

TRAVEL
PORTLAND

1ST QUARTER 2025-26 REPORT

Highlights:

Executive Summary – Page 3

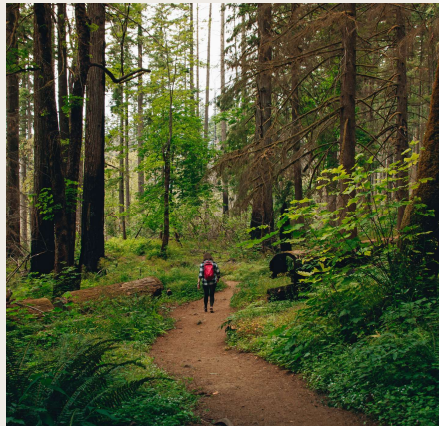


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Megan Conway	President and CEO
James Jessie.....	Chief Operating Officer
Greg Newland	Chief Marketing Officer
Yang Yang.....	Chief Financial Officer



EXECUTIVE SUMMARY

ACCOMPLISHMENTS

- For the 1st Quarter, OCC realized more than \$4.3 million in revenue from Travel Portland booked business. Community impact ROI from all future bookings was 15.1 to 1.
- Nine new and one repeat OCC conventions were booked for future years worth more than \$3.8 million in OCC revenue and community economic impact more than \$18.6 million. Total Travel Portland bookings, including single hotel will result in more than \$28.5 million of economic impact.
- Portland was included in 94 media placements for a total of 1,983,395,600 impressions in outlets proactively targeted by Travel Portland because they are influential and inspirational to travel.
- Travel Portland Sales Department booked 83 conventions and meetings during the 1st quarter of FY 26. These events produced over 46,000 room nights in future hotel business worth over \$28 million in Community Economic Impact.

TRENDS, SUCCESSES, OBSTACLES

- Total TLT/TID collections in Q1 FY26 are \$6.0 million, representing +4% year-over-year growth. This growth is mostly due to timing around OTA bookings (+63%). Without this impact, Q1 collections would have seen a -3% decline year-over-year, largely in line with a soft hotel revenue performance for the quarter.
- One group was lost in the first quarter due to safety and perception concerns which would have totaled 1,885 room nights with an estimated community economic impact of approximately \$609,000.
- Travel Portland, ORLA, and Portland Metro Chamber combined to produce the Hotel Owners Council, designed to leverage assistance from Portland Hotel Owners based outside of Oregon. Initial focus centered around aligning ownership assistance in areas of local Portland legislative initiatives, strategic communications advocacy, and funding Portland hotel safety districts.
- Travel Portland hosted its second Hotel Symposium of 2025, bringing more than 100 local lodging and hospitality partners together. Program highlights included a national lodging perspective by CBRE, updates on Portland lodging performance, and a review of Travel Portland sales and marketing programs.
- Driving leisure demand: From July through September, Travel Portland's partnerships with online travel agencies generated 66,228 incremental room nights for the city.
- At the end of September, potential federal troop deployment to the Portland ICE facility turned the national spotlight on Portland. Elected and business leaders, including Travel Portland, shared a unified message denying the need for federal action and we continue monitoring. <https://portlandmetrochamber.com/a-call-for-unity/>

MERC CONTRACT TARGETS

TARGET #	TARGET DESCRIPTION	YEAR TO DATE ACTUAL	ANNUAL TARGET
1	OCC revenue target	\$4,308,329	\$20 Million
2	ROI on future OCC business	2.1	3.5
3	Lead conversion	14%	16%
4	Services performance survey	3.9	3.9
5	Public relations/media	6	28
6	Community economic impact	15.1	14.0

CITY CONTRACT GOALS

OBJECTIVE #	GOAL DESCRIPTION	YEAR TO DATE ACTUAL	ANNUAL GOAL
1	Convention Sales and Marketing Economic Impact ROI	12.6	23.0
5	International visitors against comp set	N/A	Within 20%
7	Total Targeted Media Placements	94	275
7	Total Media Engagements for Minority-Owned Businesses	710	900
8	Services Performance Survey	11	6/Year

***See International Tourism page for further explanation



EXECUTIVE SUMMARY


HOTEL DEMAND			
COMPETITIVE SET COMPARISON			
Smith Travel Research Central Business Districts			
	Occupancy (%)	ADR (\$)	RevPar (\$)
Portland Central City +	61.0%	\$ 151.30	\$ 92.28
Denver	68.6%	\$ 213.31	\$ 146.41
Seattle	74.1%	\$ 234.50	\$ 173.86
Salt Lake City	72.6%	\$ 176.66	\$ 128.24
Nashville	76.9%	\$ 276.28	\$ 212.36
Austin	65.1%	\$ 235.41	\$ 153.28
Minneapolis	56.9%	\$ 175.91	\$ 100.07
San Francisco	63.4%	\$ 253.33	\$ 160.66

**Smith Travel Report is on a calendar basis, not Travel Portland's Fiscal Year*

	Smith Travel Research - Region*							
	Occupancy		ADR		RevPar		Demand	
	This Year	Change	This Year	Change	This Year	Change	This Year	Change
Downtown	61.0%	1.3%	\$151.30	-3.6%	\$ 92.28	-2.4%	1,724,697	1.3%
Airport	67.8%	0.9%	\$131.67	-4.2%	\$ 89.32	-3.3%	591,970	-1.8%
Eastside	63.5%	-3.0%	\$103.25	-5.5%	\$ 65.54	-8.4%	85,080	-3.0%
Jantzen Beach	61.4%	0.2%	\$112.05	-8.1%	\$ 68.81	-7.9%	243,257	0.2%
City of Portland +	62.9%	0.9%	\$137.97	-4.5%	\$ 86.77	-3.6%	2,608,802	0.3%

