NOTICE OF REGULAR MEETING CITY OF SOUTH PADRE ISLAND CONVENTION AND VISITORS ADVISORY BOARD

NOTICE IS HEREBY GIVEN THAT THE CONVENTION AND VISITORS ADVISORY BOARD OF THE CITY OF SOUTH PADRE ISLAND, TEXAS WILL HOLD A REGULAR MEETING ON:

Thursday, October 29, 2015
9:00 A.M. AT THE MUNICIPAL BUILDING,
CITY COUNCIL CHAMBERS, 2ND FLOOR
4601 PADRE BOULEVARD, SOUTH PADRE ISLAND, TEXAS

- 1) Call to order.
- 2) Pledge of Allegiance.
- Public announcements and comments: This is an opportunity for citizens to speak to the Convention and Visitors Advisory Board relating to agenda or non-agenda items. Speakers are required to address the Convention and Visitors Advisory Board at the podium and give their name before addressing their concerns. (Note: State law will not permit the Advisory Board to discuss, debate or consider items that are not on the agenda. Citizen comments may be referred to Convention and Visitors Bureau staff or may be placed on the agenda of a future Convention and Visitors Bureau Advisory Board meeting).
- 4) Presentation and discussion regarding the Atkins Group plan.
- 5) Discussion and action concerning the invoice that was recently presented by Atkins/Aria Group.
- 6) Discussion and action regarding designation of one individual to be the primary contact for Atkins/Aria Group.
- 7) Discussion and action on the need for a website subcommittee.
- 8) Presentation and discussion regarding CVB Director's Report.
- 9) Discussion and action regarding consideration for funding request on the B&S Kite Flying Event (February 2016).
- 10) Set new meeting date for the month November and December.
- 11) Adjourn.

DATED THIS THE 23 DAY OF OCTOBER 2015.

Rosa Zapata, CVB Executive Services Specialist

I, THE UNDERSIGNED AUTHORITY, DO HEREBY CERTIFY THAT THE NOTICE OF MEETING OF THE GOVERNING BODY OF THE CITY OF SOUTH PADRE ISLAND, TEXAS IS A TRUE AND CORRECT COPY OF SAID NOTICE AND THAT I POSTED A TRUE AND CORRECT COPY OF SAID NOTICE ON THE BULLETIN BOARD AT THE CITY HALL/MUNICIPAL BUILDING ON October 23, 2015, at/or before 5:00 P.M. AND REMAINED SO POSTED CONTINUOUSLY FOR AT LEAST 72 HOURS PRECEDING THE SCHEDULED TIME OF SAID MEETING.

Rosa Zapata, CVB Executive Services Specialist

THERE MAY BE ONE OR MORE MEMBERS OF THE SOUTH PADRE ISLAND CITY COUNCIL ATTENDING THIS MEETING, AND IF SO, THIS STATEMENT SATISFIES THE REQUIREMENTS OF THE OPEN MEETINGS ACT.



NAME & TITLE:	Jimmy Hawkinson, Advisory Board Chairma	an
DEPARTMENT:	Advisory Board Committee	
ITEM		
Presentation and disc	cussion regarding the Atkins Group plan.	
ITEM BACKGROUND		
Information to be pro	ovided at the meeting.	
BUDGET/FINANCIAL	SUMMARY	
COMPREHENSIVE PL	LAN GOAL	
LEGAL REVIEW		
Sent to Legal:	YES: NO:	
Approved by Legal:	YES: NO:	
Comments:		
RECOMMENDATIONS	S/COMMENTS	

MEETING DATE: October 29, 2015

MEETING DATE:	October 29, 2015
NAME & TITLE:	Jimmy Hawkinson, Advisory Board Chairman
DEPARTMENT:	Advisory Board Committee
ITEM	
Discussion and action	concerning the invoice that was recently presented by Atkins/Aria Group.
ITEM BACKGROUND	
BUDGET/FINANCIAL	SUMMARY
COMPREHENSIVE PL	AN GOAL
LEGAL REVIEW	
Sent to Legal:	YES: NO:
Approved by Legal:	YES: NO:
Comments:	
RECOMMENDATIONS	S/COMMENTS

