KITSAP COUNTY Application Deadline: August 13, 2021 at 3:00 PM TOURISM PROMOTION PROGRAM • APPLICATION FOR FUNDING

| Project Title: 2022 Annual Kitsap County | Tourism Marketing and Operations Plan |
|--|---|
| Project Dates: Beginning: January 1, 2022 | Ending: December 31, 2022 |
| Name of Organization Visit Kitsap | Web Site Https://www.visitkitsap.com |
| Mailing Address: 9230 Bayshore Drive NW 1 | 101 Silverdale WA 98383 |
| Beth Javens E-Ma | il: beth.javens@visitkitsap.com Phone: 360-908-0088 |
| Amount Requested: \$555,000 Total Project | |
| Portion of Total Project Cost Requested: 100 | (%) |
| Signature of Authorized Representative BC | Th Javens |
| | θ |

□ Tourism Infrastructure:

Support tourism-related facilities, which is defined as real or tangible personal property with a usable life of three or more years or constructed with volunteer labor and used to support tourism, performing arts, or to accommodate tourist activities.

Tourism Marketing Activities:

Activities and expenditures designed to increase tourism, including but not limited to advertising, publicizing or otherwise distributing information for the purpose of attracting and welcoming tourists; developing strategies to expand tourism; operating tourism promotion agencies; and funding marketing of special events and festivals designed to attract tourists (not a current funding priority).

APPLICANTS MUST SUBMIT THE FOLLOWING:

- 1. A one-page budget including all income and expenses for the entire project (including matching funds and in-kind contributions) and clearly showing expenses for which County lodging tax dollars will be used.
- 2. Documentation of non-profit status.
- 3. Your organization's **most recent tax return** or most recent annual financial statement created by an independent source should a tax return not be available. Other documentation showing financial viability may be considered if agency is newly created and the documentation is prepared by an independent source.
- 4. A two-page document including a description of the proposed project with an explanation of how it will assist in building tourism and/or promoting events or activities that will bring tourists to Kitsap County. Include marketing plans and examples of performance indicators and well as plans for future sustainability. For more information see the included template.
- 5. No additional materials will be accepted.
- 6. If these basic criteria are not met, the application will not be reviewed
- 7. Certificate of Insurance evidencing that any required insurance coverages are, or will be, in effect through the 2022 calendar year.

Please submit completed applications via Email by August 13, 2021 @ 3:00 P.M:

Purchasing@co.kitsap.wa.us

All documentation must be received by deadline and contain ALL submission requirements to be considered for funding. Questions? Call Glen McNeill at 360.337.4789 or e-mail gsmcneill@co.kitsap.wa.us

2022 Visit Kitsap 12-month Tourism Marketing Plan

Addendum to Kitsap County 2022 Lodging Tax Application

Introduction and Narrative Supporting Visit Kitsap



Visit Kitsap was established in the early 1980's and has since been engaged in tourism promotion to attract visitors, evaluate and refine strategies to expand awareness of Kitsap County, administer the program of work for Visit Kitsap and assist businesses and events with marketing and promotion. Over 3,000 Destination Marketing Organizations (DMOs) worldwide have emerged to promote leisure and segmented travel such as group, conventions, incentive and sports. In addition to the highly sought after business traveler DMO's like Visit Kitsap competing with similarly-positioned destinations vying for the eyes and spending of visitors. Visit Kitsap (VKP) branded "The Natural Side of the Puget Sound" in 2009 with stakeholder participation. The VKP has utilized lodging tax and leveraged the brand to establish and promote Kitsap County and the region as a desirable, convenient and accessible outdoor recreation mecca. Supported by the designation of the Kitsap Peninsula National Water Trails, Kitsap is also integral to the network of communities in the newly designated National Washington Maritime Heritage Area and affords popularity with the Kitsap Urban Trails.

Visitors, Revenues for Hotel Motel Tax have consistently increased since 2015

Kitsap County is consistently ranked in the top 10 in state among 39 Washington counties overall in visitor spending according to Tourism Economics behind Chelan, Benton, Thurston, Whatcom, Snohomish, Pierce, and King Counties and just ahead of Yakima. Kitsap continues growing its reputation for affordability, award-winning beverages, notable restaurants and friendly communities ready to welcome visitors. A visit to Kitsap via ferry provides travelers with the quintessential Pacific Northwest experience. In 2019, 23 million people through Washington via WA State ferry. Visitors can conveniently access North, Central and South Kitsap from Seattle and surrounding areas by bridge, foot ferry, car or bike. Kitsap provides for affordable family, solo, pet-friendly travel and those interested in recreation, scenic beauty, history and the arts.

Pandemic Response and Recovery

The evolving pandemic continues to impact both DMO's funding and the hospitality and tourism industry. The pent-up demand and rebound effect coupled with aggressive growth in employment in the tech sectors in King and surrounding counties presents the VKP with immense opportunities to capitalize and be a part of the solution for rebound and recovery. The pandemic has ushered in remote, tele-work and "bleisure" prospects opening the door for Visit Kitsap to tap a new diverse and discerning traveler while promoting year-round, mid-week shoulder season and affinity travelers.

Marketing Engineering replaces Organic Marketing

DMOs like VKP are sought after thought leaders in "Destination Management" curating the visitor experience, monitoring issues such as quality of life, public-private investments, employment and the environment. Technology has evolved and allows us insight into travelers interests, spending, and correlations to points of interest.

Destination marketers have put sustainability, stewardship, advocacy, equity and inclusion as top of mind. By engaging in Marketing Engineering VKP can use funding more strategically and expand presence in new markets targeting affinity groups like outdoor enthusiasts who like to kayak outside of 50 miles thus increasing opportunities for visitor spending.

Seattle continues to be a draw for visitors both domestically and internationally when travel restrictions ease. VKP has previously targeted marketing efforts in King County and Seattle and will continue to promote its proximity to these and other markets for both mid-week, weekend and day-trips utilizing data and hotel feedback to determine when to best advertise. Reopening the border with Canada coupled with pent-up demand for domestic and international travel will provide VKP and its ongoing tourism partner, the Port of Seattle, the Washington Tourism Alliance and the POS International Tourism Office with desired, expansive itineraries and continued cooperative marketing partnerships.

VKP Website & Social Media Marketing

Prior to 2021 vacation planning and tourism information searches were conducted online however digital booking remains high. To accommodate this VKP will add a booking engine to the VKP website. VKP added a digital platform in 2021 up-to date accessibility, ADA compliance, machine learning and computer vision technology. VKP websites are mobile-friendly, accessible 24-7, and updated daily by VKP staff and multiple professional contractors. In 2022, VKP plans to increase its focus on paid social media, re-visit short form videos on pages throughout the VKP website. VKP Facebook exceeds 11,000 fans in 2021 making it one of the most popular tourism-related social media sites in the region. The VKP Instagram following has nearly 4,000 followers. Vetting and engaging with influencers will become more important to VKP and destination marketing in 2022. VKP reach and impressions across all platforms are in the millions.

Visitor Information Brochures/Collateral Materials

The VKP Visitor Info Rack Cards, Visitor and Water Trails guides are extremely popular. Recent studies by *Destination Analysts* suggest a combination of sources including mobile devices, print, trusted social and friends and relatives are all contributing to how people plan. All VKP maps and brochures have been updated and edited to reflect changes in operation from the result of the pandemic. VKP designs, print and distributes current and new versions. Both the VKP Guide and KP National Water Trails Guide are distributed on the WA State Ferries and at locations and visitor information centers in greater Seattle/Puget Sound region.

Local Sponsorships/Local-Regional Trade Shows

As with previous years, VKP allocates thousands of dollars of lodging tax funds, staff time, and VKP contractor services to support dozens of communities, outdoor recreation, seasonal events, attractions, and non-profit groups. A majority of those served by VKPs do not apply for, or receive, lodging tax funds. Most do not have staff or financial resources to access the same level of marketing services offered by the VKP at no charge. The VKP also partners with Kitsap stakeholders to share costs to attend out-of-area tradeshows. The VKP has provided a cost in the budget to support this effort in 2022.

Public Relations/FAM Tours/Travel Writers

2022 budget.

VKP is a sponsor of NW Travel & Words Travel Writers Conference. To ensure we are reaching all the traditional and new media writers with extensive information, fact-checking, original photography, and tours VKP is including **Society of American Travel Writers** and **Public Relations Society of America** as members as well as enewing memberships in **International Food Wine and Travel**. The VKP has a long-standing partnership with the Port of Seattle and host tours for the Port's international clients and attends invitation only presentations in Seattle. The results are thousands of dollars of "earned" media and regional and national exposure.

Kitsap Peninsula National Water Trails & Alliance Expansion of Program

VKP is currently managing the KP National Water Trails website, interactive map, social media and calendar. It is also assisting the County with KPNWT Alliance activities. The KPNWT offers significant potential to boost Kitsap's position as a major destination for year-round outdoor recreation and water related activities. Achieving that goal requires dedicated staff/contractor time to devote to maintenance and updating content, photos, access points, calendar, Facebook page, promote local and regional events, and act as a liaison with the County and Alliance partners. Funding is also needed to print and distribute the KPNWT Guide via the WA State Ferry and other visitor information locations. The VKP has included the cost to provide these services in the

Advertising/Digital Marketing Programs (some media buys are print or digital only or both)

VKP's marketing campaigns use a variety of paid media to promote local lodging establishments and other tourism activities, events and businesses. Examples of previous paid media planned are also planned for 2021-2022. New data will attract new markets and affinity opportunities

Seattle/Puget Sound Market: •Seattle Magazine • Seattle Bride • Seattle Met • Seattle Gay News • KNKX/KUOW Radio •South Sound

•AAA Pacific NW Journeys • 48Degrees •Waterside •1889/1859 • NW Travel Magazine • West Sound • Sound Publishing "Discover Kitsap Peninsula Guide" • Washington Tourism Alliance and Trade Partners publications

Creative Brochures, Rack Card Design, Printing and Fulfillment (delivery)

• Certified Folder Visitor Displays • VKP and other local annexed visitor centers • Over 30 local visitor centers County and City governments, marinas harbor and port offices, venues and Chambers of Commerce

Recreation Travel Trade and Fams (Independent or Cooperative Partnerships) attracting Leisure, Outdoor, Travel Journalists, Influencer, International and Meeting creating awareness for Kitsap

- Bay Area Travel Show ELEVATE Adventure Travel Association with WTA/Port of Seattle Travel Blogger Exchange Meeting Professionals International International Food Wine and Travel National Tour Alliance
- Go West International Summit with WTA and Port of Seattle •Travel and Words Conference
- SATW Annual Conference Northwest Events Show Seattle Wedding Show

Continuing Education and Certifications and Leadership

To maintain our position as thought leaders and representatives with knowledge of trends and best practices we encourage memberships and conferences included in the budget for 2022

- •Destination Marketing Associations West (DMA West) CEO Leadership Summit
- •Destination International Membership and attendance at Annual Conference
- •DMA West Tech Summit
- •US Travel membership and ESTO Annual Marketing Summit
- •Washington State Destination Marketing Organization Board Member
- •Washington Tourism Alliance Annual Conference

Monitoring Elements

In 2021 the Washington Tourism Alliance (WTA) in cooperation with the Washington Department of Commerce (WDC) issued \$1 million dollars in pandemic relief funding to support DMOs of various sizes throughout the state.

Based on funding reductions prior to the pandemic Visit Kitsap applied for and received nearly \$55,000 to support new VKP marketing, advertising and data-driven programs that further define and refine where and how VKP advertises, tracks and measures the economic impact of visitors to Kitsap.

The following have been implemented as pilot programs with the funding and are included in the budget for 2022:

1.Datafy-Mobile device recognition identifies data on visitors to Kitsap from across the United States including Metropolitan Statistical Areas (MSA) from 2018-present detailed zip code information, spending patterns and demographics, and affiinity interest. The data will be aggregated by:

- Kitsap Peninsula (entire)
- North, Central and South County
- Points of interest including transportation, (ports, airport and ferry)
- · Kitsap County outdoor recreation including popular trails or water, cycling and mountain biking activities
- Kitsap County Venues including the Kitsap Fairgrounds
- Kitsap Art and cultural centers
- Kitsap County Parks
- Food, beverage and agritourism
- Lodging
- 2.Mobile ads-utilizing data from Datafy, previous visitors and lookalike audiences VKP will targeting advertising t o prospective visitors with mobile programmatic advertising and tracking success of ads click-throughs to VKP website and hotel stays; evaluate, refine and define; produce reports to the county
- 3.STR (also known as Smith Travel Research) Hotel Occupancy Reports generated monthly showing occupancy, revenue and trend in Kitsap 4.VKP Booking engine-Capture hotel bookings on VKP website with hotels listed on Global Distribution and re-invest commissions to market Kitsap
- 5.Air DNA ShortTerm Rental reports showing occupancy, revenue and trend in Kitsap
- 6.Kitsap Digital Passport "Kitsap Bites Brews and Pours" incenti-vized for both visitors and repeat guests
- 7. Critical Mention Media Tracking for all of Kitsap County is available

Industry Monitoring

VKP will monitor and advise on economic impacts and mobility throughout Kitsap County. We have access to information from our partners including Washington Tourism Alliance and their contractor, Tourism Economics; Washington Department of Commerce; KEDA/ Washington State University data; Washington Department of Transportation; Kitsap Transit, WSDMO, United States Travel, Destinations International and DMA West and other qualified trade organizations.

Performance Indicators

VKP will utilize a combination of performance analytics and conversion tools to provide an accurate picture of visitors to Kitsap .

- Monitoring Elements #1-7
- Social media channels data analytics via Hootsuite or similar platform
- Facebook Insights
- Google Analytics insights for Visitkitsap.com, kitsapbites,com, kitsappeninsulawatertrails.com, visitkitsapblog
- Go WA and Certified Folder brochure reader service fulfillment and/or similar fulfillment service
- Circulation

Estimated 2022 Revenue & Expense Budget

2022 Visit Kitsap Peninsula 12-Month Region-Wide Tourism Marketing Program

The 2022 budget is based on implementation of a 12-month tourism marketing program to promote all cities and communities, tourism related attractions, events, activities, venues, and businesses throughout the Kitsap Peninsula. As part of lodging tax application, the VKP provides each city/KC with a "Scope of Work - Deliverables" based on 1) total confirmed funds received from all sources and 2) funds contributed by cities/KC. Upon confirmation of lodging tax allocations, the VKP will submit an adjusted "Scope of Work - Deliverables" based on final allocations of funds.

| ESTIMATED TOURISM MARKETING REVENUE (note: fund allocations from cities/Kitsap County for 2022 to be confirm | ed) | |
|--|----------|---------|
| Applications have or will be submitted the cities of Bremerton, Poulsbo, Port Orchard and Bainbridge- Estimate: | \$ | 60,000 |
| Applications will be submitted to other donors including the Kitsap PFD and tribes | \$ | 40,000 |
| Kitsap County Funding Request | \$ | 555,000 |
| Total Project Revenue: | \$ 4 | 55,000 |
| PROJECTED TOURISM MARKETING EXPENSE (note: programs/services bases on estimated 2022 lodging tax contr | ibutions |) |
| · Broadcast Media Program and Monitoring | \$ | 35,000 |
| Includes but not limited to: KNKX, KUOW, other broadcast/streaming and monitoring with Critical Mention | | |
| · Print/Digital Advertising Program and Monitoring | \$ | 40,000 |
| Includes but not limited to: Northwest Travel, 1859 and expanded affinity media in Western States, and regional Seattle/Puget Sound-based media with monitoring by Critical Mention, audience and circulation ad values. | | |
| · Digital/Social Media Advertising Programs and Monitoring | \$ | 54,000 |
| Includes digital and online mobile, airport digital, broadcast media, management and paid Facebook, Instagram and other online media with monitoring | | |
| · Broadcast Commercials/Video Production | \$ | 23,000 |
| Includes scouting locations, setting up shots drone/ground footage, digital editing, voice talent, music, etc. | | |
| · KP Visitor Guide & Recreation Map | \$ | 25,000 |
| Includes revising, printing 15,000+ copies distribution via expanded circulation with Certified Folder on WA State Ferries, ferry terminals, visitor centers in Western & Eastern WA, and OR; Kitsap local and regional visitor centers. | | |
| · KP National Water Trails Guide & Website and Monitoring | \$ | 16,000 |
| Manage and update website, calendar, access map, and promotion of events. Print and distribute 20K KPNWT Guide via Certified Folder on WA State Ferries, Eastern WA and OR; Kitsap local regional visitor centers. | | |
| · Event Sponsorships & Marketing Support Services | \$ | 40,000 |
| Providing financial and paid and non-paid marketing to support tourism related events and attractions | | |
| · VKP Website Management & Marketing Services and Monitoring | \$ | 50,000 |
| Daily updating editorial content, original photos/digital processing, links, responding to visitor inquires and requests for info, RFPs, Calendar of Event posts, access to online PDFS of guides, trails maps, etc. | | |
| · Specialty Visitor Information Guides | \$ | 15,000 |
| Outreach, source, update, re-print and distribute guides for Museums, Gardens, Farmer's Market, Golf, Kitsap Loves Kids, Wineries & Distilleries, Art Galleries, Brewery Guide, and Trail Maps | | |
| · Public Relations/Travel Writers Marketing Program | \$ | 40,000 |
| Create/distribute e-blasts, host travel writers, FAM tours, fulfillment for information, photography, content, fact checking | | |
| · Industry/Recreation Trade and Professional Development | \$ | 35,000 |
| Wedding and/or event planning, group, outdoor recreation, trade-related development and certifications | | |
| • Visitor Information Offices, Inquiry Request Services & Related Services Process fulfillment, postage, RFPs, calendar, admin support, rent, phones, utilities, equipment, insurance, office | \$ | 32,000 |
| <u>supplies</u> Monitoring Elements and Tools-Reports, Stats and data-insights, Analytics Hootsuite STR Datafy Air DNA. | \$ | 45,000 |
| Mobile ID travel reports, demographics, POI correlation,VKP booking engine, hotel occupancy & short-term rental | | -, |
| · Marketing/Administrative Expenses | \$ | 105,000 |
| Includes strategic marketing and creative services, planning, media buying, management | | |
| Total Projected Expenses 2022 | \$ 5 | 55,000 |



breakfast, lunch, or dinner. Visit our new website
https://www.kitsapbites.com/ specializing in independently owned places
offering a wide variety of Eats & Drinks loved by locals and visitors. If you

https://www.kttsapbites.com/ specializing in Independently owned places offering a wide variety of Eats & Drinks loved by locals and visitors. If you have a fav that's not listed, send an email to info@visitkitsap.com. Cheers!