**Smith Travel Report is on a calendar basis, not Travel Portland's Fiscal Year*

REGION	LODGING TAX COLLECTIONS*			
	QUARTER 1			
TLT/TID				
	FY26 (\$)	FY26 (% of TLT)	CHANGE FY25 to FY26 (\$)	CHANGE FY25 to FY26 (%)
Central City	\$3,112,536	52%	\$32,735	1%
Airport	\$781,402	13%	(\$75,783)	-9%
Eastside	\$53,899	1%	(\$7,057)	-12%
Jantzen Beach	\$255,836	4%	(\$62,595)	-20%
Subtotal	\$4,203,673	70%	(\$112,700)	-3%
Online Travel Agency	\$1,014,262	17%	\$391,753	63%
Short Term Rental	\$766,000	13%	(\$64,725)	-8%
Other	\$22,333	0%	\$2,326	12%
Subtotal	\$1,802,595	30%	\$329,354	22%
Grand Total	\$6,006,268	100%	\$216,655	4%



CONVENTION SALES

OREGON CONVENTION CENTER BOOKING REVENUE FROM TRAVEL PORTLAND BOOKINGS			
	OCC Revenue	Annals	Total Potential Future Business
FY 25/26	\$ 19,966,887	\$ 284,825	\$ 20,251,712
FY 26/27	\$ 11,606,173	\$ 3,439,415	\$ 15,045,588
FY 27/28	\$ 6,762,788	\$ 2,936,823	\$ 9,699,611
FY 28/29	\$ 7,259,764	\$ 3,839,672	\$ 11,099,436
FY 29/30	\$ 5,943,092	\$ 3,337,080	\$ 9,280,172
FY 30/31	\$ 393,477	\$ 3,839,672	\$ 4,233,149
FY 31/32	\$ 748,031	\$ 3,337,080	\$ 4,085,111
FY 32/33	\$ -	\$ 3,839,672	\$ 3,839,672
FY 33/34	\$ 727,661	\$ 3,337,080	\$ 4,064,741
FY 34/35	\$ 1,369,209	\$ 3,839,672	\$ 5,208,881
TOTAL	\$ 54,777,082	\$ 32,030,991	\$ 86,808,073
<i>*FY 25/26 OCC Revenue includes the following meetings that occurred during quarter 4 of FY 24/25 at OCC, but had not settled in OCC's accounting software (USD) at the time of reporting: National Education Association.</i>			

OREGON CONVENTION CENTER PROJECTED FUTURE REVENUE			
Total Travel Portland Contract:	QTR	YTD	Target
New OCC Bookings	9	9	
Repeat OCC Bookings	1	1	
Total OCC Bookings	10	10	
Room Nights from OCC Bookings	26,049	26,049	
Future OCC Revenue Booked during FY 2025/26	\$ 3,891,895	\$ 3,891,895	
ROI OCC Bookings	\$ 2.1	\$ 2.1	3.5 to 1
Community Economic Impact from OCC Bookings	\$18,669,972	\$ 18,669,972	
Total Room Nights Booked	46,051	46,051	
Total Community Economic Impact from Bookings	\$ 28,527,187	\$ 28,527,187	
ROI on Total Community Economic Impact	\$ 15.1	\$ 15.1	14.0 to 1
OCC Revenue Realized During FY 2025/26*	\$ 4,308,329	\$ 4,308,329	\$20 Million
<p><i>*OCC Revenue Realized includes the following meeting that occurred during quarter 4 of FY 24/25 at OCC, but the group had not settled in OCC's accounting software (USD) at the time of reporting. They are included in quarter 1 OCC revenue realized - National Education Association.</i></p> <p><i>*OCC Revenue Realized does not include the following meetings that occurred during quarter 1 of FY 25/26 at OCC, but had not settled in OCC's accounting software (USD) at the time of reporting: Rose City Comic-con, FinCon, Pacific Northwest Clean Water Association, American Association of Feline Practitioners, National Association of Medical Staff Services, Major League Table Tennis. They will be included in quarter 2 OCC revenue realized.</i></p>			




CONVENTION SALES

OCC LEAD CONVERSION	
	As of October 1, 2025
Lead Conversion Percentage	14%
Benchmark / Annual Target -16%	

OREGON CONVENTION CENTER FUTURE GROUP BOOKINGS					
AS OF OCTOBER 1, 2025					
	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30 and beyond
Current	46	24	13	10	12
4 Year Average	Current	1 yr. out	2 yrs. out	3 yrs. out	Beyond 3 yrs.
(FY 22/23-25/26)	46	26	13	7	7

OREGON CONVENTION CENTER REVENUE		
THREE YEAR AVERAGE		
	Total Contract	
	Quarter	YTD
OCC Revenue Generated (3 yr. average)	\$ 4,191,737	\$ 4,191,737
Travel Portland Contract Costs	\$ 1,885,438	\$ 1,885,438
ROI (Revenue / Costs)	2.2	2.2

1ST QUARTER - OREGON CONVENTION CENTER LOST BUSINESS					
	Groups	Total Room Nights	Attendees	Lost OCC Revenue	Lost Community Economic Impact
Total	49	205,873	114,025	\$ 27,851,522	\$ 134,768,189



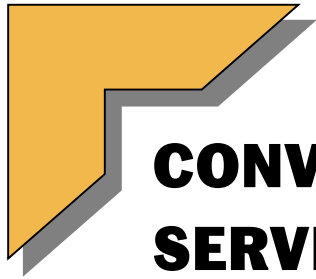
CONVENTION SALES

DIVERSE GROUPS/MINORITY PROJECTED FUTURE REVENUE		
Total Travel Portland Contract	1st Quarter	YTD
New Minority Bookings	5	5
Total Minority Bookings	5	5
Room Nights from Minority Bookings	7,239	7,239
Minority Leads	10	10
Minority Lost Leads	7	7

For the first quarter of FY 2025/26, minority bookings created an estimated economic impact to the greater metro Portland community of approximately \$5 million. Booked groups included the following:

Alpha Kappa Alpha Sorority, Inc.	\$ 15,202
National Indian Child Welfare Association	\$ 13,105
Signature EquipoVision, LLC	\$ 101,146
National Black Law Students Association	\$ 440,009
National Medical Association	\$ 4,563,027

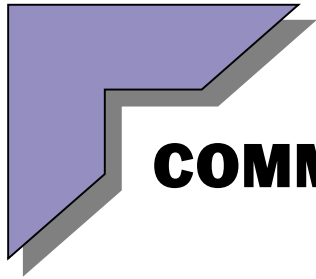
1ST QUARTER - OREGON CONVENTION CENTER CANCELLATIONS							
Account Name	Groups	Reason	Total Room Nights	Attendees	Lost OCC Revenue	Lost Community Economic Impact	Arrival Date
Total OCC Cancellations	0	N/A	0	0	\$ -	\$ -	N/A



