

**City of Wenatchee
Lodging Tax Advisory Committee/Tourism Promotion Area Board
Joint Meeting**

AGENDA

Wenatchee City Hall, 301 Yakima Street, Wenatchee, WA 98801

Wednesday, January 25, 2023

Noon

"We are here to guide the promotion, marketing and development of this unique community as a destination by distributing resources in a sustainable manner."

1. Introductions
2. TPA:
 - a. Zoo in Me Exhibit Post Event Report – Marriah Thornock
 - b. Review of TPA Financials
3. LTAC:
 - a. Dahlia Association Request – Linda Holmes-Cook
 - b. Wenatchee Convention Center Schematic Design – Laura Gloria
 - c. Review of LTAC Financials
4. Joint Agenda:
 - a. Approval of Joint Meeting Minutes
 - b. Visit Wenatchee Update – Ashley Sinner
 - i. Rails & Ales
5. Discussion
6. Adjourn

Tourism Promotion Area

Actual Revenue Received - 10 Years

\$2 per room per night - Ord. 2020-29 (Effective 4/1/21)

Month Collected	Month Received	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2022/2021 Difference	
January	March	32,630	17,766	16,280	15,234	13,930	13,539	12,871	11,825	11,690	12,030	14,864	83.7%
February	April	40,740	15,661	10,540	14,179	12,439	14,406	13,145	11,911	12,633	12,232	25,079	160.1%
March	May	41,365	19,523	10,173	17,745	18,434	20,922	15,888	16,471	16,248	15,979	21,842	111.9%
April	June	43,349	37,902	9,011	19,732	17,922	19,428	17,155	15,636	18,431	16,198	5,446	14.4%
May	July	53,162	43,012	10,289	23,607	23,298	21,498	18,181	19,499	20,227	18,255	10,149	23.6%
June	August	58,356	51,124	15,425	26,639	21,321	22,444	23,182	20,676	22,401	19,911	7,232	14.1%
July	September	61,672	62,315	20,440	27,237	24,879	24,917	24,397	20,873	22,171	21,652	(643)	(1.0%)
August	October	62,360	61,338	22,139	26,337	26,794	24,571	23,928	21,179	22,652	22,483	1,021	1.7%
September	November	55,140	48,212	18,839	21,944	21,263	21,418	23,078	19,541	19,067	19,552	6,928	14.4%
October	December	49,248	40,567	19,013	21,702	22,746	19,636	20,001	17,454	18,570	18,155	8,681	21.4%
November	January		37,175	13,824	16,315	15,132	13,675	13,532	12,405	11,068	10,921		
December	February		46,544	19,433	21,743	19,336	19,924	17,922	16,228	14,368	15,998		
Total Collections		498,020	481,140	185,406	252,414	237,494	236,378	223,280	203,698	209,526	203,366	100,600	25.3%
Budget		450,000	375,000	250,000	250,000	235,780	235,780	222,000	200,000	200,000	199,808		
Change in YTD revenues		25.3%	159.5%	-26.5%	6.3%	0.5%	5.9%	9.6%	-2.8%	3.0%	7.5%		

Revised 2022 Projection: 583,173
(based on pre-covid collection rates)

	2022/2021 Difference
All things equal:	10.9%

Tourism Promotion Area

Financial Overview

As of 1/19/2023

	2021 Actual	2022 Budget	2022 Actual
Revenues			
Tourism Promotion Area fee	481,140	450,000	498,020
Interest/Miscellaneous	1,040	450	3,479
Total Revenues	482,179	450,450	501,500
Expenses			
Marketing Oversight (Chamber)	11,250	11,250	2,210
Agency Contract Work (ad agency)	17,500	25,000	12,045
Advertising Support			
Business plan advertising	221,860	250,000	212,337
Media opportunity buys	2,495	10,000	10,203
Convention Center Support	-	4,000	-
Strategic Plan	2,000	-	10,250
Community Event Fund Support			
WDA Revitalization WA	-	2,000	2,000
TREAD	5,000	4,000	-
Upgrade Area Videos	-	3,000	-
Assist Chamber with 4th July Event	175	15,000	-
Unallocated-potential new events	8,050	54,813	-
Chamber Destination Marketing	-	61,437	-
Travel Writers	4,276	8,000	1,961
Downtown Lights for Visitors	1,000	1,500	-
Total Expenses	273,606	450,000	251,006
Revenues greater (less) than expenses	208,573	450	250,493
Beginning Fund Balance	140,668	349,241	349,241
Estimated Ending Fund Balance	349,241	349,691	599,735

Tourism Promotion Area

2023 Budget

As of 1/19/2023

	Original 2023 Budget	12/14/2022 Proposed & Recategorized 2023 Budget	Recommended 2023 Budget
Revenues			
Tourism Promotion Area fee	580,000	580,000	600,000
Interest/Miscellaneous	3,000	3,000	3,000
Total Revenues	583,000	583,000	603,000
Expenses			
DMO Support	229,315	229,315	229,315
Advertising	225,000	264,454	264,454
Promotion	-	84,200	84,200
Printing	-	20,000	20,000
Agency Contract Work (ad agency)	51,350	-	-
Upgrade Area Videos	55,000	-	-
Unallocated	20,000	(17,304)	5,000
Total Expenses	580,665	580,665	602,969
Revenues greater (less) than expenses	2,335	2,335	31
Beginning Fund Balance	450,000	450,000	450,000
Estimated Ending Fund Balance	452,335	452,335	450,031



December 28, 2022

City of Wenatchee Tourism Promotion Area
Attention: Tammy Stanger, City Clerk
301 Yakima Street
Wenatchee, WA 98801

Dear Tammy,

Thank you for sending me the most current application for a Tourism Promotion Area grant. I have completed the application and have attached it to this email. The documents that I have attached include:

- Letter to Tammy Stanger, City Clerk
- Information and application for a Tourism Promotion Area grant
- State of Washington Certificate of Incorporation as a non-profit corporation for the Federation of NW Dahlia Growers
- Proposed Budget for the 2024 (2020) American Dahlia Society National Show
- Scan showing the art donated by Brad Brisbine for use in marketing and publicity

As you may recall, this project was approved for a TPA Grant when it was scheduled to be held in September 2020. Due to the COVID pandemic, the show was cancelled. We have re-scheduled it for September 5-9, 2024 and are re-submitting our request for your consideration. The budget that I have attached is likely to be somewhat higher due to inflation, but for purposes of the grant, we hope this will be acceptable. We hope that we will be considered again for a grant of \$2400, as was the case in 2020.

Please let me know if you have any questions or need clarification on anything in our application or in regard to our event.

Thank you so much for your consideration.

Linda Holmes-Cook, NCWDS Local Arrangements Chair
Federation of NW Dahlia Growers
509.679.3424



Application for Wenatchee Tourism Grant

PROJECT APPLICATION

Activity Name: American Dahlia Society 2024 National Show

Proposed Dates of Activity: September 5 - 9, 2024

Proposed Location of Activity: Wenatchee Valley Convention Center

Nonprofit Applicant: Federation of NW Dahlia Growers

Federal Tax ID Number: #91-2036706

Please include a copy of a City of Wenatchee Business License and/or Certificate of Incorporation.

Contact Name: Linda Holmes-Cook

Phone: 509.679.3424 E-mail: lholmescoo@aol.com

Address: 1640 Huntwood Lane

City/Zip: East Wenatchee, WA 98802

Amount requested: \$2400.00

Total project budget: \$45,000.00

Please attach a budget to this application which includes detail on the costs that will be covered by the City grant.

Section I -Scope of Work

1. Please give a description of your activity.

The activity is the American Dahlia Society (ADS) 2024 National Dahlia Show, hosted by the Federation of NW Dahlia Growers (FNWDG) and NCW Dahlia Society. This annual event has been in existence since the first show in 1915 and will bring dahlia growers from across the country as well as visitors from Canada, Australia, Mexico, Great Britain and possibly other countries. Dahlia growers, judges, hybridizers and exhibitors will come together to show their dahlias, competing with others for top dahlia honors for the season. Several thousand dahlia blooms will fill the Convention Center and various workshops will be held. The public is invited to attend at no charge, to view the exhibits and to attend workshops on issues impacting the dahlia and those who grow, exhibit and judge, as well as people who just love and appreciate this very diverse flower. Workshops will include Dahlias 101, for new growers, as well as the latest scientific research on mapping the dahlia genome, and findings and implications of the Dahlia Virus Project based out of Washington State University. Attendees will have the opportunity to tour the Wenatchee and Columbia River Valleys to enjoy and learn about our regional attributes and attractions. In more than 100 years, the ADS National Show has never been held in North Central Washington and many dahlia growers and flowers lovers will be discovering our incomparable region for the first time.

