



**CITY OF SPOKANE PARK BOARD
RIVERFRONT PARK COMMITTEE**

3 p.m. March 8, 2021

WebEx teleconferencing meeting
Riverfront Park Director Jonathan Moog

Committee Members:

- X Nick Sumner – Chair
- Gerry Sperling (Absent/Excused)
- X Hannah Kitz
- X Kevin Brownlee

Park Board:

- X Jennifer Ogden

Parks Staff:

- Jonathan Moog
- Berry Ellison
- Jo-Lynn Brown
- Rhett McCall
- Fianna Dickson
- Amy Lindsey
- Garrett Jones

City of Spokane staff:

- Danielle Arnold

Guests:

- Hal McGlathery
- Chris Wright

Summary

- The committee passed the following recommendations for the Park Board's approval consideration:
 - Initiating a process to more prominently recognize King Cole within Riverfront
 - Riverfront Park Big Belly amendment #3 for refuse/recycling receptacles (\$11,680.00 plus tax)
 - LaRiviere Inc./North bank playground change order #10 (\$154,229.54, tax inclusive) from administrative reserve and project contingency
- The Riverfront Park redevelopment budget-to-actual update was presented.
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- The February 2021 operations report was presented.
- 2021/2022 sponsorship opportunities were presented as an informational item with a request that was approved to present the material to the full Park Board at the March 11, 2021 meeting

The next regularly scheduled Riverfront Park Committee meeting is set for 4 p.m. April 5, 2021.

Minutes

The meeting was called to order at 3:00 p.m. by committee member Kevin Brownlee. Due to the lack of a quorum at 3pm, a one-hour recess was called until 4pm when a quorum would be available.

The meeting was reconvened and called to order at 4:00 p.m. by committee chair Nick Sumner

Public comment: None

Action Items:

- A. [Resolution to commemorate King Cole](#) – *Garrett Jones and Jennifer Ogden* presented. In January the committee was presented a discussion item to provide prominent recognition of King Cole in Riverfront Park. A resolution was drafted and presented at the current committee meeting with some specific ways in which this recognition could occur. Discussion that the specifics of the resolution might constrain the process to these parameters. The resulting motion was an endorsement of beginning a process for recognition and not a motion to endorse the resolution itself, providing the Park Board an open-ended process to follow. It was suggested that the framework of the resolution could be used as the process develops.
- **Motion #1** – Nick Sumner moved to endorse a process to provide prominent recognition of King Cole in Riverfront Park.

Hannah Kitz seconded.

The motion carried with unanimous consent (3-0 vote).

The committee agreed to place this as a regular action item on the agenda at the March 11 Park Board meeting.

- B. [Riverfront Park Big Belly amendment #3 for refuse/recycling receptacles \(\\$11,680.00 plus tax\)](#) – *Jonathan Moog* presented. This amendment is the last addition for Big Belly refuse/recycling units providing 3 for the North bank and 2 for the Pavilion.
- **Motion #2** – Nick Sumner moved to recommend Riverfront Park Big Belly amendment #3 for refuse/recycling receptacles (\$11,680.00 plus tax) be approved to submit to the Park Board

Hannah Kitz seconded.

The motion carried with unanimous consent (3-0 vote).

The committee agreed to place this as a regular action item on the agenda at the March 11 Park Board meeting.

- C. [LaRiviere Inc./North bank playground change order #10 \(\\$154,299.54, tax inclusive\) from administrative reserve and project contingency](#) – *Berry Ellison* presented. This change order provides for value-added improvements including: 1) splash pad permit-required design changes; 2) haul & export contaminated soils; 3) replace half of seeded lawn area

with sod; 4) add concrete sidewalks at parking lot connection to trail; 5) add exterior lighting to restroom canopy; 6) add bollards at electrical transformer; 7) add electrical boxes adjacent to 5 floodlights; 8) seal & fill cracks on "Dino Bone" sculpture; 9) add pull strings to IT/Communications conduits; 10) extended general conditions to April 30, 2021; 11) place and shape soil near Lilac Butterfly; 12) add pressure relief valve to M&O plumbing system; 13) paint entrance curbs red; 14) credit for reduced fencing and add thicker baseboard to M&O building warehouse area; 15) M&O roofing credit for minor modification; and 16) tax credits on deductive change orders.

- **Motion #3** – Nick Sumner moved to recommend the LaRiviere Inc./North bank playground change order #10 (\$154,299.54, tax inclusive) from administrative reserve and project contingency be approved to submit to the Park Board

Kevin Brownlee seconded.

The motion carried with unanimous consent (3-0 vote).

The committee agreed to place this as a regular action item on the agenda at the March 11 Park Board meeting.

Due to scheduling conflicts that arose with the hour-long recess of the meeting, standing reports were given before the informational item, with the Riverfront Park Redevelopment update going first.

Standing report items:

- A. [Riverfront Park Redevelopment update](#) – *Danielle Arnold* presented the Riverfront Park redevelopment monthly update. \$750,000 in expenditures was processed in February. Under 1% of the bond remains.
- B. [Operations report](#) – *Jonathan Moog* presented the February operations report. Highlights for the month included: 1) the Looft Carrousel reopened on March 1, with over 2,500 guests in the first week of opening exceeding riders during the same week in 2019 and 2020 by over 1,000, 2) the Ice season ended on February 28 with over 20,000 in attendance for the season, 3) the Sweetheart Special promotion on Valentine's Day saw 444 people take advantage of it, 4) the Cultural Awareness event in partnership with council member Wilkerson, the Carl Maxey Center, and the Downtown Spokane Partnership recognizing Black History Month and cultural awareness, with 537 people getting a free ride on the Numerica SkyRide, 5) the Spring Farmer's Market will begin on April 7, and 6) Riverfront Moves, the spring and summer fitness series will kick off on March 16.

Discussion items:

- A. [2021/2022 sponsorship opportunities](#) – *Amy Lindsey* presented. Amy provided an overview of the 2021 Community Engagement activities slated for 2021 and gave an overview of the sponsorship opportunities available in Riverfront and how sponsorships are handled. It was requested and accepted to present this discussion items to the full Park Board at the March 11 meeting.

Adjournment: The meeting was adjourned at 5:14 p.m.

The next regularly scheduled Riverfront Park Committee meeting is set for 4 p.m. April 5, 2021.