CONVENTION SERVICES

ACTIVITY DESCRIPTION	1ST QUARTER	YTD
OCC groups occurring during the quarter	11	11
Pre-convention attendance building - Site tours	9	9

TRAVEL PORTLAND POST CONVENTION SURVEY							
Overall impression of the following:							
Answer Options	Excellent = 4	Good = 3	Fair = 2	Poor = 1	N/A	Rating Average	Response Count
Travel Portland sales staff	11	0	0	0	0	4.0	11
Travel Portland convention services staff	10	1	0	0	0	3.9	11
Travel Portland collateral/promotional materials	10	1	0	0	0	3.9	11
Quality and user-friendliness of the Travel Portland website	10	1	0	0	0	3.9	11
Average rating for the quarter						3.9	
Average rating YTD						3.9	
Target						3.9	
In planning your event from start to finish, how would you describe your relationship with your Sales Manager and/or Services Manager?							
Crista was fantastic! We were wishing that we'd remembered to request a few things earlier- like custom maps, a landing page, etc. but we forgot that was an option until really close to the conference and that was on us. We'll definitely do that next time.							
Beth was excellent!! She answered all of my emails with just great suggestions and directions. She made it easy to get the information I needed.							
Some of the best we've worked with in 15 years.							
I know I can contact Crista for any questions I might have about Portland or promoting my event.							
Lisa Strong from the CC was great to work with along with Bryan Chatterton. His attention to detail was greatly appreciated. Crista Kocher and Shawna were amazing as well. A huge thank you to everyone for making our 2025 National Conference a success!							
So helpful in random things like finding a donations center and local restaurants!							
Beth Miranda was amazing and exceeded all expectations. She went above and beyond and everything she did. Thank you!!							
Well, since I was the sales manager it was a 10/10 LOL. Kidding. This section is all about Beth! She really was such an amazing partner and became a member of the NEA team. She was invested in our success and it really showed in her timeliness of responses. Her commitment to think outside the box with us when crazy ideas came up. Her connection within the local community to bring everyone together when needed for when cleanliness or other issues arose. NEA couldn't have been blessed with a better representative of the Portland spirit than Beth Miranda.							
As a planner, working with Travel Portland was amazing! Beth is the absolute best and was beyond helpful with all the questions we asked. I would be thrilled to work with her again in the future. Thank you Beth!							
I truly appreciated Alenna's help from start to finish.							
Great! I loved Beth! She even went the extra mile to help me gift our Board at our coffee themed lunch.							
Completed Group Survey:							
Pacific Northwest Clean Water Association				Prevent Child Abuse America			
Feline Veterinary Medical Association				WordPress			
FinCon				American Booksellers Association			
National Education Association				American Association of Law Libraries (x2)			
Rose City Comic Con				National Association of Medical Staff Services			



COMMUNICATION & PR

TARGETED MEDIA NARRATIVE	Q1	YTD	Target Goal
Placements	94	94	275
Impressions	1,983,395,600	1,983,395,600	

Print and online media outlets strategically targeted by Travel Portland's public relations efforts because they are most influential to potential visitors.

MERC-RELATED MEDIA PLACEMENTS	Q1	YTD
Placements	0	0
Impressions	0	0

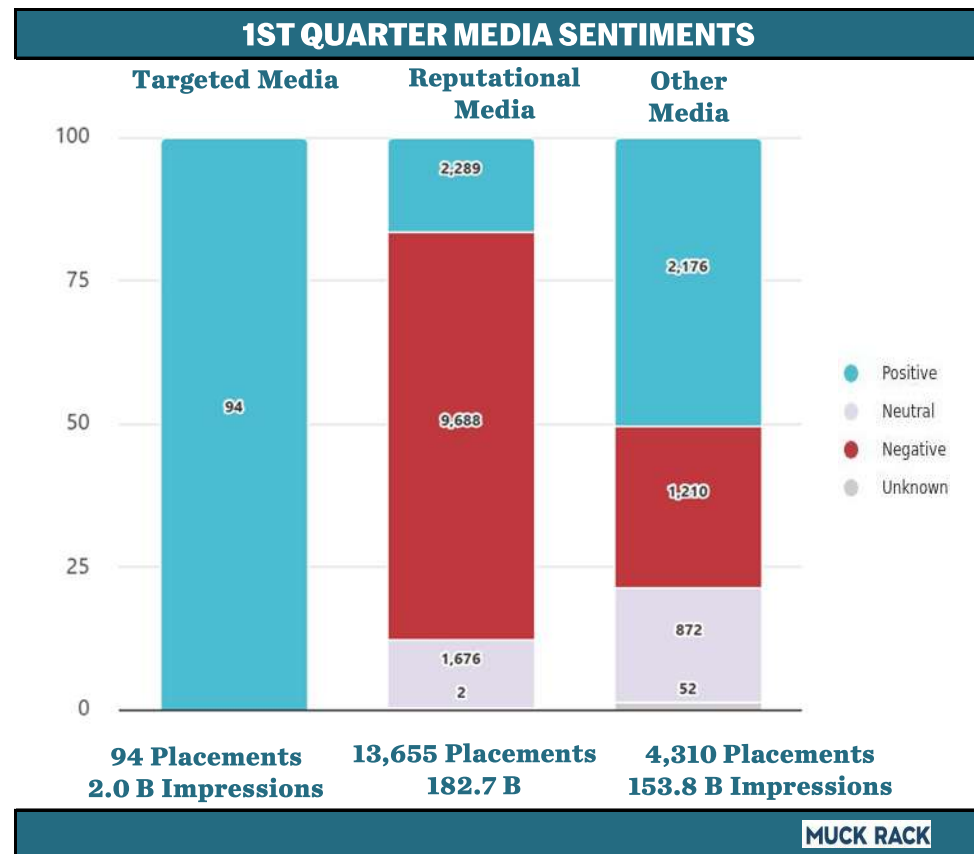
Earned media placements generated by Travel Portland public relations efforts that mention the Oregon Convention Center or cover industry topics related to Portland as a meeting destination.