2. How will the activity meet the required RCW's for the use of this funding?

It is unusual for an ADS National Show to be hosted by towns the size of Wenatchee. The annual ADS National Show is usually hosted by affiliates in areas with broad metropolitan reach, such as Washington DC, Chicago, New York, San Jose, Portland, Seattle/Tacoma and others. However, Wenatchee has increased its profile as an excellent region for dahlias and as a result, the FNWDG selected Wenatchee to host the 2020 Annual Show. (The COVID pandemic interfered with original dates, forcing re-scheduling to 2024.) Our goal is to generate excitement about dahlias, attracting many visitors to the Wenatchee Valley. This event will introduce visitors to the many amazing qualities of Wenatchee and the Columbia River Valley, attracting dahlia enthusiasts from near and far. There is never an admission charge to attend and view the thousands of colorful dahlia exhibits at an ADS National Show. As a non-profit organization, the FNWDG and all levels of ADS societies are committed to promoting dahlia growing and exhibition to anyone interested in pursuing dahlias as a hobby or to enhance their homes and environments. In addition, ADS affiliates support and maintain public dahlia gardens all over North America, often creating long-term partnerships with hospitals, parks, educational groups, municipal entities and more. Raising our visibility by hosting a national show increases our viability and our ability to serve.

3. Describe how you will advertise, publicize or otherwise distribute information regarding your activity to your target audience.

In order to have the greatest impact statewide, we will be creating and disseminating marketing and advertising materials throughout 2023-2024 featuring the ADS National Show. Local businesses and industry such as wineries, fresh fruits and vegetables, Rocky Reach Dam and dahlia garden locations, Pybus and the Farmers Market and recreation will be highlighted in our outreach. We will create media such as posters, flyers and brochures promoting the Dahlia Show at the Wenatchee Valley Convention Center and will work with the Wenatchee Valley Chamber. In addition, advertising will be distributed by social media groups and commercial dahlia growers and vendors across the country. Brad Brisbane, Wenatchee artist and architect, has produced a beautiful painting which he has donated to the Federation of NW Dahlia Growers (FNWDG). This artwork will be incorporated in logo work for our print campaign, and the original painting will be raffled off at the end of the 2024 National Show. A portion of the funds raised by this raffle will be designated for ADS scientific research, including mapping the dahlia genome. The National Show and Wenatchee will be promoted in person at local and national dahlia shows during 2023 and early 2024.

4. Is this funding request for a new activity or to continue or expand on-going activity? If it is a continuation, please also describe the prior success of your activity.

Each ADS Annual Show is a new and separate event, building on the ADS tradition of presenting a unique National Show annually in a different part of the country. Regional ADS affiliates such as the Federation of NW Dahlia Growers assume the responsibility for planning and facilitating the show in partnership with a regional host club such as NCWDS. The planning process often begins at least 3 years in advance of the actual event. Because our original plan was scheduled for 2020, we have been working on this 2024 National Dahlia Show since 2017. We are hoping that no new pandemics materialize in 2024!

SECTION II – Signature of Applicant

I attest the information in this application is accurate, that I am an agent authorized to represent the Organization and I understand the funds requested, if granted, will go to the Organization. I have contacted the City of Wenatchee and will meet all necessary requirements including, but not limited to, insurance, business licensing, permitting and state reporting requirements. If my activity is funded, I agree to use the approved Wenatchee logo in all promotional material.

I understand the Washington State limitations placed on use of Lodging Tax and Tourism Promotion Area funds, and certify that the requested funds will be used only for purposes described in this application or as approved by the City. I understand use of funds is subject to audit by the State of Washington.

I acknowledge that all of the contents of this application are subject to disclosure under the Washington State Public Records Act, RCW 42.56, and that the application will be discussed in joint meetings of the Lodging Tax Advisory Committee and Tourism Promotion Area Board that are open to the public under RCW 42.30.

I understand:

- I am proposing a tourism-related service. If awarded, my organization will enter into a Municipal Services Contract with the City and will provide liability insurance for the duration of the Contract. The insurance will name the City as an additional insured and in the policy will be in an amount to be determined by the City.
- The City will only reimburse those costs actually incurred by my organization/agency. Reimbursement only occurs after the service is rendered and after I submit a signed Request for Reimbursement form to the City. I will include copies of invoices and payment documentation with the Request.
- My organization/agency will present a report documenting the economic impact results in a format determined by the City.

Signature: 	Date: • 12/28/2022
Print Name: Linda Joy Holmes-Cook	

RCW 67.28.1816

Lodging tax — Tourism promotion.

1. Lodging tax revenues under this chapter may be used, directly by any municipality or indirectly through a convention and visitors bureau or destination marketing organization for:
 - a. Tourism marketing;
 - b. The marketing and operations of special events and festivals designed to attract tourists;
 - c. Supporting the operations and capital expenditures of tourism-related facilities owned or operated by a municipality or a public facilities district created under chapters **35.57** and **36.100** RCW; or
 - d. Supporting the operations of tourism-related facilities owned or operated by nonprofit organizations described under 26 U.S.C. Sec. 501(c)(3) and 26 U.S.C. Sec. 501(c)(6) of the internal revenue code of 1986, as amended.

2.
 - a. Except as provided in (b) of this subsection, applicants applying for use of revenues in this chapter must provide the municipality to which they are applying estimates of how any moneys received will result in increases in the number of people traveling for business or pleasure on a trip:
 - i. Away from their place of residence or business and staying overnight in paid accommodations;
 - ii. To a place fifty miles or more one way from their place of residence or business for the day or staying overnight; or
 - iii. From another country or state outside of their place of residence or their business.
 - b.
 - i. In a municipality with a population of five thousand or more, applicants applying for use of revenues in this chapter must submit their applications and estimates described under (a) of this subsection to the local lodging tax advisory committee.
 - ii. The local lodging tax advisory committee must select the candidates from amongst the applicants applying for use of revenues in this chapter and provide a list of such candidates and recommended amounts of funding to the municipality for final determination. The municipality may choose only recipients from the list of candidates and recommended amounts provided by the local lodging tax advisory committee.
 - c.
 - i. All recipients must submit a report to the municipality describing the actual number of people traveling for business or pleasure on a trip:
 1. Away from their place of residence or business and staying overnight in paid accommodations;
 2. To a place fifty miles or more one way from their place of residence or business for the day or staying overnight; or
 3. From another country or state outside of their place of residence or their business. A municipality receiving a report must: Make such report available to the local legislative body and the public; and furnish copies of the report to the joint legislative audit and review committee and members of the local lodging tax advisory committee.

- ii. The joint legislative audit and review committee must on a biennial basis report to the economic development committees of the legislature on the use of lodging tax revenues by municipalities. Reporting under this subsection must begin in calendar year 2015.
- d. This section does not apply to the revenues of any lodging tax authorized under this chapter imposed by a county with a population of one million five hundred thousand or more.

RCW 35.101.010

Definitions.

Unless the context clearly requires otherwise, the definitions in this section apply throughout this chapter.

1. "Area" means a tourism promotion area.
2.
 - a. Except as otherwise provided in this subsection, "legislative authority" means the legislative authority of any county, or of any city or town within such a county, including unclassified cities or towns operating under special charters.
 - b. Except as provided in (c) of this subsection, in any county with a population of one million or more, "legislative authority" means two or more jurisdictions acting jointly as the legislative authority under an interlocal agreement created under chapter 39.34 RCW for the joint establishment and operation of a tourism promotion area.
 - c. For a city incorporated after January 1990, with a population greater than eighty-nine thousand, and located in a county described in (b) of this subsection, "legislative authority" means the city's legislative authority.
3. "Lodging business" means a person that furnishes lodging taxable by the state under chapter 82.08 RCW that has forty or more lodging units.
4. "Tourism promotion" means activities and expenditures designed to increase tourism and convention business, including but not limited to advertising, publicizing, or otherwise distributing information for the purpose of attracting and welcoming tourists, and operating tourism destination marketing organizations.
5. "Tourist" means a person who travels for business or pleasure on a trip:
 - a. Away from the person's place of residence or business and stays overnight in paid accommodations;
 - b. To a place at least fifty miles away one way by driving distance from the person's place of residence or business for the day or stays overnight. However, island communities without land access are exempt from the mileage requirement under this subsection (5)(b); or
 - c. To another country or state outside of the person's place of residence or business.

