

Tourist Development Council Regular Meeting

Ocala/Marion County Visitor & Convention Bureau

109 W Silver Springs Blvd.

Ocala, FL 34475

Thursday, March 28, 2024

9:00 a.m.

The regularly scheduled meeting for the Tourist Development Council was held both in person and via WebEx.

Mr. Jeff Bailey read into the record, members of the public are advised that this meeting/hearing is a public proceeding, and the clerk to the board is making an audio recording of the proceedings, and all statements made during the proceedings, which recording will be a public record, subject to disclosure under the public records law of Florida. Be aware, however, that the audio recording may not satisfy the requirement for a verbatim transcript of the proceedings, described in the notice of this meeting, in the event you desire to appeal any decision adopted in this proceeding.

Roll Call

Present:

Rus Adams, Victoria Billig, Christopher Fernandez, Commissioner Ron Livsey, Councilmember Barry Mansfield, Jason Reynolds, Commissioner Carl Zalak and Jeff Bailey.

Staff:

Loretta Shaffer, Sky Wheeler, Danielle Neron, Candace Shelton, DeeDee Busbee, Bryan Day, Jessica Heller, Samantha Solomon

Guests:

Angel Roussel, Assistant County Administrator; Dana Olesky, Chief Assistant County Attorney; Mary Hutchcraft, Hilton Ocala; Rodney Gutierrez, World Equestrian Center; Jaye Baillie, Marion Cultural Alliance; Jesse Bratman, WUFT News; Amy Casaletto, City of Ocala; Brooke Perry, City of Ocala; Brenna Dacks, Visit Florida; Carl Brigandi, Effectv: Pares Chhotu, Hilton Garden Inn

Notice of Publication

Notice was published on the County Website on March 22, 2024 and subsequently updated to include WebEx information on February 28, 2024.

Approval of Minutes

A motion was made by Commissioner Carl Zalak, seconded by Jason Reynolds, to adopt the minutes from the January 25, 2024 Tourist Development Council Meeting as presented. The motion was unanimously approved by the council (7-0).

Acknowledgement of Financials – January 2024 and February 2024

A motion was made by Rus Adams, seconded by Barry Mansfield, to review and approve January 2024 and February 2024 Financials. The motion was unanimously approved by the council (7-0).

Report from Chair

TDC Chairman/Vice-Chairman Vote

Commissioner Carl Zalak requested to know if the council discusses voting options prior to completing the voting ballot.

Ms. Victoria Billig also requested to know if the council was allowed to ask the current Chairman and Vice-Chairman if they would like to continue serving in that capacity.

The question was then posed to Mr. Jeff Bailey, Chairman and Mr. Jason Reynolds, Vice-Chairman.

Both confirmed no objection to serving another term in their current roles if the vote permits.

Votes were tallied by Candace Shelton, Tourism Development Representative, which confirmed Mr. Jeff Bailey received the appropriate votes for TDC Chairman and Mr. Jason Reynolds received the appropriate votes for TDC Vice-Chairman.

A motion was made by Commissioner Carl Zalak, seconded by Victoria Billig, for Mr. Jeff Bailey to serve an additional term of one year as TDC Chairman for 2024-2025 and for Mr. Jason Reynolds to serve an additional term of one year as TDC Vice-Chairman for 2024-2025.

Christopher Fernandez in at 9:08 am

Funding Requests

Mr. Bailey explained there were a significant number of funding requests on the March agenda because some were slated for the February TDC agenda but that meeting was canceled due to lack of quorum. The events were organized and executed as planned. The necessary documentation was provided to the VCB in a timely manner and the funding requests needed to be implemented retroactively.

Santos Fat Tire Festival

Mr. Corry Locke, Group Sales Supervisor, stated the Santos Fat Tire Festival was the first retroactive approval requested from the TDC. He reiterated that all necessary documentation was submitted on time from the organizers of the event. The event took place on March 8-10, 2024 which was a few weeks prior to the TDC meeting. The VCB staff then requested the TDC honor the organizers application to request funding. Mr. Locke further reiterated that the documentation presented was the event's projected information not their post event information. He then stated the event was held at the Santos Trailhead and the organizer's requested funding in the amount of \$25,000. The eligible amount of funding mirrored the requested amount of funding based on the eligible room night guarantee of 1,786. The total estimated economic impact was \$1,686,259.00 which was a 32% ROI. The intended use of funds included marketing, advertising, venue rental/cleaning, equipment rental, stage rental, security, photography/videography and bathroom rental. This event previously received TDC funding in 2015 but there was a different funding program and criteria at that time.

