



CITY OF COTTAGE GROVE
12800 Ravine Parkway South
Cottage Grove, Minnesota 55016
Council Chamber - 7:30 AM

November 25, 2025

1. Call to Order
2. Pledge of Allegiance
3. Roll Call
4. Adoption of Agenda
5. Approval of Minutes
 - A Approve 8/26/2025 CVB Minutes
6. Presentations
 - A Holiday Events in Cottage Grove
7. Business Items
 - A 2025 Food Truck Festival Recap
 - B 2026 Visitor Guide
 - C CVB Website Redesign Update
 - D Minnesota Department of Revenue Lodging Tax Collections and Rentalscape Software Update
 - E 2025 Q3 Lodging Tax and Revenue Collection
 - F 2026 Final Budget Approval
8. Workshop
9. Comments
10. Adjournment



MINUTES

AUGUST 26, 2025

**CONVENTION AND VISITORS BUREAU
CITY OF COTTAGE GROVE
12800 RAVINE PARKWAY SOUTH
COTTAGE GROVE, MINNESOTA 55016**

CITY HALL COUNCIL CHAMBER - 7:30 A.M.

A meeting of the Cottage Grove Convention and Visitors Bureau was held on the 26th day of August, 2025, at 7:30 a.m.

1. CALL TO ORDER

The meeting was called to order at 7:30 a.m. by Chairman Justin Olsen. He stated we do not have a quorum this morning, so we will not be taking any action on any items; the meeting this morning will be informational only. We will provide feedback as necessary on the informational items, but again, without a quorum we won't be doing any votes on anything on today's agenda.

2. PLEDGE OF ALLEGIANCE

Chairman Olsen asked everyone to please stand and join him in the Pledge of Allegiance.

3. ROLL CALL

Chairman Olsen asked Alexa Anderson, Communications Specialist, to please do the roll.

Members Present: Justin Olsen, Chairman
Laurie Levine, Director
Michael Haatvedt, Director
Chris Reese, Director (Arrived after Roll Call taken)

Members Absent: Sarah Grecula, Director
Tony Khambata, Director
Erik Olson, Director

Staff Present: Jennifer Levitt, City Administrator
Jaime Mann, Assistant to the City Administrator
Alexa Anderson, Communications Specialist
Phil Jents, Communications Manager
Courtney Pirsig, Communications Specialist

Others Present: None.

4. ADOPTION OF THE AGENDA

Chairman Olsen said normally we would do a motion and a second to vote on Adoption of the Agenda, but with no quorum this morning, we will not do that.

Chairman Olsen then said I see Director Reese has arrived, Good Morning; we now have a quorum so we can vote on items today.

5. APPROVAL OF MINUTES

5.1 Approval of June 3, 2025 CGCVB Meeting Minutes

Director Levine made a motion to approve the June 3, 2025 CGCVB Meeting Minutes. Director Haatvedt seconded the motion. Motion passed unanimously (4-0 vote).

6. PRESENTATIONS - None.

7. BUSINESS ITEMS

7.1 2025 Food Truck Festival Update

Chairman Olsen said Jaime will be taking us through this. Good Morning.

Jaime Mann, Assistant to the City Administrator, replied Good Morning. Thank you, Chairman and Members of the Board. So, we are excited, we're getting real close to our 2025 Cottage Grove Food Truck Festival, so I'm here to talk about a few details of the event. It will be on Saturday, September 13, at Kingston Park; the event this year runs from 11:00 a.m. to 6:00 p.m., and we have all sorts of fun things planned in addition to food trucks.

This year we are limiting our food truck entries to 35 trucks; currently, we have 27 trucks that you can see on the screen that are confirmed, meaning all of their paperwork is done, their payment is made, we're promoting them on Facebook. I do have eight (8) additional food trucks that are in some stage of paperwork completion, whether they are waiting on a payment or a piece of paperwork; once they are complete, we get them added to our Facebook event, so we can continue to promote all of the great food trucks we have coming. There's quite a variety this year, the committee took some time to choose a wide range of different types of food for the event this year.