TARGETED INTERNATIONAL MEDIA*	Q1	YTD
Placements	10	10
Impressions	54,640,379	54,640,379

International print and online media outlets strategically targeted by Travel Portland's public

*Measurement on hold until in-market contractors are retained

MEDIA ENGAGEMENTS FOR MINORITY-OWNED	Q1	YTD	Target Goal
Engagements	710	710	900

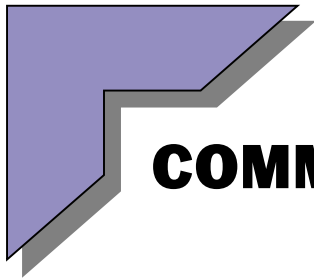


COMMUNICATION & PR

1ST QUARTER TARGETED MEDIA KEY MESSAGES

culinary guests books alberta beef garden
oregon cocktails
courtesy beard best food city's
menu hotel cities
awards like city bar award
airport new
california chef portland
cascada chefs
downtown restaurant

MUCK RACK



COMMUNICATION & PR

ARTICLES			MERC		
Publication Date	Outlet	Headline	Medium	Total Circulation	Placements
N/A	N/A	No clips generated this quarter	N/A	0	0
				0	0

**Entries that appear to be duplicate articles represent different media placements, i.e. print, online and broadcast.*

TRAVEL PORTLAND SPONSORED ARTICLES			MERC	
Publication Date	Outlet	Headline	Medium	Total Circulation
N/A	N/A	N/A	N/A	N/A
Total				0

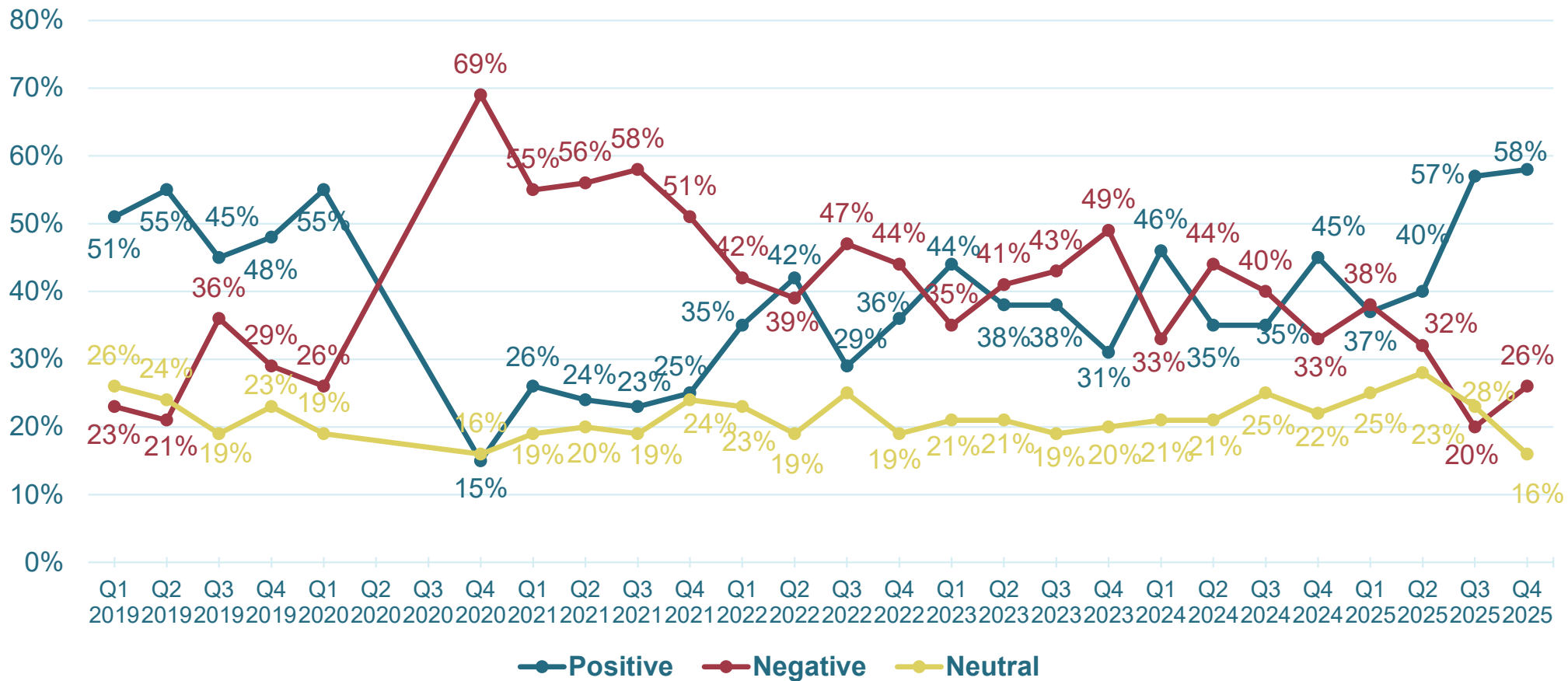
PITCHES DELIVERED	
1	Pitched Accessible Amenities and City-Wide Experiences
2	Pitched ICC Hotel Redevelopment
3	Submitted Northwest Meetings + Events Q&A for Desiree Everett
4	Pitched Smart Meetings Editor David Lyte Sustainable Meetings in Portland
5	Pitched Eating at a Meeting Podcast Multicultural Culinary Scene for Meeting Planners
6	Pitched Black Enterprise Contributor Mitti Hicks Portland for Black Business Travelers
Target Goal: Deliver 6-7 meetings-related pitches to industry media on a quarterly basis. Twenty-five total over the fiscal year.	