#kitsapcounty #kitsapeats #kitsappeninsula #kitsapbites #visitkitsap

Explore local places to eat & drink on the Kitsap Peninsula, loved by residents & visitors.



From traditional ramen to handmade ravioli and Kitsap craft brews to creative cocktails, you'll find lots of dining choices to satisfy your taste buds and quench your thirst during your stay. Many are open for dine-in, some provide outdoor dining. All offer to-go services. Visit KitsapBites.com

Visit Kitsap Peninsula





Good Morning! How about some yummy bakery and breakfast take-out? Local bakeries and restaurants are serving up mouth-watering treats for to-go and curbside pickup. Here are a few worth noting: Bella Bella Cupcakes in Silverdale, Home Made Cafe in Port Orchard, Sluys Poulsbo Bakery in Poulsbo, Monica's Waterfront Bakery & Cafe in Silverdale, Larry & Kristi's Bakery in Manette, McGavin's Bakery in Bremerton and Sweet Life Cakery in Kingston. Please call and check their Facebook pages for hours, days and updates. For more Kitsap To-Go bakeries & restaurants visit us: www.yistiktsap.com/to-go.com/to-go



2,219
People Reached Engagements Boost Post

□ ○ 64

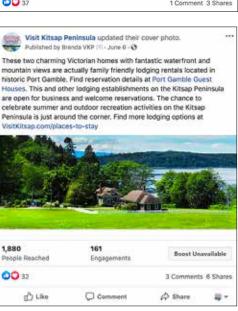
13 Comments 3 Shares



Samples of select Facebook ads showcasing Kitsap County attractions













Boost it to get more great results.

Engagements

Boost Post

7 Comments 18 Shares

2,474

0074

People Reached



Fathoms Grand Parade - Port Orchard September 4 Blackberry Festival - Bremerton

September 4-6
Fall Follies Craft & Vendor Show

Port Orchard - September 4-6 **Bainbridge Island Quilt Festival**

September 11

Kitsap Antique Show - Kitsap Fairgrounds Bremerton - September 18-19

Kitsap Color Classic - September 26

Kitsap Wedding Show - Kitsap Fairgrounds

Bremerton - October 9











Find Places to Stay

Stay VisitKitsap.com



Visit Kitsap Peninsula is at Visit Kitsap Peninsula.

Published by IG Visit Kitsap Peninsula ● - July 28 at 10:41 AM - Silverdale, WA - ●

Visit Kitsap Peninsula & Kitsap Bites is launching a new, FREE digital pass program. Stay tuned for more information on KITSAP BITES, BREWS & POURS. Check-in, eat, and drink to win prizes. It will be free to participate while visiting restaurants, cafes, coffee shops, bakeries, wineries or breweries on the Kitsap Peninsula. More information COMING SOON!

Join our e-Newsletter:

https://tinyurl.com/VKPnewsletter... See More



Stay Tuned For More Information

789 People Reached 25 Engagements ↓ -1.1x Average
Distribution Score

Boost Post

Tab 2 - Data by Measure - Sample

Sample North America - Standard

Job Number: 12345 Staff: MB Created: October 04, 2017

| Occupancy (% |) | | | | | | | | | | | | | |
|--------------|---------|----------|-------|-------|------|------|------|--------|-----------|---------|----------|----------|------------|---------|
| | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Aug YTD |
| 2012 | 63.5 | 74.4 | 86.6 | 84.3 | 83.0 | 88.7 | 82.1 | 82.3 | 81.7 | 86.7 | 71.4 | 62.9 | 79.0 | 80.7 |
| 2013 | 66.4 | 80.2 | 83.7 | 85.4 | 84.5 | 89.4 | 82.4 | 85.5 | 79.5 | 83.9 | 73.1 | 55.7 | 78.7 | 82.2 |
| 2014 | 68.9 | 81.0 | 91.1 | 87.1 | 85.8 | 89.8 | 84.0 | 85.0 | 84.7 | 90.3 | 72.6 | 61.7 | 81.8 | 84.1 |
| 2015 | 66.6 | 76.9 | 85.9 | 86.2 | 84.9 | 87.5 | 84.5 | 84.5 | 83.5 | 91.0 | 72.9 | 59.3 | 80.4 | 82.3 |
| 2016 | 67.0 | 81.8 | 87.3 | 91.0 | 88.3 | 89.6 | 86.2 | 86.2 | 88.4 | 91.1 | 78.1 | 61.2 | 83.0 | 84.6 |
| 2017 | 65.9 | 83.3 | 89.5 | 87.9 | 87.3 | 89.0 | 83.8 | 85.6 | | | | | | 84.0 |
| Avg | 66.5 | 79.8 | 87.5 | 87.2 | 85.8 | 89.0 | 84.0 | 84.9 | 83.7 | 88.7 | 73.8 | 60.1 | 80.7 | 83.1 |

| ADR (\$) | | | | | | | | | | | | | | |
|----------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|----------|------------|---------|
| W.S. | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Aug YTD |
| 2012 | 122.09 | 133.18 | 139.87 | 142.04 | 143.82 | 158.33 | 130.78 | 132.09 | 143.46 | 159.00 | 140.03 | 129.62 | 140.38 | 138.53 |
| 2013 | 131.34 | 143.48 | 153.23 | 158.51 | 162.54 | 178.08 | 148.18 | 157.16 | 169.99 | 176.18 | 164.31 | 152.51 | 159.24 | 154.99 |
| 2014 | 151.28 | 169.63 | 188.47 | 188.74 | 186,31 | 204.93 | 173.90 | 179.71 | 195.53 | 204.02 | 189.37 | 172.41 | 184.78 | 181.43 |
| 2015 | 171.78 | 191.87 | 208.27 | 207.40 | 209.96 | 225.10 | 196.68 | 192.00 | 212.96 | 225.67 | 204.15 | 173.25 | 203.26 | 201.53 |
| 2016 | 178.60 | 192.72 | 213.25 | 228.39 | 224.34 | 242.06 | 209.12 | 201.58 | 224.66 | 240.48 | 211.79 | 182.91 | 214.33 | 212.61 |
| 2017 | 183.05 | 204.19 | 223.96 | 227.45 | 235.93 | 246.85 | 206.72 | 218.57 | | | | | | 219.84 |
| Avg | 159.29 | 176.32 | 192.09 | 196.84 | 198.22 | 212.93 | 181.40 | 183.70 | 192.83 | 204.33 | 184.81 | 163.87 | 183.89 | 188.74 |

| RevPAR (\$) | | | | | | | | | | | | | | |
|------------------------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|----------|--|---------|
| Managara Transcription | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Aug YTD |
| 2012 | 77.57 | 99.15 | 121.10 | 119.77 | 119.32 | 140.42 | 107.39 | 108.72 | 117.26 | 137.88 | 99.99 | 81.48 | 110.90 | 111.79 |
| 2013 | 87.17 | 115.05 | 128.32 | 135.38 | 137.37 | 159.26 | 122.17 | 134.37 | 135.16 | 147.76 | 120.17 | 85.00 | 125.25 | 127.37 |
| 2014 | 104.19 | 137.40 | 171.60 | 164.44 | 159.86 | 184.08 | 146.01 | 152.68 | 165.56 | 184.27 | 137.49 | 106.44 | 151.10 | 152.54 |
| 2015 | 114.48 | 147.53 | 178.95 | 178.84 | 178.30 | 197.01 | 166.29 | 162.26 | 177.82 | 205.29 | 148.83 | 102.69 | 163.37 | 165.79 |
| 2016 | 119.63 | 157.70 | 186.09 | 207.83 | 198.02 | 216.87 | 180.21 | 173.85 | 198.55 | 219.10 | 165.42 | 111.96 | 177.85 | 179.94 |
| 2017 | 120.62 | 170.03 | 200.47 | 199.94 | 205.91 | 219.58 | 173.14 | 187.06 | | | | | 3-11-11-11-11-11-11-11-11-11-11-11-11-11 | 184.72 |
| Avg | 105.92 | 140.71 | 168.07 | 171.65 | 170.07 | 189.47 | 152.32 | 156.02 | 161.43 | 181.32 | 136.30 | 98.42 | 148.41 | 156.87 |

| Supply | | | | | | | | | | | | | | |
|--------|---------|----------|---------|---------|---------|---------|---------|---------|-----------|---------|----------|----------|------------|-----------|
| | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Aug YTD |
| 2012 | 122,543 | 110,684 | 122,543 | 118,590 | 126,232 | 122,100 | 126,170 | 126,170 | 122,100 | 126,170 | 122,100 | 126,170 | 1,471,572 | 975,032 |
| 2013 | 126,170 | 113,960 | 126,170 | 122,100 | 126,170 | 122,100 | 126,170 | 126,170 | 146,100 | 156,922 | 151,860 | 156,922 | 1,600,814 | 989,010 |
| 2014 | 156,922 | 141,736 | 156,922 | 151,860 | 156,922 | 151,860 | 156,922 | 156,922 | 151,860 | 160,828 | 155,640 | 160,828 | 1,859,222 | 1,230,066 |
| 2015 | 160,828 | 152,124 | 168,423 | 162,990 | 168,423 | 162,990 | 168,423 | 168,423 | 162,990 | 168,423 | 162,990 | 168,423 | 1,975,450 | 1,312,624 |
| | | | | | | | | 75 | 159.750 | 165 075 | 159 750 | 165.075 | 1 959 393 | 1 309 743 |



AirDNA 1507 Blake Street Denver, CO 80202 +1 (720) 372-2318 hello@airdna.co

Jun-21

| | _ | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 |
|-------------------|------------------------|----------|----------|----------|----------|----------|
| Washington - Poul | sbo | | | | | |
| Total Ava | ailable Listings | | | | | |
| | Entire Place | 19 | 20 | 21 | 21 | 16 |
| | Private Room | 2 | 2 | 4 | 4 | 4 |
| | Shared Room | 0 | 0 | 0 | 0 | 0 |
| Booked I | _istings | | | | | |
| | Entire Place | 11 | 12 | 8 | 8 | 12 |
| | Private Room | 1 | 0 | 0 | 1 | 2 |
| | Shared Room | 0 | 0 | 0 | 0 | 0 |
| Room Ni | ghts - Entire Place | | | | | |
| | Total Available | 303 | 339 | 336 | 333 | 334 |
| | Booked | 107 | 88 | 102 | 75 | 81 |
| Room Ni | ghts - Hotel Comparabl | | | | | |
| | Total Available | 161 | 189 | 135 | 111 | 172 |
| | Booked | 59 | 37 | 34 | 17 | 35 |
| Listing N | ights - Entire Place | | | | | |
| | Available | 232 | 253 | 222 | 222 | 253 |
| | Booked | 83 | 60 | 65 | 46 | 58 |
| Occupar | | | | | | |
| | Entire Place | 35.8% | 23.7% | 29.3% | 20.7% | 22.9% |
| | Hotel Comparable | 36.6% | 19.6% | 25.2% | 15.3% | 20.3% |
| ADR | | | | | | |
| | Entire Place | \$125.01 | \$141.90 | \$146.07 | \$136.75 | \$123.29 |
| | Hotel Comparable | \$115.99 | \$117.27 | \$109.58 | \$111.84 | \$113.11 |
| RevPAR | | | | | | |
| | Entire Place | \$44.72 | \$33.65 | \$42.77 | \$28.33 | \$28.26 |
| | Hotel Comparable | \$42.51 | \$22.96 | \$27.60 | \$17.13 | \$23.02 |

| | Mar-15 | Apr-15 | May-15 | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | | | | | | | | | |
| | 16 | 18 | 18 | 23 | 27 | 25 | 25 | 21 | 24 |
| | 6 | 6 | 5 | 5 | 5 | 6 | 7 | 7 | 6 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| _ | 10 | 11 | 14 | 17 | 22 | 22 | 18 | 13 | 16 |
| | 1 | 0 | 1 | 1 | 3 | 4 | 3 | 4 | 2 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| _ | 434 | 404 | 513 | 518 | 927 | 847 | 802 | 571 | 851 |
| | 110 | 135 | 146 | 225 | 497 | 437 | 219 | 203 | 315 |
| | | | | | | | | | |
| _ | | | | | | | | | |
| | 136 | 167 | 208 | 211 | 183 | 150 | 211 | 242 | 175 |
| | 35 | 70 | 83 | 132 | 132 | 111 | 66 | 96 | 62 |
| | | | | | | | | | |
| _ | 240 | 242 | 314 | 306 | 410 | 377 | 412 | 360 | 367 |
| | 68 | 92 | 111 | 168 | 239 | 215 | 119 | 147 | 149 |
| | | | | | | | | | |
| - | 28.3% | 38.0% | 35.4% | 54.9% | 58.3% | 57.0% | 28.9% | 40.8% | 40.6% |
| | 25.7% | 41.9% | 39.9% | 62.6% | 72.1% | 74.0% | 31.3% | 39.7% | 35.4% |
| | | | | | | | | | |
| _ | | | | | | | | | |
| | \$149.59 | \$146.04 | \$120.42 | \$138.26 | \$165.77 | \$187.19 | \$190.55 | \$129.95 | \$178.31 |
| | \$124.49 | \$113.67 | \$103.48 | \$119.99 | \$132.69 | \$122.54 | \$138.74 | \$122.93 | \$115.44 |
| | | | | | | | | | |
| - | \$42.38 | \$55.52 | \$42.57 | \$75.91 | \$96.63 | \$106.75 | \$55.04 | \$53.06 | \$72.39 |
| | \$32.04 | \$47.65 | \$41.29 | \$75.06 | \$95.71 | \$90.68 | \$43.40 | \$48.76 | \$40.90 |
| | | | | | | | | | |