Spokane Park Board

Briefing Paper



Committee	Riverfront Park Committee		
Committee meeting date	March 8, 2021		
Requester	Jonathan Moog	Phone number: 625-6243	
Type of agenda item	<input type="radio"/> Consent	<input type="radio"/> Discussion	<input type="radio"/> Information <input checked="" type="radio"/> Action
Type of contract/agreement	<input type="radio"/> New	<input type="radio"/> Renewal/extension	<input type="radio"/> Amendment/change order <input checked="" type="radio"/> Other
City Clerks file (OPR or policy #)			
Item title: (Use exact language noted on the agenda)	Resolution to commemorate King Cole		
Begin/end dates	Begins:	Ends:	<input checked="" type="checkbox"/> Open ended
Background/history: King Cole was instrumental in developing and promoting the siting of the 1974 World's Fair in Spokane, and through his tireless effort, enthusiasm and vision, Cole succeeded in winning public support for the World's Fair, and convincing the Bureau of International Expositions and other important players in business, government, entertainment and the media, to participate in the Exposition. The proposed resolution seeks to commemorate his efforts and contributions to Spokane.			
Motion wording: Approve resolution to commemorate King Cole			
Approvals/signatures outside Parks: <input type="radio"/> Yes <input checked="" type="radio"/> No If so, who/what department, agency or company: Name: _____ Email address: _____ Phone: _____			
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: Jonathan Moog Grant Management Department/Name: _____			
Fiscal impact: <input type="radio"/> Expenditure <input checked="" type="radio"/> Revenue Amount: _____ Budget code: _____ None			
Vendor: <input type="radio"/> Existing vendor <input type="radio"/> New vendor			
Supporting documents: <input type="checkbox"/> Quotes/solicitation (RFP, RFQ, RFB) <input type="checkbox"/> W-9 (for new contractors/consultants/vendors) <input type="checkbox"/> Contractor is on the City's A&E Roster - City of Spokane <input type="checkbox"/> ACH Forms (for new contractors/consultants/vendors) <input type="checkbox"/> UBI: _____ Business license expiration date: _____ <input type="checkbox"/> Insurance Certificate (min. \$1 million in General Liability)			

CITY OF SPOKANE PARK BOARD

RESOLUTION

A Resolution supporting commissioning and placement of a statue or other commemorative art piece recognizing King Cole.

WHEREAS, under the City Charter, the Spokane Park Board has exclusive jurisdiction and control over city park land and facilities located within and outside the City of Spokane, and

WHEREAS, the Park Board has exclusive jurisdiction and control over Riverfront Park in the center of Spokane, including the newly-renovated Pavilion, informally known as the "U.S. Pavilion" due to its use during the World's Fair Expo '74, and

WHEREAS, the renovated Pavilion has been, and continues to be, an iconic part of the Spokane skyline and symbol of the City, and

WHEREAS, the beginnings of Expo '74 were in 1964, when King Cole arrived In Spokane to assist in the beautification effort for downtown Spokane, then dominated by railyards, railroad tracks and depots on the current site of Riverfront Park, and he promoted the idea of a downtown park as a catalyst for urban renewal, and

WHEREAS, King Cole was instrumental in developing and promoting the siting of the 1974 World's Fair in Spokane, and through his tireless effort, enthusiasm and vision, Cole succeeded in winning public support for the World's Fair, and convincing the Bureau of International Expositions and other important players in business, government, entertainment and the media, to participate in the Exposition, and

WHEREAS, 1974 World's Fair in Spokane, then the smallest city to ever host a World's Fair, was very successful and proved to be an economic and scenic boom for the city of Spokane, and its legacy lasts to this day, and

WHEREAS, while many individuals were instrumental in bringing the World's Fair to Spokane and in securing the site for that purpose, the World's Fair and the resulting Riverfront Park simply would not have happened without the commitment and leadership of King Cole, and

WHEREAS, suitable recognition For King Cole's contribution is long overdue, and

WHEREAS, the Park Board believes a naming option, a commemorative art piece or a statue recognizing King Cole would be appropriate for prominent placement in Riverfront Park, preferably associated with the newly-renovated Pavilion, and

WHEREAS, the 50th anniversary of Expo '74 will arrive in 2024, and the Park Board believes that year would be an ideal time for formally recognizing King Cole, and,

NOW THEREFORE, IT IS HEREBY RESOLVED by the Park Board to endorse a process to provide prominent recognition of King Cole in Riverfront Park, and,

IT IS FURTHER RESOLVED that the Parks Department staff shall create and recommend a process to seek public input and educate the public on King Cole’s contribution to the creation of Riverfront Park, all under the oversight and direction of the Park Board, and with the goal of completing the project by May 2024.

Dated this _____ day of _____, 2021.

Park Board President

Spokane Park Board

Briefing Paper



Committee	Riverfront		
Committee meeting date	Mar. 8, 2021		
Requester	J. Moog	Phone number: 509-625-6243	
Type of agenda item	<input type="radio"/> Consent	<input type="radio"/> Discussion	<input type="radio"/> Information <input checked="" type="radio"/> Action
Type of contract/agreement	<input type="radio"/> New	<input type="radio"/> Renewal/extension	<input checked="" type="radio"/> Amendment/change order <input type="radio"/> Other
City Clerks file (OPR or policy #)	OPR 2018-0028		
Item title: (Use exact language noted on the agenda)	Riverfront Park Big Belly amendment #3 for refuse/recycling receptacles (\$11,680.00 plus tax)		
Begin/end dates	Begins: 4/1/2021	Ends: 3/31/2026	<input type="checkbox"/> Open ended
Background/history:	Our last addition for Riverfront Park Big Belly refuse/recycling units, 3 for the North Bank and 2 for the Pavilion.		
Motion wording:	Riverfront Park Big Belly amendment #3 for refuse/recycling receptacles (\$11,680.00 plus tax)		
Approvals/signatures outside Parks:	<input checked="" type="radio"/> Yes	<input type="radio"/> No	
If so, who/what department, agency or company: Big Belly Solar			
Name: Erin Griffin		Email address: egriffin@bigbelly.com	Phone: 617-209-3837
Distribution:	Parks – Accounting Parks – Pamela Clarke Requester: J. Moog Grant Management Department/Name:		
		JLbrown@spokanecity.org ksharrai@spokanecity.org	
Fiscal impact:	<input checked="" type="radio"/> Expenditure	<input type="radio"/> Revenue	
Amount:	Budget code:		
\$11,680.00			
Vendor:	<input checked="" type="radio"/> Existing vendor	<input type="radio"/> New vendor	
Supporting documents:			
<input type="checkbox"/>	Quotes/solicitation (RFP, RFQ, RFB)	<input type="checkbox"/>	W-9 (for new contractors/consultants/vendors)
<input type="checkbox"/>	Contractor is on the City's A&E Roster - City of Spokane	<input type="checkbox"/>	ACH Forms (for new contractors/consultants/vendors)
<input checked="" type="checkbox"/>	UBI: 604 564 730 Business license expiration date: 1.31.22	<input type="checkbox"/>	Insurance Certificate (min. \$1 million in General Liability)



City of Spokane
CONTRACT ADDENDUM
Title: **RIVERFRONT PARK WASTE RECEPTACLES**

This Contract Addendum is made and entered into by and between the **CITY OF SPOKANE** as ("City"), a Washington municipal corporation, and **BIG BELLY SOLAR, INC.**, whose address is 150 "A" Street, Suite 103, Needham, Massachusetts 02494 as ("**Contractor**"), individually hereafter referenced as a "party", and together as the "parties".