CONSUMER SENTIMENT

PORTLAND CONSUMER RESEARCH

Q: Would you consider the general tone of media coverage you saw or heard about Portland to be:

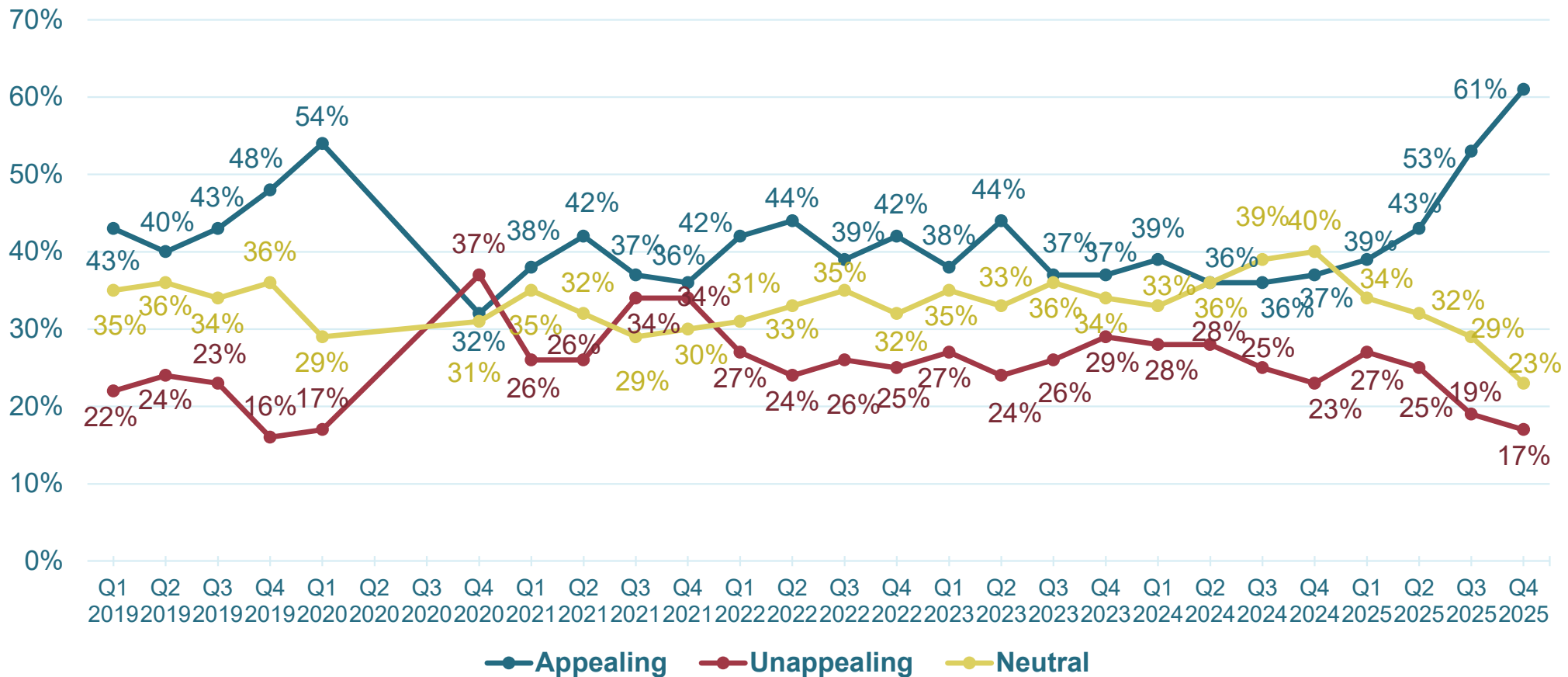


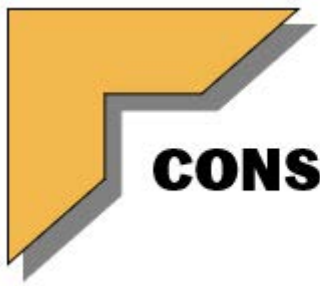


CONSUMER SENTIMENT

PORTLAND CONSUMER RESEARCH

Q: How appealing is Portland as a potential vacation destination to you?