| 24 26 26 26 24 30 33 33 35 5 7 6 7 6 5 5 7 7 0 0 0 0 0 0 0 0 0 16 15 18 17 14 21 28 32 31 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 <t< th=""><th></th><th>Dec-15</th><th>Jan-16</th><th>Feb-16</th><th>Mar-16</th><th>Apr-16</th><th>May-16</th><th>Jun-16</th><th>Jul-16</th><th>Aug-16</th></t<> | | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 |
|--|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| 5 7 6 7 6 5 5 7 7 0 0 0 0 0 0 0 0 0 16 15 18 17 14 21 28 32 31 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 <td></td> | | | | | | | | | | |
| 16 15 18 17 14 21 28 32 31 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% <td< td=""><td></td><td>24</td><td>26</td><td>26</td><td>26</td><td>24</td><td>30</td><td>33</td><td>33</td><td>35</td></td<> | | 24 | 26 | 26 | 26 | 24 | 30 | 33 | 33 | 35 |
| 16 15 18 17 14 21 28 32 31 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% <td< td=""><td></td><td></td><td>7</td><td>6</td><td></td><td>6</td><td></td><td>5</td><td></td><td></td></td<> | | | 7 | 6 | | 6 | | 5 | | |
| 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 2 2 2 2 3 5 4 6 5 0 0 0 0 0 0 0 0 0 0 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% | | | | | | | | | | |
| 0 | _ | | | | | | | | | |
| 1,000 488 773 742 847 955 1,480 1,832 1,620 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 295 227 275 235 229 304 568 940 856 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| 199 248 255 222 143 301 367 349 428 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | 295 | 227 | 275 | 235 | 229 | 304 | 568 | 940 | 856 |
| 102 83 93 91 71 123 212 243 323 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| 410 339 461 420 393 535 719 852 858 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | _ | 199 | 248 | 255 | 222 | 143 | 301 | 367 | 349 | 428 |
| 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | 102 | 83 | 93 | 91 | 71 | 123 | 212 | 243 | 323 |
| 163 139 169 149 140 188 342 485 516 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| 39.8% 41.0% 36.7% 35.5% 35.6% 35.1% 47.6% 56.9% 60.1% 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | 410 | 339 | 461 | 420 | 393 | 535 | 719 | 852 | 858 |
| 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | 163 | 139 | 169 | 149 | 140 | 188 | 342 | 485 | 516 |
| 51.3% 33.5% 36.5% 41.0% 49.7% 40.9% 57.8% 69.6% 75.5% \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | | | | | | | | | | |
| \$168.12 \$133.97 \$129.94 \$120.61 \$142.47 \$145.47 \$165.19 \$195.92 \$169.88 | _ | 39.8% | 41.0% | 36.7% | 35.5% | 35.6% | 35.1% | 47.6% | 56.9% | 60.1% |
| | | 51.3% | 33.5% | 36.5% | 41.0% | 49.7% | 40.9% | 57.8% | 69.6% | 75.5% |
| | | | | | | | | | | |
| \$100.30 \$110.23 \$99.93 \$88.62 \$100.50 \$102.25 \$114.61 \$120.30 \$124.91 | _ | \$168.12 | \$133.97 | \$129.94 | \$120.61 | \$142.47 | \$145.47 | \$165.19 | \$195.92 | \$169.88 |
| | | \$100.30 | \$110.23 | \$99.93 | \$88.62 | \$100.50 | \$102.25 | \$114.61 | \$120.30 | \$124.91 |
| | | | | | | | | | | |
| \$66.84 \$54.93 \$47.64 \$42.79 \$50.75 \$51.12 \$78.57 \$111.53 \$102.17 | | \$66.84 | \$54.93 | \$47.64 | \$42.79 | \$50.75 | \$51.12 | \$78.57 | \$111.53 | \$102.17 |
| \$51.41 \$36.89 \$36.44 \$36.33 \$49.90 \$41.78 \$66.20 \$83.76 \$94.27 | | \$51.41 | \$36.89 | \$36.44 | \$36.33 | \$49.90 | \$41.78 | \$66.20 | \$83.76 | \$94.27 |

| Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 |
|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | | | | | | | | |
| 35 | 35 | 33 | 36 | 37 | 36 | 39 | 41 | 42 |
| 9 | 12 | 10 | 12 | 12 | 11 | 12 | 11 | 14 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | |
| 28 | 24 | 23 | 29 | 23 | 21 | 23 | 30 | 35 |
| 4 | 9 | 5 | 4 | 6 | 9 | 7 | 8 | 11 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | |
| 1,506 | 1,197 | 1,085 | 1,722 | 1,237 | 839 | 1,028 | 1,366 | 1,690 |
| 739 | 412 | 374 | 602 | 291 | 273 | 443 | 453 | 672 |
| | | | | | | | | |
| 397 | 305 | 323 | 396 | 303 | 277 | 348 | 388 | 543 |
| 239 | 195 | 159 | 165 | 99 | 141 | 139 | 180 | 258 |
| | | | | | | | | |
| 786 | 610 | 609 | 831 | 641 | 516 | 599 | 747 | 962 |
| 414 | 278 | 244 | 309 | 177 | 201 | 256 | 290 | 422 |
| | _, _ | | 302 | | | | | |
| - | | | | | | | | |
| 52.7% | 45.6% | 40.1% | 37.2% | 27.6% | 39.0% | 42.7% | 38.8% | 43.9% |
| 60.2% | 63.9% | 49.2% | 41.7% | 32.7% | 50.9% | 39.9% | 46.4% | 47.5% |
| | | | | | | | | |
| \$168.16 | \$139.44 | \$139.87 | \$174.67 | \$140.64 | \$120.02 | \$155.24 | \$146.43 | \$153.51 |
| \$108.74 | \$104.05 | \$108.87 | \$111.75 | \$95.15 | \$97.93 | \$107.11 | \$104.94 | \$110.37 |
| | , | , | | | | | | , |
| | | | | | | | | |
| \$88.57 | \$63.55 | \$56.04 | \$64.95 | \$38.83 | \$46.75 | \$66.35 | \$56.85 | \$67.34 |
| \$65.47 | \$66.52 | \$53.59 | \$46.56 | \$31.09 | \$49.85 | \$42.78 | \$48.69 | \$52.44 |

| Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 |
|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| 59 | 59 | 61 | 63 | 64 | 64 | 68 | 65 | 65 |
| 15 | 14 | 17 | 11 | 12 | 15 | 14 | 15 | 16 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 54 | 54 | 53 | 57 | 48 | 48 | 59 | 42 | 51 |
| 14 | 13 | 14 | 10 | 10 | 11 | 10 | 10 | 10 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2,649 | 2,854 | 2,754 | 2,865 | 2,621 | 2,488 | 3,368 | 1,971 | 2,333 |
| 1,139 | 1,745 | 1,715 | 1,374 | 913 | 876 | 1,205 | 607 | 781 |
| 643 | 655 | 619 | 665 | 616 | 620 | 774 | 509 | 586 |
| 321 | 470 | 474 | 423 | 286 | 258 | 315 | 174 | 279 |
| 1,347 | 1,425 | 1,389 | 1,500 | 1,338 | 1,279 | 1,658 | 1,091 | 1,231 |
| 610 | 933 | 943 | 790 | 544 | 474 | 620 | 326 | 472 |
| 45.3% | 65.5% | 67.9% | 52.7% | 40.7% | 37.1% | 37.4% | 29.9% | 38.3% |
| 49.9% | 71.8% | 76.6% | 63.6% | 46.4% | 41.6% | 40.7% | 34.2% | 47.6% |
| \$193.59 | \$191.64 | \$183.45 | \$169.96 | \$156.24 | \$167.30 | \$171.50 | \$137.18 | \$148.71 |
| \$116.50 | \$127.28 | \$126.81 | \$119.33 | \$111.28 | \$101.90 | \$106.14 | \$92.76 | \$91.78 |
| \$87.67 | \$125.47 | \$124.54 | \$89.51 | \$63.52 | \$62.0 | \$64.13 | \$40.99 | \$57.02 |
| \$58.16 | \$91.33 | \$97.10 | \$75.91 | \$51.67 | \$42.40 | \$43.20 | \$31.71 | \$43.70 |

| | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | |
|---|------------|----------|----------|-----------|----------|----------|----------|----------|----------|--|
| | | | | | | | | | | |
| _ | 67 | 71 | 74 | 80 | 83 | 80 | 80 | 72 | 71 | |
| | 14 | 18 | 19 | 19 | 24 | 19 | 20 | 18 | 15 | |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | | | | | | | | | | |
| - | 51 | 58 | 67 | 73 | 78 | 78 | 78 | 63 | 57 | |
| | 11 | 14 | 16 | 18 | 18 | 18 | 18 | 17 | 13 | |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | | | | | | | | | | |
| - | 2,986 | 3,062 | 3,772 | 3,862 | 4,321 | 4,234 | 4,097 | 3,358 | 2,948 | |
| | 1,005 | 1,159 | 1,500 | 2,014 | 2,865 | 3,113 | 2,108 | 1,301 | 1,017 | |
| | | | | | | | | | | |
| - | 583 | 632 | 774 | 832 | 877 | 847 | 883 | 837 | 556 | |
| | 276 | 326 | 423 | 553 | 724 | 726 | 562 | 429 | 248 | |
| | | | | | | | | | | |
| _ | 1,446 | 1,523 | 1,834 | 1,891 | 2,062 | 2,067 | 1,993 | 1,731 | 1,426 | |
| | 565 | 646 | 842 | 1,100 | 1,474 | 1,602 | 1,106 | 755 | 549 | |
| | | | | | | | | | | |
| - | 39.1% | 42.4% | 45.9% | 58.2% | 71.5% | 77.5% | 55.5% | 43.6% | 38.5% | |
| | 47.3% | 51.6% | 54.7% | 66.5% | 82.6% | 85.7% | 63.6% | 51.3% | 44.6% | |
| | | | | | | | | | | |
| - | \$162.46 | \$167.74 | \$187.51 | \$196.08 | \$223.68 | \$203.20 | \$190.65 | \$154.34 | \$183.50 | |
| | \$114.56 | \$102.65 | \$109.44 | \$121.12 | \$132.82 | \$123.73 | \$119.20 | \$105.10 | \$114.82 | |
| | , . | , | 7.00,11 | , · · · · | , | , 3,, 3 | 4 J.EJ | 4 . 23 3 | , | |
| _ | ¢62.40 | ¢71 1⊑ | \$96.00 | ¢11406 | \$159.90 | \$157.49 | ¢10E 00 | ¢67.22 | ¢70.64 | |
| | \$63.48 | \$71.15 | \$86.09 | \$114.06 | | | \$105.80 | \$67.32 | \$70.64 | |
| | \$54.23 | \$52.95 | \$59.81 | \$80.50 | \$109.65 | \$106.06 | \$75.87 | \$53.87 | \$51.21 | |

| | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Apr-19 | May-19 | Jun-19 | Jul-19 | Aug-19 |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | | | | | | | | | |
| | 70 | 73 | 65 | 68 | 73 | 83 | 90 | 88 | 89 |
| | 15 | 17 | 15 | 14 | 15 | 16 | 16 | 15 | 19 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| _ | 59 | 53 | 47 | 57 | 61 | 76 | 85 | 85 | 86 |
| | 13 | 12 | 13 | 13 | 13 | 15 | 16 | 15 | 18 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| - | 3,088 | 2,527 | 2,247 | 3,040 | 3,620 | 4,448 | 4,878 | 4,993 | 5,098 |
| | 1,242 | 871 | 770 | 1,181 | 1,578 | 1,991 | 2,916 | 3,441 | 3,256 |
| | · | | | · | • | · | · | • | • |
| | | | | | | | | | |
| | 643 | 674 | 541 | 614 | 642 | 832 | 878 | 868 | 945 |
| | 291 | 414 | 310 | 321 | 363 | 422 | 619 | 701 | 699 |
| | | | | | | | | | |
| _ | | | | | | | | | |
| | 1,550 | 1,395 | 1,152 | 1,479 | 1,700 | 2,087 | 2,276 | 2,308 | 2,391 |
| | 653 | 610 | 495 | 646 | 813 | 997 | 1,439 | 1,656 | 1,631 |
| | | | | | | | | | |
| _ | 42.1% | 43.7% | 43.0% | 43.7% | 47.8% | 47.8% | 63.2% | 71.8% | 68.2% |
| | | | | | | | | | |
| | 45.3% | 61.4% | 57.3% | 52.3% | 56.5% | 50.7% | 70.5% | 80.8% | 74.0% |
| | | | | | | | | | |
| _ | \$182.55 | \$130.95 | \$153.41 | \$170.71 | \$171.99 | \$197.36 | \$204.87 | \$222.13 | \$219.56 |
| | \$107.58 | \$100.0 | \$98.41 | \$108.98 | \$106.46 | \$108.03 | \$115.58 | \$120.23 | \$120.35 |
| | | | | | | | | | |
| _ | \$76.91 | \$57.26 | \$65.92 | \$74.56 | \$82.25 | \$94.28 | \$129.53 | \$159.38 | \$149.77 |
| | | | | | | | | | |
| | \$48.69 | \$61.42 | \$56.39 | \$56.97 | \$60.20 | \$54.80 | \$81.49 | \$97.09 | \$89.02 |

| | Sep-19 | Oct-19 | 19 Nov-19 Dec- | | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 |
|---|----------|----------|----------------|----------|----------|----------|----------|----------|----------|
| | | | | | | | | | |
| | 89 | 82 | 69 | 69 | 70 | 67 | 69 | 74 | 69 |
| | 18 | 15 | 17 | 16 | 16 | 15 | 13 | 16 | 13 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| | 83 | 73 | 63 | 56 | 53 | 51 | 56 | 47 | 54 |
| | 17 | 15 | 16 | 15 | 15 | 13 | 13 | 15 | 13 |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | | |
| | 4,658 | 3,774 | 3,654 | 3,135 | 2,904 | 2,768 | 3,300 | 2,385 | 2,771 |
| | 2,363 | 1,989 | 1,429 | 1,447 | 1,257 | 1,204 | 1,247 | 835 | 1,166 |
| | _, | 1,200 | ., | ., | ., | ., | ., | | ., |
| | | | | | | | | | |
| | 767 | 715 | 697 | 610 | 544 | 517 | 656 | 516 | 570 |
| | 511 | 464 | 310 | 337 | 347 | 344 | 292 | 262 | 274 |
| | | | | | | | | | |
| | 2 4 0 4 | 4 705 | 4 700 | 4.502 | 4 202 | 4 222 | 4.624 | 4.452 | 4 242 |
| | 2,101 | 1,785 | 1,728 | 1,502 | 1,382 | 1,323 | 1,624 | 1,152 | 1,312 |
| | 1,184 | 1,028 | 711 | 758 | 688 | 662 | 653 | 482 | 572 |
| | | | | | | | | | |
| | 56.4% | 57.6% | 41.1% | 50.5% | 49.8% | 50.0% | 40.2% | 41.8% | 43.6% |
| | 66.6% | 64.9% | 44.5% | 55.2% | 63.8% | 66.5% | 44.5% | 50.8% | 48.1% |
| | | | | | | | | | |
| | | | | | | | | | |
| | \$200.54 | \$197.64 | \$181.57 | \$187.92 | \$186.51 | \$167.64 | \$168.78 | \$158.12 | \$196.26 |
| 9 | \$104.44 | \$113.77 | \$105.35 | \$99.76 | \$106.46 | \$90.45 | \$91.68 | \$94.03 | \$92.88 |
| | | | | | | | | | |
| | | | | | | | | | |
| | \$113.01 | \$113.83 | \$74.71 | \$94.84 | \$92.85 | \$83.88 | \$67.87 | \$66.16 | \$85.56 |

| Jun-20 | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 | Jan-21 | Feb-21 |
|---------------|----------|----------|----------|--------------|----------|----------|----------|----------|
| | | | | | | | | |
| 73 | 82 | 78 | 73 | 62 | 66 | 65 | 63 | 58 |
| 12 | 11 | 11 | 11 | 11 | 11 | 9 | 9 | 7 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | |
| 65 | 79 | 74 | 67 | 55 | 58 | 56 | 49 | 47 |
| 11 | 11 | 10 | 9 | 10 | 11 | 8 | 7 | 7 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | | |
| 3,573 | 4,241 | 4,100 | 3,108 | 2,629 | 3,090 | 2,687 | 2,290 | 2,150 |
| 2,091 | 2,944 | 3,155 | 1,995 | 1,544 | 1,748 | 1,267 | 1,025 | 1,365 |
| , | ,- | -, | , | , - | , - | , - | , | , |
| | | | | | | | | |
| 709 | 686 | 750 | 569 | 550 | 552 | 479 | 393 | 383 |
| 472 | 573 | 641 | 431 | 419 | 375 | 278 | 238 | 256 |
| | | | | | | | | |
| | | | | | | | | |
| 1,644 | 1,843 | 1,854 | 1,409 | 1,243 | 1,372 | 1,235 | 1,064 | 1,050 |
| 1,034 | 1,385 | 1,487 | 985 | 810 | 858 | 628 | 530 | 675 |
| | | | | | | | | |
| 62.00/ | 75.40/ | 00.00/ | 60.00/ | CF 20/ | 62.5% | 50.00/ | 40.00/ | 64.20/ |
| 62.9% | 75.1% | 80.2% | 69.9% | 65.2% | 62.5% | 50.9% | 49.8% | 64.3% |
| 66.6% | 83.5% | 85.5% | 75.7% | 76.2% | 67.9% | 58.0% | 60.6% | 66.8% |
| | | | | | | | | |
| \$204.42 | \$229.77 | \$230.47 | \$210.45 | \$197.59 | \$200.57 | \$210.04 | \$190.49 | \$204.38 |
| \$100.90 | \$113.82 | \$114.88 | \$119.76 | \$122.52 | \$112.30 | \$105.72 | \$101.61 | \$118.82 |
| , , , , , , , | | | | ——· - | | | | |
| | | | | | | | | |
| \$128.57 | \$172.67 | \$184.85 | \$147.12 | \$128.76 | \$125.43 | \$106.80 | \$94.89 | \$131.39 |
| \$67.17 | \$95.07 | \$98.19 | \$90.71 | \$93.34 | \$76.29 | \$61.36 | \$61.53 | \$79.42 |

| | Mar-21 | Apr-21 | May-21 | Jun-21 |
|---|---------------------|---------------------|---------------------|----------------------|
| | | | | |
| | 58 | 67 | 72 | 76 |
| | 9 | 12 | 12 | 9 |
| | 0 | 0 | 0 | 0 |
| | | | | |
| | 46 | 56 | 66 | 65 |
| | 9 0 | 12 | 9 0 | 9 |
| | U | 0 | U | 0 |
| | | | | |
| | 2,066 | 2,560 | 3,260 | 2,962 |
| | 1,442 | 1,800 | 2,060 | 2,286 |
| | | | | |
| _ | 473 | 490 | 503 | 586 |
| | 345 | 377 | 350 | 451 |
| | | | | |
| _ | 1,033 | 1,215 | 1,478 | 1,437 |
| | 741 | 873 | 952 | 1,112 |
| | | | | |
| | 71.7% | 71.9% | 64.4% | 77.4% |
| | 72.9% | 76.9% | 69.6% | 77.0% |
| | | | | |
| | \$201.49 | \$235.14 | \$261.20 | \$260.89 |
| | \$115.08 | \$122.90 | \$123.33 | \$137.62 |
| | | | | |
| _ | **** | #4.CC 25 | ±4.60.0 1 | |
| | \$144.54 \$83.94 | \$168.95 \$94.56 | \$168.24 \$85.81 | \$201.88 \$105.92 |
| | ФО 5.94 | 494.00 | 10.00€ | ⊅105.9Z |