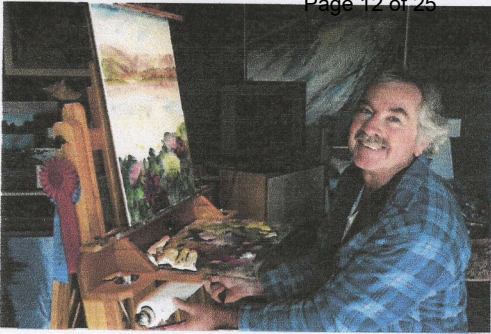
FEDERATION OF NORTHWEST DAHLIA GROWERS

2020 National Show Budget Worksheet

1/23/2022 Joint TFALTLAC Meeting

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				Budget
Promotion				
Newspaper Ads				\$ 3,000.00
Coupons - Free Show Dahlia Show				\$ 800.00
Misc Printing - 2019 ADS National Show				\$ 250.00
Posters				\$ 750.00
Total				\$ 4,800.00
Registration				
Supplies (Forms/Letterhead/Envelopes)				\$ 300.00
Postage (Confirmations/Schedules)				\$ 150.00
Total				\$ 450.00
Hospitality				
Name Badges (Printing/Holder)	150	\$	1.50	\$ 225.00
Gift Tote Bags	190	\$	9.00	\$ 1,710.00
Gift Bag Supplies				\$ 800.00
Flyers for Tote Bag				\$ 50.00
Tour Tickets/Meal Tickets				\$ 50.00
Banners/Signage				\$ 150.00
Decorations				\$ 250.00
Total				\$ 3,235.00
Show				
Site				\$ 6,200.00
Signage				\$ 350.00
Photography/Art Display				\$ 100.00
Judging Supplies				\$ 150.00
Photography Judge(s)				\$ 75.00
Arrangement Judge(s)				\$ 150.00
Awards (Themed)				\$ 4,500.00
Ribbons (Special for National Show)				\$ 1,200.00
Schedules (250+/-)				\$ 775.00
Misc Show Expenses				\$ 100.00
Total				\$ 13,600.00
Other Costs				
Bank Fees/Office Supplies/Postage				\$ 50.00
Catering				
Thursday Night Social				\$ 600.00
Judges Meeting Coffee and Donuts				\$ 550.00
Saturday Lunch	150	\$22	\$	3,300.00
Saturday Awards Banquet	150	\$45	\$	6,750.00
ADS Meeting Coffee-Sunday Morning				\$ 275.00
Thurs Night No Host Bar \$100 per hr				\$ 200.00
Sat Night No Host Bar \$100 per hr				\$ 500.00
Audio Visuals				\$ 200.00
Sunday Soiree (Hosted by NCWDS)				-
Sub-Total				\$ 12,375.00
Tax @ 9.5%	1.095			
Service Fee @ 18%	1.18			
Catering Total				\$ 15,989.74
Tours-Bus & Food (Includes Comped Tours & Staff)				
Pre-Show Event - Tacoma Trial Garden	25	\$	15.00	\$ 375.00
Fri Tour - Bus	0	\$	-	\$ 1,500.00
Fri Tour - Lunch & Snacks/Other Costs	45	\$	15.00	\$ 675.00
Sunday Tour - Bus	0	\$	-	\$ 800.00
Sunday Tour - Lunch & Snacks/ Other Costs	25	\$	5.00	\$ 900.00
Monday Tour - Bus	0	\$	-	\$ 800.00
Monday Tour - Lunch & Snacks/Other Costs	25	\$	12.00	\$ 300.00
Monday Tour - Tour Guide				\$ 150.00
Total				\$ 5,500.00
Seminars				
Printing				\$ 150.00
Speaker Gifts/Fees				\$ 150.00
Postage/Telephone Reimbursement				\$ 150.00
Total				\$ 450.00
Entertainment				
Thursday Night Reception				\$ 150.00
Saturday Night Banquet				\$ 150.00
Sunday Soiree				\$ 600.00
Total				\$ 900.00
Total Expenses				\$44,974.74
Net Gain or Loss				\$50.26



About the Artist: BradBrisbine.com

Brad Brisbine is a Wenatchee architect and artist who enjoys skiing, photography, backpacking the Cascade Mountain high-lakes, and landscape oil painting.

Brad learned much from his mentors. After enjoying decades of composing photographic scenes, a 1998 Seattle Art Museum retrospective of Thomas Moran's paintings was the final catalyst to inspire Brad to buy painting gear, and more fully express his love of nature. He enjoys the challenge of trying to turn a blank canvas into a work of art, using impressionistic color strokes as a kind of shorthand, interpreting an interesting lighting effect or juxtaposition of color and shapes. Rod Weagant showed Brad the joys of *plein air* painting, and the late William F. Reese generously critiqued many of his early paintings. Workshop instructors have included Ovanes Berbarian, Kathryn Stats and Calvin Liang.

Brad's painting "Dahlia on the Columbia" was painted specifically to promote and support the 2020 American Dahlia Society National Show in Wenatchee, Washington. This 16"x24" oil on board work features the Columbia River, Wenatchee, and the iconic land formation, Saddle Rock. The vintage mid-century frame came from Brad's mentor William F. Reese's private collection.

Brad donated "Dahlia on the Columbia" and frame to the Federation of Northwest Dahlia Growers to promote the 2020 ADS National Show. All proceeds from the painting will be used to promote improved dahlia growing through scientific research, regional trial gardens, public exhibits and dissemination of dahlia culture throughout North America and beyond.



Brisbane



SECRETARY of STATE

I, **RALPH MUNRO**, Secretary of State of the State of Washington and custodian of its seal, hereby issue this

CERTIFICATE OF INCORPORATION

to

FEDERATION OF NORTHWEST DAHLIA
GROWERS

a Washington Non Profit corporation. Articles of Incorporation were filed for record in this office on the date indicated below.

UBI Number: 602 055 356

Date: July 24, 2000



*Given under my hand and the Seal of the State
of Washington at Olympia, the State Capital*

Ralph Munro, Secretary of State
2-930943-2

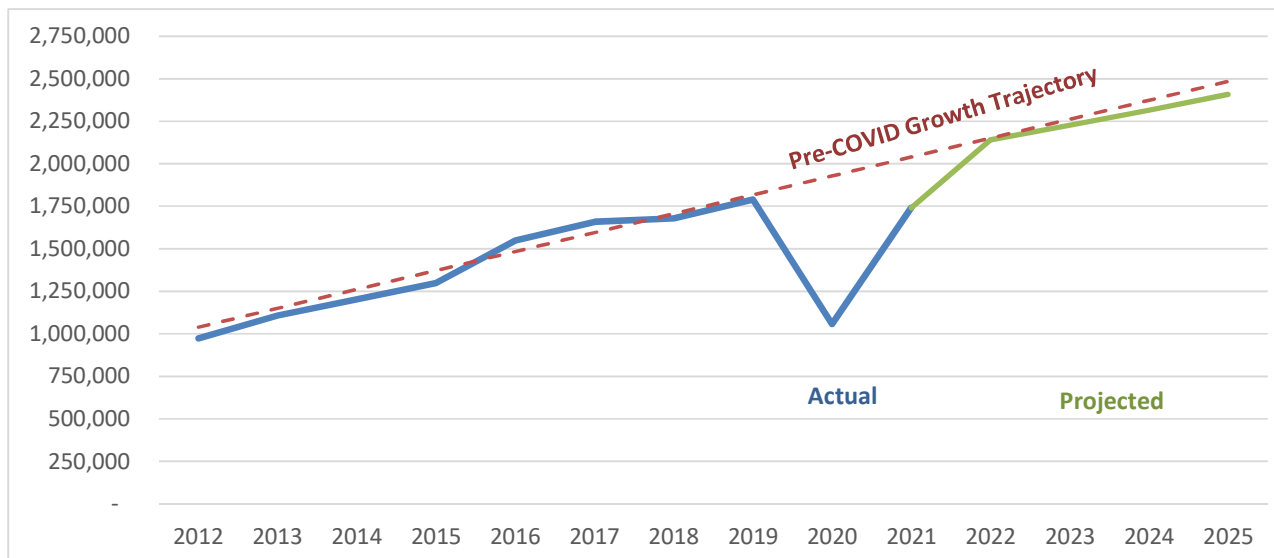
Lodging Tax Advisory Committee

Actual Hotel/Motel Revenue Received - 10 Years

6% Tax authorized via Ord. #2160, #3137, #97-12 & #98-44

Month Collected	Month Received	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2022/2021 Difference	
January	March	110,318	91,273	97,994	106,682	87,518	90,616	76,746	65,016	59,079	54,117	19,045	20.9%
February	April	136,337	85,269	65,772	90,793	81,902	98,206	79,080	68,466	68,219	60,229	51,068	59.9%
March	May	137,289	102,006	54,640	116,308	120,894	123,395	97,828	97,258	86,598	78,282	35,283	34.6%
April	June	143,362	105,662	46,137	130,637	126,049	131,614	114,824	104,220	97,128	88,869	37,700	35.7%
May	July	192,968	143,137	53,795	166,294	146,323	147,620	125,398	128,979	116,960	100,521	49,831	34.8%
June	August	233,574	187,749	85,724	206,299	160,714	164,452	160,936	134,662	128,011	115,363	45,825	24.4%
July	September	246,768	227,677	125,025	209,636	188,033	189,102	178,517	139,593	134,845	124,865	19,091	8.4%
August	October	241,919	215,097	143,590	203,527	208,481	182,847	162,347	135,439	140,423	127,911	26,822	12.5%
September	November	218,089	173,871	114,035	150,073	155,973	154,296	168,483	127,446	109,621	108,084	44,218	25.4%
October	December	193,593	137,976	100,991	154,585	171,019	143,213	146,711	119,418	117,355	104,630	55,616	40.3%
November	January		104,058	68,489	102,056	96,464	91,415	92,185	68,846	59,754	56,965		
December	February		166,394	100,718	152,321	135,594	141,423	145,786	109,134	84,430	88,240		
Total Collections		1,854,217	1,740,170	1,056,911	1,789,211	1,678,965	1,658,198	1,548,840	1,298,476	1,202,423	1,108,075	384,499	26.2%