Mr. Bailey requested to know if the post event numbers were known.

Mr. Locke advised the event had sixty (60) days to provide their post event information to the VCB and it had not been received to date.

Mr. Bailey then asked if the Santos Fat Tire Festival organizers believed they would meet the criteria to receive the full \$25,000 requested.

Mr. Locke advised based on conversations with the organizers they do believe they would meet the criteria.

Mr. Bailey asked Mr. Christopher Fernandez if the event was successful and requested to know if the event was the largest in the Southeast.

Mr. Fernandez stated the event was the largest event of its kind in the South East and that he believed their intended goal was achieved. He also stated the event had improved over the past few years. He then advised the Fat Tire Festival, also known as mountain bikes, was an industry event or "expo" which drew participants from as far north as Michigan and Maine. The event was well attended and the weather was perfect despite a little rain. He indicated the requested funding could help the event double their numbers in the next couple of years.

A motion was made by Rus Adams, seconded by Jason Reynolds, to approve the recommendation for the requested funding amount of \$25,000.00 for the Santos Fat Tire Festival to the Board of County Commissioners. The motion was unanimously approved by the council (7-0).*

*** Christopher Fernandez, owner of the Santos Bike Shop and sponsor/participant in the event, abstained from the vote. Form 8B was completed and filed.**

Rip It to Win It Ocala Super Series – April and May

Mr. Locke continued and discussed the next funding request on the agenda, the Rip It to Win It Ocala Super Series events for April and May. He advised the requested funding was for two separate events held by the same organization and the vote would be extended independently. Rip It to Win It, a softball tournament, would consist of five (5) different tournaments in the Super Series. The first tournament would be held April 13-14, 2024 and the second tournament would be held May 18-19, 2024 both at Ocala Regional Sportsplex & Shocker Park. The requested funding amount and the eligible funding amount was noted as \$7,700 based on a minimum room night guarantee of 550. The total anticipated economic impact would be \$657,430 with a ROI of 86%. The funds would be used for facility rental fees, Umpires, marketing materials, softballs, signage, event t-shirts, security and tent rentals.

Commissioner Zalak requested to know if the council could vote on both events simultaneously and then extended a motion for same.

A motion was made by Commissioner Carl Zalak, seconded by Jason Reynolds, to approve the recommendation for the requested funding amount of \$7,700.00 for the Rip It to Win It Ocala Super Series - April and the requested funding amount of \$7,700.00 for the Rip It to Win It Ocala Super Series – May, totaling \$15,400.00, to the Board of County Commissioners. The motion was unanimously approved by the council (8-0).

Cal Ripken 8-Year-Old Machine Pitch World Series

Mr. Locke advised the next item on the agenda was a Bid-Fee item, the Cal Ripken World Series which has been held in Marion County for the past four (4) years. The event would be held August 1-10, 2024 at the Rotary Sportsplex. The Bid-Fee amount requested was \$5,000 which would be paid directly to Babe Ruth League, Inc. The total estimated economic impact was noted as \$784,528 with a total ROI of 305%. The organizers have anticipated participation from approximately 8-10 teams.

Commissioner Zalak requested to know how hosting this event in August changes the occupancy stats of area hotels.

Mr. Locke stated it varies. The shoulder season included August and a nine (9) night minimum stay in the designated hotels would be required for a team to compete. This would create an increase in hotel occupancy during August and currently, no other events are scheduled for this time of the year. The VCB staff has planned to host a parade for this event, as previously done in the past, which creates an atmosphere of excitement for the teams and participants who come from all over the country.

Commissioner Zalak asked Mr. Bailey if the 1,000 rooms anticipated for this event would benefit the Marion County hotel industry.

Mr. Bailey indicated it would as it would keep the hoteliers from losing money. He further stated the late-summer months are difficult for hoteliers so any events are greatly appreciated.

A motion was made by Rus Adams, seconded by Commissioner Carl Zalak, to approve the recommendation for the requested Bid- Fee funding amount of \$5,000.00 for the Cal Ripken 8-Year-Old Machine Pitch World Series to the Board of County Commissioners. The motion was unanimously approved by the council (8-0).