Definitions

Available Listings
Booked Listings
Listing Nights
Hotel Comparable Listings
Room Nights
Occupancy
ADR
RevPAR
\$

HomeAway Data

Terms



The count of Airbnb and HomeAway listings that were advertised for rent during the month or had a bool The count of Airbnb and HomeAway listings that had at least one booked day in the month.

The sum of all nights that were available for rent and were booked in the month. This only counts listings Studio and one bedroom entire place rentals. AirDNA believes these are the type of listings most likely to Listing Nights multiplied by the number of bedrooms in each listing.

Booked Listing Nights divided by Available Listing Nights.

The Average Daily Rate charged per booked entire place listing. ADR includes cleaning fees but not other *k* Revenue Per Available Room = Entire Place ADR * Occupancy. Differing from the hotel industry, we consic All currency amounts in USD.

Airbnb data often goes back many years. HomeAway data only goes back to June 2017, at the earliest.

For information on AirDNA and HomeAway data collection methods visit our "Data Collection Methodology https://www.airdna.co/methodology

Please click on the link below for our full terms of service:

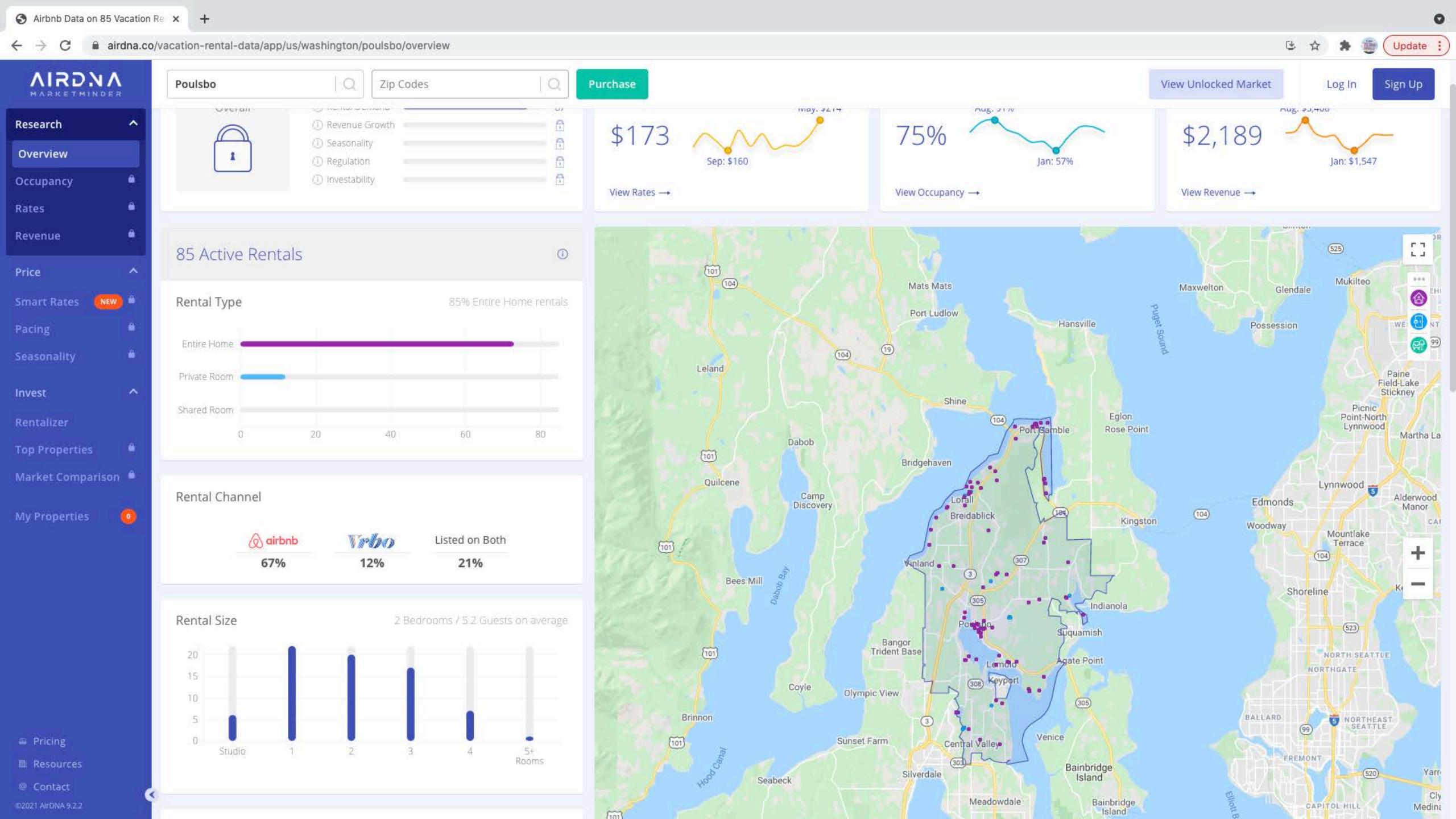
https://www.airdna.co/terms

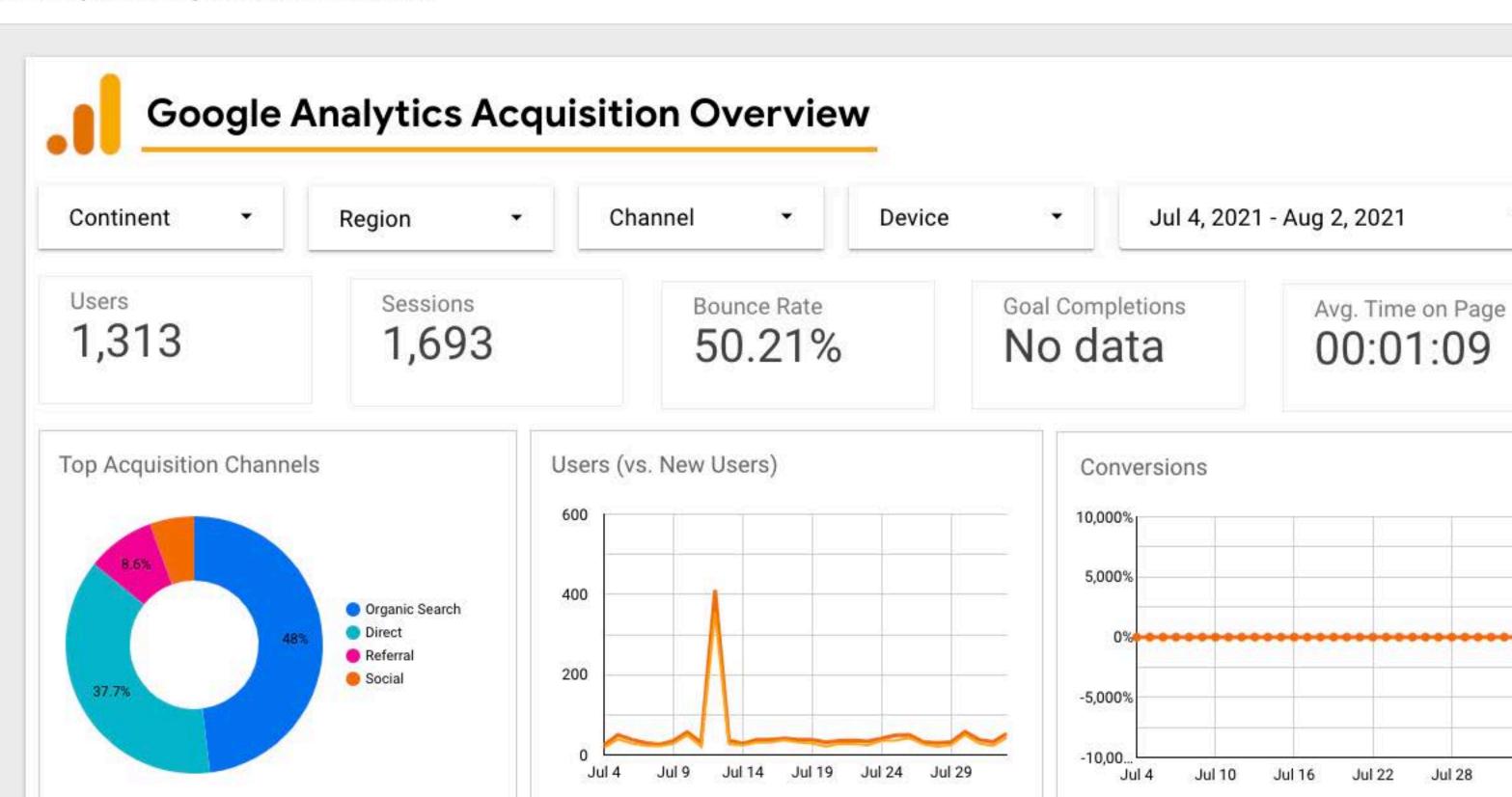
Section 3.1 of the terms we reproduce below:

"AirDNA sells various data products (the "Product(s)") from the Site to end-user customers who receive the only for their own personal use. This may also include a subscription service ("Subscription(s)").

You may not purchase Products or Subscriptions for further distribution or resale or for any other comme business purpose, without explicit contractual agreement with AirDNA. The purchase of the Products and the rights and privileges conferred are personal and non-transferable."

onth.





| | Acquisiti | on | | Behavior | 9 41 | | Conversions | | |
|-------------------|------------------|-------|-------------------|-------------|---------------------|-----------------------------|---------------------------|------------------|------------|
| | Sessions 1.7K | 1.3K | New Users 1.2K | 50.2% | Pages / Session 2.0 | Avg. Session Duration 01:12 | Goal Conversion Rate 0.0% | No data | Goal Value |
| Source / Medium | Sessions | Users | New Users | Bounce Rate | Pages / Session | on Avg Session Durat | Goal Conversion | Goal Completions | Goal Value |
| google / organic | 773 | 587 | 512 | 31.95% | 2.3 | 34 00:01:24 | 0% | 0 | \$0 |
| direct) / (none) | 634 | 499 | 491 | 67.35% | 1.7 | 76 00:01:04 | 0% | 0 | \$0 |
| risitkitsap.com / | 66 | 46 | 41 | 60.61% | 1.8 | 32 00:01:38 | 0% | 0 | \$ |
| orthwestkayaki | 57 | 45 | 42 | 64.91% | 1.8 | 32 00:00:53 | 0% | 0 | · \$ |

Jul 28

Kitsap County

Total National TV Audience 80,136

Total National TV Publicity USD \$16,051

Total Local TV Audience 80,136

Total Local TV Publicity USD \$16,051

Total Online + Print Audience

USD \$69,797

Total Online + Print Publicity

Total Social Followers

55,937

23,131,944

Total Number of Clips 84

Collapse All Clips



Exploring Vast Water Trails of the Kitsap Peninsula

Language English

Date Collected Jul 23, 2021 2:42 PM PDT Category Magazine Source 1889 Author Alisha McDarriss

Date Collected Jun 4, 2021 2:49 PM PDT

Full Article



Bremerton National Airport seeks diner operator for \$4.5M complex with pilot lounge, hangar



Est. Audience 581,613

Category Local Est. Publicity Value USD \$12,226 Source Puget Sound Business Journal Market Seattle, WA Author Andrew McIntosh Language English

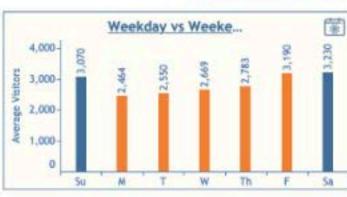
The Bremerton National Airport is building a new multipurpose building at the growing facility that will include a redesigned restaurant, a hangar and a new pilot lounge.

Construction of the \$4.5 million project on the Kitsap Peninsula will start later this summer, Port CEO Jim Rothlin says.

At the same time, Port of Bremerton staff will work side by side with a consulting team to help select a new restaurant operator "that will best fit this facility and this location," Rothlin added. The Port...