*WHEREAS, the parties entered into a Contract wherein the **Contractor** agreed to provide for the City Networked Solar Compacting Waste Receptacle Replacement; and*

WHEREAS, additional equipment and hardware has been requested for Parks and Recreation designated locations in Riverfront Park, thus the original Contract needs to be formally amended by this written document; and

-- NOW, THEREFORE, in consideration of these terms, the parties mutually agree as follows:

1. CONTRACT DOCUMENTS.

The Contract, dated February 5, 2018, any previous amendments, renewals and/or extensions thereto, are incorporated by reference into this document as though written in full and shall remain in full force and effect except as provided herein.

2. EFFECTIVE TERM.

This Contract Addendum shall become effective on April 1, 2021 and shall end on March 31, 2026.

3. ADDITIONAL WORK.

The Scope of Work in the original Contract is expanded to include the following additional Work:

Five Additional Units with Hardware Configuration and shipping for Riverfront Park.

4. COMPENSATION.

The City shall pay an additional annual amount of **TEN THOUSAND FOUR HUNDRED TEN AND NO/100 DOLLARS (\$10,410.00)**, as well as **ONE THOUSAND TWO HUNDRED SEVENTY AND NO/100 DOLLARS (\$1,270.00)** for shipping for everything furnished and done under this Contract Addendum. This is the maximum amount to be paid under this Addendum, and shall not be exceeded without the prior written authorization of the City, memorialized with the same formality as the original Contract and this document.

IN WITNESS WHEREOF, in consideration of the terms, conditions and covenants contained, or attached and incorporated and made a part, the parties have executed this Contract Addendum by having legally-binding representatives affix their signatures below.

BIG BELLY SOLAR, INC.

CITY OF SPOKANE

By _____
Signature Date

By _____
Signature Date

Type or Print Name

Type or Print Name

Title

Title

Attest:

Approved as to form:

City Clerk

Assistant City Attorney

Attachments that are part of this Agreement:

Executive Summary Proposal



**THIRD ADDENDUM TO
CONNECT SERVICES AGREEMENT**

Reference: Bigbelly Connect Services Agreement No. 10152 by and between the City of Spokane, Washington and Big Belly Solar, LLC dated as of February 20, 2018, as amended by First Addendum (a/k/a “Service Schedule No. 1”) dated as of May 4, 2018 and by Second Addendum (a/k/a “Service Schedule No. 2”) dated April 12, 2019 (together, the “Agreement”).

THIS THIRD ADDENDUM (a/k/a “Service Schedule No. 3”) to the above-referenced Agreement (the “Third Addendum”) is entered into effective as of _____ (the “Third Addendum Effective Date”) by and between the City of Spokane, Washington (the “Customer”) and Big Belly Solar, LLC, a Delaware limited liability company, assignee of Big Belly Solar, Inc. (“Bigbelly”). Capitalized terms not otherwise defined herein shall have the meaning given to them in the Agreement.

WHEREAS, Bigbelly and Customer are parties to the above-referenced Agreement pursuant to which the Customer is presently leasing (a) for a sixty (60) month Term that expires on March 8, 2023, the following Bigbelly Smart Waste Systems: twenty-two (22) HC5/SC5 Double Stations, all with HC Foot Pedal, Ash Tray, and Stub Out Plate; (b) for a sixty (60) month Term that expires on June 14, 2023, the following Bigbelly Smart Waste Systems: fourteen (14) HC5/SC5 Double Stations, all with Side Message Panels and Foot Pedals, and three (3) HC5 Single Stations, all with Side Message Panels and Foot Pedals; and (c) for a sixty (60) month Term that will expire on June 20, 2024, the following Bigbelly Smart Waste Systems: nine (9) HC5/SC5 Double Stations, all with Side Message Panels and Foot Pedals (collectively, the “Existing Equipment”) ; and

WHEREAS, Customer desires to lease, for a sixty (60) month Term five (5) additional HC5/SC5 Double Stations, all with Message Panels and HC Foot Pedals (the “Additional Equipment”).

NOW, THEREFORE, for good and valuable consideration, intending to be legally bound, Bigbelly and Customer agree as follows:

- As of the Third Addendum Effective Date, the Equipment/Hardware Configuration table set forth in the Connect Service Schedule on the first page of the Agreement is amended by adding the Additional Equipment identified below and the related Connect Services Fees and One-Time Fees for the Additional Equipment:

Additional Equipment/Hardware Configuration:	
Qty. 5 HC5/SC5 Double Stations with Message Panels and HC Foot Pedal	
Additional Equipment Connect Services Fees:	
Total Annual System Cost	\$10,410.00
Additional Equipment One-Time Fees:	
Shipping Charges	\$1,270.00
5 Boxes of HC Bags (Box of 50)	\$167.50
2 Boxes of SC Bags (Box of 100)	\$98.00
Existing Equipment Connect Services Fees:	
Total Annual System Cost	\$122,260.92
Existing and Additional Equipment Total Aggregate Monthly System Cost	\$132,670.92

- The Initial Term of the Agreement with respect to the Additional Equipment shall be sixty (60) months, commencing upon the delivery of the Additional Equipment, as the same may be extended or renewed pursuant to the terms and conditions of the Agreement. The Initial Term with respect to the Existing Equipment remains as stated in the Agreement and is unchanged by this Third Addendum.
- Except as modified by this Third Addendum, the Agreement remains unmodified and in full force and effect.

Signature page to follow.

IN WITNESS WHEREOF, the parties have caused this Third Addendum to the Agreement to be executed as of the Third Addendum Effective Date.

