

TOURISM COUNCILORS

Eric Strahl, Chair
Craterian Theater

Bruce Hoevet, Vice Chair
Rogue Regency Inn

Wendy Baker
HGI & Homewood Suites

Gina Bianco
Rogue Valley Vintners

Vince Domenzain
Stone Ridge Golf Course

JoJo Howard
Compass Hotel Margaritaville

Jeff Kapple
Chamber of Medford & Jackson County
Liaison

Rachel Koning
Common Block Brewing

Lindsey Rice
RV Zipline Adventure

Marissa Ruf
Merete Hotel Management

Kevin Stine
Medford City Council Liaison

Gloria Thomas
Lady Geneva Bed & Breakfast

TRAVEL MEDFORD STAFF

T.J. Holmes
Senior Vice President

Amanda Coscette
Project Specialist

Angela Wood
Director of Sales & Sports Development

Ashley Cates
Chief Marketing Officer

Emily Hunter
Marketing & Communications Coordinator

Maclayne De Mello
Community Partnership Coordinator

Samantha Cañez
Content & Projects Manager



Travel Medford Tourism Council
September 28, 2022 | 3:30 p.m.
Medford Chamber of Commerce

AGENDA

- I. Call to Order & Introductions – *Strahl*
- II. Approval of August 24, 2022 minutes *page 2*
- III. Financial Report – *Holmes* *page 5*
- IV. Travel Medford Update – *Holmes*
- V. Marketing Update – *Cates & Hunter*
- VI. Sports Update – *Wood*
- VII. Event Promotion/Community Partnership – *Wood* *page 12*
- VIII. Projects Update – *Cañez*
- IX. TMTC Appointments – *Strahl*
- X. Other / Future Agenda Items

NEXT MEETING: October 26, 2022 - Strategic Planning

Important Travel Medford standing meeting dates & events:

| | | |
|--|------------|-------------------|
| SO Cornhole Classic (SOSC) | Oct. 8-9 | The Expo |
| Chamber Excellence in Business Awards Dinner | Oct. 13 | Rogue Valley CC |
| Heart of the Rogue Festival | Oct. 14-15 | Pear Blossom Park |
| Rogue Marathon | Oct. 15 | Pear Blossom Park |
| Third Fridays Downtown | Oct. 21 | Downtown Medford |
| TMTC Annual Strat. Planning | Oct. 26 | TBD |

****Travel Medford Tourism Council Mission****

Increase hotel occupancy and enhance the visitor experience by promoting Medford and the Rogue Valley as a premier travel destination, thereby strengthening the local economy.

Meeting Minutes

For the Meeting on August 24, 2022

Present: Vince Domenzain, Jeff Kapple, Gloria Thomas, Eric Strahl, Lindsey Rice, Gina Bianco, Brian Sjothun (City Liaison rep)

Absent: Bruce Hoevet, John Christensen, Marissa Ruf, Kelli La Verda, Wendy Baker, Rachel Koning

Staff: T.J. Holmes, Angela Wood, Ashley Cates, Emily Hunter, Samantha Cañez

Guests: JoJo Howard (Compass Hotel by Margaritaville), Brad Cozza (Rogue Valley International Airport)

Minutes: Minutes from the June 22, 2022 meeting were reviewed. A motion to accept was made by Vince. Lindsey seconded. Motion approved by the group.

Financial Updates (T.J.)

- T.J. reviewed the balance sheet and profit & loss statement.
- T.J. went over tourism trends for the month. Average daily rate is at \$134 and occupancy is at 79%
- TLT for July was 4% under what we projected but second highest July on record and it was the second-best month all-time for intermediaries.
- Line 454 - Misc. Revenue-Events is from Heart of the Rogue Festival vendor registration
- Event Promotion/Community Partnership, line 812.6, is a negative number because an organization lost their check and we had to reissue it. Four events have already been scheduled since end of July.
- Line 840.4 for airport information part-time staff is over budget due to there being five Fridays in July. This will eventually even out for the year.
- A motion to accept the financial report as presented was made by Gloria. Gina seconded. Motion approved by the group.

Travel Medford Update (T.J.)