MEETING DATE:	October 29, 2015
NAME & TITLE:	Jimmy Hawkinson, Advisory Board Chairman
DEPARTMENT:	Advisory Board Committee
ITEM	
Discussion and action Atkins/Aria Group.	regarding designation of one individual to be the primary contact for
ITEM BACKGROUND	
BUDGET/FINANCIAL COMPREHENSIVE PL LEGAL REVIEW	
Sent to Legal:	YES: NO:
Approved by Legal:	YES: NO:
Comments:	
RECOMMENDATIONS	5/COMMENTS

MEETING DATE:	October 29, 2015
NAME & TITLE:	Jimmy Hawkinson, Advisory Board Chairman
DEPARTMENT:	Advisory Board Committee
ITEM	
Discussion and action	n on the need for a website subcommittee.
ITEM BACKGROUND	
BUDGET/FINANCIAL	SUMMARY
COMPREHENSIVE PL	LAN GOAL
LEGAL REVIEW	
Sent to Legal:	YES: NO:
Approved by Legal:	YES: NO:
Comments:	
RECOMMENDATIONS	S/COMMENTS

MEETING DATE:	October 29, 2015
NAME & TITLE:	Keith Arnold, CVB Director
DEPARTMENT:	South Padre Island Convention & Visitor Bureau
ITEM	
Presentation and disc	ussion regarding CVB Director's Report.
ITEM BACKGROUND	
Information to be pro	vided at the meeting.
BUDGET/FINANCIAL	SUMMARY
COMPREHENSIVE PL	AN GOAL
LEGAL REVIEW	
Sent to Legal:	YES: NO:
Approved by Legal:	YES: NO:
Comments:	
RECOMMENDATION	5/COMMENTS

MEETING DATE:	October 29, 2015	
NAME & TITLE:	Joe Ricco, Advisory Board M	ember
DEPARTMENT:	Advisory Board Committee	
ITEM		
Discussion and action Event.	n regarding consideration for fu	nding request on the B&S Kite Flying
ITEM BACKGROUND		
BUDGET/FINANCIAL SUMMARY		
COMPREHENSIVE PL	AN GOAL	
LEGAL REVIEW		
Sent to Legal:	YES:	NO:
Approved by Legal:	YES:	NO:
Comments:		
RECOMMENDATION	S/COMMENTS	

SPI Kite Fest Feb. 5th, 6th & 7th, 2016

CVB Funding and In-Kind Sponsorship Request

We are submitting the following funding and in-kind sponsorship request for SPI Kite Fest 2016.

- 1. Funding Request of \$21,110
- 2. In-Kind Sponsorships
 - ~ CVB Exhibit Hall Fri. Feb. 5th, 2016 Indoor Kite Exhibition
 - ~ Public Works ~ Parking Cones, Trash Cans, Trash Pickup
 - ~ Police ~ Traffic Control ~ Sat. 4 p.m. & Sun. 3 p.m.

Application		
Date: 10-7-15		
Organization Information		
Name of Organization: B4S Kites		
Address: 2812 Padre Blvd. Ste B		
City, State, Zip: South Padre Island, TX 78597		
Contact Name: Bill Doan Contact Office Phone Number: 7101-1248		
Contact Cell Phone Number: 433-1699 Web Site Address for Event or Sponsoring Entity Www. Spi Kite Fest. Com		
Non-Profit or For-Profit status: For profit Tax ID #: 416-4372341		
Entity's Creation Date: 5-2-98		
Purpose of your organization: We are a retail Kite Shop Serving the Rio		
Grande Valley & S.P.I. from 1998 to present.		
We Started, Organized & Sponsored SPI Kite Fest from 2000 to 2013		
Event Information		
Name of Event or Project: SPI Kite Gent 2016		
Date of Event or Project: Feb. 5th, 6th + 7th 2016		
Primary Location of Event or Project: The Flats beside Covention Centre		
Amount Requested: \$\frac{21,110}{00}		
Primary Purpose of Funded Activity/Facility:		
To bring thousands of Visitors to the Island for 3-days		
To bring thousands of Visitors to the Island for 3-days of fun-filled Kiting performances & displays.		

