### Staff Members Present:

CVB - Mike McAfee, Laura Newton and Marcia Roach

DBI - Talisha Coppock and Joan Snapp

Guest: none

Commissioner Mike Campbell called the meeting to order at 1:00 a.m.

### **Approval of Minutes:**

Commissioner Michael Campbell asked if everyone had a chance to review the Sept. 21, 2021 meeting minutes and were there any questions. There were no questions or comments. Sean Hanlon motioned to approve the minutes seconded by Kate Wiltz. Roll call to approve Sept. 21, 2021 minutes as presented. Michael Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes

### **Financial Report:**

President Mike Campbell reviewed the November financial and monthly collections report noting that September-November receipts were up significantly over pre pandemic numbers and along with a full year of receipts from marketing facilitators such as Airbnb and Vrbo, expectations are for further improvement. He reported there were sufficient funds in the accounts to cover the claims to be presented today. He asked if anyone had any questions or comments. There were none. Sean Hanlon motioned to approve the financials as presented seconded by Kate Wiltz. Roll call to approve the financials. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

### **Claims Approval:**

Debt Fund:

\$159,000.00 -1st qtr. 2022 Regions Bank loan payment. Sean Hanlon motioned to approve seconded by Kate Wiltz. Roll call to approve the motion. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

General Fund:

\$426,244.75 - VB 1st Qtr. 2022 operational funds. Sean Hanlon motioned to approve seconded by Kate Wiltz. Roll call to approve the motion. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

\$147.50 - Marcia Roach 4th Qtr. 2021 Prof fees. Sean Hanlon motioned to approve seconded by Kate Wiltz. Roll call to approve the motion. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

\$86802.00 – DBI 1st Qtr. 2022 operational funds. Sean Hanlon motioned to approve seconded by Kate Wiltz. Roll call to approve the motion. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

\$3873.00 – DBI -Room rental incentive. Sean Hanlon motioned to approve seconded by Kate Wiltz. Roll call to approve the motion. Mike Campbell-Yes, Sean Hanlon-Yes, Kate Wiltz-Yes.

**VB Report:**

Mike McAfee presented a market data report (exhibit attached). He said the 2021 market was lagging behind 2019 but ahead of 2020 indicating that travelers were anxious to travel. He said November numbers were the highest Monroe County has ever seen. He reported that Visit Bloomington is now fully staffed with a new convention sales manager hire, Shaun Ballard. He's expecting 2022 convention sales to be the best year yet for Visit Bloomington. He reported website visitation in leisure market is up as well. He also showed the 2022 Visitor Guide cover page and said it is due to be out and distributed in January, 2022.

**DBI report:**

Talisha Coppock reported there had been 402 events at the convention center in 2021. She said groups were down in size and some had cancelled due to the pandemic but expectations were for conventions to increase as the year progressed. She said the recent Handmade Market two-day event experienced over 6,000 attendees. She said there are 133 events scheduled for 2022 and that business seems to be more stable. She said 10 of the events expect more than 200 attendees. She reported that staffing is still a concern for many downtown businesses and restaurants. Mike Campbell commented that conventions were the first business to go and last to come back after the pandemic and the fact that the convention center has this number of events booked to date speaks highly of the convention center's efforts.

**New Business:**

There was no new business but Sean Hanlon pointed out that the Visitor Guide was an amazing tool for all the hoteliers and he appreciated the efforts of the Visit Bloomington staff to produce it.

Kate asked members about the issues their businesses were addressing. Talisha said staffing has been an issue but so far they have been able to adjust to meet the public demands. Mike Campbell reported that he has made many a bed due to staffing shortages but said everyone pitches in to take care of the traveler demand as needed and hoped that workers would come back. He said he felt that the hospitality industry was probably hardest hit by the pandemic and that many workers left the industry. He also commented that traveler's expectations had not adapted accordingly.

**Public comments:**

**None**

**Old Business:**

None

The meeting was adjourned at 1:45p.m.