Bill Horschel Junior Championship

Mr. Locke presented a new event to Marion County, the Bill Horschel Junior Championship, which is under the guidance of the American Junior Golf Association. This three-year Bid-Fee event would be held at Adena Golf & Country Club and they have requested \$10,000 per year for three (3) years. The first year would be held over a five (5) day span from October 9-13, 2024 and include a qualifying round along with a junior program. The total economic impact was noted as \$464,468 with a ROI of 34%. The anticipated room nights would be 450 and the Bid-Fee would be paid directly to the American Junior Golf Association.

Mr. Bailey requested background information on the event and the significance behind the name, Billy Horschel, a local golfer who played for the Florida Gators.

Mr. Locke explained that Billy Horschel has a Foundation which this event would raise funds for. Mr. Horschel, a University of Florida graduate and golfer, as well as, a current PGA tour professional, has ties to the area. The event was previously held in Jacksonville, FL but the organizers wanted to explore other options. They recently played golf at the Adena Golf Course and thought it would be a great draw for participants and players. The opportunity to partner with this organization and bring awareness to the Adena Golf Course, as a venue for future events, was welcomed.

A motion was made by Councilmember Barry Mansfield, seconded by Victoria Billig, to approve the recommendation for the requested three (3) year Bid- Fee funding amount of \$10,000.00 per year, totaling \$30,000.00, for the Bill Horschel Junior Championship to the Board of County Commissioners. The motion was unanimously approved by the council (8-0).

Kayak Adventure Series Ocalapalooza

Next, Mr. Locke presented another new event to Marion County, the Ocalapalooza Kayak Fishing Tournament sponsored by Go-Pro and held February 20-22, 2025. This fishing series' first event will be held in May of this year in Georgia. The event organizer wanted to create a unique fishing tournament which would allow the participants to fish any public body of water within a 50-mile radius of the host city and allow participants to experience the culture of the area, not just the waterways. As a fisherman, the organizer realized he never had the opportunity to experience the culture of the cities he fished so he incorporated that experience into his tour. A tape-delayed TV show on My Outdoor

TF, a streaming service, would create media value for this event and social media influencers, who have a combined following of over one- million, would participate in the event. The organizers have anticipated 250-400 anglers to attend and total economic impact of \$836,140 with a ROI of 40%. The Bid-Fee amount requested was \$17,000.

Mr. Bailey advised tournaments normally allow an angler to fish one body of water along with one day of preparation to determine which body of water to fish. This tournament has been set up to allow fishermen access to the county several days or months in advance to fish different waterways.

Mr. Locke advised there would be a three (3) day pre-fishing period, one day of rest and then the three (3) day tournament would begin. The anglers would be allowed to come to town months in advance to scout the waterways so there are additional benefits to the county which extend beyond the event dates. Also, the award ceremony would be held at the Reilly Arts Center.

A motion was made by Commissioner Carl Zalak, seconded by Jason Reynolds, to approve the recommendation for the requested funding amount of \$17,000.00 for the Ocalapalooza Kayak Fishing Tournament to the Board of County Commissioners. The motion was unanimously approved by the council (8-0).

Patriotic Skies – A 4th of July Drone Experience

Lastly, Mr. Locke discussed Patriotic Skies – A 4th of July Drone Experience with accompaniment from the Ocala Symphony Orchestra, another new event to Marion County, scheduled for July 4, 2024 at Tuscawilla Park. This event would be hosted by the City of Ocala's Recreation and Parks Department and include 300 drones performing for fifteen (15) minutes. The requested amount of funding was noted as \$20,000 which mirrors the eligible funding amount. The total economic impact was estimated at \$178,635 with a total ROI of -82%. The event organizers estimate attendance of 10,000 but have set a goal to attract more attendees. Mr. Locke advised the county does not normally have a lot of occupancy during this time of year due to the lack of an anchor event for Ocala/Marion County. This event would present an opportunity to inspire people to visit Marion County for the drone show which, we believe, no other county in Florida has attempted to host. The added bonus of a drone show would be the lack of noise disturbance to the surrounding neighborhoods. The funds would be used for advertising, event signage, production, entertainment expenses and broadcast/live streaming. The VCB would like to live stream the event on the Ocala/Marion App.