Customer: CITY OF SPOKANE, WASHINGTON

BIG BELLY SOLAR, LLC

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Spokane Park Board

Briefing Paper



Committee	Riverfront Park		
Committee meeting date	March 8, 2021		
Requester	Berry Ellison	Phone number: 509-625-6276	
Type of agenda item	<input type="radio"/> Consent	<input type="radio"/> Discussion	<input type="radio"/> Information <input checked="" type="radio"/> Action
Type of contract/agreement	<input type="radio"/> New	<input type="radio"/> Renewal/extension	<input checked="" type="radio"/> Amendment/change order <input type="radio"/> Other
City Clerks file (OPR or policy #)	OPR 2020-0285		
Item title: (Use exact language noted on the agenda)	LaRiviere Inc./North bank playground change order #10 (\$154,299.54, tax inclusive) from administrative reserve and project contingency.		
Begin/end dates	Begins: 3/12/2021	Ends: 06/30/2021	<input type="checkbox"/> Open ended
Background/history: Value-added improvements including: Splash pad permit-required design changes; Haul & export contaminated soils; Replace half of seeded lawn area with sod; Add concrete sidewalks at parking lot connection to trail; Add Exterior lighting to restroom canopy; Add bollards at electrical transformer; Add electrical boxes adjacent to 5 floodlights; Seal & fill cracks on "Dino Bone" sculpture; Add pull strings to IT/Communications conduits; Extended general conditions to April 30, 2021; Place and shape soil near Lilac Butterfly; Add pressure relief valve to M&O plumbing system; Paint entrance curbs red; Credit for reduced fencing and add thicker baseboard to M&O Bldg warehouse area; M&O Roofing credit for minor modification; and Tax credits on deductive change orders.			
Motion wording: Move to approve LaRiviere Inc. north bank playground change order #10 in the amount of \$154,299.54, tax inclusive, from administrative reserve and project contingency.			
Approvals/signatures outside Parks: <input checked="" type="radio"/> Yes <input type="radio"/> No If so, who/what department, agency or company: Name: _____ Email address: mattj@lariviere.co Phone: 208-683-2646			
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: Berry Ellison Grant Management Department/Name:			
Fiscal impact: Expenditure Revenue Amount: _____ Budget code: _____			
Vendor: Existing vendor New vendor			
Supporting documents: Quotes/solicitation (RFP, RFQ, RFB) W-9 (for new contractors/consultants/vendors) Contractor is on the City's A&E Roster - City of Spokane ACH Forms (for new contractors/consultants/vendors) UBI: _____ Business license expiration date: _____ Insurance Certificate (min. \$1 million in General Liability)			

**CITY OF SPOKANE
PARKS AND RECREATION DEPARTMENT
CHANGE ORDER NO. 10**

NAME OF CONTRACTOR: LaRiviere, Inc

PROJECT TITLE: North Bank Playground

PROJECT NUMBER: 5188-19

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DESCRIPTION OF CHANGE:

Item 1: PCO 35 Splash Pad design changes	\$ 12,109.15
Item 2: PCO 41 Add sod in lieu of seed REV 1	\$ 25,295.26
Item 3: PCO 54 Exterior lighting at public restrooms	\$ 4,688.31
Item 4: PCO 56 Add boxes and concrete at 5 floodlights	\$ 2,309.54
Item 5: PCO 57 Pull strings REV 1	\$ 980.92
Item 6: PCO 59 Grading at Butterfly	\$ 8,757.08
Item 7: PCO 60 Paint curbs at entrance	\$ 452.73
Item 8: PCO 62 Haul remaining export material	\$ 44,649.34
Item 9: PCO 63 COP 18 Add concrete and bollards at south driveway	\$ 700.90
Item 10: PCO 64 Add bollards at transformer	\$ 2,702.03
Item 11: PCO 65 COP 17 Dinosaur bone sealer and crack filler	\$ 0.00
Item 12: PCO 66 Extend general conditions through 4/30/21	\$ 50,000.00
Item 13: PCO 67 Add PRV and bypass at M&O	\$ 5,677.92
Item 14: PCO 68 Roofing credit for substitute panel	\$ (2,068.58)
Item 15: PCO 69 Fence credit/add baseboard	\$ 947.54
Item 16: PCO 70 WSST credit on deductive change orders	\$ (2,902.60)

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TOTAL AMOUNT: \$ 154,299.54

CONTRACT SUM (INCLUDES SALES TAX)	
ORIGINAL CONTRACT SUM (INCLUDE ALTERNATES)	\$ 8,454,218.46
NET AMOUNT OF PREVIOUS CHANGE ORDERS	\$ 904,530.28
CURRENT CONTRACT AMOUNT	\$ 9,358,748.74
CURRENT CHANGE ORDER (INCLUDES SALES TAX)	\$ 154,299.54
REVISED CONTRACT SUM	\$ 9,513,048.28

CONTRACT COMPLETION DATE	
ORIGINAL CONTRACT COMPLETION DATE	11/16/20
CURRENT COMPLETION DATE	06/30/21
REVISED COMPLETION DATE	NA

Contractor's Acceptance: _____ Date: _____

City Approval: _____ Date: _____

Attest: _____ City Clerk

Pre-Approved as to form: James Richman, Assistant City Attorney

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 035 Splash Pad Design Changes

Scope of change: Revisions From Budget To Final Splash Pad Design

Credits From Original Budget:

Landscaping Allowance
 Original Pipe and Drain Budgets
 Steel Gate - No longer requested
 TPC Installation Oversight - Splash pad installation by LaRiviere will be inspected by Water Odyssey including complete functional testing, startup and owner training.

Revisions From Original Budget:

Added SP drain and requirement to use maintenance minimizer model.
 Additions of pipe drain manifold, skid drains, cleanouts and actual pipe purchase.
 Furnish & Install Startup Chemicals & Media
 Planting revisions
 Boulder revisions
 Added QCV

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$1,386.21
Total Charges for Material - from page two (2)	\$8,894.24
Total Charges for Equipment - from page two (2)	\$552.00
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$10,832.45
Bond -	\$135.41
Liability Insurance -	\$119.16
Builders Risk Insurance -	\$32.50
TOTAL	\$11,119.51
Washington State Sales Tax 8.9%	\$989.64
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$12,109.15

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 2/16/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 041 Sod Upcharge REV1

Scope of change:

Contractor requested to replace hydroseed with SOD at lawn areas.