- Travel Medford has hired two new positions, one FTE and one part-time position to help with its growth and ongoing expansion of projects. They will start in September.
- T.J. gave kudos and credit to the Travel Medford staff for a successful year.
- Airport report: Aha went bankrupt and suspended flight to Reno, NV and passengers are 2% below 2019 load factor
- T.J. presented with Brian at City Council study session on Aug. 11 and Travel Medford contract goes to council vote on Sept. 1.
- T.J. presented the Travel Southern Oregon Strategic Investment Guidelines

Sports Update (Angela)

- In partnership with Southern Oregon Cornhole, the Southern Oregon Sports Commission is presenting the Southern Oregon Cornhole Classic Oct. 8-9. Still seeking sponsorships.
- Angela & Zoram hosted a Know Your Role Luncheon with stakeholders, and plans to engage with them more frequently in order to reinforce the program and stay connected. The stakeholders were also provided with a survey to give feedback on their experience with KYR, and these responses were collected and reviewed.
- The Armory was reserved for Feb. 3-4, 2023 for the ACO Major Cornhole Tour Season 18 in Medford, the first year of the three-year contract.
- Angela met with Rogue Valley Royals hockey coaches to adopt KYR in its leagues, which start in September.

Projects Update (Cañez)

- An E-commerce site is officially developed, with the option of shipping and local pickup.
- Kidswear has been a highly requested item and will be developed soon

Community Partnership Update (Angela)

- Many events are developing and utilizing the fund, with four events already approved..
- Angela referred to the Event Promotion/Community Partnership table in the agenda packet. Community Partnership spending is more than \$83,000. Angela expressed excitement towards elevating the community, and that many organizations recognize that the fund is there to help.

Marketing Update (Cates & Hunter)

Cates

- Ashley referred to the Quarter 4 Marketing Report Packet.
 - Website analytics increased by at least 40%. Users are not only clicking on more pages, but spending more time during each session.
 - For the first time, Los Angeles is the top city location on website analytics.
 - Top pages include Crater Lake, the Event Calendar, Top Attractions, Bucket List and Outdoor Adventure. This trend can also be seen in our blogs, with our top five blogs viewed being related to bucket list items, event guides and wine.
 - Looking at SEM, overall clicks are at 129k, with the cost per click at \$0.42
 - Social impressions and engagements have doubled since 2020, with our overall impressions at 6.3 million and total spend at \$20,600

- The Heart of the Rogue Festival website and its portals are live and ready for applications and interested attendees to check things out. Our contract with The Event Agency (TEA) has aided with exhibitor signups and festival logistics.
- Platforms like Datafy help track and compare stats and travel spending analytics
- Paid print and digital ads are running on several locations, including Sunset Magazine.
- Design concepts are being narrowed for the new “Welcome to Medford” sign, which will be displayed to travelers going North on I-5 on the PRS property. Three concepts are nearing finalization.

Hunter

- All platforms are in competition with TikTok, with YouTube creating “Shorts” and Instagram creating “Reels”. Instagram Reels have performed better than TikTok.
- Our newest Crater Lake reel is now the highest viewed reel on our Instagram page, with nearly 16,000 views.
- Consumer insights display that users want content that is educational, relaxing or within their specific niche. Travel content is at an all time high.

TMTC Appointments

- T.J. suggested JoJo Howard, the sales and revenue manager for Compass Hotel by Margaritaville for appointment on the Travel Medford Tourism Council. JoJo would be the fifth lodging representative on TMTC and the max since no single industry can have majority membership. Her hotel is also Medford’s first resort and the newest hotel built in the city.
- A motion was made to appoint JoJo on the Travel Medford Tourism Council by Glorinda. Lindsey seconded. All in favor, none opposed. Motion approved by the group.

Balance Sheet

As of August 31, 2022

9:54 AM
09/07/22
Accrual Basis

Travel Medford Balance Sheet As of August 31, 2022

| | <u>Aug 31, 22</u> |
|--|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 106 - US Bank | 134,749.23 |
| 107 - US Bank - Money Market | 203,013.99 |
| Total Checking/Savings | 337,763.22 |
| Accounts Receivable | |
| 122 - Accounts Receivable | 198,725.77 |
| Total Accounts Receivable | 198,725.77 |
| Total Current Assets | 536,488.99 |
| Fixed Assets | |
| 150 - Equipment | 5,339.02 |
| 155 - Leasehold Improvements | 77,359.24 |
| 160 - Accumulated Depreciation | -3,110.31 |
| Total Fixed Assets | 79,587.95 |
| TOTAL ASSETS | <u>616,076.94</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| 145 - Vacation Payable | 2,070.20 |
| Total Other Current Liabilities | 2,070.20 |
| Total Current Liabilities | 2,070.20 |
| Total Liabilities | 2,070.20 |
| Equity | |
| 302 - Retained Earnings | 402,738.67 |
| Net Income | 211,268.07 |
| Total Equity | 614,006.74 |
| TOTAL LIABILITIES & EQUITY | <u>616,076.94</u> |