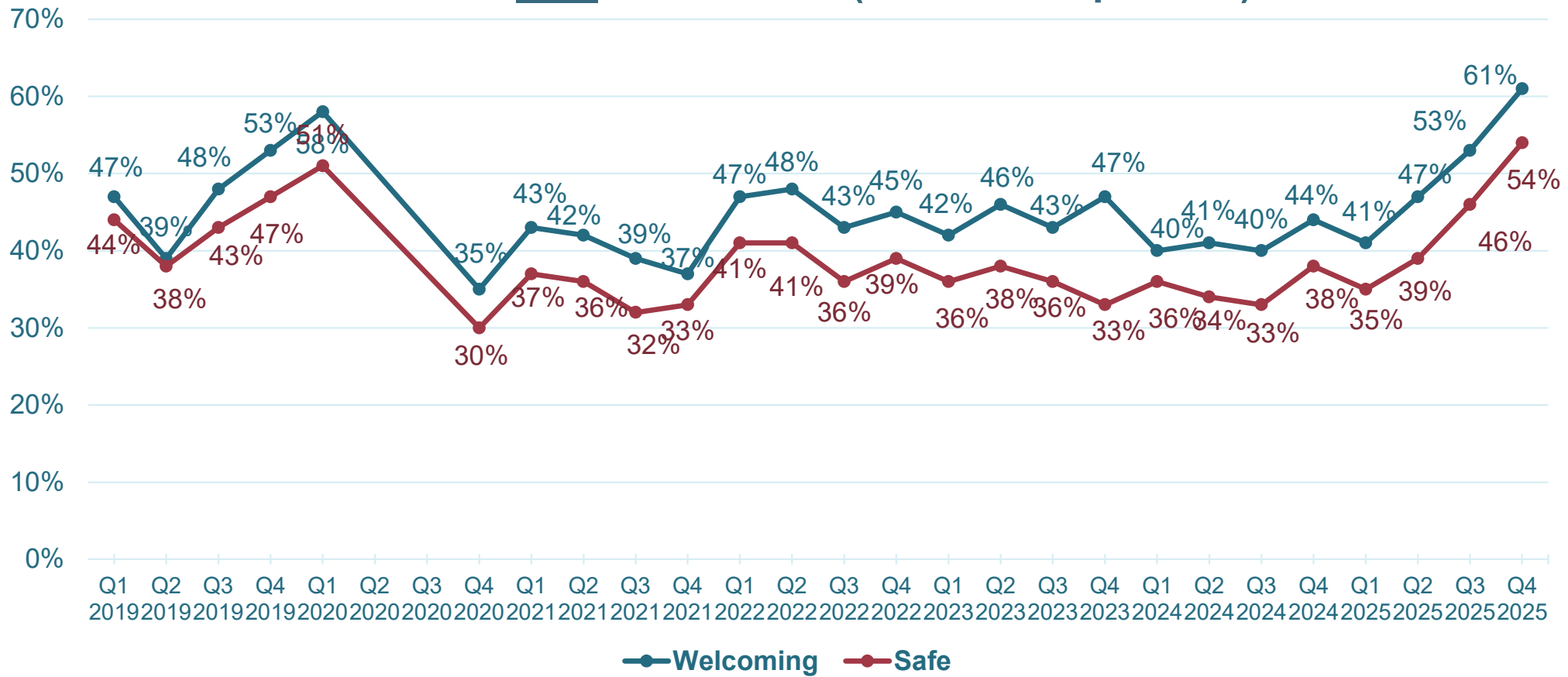


CONSUMER SENTIMENT

PORTLAND CONSUMER RESEARCH

Q: Portland is a welcoming destination. (AGREE - Top 2 Box)

Q: Portland is a safe destination. (AGREE - Top 2 Box)

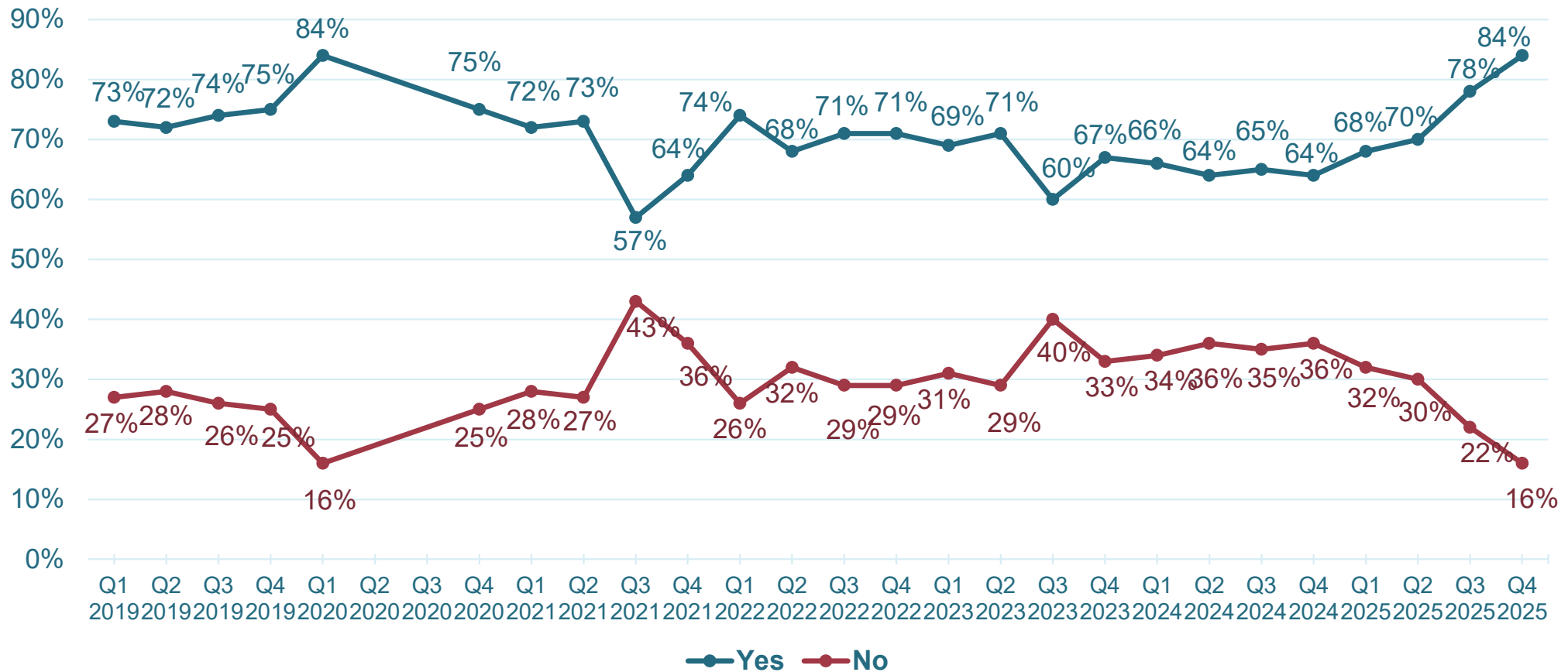




CONSUMER SENTIMENT

PORTLAND CONSUMER RESEARCH

Q: If you have visited Portland before, are you likely to visit again?





MARKETING & INTERNATIONAL TOURISM

MARKETING		
TravelPortland.com*	1st Quarter	YTD
Visits	1,117,998	1,117,998
International Visits	55,475	55,475
Referrals	189,118	189,118
Business and Event Detail Views	694,332	694,332
TravelPortland.com/meetings		
Venue Finder Page Views	1,062	1,062

Source: Google Analytics

*Reported numbers are below actual traffic for the period July 1 through August 6, a consequence of data loss following our adoption of stricter privacy standards on TravelPortland.com

INTERNATIONAL TOURISM SALES			
International Visits/Arrivals*	2nd Quarter	4th Quarter	Goal
Portland**	N/A	N/A	
Competitive Set***	N/A	N/A	
International Visitors Comparison to Comp Set****	N/A	N/A	within 20% Comp Set

*Source: Tourism Economics - An Oxford Economics Company reports twice during the calendar year.

**Be within 20% of our competitive sets' performance for overall visits/arrivals (5 year rolling basis).

***Competitive set = Denver, Salt Lake City, Minneapolis

****This number represents the difference in actual percentage points on International Arrivals from between Portland and its competitive set on a five year rolling basis.