How w	vill the note! tax funds be used: _(please attach a list of the note! tax funded expenditures)
	See enclosed Proposed Budget
Percer	tage of Hotel Tax Support of Related Costs
91%	Percentage of Total Event Costs Covered by Hotel Occupancy Tax
9%	Percentage of Total Annual Facility Costs Covered by Hotel Occupancy Tax for the Funded Event
	Percentage of Annual Staff Costs Covered by Hotel Occupancy Tax for the Funded Event
	costs are covered, estimate percentage of time staff spends annually on the funded event(s) red to other activities%
	u asking for any cost reductions for city facility rentals or city services, and if so, please quantify splain: ox. #3,000 for USC OF CVB Exhibition Hall for Friday H. Indoor Kite Exhibition from Lope to 8:30 pm.
	h Category or Categories Apply to Funding Request, and Amount Requested references to the Category:
	a) Convention Center or Visitor Information Center: construction, improvement, equipping, repairing, operation, and maintenance of convention center facilities or visitor information centers, or both. Amount requested under this category: \$
	b) Registration of Convention Delegates: furnishing of facilities, personnel, and materials for the registration of convention delegates or registrants. Amount requested under this category: \$
	c) Advertising, Solicitations, Promotional programs to attract tourists and convention delegates or registrants to the municipality or its vicinity. Amount requested under this category: \$
	d) Promotion of the Arts that Directly Enhance Tourism and the Hotel & Convention Industry: the encouragement, promotion, improvement, and application of the arts that can be shown to have some direct impact on tourism and the hotel/convention industry. The impact may be that

	the art facility or event can show hotel nights that are booked due to their events or that guests at hotels attend the arts event. Eligible forms of art include instrumental and vocal music, dance, drama, folk art, creative writing, architecture, design and allied fields, painting, sculpture photography, graphic and craft arts, motion picture, radio, television, tape and sound recording, and other arts related to the presentation, performance, execution, and exhibition of these major art forms: \$
	e) Historical restoration and preservation projects or activities or advertising and conducting solicitation and promotional programs to encourage tourists and convention delegates to visit preserved historic sites or museums. Amount requested under this category: \$
	f) Expenses including promotional expenses, directly related to a sporting event in which the majority of participants are tourists. The event must substantially increase economic activity at hotels within the city or its vicinity. Amount requested under this category: \$
	How many attendees are expected to come to the sporting related event?
	How many of the attendees at the sporting related event are expected to be from another city or county?
	Quantify how the sporting related event will substantially increase economic activity at hotels within the city or its vicinity?
⊐	g) Funding transportation systems for transporting tourists from hotels to and near the city to any of the following destinations: 1) the commercial center of the city; 2) a convention cente in the city; 3) other hotels in or near the city; and 4) tourist attractions in or near the city. Please note that the ridership of any such transportation must be primarily tourists to qualify for hotel tax funding. Amount requested under this category: \$
	Will members of the general public (non-tourists) be riding on this transportation?
	What percentage of the ridership will be local citizens?
	h) Signage directing tourists to sights and attractions that are visited frequently by hotel guests in the municipality. Amount requested under this category: \$

ues	tions for All Funding	Request Categories:	Pravious 1. 2000 - 20	
1.	How many years have yo	u held this Event or Project:	Previously 2000-20 Retired event in 201	
2.	Expected Attendance:	<u>0,000-8,000</u> (3day	<i>(s)</i>	
3.			South Padre Island lodging	
	How many nights do you	anticipate the majority of the tou	urists will stay: <u>2-3</u> days	
4.	Do you reserve a room block for this event at an area hotel and if so, for how many rooms and			
	at which hotels:			
5.	-	last three years) that you have hen from HOT and the number of h	-	
5.	-		-	
5.	amount of assistance give	en from HOT and the number of h	notel rooms used:	
5.	amount of assistance give	en from HOT and the number of h	Number of Hotel Rooms Used	

