

Agenda
Finance / Safety Committee Meeting
City Hall – Council Chambers

Wednesday, May 30, 2018
Call to Order

12:00 PM

1. Approval of Agenda
2. Public Comment
3. Approval of minutes from the May 11 and May 16, 2018 meetings
4. Update on potential enhanced Highway 212 lighting project
5. Consideration of proposal for Great Plains Sponsorships
6. Old Business
7. New Business
8. Executive Session pursuant to SDCL 1-25-2
9. Adjourn

It is expected that a quorum of the City Council will be present at this meeting

Agenda Item 3 - Approval of Finance Committee Minutes

Minutes of Finance / Safety Committee Meeting
May 11, 2018 – 12:00 PM
City Hall – Council Chambers

Present were Aldermen Vilhauer, Albertsen, Roby and Mayor Sarah Caron. Absent were Alderman Thorson and Solum. A quorum was present.

Motion by Albertsen, seconded by Roby, to approve the agenda as presented. Motion carried.

Alderman Vilhauer called for Public Comment. No public comments.

Jon Schmieder from Huddle Up Group gave a presentation on Sports Tourism. The Sports Tourism Strategic Plan Project would include in-depth venue tours, interviews with Stakeholders, competitive analysis, national best practices, a recommendations report, and follow-up. No action taken.

Alderman Vilhauer provided the current sales tax collection statistics.

There were no further items for the committee to discuss.

Motion by Albertsen, seconded by Roby, to adjourn the meeting. Motion carried.

Minutes of Finance / Safety Committee Meeting
May 16, 2018 – 12:00 PM
City Hall – Council Chambers

Present were Aldermen Vilhauer, Albertsen, Roby and Mayor Sarah Caron. Absent were Alderman Thorson and Solum. A quorum was present.

Motion by Vilhauer, seconded by Albertsen, to approve the agenda as presented. Motion carried.

Mayor Caron called for Public Comment. No public comments.

Motion by Albertsen, seconded by Roby, to approve the minutes of the Finance/Safety Committee meeting held on May 2, 2018. Motion carried.

To recommend authorization for the Mayor to sign the Local Government Certification Form in the State of South Dakota Emergency Solutions Grant Application for the Beacon Center. Beacon Center Executive Director Dawn Sikkink and Executive Administer Denise Ragels were present. Dawn stated the grant is through the South Dakota Housing Development Authority. The Mayor's signature on the grant shows the continued support of the city and community. Motion by Albertsen, seconded by Vilhauer, to recommend authorization for the Mayor to sign the Local Government Certification Form in the State of South Dakota Emergency Solutions Grant Application for the Beacon Center. Motion carried.

There were no further items for the committee to discuss.

Motion by Roby, seconded by Vilhauer, to adjourn the meeting. Motion carried.



**Corporate Partnerships
Sales-Execution Proposal**

PREPARED FOR

The City of Watertown, SD
c/o Glen Vilhauer
City Councilmember, Ward E
605-886-9320
gvilhauer@watertownsd.us

PREPARED BY

Ryan Querry
Founder & President
Great Plains Sponsorships, Inc.
402-657-8170
Ryan.Querry@GreatPlainsSponsorships.com



**GREAT PLAINS
SPONSORSHIPS**

SCOPE, TERMS & PROFESSIONAL FEES

SCOPE OF WORK

- The purpose of this partnership is for Great Plains Sponsorships (GPS) to continue the services outlined in the current agreement between the City of Watertown, SD (aka "City") and GPS. GPS will continue to represent the City as an exclusive sales agent to sell Naming Rights and Sponsorships for City-owned facilities, with the goal of securing supplemental revenue streams. These facilities include, but will not be limited to, the Prairie Lakes Wellness Center, First Premier Softball Complex, and anticipated Ice Complex.

TERMS & PROFESSIONAL FEES

OPTION A – CONTINUATION OF CURRENT TERMS (W/OPTIONS FIRST QUARTER)

- Term of this agreement shall be for twelve (12) months, commencing on July 1, 2018 and continuing through June 30, 2019.
- GPS will continue to provide all previously outlined and agreed upon services for a quarterly flat-fee of twenty-five-thousand-dollars (\$25,000).
 - First payment due on July 1, 2018.
 - No commission will be paid to GPS with this option.

EARLY-OUT OPTION

- Either party has the option to terminate the agreement after the first three (3) months, effective October 1, 2018.
 - Any party electing to terminate must provide written notification of termination no later than September 1, 2018.

PRO-RATED MONTHLY OPTION

- Based on the scope of work, parties may mutually agree after the first three (3) months to enter a month-to-month option, effective October 1, 2018.
 - Both parties will make all necessary efforts to provide written notification indicating their desire to enter a month-to-month plan no later than September 1, 2018.
 - The pro-rated monthly retainer would be a flat-fee of eight-thousand-three-hundred-thirty-three-dollars (\$8,333).
 - No commission would be paid to GPS under this option.

OPTION B – SUBSIDIZED MONTHLY RETAINER + COMMISSION

- Term of this agreement shall be for twelve (12) months, commencing on July 1, 2018 and continuing through June 30, 2019.
- GPS will continue to provide all previously outlined and agreed upon services for a monthly retainer-fee of five-thousand-five-hundred (\$5,500).
 - First payment due on July 1, 2018.
- In addition to the one-time fee, GPS shall receive a commission payment of fifteen-percent [15%] based on total gross cash revenues secured for any naming rights or sponsorship agreement.
 - Commissions will be paid to GPS within ten (10) business days after receipt of a payment by the City from a sponsor.
 - Commissions will be paid over the life/term of such agreements, unless otherwise indicated and mutually agreed upon (e.g. lump sum payout). The client understands the obligation to pay commission, if applicable, may extend beyond the expiration of agreement.
 - Any “in-kind” or “trade” partnerships secured by GPS will be paid the commission payment based on the dollar value associated with the trade.

EARLY-OUT OPTION

- Either party has the option to terminate the agreement after the first three (3) months, effective October 1, 2018.
 - Any party electing to terminate must provide written notification of termination no later than September 1, 2018.

Good Faith. The parties promise at all times during the business relationship established by this Agreement and its respective future scenarios, to execute and fulfill their contractual obligations in good faith, and they, and each of them, expressly promise at all times to treat each other fairly.

- City will be responsible for providing lodging accommodations as needed.
- GPS will be responsible for all other reasonable out-of-pocket expenses associated with the project, including prospect entertaining, meals, fuel, transportation, internal staff compensation, and all other customary costs, unless otherwise mutually agreed upon.

CLIENT APPROVAL Initial _____ Date _____

A formal contract executed by both parties will accompany this proposal