****This will be a re-building goal for 5 years.



DIVERSITY EMPLOYMENT STATISTICS 2025-26					
TRAVEL PORTLAND GOALS AND OBJECTIVES BY JOB CATEGORIES					
	September 30, 2025		First Quarter		
Job Category	Category Number	Total	Actual Percentage	Goal Percentage	Objective
	Number of Females	Number of Staff			
Executive/Senior Level	6	13	46%	40-60%	Monitor
First/Mid Level Manager	7	9	78%	40-60%	Monitor
Professionals	15	21	71%	40-60%	Monitor
Sales Workers	7	9	78%	40-60%	Monitor
Admin Support Workers	13	18	72%	40-60%	Monitor
Total	48	70	69%	40-60%	Monitor
	Number of Minorities	Number of Staff			
Executive/Senior Level	4	13	31%	15-33%	Monitor
First/Mid Level Manager	1	9	11%	15-33%	Improve
Professionals	6	21	29%	15-33%	Monitor
Sales Workers	5	9	56%	15-33%	Monitor
Admin Support Workers	10	18	56%	15-33%	Monitor
Total	26	70	37%	15-33%	Monitor
This report is based on current full and part-time staff.					



OPERATIONS

HIRING			
Job Posting Locations	The Scanner	El Hispanic News	Hispanic Chamber
	WorkplaceDiversity.com	Urban League	Monster.com
	VeteransConnect.com	Mosaic Metier	PDX Pipeline
	HispanicDiversity.com	Partners in Diversity	AllDiversity.com
	DisabilityConnect.com	Indeed	LinkedIn
	OutandEqual.com	Destinations International	Travel Portland website
	LGBTConnect.com	H-Careers	PDX Women in Tech
	Black Travel Alliance	Mac's List	Oregon Destination Assn
Current Employees residing in MERC FOTA		13	

PURCHASING (YTD)	
Travel Portland expenditure with MERC FOTA area businesses	\$203,127

PARTNERSHIP			
Total Partners	Within FOTA	Diverse Partners/Minority (Self-Identified)	Women-Owned
1861	374	335	387

MWESB PURCHASING PARTICIPATION FY 2025-26 (YTD)			
	MWESB Expended	Total Expended	Percentage of Total Spend on MWESB Expended
COBID or Other State Certified	\$127,867	\$1,203,646	11%
Self-Reported	\$131,894	\$1,203,646	11%
Total	\$259,761	\$1,203,646	22%

For the last 37 years Travel Portland has implemented a voluntary MBE/DBE/WBE purchasing program that strives to ensure a high level of participation with certified minority-owned, disadvantaged or women-owned businesses when securing services and supplies that are purchased using lodging tax dollars.

OCC SALES AND MARKETING BUDGET

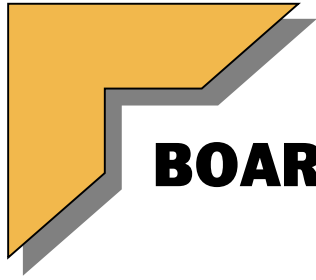
	Annual Budget	MERC QTR Ending 09-30-25	TID/TLT QTR Ending 09-30-25	Subtotal QTR Ending 09-30-25	Sum MERC YTD 06-30-26	Sum TID/TLT YTD 06-30-26	Sum of YTD 06-30-26	Percent
Expenses								
<u>MERC Supported - Professional Services</u>								
Professional Services								
<u>Convention Sales</u>								
Direct Sales:								
Subtotal - Convention Sales Professional Services	1,912,125	529,200	0	529,200	529,200	0	529,200	27.68%
<u>Program Support</u>								
Subtotal - Program Support	286,818	71,705	0	71,705	71,705	0	71,705	25.00%
<u>Research</u>								
Subtotal - Reserach Professional Services	93,600	36,720	0	36,720	36,720	0	36,720	39.23%
<u>Convention Services</u>								
Subtotal - Convention Services Professional Services	281,800	102,645	0	102,645	102,645	0	102,645	36.42%
<u>Other Contractual Professional Services</u>								
Subtotal - Other Contractual Professional Services	343,550	121,575	22,930	144,505	121,575	22,930	144,505	42.06%
Total - MERC Supported - Professional Services	2,917,893	861,843	22,930	884,774	861,843	22,930	884,774	30.32%
<u>Other Non-Contractual Professional Services</u>								
Total - Other Non-Contractual Professional Services	0	0	34,231	34,231	0	34,231	34,231	0.00%
<u>Convention Sales - MERC Supported Program of Work</u>								
<u>Sales Calls, Trips and Missions</u>								
Subtotal - Sales Calls, Trips and Missions	220,000	52	0	52	52	0	52	0.02%
<u>Multicultural Sales Efforts</u>								
Subtotal - Multicultural Sales Efforts	20,000	11,305	0	11,305	11,305	0	11,305	56.52%
<u>Trade Shows and Industy Events</u>								
Subtotal - Industry Trade Shows and Events	716,500	216,306	7,692	223,998	216,306	7,692	223,998	31.26%
<u>Familiarization Tours & Site Visits</u>								
Subtotal - Familiarization Tours	300,000	51,520	0	51,520	51,520	0	51,520	17.17%
<u>Other Programs</u>								
Subtotal - Other Programs	259,000	96,018	0	96,018	96,018	0	96,018	37.07%
Total Convention Sales MERC Supported Program of Work	1,515,500	375,201	7,692	382,893	375,201	7,692	382,893	25.27%
Other Departments - MERC Supported POW								
<u>Convention Services - Other Programs</u>								
Subtotal - Con Svcs - Other Programs	110,000	72,396	857	73,253	72,396	857	73,253	66.59%
<u>Research - Other Programs</u>								
Subtotal - Research - Other Programs	85,000	20,448	0	20,448	20,448	0	20,448	24.06%
<u>DEI - Other Programs</u>								
Subtotal - DEI - Other Programs	125,000	63,456	0	63,456	63,456	0	63,456	50.77%
<u>Communications/PR</u>								
Subtotal - Comm/PR - Other Programs	125,000	30,858	0	30,858	30,858	0	30,858	24.69%
<u>Marketing</u>								
Subtotal - Marketing - Other Programs	508,510	461,235	0	461,235	461,235	0	461,235	90.70%
Total Other Depts MERC Supported Program of Work	953,510	648,393	857	649,250	648,393	857	649,250	68.09%
Grand Total	5,386,903	1,885,438	65,710	1,951,148	1,885,438	65,710	1,951,148	36.22%