Budget	2,000,000	1,500,000	1,850,000	1,812,500	1,721,250	1,752,650	1,402,120	1,180,000	1,149,091	977,058
Change in YTD revenues	26.2%	64.6%	-40.9%	6.6%	1.3%	7.1%	19.3%	8.0%	8.5%	13.9%



Lodging Tax Advisory Committee

Financial Overview

As of 1/19/2023

	2019 Actual	2020 Actual	2021 Actual	2022 Budget	2022 Actual YTD	2023 Budget	2024 Projection	2025 Projection	2026 Projection	2027 Projection
Hotel/Motel Tax Revenues										
Convention Center Debt (20%)	357,763	211,380	347,814	400,000	370,843	430,000	447,000	465,000	483,600	503,000
Convention Center O&M (40%)	715,605	422,761	695,848	800,000	741,687	860,000	894,400	930,000	967,200	1,006,000
Lodging Tax Advisory Comm. (40%)	715,843	422,761	696,508	800,000	741,687	860,000	894,400	930,000	967,200	1,006,000
Total Hotel/Motel Tax Revenues	1,789,211	1,056,901	1,740,170	2,000,000	1,854,217	2,150,000	2,236,000	2,325,000	2,418,000	2,515,000
LTAC Expenses										
Wenatchee Valley Chamber	484,100	456,833	415,000	445,000	445,000	229,315	236,194	243,280	250,579	258,096
Fourth of July Fireworks	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Special Olympics	-	-	-	20,000	-	20,000	20,000	20,000	20,000	20,000
Other Projects/Applications	165,672	-	15,482	-	-	100,000	100,000	100,000	100,000	100,000
Convention Center Debt Assistance	75,000	50,000	50,000	100,000	100,000	400,000	400,000	400,000	400,000	400,000
Convention Center Remodel Design	-	-	-	355,000	334,345	-	-	-	-	-
LTAC Total Expenses	754,772	536,833	510,482	950,000	909,345	779,315	786,194	793,280	800,579	808,096
LTAC Other Revenue (Interest)	4,914	1,862	671	100	2,059	3,000	3,000	3,000	3,000	3,000
LTAC Net Income	(34,015)	(112,210)	186,697	(149,900)	(165,599)	83,685	111,206	139,720	169,621	200,904
LTAC Beginning Fund Balance	296,884	262,869	150,659	337,356	337,356	187,456	271,141	382,347	522,067	691,688
LTAC Ending Fund Balance	262,869	150,659	337,356	187,456	171,757	271,141	382,347	522,067	691,688	892,592

Notes:

2022 Actual YTD - revenues have another two months of collections remaining, while expenses are complete.

2023 Budget-2027 Projection assumes 2022 revenues increase by 20% and future years increase by 4%.

City of Wenatchee
Lodging Tax Advisory Committee/Tourism Promotion Area Board

Joint Meeting

Wenatchee City Hall
301 Yakima Street
Wenatchee, WA 98801

DRAFT

Wednesday, December 14, 2022 @ Noon
MINUTES

“We are here to guide the promotion, marketing and development of this unique community as a destination by distributing resources in a sustainable manner.”

LTAC Present: Mark Kulaas (Chair), Darci Christoferson, Kristin Lodge, Linda Haglund, Kyle McCubbin, Cody Beeson, Mark Miller, Miguel Cuevas

TPA Present: Freyda Stephens (Chair), Mike Poirier, Top Rojanasthien, Charlotte Mayo, Linda Haglund, Cody Beeson

Staff Present: Laura Gloria, Brad Posenjak, Tammy Stanger, Steve Wilkinson, Ashley Sinner, Jill Sheets

1. Introductions – Joint Meeting Opening. Mark Kulaas called the meeting to order just shortly after 12:00 p.m. All TPA and LTAC members were present.

2. Joint Agenda:

- a. Approval of Joint Meeting Minutes

Motion by Linda Haglund to approve the previous meeting minutes. Kristin Lodge seconded the motion. Motion carried.

- b. Revitalize WA Post-Event Report – Linda Haglund provided an overview of the Revitalize WA conference and submitted a report on visitors and dollars spent.

- i. Events Funding Update – Laura Gloria led the discussion on events funding. Linda Haglund did a very nice job in reporting the impact of the Revitalize WA conference. There have not been any funding applications received for 2023 as of yet, although Laura has talked to quite a few people who are interested. The committee discussed expectations for applicants, ranking of application, supporting new events for incubation, and whether to continue to support long-term events. (Most agreed to support events for three years as an incubation period). The application will be updated to add “free or paid events that have a significant visitor draw.” The biggest priority in ranking applications will be visitor impact (i.e. hotels and spending).
- ii. Discuss future reporting metrics – It had been hoped that Datafy would be able to provide metrics for events. But with Datafy not able to provide information as originally presented, the contract will not be renewed. STR may have some additional features we could access. Ashley will check with STR.

- c. Sports Tourism Position Update – The committee has been meeting and continues to support the recommendation for a sports tourism position. The job announcement is now posted on the Chamber website and closed January 6. There will be some participation from the committees for the interview panel.
 - d. Visit Wenatchee Update
 - i. Datafy Update – Ashley Sinner provided an update on the contract with Datafy. Datafy is not able to provide metrics as most of our events do not have enough visitor data to report. She recommended not renewing the Datafy contract. There is currently no platform on the market that can do what we had hoped Datafy could do. She has reached out to the State Tourism organization if they would be willing to share data information and be able to utilize that with their membership. She is waiting to hear back. It is possible that the STR report may have some additional features that could be helpful.
 - ii. KW Media Budget and Media Plan – Ashley reported on the KW Media budget and media plan for 2023. They are able to get billboards at a reduced cost. The media plan has shifted to doing more event advertising. The budget as drafted is short \$37,304. Freyda would like a little more time to review the budget and plan and have final approval in January. The city will need to amend the 2023 budget for the additional \$37,304 if needed. After further discussion the following motion was made:

Motion by Freyda Stephens to approve a \$250,000 allocation for the 2023 KW Media Budget and come back to work through a budget amendment for the additional \$37,304. Cody Beeson seconded the motion. Motion carried.
3. LTAC:
 - a. Review of LTAC Financials – Brad Posenjak briefly went over the LTAC and TPA financials. The numbers have been adjusted due to some hotels not reporting. Projections look to be on track for 2022 at around a 20% growth rate. He anticipates a 4% growth for 2023.
 4. TPA:
 - a. Review of TPA Financials
 5. 2023 Meeting Schedule – The committees will meet every month through July 2023 and will reassess in July.
 6. Discussion – None.
 7. Adjourn. The meeting adjourned at 1:30 p.m.

10 COST ESTIMATE



SUMMARY Page
Wenatchee Convention Center
Wenatchee, WA
SD6 **6th DRAFT**

Today's Date= 1/11/23
Est. Bid Date= 1/24
MACC= \$ 10,000,000
GSF (incl mod) = 13,742
\$ 727.70