VISUALLY COMPELLING ANALYTICS DYNAMIC DASHBOARDS







MEDIA STRATEGY LOOK ALIKE AUDIENCE

3.5 YEARS OF HISTORICAL VISITOR DATA



VISITOR **PROFILE**



IDENTIFY LOOK ALIKE











25-34 Yr. Outdoor Rec. Enthusiasts



65+ Yr. Museums, Nat. Parks, Golf



35-50 Yr. Mountain Bikers/Skiers



25-34 Yr. Beach Goers/

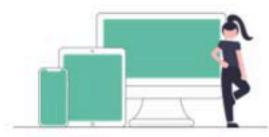


19-25 Yr. Outdoor Rec/ Music Festivals

MAID ADVERTISING



DAILY ANALYTICS & ATTRIBUTION



| Parket S. Mr. | Bookers, No. | | |
|---------------|--------------|-----------|----------------|
| 13.8% | 8.9% | 4.85 | 3.28 |
| | | | |
| \$815 | \$535 | \$275 | \$196 |
| ne Names. | | Minate | |
| | interest | | |
| | *** | | |
| 100 | | | |
| | 5815 | S815 S535 | S815 S535 S275 |

2020 TAX RETURN

| | Client Copy |
|--------------------------|--|
| Client: Prepared for: | Visit Kitsap Peninsula 9230 Bay Shore Dr NW Ste 101 Silverdale, WA 98383 800-337-0580 |
| Prepared by: | Dennis Bryan CPA Parker Mooers & Cena PS, CPA's 9222 Bay Shore Dr NW Ste 150 Silverdale, WA 98383 (360) 692-8808 |
| Date: | April 8, 2021 |
| | |
| | |
| | |
| | |
| | |
| | |
| Route to: | |

FDIL2001L 06/18/20

Parker Mooers & Cena PS, CPA's 9222 Bay Shore Dr NW Ste 150 Silverdale, WA 98383

Visit Kitsap Peninsula 9230 Bay Shore Dr NW Ste 101 Silverdale, WA 98383

2020 Exempt Org. Return

prepared for:

Visit Kitsap Peninsula 9230 Bay Shore Dr NW Ste 101 Silverdale, WA 98383

Parker Mooers & Cena PS, CPA's

9222 Bay Shore Dr NW Ste 150 Silverdale, WA 98383

| 020 | Fe | deral Works | sheets | | Page | | | | | | | | | |
|---|---------|--|------------------------------|--------------------------------|---------------------------|--|--|--|--|--|--|--|--|--|
| | 1 | Visit Kitsap Peninsula | | | | | | | | | | | | |
| Form 990, Part IX, Line 11g Other Fees For Services | | | | | | | | | | | | | | |
| | _ | (A) Total | (B) Program Services | (C) Management & General | (D) Fund- raising | | | | | | | | | |
| Bank Charges License & Permits | Total 🛐 | 103. 11. 3 114. | \$ 103. 11. \$ 114. | \$ 0. | \$ 0 | | | | | | | | | |
| Form 990, Part IX, Line 24e Other Expenses | | | | | | | | | | | | | | |
| | _ | (A) Total | (B) Program Services | (C) Management & General | (D) <u>Fundraising</u> | | | | | | | | | |
| Annual Meeting Community Sponsorship Meals and Entertainment Meetings Other Taxes Other | | 753. 2,831. 1,581. 500. 435. | 753. 791. 500. 435. | | 2,831 790 | | | | | | | | | |
| Trade Shows | Total § | 2,974. | 1,784. \$ 4,263. | 595. \$ 595. | 595 \$ 4,216 | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

12/31/20

2020 Federal Book Depreciation Schedule

Page 1

Visit Kitsap Peninsula

91-1146544

| _No | Description | Date <u>Acquired</u> | Date Sold | Cost/ Basis | Bus. Pct. | Cur 179 Bonus | Special Depr. Allow. | Prior 179/ Bonus/ Sp. Depr. | Prior Dec. Bal. Depr. | Salvage /Basis Reductn | Depr. Basis | Prior Depr. | Method . | Life | Rate | Current Depr. |
|------------|-------------------------|-------------------------|--------------|----------------|--------------|---------------------|----------------------------|--------------------------------------|-----------------------------|------------------------------|----------------|----------------|----------|------|--------|------------------|
| Form 990/9 | 90-PF | | | | | | | | | | | | | | | |
| Furniture | and Fixtures | | | | | | | | | | | | | | | |
| 2 Furnit | ture and Fixtures | Various | | 12,173 | | | | | | | 12,173 | 11,467 | 200DB HY | 5 | | 0 |
| 3 Sign | | 4/17/18 | _ | 4,088 | | | | | | | 4,088 | 1,585 | 200DB HY | 7 | .17490 | 715 |
| Total | Furniture and Fixtures | | | 16,261 | | 0 | 0 | 0 |) (| 0 | 16,261 | 13,052 | | | | 715 |
| Machinery | y and Equipment | | | | | | | | | | | | | | | |
| 1 Comp | uters and Software | Various | <u>-</u> | 6,473 | | | | | | | 6,473 | 6,473 | 200DB HY | 5 | _ | 0 |
| Total | Machinery and Equipment | | | 6,473 | | 0 | 0 | 0 |) (| 0 | 6,473 | 6,473 | | | | 0 |
| Total | Depreciation | | - | 22,734 | | 0 | 0 | 0 | (| 0 | 22,734 | 19,525 | | | = | 715 |
| Grand | Total Depreciation | | = | 22,734 | | 0 | 0 | 0 | | 0 | 22,734 | 19,525 | | | = | 715 |

12/31/21

2021 Federal Book Depreciation Schedule

Page 1

Visit Kitsap Peninsula

91-1146544

| No. Description | Date <u>Acquired</u> | Date Sold . | Cost/ Basis | Bus. Pct. | Cur 179 Bonus | Special Depr. Allow. | Prior 179/ Bonus/ Sp. Depr. | Prior Dec. Bal. Depr. | Salvage /Basis Reductn | Depr. Basis | Prior Depr. | Method | Life <u>Rate</u> . | Current Depr. |
|------------------------------|-------------------------|----------------|----------------|--------------|---------------------|----------------------------|--------------------------------------|-----------------------------|------------------------------|----------------|----------------|----------|--------------------|------------------|
| Form 990/990-PF | | | | | | | | | | | | | | |
| Furniture and Fixtures | | | | | | | | | | | | | | |
| 2 Furniture and Fixtures | Various | | 12,173 | | | | | | | 12,173 | 11,467 | 200DB HY | 5 | 0 |
| 3 Sign | 4/17/18 | | 4,088 | | | | | | - | 4,088 | 2,300 | 200DB HY | 7 .12490 | 511 |
| Total Furniture and Fixtures | | | 16,261 | | 0 | 0 | (|) (| 0 | 16,261 | 13,767 | | | 511 |
| Machinery and Equipment | | | | | | | | | | | | | | |
| 1 Computers and Software | Various | | 6,473 | | | | | | <u></u> | 6,473 | 6,473 | 200DB HY | 5 | 0 |
| Total Machinery and Equipmen | t | | 6,473 | | 0 | 0 | (|) (| 0 | 6,473 | 6,473 | | | 0 |
| Total Depreciation | | | 22,734 | | 0 | 0 | (|) (| 0 | 22,734 | 20,240 | | | 511 |
| Grand Total Depreciation | | : | 22,734 | | 0 | 0 | (|) (| 0 | 22,734 | 20,240 | | | 511 |

Form **8453-EO**

Exempt Organization Declaration and Signature for Electronic Filing

For calendar year 2020, or tax year beginning

| - | |
|-----------------|----------|
| . 2020. and end | ina , 20 |

| Dttt | No. To. | For use with Forms 990, 990-EZ, 990-PF, 990-T, 1120-POL, 4720, and 8868 | | | | | | | | | | | | 68 | ₈ | | | | | | | | | |
|--|--|--|--|--|--|--|--|---|--|--|--|--|--|---|--|--|--|---|---|---|--|---|--|---|
| Department of Internal Revenu | ue Service | | ► Go to www.irs.gov/Form8453EO for the latest information. | | | | | | | | | | | | | | | | | | | | | |
| Name of exemp | pt organization or per | son subje | ect to | tax | | | | | | | | | | | | | | Т | axpay | er idei | ntific | ation n | umber | |
| Visit K | Kitsap Peni | insul | a | | | | | | | | | | | | | | | 9 | 91-1 | 1146 | 654 | 14 | | |
| Part I | Type of Ret | urn ar | nd | Ret | urn | Info | orma | atio | n (V | Vhol | le D | olla | rs On | ıly) | | | | | | | | | | |
| Check the box on line line 1b, 2b, | box for the type 1a, 2a, 3a, 4a, 5 3b, 4b, 5b, 6b, line below. Do n | of retu 5 a, 6a, 0 or 7b, v | rn b or 7 whic | peing a bel | file low, er is | d wit and appl | h For the a licabl | m 84 mou e, bla | 453-E nt or ank (| EO and that | and e | nter e of t | the ap | plicab urn be | ina | filed | with th | his fo | orm v | vas b | olan | k. the | n leav | е |
| | 90 check here ► | _ | <u> </u> | | | | | | | | 990, | Part | VIII, c | column | n (A) |), line | 12). | | | 1 | 1 b | | 52 | 3,550. |
| 2a Form 9 | 90-EZ check here | . ▶ | | b T | otal | reve | nue, | if an | y (Fo | orm | 990-E | ΞΖ, Ι | ine 9). | | | | | | | 2 | 2b | | | |
| 3a Form 1 | 120-POL check h | ere ► | | b T | otal | tax (| Form | 112 | 0-PC | DL, Ii | ine 2 | 2) | | | | | | | | 3 | 3 b | | | |
| 4a Form 9 | 990-PF check he | re▶ | | b T | ax b | ased | l on i | nves | tme | nt in | come | e (Fo | rm 99 | 0-PF, I | Par | t VI, I | ine 5) | | | 4 | 4b | | | |
| 5a Form 8 | 3868 check here | ▶ [| | b B | Balar | nce d | ue (F | orm | 8868 | 8, Iir | ne 3c |) | | | | | | | | 5 | 5b | | | |
| 6a Form 9 | 990-T check here | e ▶ | | b T | otal | tax (| Form | 1 990 | -T, F | Part | III, Iir | ne 4) | | | | | | | | 6 | 6b | | | |
| 7a Form 4 | 4720 check here | ▶ [| | b T | otal | tax (| (Form | 1 472 | 20, P | art I | II, lin | e 1). | | | | | | | | 7 | 7b_ | | | |
| Part II | Declaration | of Of | fice | er o | r Pe | erso | n S | ubje | ct t | o T | ax | | | | | | | | | | | | | |
| Under penal to (name of and that I r knowledge of the elect to the IRS adelay in pro | authorize the U. vithdrawal (direct axes owed on the reasury Financia nancial institutionswer inquiries are a copy of this reexecuted the elego-PF (as specification) and belief, they tronic return. I cand to receive frocessing the return the return the return to the return t | t debit) is return is return is eturn is eturn is eturn is eturn is declare a copy of are truonsent rom the urn or r | enfin, a the at | try to try to try to try to try to try try try try try try try try try try try | the filed ture d in X | with consorted and control interaction (c) the | ncial incial incial incial incial incial incial incial incial incident inci | instinstitution late of the ate acontain ve) the return lete. | tution tion the er the epayr gencined of the of the ervice the terminal turns and the terminal turns are the termi | n ac to de lan 2 lection ent expression expr | councebit to the counce of the | t ind he e iness paying gulat is ref d sta amed are ti | icated ntry to so days ment of the curn all the age with the curn all the curn at the curn at the curn at the curn ansmi | in the this a prior to faxe: arities arities lowing ncy(ies nization to be amounitter, o | as as a control of the state of | part conclusion of | aratio oreversely representation of the reby I am, (EI atement I aboric ret the tile | n so oke : : (set infide IRS) IRS In the In the IN) _ ents, ove i urn or ransi | ftwar a pay ttlemential Fed/S RS o and, is the origin missi | e for ymen ent) info State of this son s to the amonator on, (| pant, I date rma expression for the tool (EF | yment must e. I also ition no orange ect to ect to est of t show RO) to the rea | tof the contacts of the contacts of authors of authors of the contacts of the contact of the con | e federal to the U.S norize the ary to tify that EZ/ th respec:, the copy the return |
| Here | Signature of offi | icer or pe | rson | subje | ct to t | ax | | | | | Date | | | | • | Title, i | f applica | able | | | | _ | | |
| Part III | Declaration | of El | ect | tron | iic F | Retu | ırn (| Orig | inat | or (| ERC | D) a | nd Pa | aid Pı | rep | arer | (see | ins | struc | tion | ıs) | | | |
| I am only a organizatio to be filed of Information have exam | nat I have review collector, I am no n officer or pers with the IRS to the for Authorized ined the above rd complete. This | ot respo on sub the office IRS <i>e-t</i> return a | nsib ject cer file l | ole fo to to or pe Prov acco | r rev ax w ersor iders omp | viewin vill ha n sub s for anyin | ig the live si bject Busii lig scl | retur gned to tax ness nedu | rn an I this x, an Retu Ies a | id on s forr nd ha urns. and s | ly ded in bet ave fo If I a stater | clare fore ollow am a nent | that th I submed all Iso the s, and | iis form nit the other i e Paid , to the | retu retu requ Pre e be | curate irn. I uireme eparer est of | ly refle will gi ents ir , unde my kr | ects t ve a n Pu er pe nowle | the da copy b. 41 enalticedge | ata or / of a 63, i es of | n the all fo Moo f pe | e retur orms a derniz rjury l | n. The and inf ed e-F decla | formation ile (MeF) re that I |
| ERO's | ERO's signature | | | | | | | | | | | | Date | | - 1 | Check i also pai orepare | d \mathbf{v} | if : | neck self- nploye | d | ٦l | | SN or PT 1440 | |
| Use | Firm's name (or yours if | <u> </u> | Par | cke | r M | looe | ers | & C | :ena | a P | S, | CPA | .'s | | | | | | EIN | | 91 | -170 | 2384 | |
| Only | self-employed), address, and | | | | _ | Sh | | | | | te | 150 | | | | | | | Phon | e | | | | |
| | ZIP code | S | Sil | Lve | rda | le, | WA | 98 | 383 | 3 | | | | | | | | | no. | • | (36 | 50) | 692- | 8088 |
| Under pena my knowled any knowle | alties of perjury, dge and belief, t edge. | l decla hey are | are t e tru | that lue, c | l hav | ve ex ct, ar | amin nd co | ed th | ne at ete. E | oove Decla | retur aratio | rn ar on of | nd acco prepa | ompan rer is l | nyin bas | g sch ed on | edules all in | s and form | d stat ation | eme of w | nts, vhic | and, h the | to the prepar | best of er has |
| | Print/Type preparer | s name | | | | | Pre | oarer's | signa | ature | | | | | Dat | е | | Che | ck if | | F | PTIN | | |
| Paid | | | | | | | | | | | | | | | | | | self | -emplo | yed | - | | | |
| Preparer Use Only | Firm's name | | | | | | | | | | | | | - u | | | | Firn | n's EIN | ► | | | | |
| 200 31119 | Firm's address | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | Pho | ne no. | | | | | |

Form **990**

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service

Check if applicable:

For the 2020 calendar year, or tax year beginning

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public. ► Go to www.irs.gov/Form990 for instructions and the latest information.

, 2020, and ending

Open to Public Inspection

, 20

D Employer identification number

| | \mathbf{H} | ddress change | Visit Kitsap Peninsula | | | | 91-1146544 | | | | |
|--|-----------------|--|---|--|----------------------|----------------|-------------------------------|------------------------------------|----------------------------|-------------|--|
| | - | ame change | Silvardala WA 98383 | | | | | E Telephone number | | | |
| | In | itial return | Silverdate, WA 90 | e, WA 90303 | | | 800-337-0580 | | | | |
| | | nal return/terminated | | | | | _ | | | | |
| | Ar | mended return | | | | | G Gross re | | 523,550 | | |
| | Ap | oplication pending | Name and address of principal | officer: Patricia Graf-H | oke | H(a) Is this a | | | | | |
| | | | Same As C Above |) | (1) | H(b) Are all s | ubordinates attach a list. | See instri | uctions Yes I | No | |
| ! | | exempt status: | 501(c)(3) X 501(c) (6 | 5) ◄ (insert no.) 4947(a) | (1) or 527 | _ | | | | | |
| J | | | sitkitsap.com | | T | H(c) Group ex | | | | | |
| K | | n of organization: | X Corporation Trust | Association Other ► | L Year of format | tion: 1981 | IVI S | tate of leg | al domicile: WA | | |
| Pa | <u>rτι</u> 1 | Summar Priofly dosori | y ho the organization's missi | on or most significant activities | | | | | | | |
| . Tagananagananananananananananananananana | | | | | | | | | | | |
| Jce | | | | | | | | | | | |
| 'nai | | | | | | | | | | | |
| Governance | | Check this box ► if the organization discontinued its operations or disposed of more than 25% of its net assets. | | | | | | | | | |
| Ğ | | | ting members of the gover | | | 3 | | <u> 1</u> | | | |
| Activities & | | | | of the governing body (Part V | | | | 4 | | <u>2</u> | |
| vitie | 5 6 | | | calendar year 2020 (Part V, lir necessary) | | | | 5 | | 3 | |
| cti | | | | Part VIII, column (C), line 12 | | | | 7a | | <u>U</u> | |
| 4 | | | | from Form 990-T, Part I, line 11 | | | | 7b | |). | |
| | | | | ,, | | | or Year | | Current Year | · | |
| _ | 8 | Contributions | and grants (Part VIII, line | 1h) | | | 25,0 | 00. | 29,350 | <u> </u> | |
| Revenue | 9 | | | 2g) | | | 471,9 | | 494,200 | | |
| ∍vel | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | | | | | • | | • | _ | |
| æ | 11 | | | ies 5, 6d, 8c, 9c, 10c, and 11e) | | | | | | | |
| | 12 | | | (must equal Part VIII, column (| | | 496,9 | 18. | 523,550 | | |
| | 13 | | · | X, column (A), lines 1-3) | | | | | 44,810 |) <u>.</u> | |
| | 14 | | efits paid to or for members (Part IX, column (A), line 4) | | | | | 1,316. | | 1. | |
| S | 15 | Salaries, other | | 128,6 | 70. | 185,928 | } <u>.</u> | | | | |
| Expenses | 16 a | Professional fundraising fees (Part IX, column (A), line 11e) | | | | | | | | | |
| кре | b | Total fundrais | | | | | | | | | |
| Ĥ | 17 | Other expens | xpenses (Part IX, column (A), lines 11a-11d, 11f-24e) | | | | | 377,095. | | 2. | |
| | 18 | Total expense | otal expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | | | | | 507,081. | | 1. | |
| | 19 | Revenue less | expenses. Subtract line 18 | 8 from line 12 | om line 12 | | | 63. | 48,126 | | |
| or | | | otal assets (Part X, line 16) | | | | | Beginning of Current Year 57, 100. | | End of Year | |
| Assets I Balanc | 20 | | | | | | | | | 3. | |
| t As d B | 21 | Total liabilities (Part X, line 26) | | | | | | 71. | 5,623 | }. | |
| Net | | | | | | | | 55,029. | | <u>.</u> | |
| Pa | rt II | Signatur | e Block | | | | | | | | |
| Unde | r penal | ties of perjury, I de | clare that I have examined this returner (other than officer) is based on a | rn, including accompanying schedules and all information of which preparer has any l | d statements, and to | the best of my | knowledge | and belief | , it is true, correct, and | | |
| | ,,c.c., D | L. | Ter (other than officer) is based on t | an information of which proparer has any i | wieuge. | | | | | | |
| c:. | | Signatu | re of officer | | | Date | <u> </u> | | | | |
| Sig He | JN re | Dat: | riais Craf-Hoko | | | Evoqui | tirro T |) i roa | tor | | |
| 110 | | | ricia Graf-Hoke print name and title | | | Execu | tive i | Trec | LOI | — | |
| | | Print/Type p | reparer's name | Preparer's signature | Date | | Check | if P | ΓIN | | |
| Paid | | | Bryan CPA | | | | self-employe | J" | 00314405 | | |
| | ia epare | | 4 | s & Cena PS, CPA's | | 3 | omploye | I <u>r</u> | 00014400 | — | |
| | e On | | | | | | | Firm's EIN ► 91-1702384 | | | |
| ٠ | | , mins addre | Silverdale, WA 98383 | | | | | Phone no. (360) 692-8808 | | | |
| May | the l | IRS discuss th | · · · · · · · · · · · · · · · · · · · | shown above? See instructions | <u> </u> | | HOLIC HO. | (300) | X Yes No | | |
| | | | is retain with the preparer | Showin above. See instructions | | | | | 23 103 NO | _ | |

| 4 c (Code: |) (Expenses \$ | including grants of \$ |) (Revenue | \$) |
|-------------------|------------------------------|---|--------------|-----|
| | | | | |
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| | | | | |
| | | 11.0 | | |
| 4 d Other program | ກ services (Describe on Sche | |) (Payanua Š | |

0.