	Please list other organization, government entities, and grants that have offered financial
	support to your project: None
	Indoor Even
	Will the event charge admission? <u>Outdoor Event - No</u> Approx. 250@
	Do you anticipate a net profit from the event?
)	If there is a net profit, what is the anticipated amount and how will it be used?
	as seed money for a re-curring event
1.	Please list all promotion efforts your organization is coordinating and the amount financially committed to each media outlet:
	Newspaper: \$ <u>950</u>
	Radio: \$ TV: \$
	Website, Social Media: \$ 1100 Other Paid Advertising: \$ 2200
	Anticipated Number of Press Releases to Media/
	Other Promotions <u>Festival Flyer</u> , <u>American Kitefliers ASSN. Calendar</u> Central US Kite Calendar, Multiple On-line Calendars Of Events.
	Will you include a link to the CVB or other source on your promotional handouts and in your website for booking hotel nights during this event? N_0
3	Will you negotiate a special rate or hotel/event package to attract overnight stays?

	Contact Kito Clubs in Texas & Surrounding States. Contact RV Parks in Rio Grande Valley
	What geographic areas does your marketing, advertising and promotion reach:
	Texas (The Valley, San Antonio, Austin, Houston, Dallas/Fort Worth, Lubbock) OKlahoma, Oregon, Washington, North Carolina, New Jersey, Rhode Island, Florida, How many individuals will your proposed marketing reach who are located at least 50 miles Michigan,
16.	How many individuals will your proposed marketing reach who are located at least 50 miles away? $10,000 +$ (each media source ought to be able to quantify this number for applicants) $\frac{10,000 + 000}{2000} = \frac{10,000 + 000}{2000} = \frac{10,000 + 000}{2000} = \frac{10,000 + 000}{2000} = \frac{10,000}{2000} = $
1 7.	If the funding requested is related to a permanent facility (e.g. museum, visitor center):
	Expected Visitation by Tourists Monthly/Annually:
	Percentage of those who visit the facility who indicate they are staying at area hotels/lodging facilities:% (use a visitor log that asks them to check a box if they are staying at an area lodging facility)
18.	What amount of event insurance do you have for your event and who is the carrier: B 1,000,000 Coleman Hall & Heinze (Insurans Indemnity) a. (Insert South Padre Island Minimum Event Insurance Coverage Minimums and duty to list South Padre Island as an added insured)
19.	Any marketing for the event must be consistent with the brand image for South Padre Island and all such marketing pieces that are funded with hotel tax must be submitted with at least weeks advance notice for approval by the South Padre Island CVB.
20.	Where appropriate, the CVB will require access to event participant database information that will show zip code data to measure likely impact from the funded event.

Submit to: Convention and Visitors Advisory Board C/O City of South Padre Island Convention and Visitor's Bureau 7355 Padre Blvd., South Padre Island, Texas 78597 (956) 761-3000 Phone (956) 761-3024 Fax

SPI Kite Fest Feb. 5th, 6th & 7th, 2016

Marketing Plan & Proposed Budget

- I. Our Vision ~ Our Goal ~ Our Success
 - A. Our Vision

 For SPI Kite Fest to become a nationally-known kiting event.
 - B. Our Goal
 To restore SPI Kite Fest to the successful event that drew an astonishing 8,000+ visitors to the island before it was retired in 2013.
 - C. Our Success

 Before retiring SPI Kite Fest in 2013, we were voted 'Kite Festival of the Year 2010' by Kite Trade Association International as the #1 Kite Festival in the United States..
- II. Event Description

A weekend filled with flying lessons, special performances and spectacular displays of outstanding kites from all over the United States & Canada.

- A. Thursday Feb. 4th, 2016

 <u>Welcome Party</u> 6 p.m. to 7 p.m. Padre Brewing Company

 Informal gathering Welcome to South Padre Island
- B. Friday Feb. 5th, 2016

REV Clinic – 10 a.m. To 4:00 p.m. - On the Flats
Conducted by John Barresi & Team KiteLife, Portland, Oregon
Indoor Kite Exhibition - 6:30 p.m. to 8:30 p.m. - SPI Convention Centre
Backup Venue: Boys & Girls Club ~ Port Isabel

Indoor performances showcasing 10-time National Multi-line Champion - John Barresi - Portland, Oregon

Invited Guest Performers:

Lisa Willoughby – Surf City, New Jersey Scott Weider - Warwick, Rhode Island Chris Shultz - Kill Devil Hills, North Carolina Amy & Connor Doran – Olympia, Washington Phil & Barb Burks – Portland, Oregon

C. Saturday & Sunday - Feb. 6th & 7th, 2016

<u>SPI Kite Fest</u> - 10 a.m. to 4 p.m. - On the Flats - Cameron Co. Kite performances, displays, free lessons & food concessions.