Respectfully Submitted,

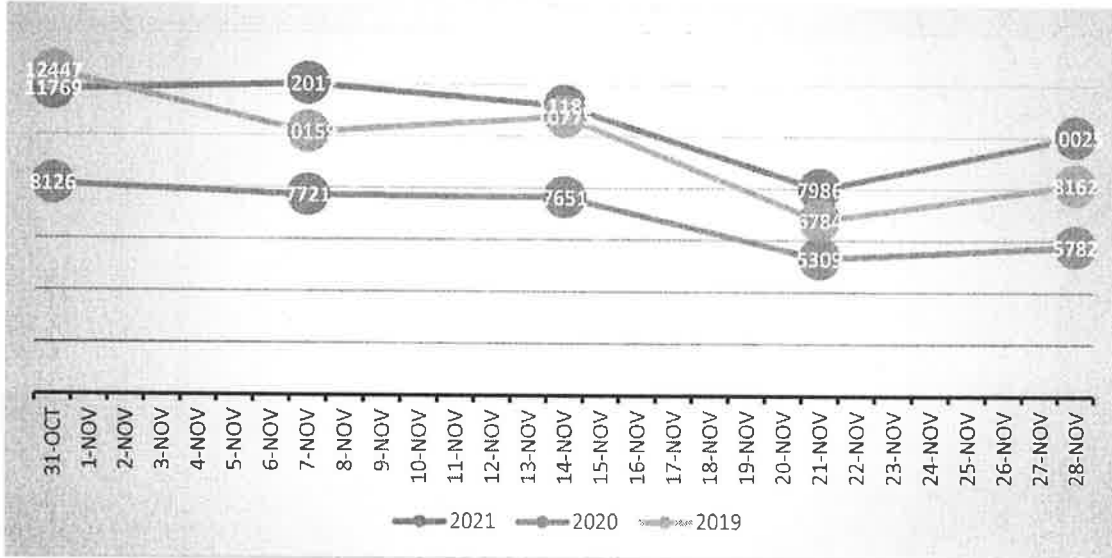
Marcia Roach  
Acting Secretary

**CVC - Visit Bloomington Report – December 10, 2021**

**Market Hotel Data (through October):**

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Occupancy =	56%	43%	65%
Rooms Sold =	395,917	294,469	471,364
Revenue =	\$44 million	\$26 million	\$53 million

**November 2021 weekly hotel room demand –**



Short term rentals had done \$8.9 million in revenue through October.

November 2021 was the highest tourism revenue November in Monroe County history and December could be too due to USA Diving.

**2021:**

Another challenging, but rewarding year due to COVID. Supporting safety measures for our community and visitors while helping hospitality businesses continued to be the priority for us in 2021. Responsible marketing, mobility, flexibility, creativity, and adaptability are more important than ever before and are now the norms. We have been safely and diligently at the office in person and operating the Visitor Center the entire year. We could not be prouder of our work.

Absorbed a \$200,000+ budget cut, secured a \$134,000 CARES Act grant, and will finish the year well under budget and having restored our reserves.

We are fully-staffed for first time since October 2019.

## 2021 Accomplishment Highlights:

### Leisure Marketing –



Total users (635,282) on website are up 25% over 2020 and 1% behind 2019.

Total pageviews (1,855,179) are up 39% and mobile users are up 63% over 2020.

Most November traffic ever on the site last month. December results will be huge.

12,500 entries to our promotional contests and 6,200 new subscribers to our e-news.

Produced spring, summer, fall and winter leisure tourism campaigns.

Produced 122 blogs and created 50 new pages on website.

Added 3,000 new photos to our image library and created 67 new Crowdriff galleries with users adding 16,800 tagged images.

7,402 new (22% increase) Facebook and 2,677 new (15% increase) Instagram followers in 2021.

Created new Area & Campus Map and updated Lake Guide.

Produced new Bloomington Visitors Guide for 2022 with 11% increase in ad sales over 2020.

## Sports Marketing –



**Subtext**

Just looking at the SPORTS website, the quality of a course that the golf club has is obvious. In the 19th century, the...  
advantage that you can expect to find in the history of the game is the...  
history of the game from the early 18th century to the present. The...  
to the...  
to the...