We also have sponsors who are helping us pay for some of the aspects of the event. The list you see on your screen is both paid and in-kind sponsors, so Tennis Sanitation provides dumpsters to us, so we give them the value of the dumpsters as a sponsorship. At this point, we are at \$6,500 in sponsorships collected, and we are still working on gaining a few more sponsorships over the next couple weeks before the event.

We also have our Marketplace coming back for the second year. Our goal was to have 10-to-15 vendors, we currently have 16 that are confirmed, which you can see on your screen. It's again kind of a wide range of vendors who will be there selling goods, talking to people, so we're excited to have the Marketplace back again this year.

Entertainment and Other Activities

So, this year we have Basic and Boring opening the day for us as our band. Revved UP!, who was there the first year, is back again this year to perform at the end of the day for us. So, we have two great bands that will be performing and keeping everybody entertained. We also have a couple bounce houses this year, the Strawberry Fest Ambassadors will be there providing carnival games for a portion of the event. New this year: We are doing a photo booth, which is kind of a rustic backdrop and we'll have some props. You also see we're going to have a face cutout stand; the image on the left was the pizza and the hot dog, that'll be there for people to take photos and hopefully tag us in their photos of the event.

In advance of the event, we've been coordinating with the Mississippi River Valley Beyond the Yellow Ribbon group; they are hosting a Run, Walk, & Ruck for Heroes, I think it starts at 9:00 a.m. at Kingston Park, and the run will finish right around the time the Food Truck Festival starts. We're hoping that some of those runners will come and join us at the Food Truck Festival; they are still taking registrations for anybody who wants to run, walk, or ruck, it is a 5K, a 10K, or a 15K that they have available. You can find information on their Facebook page.

We would like to invite our Board to volunteer to work with us at our *Discover Cottage Grove* booth; booth hours will be from approximately 10:30 a.m. to 6:00 p.m., and you were sent an email asking if you'd like to help us. Basically, it's talking to people, handing out our swag, answering any questions that people might have. It's a fun event to work, and if you like people watching, there are a ton of people, last year we're estimating we had just over 14,000 people attend, so we're hoping to have more this year. And with that, I would be happy to stand for any questions.

Chairman Olsen said thank you, a lot of planning went into this so far, and I really appreciate the hard work and effort of the staff putting this together, it seems like it gets bigger every year. I'm really looking forward to it this year. Does anyone on the panel have questions for Jaime about the Food Truck Festival? No questions were asked.

Chairman Olsen said okay, seeing none, I want to say first of all, thank you for mentioned the Mississippi River Valley Beyond the Yellow Ribbon event that morning. I'll be there to volunteer for that event, and then I'll also be there to volunteer for us and for the Lions, who are going to be there later in the afternoon. So, I really hope the weather's nice because I'm going to be there for a while. But the Walk, Run, Ruck is a 5K, a 10K, or you can combine the two and do the 15K, and it's a fundraiser for local military families and veterans that Beyond the Yellow Ribbon are serving. As we get closer to the holiday season, any monies donated or raised during these kinds of fundraisers will go towards the Adopt a Child Holiday Shopping event that the Beyond the Yellow Ribbon team

does in conjunction with the Cottage Grove Lions. So, this is a great way to show your support for our veterans and our military families, especially those with deployed soldiers right now. That starts at 9 o'clock, as you mentioned, at Kingston Park, and it should be done right around 11:00, and like Jaime mentioned, a perfect time to just head over and treat yourself to some delicious food and snacks from the food trucks.

I would encourage members of the CVB to sign up to help out. It's a busy day, there's a lot going on, so as with anything else volunteer related, more hands make for lighter work. So, if you have the opportunity to even give an hour or two to help support the CVB at the Food Truck Festival, I think that would be greatly appreciated. Jaime, did you have anything else for us?