4 e Total program service expenses

Form 990 (2020) Visit Kitsap Peninsula Part IV Checklist of Required Schedules

| | | | Yes | No |
|------|--|------|-----|----|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If 'Yes,' complete Schedule A | 1 | | Х |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors See instructions? | 2 | | X |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I | 3 | | Х |
| 4 | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II | 4 | | |
| 5 | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If 'Yes,' complete Schedule C, Part III | 5 | | Х |
| 6 | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If 'Yes,' complete Schedule D, Part I | 6 | | Х |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If 'Yes,' complete Schedule D, Part II | 7 | | Х |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If 'Yes,' complete Schedule D, Part III. | 8 | | Х |
| 9 | Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If 'Yes,' complete Schedule D, Part IV | 9 | | Х |
| 10 | Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? If 'Yes,' complete Schedule D, Part V | 10 | | Х |
| 11 | If the organization's answer to any of the following questions is 'Yes', then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable. | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If 'Yes,' complete Schedule D, Part VI | 11 a | Х | |
| b | Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VII. | 11 b | | Х |
| c | : Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VIII | 11 c | | Х |
| c | I Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part IX. | 11 d | | Х |
| e | Did the organization report an amount for other liabilities in Part X, line 25? If 'Yes,' complete Schedule D, Part X | 11 e | Х | |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If 'Yes,' complete Schedule D, Part X</i> | 11 f | | Х |
| 12 a | Did the organization obtain separate, independent audited financial statements for the tax year? If 'Yes,' complete Schedule D, Parts XI and XII | 12a | | Х |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | | Х |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E | 13 | | Χ |
| 14 a | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | Х |
| b | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If 'Yes,' complete Schedule F, Parts I and IV. | 14b | | Х |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If 'Yes,' complete Schedule F, Parts II and IV</i> | 15 | | Х |
| | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If 'Yes,' complete Schedule F. Parts III and IV</i> . | 16 | | Х |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If 'Yes,' complete Schedule G, Part I See instructions. | 17 | | Х |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If 'Yes,' complete Schedule G, Part II. | 18 | | X |
| 19 | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If 'Yes,' complete Schedule G, Part III. | 19 | | X |
| 20a | Did the organization operate one or more hospital facilities? <i>If 'Yes,' complete Schedule H</i> | 20a | | Х |
| b | If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If 'Yes,' complete Schedule I, Parts I and II. | 21 | | Х |

Form 990 (2020) Visit Kitsap Peninsula Part IV Checklist of Required Schedules (continued)

| | | | L., | |
|----|---|-------------|-------|--------|
| 22 | 2 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If 'Yes,' complete Schedule I, Parts I and III | 22 | Yes | No |
| 23 | B Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current | | - 11 | |
| | and former officers, directors, trustees, key employees, and highest compensated employees? If 'Yes,' complete Schedule J. | 23 | | Х |
| 24 | la Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No, 'go to line 25a | 24a | | Х |
| | b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24a | | Λ |
| | c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24c | | |
| | d Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year? | 24d | | |
| 25 | Sa Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If 'Yes,' complete Schedule L, Part I</i> | 25a | | |
| | b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If 'Yes,' complete Schedule L, Part l</i> | 25b | | |
| 26 | Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If 'Yes,' complete Schedule L, Part II | 26 | | Х |
| 27 | Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If 'Yes,' complete Schedule L, Part III. | 27 | | Х |
| 28 | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions): | | | |
| | a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If</i> 'Yes,' complete Schedule L, Part IV | 28a | | Х |
| | b A family member of any individual described in line 28a? If 'Yes,' complete Schedule L, Part IV. | 28b | | Х |
| | c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? If Yes,' complete Schedule L, Part IV. | 28c | | Х |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If 'Yes,' complete Schedule M | 29 | | Х |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If 'Yes,' complete Schedule M</i> | 30 | | X |
| 31 | | 31 | | Х |
| | 2 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If 'Yes,' complete Schedule N, Part II | 32 | | Х |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Schedule R, Part I | 33 | | X |
| 34 | Was the organization related to any tax-exempt or taxable entity? If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1. | 34 | | Х |
| 35 | 5a Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | | Х |
| | b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' complete Schedule R, Part V, line 2 | 35b | | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If 'Yes,' complete Schedule R, Part V, line 2 | 36 | | |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If 'Yes,' complete Schedule R, Part VI</i> | 37 | | Х |
| 38 | Note: All Form 990 filers are required to complete Schedule O. | 38 | Х | |
| Pa | Statements Regarding Other IRS Filings and Tax Compliance Check if Schedule O contains a response or note to any line in this Part V | | | |
| | Chock it Conclude C contains a response of flote to any line in this fall v | | Yes | No |
| 1 | a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable | | | |
| | c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming | | 77 | |
| ВА | (gambling) winnings to prize winners? | 1 c Form | 990 (| (2020) |
| | | | 1 | / |

Form 990 (2020) Visit Kitsap Peninsula

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

| | | | Yes | No |
|----------|--|----------|-----|-------|
| | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return 2a 3 | | | |
| ŀ | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2 b | X | |
| | Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | | | • • • |
| | a Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3 a | | Х |
| | olf 'Yes,' has it filed a Form 990-T for this year? <i>If 'No' to line 3b, provide an explanation on Schedule 0</i> | 3 b | | |
| | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? | 4 a | | Х |
| t | of Yes,' enter the name of the foreign country | | | |
| . | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR). Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5 a | | X |
| | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5 b | | X |
| (| If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T? | 5 c | | 21 |
| 6 a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? | 6 a | Х | |
| ŀ | olf 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | 6 b | Χ | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | |
| á | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and | _ | | |
| | services provided to the payor? | 7 a | | |
| |) If 'Yes,' did the organization notify the donor of the value of the goods or services provided? | 7 b | | |
| (| Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? | 7 c | | |
| (| If 'Yes,' indicate the number of Forms 8282 filed during the year | | | |
| | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7 e | | |
| | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7 f | | |
| | g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7 g | | |
| ŀ | n If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7 h | | |
| 8 | Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring | <i>,</i> | | |
| | organization have excess business holdings at any time during the year? | 8 | | |
| | Sponsoring organizations maintaining donor advised funds. | | | |
| | a Did the sponsoring organization make any taxable distributions under section 4966? | 9 a | | |
| | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9 b | | |
| | Section 501(c)(7) organizations. Enter: | | | |
| | a Initiation fees and capital contributions included on Part VIII, line 12 | | | |
| | Section 501(c)(12) organizations. Enter: | | | |
| | a Gross income from members or shareholders | | | |
| | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) | | | |
| 12 a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | |
| ŀ | olf 'Yes,' enter the amount of tax-exempt interest received or accrued during the year 12b | | | |
| | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | |
| ä | a Is the organization licensed to issue qualified health plans in more than one state? | 13a | | |
| | Note: See the instructions for additional information the organization must report on Schedule O. | | | |
| | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans | | | |
| | Enter the amount of reserves on hand | 14 | | Х |
| | a Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | Λ |
| | olf 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation on Schedule O | 14b | | |
| 15 | Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? | 15 | | Х |
| 16 | Is the organization an educational institution subject to the section 4968 excise tax on net investment income? | 16 | | Х |
| | If 'Yes,' complete Form 4720, Schedule O. | | | |

Part VI Governance, Management, and Disclosure For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI. Section A. Governing Body and Management No Yes 1 a Enter the number of voting members of the governing body at the end of the tax year..... 11 If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O. **b** Enter the number of voting members included on line 1a, above, who are independent..... 12 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other Χ 2 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?..... 3 Χ Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? Χ X Did the organization become aware during the year of a significant diversion of the organization's assets?.... 5 Χ Did the organization have members or stockholders?..... 6 7 a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?..... 7 a Χ **b** Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?..... Χ 7 b Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: a The governing body?.... X 8 2 **b** Each committee with authority to act on behalf of the governing body?..... 8 b 9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses on Schedule Q..... 9 Χ Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) Yes No 10 a Did the organization have local chapters, branches, or affiliates?..... Χ 10 a b If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b 11 a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?..... Χ b Describe in Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O Χ 12a Did the organization have a written conflict of interest policy? If 'No,' go to line 13...... 12a b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise 12b to conflicts?.... c Did the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe in Schedule O how this was done 12 c 13 Did the organization have a written whistleblower policy?..... 13 Χ Χ **14** Did the organization have a written document retention and destruction policy?..... Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? X a The organization's CEO, Executive Director, or top management official...... 15 a **b** Other officers or key employees of the organization..... 15 b X If 'Yes' to line 15a or 15b, describe the process in Schedule O (see instructions). 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a X taxable entity during the year?..... 16 a **b** If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the 16b organization's exempt status with respect to such arrangements?... Section C. Disclosure List the states with which a copy of this Form 990 is required to be filed > None Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply Own website Another's website Upon request Other (explain on Schedule O) Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to 19 the public during the tax year. See Schedule O State the name, address, and telephone number of the person who possesses the organization's books and records Patricia Graf-Hoke 9230 Bay Shore Dr NW #101 Silverdale WA 98383 800-337-0580

| | Form 990 (2020) | Visit | Kitsap | Peninsula |
|--|-----------------|-------|--------|-----------|
|--|-----------------|-------|--------|-----------|

91-1146544

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Part VII | Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII.....

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- 1 a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

X Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

| | | (C) | | | | _ | | | | | | |
|--------------------------------|--|-----------------------------------|-----------------------|--|--------------|---------------------------------|--------|-------------------------------------|--|---|----------------------------------|--------------------------------------|
| (A) Name and title | (B) Average hours | rage is bours | | Position (do not c than one box, unle is both an office director/trus | | | | and a | on | (D) Reportable compensation from | (E) Reportable compensation from | (F) Estimated amount of other |
| | per week (list any hours for related organiza- tions below dotted line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | the organization (W-2/1099-MISC) | related organizations (W-2/1099-MISC) | compensation from the organization and related organizations | | |
| (1) Arne Bakker | 0 | | | | | | | | | | | |
| President | 0 | Χ | | Χ | | | | 0. | 0. | 0. | | |
| (2) Terri Douglas | 0 | | | | | | | | | | | |
| Vice President | 0 | Χ | | Χ | | | | 0. | 0. | 0. | | |
| _(3) Diane Robinson | 0 | | | | | | | | | | | |
| Treasurer | 0 | Χ | | Χ | | | | 0. | 0. | 0. | | |
| _(4) | 0 | | | | | | | | | _ | | |
| Secretary | 0 | Χ | | X | | | | 0. | 0. | 0. | | |
| _(5) Monica Downen | 0 | | | | | | | _ | | _ | | |
| Director | 0 | Χ | | | | | | 0. | 0. | 0. | | |
| _(6)_Jay_Mills | 0 | | | | | | | | | • | | |
| Director | 0 | Χ | | | | | | 0. | 0. | 0. | | |
| | 0 | ., | | | | | | | • | • | | |
| Director | 0 | Χ | | | | | | 0. | 0. | 0. | | |
| _(8)_Claire_Donahue | 0 | ٠,, | | | | | | 0 | 0 | 0 | | |
| Director | 0 | Х | | | | | | 0. | 0. | 0. | | |
| (9) Daryl Matheny | 0 | 37 | | | | | | 0 | 0 | 0 | | |
| Director (10) Samantha T Smith | 0 | Х | | | | | | 0. | 0. | 0. | | |
| Director | $\left - \frac{0}{0} - \frac{1}{2} \right $ | Х | | | | | | 0. | 0. | 0. | | |
| (11) Christine Stansbery | 0 | Λ | | | | | | 0. | 0. | 0. | | |
| Director | 0 | Х | | | | | | 0. | 0. | 0. | | |
| (12) | 0 | | | | | | | 0. | 0. | <u> </u> | | |
| 2.2/ | | | | | | | | | | | | |
| (13) | | | | | | | | | | | | |
| (14) | | | | | | | | | | | | |
| | | | | | | | | | | | | |

| Part VII Section A. Officers, Directors, Tru | | Ney | Еm | _ | _ | es, | and | Highest Com | pensated Empl | oyee | S (conti | nued) |
|---|------------------------|---|----------------------|------------|---------------|---------------------------------|--------|---|---|---------|--------------------------|-------|
| | (B) | | | ((| - | | | | | | | |
| (A) | Average | | | | one | (D) | (E) | | (F) | | | |
| Name and title | per | hours box, unless person is both an officer and a director/trustee) | | | | or/trus | tee) | Reportable Reportable compensation from | | Estim | ated amo | ount |
| | (list any hours | or o | sul | 9 | Key | Hig em _l | For | the organization (W-2/1099-MISC) | related organizations (W-2/1099-MISC) | comp | ensation organizati | |
| | for related | Individual trustee or director | nstitutional trustee | Officer | Key employee | hest oloye | Former | | | ar | nd related panization | t |
| | organiza - tions | ig tr | onal | | ploy | com | | | | | | |
| | below dotted | uste | trus | | ee | pena | | | | | | |
| | line) | Ф | 99 | | | Highest compensated employee | | | | | | |
| (15) | | | | | | | | | | | | |
| (15) | | | | | | | | | | | | |
| (16) | | | | | | | | | | | | |
| | | • | | | | | | | | | | |
| (17) | | | | | | | | | | | | |
| | 1 | 1 | | | | | | | | | | |
| (18) | | | | | | | | | | | | |
| | 1 | | | | | | | | | | | |
| (19) | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| (20) | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| (21) | | | | | | | | | | | | |
| (22) | | - | | | | | | | | | | |
| (22) | | | | | | | | | | | | |
| (23) | | | | | | | | | | | | |
| | | 1 | | | | | | | | | | |
| (24) | | | | | | | | | | | | |
| | 1 | | | | | | | | | | | |
| (25) | | | | | | | | | | | | |
| - | | | | | | | | | | | | |
| 1 b Subtotal | | | | | | | | 0. | 0. | | | 0. |
| c Total from continuation sheets to Part VII, Section 17 | | | | | | | | 0. | 0. | | | 0. |
| d Total (add lines 1b and 1c) | | | | | | rocoi | vod | 0. | 0. | oncatio | 'n | 0. |
| from the organization • 0 | to those i | isieu | abuv | ve) v | WHO | recer | veu | more man \$100,00 | o of reportable comp | ensauc | 111 | |
| Tion the organization 0 | | | | | | | | | | | Yes | No |
| 3 Did the organization list any former officer, direct | tor trusts | م ادم |) / Ot | mnl | ٥٧٨٥ | or | hiat | nest compensated | employee | | | |
| on line 1a? If 'Yes,' complete Schedule J for suc | h individu | ial | | | | | | ···· | | . 3 | | X |
| 4 For any individual listed on line 1a, is the sum of | f reportab | le co | mpe | ensa | ition | and | oth | er compensation | from | | | |
| the organization and related organizations greate such individual | er than \$1 | 50,00 | 00? | If '\ | es,' | corr | nple | te Schedule J for | | 4 | | X |
| | | | | | | | | | | | | Λ |
| 5 Did any person listed on line 1a receive or accru for services rendered to the organization? If 'Yes | e comper s,' comple | te So | chea | lule | J fo | r suc | ch p | erson | | . 5 | | X |
| Section B. Independent Contractors | | | | | | | | | | | | |
| 1 Complete this table for your five highest compen compensation from the organization. Report compen | sated ind | epend the ca | dent alen | coi dar | ntrad vear | ctors endi | tha | t received more the or | nan \$100,000 of ganization's tax year | | | |
| | | 110 0 | alcin | uui . | ycui | Crian | iig v | (B) | | | C) | |
| (A) Name and business add | ress | | | | | | | Description of | of services | Comp | ensatio | n |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | - | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 2 Total number of independent contractors (including to | | ited to | o the | se I | ısted | abo | ve) | who received more | than | | | |
| \$100,000 of compensation from the organization | - 0 | | | | | | | | | | | |

