



## Legislation Details (With Text)

**File #:** 16-00137      **Version:** 1      **Name:**  
**Type:** Informational Report      **Status:** Filed  
**File created:** 2/11/2016      **In control:** Council Work Session  
**On agenda:** 11/21/2016      **Final action:** 11/21/2016  
**Title:** Colorado Springs Convention & Visitors Bureau (CVB) - Q3 2016 Performance Measures

**Presenter:**  
 Doug Price, President & CEO, Colorado Springs Convention & Visitors Bureau  
 Ryan Trujillo, Sustainability & Support Services Manager

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. CVB KPI Report Q3 2016 Graphical, 2. CVB KPI Report Q3 2016 Listing

Date	Ver.	Action By	Action	Result
11/21/2016	1	Council Work Session	received	

### Colorado Springs Convention & Visitors Bureau (CVB) - Q3 2016 Performance Measures

**Presenter:**

Doug Price, President & CEO, Colorado Springs Convention & Visitors Bureau  
 Ryan Trujillo, Sustainability & Support Services Manager

**Summary:**

This agenda item is to report the CVB’s Q3 2016 Performance Measures per the contract with the City of Colorado Springs (City).

**Previous Council Action:**

N/A

**Background:**

On November 24, 2015, Colorado Springs City Council approved the original 2016 budget per Ordinance No. 15-86. The original 2016 budget includes \$3,249,067 to be paid to the CVB from the Lodgers and Automobile Rental Tax (LART) Fund, which is two-thirds of the estimated 2016 LART Fund revenue. On January 1, 2015, the City entered into a three-year contract with the CVB, which expires on December 31, 2017. This is the first multi-year contract that has been executed between City and CVB. Paragraph 3-Funding Agreement, provides that two-thirds of LART revenue collected in excess of the LART revenue budget will also be paid to the CVB.

The CVB has provided consistent and long-range visitor promotion to Colorado Springs since 1980. In an effort to better track and measure the CVB’s performance, the City has included additional Key Performance Indicators (KPI’s) that are reported on a quarterly basis. To help measure the KPI’s, the

CVB has implemented the Smith Travel Accommodations Reports (STAR) to develop benchmarks against other cities or regions similar in size, demographics, etc.

This item supports the City's strategic goal relating to building community and collaborative relationships by communicating the status of tourism in the Pikes Peak Region to Council and City staff.

**Financial Implications:**

N/A

**Board/Commission Recommendation:**

N/A

**Stakeholder Process:**

N/A

**Alternatives:**

N/A

**Proposed Motion:**

N/A

N/A