Jaime replied no. Chairman Olsen said all right, are there any other questions?

Director Reese said can I just ask what kind of promotion are we doing, outside of, I assume we're doing social media promotion, but are there other additional promotions? Is there something that's kind of packaged that we can do?

Jaime replied yes, thank you, Chairman and Members of the Board, we are doing some paid social media advertising to promote the event. We obviously have an event page on Facebook, which has thousands of likes. I'm not exactly sure of the current number, but we're continuing to post on the event, share it on Facebook through the *Discover Cottage Grove* page and the City's Facebook page. It goes in the *Cottage Grove Reports*, which goes out to all the households and businesses in Cottage Grove. So, while we know Cottage Grove comes to the event, we also push to promote to a larger audience as well.

Director Reese said okay, is there something that, other than going through and doing reposts and stuff that could be packaged that the Board and the Council and whatever could push out through their own channels?

Jaime replied we could look at putting something together for that, sure; Director Reese said okay, that'd be great.

Council Member Olsen said that was right there on my front page of my *Cottage Grove Reports* when I got it, so, I liked seeing that, that was great, and I know we have done social media. I am curious to sort of build on that question, with all the various social media outlets that we have now, you know, we've got Facebook, we've got Bluesky, we've got all these other ones, are we utilizing all of those formats? Are either of you able to let us know? Some people get a little picky about where they absorb their social media information, so I'm just wondering if we've kind of taken the approach of hitting everything.

Phil Jents, Communications Manager, replied Chair Olsen, Members of the Board, really good questions. For 2025, when it comes to say Bluesky, for instance, that has largely been, we'll call it a test balloon for the City of Cottage Grove's kind of main social media presence, not necessarily *Discover Cottage Grove*; because in an effort to meet residents where they are at per the City's overall Strategic Plan, we were finding that engagement and views and activity of any kind outside of Facebook was really scant. We were kicking around well, are our residents no longer on a certain platform, are they on maybe a different platform? While Bluesky was gaining a ton of popularity at the time, I'm not sure if that popularity has plateaued since then, this was six, nine months ago, and so we decided to test that platform out to see if our residents are there. That, again, is activity mainly geared towards the City of Cottage Grove communications, not necessarily *Discover Cottage Grove*. Having said that, most of our engagement, most of our views on all pages, our main City page, Public Safety page, *Discover Cottage Grove* really do primarily come from Facebook. That is definitely where our residents and viewers and engagers are at, at least at the moment. So, our online page, social media advertising is mostly focused around Facebook. Given that fact, I will also add finally that we did kick around the idea of doing some other types of advertising, say radio ads, and we reached out to gain some insight around pricing, availability, what might that look like. I don't know if that's something that has been done in the past, but we just wanted to get some research and figure out if that's something that would be viable. We're not exactly sure why, but we did not actually get a response to that inquiry, which is a little disappointing because we are potentially paid customers. So, it doesn't mean we can't continue to explore other opportunities, billboards, radio ads, TV ads, but to date, we're primarily focusing on that Facebook social media advertising and seeing some really encouraging results in terms of linked traffic back to our website.

Chairman Olsen said and of course, you and I had the opportunity last week to do our promotional video as part of the Council Update process, so. Phil said correct, and that's coming out this week. Chairman Olsen agreed, said yeah, that should be out this week, so TrueLens was there to film Phil and I for the normal Council Update video, and we focused on the Food Truck Festival and Walk, Run, Ruck. So, hopefully, that'll come out and if they found a way to make me look much skinnier on camera, that would be good, and then we'll share that profusely as well. Thank you.

Chairman Olsen asked anything further on the Food Truck Festival? Good questions, thank you.

7.2 2025 Quarter 2 Lodging Tax Collection

Chairman Olsen said Phil will be speaking on this.