DIV	Desc of Work	SEC	Cost/SF	% Total	Compare w/last Est		Notes
					Bldg	Cost	
1a	General Conditions	487,157	35.45	4.1%	445,257	41,900	
1b	Allowances	245,750	17.88	2.1%	-	245,750	98.70
31b	Sitework/Earthwork	318,874	23.20	2.7%	302,602	16,272	
32a	Site Improvements	404,661	29.45	3.4%	1,068,975	(664,314)	
32b	Landscaping & Irrigation	147,042	10.70	1.2%	83,310	63,732	
33	Site Utilities	126,250	9.19	1.1%	150,000	(23,750)	
2d	Demolition	113,717	8.28	1.0%	33,463	80,254	
3a	Foundation/SOG - Std	435,679	31.70	3.7%	461,124	(25,444)	393.41
3b	Architectural Concrete	64,140	4.67	0.5%	56,320	7,820	
4a	Unit Masonry	225,216	16.39	1.9%	357,792	(132,576)	
5a	Floor Structure	235,552	17.14	2.0%	224,552	11,000	
5b	Roof Structure	417,878	30.41	3.5%	527,254	(109,376)	
5c	Misc Steel	148,500	10.81	1.2%	135,751	12,749	
5d	Stairs & Railings	10,500	0.76	0.1%	72,180	(61,680)	
5e	Cold-Formed Framing	251,927	18.33	2.1%	350,891	(98,964)	
6a	Rough Carpentry	27,599	2.01	0.2%	40,272	(12,673)	
6b	Finish Carpentry	-	0.00	0.0%	-	-	
7a	Roofing/ Insulation/ Sheetmetal	229,929	16.73	1.9%	252,839	(22,909)	
7b	Exterior Finish Systems	247,620	18.02	2.1%	286,405	(38,785)	
8a	Ext. Windows & Doors	406,395	29.57	3.4%	649,725	(243,330)	
8b	Int. Doors & Openings	389,810	28.37	3.3%	137,375	252,435	
9a	GWB Wall Systems	220,312	16.03	1.9%	202,043	18,269	
9b	GWB Ceiling Systems	151,809	11.05	1.3%	33,194	118,615	
9c	Acoustic Wall/Ceiling Systems	133,075	9.68	1.1%	377,276	(244,201)	
9d	Wall & Ctg Finishes	373,925	27.21	3.1%	280,460	93,465	
9e	Floor Finishes	152,355	11.09	1.3%	147,051	5,304	
10a	Specialties & Accessories	333,623	24.28	2.8%	771,540	(437,917)	
11a	Equipment	142,112	10.34	1.2%	460,981	(318,869)	
12a	Casework	82,452	6.00	0.7%	85,278	(2,826)	
12b	Furnishings	-	0.00	0.0%	-	-	
13a	Special Const.	-	0.00	0.0%	-	-	
14a	Elevators & Lifts	125,000	9.10	1.1%	125,000	-	
Sub-total		6,648,857	483.83	55.9%	8,118,907	(1,470,050)	
21	Fire Protection	96,194	7.00	0.8%	99,491	(3,297)	189.46
22-23	Mechanical	1,236,780	90.00	10.4%	1,208,105	28,675	
24-28	Electrical	1,270,650	92.46	10.7%	1,567,979	(297,329)	
Sub-total		9,252,481	673.30	77.7%	10,994,482	(1,742,001)	
28.65% Front-End Costs		2,650,836	192.90	22.3%	2,930,029	(279,194)	
0.80%	Bonds	74,020	5.39	0.6%	87,956	(13,936)	192.90
0.00%	Subs Bond	-	0.00	0.0%	-	-	
0.50%	B&O Tax	46,262	3.37	0.4%	54,972	(8,710)	
0.60%	Insurance	55,515	4.04	0.5%	65,967	(10,452)	
4.50%	Market Adjustment (All Div's)	416,362	30.30	3.5%	494,752	(78,390)	
6.00%	Contractors Overhead & Profit	555,149	40.40	4.7%	659,669	(104,520)	
10.00%	Contingency	925,248	67.33	7.8%	879,559	45,690	
6.25%	Escalation (Jan 24')	578,280	42.08	4.9%	687,155	(108,875)	
Sub-total		11,903,317	866.20 /SF		13,924,511	(2,021,195)	
Opinion of Cost w/o Sales Tax		11,903,317	866.20 /SF		13,924,511	(2,021,195)	

Opinion of Probable Cost

Wenatchee Convention Center
Wenatchee, WA
SD6

01/11/23

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
1a	General Conditions				35.45	\$ 487,157
	<u>7/21 to 7/22</u>					
	Supervision/Project Mgmt (100%)	12	MO	13000.00	156,000	
	Travel/Truck	12	MO	4500.00	54,000	
	Assistant Superintendent	-	MO	7000.00	-	
	Laborer (50%)	10	MO	6000.00	60,000	
	Travel/Delivery to Jobsite	12	MO	1000.00	12,000	
	Layout Building	1	LS	3000.00	3,000	
	Layout Sitework	1	LS	2000.00	2,000	
	Surveyor - Site/Bldg	1	LS	15000.00	15,000	
	Temp Roads	-	SF	0.50	-	
	Temp Roads, Restore	-	SF	0.75	-	
	Temp Utility Hookup	1	LS	2500.00	2,500	
	Temporary Water	12	MO	400.00	4,800	
	Temp Power	12	MO	600.00	7,200	
	Temp Telephone (2) Lines	12	MO	150.00	1,800	
	Temp Toilet/Wash Stn, (3) Ea	12	MO	400.00	4,800	
	Temp Enclosures	1,500	SF	6.00	9,000	
	Temp Heat (1 Winter)	4	MO	5000.00	20,000	
	Winter Protection	1	LS	5000.00	5,000	
	Snow Removal	1	LS	2500.00	2,500	
	Barricades & Barriers	50	LF	3.00	150	
	Temp Fencing	600	LF	4.50	2,700	
	Gates	3	EA	300.00	900	
	Security, Watchmen	-	MO	1500.00	-	
	Field Office Rental	12	MO	1300.00	15,600	
	Storage Trailer Rental (2)	12	MO	400.00	4,800	
	Dust Control	12	MO	800.00	9,600	
	Assist Testing Lab Service	1	LS	3500.00	3,500	
	Small Tools	1	LS	8000.00	8,000	
	Rental Equipment	12	MO	1000.00	12,000	
	Crane Rental -by Subs	-	LS	10000.00	-	
	Forklift Rental - by Subs	-	MO	2500.00	-	
	Rough Hardware	1	LS	8000.00	8,000	
	Daily Cleanup	-	HR	25.00	-	
	Final Cleanup	13,742	SF	0.75	10,307	
	Site Cleanup	1	LS	2500.00	2,500	
	Safety	12	MO	800.00	9,600	
	As-Built Drawings/Maint Manuals	1	LS	4000.00	4,000	
	Guarantee Period	1	LS	3000.00	3,000	
	Punch List	1	LS	3000.00	3,000	
	Job Sign	1	EA	500.00	500	
	Project Schedule	12	MO	500.00	6,000	
	Project Photographs	12	MO	200.00	2,400	
	Waste Mgmt	12	MO	500.00	6,000	
	Envelope Test	1	LS	15000.00	15,000	Ver
	Commissioning - By Owner	-	LS	75000.00	-	
	Obst. Permits/Traffic Revisions - see 1b	-	LS	2000.00	-	
	Ingress/Egress - see 1b	-	LS	30000.00	-	Ver

Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
1b	Allowances				17.88	\$ 245,750
	<u>Per</u>					
	Site Access - Addl Costs	10	MO	12000.00	120,000	Ver
	Ingress/Egress - Allow	1	LS	30000.00	30,000	Ver
	Shoring - Exchange Bldg	500	SF	45.00	22,500	Ver
	Sim. Fountain	840	SF	45.00	37,800	
	Restore Site - Wenatchee Ave	3,600	SF	4.50	16,200	Ver
	Sim. East Parking Lot	7,000	SF	2.75	19,250	Ver
					-	
31b	Sitework/Earthwork				23.20	\$ 318,874
	<u>Site GSF</u>					
	<u>Per SJC REV 12/22/22</u>					
	Site Demo/Clr-Grubb	1	LS	156874.00	156,874	
	Earthwork	-	LS	0.00	-	
	<u>Per TC</u>					
	Struct Fill - Allow	3,500	CY	30.00	105,000	
	Mob/Demob - Multiple	1	LS	30000.00	30,000	
	Dewatering	1	LS	12000.00	12,000	
	SWWPP	1	LS	15000.00	15,000	
					-	
	Off-Site Work??				-	VER
32a	Site Improvements				29.45	\$ 404,661
	<u>Per SJC REV 12/22/22</u>					
	Site Conc. - Walls, Stairs, Sidewalks	1	LS	364986.00	364,986	
	Site Furnishing - Rails/Benches	1	LS	23275.00	23,275	
	Relocate Pump Room	-	LS	115000.00	-	
	<u>Per TC</u>					
	Exit Path, Allowance	1,215	SF	12.00	14,580	Ver
	Stairs, CIP	52	LFN	35.00	1,820	Ver
					-	
32b	Landscaping & Irrigation				10.70	147,042
	<u>Per SJC REV 12/22/22</u>					
	Ldscpl/Irrig	1	LS	117042.00	117,042	147,042
	<u>Per TC</u>					
	Water Feature - Protect, Allow	1	LS	30000.00	30,000	
					-	
33	Site Utilities				9.19	126,250
	<u>Per SJC REV 12/22/22</u>					
	Site Drainage	1	LS	27500.00	27,500	
	Relocate Conduit/Power	1	LS	18750.00	18,750	
	Sewer (gravity)		LS	0.00	-	
	Water/Fire		LS	0.00	-	
	Irrigation		LS	0.00	-	
	Utility Trenching Only		LS	0.00	-	
	<u>Per TC</u>					
	Site Utility - Allowance	1	LS	80000.00	80,000	