Invited Guest Performers:

National Champion John Barresi & Team *KiteLife*John Barresi - Portland, Oregon
Brett Marchal - Harbor Springs, Michigan
Scott Benz - Jacksonville, Florida
Steve de Rooy - Victoria, BC, Canada

Team Dare to Dream

Amy & Connor Doran – Olympia, Washington Team *Rev Riders*

Scott Weider & Rich Comras - Warwick, NJ Team *End of the Line*

Eddie Zihlman, Jim Cox, Michael Boswell, & Ben Gray - Austin, Texas

Lisa Willoughby – Surf City, New Jersey

Chris Shultz - Kill Devil Hills, North Carolina

Invited Show-Kite Displays by:

Doug & Linda LaRock - Yakima, Washington Phil & Barb Burks - Portland, Oregon Martin Blais - Papebiac, Quebec, Canada Larry & Barb Ward - Rockport, Texas Dick & Sis Vogel - Grinnel, Iowa Dr. Gayle Woodul - Marble Falls, Texas Rob Cembalest - Austin, Texas Randy & Sylvia Ashley - McAllen, Texas

Food Concessions by:

Boys & Girls Club of Laguna Madre Charlie's Beach Service

Parking Crew & Coordinators:

To be announced – Sam & Mike Young, Coordinators
Saturday Night Banquet - 6 p.m. - Isla Grand Beach Resort

III. Marketing Goals

- A. To promote the island and SPI Kite Fest as a premier destination for kitefliers and spectators looking for a winter getaway.
- B. To market SPI Kite Fest as a weekend of fun-filled entertainment in order to maintain an unprecedented attendance each year.
- C. To bring nationally- and internationally-known kitefliers/makers to the festival to conduct workshops/clinics as well as perform or display their kites in an attempt to draw a wider interest in SPI Kite Fest and the island.

IV. Proposed Marketing

- A. Printed Media Pictures & Feature Articles
 - 1. San Antonio Express News Travel Section
 - 2. Austin Chronicle Travel Section
 - 3. Austin Statesman Travel Section
 - 4. Houston Sun Travel Section
 - 5. Dallas Morning News Travel Section
 - 6. Dallas News Travel Section
 - 7. Star Telegram (Fort Worth) Travel Section
 - 8. Lubbock Avalanche Journal Travel Section

- 9. Times Herald (Wichita Falls) Travel Section
- 10. Brownsville Herald
- 11. Valley Morning Star Rio Living Section
- 12. Texas Highway Magazine
- 13. Texas Journey AAA Magazine
- 14. Kiting Magazine

Printed Media - Pictures & Cover Story

- 1. The Port Isabel Press
- 2. The Parade
- 3. The Coastal Current

TV Media - Activities & Weather

- 1. KGBT 4
- 2. KRGV 5

Printed Media - Other

- 1. Festival Flyer
- B. Internet Marketing
 - 1. Kitelife Magazine International Online Kite Magazine
 - 2. Facebook SPI Kitefest Page
 - 3. Website www.spikitefest.com
 - 4. American Kite Fliers Association Calendar
 - 5. Central US Kite Fest Calendar
 - 6. San Antonio Current Online Calendar of Events
 - 7. Austin 360.com Online Calendar of Events
 - 8. Rio Grande Valley Online Calendar of Events
 - 9. Welcome Home RGV Calendar of Events

V. Marketing Targets

- A. Families San Antonio, Houston, Austin, Dallas/Fort Worth, Lubbock & many other venues in Texas and the United States.
- B. Kitefliers & Kite Clubs From Northwest, Midwest & Canada that would be interested in a weekend out of the cold winter conditions.
- C. Kitefliers & Kite Clubs From states bordering Texas and within driving distance for the weekend.
- D. Winter Texans Getting Winter Texans to bring their children & grandchildren from the north down to the island for the week.
- E. Valley Residents Getting valley residents to come to the island and stay for the entire weekend.