Phil said well, Good Morning, again, Chair Olsen and Members of the Board. This morning we're here to talk about Q2 Lodging Tax and Revenue Collections. As you see before you, I won't exactly bore you by reading all of the numbers, but for 2025 Q2 Lodging Tax

Collections and Other Revenue, which does include some revenue from the Food Truck Festival, we're sitting at \$30,949; that is 4.7% higher than the 2025 Q2 Budgeted Revenue, which is largely caused by the Food Truck Festival itself, so registrations, vendors, and sponsors. As you all know, the Food Truck Festival is a very successful event financially, attendance wise, and so we're happy to see those numbers coming in at a decent clip there.

With that, that's all that I have for Q2 Lodging Tax and Revenue Collections, but I will happily stand for questions.

Chairman Olsen asked if there were any questions for Phil on the budget, on the revenue capture; none were asked.

Chairman Olsen asked Phil, can you just clarify Q1, Q2, what are the timeframes for each of those? Are we running the standard calendar, January, February, March for Q1, April, May, June for Q2?

Phil replied Chair Olsen, Members of the Board, that's correct.

Chairman Olsen said so, then it might be fair to say, tell me if I'm wrong, Q3 we will also see revenue from the Food Truck Festival because, of course, June is a little further away from September, so as more of these vendors look at the opportunity and decide they want to come forward in addition to sponsorships, etc., we should see some other revenue. And I'm not sure if you're going to know the answer to this question, maybe Jaime would, but I'm curious how our sponsorship revenue is coming to last year; does anybody have that answer? I know it's a bit of a curveball, I'm sorry.

Jaime replied that's right, Chairman and Members of the Board. Last year in sponsorships we had right around \$9,000 in sponsorships, we budgeted for about \$8,000 this year, not knowing if the trend would continue, so we are about \$1,500 away from our budgeted goal for sponsorships this year.

Chairman Olsen said okay, and we're still obviously soliciting for additional sponsorships should opportunities arise, correct? Jaime replied that's right. Chairman Olsen said I know last year we had a lot of excitement around the Food Truck Festival with the puzzle release and things, too, and this year, you know, that's not part of the equation, but it still seems pretty healthy. Thank you.

Chairman Olsen said all right, if there are no further questions on the Lodging Tax Collection, I'm going to move forward to the 2026 Preliminary Budget Approval.

7.3 2026 Preliminary Budget Approval

Chairman Olsen said I believe Phil is going to take us through this as well. Phil replied that is correct, Chair Olsen, Members of the Board.

So, the 2026 Preliminary Budget, as you all know, budget season is here in full swing, and so we are here to discuss the CVB's 2026 Preliminary Budget. You have the full 2026 Preliminary Budget worksheet in front of you and in the packet, so I will not bore you with reading that entire spreadsheet. I would happily do so, but I'm sure you have more interesting and better things to do.

At any rate, Lodging Tax Projections for 2026, and similar to other years, we base that on a 63% occupancy rate, which gets us in at around \$72,300 a year for Lodging Tax projections. Visitor Guide Ad Sales come in at \$4,500. As we just discussed, the Food Truck Festival is a pretty big, premier event for Cottage Grove and the CVB at \$23,000 in total revenue projected. And then you've heard me discuss before, but new this year is the Explore Minnesota Tourism Grant. That is a program that the City has been successful with in the past, for reasons unknown to me it went away, I think about a year ago, and then they brought it back for cities running a Convention and Visitors Bureau. So, we were successful in getting a \$2,000 Explore Minnesota Tourism Grant, which we will use towards, speaking of advertising for the Food Truck Festival and other outdoor food-related events, like the Food Truck Fest, One Family Festival will be using that toward online advertising from that grant.

Also, similar to other years, we have our expenses broken out in essentially Marketing Expenses, Operating Expenses, and Other. Again, I won't bore you by reading all of the numbers and all of the line items, many of them are most likely familiar to you, and a lot of the numbers are largely unchanged from previous years, with the exception of a couple things: Again, we've got something that I've mentioned before, which is the Decker Technologies Rentalscape Software; that is a piece of software that helps us scan and find short-term rentals in the City of Cottage Grove, making sure that they are operating properly, licensed properly, and that is a shared expense between the CVB and Community Development. Our Marketing and Operating Expenses come in at a total of \$56,135 for Marketing and \$49,796.25 for Operating Expenses.