WCC Addition Only SD6 Final

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Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
2d	Demolition				8.28	113,717
	Rem.Sft./C-Wall	2,574	SF	5.00	12,870	
	Rem Brick/Framing	616	SF	10.00	6,160	
	Int. Demo, Allow - WCC	1,120	SF	5.00	5,600	
	Sim. PAC	1,416	SF	6.00	8,496	
	Kit. Expand/Mod Demo - Allow	554	SF	10.00	5,540	
	Cut Opgs - Allow	4	EA	1200.00	4,800	
	Waste Remove/Dispose	250	CY	25.00	6,250	
	HAZmat Removal	-	LS	0.00	-	Ver
	Temp Wall	2,574	SF	12.00	30,888	
	El Pit Cut/Patch	500	SF	25.00	12,500	
	Other Demo, Allow	13,742	SF	1.50	20,613	
3a	Foundation/SOG - Std				31.70	435,679
	<u>Cont. Ftgs</u>					
	Footings Perim.	314	LF	40.00	12,560	248,738
	Add for Ret. <10'-0	48	LF	100.00	4,800	
	Add for Ret. >10'-0	144	LF	175.00	25,200	
	Footings Steps	13	EA	200.00	2,600	
	Ftgs - Int., Ret	114	LF	90.00	10,260	
	<u>Grade Beams</u>					
	Grade Beam - Allow	-	LF	150.00	-	
	<u>Pad Ftgs</u>					
	Pad Ftgs - Isol.	7	EA	400.00	2,800	Ver
	Pad Ftgs - Perim	4	EA	550.00	2,200	
	Pad Ftgs - Int.	6	EA	400.00	2,400	
	Pad Ftgs - BOH Fir	4	EA	350.00	1,400	
	Pad Ftgs - Brace Frame	5	EA	1200.00	6,000	
	<u>Foundation Walls</u>					
	Found Wall - typ.	610	SF	27.00	16,470	
	Found Wall - < 10'-0 Ht	384	SF	35.00	13,440	
	Found Wall - > 10'-0 Ht	1,632	SF	43.00	70,176	
	Int. Ret Wall	1,824	SF	43.00	78,432	Ver
	<u>Columns</u>					
	Pilasters	-	LF	56.00	-	
	Piers	-	LF	72.00	-	
	<u>SOG</u>					
	Slab-On-Grade, 6"	4,775	SF	5.50	26,263	
	Slab-On-Grade, 4"	4,949	SF	4.50	22,271	
	Sand/Gravel Under Slab 6"	216	CY	45.00	9,720	
	Slab Rebar (#4@18"oc)	9,724	SF	1.00	9,724	
	Vapor Barrier, Stego Wrap	9,724	SF	0.65	6,321	
	Conn. To Exg	151	LF	35.00	5,285	
	Pour Back Columns	-	EA	50.00	-	
	Stairs Risers & Tread - see 5d	-	LFN	25.00	-	
	<u>Rebar</u>					
	Rebar - Supply	-	LBS	0.75	-	
	Rebar - Place	-	LBS	0.50	-	

WCC Addition Only SD6 Final

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Thomas Consulting

10 COST ESTIMATE

Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
	<u>Earthwork</u>				-	
	Exc/Fill	9,724	SF	3.00	29,172	
	<u>Misc. Concrete</u>				-	
	Elev. Pit	1	LS	10000.00	10,000	
	Damproofing - Allow	2,626	SF	3.50	9,191	Ver
	Perim Insul - Allow	2,626	SF	4.50	11,817	Ver
	Waterproofing/Insuln	1,824	SF	12.00	21,888	Ver
	Pump Concrete	-	CY	18.00	-	
	Housekeeping Pads	-	SF	6.00	-	
	Fdn Drain	428	LF	35.00	14,980	Ver
	Other Conc. - Allow	13,742	SF	0.75	10,307	Ver
	Travel & Sub				-	
					-	
3b	Architectural Concrete				4.67	64,140
	<u>Cast-In-Place</u>				-	
	EL.Shaft- Full Ht.	1,024	SF	55.00	56,320	Ver
	Add Bd. Formed Finish - Exp. Fdn	782	SF	10.00	7,820	Ver
	CIP Seat/Steps - see 5d	-	LF	40.00	-	
	<u>Precast - Sized for Mason Set</u>				-	
	Precast Head/Sill Dtl	-	LF	45.00	-	
	Screen Wall cap	-	LF	45.00	-	
	Precast Col Base	-	EA	2300.00	-	
	Col. Caps	-	EA	600.00	-	
					-	
4a	Unit Masonry				16.39	225,216
	Brick Veneer - Match Exg.	4,692	SF	48.00	225,216	
	Sim. Int., Breakout/Pre Func.	-	SF	48.00	-	Ver
					-	
					-	
5a	Floor Structure				17.14	235,552
	Cols - to Roof	-	LB	3.50	-	
	Floor Struct - Main, Allow	-	LB	3.50	-	
	Decking W3 20ga	-	SF	8.00	-	
	SOMD 4.5	-	SF	7.00	-	
	CIP Bm. Pop-Out, 12x18	-	LF	75.00	-	
	Floor Struct. (Incl Cols to Roof)	3,464	SF	68.00	235,552	
5b	Roof Structure				30.41	417,878
	Roof Framing	-	LB	3.50	-	29.52
	Decking 3.0 20 Ga	-	SF	8.00	-	
	Add for Cellular	-	SF	7.00	-	Ver
	Decking 1.5 20 Ga	-	SF	8.00	-	
	Roof Structure	11,294	SF	37.00	417,878	
					-	
					-	

WCC Addition Only SD6 Final

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Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
5c	Misc Steel				10.81	148,500
	Misc Steel - Allow	23,000	LBS	3.30	75,900	
	Brace Frames	5,000	LBS	3.30	16,500	
	Op Wall Suppt	17,000	LBS	3.30	56,100	
	OHD Suppt	-	LBS	1.00	-	
					-	
					-	
5d	Stairs & Railings				0.76	10,500
	Main Stair - CIP Allow	-	LFN	100.00	-	Ver
	Landings - Allow	-	SF	80.00	-	Ver
	Guardrail	-	LF	150.00	-	Ver
	Handrail	-	LF	85.00	-	Ver
	Guardrail - Glass	25	LF	180.00	4,500	
	Guardrail - Wood	-	LF	130.00	-	
	Mezz Access	-	EA	3500.00	-	
	Roof Ladders	1	LS	4500.00	4,500	Ver
	Other - Allow	1	LS	1500.00	1,500	Ver
					-	
5e	Cold-Formed Framing				18.33	251,927
	<u>Ext. Wall Area (?)</u>	8,995	GSF	0.65	28.01	
	Ext Walls - 6"x18ga	8,995	GSF	12.00	107,940	23.47
	Sheathing - DensGlas Gold 5/8"	7,117	SF	4.00	28,468	Ver
	Ins/VB, 6"	7,117	SF	2.50	17,793	Ver
	Rigid Ins. 2.0" Framed	7,117	SF	4.00	28,468	Ver
	Weather Barrier Liq. App.	7,117	SF	4.00	28,468	Ver
	Soffitt Framing	1,570	SF	9.00	14,130	Ver
	Sim. BOH	280	SF	9.00	2,520	Ver
	Frame/Sheath - Cov'd Patio Suppt, 16" W	225	SF	20.00	4,500	Ver
	Closure Framing, Allow	-	SF	10.00	-	Ver
	Spandrel, Infill	580	SF	8.00	4,640	Ver
	GWB, see 9a	-	SF	0.00	-	
	Travel & Sub	1	LS	15000.00	15,000	
					-	
6a	Rough Carpentry				2.01	27,599
	Int. Ro. Carpentry/Blocking	13,742	GSF	0.50	6,871	
	Roof Blocking - PT, Parapet/Edge	796	LF	17.00	13,532	
	Ext Wall Blockg	8,995	GSF	0.80	7,196	
					-	
6b	Finish Carpentry				-	-
	Finish Carpentry, Misc. - see 12a	-	GSF	0.20	-	
					-	
					-	