### **PJKOENIG GOLF PHOTOGRAPHY**

Home | For Rent | About | The Website | Course Operations | Staff | Contact | The 100 | About | Product Reviews | Golf Blog

### Leads generated (19) –

- NCAA East Regional Track & Field
- USA Diving National Championships
- NCAA Men's Soccer
- NCAA Women's Soccer
- Big 10 Men's Soccer
- IU Golf Hoosier Invitational
- Jerry Yeagley Soccer Classic
- Golfweek Hoosier Amateur
- USA Softball Northern National
- USSSA Hoosier Classic
- 3v3 Live National Soccer Tour
- USSSA B-Town Showdown
- Golf Coaches Association Of America Summer Series
- USSSA Candy Stripe Classic
- USSSA Class A Super Regional
- USSSA Midwest Super Regional
- Indiana State Basketball Championships
- USA Water Polo (2023, 2025, 2027)
- State Basketball Championships (10 years)

Golf promotions focused on PFAU course.

Attended SPORTS Conference.

Convention Marketing –



**Host your convention or meeting in Bloomington, IN.**

Contact Shaun for assistance in planning your upcoming event

*Bloomington*  
.....

SHAUN BALLARD, CONVENTION SALES MANAGER

shaun@visitbloomington.com | 817.330.6304 | 3864 N. Walnut St., Bloomington, IN 47406

[WWW.VISITBLOOMINGTON.COM](http://WWW.VISITBLOOMINGTON.COM)

Leads generated (9) –

Indiana County Treasurers Association (site visit at the IMU today!)

Midwest Institute For Sexuality & Gender Diversity

Indiana Criminal Justice Association

IU Writers Conference

Ivy Tech Community College

National Conference On Police Social Work

Indiana Music Educators Association

IU Auditorium Spring Event

Indiana Lions Club Convention.

Indianapolis Business Journal promotion.

Attended Great Lakes Planners Association trade show.

Excited to have Sean Ballard on staff.



## 2022 Plans/Goals:

### Leisure -

Continue to effectively grow all digital marketing efforts and results.  
Utilize cell phone tracking research.  
Run successful PR program with Communications Redefined.  
Community plan for 2024 Eclipse.

### Sports -

Continue growing relationships with IU Athletics coaches.  
Continue golf promotion of the Pfau course and others.  
Get back in USA Softball or find event to replace that.  
Continue to advocate for turf fields in the area.  
Secure a new non-traditional sporting event.  
Trade shows attending -  
    Sports ETA – May.  
    Connect Sports – August.  
    SPORTS – September.  
    USA Softball – November.  
    US Sports Congress – December.

### Conventions -

Advocate for Convention Center expansion.  
Establish routine of out-of-town sales call for CSM.  
Recharge engagement with meeting venue partners.  
Trade shows attending -  
    Connect Chicago – January.  
    Religious Conference Management Association Emerge – February.  
    Connect Diversity – May.  
    Fraternal Executives Association – June.  
    Indiana Society Of Association Executives – July.  
    Connect Specialty – August.  
    Professional Fraternity Associations National – September.  
    Small Market Meetings – October.  
    Meeting planners International Great Lakes Region – November.

BLOOMINGTON/MONROE COUNTY, INDIANA - ROOM TAX RECEIPTS

	2016	2017	2018	2019	2,020	2,021	2,022
January	\$109,771.81	\$165,438.58	\$159,767.29	\$207,588.43	\$121,488.43	\$105,704.44	\$198,154.14
February	\$131,276.44	\$117,813.11	\$119,782.45	\$135,795.31	\$168,802.23	\$83,601.33	\$103,195.03
March	\$148,976.20	\$196,508.03	\$185,823.93	\$179,149.61	\$227,850.92	\$140,641.26	
April	\$200,223.74	\$184,197.56	\$165,439.41	\$219,725.05	\$122,870.19	\$146,743.26	
May	\$204,684.03	\$195,208.17	\$233,711.22	\$185,625.86	\$56,671.07	\$174,457.18	
June	\$254,889.45	\$272,995.68	\$291,816.10	\$288,525.41	\$48,541.44	\$281,008.90	
July	\$224,948.98	\$223,501.08	\$237,716.06	\$258,384.12	\$105,223.52	\$208,117.26	
August	\$243,021.31	\$383,422.49	\$239,968.30	\$215,724.12	\$131,733.14	\$198,622.43	
September	\$283,533.46	\$301,396.30	\$306,264.54	\$296,945.75	\$223,531.17	\$382,923.26	
October	\$257,842.29	\$272,865.78	\$303,323.96	\$315,091.95	\$173,999.97	\$352,178.44	
November	\$289,664.08	\$266,703.34	\$241,513.05	\$212,171.19	\$132,546.23	\$330,971.93	
December	\$149,928.22	\$144,788.90	\$216,032.27	\$328,209.65	\$113,555.53	\$271,374.55	
<b>TOTALS</b>	<b>\$2,498,760.01</b>	<b>\$2,624,839.02</b>	<b>\$2,701,158.58</b>	<b>\$2,842,936.45</b>	<b>\$1,626,813.84</b>	<b>\$2,676,344.24</b>	<b>\$301,349.17</b>