The 2026 Preliminary Budget Total Revenue Projections come in at \$101,800, Expenses come in at \$105,931.25, which if your quick math shows you is about a \$4,131.25 loss. A note on that: As we would do any year, we will keep very close tracking on our expenses to zero that out and cut costs where we can. This last year, for instance, we saved a fair amount of money on Visitor Guide printing due to a much shorter and more streamlined Visitor Guide. Also, that \$4,131.25 could be made up with remaining fund balance, as again, we spend a little less money, trim things where we can, streamline things where we can, and use remaining dollars or expenditure savings to make up that cost.

With that, there is a motion in front of you, and I will be happy to stand for any questions or comments.

Chairman Olsen said thank you, Phil. Any questions from the Board on the 2026 Preliminary Budget? None were asked by the Board. Chairman Olsen said okay, I do have a couple for you, Phil. One of the things that obviously plays into this budget, and it's a pretty important thing, is your revenue capture, and that revenue capture comes from the Lodging Tax. I know that the EDA and the staff have been working closely together to hopefully come to some agreement with a hotel chain, a hotelier, to put another hotel in town. I'm wondering if anybody may have an update on how that process is going, whether that's you or Jaime or the Administrator?

City Administrator Jennifer Levitt replied Mr. Chair, Members of the Board, in regards to the RFP that we put out for the hotel, the deadline is the end of August. So, we put out a reminder last week to all of the holders of our RFP, our proposal, waiting for those responses to come back in. We are continuing the remediation efforts on the property that we're looking to acquire; we completed a Phase 1, we have now moved into a Phase 2 with some soil sampling to take place. There had been a potential fueling station at the one corner of the property way back in the day; Mrs. Ross can remember pumping gas with her grandfather out on East Point Douglas, so it's something that we need to track down and work on. And then in regards to the infrastructure that would be needed to support that, we've started the preliminary design work for that effort, and if you will recall, we have a grant from the Federal government for about \$3 million. Our intent is that we would build \$3 million worth of infrastructure next year and capture those dollars to really prime that site for development. So, we will keep our fingers crossed in the coming days here, as we seek to find someone to submit a proposal for that property.

Chairman Olsen said thank you, any responses to the RFP at this point? Administrator Levitt replied no one has formally submitted yet. Chairman Olsen said okay, wonderful, well, we still have a few days, so thank you for the update. I'm glad we sent out a reminder on that.

Chairman Olsen asked any other questions from the Board? Okay, I'm looking for a motion to approve the 2026 Cottage Grove Convention and Visitors Bureau Preliminary Budget.

Recommendation: By motion, Approve the 2026 Cottage Grove Convention and Visitors Bureau Preliminary Budget.

Motion by Director Reese to approve the 2026 Cottage Grove Convention and Visitors Bureau Preliminary Budget. The motion was seconded by Director Levine. Motion passed unanimously (4-to-0 vote).

7.4 CVB Website Redesign

Chairman Olsen said I think Phil will be speaking on this.

Phil replied yes, Chairman Olsen, Members of the Board, the website as you recall, back on June 3, 2025, we were discussing the *Discover Cottage Grove* website as one of the recommendations coming out of the CVB's Strategic Plan from Chandlerthinks. One of those key recommendations was the website itself. Now, there are some things that we have done and will continue to do to update the website regardless of how we move forward, things like improving SEO and updating images, making sure content is correct, so on and so forth. Having said that, the website overall is I believe several years old at this point, and as we discussed on June 3, 2025, are we ready for a potential redesign of the website, a refresh, as they are want to do every few years or so. We presented a few options regarding the website: 1) Kind of a keep things as is; 2) Host it on a new platform; or 3) A full redesign.