Mr. Bailey requested to confirm the three-mile viewing distance of the drone show.

Mr. Locke affirmed.

Mr. Adams stated last year, the On Top of the World community moved their fireworks show behind the gates to allow more community involvement and access to Circle Square but the event turnout became too large and they could not manage the crowd. The event was moved to the back of the property which limited visibility to the

community.

Mr. Reynolds advised the equestrian community would be more accepting of a drone show than a firework show.

Ms. Loretta Shaffer stated the City of Ocala was doing a great job with expediting the RFP and finding the best vendor for the event. This event would help increase occupancy during the shoulder season and create a sense of tradition for the county.

Mr. Bailey advised this event had the potential to showcase a part of the community many people have not seen.

Commissioner Zalak stated this event was a great way to support the City of Ocala.

Mr. Adams suggested a discussion between Marion County Representatives, City of Ocala Representatives and the TDC to create a bridge over Silver Springs Blvd (State Road 40) which joins the North and South sections of Downtown Ocala. The City of Ocala has seen an increased number of people attending events or visiting the Downtown area but the inability to cross Silver Springs Blvd (State Road 40) has continued to hinder visitation.

Mr. Bailey advised the city has discussed this issue and has agreed to address it.

Commissioner Zalak advised the major hinderance has been property owners agreeing.

Mr. Adams agreed this presented a challenge and stated the project could be moved further south of Silver Springs Blvd (State Road 40) where the county owns a significant amount of property. He further suggested the City of Ocala entertain the idea of bridging the North and South Downtown area.

Councilmember Mansfield advised the City of Ocala has a 2050 plan and has always encouraged growth of the city. He further stated the city must continue to produce a product which drives people Downtown. The City of Ocala and Marion County have maintained a good relationship and has continued to work together regarding growth and development. The issue of State Road 40 has been discussed several times but several issues have been presented such as coordination with Florida Department of Transportation, as well as, how to transition people safely across the roadway. Solutions have been presented, such as, the installation of large cross walks with signage to stop traffic or installation of an overpass. The city has not discontinued discussions. Councilmember Mansfield stated the city was glad to see businesses spending money on the Northside of Downtown and revitalizing that area of the community. He further stated the City of Ocala Fire Marshall loved the idea of the drone show.

A video was shown as an example of the upcoming drone show.

A motion was made by Rus Adams, seconded by Jason Reynolds, to approve the recommendation for the requested funding amount of \$20,000.00 for the Patriotic Skies: A Fourth of July Drone Experience to the Board of County Commissioners. The motion was unanimously approved by the council (8-0).

Staff Updates

Mr. Bailey highlighted the array of events approved for funding in Marion County such as softball, baseball, kayak fishing, Fourth of July and golf. He further emphasized that the events are scheduled to occur in different areas of the county and provide options for many different interest levels.

Marion Insider's Guide

Ms. Shaffer introduced Jessica Heller, Marketing and Communications Supervisor, to discuss a Long-Range Tourism Plan Initiative the VCB has embarked on as we enter into the second year of implementation. Ms. Heller advised the project originally started in 2023 when the VCB contracted with Maven Photo+Film and Digital Fury to capture video and photography throughout the county. That contract was amended to allow both companies to provide additional services. She further advised the Long-Range Tourism Plan housed specific sales and marketing goals to promote hidden gems and niche markets within Marion County through earned, owned and paid media. One of the key initiatives was to achieve the goal of promoting hidden gems through increased distribution and placement of creative content on all digital channels. The Marion Insider's Guide, a video-based program, was created to achieve this goal. The guide would also have complementing blog content on the VCB website, OcalaMarion.com, and the Ocala/Marion County App. Commissioner Zalak would host each episode and explain the "how to" behind Marion County experiences while providing insider tips. Ms. Heller requested a motion be extended by the TDC to recommend approval of the amended contract and the added expenditure of \$54,800.00 for the Marion Insider's Guide to the Board of County Commissioners. She further stated the funds would be used to allow Digital Fury to handle the main production shoots and B-roll. Digital Fury would provide the footage to the VCB along with full ownership of said footage to use in all aspects of marketing. The Marion County Public Relations Department would assist the VCB with production of the final episode. Lastly, Maven Photo+Film would focus on the social piece of the project in an effort to generate excitement throughout the county in anticipation of the Marion Insider's Guide.

