

AGREEMENT

This agreement made and entered into this 21st day of December, 2023 between the **City of Stevenson**, a municipal corporation of the State of Washington, hereinafter referred to as “City”, and **Skamania County Fair Board**, a 501(c)(3) organization, hereinafter referred to as “Fair Board”.

Recitals

1. The City of Stevenson desires to increase the distribution of information about the City to attract visitors to the City and to increase tourism.
2. The City of Stevenson does not have qualified staff to manage a “GorgeGrass” event.
3. The Fair Board is uniquely qualified to manage a GorgeGrass event, to meet the requirements specified herein, and to provide such services with the degree of reasonable skill and diligence normally required to manage such events.
4. It is in the City’s interest to contract with the Fair Board to perform certain activities relating to the design and management of this event that will encourage increased tourism, promote interest in the City and the local region and to act on the City’s behalf in disseminating information about the City.

Now, therefore, in consideration of the mutual covenants contained herein, the parties agree as follows:

1. Performance. The Fair Board will perform the work set forth below and submit requests for payment within forty-five days of each accepted task:
 - a. The Fair Board will plan and operate the GorgeGrass event as described on Exhibit A, incorporated herein by reference.
 - b. The Fair Board will complete the tourism funding expenditure report(s) required by the Washington State Legislature. All required reports are to be submitted before final payment under this contract is made.
2. Completion. The Fair Board will complete the work and provide the services to be performed under this agreement on or before December 31, 2024.
3. Term. The term of this agreement shall begin January 1, 2024 and end upon the completion of the project, but no later than December 31, 2024.
4. Payment.
 - a. The City will reimburse the Fair Board up to \$4,000 for services performed under this agreement. Payments will be made on a reimbursement basis only, following submittal of detailed invoices with back up documentation to the City.
 - b. Final invoice for this agreement must be received by the City on or before January 15 2024. **INVOICES RECEIVED AFTER THIS DATE WILL NOT BE PAID.**

- c. The Tourism Funding Expenditure Report required by section 1 above shall be submitted before final payment under this contract is made.
5. Default. Upon default by either party of any of the terms of this agreement, the non-defaulting party may terminate the agreement after written notice to the defaulting party identifying the default. Failure by the non-defaulting party to exercise the right to terminate or take any action upon default shall not constitute a waiver of any rights of the non-defaulting party hereunder and shall not excuse any such default. However, upon default and termination, the non-defaulting party is excused from further performance hereunder.
6. Termination. This agreement may be terminated by either party giving the other party written notice of its intent to terminate at least thirty (30) days prior to the effective date of termination. Reimbursement for work completed prior to the effective date of termination shall be made in accordance with the terms of this agreement.
7. Financial Records. The Fair Board shall maintain financial records of all transactions related to this agreement for six years after contract completion. The financial records shall be made available at all times for auditing by any City, State of Washington or federal auditors.
8. Status of the "Fair Board". It is hereby understood, agreed and declared that the Fair Board is an independent contractor and not the agent or employee of City and that no liability shall attach to City by reason of entering into this agreement, except as may be provided herein.
9. Insurance and Liability. The Fair Board shall indemnify and save harmless City from any and all liability arising hereunder, including costs, damages, expenses and legal fees incurred by City in connection therewith, for injury (including death) to persons or damage to or loss of property (including equipment) caused by or arising out of the work performed under this agreement.

The Fair Board further agrees, and has specifically negotiated, to waive its immunity under the State Industrial Insurance Act (RCW Title 51) and to indemnify and hold the City harmless from any claims made against the City by Fair Board employees, agents, contractors, subcontractors or other representatives.

10. Assignment. This agreement shall not be transferred, assigned, or sublet by either party without prior written consent of the other party.
11. Completeness of Agreement and Modification. This document contains all of the terms and conditions of this agreement, and any alterations or variation of the terms of this agreement shall be invalid unless made in writing and signed by both of the parties hereto. There are no other understandings, representations, or agreements, written or oral, not incorporated herein.
12. Equal Opportunity and Compliance with Laws. The Fair Board shall not discriminate against any employee employed under this agreement because of race, color, religion,

age, sex or national origin. Further, the Fair Board shall comply with all local, state and federal laws and regulations in all aspects of fulfilling this agreement.

13. Governing Law and Venue. The laws of the State of Washington shall govern the construction of this agreement and any dispute arising hereunder. The parties agree that the Superior Court of Skamania County shall be the venue for any litigation brought in relation to this agreement.
14. Costs and Attorney Fees. If either party shall be in default under this contract, the non-defaulting party shall have the right, at the defaulting party's expense, to retain an attorney to make any demand, enforce any remedy, or otherwise protect or enforce its rights under this contract. The defaulting party hereby promises to pay all costs and expenses so incurred by the non-defaulting party, including, without limitation, reasonable attorneys' costs and fees. The failure of the defaulting party to promptly pay the same shall constitute a further and additional default. In the event either party hereto institutes, defends, or is involved with any action to enforce the provisions of this contract, the prevailing party in such action shall be entitled to reimbursement by the losing party for its court costs and reasonable attorney costs and fees at trial and on appeal.
15. Certification of Authority. The undersigned certify that the persons executing this agreement on behalf of City and the Fair Board have legal authority to enter into this agreement on behalf of City and the Fair Board respectively and have full authority to bind City and the Fair Board in a valid Agreement on the terms herein.