The Board expressed interest in a redesign of the website. At the time that we were discussing that potential, on June 3, we estimated that the website redesign cost would come in at around \$7,000 to \$12,000. Given the Board's interest in redesigning the website, we did pursue a couple quotes from local vendors: Anselment Innovations and Dapper Dog Marketing. With that, the two quotes that you see in front of you, Anselment Innovations came in at \$11,000 for the website redesign, and Dapper Dog Marketing came in at \$7,150 for the website redesign. So, while I'm happy to report that both of those quotes came kind of right smack dab in the middle of what we thought it might cost for the website, it is still very much on your plate, so to speak, to kind of give us guidance as to what we'd like to do with the website.

If approved, the redesign could be pulled from, as we discussed on June 3, savings from the printing of the Visitor Guide, unspent social media advertising dollars, and so forth.

So, with that, there is a motion before you, but I would be happy to stand for any questions.

Director Haatvedt said I have one. What are the differences between the two? You have one at \$11,000, you have one at \$7,150 from Dapper Dog. What are the two differences between the two quotes, if you wouldn't mind?

Phil replied Chair Olsen, Director Haatvedt, I think a couple things. The two quotes, both full quotes are in the packet that you have in front of you if you wished to kind of go through, and I think the other thing is they are taking two different approaches in terms of, how do I want to phrase this, the website hosting service. So, one thing that we came in exploring pretty seriously was a DCG website hosted on the Wix platform; that is the platform that Quote #1 utilized to develop their proposal. And then besides

what you'd expect work to be done on the website redesign, I think that particular quote comes in as a result of whatever time and cost calculations they are doing to provide that website redesign. Quote #2 is not using the Wix platform, which is not something we expected to be interested in, not for good, bad, or otherwise, it's just we'd heard really good things about Wix, and I think it probably is still a very great platform; but Dapper Dog Marketing provides, I think, some important feedback about that platform or any other platform, for that matter, and regardless, we were very happy with the information that we were provided from Dapper Dog and Anselment Innovations. But I don't want to speak too specifically about how they came up with their numbers because they're vendors and they cost calculate and so on.

Chairman Olsen asked, any follow ups on that or questions?

Director Reese said based on what you did get back from the two vendors, I mean, kind of what was your feeling as far as what you were going to be getting from services? I saw that you met with them and talked to them, what was your kind of feeling as far as services? Was there a big difference in service and ability, not thinking about price, but what they were going to do, was there a big difference between the two?

Phil replied yes, Chair Olsen, Director Reese and other directors, a good question. I think at the end of the day, we walked away from both of those conversations feeling extremely confident in either vendor. They have different approaches, different styles, which again, is not good, bad, or indifferent; they're different people, they're different vendors, so of course they do. But either way, Quote #1 and Quote #2, I think we would end up with, I know that we would end up with a very nice, very solid, newly-designed website. And, so, I would not have any misgivings or concerns about either vendor. Again, I think with Quote #2, a couple things being the low quote, which is important to consider for obvious reasons, but also I don't have any concerns, and while I won't speak for staff, I think we all agreed that the low quote doesn't mean the "bad quote." So, we definitely had very strong feelings about Dapper Dog's skills and abilities to give us a really good website, and beyond that, you want a website that looks and functions very well that is the product you're purchasing, but also you need good customer service. In terms of references, in terms of as you're interviewing somebody, which is essentially what that is, they both performed very, very well.

Chairman Olsen asked any follow up on that? There was none. Chairman Olsen said, okay.

Director Levine said I'll add really quick, I'm not familiar with the Quote #1, but I will add with Dapper Dog, they are Chamber members, and Tara is just crazy talented. So, I'm really excited that she was one of the companies that you took a look at, and I think that, like you said, with either company, we'd probably be really excited and happy with them. But going with Dapper Dog is, she's local here, she's really invested in the community, has worked with lots of other businesses and cities around the area, so I'm excited to see that.