Highlighted areas on attached drawings will remain hydroseed as specified.
 All other lawn areas will receive SOD.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$10,760.32
Total Charges for Material - from page two (2)	\$11,868.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$22,628.32
Bond -	\$282.85
Liability Insurance -	\$248.91
Builders Risk Insurance -	\$67.88
TOTAL	\$23,227.97
Washington State Sales Tax 8.9%	\$2,067.29
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$25,295.26

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 2/22/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 054 Canopy Lighting REV1

Scope of change:
 Contractor requested to add lighting under the restroom canopy

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$278.91
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$3,915.10
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$4,194.01
Bond -	\$52.43
Liability Insurance -	\$46.13
Builders Risk Insurance -	\$12.58
TOTAL	\$4,305.15
Washington State Sales Tax 8.9%	\$383.16
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$4,688.31

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 1/8/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 056 Uplighting Adder

Scope of change:

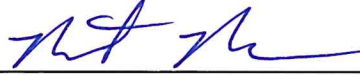
Installation instructions for owner furnished uplighting require J-boxes, concrete and gravel drain sections that were not known to the electrical contractor when initially priced. Electrical contractor requesting a change for the additional components of the installation.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$0.00
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$2,066.04
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$2,066.04
Bond -	\$25.83
Liability Insurance -	\$22.73
Builders Risk Insurance -	\$6.20
TOTAL	\$2,120.79
Washington State Sales Tax 8.9%	\$188.75
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$2,309.54

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 12/18/20
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 057 Pull Strings REV1

Scope of change:
 Provide pull strings in IT conduits not required by contract documents.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$0.00
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$877.50
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$877.50
Bond -	\$10.97
Liability Insurance -	\$9.65
Builders Risk Insurance -	\$2.63
TOTAL	\$900.75
Washington State Sales Tax 8.9%	\$80.17
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$980.92

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 2/11/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 059 Butterfly Grading

Scope of change:

Move excess soil from the playground site to the butterfly area and grade.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$3,759.35
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$4,074.45
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$7,833.80
Bond -	\$97.92
Liability Insurance -	\$86.17
Builders Risk Insurance -	\$23.50
TOTAL	\$8,041.39
Washington State Sales Tax 8.9%	\$715.68
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$8,757.08

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 1/19/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 060 Curb Marking

Scope of change:

Contractor requested to paint curbs red along North River Drive to indicate no parking

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$0.00
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$405.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$405.00
Bond -	\$5.06
Liability Insurance -	\$4.46
Builders Risk Insurance -	\$1.22
TOTAL	\$415.73
Washington State Sales Tax 8.9%	\$37.00
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$452.73

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 1/21/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____

Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 062 Impacted Soil Disposal

Scope of change:

Dispose of remaining impacted soil to Waste Management Graham Road Facility

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$5,322.87
Total Charges for Material - from page two (2)	\$27,400.43
Total Charges for Equipment - from page two (2)	\$7,218.55
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$39,941.85
Bond -	\$499.27
Liability Insurance -	\$439.36
Builders Risk Insurance -	\$119.83
TOTAL	\$41,000.31
Washington State Sales Tax 8.9%	\$3,649.03
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$44,649.34

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 1/25/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____

Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 063 COP 18 Sidewalk

Scope of change:

COP requests contractor to adjust grades and place ADA compliant sidewalk in place of asphalt at the south entrance to the parking lot.


Owner to furnish and place traffic control planter.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$697.02
Total Charges for Material - from page two (2)	\$166.75
Total Charges for Equipment - from page two (2)	\$40.25
Total Allowable Charges for Subcontractors - from page two (2)	(\$277.02)
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$627.00
Bond -	\$7.84
Liability Insurance -	\$6.90
Builders Risk Insurance -	\$1.88
TOTAL	\$643.62
Washington State Sales Tax 8.9%	\$57.28
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$700.90

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 1/27/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 064 Transformer Bollards

Scope of change:

Add (3) 8" bollards at transformer per Avista requirements.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$1,255.65
Total Charges for Material - from page two (2)	\$1,121.25
Total Charges for Equipment - from page two (2)	\$40.25
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$2,417.15
Bond -	\$30.21
Liability Insurance -	\$26.59
Builders Risk Insurance -	\$7.25
TOTAL	\$2,481.20
Washington State Sales Tax 8.9%	\$220.83
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$2,702.03

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 1/27/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 065 COP 17 Bone Sculpture

Scope of change:

COP 17 requests epoxy crack injection and staining of the bone sculpture

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$139.52
Total Charges for Material - from page two (2)	\$80.50
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$810.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$1,030.02
Bond -	\$12.88
Liability Insurance -	\$11.33
Builders Risk Insurance -	\$3.09
TOTAL	\$1,057.31
Washington State Sales Tax 8.9%	\$94.10
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$1,151.41

Contract Pricing Certification:

\$0.00

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 1/27/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 066 Extended General Conditions REV1

Scope of change:

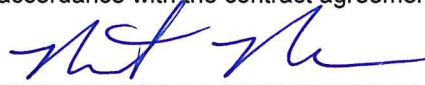
Extended general conditions for additional 4 month project duration.
 Contract extended from November 16 to May 1st. No work in February

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$33,587.20
Total Charges for Material - from page two (2)	\$11,139.25
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$44,726.45
Bond -	\$559.08
Liability Insurance -	\$491.99
Builders Risk Insurance -	\$136.16
TOTAL	\$45,913.68
Washington State Sales Tax 8.9%	\$4,086.32
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$50,000.00

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 2/25/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 067 RFI72 Added PRV

Scope of change:

RFI#72 requests pricing to add a PRV and bypass to the domestic water system in the M&O building.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$117.76
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$4,961.52
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$5,079.28
Bond -	\$63.49
Liability Insurance -	\$55.87
Builders Risk Insurance -	\$15.24
TOTAL	\$5,213.88
Washington State Sales Tax 8.9%	\$464.04
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$5,677.92

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 2/3/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 068 Roofing Credit

Scope of change:
 Credit for reduced labor costs associated with wider approved roof panels.

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	(\$1,899.52)
Total Charges for Material - from page two (2)	\$0.00
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	(\$1,899.52)
TOTAL	(\$1,899.52)
Washington State Sales Tax 8.9%	(\$169.06)
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	(\$2,068.58)

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 2/11/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 069 Fence Credit & Baseboard

Scope of change:

Credit for approved 6 foot fence & gate in place of 8 foot.

Remove rubber base and install pressure treated 2x6 baseboard to cover foundation insulation.
 2x6 to be plain wood - no paint

RECAP OF CHANGE ORDER PRICING DETAIL

Total Charges for Labor and Labor Burden - from page two (2)	\$1,233.89
Total Charges for Material - from page two (2)	(\$386.25)
Total Charges for Equipment - from page two (2)	\$0.00
Total Allowable Charges for Subcontractors - from page two (2)	\$0.00
Total Allowable Charges for time impacts - from page two (2)	\$0.00
Subtotal	\$847.64
Bond -	\$10.60
Liability Insurance -	\$9.32
Builders Risk Insurance -	\$2.54
TOTAL	\$870.10
Washington State Sales Tax 8.9%	\$77.44
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	\$947.54

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by: 
 Matt Nason, Project Manager

Date Submitted: 2/16/21

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

Contractor: LARIVIERE INC.
 Project: North Bank Playground
 PCO 070 Credit Sales Tax

Scope of change:

Sales Tax Credits For Previous Deductive Change Orders.