Income Statement - Year to Date
As of September 30, 2025

	07/01/2025 Through 09/30/2025		Prior Year To Date 09/30/2024	Year Ending 06/30/2025	Year Ending 06/30/2026
	Actual YTD	Budget YTD	Actual (PYTD)	Actual (Prior Year)	Approved Budget
Revenue					
City/County Lodging Tax (1%)	1,442,934	1,528,808	1,466,943	5,105,956	5,667,477
Tourism Improvement District (TID=2% + 1%)	4,864,145	4,802,772	4,515,906	17,317,898	18,059,645
MERC (OCC Contract)	1,346,726	1,346,701	1,369,250	5,477,000	5,386,803
Partnership Dues	75,148	81,220	48,895	147,237	200,000
Fees Earned & Other Income	379,224	165,440	248,660	716,545	676,779
Cooperative Programs	0	0	3,000	3,000	0
Regional RCTP (from Travel Oregon)	1,038,660	275,357	874,763	2,213,514	2,019,410
Cultural Tourism	65,594	66,128	49,686	240,813	250,000
Travel Oregon Grant	0	37,500	202,000	572,000	150,000
Total Revenue	9,212,431	8,303,926	8,779,103	31,793,963	32,410,114
Expenses					
Convention Sales Expenses	1,714,777	2,351,436	1,951,903	6,583,983	6,934,150
Research Expenses	81,586	129,145	160,957	604,462	525,354
Marketing Expenses	2,155,464	3,083,566	3,390,996	10,718,856	10,829,811
Convention Services	233,477	279,503	335,734	1,038,080	1,103,609
Events	94,054	90,724	70,183	605,172	631,026
International Tourism	421,194	516,440	280,110	1,638,827	1,798,235
Communications & PR	278,075	286,996	394,065	1,416,815	1,147,990
RCTP	1,038,660	310,680	874,763	2,213,539	2,019,411
Community Engagement	126,681	154,979	145,103	415,071	619,919
Destination Stewardship	402,044	415,056	481,599	1,585,087	1,405,622
Visitor Services	182,191	188,407	182,793	748,861	753,629
Strategy	56,001	66,368	0	30,921	254,754
Diversity, Equity & Inclusion	179,934	160,146	167,338	561,715	640,582
Administration	1,135,717	1,276,110	1,728,154	5,585,341	4,868,169
Total Expenses	8,099,855	9,309,556	10,163,698	33,746,730	33,532,261
Total Net Surplus/(Deficit)	1,112,576	(1,005,630)	(1,384,595)	(1,952,767)	(1,122,147)

Balance Sheet
Statement of Financial Position as September 30, 2025

	07/01/2025 Through 09/30/2025	07/01/2025 Through 08/31/2025		Prior Year To Date 09/30/2024	
	Current YTD	Prior Period YTD	Change MTM	Prior YTD	Change YOY
Assets					
Cash and Cash Equivalents	5,688,007	4,598,185	19 %	7,962,311	(29) %
Investments	5,502,293	5,329,914	3 %	5,785,010	(5) %
Accounts Receivable	1,242,340	3,871,797	(212) %	33,050	3,659 %
Prepaid Assets	1,921,481	2,006,275	(4) %	1,568,962	22 %
Fixed Assets, net	1,165,893	1,183,322	(1) %	1,456,613	(20) %
Other Assets	2,667,751	2,666,707	0 %	3,475,552	(23) %
Total Assets	18,187,765	19,656,200	(8) %	20,281,498	(10) %
Liabilities and Net Assets					
Liabilities					
Accounts Payable & Accrued Expenses	3,362,293	4,064,195	(21) %	5,160,462	(35) %
Accrued Personnel	2,723,151	2,635,671	3 %	3,056,093	(11) %
Deferred Revenue	81,293	107,420	(32) %	57,340	42 %
Other Fiduciary Liabilities - RCTP/RRSF	1,004,979	1,386,599	(38) %	1,535,958	(35) %
Total Liabilities	7,171,716	8,193,885	(14) %	9,809,853	(27) %
Net Assets					
Undesignated	5,522,140	5,522,141	0 %	7,474,908	(26) %
Board Designated	4,381,333	4,381,333	0 %	4,381,333	0 %
YTD Net Change	1,112,576	1,558,841	(40) %	(1,384,596)	(180) %
Total Net Assets	11,016,049	11,462,315	(4) %	10,471,645	5 %
Total Liabilities and Net Assets	18,187,765	19,656,200	(8) %	20,281,498	(10) %



BOARD OF DIRECTORS

LAST NAME	FIRST NAME	COMPANY	OFFICERS	COMMITTEE CHAIR
Andrejic	Dragan	The Nines Hotel		
Boss	Dani	Holiday Inn Portland-Columbia Riverfront		Convention Sales Steering Committee
Bramlett	Tiquette	Our Legacy Harvested		
Brim-Edwards	Julia	Multnomah County		
Brown	Jeff	Hotel Eastlund		
Browne	Marie	The Ritz-Carlton Portland		
Burnett	Becky	Host2Host/Hive Hospitality		
Cairo	Michelle	Olympia Provisions		
Cheema	Harry	Alaska Airlines		
Christy	Lisa	Portland Japanese Garden		
Cyrus	Daryn	The Hotel Zags		
Daley	Mike	PM Hotel Group		
Davis	Heather	Portland Timbers	Vice Chair	
Hawkins	Rick	Geffen Mesher	Treasurer	Budget and Finance Committee
Huffman	Kurt	ChefStable	Chair	
Lang	Brian	Hyatt Regency Portland at the Oregon Convention Center	Chair-elect	
Liu	Michael	Fubonn Shopping Center		
Lopuszynski	Ziggy	Crowne Plaza Portland - Downtown Convention Center		
Martinez	Martin	Orox Leather Co.		
McAllister	Martin	Portland Marriott Downtown Waterfront		
McLeod	Mike	Hilton Portland Downtown & The Duniway		Tourism Improvement District Committee
Patel	Ash	Canterbury Group, Inc.		
Patel	Katen	K10 Hotels, LLC	Past Chair	Multicultural Tourism Advisory Committee
Simpson	Ashton	Metro		
Stansbury	Todd	Enterprise Mobility		
Tigner	Ryan	iTrip Vacations Northwest		
Weston	David	Doubletree by Hilton Hotel Portland		
Weston	Linda	Rapporto		Nominating Committee Partner Services Committee
Wilson	Keith	City of Portland		