Chairman Olsen said well, that's a nice testimonial, and it sounds like the staff did some homework in terms of references, etc., which I certainly appreciate, and if all of those came back as well as the reference that we just heard, that's a pretty positive sign.

Are there any other questions for staff on this topic? If not, then I will be looking for a motion to approve the Service Agreement, subject to minor modifications by the City Attorney, with Dapper Dog Marketing to redesign the *Discover Cottage Grove* website for an amount of \$7,150.

Recommendation: By motion, Approve the Service Agreement, subject to minor modifications by the City Attorney, with Dapper Dog Marketing to redesign the *Discover Cottage Grove* website for an amount of \$7,150.

Motion by Director Levine to Approve the Service Agreement, subject to minor modifications by the City Attorney, with Dapper Dog Marketing to redesign the *Discover Cottage Grove* website for an amount of \$7,150. Motion was seconded by Director Haatvedt. Motion passed unanimously (4-to-0 vote).

Council Member Olsen said that motion carries. Phil, you're off the hot seat now, thank you very much for that.

8. WORKSHOP - None.

9. CVB COMMENTS - None.

10. ADJOURNMENT

Director Haatvedt made a motion to adjourn; the motion was seconded by Director Reese. Motion carried: 4-0. The meeting was adjourned at 8:02 a.m.

City of Cottage Grove Convention and Visitors Bureau

August 26, 2025

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Respectfully submitted,

Phil Jents, Communications Manager

/jag



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau

FROM: Jaime Mann, Assistant to the City Administrator

DATE: November 21, 2025

RE: 2025 Food Truck Festival Recap

Food Truck Festival Recap

Discover Cottage Grove hosted our 3rd Annual Cottage Grove Food Truck Festival on September 13, 2025 at Kingston Park. It is estimated that there were between 13,000 – 15,000 people in attendance this year.

Food Trucks

The Food Truck Festival had 35 registered food trucks this year but only 34 at the event because one truck broke down on the way to the event that morning.

Below is the list of food trucks that participated. The total collected from participating food trucks was \$14,000.

Food Trucks	
Amazing Momo	Pharaohs Gyros
Auntie M's Gluten Free	Philicious Phillys
Asian Invasion/Chopstix	Pretty Great Cake Shakes
B-Low Zero Snow Cones and Mini Donuts	Que Tal Street Eats
Bunk House	Sambusa Samosa
California Dip & Eat	Samurai Teppanyaki
D&D Goodies Foodtruck	Shoo-Ga Cane Juice Bar & Eatery
Eggroll Queen	Smith Brothers BBQ
El Mexicano Grill	Soul To Soul Barbecue
Grand-Line Donburi	Thai Thai Street Food
HomeTown Creamery	The Rusty Kettle
Hydration Shuttle LLC	Tiger Belly Eats
Inferno Wood Fired Pizza	Twin Cities Tacos
iPierogi food truck	Whiskey Creek BBQ
Junebug Carolina Flare	Xstream Cuisine
Kona Ice	YANG YUMM
Muddy Tiger	Yum Yum Truck
Original Hockey Mom Brownies	

Sponsorships

The goal this year was to get \$8,000 in sponsorship to help cover the expense of hosting and promoting the event. The total sponsorship revenue collected was \$6,500.

Sponsorships	
Amrize	Platinum Sponsor
Van Meter	Platinum Sponsor
VFW Post 8752	Platinum Sponsor
SoWashCo Cares	Platinum Sponsor (In-Kind Donation)
Tennis Sanitation	Platinum Sponsor (In-Kind Donation)
3M	Silver Sponsor
Gateway Fiber	Silver Sponsor
Graphic Design, Inc.	Silver Sponsor
River Oaks Golf Course & Event Center	Silver Sponsor
American Solutions for Business (Mary Slusser)	Silver Sponsor (In-Kind Donation)

Marketplace

This is the second year the CVB hosted a vendor marketplace at the Food Truck Festival. The goal this year is to get to have 15 vendors participating in the event. There were a total of 27 marketplace booths this year. Last year, which was our first year of the vendor marketplace, we had 17 vendors. There was great feedback received from the participants and most said they would come back next year. The total revenue collected from the marketplace vendors was \$3,000.