Commissioner Zalak explained that he wanted to provide a visual guide, with insider tips, to aide visitors and residents in heightening their level of enjoyment and lessening frustration as they experience the county's hidden gems. He also requested suggestions on other insider tips which could be used as video footage.

Councilmember Mansfield requested to know if the Marion Insider's Guide would also showcase experiences within the city limits.

Commissioner Zalak affirmed.

A motion was made by Councilmember Barry Mansfield, seconded by Rus Adams, to approve the recommendation to the Board of County Commissioners to amend the contract executed with Maven Photo+Film and Digital Fury to include the Long-Range Tourism Plan Initiative of promoting Ocala/Marion County hidden gems and niche markets through a special project entitled the Marion Insider's Guide at a cost of \$54,800.00. The motion was unanimously approved by the council (8-0).

Marketing and Communications Update

Ms. Jessica Heller continued and discussed the Marketing and Communications Update which included print and billboard ads. She advised the media placements listed included January and February data since the February TDC meeting was canceled. She further advised during the last meeting, the TDC requested to view the airport media ads and locations of same. There are various digital placements located throughout the United Airlines gate area of Orlando and Tampa Airports.

Mr. Jason Reynolds posed a question to Ms. Shaffer requesting to know if Visit Florida funding was solidified, legislatively.

Ms. Shaffer advised she does not believe it was.

Mr. Reynolds then requested to know what they were striving for.

Ms. Shaffer replied \$80,000 and then advised the Governor asked for \$100,000.

Mr. Reynolds indicated that was better than past years.

- Video shown to highlight airport media placements

Ms. Shaffer advised a copy of the video would be emailed to the council members.

Ms. Heller then displayed a copy of one of the billboard ads currently running in the Brooksville area near the Turnpike. She went on to discuss Ocala/Marion County Special Projects which included Marion County Tourism Day and Walk of Champions Phase II. She advised twenty-four Walk of Champions bronze plaques were installed last month and the VCB hosted a ribbon cutting which included the community, along with, City and County Representatives. The plaques are connected to a digital experience in the Ocala/Marion County App which creates an interactive experience for visitors and residents as they walk alongside the plaques.

Mr. Bailey requested to know the location of the plaques.

Ms. Heller advised twelve (12) Thoroughbred plaques were placed next to Mark's Prime Restaurant and twelve (12) Local Champion plaques were placed between Hilton Garden Inn and Cantina Restaurant. The Marion County App provides geolocation which enables a notification to populate on the phone when the App is opened and the device is in close range of the plaques. Ms. Heller also discussed the Wheel the World/Visit Florida Co-Op which would provide the county with a "Destination Verified" seal acknowledging the existence of accessible experiences for tourists with special needs and varying

abilities. Next, Threshold 360 was discussed and noted that approximately one- hundred videos have been captured of hoteliers, attractions and different venues in the county. The videos were provided to the properties, placed on our website and on Google.com business listings for viewing.

Ms. Shaffer advised from October to December 2023 the Marketing Team was able to garner over 2.6 million viewers with a total reach of over 277 million. On social media, the Marketing Team was able to create over 6.2 million impressions and the website had a total of 246,000 visitors with over 22,000 clicks into partner websites. The report was included in the TDC Meeting Agenda packet for review.

Ms. Heller then stated the Ocala/Marion.com website was updated and now showcases a new look, better technology and an array of options to highlight the county. The upgrade also created an inviting, interactive, user-friendly website experience for our visitors.

Sales Update

Mr. Locke advised New Business Leads were listed and discussed earlier. He then advised Legacy Baseball Winter Nationals would like to host a large tournament January 9-12, 2025 in the county. This event would showcase top teams, of all divisions, across every state in the Southeast. The event organizers estimated participation from 100-120 teams and were looking at Rotary Sportsplex as the host venue. A site visit was suggested to allow the event organizers an opportunity to visit the venue and the surrounding area so they can gain a better understanding of the options available in Marion County. The organizers were working to solidify their plans but if they could not, they would look to push their event date into 2026.

Mr. Bailey requested to know the ages of the participants.

Mr. Locke stated ages 8-18 and every age bracket would have its own tournament. He also mentioned the tradeshow and future conferences the sales team planned to attend was supplied within the packet. Lastly, he mentioned the VCB hosted the Florida Sports Foundation Board of Directors Meeting at the World Equestrian Center and the presenters included himself, along with, Justin Garner from the World Equestrian Center and Tom James with the Ocala Metro Chamber & Economic Partnership.