Profit & Loss

August 2022

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09/07/22
Accrual Basis

Travel Medford Profit & Loss Budget Performance July through August 2022

| | | YTD Actual | YTD Budget | Annual Budget |
|--------------------------------|--|----------------|----------------|------------------|
| Ordinary Income/Expense | | | | |
| | Income | | | |
| | 430 - Interest Income | 2 | | |
| | 440 - Occupancy Tax Income | 363,637 | 326,450 | 1,541,864 |
| | 451 - Airport Ad Income | 1,730 | 800 | 4,800 |
| | 452 - Brand Merchandise | 969 | 3,500 | 21,000 |
| | 454 - Misc. Revenue-Events | 2,248 | | |
| | Total Income | 368,585 | 330,750 | 1,567,664 |
| | Expense | | | |
| | 540 - Administration | | | |
| | 540.1 - Rent and Operations | 7,108 | 7,108 | 42,646 |
| | 540.2 - Shared Salaries | 10,462 | 10,484 | 62,902 |
| | 540.3 - Salaries | 14,875 | 14,875 | 89,250 |
| | 540.4 - Benefits | 2,365 | 2,417 | 19,568 |
| | Total 540 - Administration | 34,810 | 34,883 | 214,366 |
| | Office Expense | | | |
| | 602 - Telephone | 320 | 620 | 3,720 |
| | 604 - Postage | 327 | 333 | 2,000 |
| | 606 - Supplies | 155 | 200 | 1,200 |
| | 608 - Legal & Accounting | 5,000 | 6,500 | 39,000 |
| | Total Office Expense | 5,802 | 7,653 | 45,920 |
| | Promotion Expense | | | |
| | 812 - Advertising | | | |
| | 812.1 - Advertising Support | 0 | 7,000 | 42,000 |
| | 812.2 - Salaries | 30,750 | 39,083 | 234,500 |
| | 812.3 - Benefits | 5,253 | 6,534 | 55,308 |
| | 812.4 - Giveaways | 1,215 | 2,500 | 15,000 |
| | 812.5 - BrochDist/Fullfillment | 4,045 | 1,287 | 7,719 |
| | 812.6 - Community Partnerships | 4,447 | 12,850 | 77,100 |
| | 812.7 - Sust. Mkt. Traditional | 6,345 | 11,500 | 69,000 |
| | 812.9 - DigitalSocialMedCampaig | 19,626 | 46,000 | 276,000 |
| | Total 812 - Advertising | 71,680 | 126,754 | 776,628 |
| | 813 - Sports Tourism | | | |
| | 813.1 - SOSC | 2,055 | 833 | 5,000 |
| | 813.2 - Sports Tourism | 10,224 | 10,650 | 63,897 |
| | Total 813 - Sports Tourism | 12,280 | 11,483 | 68,897 |
| | 814 - Brochures & Printing | 1,240 | 3,721 | 22,325 |
| | 816 - Art, Design Services | 425 | 8,000 | 48,000 |
| | 818 - Conv. Sales/Group Tours | | | |
| | 818.1 - Conv. Sales/Group Tours | 1,584 | 1,583 | 9,500 |
| | 818.2 - Salaries | 11,375 | 11,375 | 68,250 |
| | 818.3 - Benefits | 2,422 | 2,828 | 17,387 |
| | Total 818 - Conv. Sales/Group Tours | 15,381 | 15,787 | 95,137 |

Profit & Loss (Continued)