IN WITNESS WHEREOF, the parties hereto have executed this agreement as of the day and year first above written.

CITY OF STEVENSON

Skamania County Fair Board

Scott Anderson, Mayor

Name & Title: _____

ATTEST

Leana Kinley, City Clerk

APPROVED AS TO FORM:

Robert C. Muth, City Attorney



Exhibit A

RECEIVED

OCT 16 2023

City of Stevenson
TOURISM FUNDING APPLICATION FORM

Initials

Organization/Agency Information

Skamania County Fair Board 91-1098073
Organization/Agency Federal Tax ID Number

Heather Hobbs
Contact Name

PO Box 369, Stevenson, WA 98648
Mailing Address

509-427-3980 president@skamaniafair.com
Phone Email

Columbia Gorge Bluegrass Festival
Name of Proposed Event/Activity/Facility

- Tourism Promotion Activities
Tourism-Related Facility
Events/Festivals

Amount Requested: \$ 4,000

Supplemental Questions

You may type your answers in Word below or attach a separate sheet. If you attach a separate sheet, please answer all of the below questions and number your answers to correspond to the below question numbers.

1. Describe your Tourism-Related Activities, Event or Facility:
The Columbia Gorge Bluegrass Festival has been running for over 30 years. In that time it has grown from just a small number of people to being one of the best attended bluegrass festivals in the northwest. We partner with Skamania County but we operate separate budgets. We are seeking L-Tax money to help pay for the bands that we bring in. The costs of the bands are increasing and L-Tax is the difference between having a successful festival or not.

2. Describe your proposal to attract visitors to the City, including dates and expected costs. Please see the Call for Tourism Promotion Proposals for criteria and items to be prioritized by the Tourism Advisory Committee.

One of the successes of our bluegrass festival was the change we made from bringing in all regional bands to adding some national bands to the mix. Our numbers and the buzz in the bluegrass community jumped, but it came at a greater cost. To date we are one of the most expensive bluegrass festivals which in the past has covered our costs. In the past

few years with increasing contracts and accommodations we are faced with either moving away from our national bands or finding new ways to bring in additional revenue to the festival. Community Events has worked on marketing in new ways to draw more folks.

3. Identify your top 5 sources of Revenue:

1. Admission	\$ 30,000
2.	\$
3.	\$
4.	\$
5.	\$

4. Do you plan to become self-funded? If yes, please describe your plan and progress to date.

The Fair Board uses any remaining profits if there is any to benefit the Skamania County Fair. Money left over after fair is used as seed money to support the bluegrass festival in future years. With increasing expenditures in our bluegrass festival, any losses takes away from our community fair. We still haven't built up to our traditional numbers as people have been hesitant to come with covid still looming.

5. Describe your plans for advertising and promoting your proposed activity or facility.

Skamania County does all of marketing for this event, but they use social media, newspapers and magazines as their marketing tools. Community Events is working with the Fair Board to promote the festival.

They also worked with Koin 6 and it was successful.

6. Explain how your activity or facility will result in increased tourism and overnight stays.

The festival brings in 300 to 400 campers as well as the hotels and other campgrounds that are used. Folks buy supplies in town from our locals stores.

7. List the number of tourists expected to attend your activity or facility in each of these categories:

1. 1200 Staying overnight in paid accommodations.
2. 20 Staying overnight in unpaid accommodations (with friends or family) and traveling 50 miles or more from their place of residence or business.
3. 150 Staying for the day only and traveling 50 miles or more from their place of residence or business.
4. 0 Attend but are not included in any one of the categories above.
5. 700 Estimated number of participants in any of the above categories that attend from another state or country.

8. Explain how you will coordinate with the Skamania County Chamber of Commerce and/or the Stevenson Business Association for promotion of your proposed activity or facility. Describe any other partnerships you plan to develop to help ensure the success of your project.

The Chamber works with both the Fair Board and the Community Events staff to hold and produce all of our events. We partner with A&J, Riverview and several other businesses.

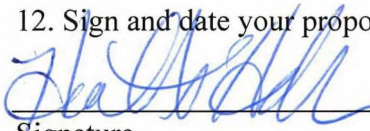
9. If your proposal is for construction of a tourism-related facility, explain your plans for operation and maintenance of the facility.

n/a

10. Describe how you will encourage support of Stevenson businesses, restaurants, retail and lodging?
The Skamania County Fair Board works hand in hand with many of the businesses. We place banners of our sponsors and the county promotes the businesses on their FaceBook page.

11. Submit an itemized revenue and expense budget. What percentage of your revenue budget does this request for funding represent? List any other expected revenue sources and amounts.

12. Sign and date your proposal.



Heather Hobbs

10/16/2023

Signature

Printed Name

Date

You may attach additional information to help the Tourism Advisory Committee evaluate your proposal.

If multiple activities are planned, please submit a separate application for each activity.

Expenses

Performances		\$	(27,667.92)
Music License		\$	(600.00)
Meals for Bands		\$	(861.20)
Liquor License		\$	(240.00)
Owed to County for camping proceeds		\$	(1,084.25)
Other Expenses		\$	(650.00)
Clothing		\$	(975.00)
Ice	\$	-	
	\$		
Beverages	(1,347.83)		
TOTAL EXPENSES			\$ (33,426.20)

Lodging Tax Request	\$4,000
Percentage of request	12%