TDT Collections/STR and Key Data Update

Ms. Wheeler presented the January and February data for Smith Travel Research (STR) for Marion County, as well as, the state of Florida. She advised January occupancy was at 60.1% which was down 12.8% and ADR was \$121.25 which was an increase of 1.8% from last year. RevPar was \$72.81, a decrease of 11.2% from last year, and the running twelve (12) months of Marion County occupancy showed a decrease of 8.5% with ADR up 3.5% and RevPar down 5.2%. Visit Florida's occupancy statewide was at 68.8% which was down 2.1%, ADR was \$197.77 which was up .6% and RevPar was \$136.04 which was a decrease of 1.6%. She then discussed January's Key Data Research results for the

county's short-term rental market which showed occupancy was at 54.1%, a decrease of 1% from last year. ADR was \$201.00, a decrease of \$8.00 from last year and RevPar was \$81.00, a decrease of \$7.00 from last year. Nights available totaled 5,105 which was an increase of 21% from last year's total of 4,230. For the running twelve (12) months as it related to January, occupancy was down 12%, ADR was down 8%, RevPar was down 27% and available room nights increased by 25%. The Smith Travel Research data for February indicated occupancy was 71.3% which was down 6.1% year over year, ADR was \$141.41 which was down .8% from last year and RevPar was \$100.86 which was down 6.8% from last year. For the running twelve (12) months, occupancy was down 9%, ADR increased by 2.3% and RevPar was down 6.8%. The Visit Florida February Star Data for the State of Florida showed occupancy at 72.2% which was down 2.8%, ADR was \$229.00 which was an increase of .8% and RevPar was down 2% at \$176.89. The February Key Data results indicated occupancy was up significantly at 64.6% which was a decrease of 7% from last year, ADR was \$234.00 which was a decrease from last year's total of \$286.00 and RevPar was \$131.00, a decrease of \$43.00 from last year. The nights available in Marion County for February totaled 5,170 which was an increase of 32% from last year. For the running twelve (12) months, occupancy was down 12%, the average daily rate was down 9%, RevPar was down 27% and nights available increased by 25%. Ms. Wheeler advised this was the first time the numbers in STR, over the last few months, had a similar amount of room nights available as the short-term rentals. She further stated as new hotels come into the county, it would be interesting to see if the number of short-term rentals decrease because of the increase in hotel availability or if short-term rentals continue their rise and both accommodators continue to grow. Ms. Wheeler then discussed collections for the reporting period of January, which covered December revenues, and stated collections totaled \$399,341.68 which was a decrease of \$29,527.49 or 6.8% from last year with 3.27% of those total collections were from late taxes and penalties. For the reporting period of February, which covered January revenues, collections totaled \$525,512.43 which was an increase of \$12,542.39 which was up 2.45% year over year with only 1.63% from late taxes and penalties. These totals were the best the county has ever seen for the month of February. Ms. Wheeler stated many people have been concerned about the change in visitor numbers but the visitors who come to Ocala/Marion County are spending more money and time in the county and the county still has room for more visitors.

Mr. Bailey advised the hotels which have come into the county, in recent years, were providing a higher average room rate which was a positive attribute because there has been more spending from less guests or visitors. He further stated a 400-room hotel opened recently at the World Equestrian Center which helped emphasize the importance of adding group revenue and business to different areas of Marion County. He then advised when Marion County has events in different locations, it generates revenue for those local businesses and aids in their success.

TDC Events Calendar

Ms. Wheeler advised the TDC Events Calendar was in the packet.

Notation for Record

Quarterly Economic Impact/Visitor Tracking Report – October – December Data

Quarterly Public Relations and Analytics Report – October – December Data

Sales Report

Mr. Bailey advised the Sales Report was in the packet.

Mr. Bailey advised the TDC Attendance record was in the packet.

Old Business

Mr. Bailey called for any old business and none was brought forth.

New Business

Mr. Bailey called for any new business and none was brought forth.

Public Comment

Upcoming Meeting

Mr. Bailey stated, that the next TDC meeting will be on Thursday, April 25, 2024.

The meeting adjourned at 10:19 a.m.

Jeff Bailey, Chairman