August 2022

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09/07/22
Accrual Basis

Travel Medford Profit & Loss Budget Performance July through August 2022

| | | | | | YTD Actual | YTD Budget | Annual Budget |
|--|--|--|--|--|----------------|----------------|------------------|
| | | | | 819- Promo Materials/Brand | | | |
| | | | | 819.1 - Promotional Partnership | 678 | 500 | 3,000 |
| | | | | 819.2 - Brand Merchandise | 71 | 2,833 | 17,000 |
| | | | | Total 819- Promo Materials/Brand | 749 | 3,333 | 20,000 |
| | | | | 820 - Spec. Proj/Prog/Events | 120 | 9,288 | 55,730 |
| | | | | 822 - Research | 0 | 1,700 | 10,200 |
| | | | | 824 - Website | 1,192 | 1,667 | 10,000 |
| | | | | 826 - Lithia & Driveway Fields | 0 | 1,667 | 10,000 |
| | | | | 840 - Visitor Services | | | |
| | | | | 840.1 - Visitor Services | 1,175 | 10,340 | 62,040 |
| | | | | 840.4 - Airport | | | |
| | | | | 840.41 - Airport Ad Expense | 636 | 333 | 2,000 |
| | | | | 840.4 - Airport - Other | 8,975 | 9,667 | 58,000 |
| | | | | Total 840.4 - Airport | 9,611 | 10,000 | 60,000 |
| | | | | Total 840 - Visitor Services | 10,786 | 20,340 | 122,040 |
| | | | | Total Promotion Expense | 113,852 | 203,739 | 1,238,957 |
| | | | | Sales & Travel | | | |
| | | | | 650 - Trade/Travel Shows/Confer | | | |
| | | | | 650.1 - Conferences | 39 | 1,348 | 8,085 |
| | | | | 650.3 - Tradeshows | 0 | 300 | 1,800 |
| | | | | 650.5 - Stakeholder Partnershps | 0 | 167 | 1,000 |
| | | | | Total 650 - Trade/Travel Shows/Confer | 39 | 1,814 | 10,885 |
| | | | | 654 - Dues and Subscriptions | 1,323 | 2,858 | 17,145 |
| | | | | 656 - Sales Travel, Meetings | | | |
| | | | | 656.1 - Conferences | -12 | 3,250 | 19,500 |
| | | | | 656.3 - Tradeshows | 0 | 1,050 | 6,300 |
| | | | | 656.7 - Local Sales/Meeting | 1,503 | 2,432 | 14,590 |
| | | | | Total 656 - Sales Travel, Meetings | 1,491 | 6,732 | 40,390 |
| | | | | Total Sales & Travel | 2,853 | 11,403 | 68,420 |
| | | | | Total Expense | 157,317 | 257,679 | 1,567,664 |
| | | | | Net Ordinary Income | 211,268 | 73,071 | 0 |
| | | | | Net Income | 211,268 | 73,071 | 0 |

Tourism Trends For the Month of August 2022

| TOURISM TRENDS: AUGUST 2022 | | | | | | | | | | | | | |
|-----------------------------|----------------|---------------|-----------|-------------------------|-----------|---------------------------|-----------|-------------|-----------|-------------|-----------|---------------|-----------|
| | | Occupancy (%) | | Average Daily Rate (\$) | | Revenue Per Room (RevPar) | | Room Demand | | Room Supply | | Room Revenue | |
| | | Month | % Chg YOY | Month | % Chg YOY | Month | % Chg YOY | Month | % Chg YOY | Month | % Chg YOY | Month | % Chg YOY |
| Hotels | Medford | 78.8% | -2.6% | \$127.96 | -2.6% | \$100.88 | -5.1% | 61,220 | -1.3% | 77,655 | 1.4% | \$7,833,626 | -3.7% |
| | Jackson County | 78.1% | 0.0% | \$130.87 | -3.1% | \$102.20 | -3.1% | 98,407 | -0.5% | 126,015 | -0.5% | \$12,878,166 | -3.6% |
| | Oregon | 72.3% | 2.1% | \$161.52 | 4.2% | \$116.74 | 6.5% | 1,575,232 | 2.5% | 2,179,517 | 0.4% | \$254,427,241 | 6.8% |
| Intermediaries | Medford | 66.5% | -14.3% | \$199.62 | 2.0% | \$132.65 | -12.6% | 3,770 | 36.9% | 5,673 | 59.8% | \$752,551 | 39.7% |
| | Jackson County | 61.5% | -11.7% | \$224.05 | 1.1% | \$137.71 | -10.7% | 13,324 | 26.7% | 21,678 | 43.5% | \$2,985,265 | 28.2% |
| | Oregon | 78.6% | -0.1% | \$302.97 | 1.5% | \$238.04 | 1.4% | 436,808 | 25.3% | 555,954 | 25.4% | \$132,338,200 | 27.2% |
| TOTAL | Medford | 78.0% | -3.0% | \$132.12 | 2.0% | \$103.04 | -4.8% | 64,990 | 0.4% | 83,328 | 4.0% | \$8,586,177 | -1.0% |
| | Jackson County | 75.7% | -2.0% | \$141.98 | -0.9% | \$107.41 | -2.9% | 111,731 | 2.1% | 147,693 | 4.2% | \$15,863,431 | 1.1% |
| | Oregon | 73.6% | 2.0% | \$192.23 | 6.2% | \$141.39 | 8.3% | 2,012,040 | 6.8% | 2,735,471 | 4.6% | \$386,765,441 | 13.4% |