WCC Addition Only SD6 Final

ES-5

Thomas Consulting

Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
7a	Roofing/ Insulation/ Sheetmetal				16.73	229,929
	Rigid Insuln, R-35, 6" - Flat Roofs	11,294	SF	6.50	73,411	4.10
	Cricket - 25%	2,824	SF	4.00	11,294	
	Add to Fully Adhere	-	SF	1.50	-	Ver
	Vapor Barrier	11,294	SF	0.65	7,341	Ver
	TPO Roof 60 mil. Mech Att	11,294	SF	5.50	62,117	
	Parapet Wrap	740	SF	5.50	4,070	
	Walk Pads	-	LF	25.00	-	
	Flashing, Fascia	140	LF	35.00	4,900	
	Flashing, Step Edge - Typ.	143	LF	65.00	9,295	
	Flashing, Parapet - Typ.	370	LF	30.00	11,100	
	Reglet	230	LF	15.00	3,450	
	Exp Jts - allow	143	LF	65.00	9,295	Ver
	Spray Foam - Soffitt (Low Only)	263	SF	12.00	3,156	Ver
	Mech. Pads, Addl	-	SF	12.00	-	Ver
	Fall Ptn - Allow	-	SF	0.65	-	Ver
	Roof Hatch	1	EA	3500.00	3,500	
	Roof Accessories, Other - Allow	1	LS	2000.00	2,000	
	Addl Hoisting, Safety	-	SF	0.20	-	
	Travel & Sub	1	LS	25000.00	25,000	
					-	
					-	
					-	
7b	Exterior Finish Systems				18.02	247,620
	Metal Panel, Allow	396	SF	65.00	25,740	Ver
	Sim. Int. Vest.	400	SF	65.00	26,000	Ver
	Sim. Cov'd Patio Suppt	473	SF	65.00	30,745	Ver
ALT	Add if Weathered Copper	-	SF	65.00	-	Ver
	Fascia/Brow Dtl	143	LF	65.00	9,295	Ver
	Vertical 'Slot' Dtls	330	LF	35.00	11,550	Ver
	Soffitt Panels, Ext.	1,570	SF	65.00	102,050	Ver
	Sim. BOH	263	SF	30.00	7,890	
	Stucco	774	SF	25.00	19,350	
	Travel & Sub	1	LS	15000.00	15,000	
					-	
8a	Ext. Windows & Doors				29.57	406,395
	<i>Typ. Sys. is --- ???</i>					
	Alum. Curtainwall	1,878	SF	145.00	272,310	Ver
	Alum. Sft. - Large	473	SF	95.00	44,935	Ver
	Spandrel Panel, Add	-	SF	15.00	-	Ver
	Add for Operable Door	127	SF	150.00	19,050	Ver
	AL Dr/Fr, Wide Stile, 6x8 (add over c/wall)	5	PR	9000.00	45,000	Ver
	AL Dr/Fr, Wide Stile, 3x8 (add over c/wall)	1	EA	5000.00	5,000	Ver
	HMxHM Drs/Frs 3x7 (LL Exit)	3	EA	3500.00	10,500	Ver
	HDCP Power Assist	2	EA	4800.00	9,600	Ver
	Louvers - Arch.	-	SF	45.00	-	
					-	
					-	
					-	

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Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
8b	Int. Doors & Openings				28.37	389,810
	<i>Typ Int. Dr HMWD</i>					
	Int Drs/Frs, HMxWD, 3x7	16	EA	2400.00	38,400	
	Int Drs/Frs, HMxWD, 6x7	6	PR	4500.00	27,000	
	Total/Exit Drs 3x7	3	EA	4500.00	13,500	Ver
	Door Lite Prem - Narrow	7	EA	250.00	1,750	
	Half Lite	-	EA	450.00	-	
	Sidelite 1-2'-0	-	EA	650.00	-	
	Transom	-	EA	700.00	-	
	Int Sft. - Alum. New/Exg	534	SF	75.00	40,050	Ver
	Mod. Exg C-Wall New/Exg	504	SF	100.00	50,400	Ver
	AL Dr/Fr, Wide Stile, 6x7 (Int.)	3	PR	7500.00	22,500	
	AL Dr/Fr, Wide Stile, 3x7 (Int.)	-	EA	4500.00	-	
	Rated Opgs, add	-	PR	400.00	-	
	Won-Doors, New/Exg, 2 Ea 14'-0 ht	1,080	SF	140.00	151,200	75,600
	OH Sec. Grille	-	SF	75.00	-	
	Exit Device - Allow	23	EA	1200.00	27,600	Ver
	Add Security Hardware, Allow	13,742	SF	0.35	4,810	Ver
	HDCP Power Assist	2	EA	4800.00	9,600	Ver
	Replace/Refit Exg Drs/Frs -	-	PR	0.00	-	Ver
	Sim	-	EA	0.00	-	Ver
	Access Drs	1	LS	3000.00	3,000	
					-	
					-	
9a	GWB Wall Systems				16.03	220,312
	Stl Stud Ptns, 8"	4,208	SF	6.00	25,248	
	Stl Stud Ptns, 6"	5,538	SF	5.00	27,690	
	Stl Stud Ptns, 3-5/8"	1,088	SF	4.50	4,896	
	Stl Stud Furring/Chase	1,440	SF	4.50	6,480	
	GWB, 5/8 Finish Lt. Text.	18,048	SF	3.50	63,168	
	Ext. Walls	7,117	SF	3.50	24,910	
	Furring	1,440	SF	3.50	5,040	Ver
	GWB, 5/8 Tape Only	1,444	SF	3.00	4,332	
	Addl Layer GWB - Brkout/TR	3,408	SF	2.50	8,520	Ver
	Reveals, Allow	500	LF	12.50	6,250	Ver
	Area Sep., 2-Hr, add	-	SF	7.50	-	Ver
	Sound Batt, Allow 75% of Walls	7,310	SF	1.15	8,407	
	Sound Seal (x2)	464	LF	8.00	3,712	
	Abuse Resist - Add	-	SF	1.05	-	
	Moist. Resist - TR's Add	-	SF	0.40	-	
	Add Glas/Cement Board - CT, 8'-0	1,773	SF	1.50	2,660	Ver
	R/R Exg Walls - Allow	1,000	SF	7.00	7,000	Ver
	Addl Walls - New/Exg	500	SF	20.00	10,000	Ver
	Travel & Sub	1	LS	12000.00	12,000	
					-	

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10 COST ESTIMATE

Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
9b	GWB Ceiling Systems				11.05	151,809
	Framed/Susp GWB Soff	675	SF	8.00	5,400	
	Knee Walls - Studs/GWB		SF	12.00	-	
	Other Soff/Knee Walls - Allow	13,742	SF	2.00	27,484	
	GWB Soffitt/Knee Walls - Pre-Func. Allow	3,979	SF	25.00	99,475	
	Sim. LL	778	SF	25.00	19,450	
					-	
9c	Acoustic Wall/Ceiling Systems				9.68	133,075
	ATC, 2x4, Vinyl	554	SF	9.00	4,986	
	Add Exg.	-	SF	9.00	-	
	ATC, 2x4, Circ.	1,498	SF	8.00	11,984	
	Wood Panels - Pre-Func., see 9b above		SF	65.00	-	
	Susp Clouds - Breakout, 50% area, Allow	2,111	SF	55.00	116,105	
					-	
9d	Wall & Clg Finishes				27.21	373,925
	Paint GWB Walls, Latex	25,165	SF	1.00	25,165	
	Epoxy, Add	-	SF	0.65	-	
	Paint Exg Walls, Allow	2,000	SF	1.35	2,700	
	Pt GWB Clgs/Soffs/Fascia	1,000	SF	1.25	1,250	
	PT Wains - TR's, 9'-0"	1,773	SF	18.00	31,914	
	<u>VWC - Allow per 12/27/22 Mtg.</u>	4,680	SF	4.50	21,060	
	P-Lam Panels, Allow	204	SF	75.00	15,300	
	Wall Finish 4&7, Allow	2,336	SF	75.00	175,200	
	Acoust. Pnls - Breakout, Allow	1,510	SF	38.00	57,380	
	Acoust. Pnls - Pre-Func., Allow	500	SF	38.00	19,000	
	Paint HM Drs	3	EA	100.00	300	
	Paint HM Frames	25	EA	100.00	2,500	
	Paint HM Relites	-	SF	3.00	-	
	Paint. Exp. Struct., Dry fall	11,015	SF	1.45	15,972	
	Paint Struct/Misc Stl. - Int/Ext.	-	LS	5000.00	-	
	Finishes, Other - Allow	13,742	SF	0.45	6,184	
					-	
9e	Floor Finishes				11.09	152,355
	Carpet - CPT-1	7,194	SF	8.00	57,552	
	Stair/Ldg Finish	-	SF	50.00	-	Ver
	Entry Mat	870	SF	10.00	8,700	
	Rubber Base	12,953	SF	0.50	6,477	Ver
	Epoxy Floor/Resinous SF-1??	1,910	SF	12.00	22,920	Ver
	Mod Area	554	SF	12.00	6,648	Ver
	Sealed Conc.	677	SF	1.25	846	
	PT Floor, 12x12	2,537	SF	18.00	45,666	
	PT Base	197	LF	18.00	3,546	
	Crack Membrane - Add	-	SF	2.50	-	
	Epoxy Grout - Add	-	SF	2.50	-	
					-	