Prior Year-to-Date \$189,305.77

% Change from Prior Year-To-Date 0.59

Convention & Visitors Commission of Monroe County, Inc.  
 Financial Summary  
 Monroe County Auditor's Office  
 12/31/2021

**General Fund Status**

	Monthly	Y-T-D	Budget
2020 Carry-Over Balance		\$957,831.34	
****			
2021 Room Tax Receipts	\$ 271,374.55	\$ 2,676,166.59	
Less:			
2021 Transfer to Debt Service Fund	\$ 43,000.00	\$ 301,000.00	\$ 516,000.00
2021 Transfer to Cap. Imp. Maint. Fund	\$ -	\$ -	\$ 50,000.00
2021 Conv. & Visitors Bureau Claim Dist.	\$ -	\$ 1,420,816.25	\$ 1,623,790.00
2021 Commissioners Expense	\$ -	\$ -	\$ 100,000.00
2021 Auditing/Legal Fees/Prof.	\$ -	\$ 442.50	\$ 2,500.00
2021 Insurance	\$ -	\$ -	\$ -
2021 Maintenance	\$ -	\$ -	\$ -
2021 Downtown Bloomington Inc.	\$ -	\$ 330,672.00	\$ 330,674.00
Total Expenses	\$ 43,000.00	\$ 2,052,930.75	
 CURRENT GENERAL FUND BALANCE	 \$ (43,000.00)	 \$1,581,067.18	

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**Capital Improvement Fund**

2020 Carry-Over Balance		204531.56	
2021 Revenues	\$ -	\$ -	\$ 50,000.00
2021 Expenses	\$ -	\$ 19,860.00	\$ 100,000.00
 CURRENT CAP IMP.FUND BALANCE	 \$ -	 \$ 184,671.56	

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**CONVENTION CENTER DEBT FUND**

2020 Carry-Over Balance		289932.71	
Income			
Innkeepers Tax	\$43,000.00	\$301,000.00	\$516,000.00
Net Rental Income	\$6,384.84	\$110,802.98	\$120,000.00
Total Income	\$ 49,384.84	\$411,802.98	
Expenses			
Loan Payments	\$159,000.00	\$431,172.00	\$636,000.00
Miscellaneous	\$ -	\$ -	
Total Expenses	\$159,000.00	\$431,172.00	
 CURRENT CONV. CTR DEBT FUND	 \$ (109,615.16)	 \$270,563.69	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.  
 Financial Summary  
 Monroe County Auditor's Office  
 January 31, 2022

**GENERAL FUND STATUS**

	Monthly		Y-T-D	Budget
2021 Carry-Over Balance		\$	1,581,067.18	
	****			
2021 Room Tax Receipts	\$ 198,154.14	\$	198,154.14	
Less:		\$	-	
2022 Transfer to Debt Service Fund	\$ 43,000.00	\$	43,000.00	\$ 516,000.00
2022 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$	4,166.66	\$ 50,000.00
2022 Conv. & Visitors Bureau Claim Dist.	\$ 426,244.75	\$	426,244.75	\$ 1,704,979.00
2022 Commissioners Expense	\$ 3,873.00	\$	3,873.00	\$ 75,000.00
2022 Auditing/Legal Fees/Prof.	\$ 147.50	\$	147.50	\$ 2,500.00
2022 Insurance	\$ -	\$	-	\$ -
2022 Maintenance	\$ -	\$	-	\$ -
2022 Downtown Bloomington Inc.	\$ 86,802.00	\$	86,802.00	\$ 347,208.00
Total Expenses	\$ 564,233.91	\$	564,233.91	
CURRENT GENERAL FUND BALANCE	\$ (366,079.77)	\$	1,214,987.41	

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**CAPITAL IMPROVEMENT FUND**