PCO-007 - COP 6 Door & Fixture Changes	-\$11,766.55
PCO-008 - ROW Curb	-\$3,200.50
PCO-009 - Sorm Water Changes	-\$1,359.56
PCO-033 - COP 9 Storm Water Revisions	-\$4,797.35
PCO-040 - COP 2 Landscape & Hardscape Revisions	-\$9,989.51
PCO-044 - Credit Air Barrier Testing	-\$1,500.00
TOTAL	-\$32,613.47
WSST 8.9%	-\$2,902.60

RECAP OF CHANGE ORDER PRICING DETAIL

TOTAL	\$0.00
Washington State Sales Tax 8.9%	(\$2,902.60)
TOTAL CHARGES FOR CHANGE ORDER PER CONTRACT	(\$2,902.60)

Contract Pricing Certification:

We hereby certify that the pricing in this change order proposal is current, accurate, and in accordance with the contract agreement.

LaRiviere Submitted by:  Date Submitted: 2/17/21
 Matt Nason, Project Manager

Recommended for Payment by: _____ Date Approved: _____

Owner Approved by: _____ Date Approved: _____

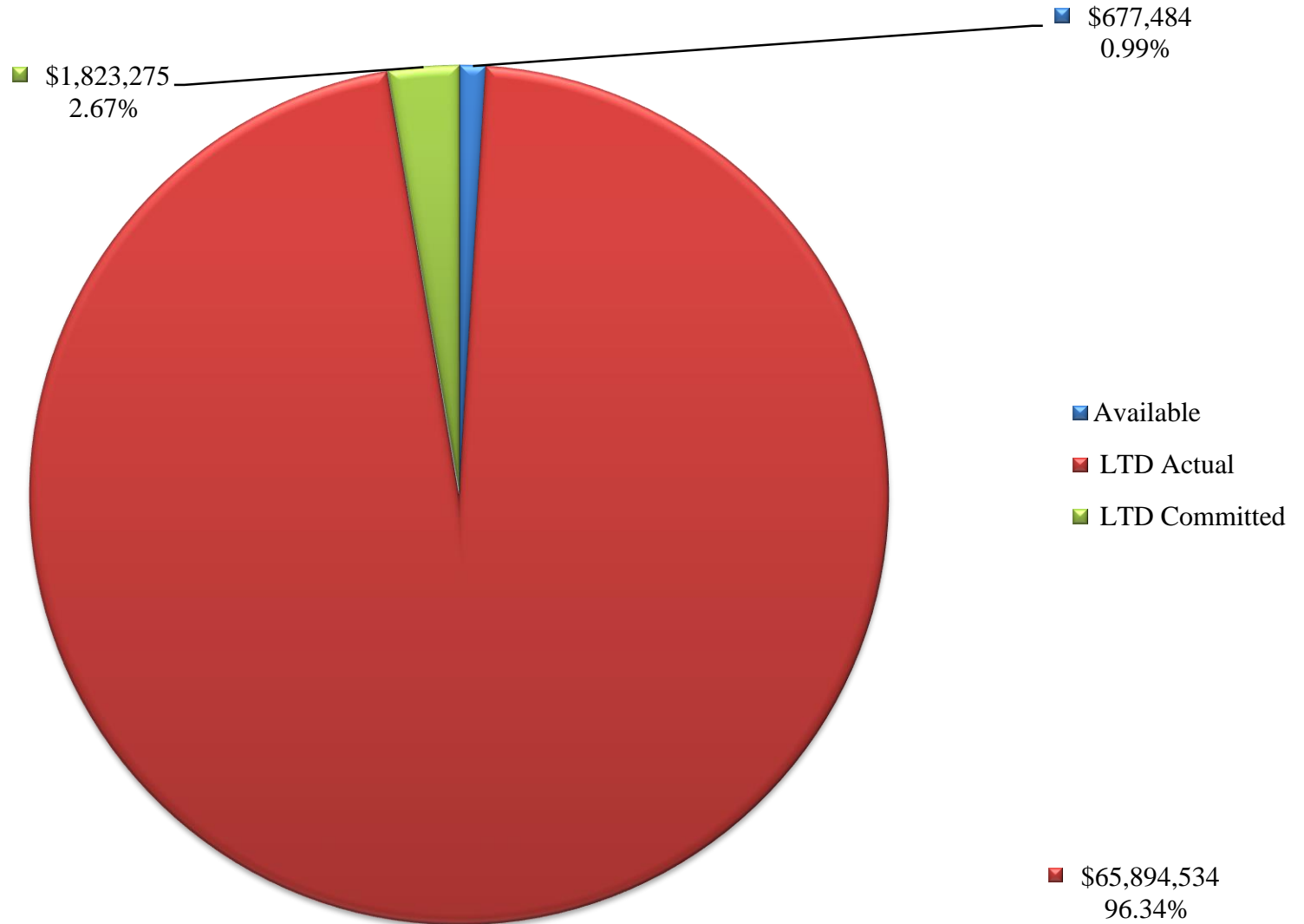


RIVERFRONT PARK REDEVELOPMENT PROJECT UPDATE

February 2021

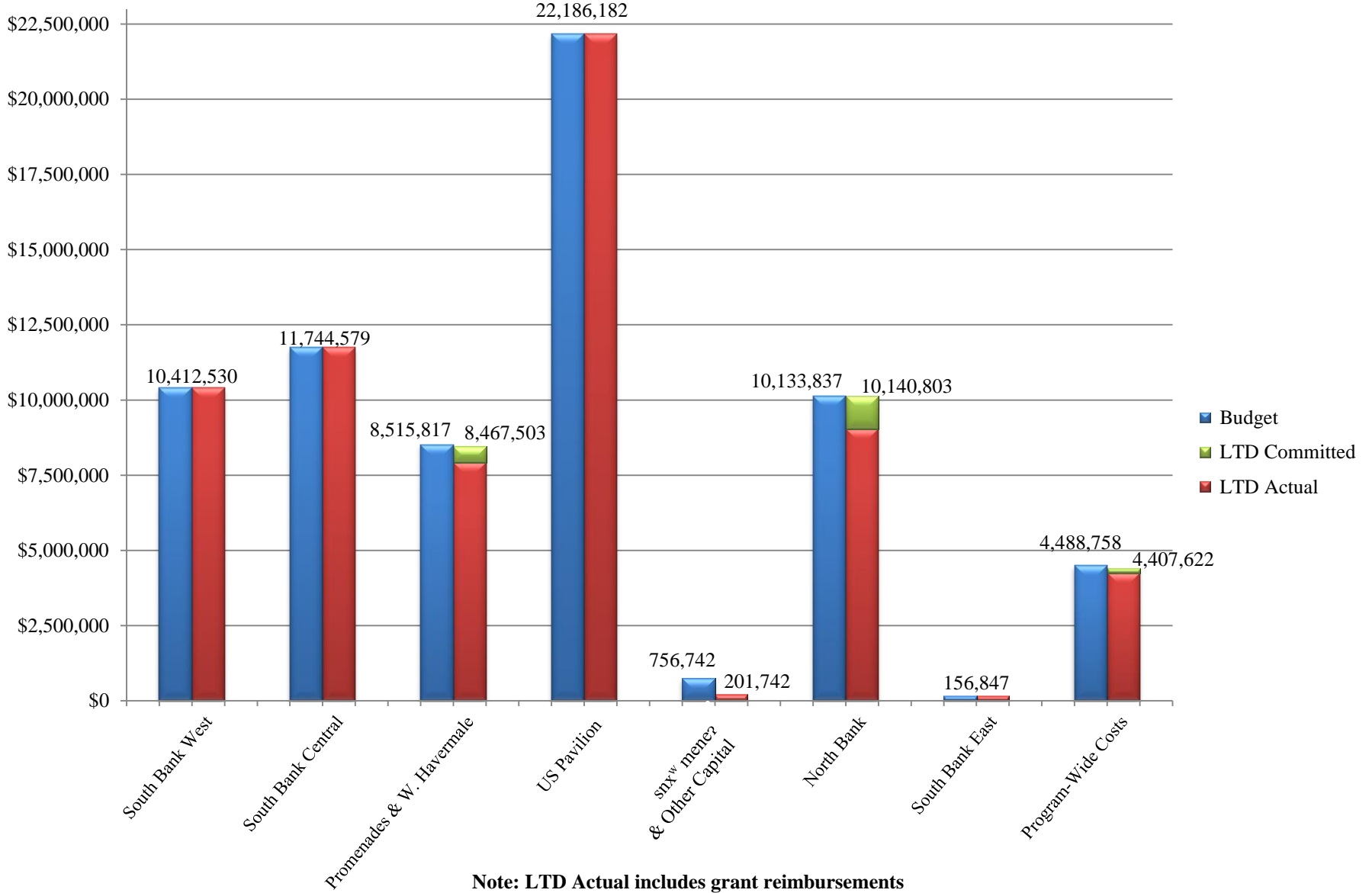
Bond Budget Utilization Through February 2021

(December 10, 2020 Approved Budget)



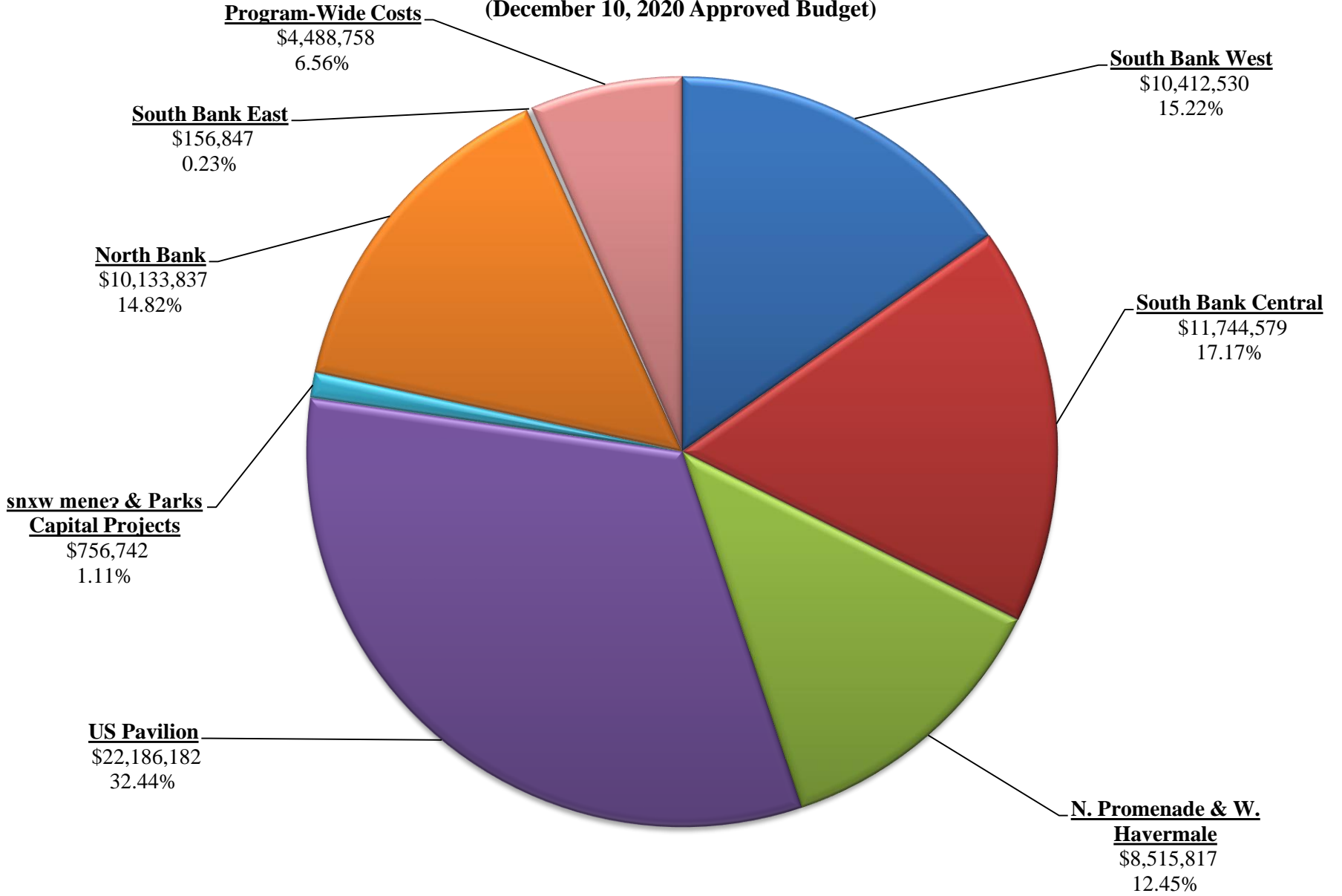
Note: LTD Actual includes grant reimbursements