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Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
10a	Specialties & Accessories				24.28	333,623
	Toilet Acc/Spec - typ	2	TR	3200.00	6,400	
	Toilet Acc/Spec - Single	1	TR	650.00	650	
	Janitor Rm Acc	2	EA	300.00	600	
	Sink Acc -	-	EA	140.00	-	
	Toilet Partitions, Std HDPE	6	EA	1400.00	8,400	
	Toilet Partitions, Hdcp	2	EA	1500.00	3,000	
	Urinal Screens	2	EA	450.00	900	
	Projection Screen- Man Op,	-	EA	250.00	-	
	Projection Screen- Mot	-	EA	4500.00	-	
	Proj. Brkt	-	EA	150.00	-	
	FXC - Semi Recessed	8	EA	300.00	450	
	Signage - Interior	13,742	SF	1.50	20,613	Ver
	Signage - Exterior	1	LS	15000.00	15,000	Ver
	Corner Guards, 3-1/2" SS, Allow	-	EA	150.00	-	
	Whiteboard (MB) Typ.	-	LF	85.00	-	
	Whiteboard (MB) Slider	-	LF	120.00	-	
	TackBoards, 4' (TB)	-	LF	75.00	-	
	Lockers - Staff, 1-Tier, 12" Wide	10	OPG	185.00	1,850	
	<u>Op Walls - Breakout (2) 48x20' H STC-52</u>	1,920	SF	95.00	182,400	Ver
	Sim. Breakout/Pre-Func. (3) Ea.	778	SF	120.00	93,360	31,120
	Roof Hatch - see 7a	-	EA	2500.00	-	
	Acc./Spec. Other, Allow	-	SF	0.25	-	
					-	
					-	
11a	Equipment				10.34	142,112
	Kit. Eq. per Des Dev. 12/14/22	1	LS	142112.00	142,112	
	Resid. Eq.	-	LS	0.00	-	Ver
					-	
					-	
12a	Casework				6.00	82,452
	<u>Casework</u>				-	
	Base/Top, 24" P-Lam	-	LF	300.00	-	
	Knee Space w/Drawer	-	LF	150.00	-	
	Wall Cabinet, P-Lam, 2'-6"	-	LF	150.00	-	
	Wall Cabinet, P-Lam, Open	-	LF	125.00	-	
	Tall Stg Unit w/Doors	-	LF	275.00	-	
	Tall Stg Unit Open	-	LF	135.00	-	
	Display Case Dtl	-	LF	350.00	-	
	P-Lam Wdo Sills	-	LF	25.00	-	
	<u>Millwork</u>				-	
	P-Lam Paneling -	-	SF	30.00	-	
	Chair Rail	-	LF	12.00	-	
	Base	-	LF	12.00	-	
	Casework/Millwork - Allow	13,742	SF	6.00	82,452	
					-	

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Thomas Consulting

Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
12b	Furnishings				-	-
	Window Blinds, Horiz. Allow	-	SF	5.00	-	Ver
	Roller Shades - Man. Op.	-	SF	10.00	-	Ver
	Roller Shades - Auto. Op.	-	SF	35.00	-	Ver
	Fixed Seating	-	STS	400.00	-	-
					-	-
13a	Special Const.				-	-
	none noted				-	Ver
					-	-
14a	Elevators & Lifts				9.10	125,000
	Elevator, Hyd. 2-Stop, 1-Dr, 16 VLF/Fir, 4000#	1	EA	125000.00	125,000	Ver
	Addl Stop??	-	EA	15000.00	-	Ver
21	Fire Protection				7.00	96,194
	Per Coffman 10/25/22					
21	Fire Ptn	13,742	SF	7.00	96,194	
21		-			-	
					-	
22-23	Mechanical				90.00	1,236,780
	Per Coffman 12/16/22					
22	Plumbing	13,742	SF	20.00	274,840	20.00
23	HVAC	13,742	SF	70.00	961,940	70.00
					-	-
					-	-
24-28	Electrical				92.46	1,270,650
	Per Coffman 12/22/22					
	Electrical Sys	1	LS	333809.00	333,809	24.29
	Kitchen Upgrade	1	LS	16000.00	16,000	1.16
	Per Stantec 12/28/22				-	-
	Security/Paging/CATV Sys (IP)	1	LS	200660.00	200,660	14.60
	AV Systems - Breakout/Pre-Function	1	LS	670181.00	670,181	48.77
	Telecom - ALLOWANCE	1	LS	50000.00	50,000	3.64
					-	-
					-	-
					-	-
					-	-
					-	-
					-	-

Opinion of Probable Cost



SUMMARY Page - Options
Wenatchee Convention Center
Wenatchee, WA
SD6

Date 01/11/23
SF 13,742

DIV	NO	Desc of Work	ITEM TOTAL	Alt Amt TOTAL	Cost/SF Bldg	% Base Cost
	1	Mod Meeting Rms 12 & 13		1,525,158	110.99	12.8%
	2		0	-	0.00	0.0%
	3	Add Basement		612,522	44.57	5.1%
	0		0	-	0.00	0.0%
	0		0	-	0.00	0.0%
	0		0	-	0.00	0.0%
	0	Replace Operable Walls		707,575	51.49	5.9%
	0		0	-	0.00	0.0%
					0.00	0.0%

Total Alternates **2,845,255** **207.05** **23.9%**

10 COST ESTIMATE

Opinion of Probable Cost

Wenatchee Convention Center
Wenatchee, WA
SD6

01/11/23

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
1	Mod Meeting Rms 12 & 13	6,720	SF		\$ 226.96	\$ 1,525,158
	rem atc	6,720	sf	2.00	13,440	
	rem flooring	6,720	sf	2.00	13,440	
	demo corr ptns	2,520	sf	3.00	7,560	
	other ptns	3,720	sf	2.50	9,300	
	op walls	2,016	sf	2.00	4,032	
	rem drs/frs	8	pr	250.00	2,000	
	rem drs/frs	4	ea	100.00	400	
	infill	4	opg	600.00	2,400	
	new ptns	2,400	sf	13.00	31,200	
	entry pockets sim exg	1,400	sf	10.00	14,000	
	new drs/frs	5	pr	5500.00	27,500	
	new drs/frs	5	ea	3000.00	15,000	
	atc	6,720	sf	8.00	53,760	
	flooring	6,720	sf	8.00	53,760	
	wains 4'-0 all perim walls	2,000	sf	15.00	30,000	
	wains cap	500	lf	15.00	7,500	
	pt gwb new	6,200	sf	1.40	8,680	
	pt gwb exg	3,936	sf	1.40	5,510	
	pt gwb corr side	3,936	sf	1.40	5,510	
	other finishes	6,720	sf	2.00	13,440	
	op walls (3)	1,524	sf	95.00	144,780	48,260
	struct suppt	10,408	lbs	5.00	52,040	
	Mech per Coffman	6,720	sf	20.00	134,400	
	Elect per Coffman	1	LS	56730.00	56,730	
	GC's	3	mo	30000.00	90,000	
	AV Sys LL Space 1 per Stantec	1	ls	131481.00	131,481	
	Sim. Space 2	1	ls	257646.00	257,646	
	Telecom per Stantec				-	
	Markup	28.65%		339,648.6	\$ 339,649	
2					\$ -	\$ -
	Markup	35.00%		-	\$ -	

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Opinion of Probable Cost

DIV	Description of Work	QTY	UNIT	UNIT PRICE	ITEM TOTAL	SEC TOTAL
3	Add Basement				\$ 136.12	\$ 612,522
	ftg - addl ret	(26)	lf	100.00	(2,600)	
	add to make ret wall ftg	120	lf	40.00	4,800	
	addl ret wall	342	sf	45.00	15,390	
	SOG	-	sf	7.50	-	
	addl exc/haul	2,859	cy	25.00	71,475	
	backfill	907	cy	30.00	27,210	
	credit import	(3,500)	cy	25.00	(87,500)	
	addl WP/lns	342	sf	15.00	5,130	
	addl gb's	24	lf	150.00	3,600	
	addl lat's	2,500	lb	3.50	8,750	52.4
	floor steel	42,000	lb	3.50	147,000	
	floor deck 3x18	4,300	sf	8.00	34,400	
	somd 8" reinf	117	cy	300.00	35,100	8.16
	backfill	2,123	cy	20.00	42,460	
	Drs/Frs	1	ls	10,000.00	10,000	
	shoring	1,500	sf	40.00	60,000	
	fire ptn	4,300	sf	4.00	17,200	
	mechanical	4,300	sf	5.00	21,500	
	electrical	4,300	sf	4.00	17,200	
	additional contingency, 10%	1	ls	45,000.00	45,000	
	Markup	28.65%		136,407	\$ 136,407	
					\$ -	
	Markup	28.65%		0.00	\$ -	
					\$ -	
	Markup	28.65%		0.00	\$ -	
					\$ -	
	Markup	28.65%		0.00	\$ -	
					\$ -	
	Markup	28.65%		0.00	\$ -	
					\$ -	
	Replace Operable Walls				\$ 707,575	
	Per DuPree	1	LS	550,000.00	550,000	
	Markup	28.65%		157575.00	\$ 157,575	
					\$ -	

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OP-2