| Part VIII | Statement of Revenue | |
|-----------|----------------------|--|
| | 011 | |

| | | Check if Schedule O contains a response or note to any | line in this Part V | III | | |
|--|------------------|--|-----------------------------|---|--|--|
| | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512-514 |
| Contributions, Gifts, Grants and Other Similar Amounts | b c d e | Federated campaigns | | | | |
| ontribi nd Oth | • | Noncash contributions included in lines 1a-1f | | | | |
| <u>ਨੂੰ ਵ</u> | h | Total. Add lines 1a-1f Business Code | 29,350. | | | |
| venue | 2 a | County and City Contribut 711300 | 494,200. | 494,200. | | |
| Program Service Revenue | b c d e | | | | | |
| gra | f | All other program service revenue | | | | |
| Ŗ. | g | Total. Add lines 2a-2f | 494,200. | | | |
| | 3 4 5 | Investment income (including dividends, interest, and other similar amounts). Income from investment of tax-exempt bond proceeds Royalties. | | | | |
| | 6 a b c | (i) Real (ii) Personal Gross rents | | | | |
| | d | Net rental income or (loss) ▶ | | | | |
| | | Gross amount from sales of assets other than inventory Less: cost or other basis and sales expenses 7b (i) Securities (ii) Other 7a 7b | | | | |
| | | Gain or (loss) 7c Net gain or (loss) ► | | | | |
| Other Revenue | 8 a | Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18 | | | | |
| lhe. | | Less: direct expenses 8b | | | | |
| δ | | Net income or (loss) from fundraising events | | | | |
| | | Gross income from gaming activities. See Part IV, line 19 | | | | |
| | С | Net income or (loss) from gaming activities ▶ | | | | |
| | | Gross sales of inventory, less | | | | |
| | | Net income or (loss) from sales of inventory | | | | |
| S | | Business Code | | | | |
| 2 a | 11 a | | | | | |
| ᇍ | b | | | | | |
| Miscellaneous Revenue | | | | | | |
| | | Total. Add lines 11a-11d ▶ | | | | |
| | 12 | Total revenue. See instructions | 523,550. | 494,200. | 0. | 0. |

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

| Do i | not include amounts reported on lines 7b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service | (C) Management and | (D) Fundraising |
|----------|---|--------------------|-------------------------------|------------------------------|---------------------------|
| 1 | Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21. | | expenses | general expenses | expenses |
| 2 | Grants and other assistance to domestic individuals. See Part IV, line 22 | 44,810. | 44,810. | | |
| 3 | Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 | 44,010. | 44,010. | | |
| 4 | Benefits paid to or for members | 684. | 684. | | |
| 5 | Compensation of current officers, directors, trustees, and key employees | 122,692. | 98,154. | 12,269. | 12,269. |
| 6 | Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | 0. | 0. | 0. | 0. |
| 7 | Other salaries and wages | 46,063. | 36,850. | 4,606. | 4,607. |
| 8 | Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) | | | | |
| 9 | Other employee benefits | | | | |
| 10 | Payroll taxes | 17,173. | 13,739. | 1,717. | 1,717. |
| | Fees for services (nonemployees): | | | | |
| | Management | | | | |
| | : Accounting. | | | | |
| | Lobbying | | | | |
| | Professional fundraising services. See Part IV, line 17 | | | | |
| | Investment management fees | | | | |
| g | Other. (If line 11g amount exceeds 10% of line 25, column | 114. | 114. | | |
| 12 | (A) amount, list line 11g expenses on Schedule 0.) Advertising and promotion | 189,400. | 142,050. | | 47,350. |
| 13 | Office expenses | 8,568. | 8,568. | | 47,550. |
| 14 | Information technology | 3,000. | .,,,,,, | | |
| 15 | Royalties | | | | |
| 16 | Occupancy | | | | |
| 17 | Travel | 549. | 412. | | 137. |
| 18 | Payments of travel or entertainment expenses for any federal, state, or local public officials | | | | |
| 19 | Conferences, conventions, and meetings | | | | |
| 20 | Interest | | | | _ |
| 21 | Payments to affiliates | | | | |
| 22 | Depreciation, depletion, and amortization | 715. | 4 68- | | |
| 23 24 | Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e | 1,677. | 1,677. | | |
| _ | expenses on Schedule O.) | 10.050 | 15.000 | 1 00= | 1 00= |
| _ | Rent | 19,950. | 15,960. | 1,995. | 1,995. |
| | Telephone | 5,312. 5,043. | 3,984. | 4,550. | 1,328. 493. |
| | Legal & Professional Dues & Subscriptions | 3,600. | 3,600. | 4,330. | 493. |
| | All other expenses | 9,074. | 4,263. | 595. | 4,216. |
| | Total functional expenses. Add lines 1 through 24e | 475,424. | 374,865. | 25,732. | 74,112. |
| | Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ► ☐ if following SOP 98-2 (ASC 958-720). | | · | · | · |

| | | Check if Schedule O contains a response or note to | any lii | ne in this Part X | <u></u> | <u></u> | <u></u> |
|----------------------------|------|--|-------------|-------------------|--------------------------|------------|---------------------------|
| | | | | | (A) Beginning of year | | (B) End of year |
| | 1 | Cash - non-interest-bearing | | | 36,856. | 1 | 48,301. |
| | 2 | Savings and temporary cash investments | | | | 2 | |
| | 3 | Pledges and grants receivable, net | | | | 3 | |
| | 4 | Accounts receivable, net | 15,985. | 4 | 56,933. | | |
| | 5 | Loans and other receivables from any current or form trustee, key employee, creator or founder, substantial controlled entity or family member of any of these per | | 5 | | | |
| | 6 | Loans and other receivables from other disqualified posection 4958(f)(1)), and persons described in section | | 6 | | | |
| | 7 | Notes and loans receivable, net | | | | 7 | |
| S | 8 | Inventories for sale or use | | | | 8 | |
| Assets | 9 | Prepaid expenses and deferred charges | | | | 9 | |
| As | 10 a | Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D | 10 a | 22,734. | | | |
| | b | Less: accumulated depreciation | | 20,240. | 3,209. | 10 c | 2,494. |
| | 11 | Investments – publicly traded securities | | 0/2001 | 11 | | |
| | 12 | Investments – other securities. See Part IV, line 11 | | 12 | | | |
| | 13 | Investments – program-related. See Part IV, line 11. | | 13 | | | |
| | 14 | Intangible assets | | 14 | | | |
| | 15 | Other assets. See Part IV, line 11 | 1,050. | 15 | 1,050. | | |
| | 16 | Total assets. Add lines 1 through 15 (must equal line | | F | 57,100. | 16 | 108,778. |
| | 17 | Accounts payable and accrued expenses | | | 1,701. | 17 | 2,022. |
| | 18 | Grants payable | | _ | | 18 | |
| | 19 | Deferred revenue | | <u> </u> | | 19 | |
| | 20 | Tax-exempt bond liabilities | | 20 | | | |
| ē | 21 | Escrow or custodial account liability. Complete Part I | | 21 | | | |
| Liabilities | 22 | Loans and other payables to any current or former off key employee, creator or founder, substantial contribu- controlled entity or family member of any of these per | | 22 | | | |
| | 23 | Secured mortgages and notes payable to unrelated th | ties | | 23 | | |
| | 24 | Unsecured notes and loans payable to unrelated third | parties | ; | | 24 | |
| | 25 | Other liabilities (including federal income tax, payable and other liabilities not included on lines 17-24). Com | 370. | 25 | 3,601. | | |
| | 26 | Total liabilities. Add lines 17 through 25 | | | 2,071. | 26 | 5,623. |
| ces | | Organizations that follow FASB ASC 958, check here and complete lines 27, 28, 32, and 33. | > | | | | |
| a | 27 | | | | | 27 | |
| Bal | 28 | Net assets with donor restrictions | | H- | | 28 | |
| Net Assets or Fund Balance | | Organizations that do not follow FASB ASC 958, che and complete lines 29 through 33. | | | | | |
| <u>-</u> | 29 | Capital stock or trust principal, or current funds | | | 22,978. | 29 | 22,978. |
| Ω | 30 | Paid-in or capital surplus, or land, building, or equipm | _ | 22,310. | 30 | 22,310. | |
| Š | 31 | Retained earnings, endowment, accumulated income, | _ | 32,051. | 31 | 80,177. | |
| Ä | 32 | Total net assets or fund balances | | <u> </u> | 55,029. | 32 | 103,155. |
| Ne l | 33 | Total liabilities and net assets/fund balances | | <u> </u> | 57,100. | 33 | 108,778. |
| _ | - 33 | rotal habilities and not assets/fully balances | | | 37,100. | J J | 100,110. |

BAA TEEA0111L 10/07/20 Form **990** (2020)

| | () Vibio nicoup i chimbara | == = = = = | - | | 9 - | |
|---|--|------------|------|----------------|--------|--|
| Par | t XI Reconciliation of Net Assets | | | | | |
| | Check if Schedule O contains a response or note to any line in this Part XI. | | | | | |
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | | 5 | 23,5 | 550. | |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | | 4 | 75,4 | 124. | |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | _ | | 48,1 | L26. | |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A)) | 4 | | 55,0 |)29. | |
| 5 Net unrealized gains (losses) on investments | | | | | | |
| 6 | Donated services and use of facilities | 6 | | | | |
| 7 | Investment expenses | | | | | |
| 8 | Prior period adjustments | 8 | | | | |
| 9 | Other changes in net assets or fund balances (explain on Schedule O) | 9 | | | 0. | |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, | | | | | |
| | column (B)) | 10 | 1 | .03,1 | L55. | |
| Par | t XII Financial Statements and Reporting | | | | | |
| | Check if Schedule O contains a response or note to any line in this Part XII | | | | | |
| | | | | Yes | No | |
| 1 | Accounting method used to prepare the Form 990: Cash X Accrual Other | | | | | |
| If the organization changed its method of accounting from a prior year or checked 'Other,' explain in Schedule O. | | | | | | |
| 2a Were the organization's financial statements compiled or reviewed by an independent accountant? | | | | | | |
| If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: Separate basis Consolidated basis Both consolidated and separate basis | | | | | | |
| ŀ | Were the organization's financial statements audited by an independent accountant? | | . 2b | | Х | |
| | If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: Separate basis Consolidated basis Both consolidated and separate basis | ate | | | | |
| c If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? | | | | | | |
| If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O. | | | | | | |
| 3 a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? | | | | | | |
| ŀ | If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits | | . 3b | | | |
| BAA | TEEA0112L 10/19/20 | | Forn | 1 990 (| (2020) | |

SCHEDULE D (Form 990)

Supplemental Financial Statements

► Complete if the organization answered 'Yes' on Form 990,
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

► Attach to Form 990.

► Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

Open to Public Inspection
Employer identification number

Department of the Treasury Internal Revenue Service Name of the organization

| Vis | sit Kitsap Peninsula | | | 91-1146544 |
|-----|---|--|--|--|
| Par | TI Organizations Maintaining Dono | r Advised Funds or Other S | Similar Funds or Acc | counts. |
| | Complete if the organization ansv | | · | |
| _ | | (a) Donor advised fund | s (b) F | funds and other accounts |
| 1 | Total number at end of year | | | |
| 2 | Aggregate value of contributions to (during year). | | | |
| 3 | Aggregate value of grants from (during year) | | | |
| 4 | Aggregate value at end of year | | | |
| 5 | Did the organization inform all donors and don are the organization's property, subject to the | | | |
| 6 | Did the organization inform all grantees, donor for charitable purposes and not for the benefit | rs, and donor advisors in writing the | nat grant funds can be us | sed only |
| | impermissible private benefit? | | | Yes No |
| Par | t II Conservation Easements. | - | | |
| | Complete if the organization answ | wered 'Yes' on Form 990, P | art IV, line 7. | |
| 1 | Purpose(s) of conservation easements held by | the organization (check all that a | pply). | |
| | Preservation of land for public use (for examp | ole, recreation or education) | Preservation of a histo | orically important land area |
| | Protection of natural habitat | | Preservation of a certi | fied historic structure |
| | Preservation of open space | | | |
| 2 | Complete lines 2a through 2d if the organization h last day of the tax year. | neld a qualified conservation contribu | tion in the form of a conser | vation easement on the |
| | last day of the tax year. | | | Held at the End of the Tax Year |
| á | a Total number of conservation easements | | 2a | |
| ŀ | Total acreage restricted by conservation easer | ments | 2b | |
| | Number of conservation easements on a certif | | | |
| | d Number of conservation easements included in | n (c) acquired after 7/25/06, and n | ot on a historic | |
| | structure listed in the National Register | | 2d | |
| 3 | Number of conservation easements modified, tran tax year ► | isferred, released, extinguished, or te | erminated by the organization | on during the |
| 4 | Number of states where property subject to conse | rvation easement is located > | | |
| 5 | Does the organization have a written policy reg | garding the periodic monitoring, in | spection, handling of vio | lations, |
| • | and enforcement of the conservation easemen | | | |
| 6 | Staff and volunteer hours devoted to monitoring, in | nspecting, nandling of violations, and | a enforcing conservation ea | sements during the year |
| 7 | Amount of expenses incurred in monitoring, inspe ▶\$ | ecting, handling of violations, and enf | orcing conservation easem | ents during the year |
| 8 | Does each conservation easement reported or and section 170(h)(4)(B)(ii)? | n line 2(d) above satisfy the require | ements of section 170(h) | (4)(B)(i) Yes No |
| 9 | In Part XIII, describe how the organization rep include, if applicable, the text of the footnote t conservation easements. | orts conservation easements in its to the organization's financial state | s revenue and expense st ements that describes the | tatement and balance sheet, and e organization's accounting for |
| Par | Organizations Maintaining Collection Complete if the organization answ | ctions of Art, Historical Tre wered 'Yes' on Form 990, P | asures, or Other Sir art IV, line 8. | nilar Assets. |
| 1 a | a If the organization elected, as permitted under historical treasures, or other similar assets hel Part XIII the text of the footnote to its financia | ld for public exhibition, education. | or research in furtherance | d balance sheet works of art, e of public service, provide in |
| ŀ | o If the organization elected, as permitted under historical treasures, or other similar assets held for following amounts relating to these items: | FASB ASC 958, to report in its representation, education, or res | evenue statement and ba earch in furtherance of pub | lance sheet works of art, lic service, provide the |
| | (i) Revenue included on Form 990, Part VIII, | | | |
| | (ii) Assets included in Form 990, Part X | | | · |
| | If the organization received or held works of art, h amounts required to be reported under FASB A | ASC 958 relating to these items: | | |
| | a Revenue included on Form 990, Part VIII, line | | | |
| | Assets included in Form 990, Part X | <u></u> | <u></u> | ▶\$ |