Comparison of Approved Bond Budget to Actual & Committed Expenditures February 2021



Bond Budget by Project

(December 10, 2020 Approved Budget)





riverfront
SPOKANE

2021/2022 sponsorship opportunities



Topic Overview



1. 2021 community engagement activity
2. Overview of sponsorship opportunities
3. Insight into the sponsorship valuation process
4. Make Connections

2021 programs & events

Community Programs & Special Events



Spring Market at the Pavilion

farmers market

Timeframe: Apr – May / Phase 1

Number of Events: 6

Estimated Attendance: 9,500

Category: All Ages



Riverfront Moves

fitness series

Timeframe: Mar – Sept / Phase 2

Number of Events: 32

Category: All Ages / Millennials



Riverfront Story Walk

walking story time

Timeframe: TBD / Phase 1

Number of Events: Outdoor display

Estimated Attendance: 15,000+

Category: Children & Families



Pavilion Light Show

Timeframe: Year round (Fri-Sun) / Phase 1

Number of Events: 156

Estimated Attendance: 62,400

Category: All Ages

Spring Scramble

easter egg scavenger hunt

Timeframe: Mar – Apr / Phase 1

Number of Events: N/A

Estimated Attendance: 500+

Category: Children & Families



Story Time at the Carrousel

Timeframe: Sept – Dec / Phase 3

Number of Events: 8

Estimated Attendance: 1,200

Category: Children & Families



2021 programs & events, cont.

Community Programs & Special Events



Riverfront Eats

food truck series

Timeframe: June – Aug / Phase 2

Number of Events: 14

Estimated Attendance: 8,400

Category: Professionals / All Ages



Movies at the Pavilion

free outdoor movie series

Timeframe: July – Aug / Phase 3

Number of Events: 8

Estimated Attendance: 8,400

Category: Children & Families



Fall Fest

downtown festival & beer garden

Number of Events: 1 / Phase 3-4

Estimated Attendance: 4,500

Category: All Ages



Pavilion Summer Concert Series

Timeframe: Aug - Sept / Phase 4

Number of Events: 5-10

Estimated Attendance: 17,500+

Rollerglow at the Pavilion

roller skating at the Pavilion

Timeframe: June – Sept / Phase 3

Number of Events: 8

Estimated Attendance: 5,300



4th of July Drive-In Fireworks

drive-in fireworks

Timeframe: July / Phase 1-4

Number of Events: 1

Estimated Attendance: 5,500

Category: All Ages

2021 programs & events, cont.

Community Programs & Special Events



Winter Market at the Pavilion

Timeframe: Nov – Dec / Phase 1-4
Number of Events: 6
Estimated Attendance: 9,500
Category: All Ages



Riverfront Trail of Lights

park-wide holiday light activation
Timeframe: Nov – Dec / Phase 1-4
Number of Events: Ongoing display
Estimated Attendance: 25,000+
Category: All Ages



Numerica Tree Lighting

spokane's tree lighting
Timeframe: Nov / Phase 4
Event Attendance: 4,500
Category: All Ages



New Year's Eve Fireworks

fireworks celebration
Timeframe: Dec / Phase 4
Number of Events: 1
Category: All Ages



Light up the Night

community tree walk
Timeframe: Dec / Phase 3-4
Number of Events: outdoor display
Estimated Attendance: 25,000+
Category: All Ages



Enchanted Garden Drive-Thru Holiday Lights @ Manito Park

drive-thru holiday lights
Timeframe: December / Phase 1-4
Estimated Attendance: 66,000
Category: All Ages

2021 programs & events, cont.

Community Programs & Special Events



Spo-Candy Crawl

halloween scavenger hunt

Timeframe: October / Phase 1-4

Number of Events: Ongoing

Category: Children & Families



Inclusion Matters

inclusivity educational program

Timeframe: Year round / Phase 4

Number of Events: N/A

Category: Children & Families

Other Sponsorship Opportunities

- Pavilion Naming Rights
- Free Ice Skating/Carrousel Rides
- Historic Tours
- Skate with the Chiefs
- Free Ice Skating Lessons
- Monday Fun-Day
- Customized Events & Co-productions

Sample Sponsorship Assets

- On-site promotions
- Year-round presence at Riverfront Park
- Sampling, exhibit, product display and signage
- Media
- Co-productions and cross-promotions
- Recognition in event marketing collateral
- Recognition/collaboration in social media marketing
- Hospitality and special events
- Complimentary attraction tickets & venue rentals
- Grassroots marketing



riverfront moves



riverfront eats



fall fest

movies in the park



story time at the carousel



winter market at the pavilion





digital signage



big belly ads



on-site activation

Sponsorship Sales Process



Understanding our partners goals

1. Prioritize objectives. What are the top three goals?
2. Define success. What does a successful partnership look like?
3. Establish benchmarks
4. How can we assist?
5. Evaluate success and refine as needed.

Asset Valuation



CPM Model (Cost per 1,000 Impressions)

\$10/CPM	Media Mention (TV/Radio/Newspaper)
\$5/CPM	Website Recognition/e-blast
\$5/CPM	Social Media Recognition (tag)
\$10/CPM	Social Media Co-branded message
\$20/CPM	On-site Activation
\$1 = \$1	Budget Relieving (services, products, cost savings)
TBD	Category Exclusivity (popularity of event, market)

Post-analysis Report + ROI

Sponsorship Return on Investment

Media / Advertising	Impressions	Benefit
KHQ-TV Promotional Video/Commercial	41,213	\$4,800
The Friends of Manito Event Landing Page	18,416	\$200
:15 Radio Spot	33,000	\$660
Social Media Promotions	14,664	\$300
Signage	Impressions	Benefit
On-site GOBO Projection (Logo) / Vehicle Traffic	66,000	\$1,320
Hospitality	Impressions	Benefit
Exclusive sneak preview event	N/A	\$500
Total	173,343	\$7,780

Total Impressions:
173,343

Partnership Value:
\$7,780

Sponsorship Investment:
\$5,000

ROI:
55.6%

Making Connections



- Sponsorship funds support the parks' legacy and programming mission.
- Provide an elevated guest experience, offer added-value to our visitors and provide the community an informational, educational, entertaining, or cultural experience.
- Partnerships are highly customizable and are developed to align with the parks mission and fit our partner's strategic business goals.

Thank you!



Contact:

Amy Lindsey
Programming & Marketing Manager
(509) 209-6956 (cell)
alindsey@spokanecity.org