| YEAR-TO-DATE (YTD): July - August 2022 | | | | | | | | | | | | | |
|--|----------------|---------------|-----------|-------------------------|-----------|---------------------------|-----------|-------------|-----------|-------------|-----------|---------------|-----------|
| | | Occupancy (%) | | Average Daily Rate (\$) | | Revenue Per Room (RevPar) | | Room Demand | | Room Supply | | Room Revenue | |
| | | YTD | % Chg YOY | YTD | % Chg YOY | YTD | % Chg YOY | YTD | % Chg YOY | YTD | % Chg YOY | YTD | % Chg YOY |
| TOTAL | Medford | 78.4% | -8.2% | \$135.85 | -1.5% | \$106.51 | -9.6% | 130,793 | -4.4% | 166,815 | 4.2% | \$17,768,297 | -5.8% |
| | Jackson County | 77.3% | -6.5% | \$147.70 | -0.1% | \$114.22 | -6.6% | 228,725 | -2.3% | 295,783 | 4.5% | \$33,782,862 | -2.4% |
| | Oregon | 73.9% | -0.7% | \$197.45 | 8.7% | \$145.94 | 8.0% | 4,056,322 | 4.3% | 5,488,038 | 5.1% | \$800,926,799 | 13.5% |

Sources: STR & AirDNA

| Term | Definitions |
|----------------|--|
| Occupancy Rate | Occupancy Rate = Room Demand / Room Supply |
| ADR | Average Daily Rate of booked nights (ADR = Total Revenue / Room Demand) |
| RevPar | Revenue Available Per Room (RevPar = ADR * Occupancy Rate) |
| Demand | Total number of booked rooms/entire places during reporting period |
| Supply | Total number of available rooms/entire places during reporting period |
| Revenue | Total revenue earned during reporting period. Includes advertised price at time of booking as well as cleaning fees for intermediaries |
| Intermediaries | Short-term vacation rentals, AirBnb, VRBO |

Tourism Trends (Continued) For the Month of August 2022

Year-Over-Year Comparison 2022 - 2023

| TLT Based on Occ. in | TLT Received by City in | TLT Received by TM in | TLT 2021 - 2022 | TLT 2022 - 2023 | Difference | Hotel Occ.% 2021 - 2022 | Hotel Occ.% 2022 - 2023 | Hotel ADR 2021 - 2022 | Hotel ADR 2022 - 2023 |
|----------------------|-------------------------|-----------------------|---------------------|---------------------|---------------------|-------------------------|-------------------------|-----------------------|-----------------------|
| JUN | JUL | AUG | \$ 173,126.72 | \$ 164,911.10 | \$ (8,215.62) | 90.7% | 85.2% | \$ 123.40 | \$ 129.02 |
| JUL | AUG | SEP | \$ 211,736.62 | \$ 198,725.77 | \$ (13,010.85) | 90.1% | 79.1% | \$ 139.16 | \$ 134.43 |
| AUG | SEP | OCT | \$ 165,459.25 | | | 81.0% | | \$ 131.14 | |
| SEP | OCT | NOV | \$ 141,444.65 | | | 81.3% | | \$ 117.12 | |
| OCT | NOV | DEC | \$ 140,586.50 | | | 80.0% | | \$ 113.98 | |
| NOV | DEC | JAN | \$ 115,725.84 | | | 71.7% | | \$ 107.09 | |
| DEC | JAN | FEB | \$ 106,815.82 | | | 65.3% | | \$ 98.55 | |
| JAN | FEB | MAR | \$ 89,809.26 | | | 61.0% | | \$ 95.73 | |
| FEB | MAR | APR | \$ 100,363.22 | | | 66.0% | | \$ 101.78 | |
| MAR | APR | MAY | \$ 120,647.71 | | | 70.1% | | \$ 104.32 | |
| APR | MAY | JUN | \$ 124,525.50 | | | 71.8% | | \$ 104.55 | |
| MAY | JUN | JUL | \$ 144,892.87 | | | 74.6% | | \$ 114.58 | |
| | | YTD | \$384,863.34 | \$363,636.87 | -\$21,226.47 | 90.42% | 82.15% | \$131.28 | \$131.73 |