VI. Perspective 2016 Hotel Sponsors

- A. Isla Grand Beach Resort
- B. The Inn of South Padre Island
- C. Knights Inn
- D. La Quinta/La Copa Inn
- E. Wanna Wanna Inn
- F. Holiday Inn Express

- G. Casa Bella
- H. Comfort Suites
- I. Ramada
- J. Hilton Garden Inn
- K. Suites @ Sunchase

SPI Kite Fest February 5, 6 & 7, 2016

Proposed Budget

Demonstration Expense (Airfare & Travel) Chris Schultz (1), Roanoke, VA - \$575 Lisa Willoughby (1), Newark, NJ - \$450 Amy & Connor Doran (2), Seattle, WA - \$940 Scott Weider Team (2), Newark, NJ - \$900 John Barresi Team (4), Airfare Total - \$2080 Portland, OR \$480 ~ Seattle, WA \$470 Traverse City, MI \$530 ~ Jacksonville, FL \$600 Doug & Linda LaRock (2), Yakima, WA (Seattle) - \$940 Phil & Barb Burks (2), Portland, OR - \$960 8 cars - 4 days @ \$110 ea \$880 Food & gas - 14 performers - \$1400	\$ 9,125.00
Demonstration Expense (In-state Travel) Team EOL (4), Austin, TX - \$250 ea \$1,000 Dr. Gayle Woodul (3), Marble Falls, TX - \$750	\$ 1,750.00
Demonstration Expense (Hotel) Isla Grand – 3 Rooms, 4 Nights - \$1980 The Inn @ SPI – 3 Rooms, 4 Nights - \$800 Knights Inn – 2 Rooms, 3 Nights - \$460 La Copa Inn – 1 Room, 3 Nights - \$290 La Quinta – 1 Room, 3 Nights - \$575 Wanna Wanna – 1 Room, 3 Nights - \$310 Ramada – 1 Room, 3 Nights - \$290 Casa Bella – 1 Room, 3 Nights - \$245 Comfort Suites – 1 Room, 3 Nights - \$500 Suites @ Sunchase – 1 Room, 3 Nights - \$420 Hilton – 1 Room, 3 Nights - \$585 Holiday Inn Express – 1 Room, 3 Nights - \$740	7,195.00
Demonstration Expense – <u>(Indoor Venue)</u>	\$ 3,000.00
Demonstration Expense – (<u>Banquet</u>)	1,500.00
Advertising and Promotion Website Design & Monitoring - \$800 Facebook Setup & Monitoring - \$300 Draft & Submit Press Releases (19) - \$400 Flyers & Posters – Design & printing - \$300 Newspaper Ads - \$950 Festival Shirts (300) – Design & printing - \$1500	4,250.00
Sound & Announcing	\$ 800.00
Parking	\$ 1,000.00
Porta Potties / Insurance / Fee for Flats	\$ 1,600.00
Miscellaneous	\$ 600.00
Toilet Paper, Workers, Generator, Indoor Tickets, etc.	
Production Costs/Over-runs (Approx. 12.5%)	\$ 30,820.00 3,850.00 34,670.00

Income & Pledges

In-Kind Prospects

\$6,560.00

Isla Grand – 3 Rooms, 4 Nights - \$1980
The Inn @ SPI – 3 Rooms, 3 Nights - \$600
Knights Inn – 2 Rooms, 2 Nights - \$305
La Copa Inn – 1 Room, 3 Nights - \$290
La Quinta – 1 Room, 3 Nights - \$575
Wanna Wanna – 1 Room, 3 Nights - \$310
Ramada – 1 Room, 3 Nights - \$290
Casa Bella – 1 Room, 3 Nights - \$245
Comfort Suites – 1 Room, 3 Nights - \$500
Suites @ Sunchase – 1 Room, 1 Nights - \$140
Hilton – 1 Room, 3 Nights - \$585

Holiday Inn Express – 1 Room, 3 Nights - \$740

<u>In-Kind Pledge</u> – Convention Center

Festival Income (Projected)