2021 Carry-Over Balance		\$	184,671.56	
2022 Revenues	\$ 4,166.66	\$	4,166.66	\$ 50,000.00
2022 Expenses	\$ -	\$	-	\$ 100,000.00
CURRENT CAP IMP.FUND BALANCE	\$ 4,166.66	\$	188,838.22	

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**CONVENTION CENTER DEBT FUND**

2021 Carryover		\$	270,563.69	
Income				
Innkeepers Tax	\$ 43,000.00		43,000.00	\$ 516,000.00
Net Rental Income	\$ -	\$	-	\$ 120,000.00
Total Income	\$ 43,000.00	\$	43,000.00	\$ 636,000.00
Expenses				
Loan Payments	\$ -		0.00	\$ 636,000.00
Micellaneous	\$ -	\$	-	
Total Expenses	\$ -	\$	-	\$ 636,000.00
CURRENT CONV. CTR DEBT FUND	\$ 43,000.00	\$	313,563.69	

CONVENTION & VISITORS COMMISSION OF MONROE COUNTY, INC.  
 Financial Summary  
 Monroe County Auditor's Office  
 February 28, 2022

**GENERAL FUND STATUS**

	Monthly		Y-T-D	Budget
2021 Carry-Over Balance		\$	1,581,067.18	
****				
2022 Room Tax Receipts	\$ 103,195.03	\$	301,349.17	
Less:		\$	-	
2022 Transfer to Debt Service Fund	\$ 43,000.00	\$	86,000.00	\$ 516,000.00
2022 Transfer to Cap. Imp. Maint. Fund	\$ 4,166.66	\$	8,333.32	\$ 50,000.00
2022 Conv. & Visitors Bureau Claim Dist.	\$ -	\$	426,244.75	\$ 1,623,790.00
2022 Commissioners Expense	\$ -	\$	3,873.00	\$ 100,000.00
2022 Auditing/Legal Fees/Prof.	\$ -	\$	147.50	\$ 2,500.00
2022 Insurance	\$ -	\$	-	\$ -
2022 Maintenance	\$ -	\$	-	\$ -
2022 Downtown Bloomington Inc.	\$ -	\$	86,802.00	\$ 330,674.00
Total Expenses	\$ 47,166.66	\$	611,400.57	
 CURRENT GENERAL FUND BALANCE	 \$ 56,028.37	 \$	 1,271,015.78	

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**CAPITAL IMPROVEMENT FUND**

2021 Carry-Over Balance		\$	184,671.56	
2022 Revenues	\$ 4,166.66	\$	8,333.32	\$ 50,000.00
2022 Expenses	\$ -	\$	-	\$ 100,000.00
 CURRENT CAP IMP.FUND BALANCE	 \$ 4,166.66	 \$	 193,004.88	

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**CONVENTION CENTER DEBT FUND**

2021 Carryover		\$	270,563.69	
Income				
Innkeepers Tax	\$ 43,000.00		86,000.00	\$ 516,000.00
Net Rental Income	\$ 6,190.76	\$	6,190.76	\$ 120,000.00
Total Income	\$ 49,190.76	\$	92,190.76	\$ 636,000.00
Expenses				
Loan Payments	\$ -		0.00	\$ 636,000.00
Micellaneous	\$ -	\$	-	
Total Expenses	\$ -	\$	-	\$ 636,000.00
 CURRENT CONV. CTR DEBT FUND	 \$ 49,190.76	 \$	 362,754.45	

**ACCOUNTS PAYABLE VOUCHER**

Vendor: The Convention and Visitors Bureau of Monroe County

2855 N. Walnut Street  
 Bloomington, IN 47404

Grant Funds

(Pre-Fund or Reimb)

Department Name:

Conv. & Visitor Bureau

Warrant Number:

P.O. Number:

Claim Number:

Vendor Number:

349

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

Invoice Number	Invoice Date	DETAILED Description (Invoice & Packing Slip Must be Attached)	Fund-Account-Location	Qty	Unit Price	Total
4507	2/22/2022	2nd Qtr 2022 Operational Funds	1127.38127.000.0000	1	\$426,244.75	\$426,244.75
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
					\$0.00	\$0.00
<b>TOTAL:</b>						<b>\$426,244.75</b>

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

Date: 2/22/2022

Michael McAfee  
 Printed Name

  
 Signature

Exec. Director  
 Title

Grant Administrator Signature

**File Stamp**

Date: \_\_\_\_\_

Monroe County Auditor

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

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

# Invoice

Invoice Number  
 4507

Invoice Date  
 2/22/22

Sold To:

TREASURER OF MONROE COUNTY

Customer ID:  
 TRE

<b>Customer PO</b>	<b>Payment Terms</b> Net 30 Days	<b>Sales Rep ID</b>	<b>Due Date</b> 3/24/22
--------------------	-------------------------------------	---------------------	----------------------------

Description	Amount
2nd Qtr operational funds	426,244.75

	Subtotal	426,244.75
	Sales Tax	
	Total Invoice Amount	426,244.75
Check/Credit Memo No	Payment/Credit Applied	
	<b>TOTAL</b>	426,244.75





Marcia Roach  
3975 S. Bushmill Drive  
Bloomington, IN 47403

Invoice No. CVC 2022-1

**INVOICE**

**Customer**

Name Convention and Visitors Commission  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Phone \_\_\_\_\_

Date 2/22/2022  
PO No. 11152

Qty	Description		TOTAL
1	1st Qtr - Professional Services	\$147.50	\$147.50

**Payment Details**

- 
- 
- 

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

SubTotal	\$147.50
Shipping & Handling	\$0.00
Taxes	_____
<b>TOTAL</b>	<b>\$147.50</b>

Office Use Only

Vendor # 11151 TID:304-60-3214

Thank You

**ACCOUNTS PAYABLE VOUCHER**

Vendor: Downtown Bloomington Inc  
 302 South College Ave  
 Bloomington, IN 47403

Grant Funds  
 (Pre-Fund or Reimb)

Department Name:  
 Warrant Number:  
 P.O. Number:  
 Claim Number:  
 Vendor Number: 494

Conversion Visit. Com

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

Invoice Number	Invoice Date	DETAILED Description (Invoice & Packing Slip Must be Attached)	Fund-Account-Location	Qty	Unit Price	Total
DBI022022	2/25/2022	Convention Services	1127.38129.000.0000	1	\$86,802.00	\$86,802.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
						\$0.00
<b>TOTAL:</b>						<b>\$86,802.00</b>

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

Date: 2/25/2022  
 Printed Name: Joan Snapp  
 Title: Controller

Signature: *Joan Snapp*

Grant Administrator Signature

**File Stamp**

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

Date: \_\_\_\_\_  
 Monroe County Auditor



**REGIONS**  
CORPORATE TRUST

8182 Maryland Avenue, 12th Floor  
Clayton, MO 63105  
Phone (314) 615-3588

Date: February 10, 2022  
Relationship Consultant: Kerry A. McFarland  
Bond Issue #: 7626 & 7628  
Advantage Account: 5480005610  
Invoice #: R420217626

Monroe County Convention Center  
Ms. Talisha Coppock  
302 South College Avenue  
Bloomington, Indiana 47403

Re: Monroe County Convention Center Building Corporation Taxable  
First Mortgage Note of 2016, Series A & B

Quarterly Installment of Rent Due:

April 1, 2022

DESCRIPTION	AMOUNT
Quarterly Installment of Rent Due for BI #7626 & 7628	\$159,000.00
<b>TOTAL</b>	<b>\$ 159,000.00</b>

If you intend to transfer Federal Funds VIA Federal Reserve Bank Wire Transfer System, please direct your transfer using the instructions shown below no later than one (1) Business day prior to due date:

Wells Fargo Bank  
ABA #121000248  
Credit: SEI PRIVATE TR CO ACF REGIONS

F/F/C: CID548005610 - Monroe County Convention Center 2016A/B  
A/C#: 2020050839788

Attn: Kerry A. McFarland, 314-615-3588

If you intend to transfer Funds via ACH, please direct your transfer to the instructions shown below no later than three business days prior to payment date:

Wells Fargo Bank

ABA #026012881

FOR CREDIT TO: A/C #2020050839788, SEI Private TR CO ACF Regions Bank  
F/F/C: CID548005610 - Monroe County Convention Center 2016A/B

Attn: Kerry A. McFarland, 314-615-3588

If you intend to pay by check, it must arrive in our office no less than five (5) Business days prior to due date:

Regions Bank

Attn: Corporate Trust Services

8182 Maryland Avenue, 12th Floor

Clayton, MO 63105

For questions, please contact Kerry McFarland at (314) 615-3588

**INVOICE**