| Part III Organizations Maintaining Colle | ections of Art, Histo | orical Treasures, or | Other Similar Ass | sets (continu | ıed) |
|--|---|---------------------------------|------------------------------|----------------------|-----------|
| 3 Using the organization's acquisition, accession, a items (check all that apply): | and other records, check a | ny of the following that m | nake significant use of its | collection | |
| a Public exhibition | d Loan | or exchange program | | | |
| b Scholarly research | e Other | | | | |
| c Preservation for future generations | _ | | | | |
| 4 Provide a description of the organization's collect Part XIII. | tions and explain how they | further the organization! | s exempt purpose in | | |
| 5 During the year, did the organization solicit o to be sold to raise funds rather than to be ma | intained as part of the c | rganization's collection | ? | Yes | No |
| Escrow and Custodial Arranger line 9, or reported an amount or | nents. Complete if the Form 990, Part X, | the organization and line 21. | swered 'Yes' on Fo | ırm 990, Par | t IV, |
| 1 a Is the organization an agent, trustee, custodion Form 990, Part X? | an or other intermediary | for contributions or other | er assets not included | Yes | No |
| b If 'Yes,' explain the arrangement in Part XIII | | | | | |
| | | | | Amount | |
| c Beginning balance | | | 1c | | |
| d Additions during the year | | | 1 d | | |
| e Distributions during the year | | | 1e | | |
| f Ending balance | | | | | |
| 2 a Did the organization include an amount on Fo | orm 990, Part X, line 21, | for escrow or custodial | account liability? | Yes | No |
| b If 'Yes,' explain the arrangement in Part XIII. | Check here if the explar | nation has been provide | ed on Part XIII | | |
| | | | | | |
| Part V Endowment Funds. Complete if | | | | | |
| (a) Curren | t year (b) Prior yea | r (c) Two years back | (d) Three years back | (e) Four year | s back |
| 1 a Beginning of year balance | | | | | |
| b Contributions | | | | | |
| c Net investment earnings, gains, and losses | | | | | |
| d Grants or scholarships | | | | | |
| e Other expenditures for facilities and programs | | | | | |
| f Administrative expenses | | | | | |
| g End of year balance | | 4 | | | |
| 2 Provide the estimated percentage of the curre | ent year end balance (lir | ne Ig, column (a)) held | as: | | |
| a Board designated or quasi-endowment ► | <u> </u> | | | | |
| | 5 | | | | |
| • 101111 01140111110111 | arval 1000/ | | | | |
| The percentages on lines 2a, 2b, and 2c should | equal 100%. | | | | |
| 3 a Are there endowment funds not in the possessio | n of the organization that a | are held and administered | for the | V | |
| organization by: (i) Unrelated organizations | | | | Yes | No |
| (ii) Related organizations | | | | 3a(i) | |
| b If 'Yes' on line 3a(ii), are the related organizations | | | | 3a(ii) 3b | |
| 4 Describe in Part XIII the intended uses of the | · · | | | . 30 | |
| | | ant iunus. | | | |
| Part VI Land, Buildings, and Equipment Complete if the organization and | | m 000 Part IV lina | 11a Soo Form 90 | In Part V Ii | no 10 |
| | | | | | |
| Description of property | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book va | alue |
| 1 a Land | (mvesument) | DUSIS (ULITI) | acpreciation | | |
| b Buildings. | | | | | |
| c Leasehold improvements | | | | | |
| d Equipment | | 6,473. | 6,473. | | 0. |
| e Other | | 16,261. | 13,767. | 2 | ,494. |
| Total. Add lines 1a through 1e. (Column (d) must e | | | | | ,494. |
| 5 (2.2.2 (2.7.1.1.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2. | | • // // ' | | | <u>, </u> |

BAA Schedule D (Form 990) 2020

| Investments - Other Securities. Complete if the organization answered | l'Ves' on Form 99 | N/A Deart IV line 11b See Form 9 | 00 Part V line 12 |
|--|-----------------------------------|--|------------------------|
| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of valuation: Cost or end-of | |
| (1) Financial derivatives | (4, 2333 1333 | (c) mountain or tunnament occit or only or | |
| (2) Closely held equity interests. | | | |
| (3) Other | | | |
| (A) | | | |
| (B) | | | |
| (C) | | | |
| (D) | | | |
| (E) | | | |
| (F) | | | |
| (G) | | | |
| (H) | | | |
| (l) | | | |
| Total. (Column (b) must equal Form 990, Part X, column (B) line 12.) ▶ | • | | |
| Part VIII Investments — Program Related. | | N/A | 20 5 1 1/ 1: 10 |
| Complete if the organization answered | | 0, Part IV, line 11c. See Form 99 | 30, Part X, line 13 |
| (a) Description of investment | (b) Book value | (c) Method of valuation: Cost or end- | or-year market value |
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| <u>(8)</u> (9) | | | |
| (10) | | | |
| Total. (Column (b) must equal Form 990, Part X, column (B) line 13.) • | • | | |
| Part IX Other Assets. | N/A | | |
| Complete if the organization answered | | 0, Part IV, line 11d. See Form 99 | |
| | scription | | (b) Book value |
| (1) | | | |
| <u>(2)</u> (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |
| (10) | | | |
| Total. (Column (b) must equal Form 990, Part X, column (| B) line 15.) | ▶ | |
| Part X Other Liabilities. | Form 000 Part IV line 1 | 10 or 11f Con Form 000 Bort V line 2F | |
| Complete if the organization answered 'Yes' on F 1. (a) Description | form 990, Part IV, line I | TE OF THE SEE POINT 930, PAIL A, TIME 25. | (b) Book value |
| (1) Federal income taxes | iption of hability | | (b) Book value |
| (2) Other Payroll | | | -1,020. |
| (3) Payroll Taxes Payable | | | 4,621. |
| (4) | | | • |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |
| (10) | | | |
| (11) | | > | 2 (01 |
| Total. (Column (b) must equal Form 990, Part X, column (B) line 25.) | | | 3,601. |
| 2. Liability for uncertain tax positions. In Part XIII, provide the text of the fo | intrinta to the organization's fi | nancial statements that reports the ergonization's ! | ighility for uncortain |

| Part | • | | eturn. N/A |
|------------|--|---------------------------------------|-------------|
| | Complete if the organization answered 'Yes' on Form 990, Pa | · · · · · · · · · · · · · · · · · · · | |
| 1 | otal revenue, gains, and other support per audited financial statements | | 1 |
| 2 / | mounts included on line 1 but not on Form 990, Part VIII, line 12: | | |
| a١ | let unrealized gains (losses) on investments | 2 a | |
| b [| Oonated services and use of facilities | 2 b | |
| c F | Recoveries of prior year grants | 2 c | |
| d (| Other (Describe in Part XIII.) | 2 d | |
| е А | Add lines 2a through 2d | | 2 e |
| 3 3 | Subtract line 2e from line 1 | | 3 |
| 4 / | mounts included on Form 990, Part VIII, line 12, but not on line 1: | | |
| a l | nvestment expenses not included on Form 990, Part VIII, line 7b | 4a | |
| b (| Other (Describe in Part XIII.) | 4 b | |
| c A | add lines 4a and 4b | | 4 c |
| 5 | otal revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) | | 5 |
| Part | II Reconciliation of Expenses per Audited Financial Statemen | ts With Expenses per l | Return. N/A |
| | Complete if the organization answered 'Yes' on Form 990, Pa | art IV, line 12a. | |
| 1 | otal expenses and losses per audited financial statements | | 1 |
| 2 / | mounts included on line 1 but not on Form 990, Part IX, line 25: | | |
| a [| Oonated services and use of facilities | 2 a | |
| b F | Prior year adjustments | 2 b | |
| c (| Other losses | 2 c | |
| d (| Other (Describe in Part XIII.) | 2 d | |
| е А | Add lines 2a through 2d | | 2 e |
| 3 9 | Subtract line 2e from line 1 | | 3 |
| 4 / | mounts included on Form 990, Part IX, line 25, but not on line 1: | | |
| | nvestment expenses not included on Form 990, Part VIII, line 7b | 4a | |
| | Other (Describe in Part XIII.) | | |
| c A | Add lines 4a and 4b | | 4 c |
| 5 | otal expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.). | | 5 |
| Part | XIII Supplemental Information. | | |

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part XI, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

BAA Schedule D (Form 990) 2020

SCHEDULE I (Form 990)

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered 'Yes' on Form 990, Part IV, line 21 or 22.

OMB No. 1545-0047

Open to Public

Department of the Treasury Internal Revenue Service ► Attach to Form 990.
► Go to www.irs.gov/Form990 for the latest information.

Name of the organization Employer identification number 91-1146544 Visit Kitsap Peninsula Part I General Information on Grants and Assistance 1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?..... X No 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States. Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered 'Yes' on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed. (c) IRC section (b) EIN (d) Amount of cash grant (f) Method of valuation 1 (a) Name and address of organization (e) Amount of non-cash (a) Description of (h) Purpose of grant or government (book, FMV, appraisal, noncash assistance assistance or assistance 2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 3 Enter total number of other organizations listed in the line 1 table.....

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of noncash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of noncash assistance |
|---------------------------------|--------------------------|--------------------------|----------------------------------|---|---------------------------------------|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

BAA Schedule I (Form 990) 2020

SCHEDULE 0 (Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

► Attach to Form 990 or 990-EZ.

► Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047 2020

Open to Public Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Visit Kitsap Peninsula

Employer identification number 91-1146544

Form 990, Part I, Line 1 - Organization Mission or Significant Activities

To create positive economic growth and development on the Kitsap Peninsula by effectively marketing the area as a world-class visitor destination. effectively promoting and supporting tourism, the organization helps small businesses and promotes a better quality of life.

Form 990, Part III, Line 1 - Organization Mission

To create positive economic growth and development on the Kitsap Peninsula by effectively marketing the area as a world-class visitor destination. effectively promoting and supporting tourism, the organization helps small businesses and promotes a better quality of life.

Form 990, Part VI, Line 11b - Form 990 Review Process

No review was or will be conducted.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

No other documents available to the public.

FORM 990. PART I. LINE 1. DESCRIPTION OF ORGANIZATION MISSION:

MARKETING THE AREA AS A WORLD-CLASS VISITOR DESTINATION. THROUGH EFFECTIVELY PROMOTING AND SUPPORTING TOURISM, THE ORGANIZATION HELPS SMALL BUSINESSES AND PROMOTES A BETTER QUALITY OF LIFE.

FORM 990, PART VI, SECTION B, LINE 11B:

THE GOVERNING BODY WAS PROVIDED A COPY OF FORM 990 FOR REVIEW INCLUDING OPPORTUNITIES FOR ANY COMMENTS OR QUESTIONS TO BE PRESENTED AND ANSWERED BEFORE FILING.

FORM 990, PART VI, SECTION C, LINE 19:

GOVERNING DOCUMENTS AND FINANCIAL STATEMENTS ARE KEPT IN THE ORGANIZATION'S OFFICE. THE ORGANIZATION MAKES THEIR DOCUMENTS AVAILABLE TO THE PUBLIC UPON REQUEST.

| Name of the organization | Employer identification number |
|--------------------------|--------------------------------|
| Visit Kitsap Peninsula | 91-1146544 |

WWW.VISITKITSAP.COM.

Adjustment to Fund Balance Part XI

The prior CPA made an unsupported entry when recording the 2017 Net Income that was \$17,400 higher than it should have been. This adjustment is made to correctly state the Fund Balance at the end of 2018.

August 5, 2021

CITY OF BREMERTON CONTRACT ADMINISTRATOR 345 6TH ST STE 100 BREMERTON WA 98337-1891

Account Information:

Policy Holder Details: VISIT KITSAP PENINSULA



Business Service Center

Business Hours: Monday - Friday (7AM - 7PM Central Standard Time)

Phone: (866) 467-8730 **Fax:** (888) 443-6112

Email: agency.services@thehartford.com **Website:** https://business.thehartford.com

Enclosed please find a Certificate Of Insurance for the above referenced Policyholder. Please contact us if you have any questions or concerns.

Sincerely,

Your Hartford Service Team



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 08/05/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATIONIS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s)

| containing to the certificate in | Jidor ili lica or Saoir chaorscilic | (3). | | | |
|--|-------------------------------------|--------------------------|---------------------------------|-------------------|----------------|
| PRODUCER | | CONTACT NAME: | | | |
| PROPEL INSURANCE/PHS 52813224 The Hartford Business Service Center 3600 Wiseman Blvd San Antonio, TX 78251 | er | PHONE (A/C, No, Ext): | (866) 467-8730 | FAX (A/C, No): | (888) 443-6112 |
| | | E-MAIL | | | |
| | | ADDRESS: | | | |
| | | | INSURER(S) AFFORDING COVERAGE | | NAIC# |
| INSURED | | INSURER A: | Sentinel Insurance Company Ltd. | | 11000 |
| VISIT KITSAP PENINSULA 9230 BAY SHORE DR NW STE 101 SILVERDALE WA 98383-9162 | | INSURER B: | Twin City Fire Insurance Co | | 29459 |
| | | INSURER C: | | | |
| | | INSURER D: | | | |
| | | INSURER E : | | | |
| | | INSURER F: | | | |
| COVEDAGES | CEDTIFICATE NI IMPED: | | DEVISION NUMBED | | |

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED.NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE

| | TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. | | | | | | | |
|-------------|---|--------------|-----------------|---------------|----------------------------|-----------------------------|---|----------------------------|
| INSR LTR | TYPE OF INSURANCE | ADDL INSR | SUBR WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/Y YYY) | LIMITS | |
| | COMMERCIAL GENERAL LIABILITY | | | | | | EACH OCCURRENCE | \$1,000,000 |
| | CLAIMS-MADE X OCCUR | | | | | | DAMAGE TO RENTED PREMISES (Ea occurrence) | \$1,000,000 |
| | X General Liability | | | | | | MED EXP (Any one person) | \$10,000 |
| Α | | Х | | 52 SBA AE1529 | 03/10/2021 | 03/10/2022 | PERSONAL & ADV INJURY | \$1,000,000 |
| | GEN'L AGGREGATE LIMIT APPLIES PER: | | | | | | GENERAL AGGREGATE | \$2,000,000 |
| | POLICY PRO- JECT X LOC | | | | | | PRODUCTS - COMP/OP AGG | \$2,000,000 |
| | OTHER: | | | | | | | |
| | AUTOMOBILE LIABILITY | | | | | | COMBINED SINGLE LIMIT (Ea accident) | \$1,000,000 |
| | ANY AUTO | | | | | | BODILY INJURY (Per person) | |
| Α | ALL OWNED SCHEDULED AUTOS | X | 52 SBA <i>A</i> | 52 SBA AE1529 | AE1529 03/10/2021 | 03/10/2022 | BODILY INJURY (Per accident) | |
| | X HIRED X NON-OWNED AUTOS | | | | | | PROPERTY DAMAGE (Per accident) | |
| | | | | | | | | |
| | UMBRELLA LIAB OCCUR | | | | | | EACH OCCURRENCE | |
| | EXCESS LIAB CLAIMS- MADE | | | | | | AGGREGATE | |
| | DED RETENTION \$ | | | | | | | |
| | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY | | | | | | PER OTH- STATUTE ER | |
| | ANY Y/N PROPRIETOR/PARTNER/EXECUTIVE | ı | | | | | E.L. EACH ACCIDENT | |
| | OFFICER/MEMBER EXCLUDED? | N/A | | | | | E.L. DISEASE -EA EMPLOYEE | |
| | (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below | | | | | | E.L. DISEASE - POLICY LIMIT | |
| В | Directors & Officers Liability / Employment Practices Liability | | | 52KM035023321 | 05/29/2021 | 05/29/2022 | Each Claim Limit Aggregate Limit | \$1,000,000 \$1,000,000 |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Those usual to the Insured's Operations. Certificate holder is an additional insured per the Business Liability Coverage Form SS0008 and the Hired Auto and Non Owned Auto Endorsement SS0170, attached to this policy.

| CERTIFICATE HOLDER | CANCELLATION |
|-------------------------|--|
| CITY OF BREMERTON | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED |
| CONTRACT ADMINISTRATOR | BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED |
| 345 6TH ST STE 100 | IN ACCORDANCE WITH THE POLICY PROVISIONS. |
| BREMERTON WA 98337-1891 | AUTHORIZED REPRESENTATIVE |
| | Sugan S. Castaneda |



OGDEN UT 84201-0038

In reply refer to: 0441623249 Jan. 07, 2010 LTR 4168C E0 91-1146544 000000 00

00059546

BODC: TE

KITSAP PENINSULA VISITOR & CONVENTION BUREAU 9481 SILVERDALE WAY NW STE 281 SILVERDALE WA 98383-8524



39624

Employer Identification Number: 91-1146544
Person to Contact: Ms. Barrera
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Dec. 30, 2009, request for information regarding your tax-exempt status.

Our records indicate that your organization was recognized as exempt under section 501(c)(06) of the Internal Revenue Code in a determination letter issued in September 1983.

Because you are not an organization described in section 170(c) of the Code, donors may not deduct contributions made to you. You should advise your contributors to that effect.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Rita A. Leete

Accounts Management II