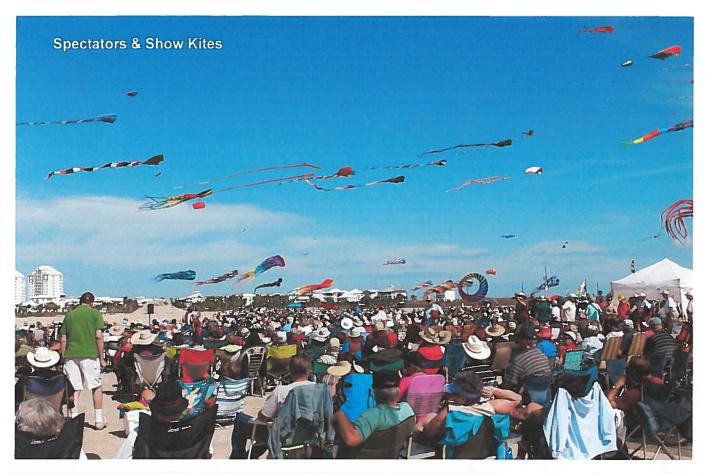
Festival Shirts – 200 @ \$10 = \$2,000 Indoor Tickets – 250 @ \$5 = \$1,250 Banquet Tickets – 50 @ \$15 = \$750 \$ 3,000.00 \$ 4,000.00

Outstanding Balance

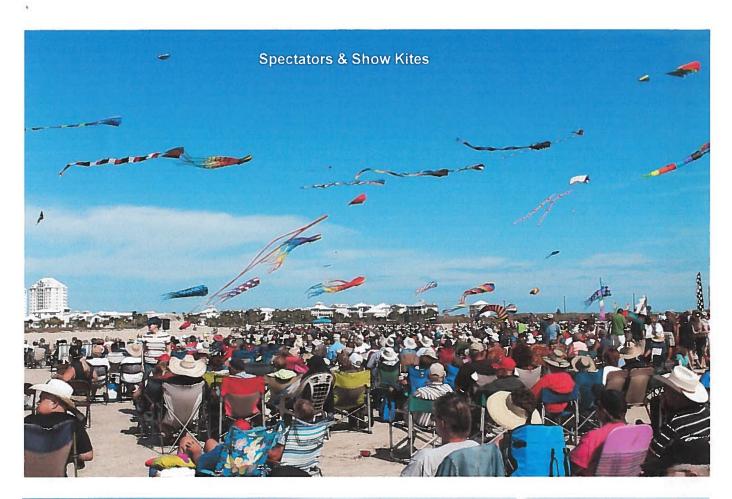
< \$21,110.00 >

In-Kind Services ~ Convention Centre Venue – Friday Night Indoor
Public Works ~ Parking Cones, Trash Cans, Trash Pickup
Police ~ Traffic Control @ Sat. 4 p.m. & Sun. 3 p.m.

SPI Kite Gest 2013



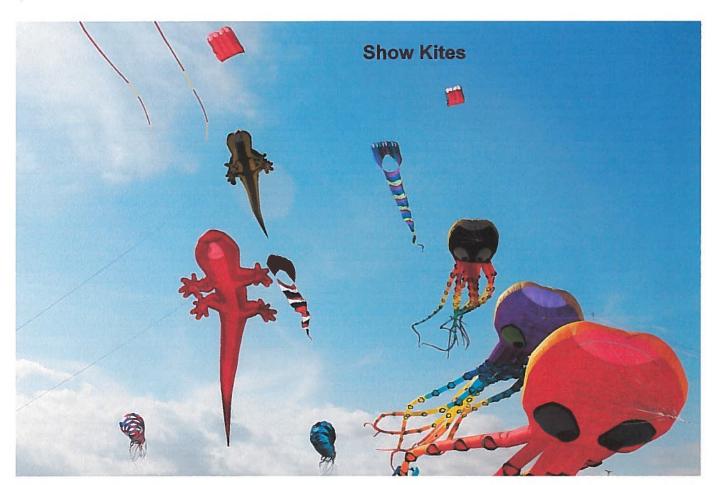


























Kite Trade Association International

Kite Festival of the Year 2010