Transient Lodging Tax: Travel Medford Prediction vs. Receipt
2022 - 2023

| | Actual | Prediction | Difference | Collected from Intermediateries | Collected After the Last Day of the Month |
|--------------|----------------------|----------------------|---------------------|--|--|
| JUL | \$ 164,911.10 | \$ 172,446.62 | \$ (7,535.52) | \$ 31,890.89 | \$ - |
| AUG | \$ 198,725.77 | \$ 154,003.41 | \$ 44,722.36 | \$ 33,393.34 | \$ 17,672.56 |
| SEP | | | | | |
| OCT | | | | | |
| NOV | | | | | |
| DEC | | | | | |
| JAN | | | | | |
| FEB | | | | | |
| MAR | | | | | |
| APR | | | | | |
| MAY | | | | | |
| JUN | | | | | |
| TOTAL | \$ 363,636.87 | \$ 326,450.03 | \$ 37,186.84 | \$ 65,284.23 | |

RV International – Medford Airport Welcome Center Data
2022 -2023

| | Volunteer/ Staff Hours | Phone Calls | Visitor Inquiries | Aiport Inquiries | Explore Board | Total Interactions |
|----------------------------|-----------------------------------|--------------------|------------------------------|-----------------------------|--------------------------|-------------------------------|
| JUL | 231 | 109 | 1,530 | 1,178 | 2,395 | 5,443 |
| AUG | 234 | 104 | 1,304 | 1,100 | 2,765 | 5,507 |
| SEP | | | | | | |
| OCT | | | | | | |
| NOV | | | | | | |
| DEC | | | | | | |
| JAN | | | | | | |
| FEB | | | | | | |
| MAR | | | | | | |
| APR | | | | | | |
| MAY | | | | | | |
| JUN | | | | | | |
| TOTAL | 465 | 213 | 2,834 | 2,278 | 5,160 | 10,950 |
| TOTAL YTD 21-22 | 173 | 20 | 413 | 601 | 3,202 | 4,246 |
| % Chg | 169% | 965% | 586% | 279% | 61% | 158% |

Event Promotion / Community Partnership

Fund Tracker Sept. 13, 2022



TRAVEL MEDFORD COMMUNITY PARTNERSHIP FUND APPLICATION TRACKER 2022- 2023

| | | Date of Event | Amount Requested | Amount Awarded | Status | Notes |
|----|---------------------------------------|------------------|------------------|-----------------|--------|--|
| 1 | Southern Oregon Classic | July 29-31 | \$1,500 | \$1,000 | Paid | 200 lip balm provided for bags |
| 2 | Southern Oregon Classic | June 1, 2023 | \$6,000 | \$5,000 | Paid | Golf Cart Sponsor& Official Travel Partner |
| 3 | Rockafest 2022 | August 20, 2022 | \$10,000 | \$1,500 | Paid | \$1000 toward radio campaign paid only |
| 4 | Oregon Wine Experience | August 17-21 | \$5,000 | \$5,000 | Paid | |
| 5 | SOHS - Christmas at Hanley | Dec. 15-18, 2022 | not specified | \$1,000 | | |
| 6 | Tee it Up for Timbers Golf Tournament | Oct. 14, 2022 | \$5,000 | \$500 | | Hole Sponsor |
| 7 | USA Softball Fall Classic | Oct. 7-9, 2022 | \$5,000 | \$0 | | Taken out of 826 budget line item |
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| | TOTAL | | | \$14,000 | | |