Marketplace Vendors	
All Energy Solar	Little Ritters Designs
Bao's Henna Art	Matter's Farm to Table
beem Light Sauna	Morgs Mallows
Blue Skyz Shop	Public Safety Board
Books by Alice Belden	Northern Pine Co. Boutique
Burn Boot Camp	Once Upon a Wish Travel
CSAH19 Corridor Study	PaperPie by Amber Johnson
Colorburst Creations 3D	Pet Wants
Cottage Grove Area Chamber of Commerce	Renewal by Andersen
Dynamic Drips	Shields Lake Cheesecake
Gateway Fiber	Squeaky Services
Harper Nichole & Co	The Wild Child
Kenyons Inferno	VFW Post 8752
LifeWise Academy	

Entertainment

There was also great feedback received from attendees regarding the live music this year. Basic and Boring opened the day for the event and Revved Up closed out the day for us.

Discover Cottage Grove Booth

The CVB hosted a booth near the north entrance to the parking lot where swag and visitor guides were handed out. The giveaways were a combination of items that were purchased this year to support events that the CVB attended along with some remaining items from last year's swag.

Budget

Since our first year, we have projected revenue and expenses for the event. For the 2025 event, we projected a profit of \$2,900. After all expenses have been paid, our profit was \$4,940.83. This money stays within the CVB budget to pay for other marketing activities and expenses.

Revenue	
Projected	\$23,500.00
Actual	\$23,744.94

Expense	
Projected	\$20,600.00
Actual	\$18,804.11

Profit/Loss Summary	
Projected	\$2,900.00
Actual	\$4,940.83

Recommendation

Receive the 2025 Cottage Grove Food Truck Festival recap information.



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau
FROM: Courtney Pirsig, Communications Specialist, Graphic Design
DATE: November 21, 2025
RE: 2026 Visitor Guide

Background

What makes Cottage Grove unique? This year, we have curated the guide to highlight some of Cottage Grove's must-see sights and top attractions, with an emphasis on weddings. Venues and meeting spaces play a significant role in what Cottage Grove has to offer. Featured on the cover and on spreads throughout the guide, CVB staff used high-quality, venue-focused photography to tell our story. To complement the website rebrand initiative, staff have integrated QR codes that seamlessly connect users to the broader digital ecosystem. Scanning these codes directs users to DCG website, blog posts, and other digital offerings, providing a richer, more interactive experience and inspiring travel into our community.

Discussion

Ad Sales

68 local businesses were invited to participate in the 2026 Visitor Guide. As of November 21, 2025, six advertisers have purchased an ad placement (Total revenue = \$3,010).

Sample 2026 Visitor Guide

Attached is a draft copy of the 2026 Visitor Guide. A final version will be emailed to board members for any last suggestions or changes before going to print.

Printing Quotes

Quotes were submitted from two local print companies. The guide is full-color, 24 pages (+4 for cover). Pricing is based on a quantity of 6,000, 7,000, and 8,000 copies. Last year, 7,000 booklets were ordered and there is a surplus of guides to use until the 2026 Visitor Guide is distributed.

Recommendation

Approve quote for the printing of 7,000 copies of the 2026 Visitor Guide through GDI Inc. for \$6,286.

Attachments:

- GDI Inc. Visitor Guide quote for the following quantity: 6,000, 7,000 and 8,000
- Ideal Printers Inc. Visitor Guide quote for the following quantity: 6,000, 7,000, 8,000
- Draft Copy for 2026 Visitor Guide (artwork not final)

Cottage Grove

TWIN CITIES ★ MINNESOTA

Find
Your Venue

Get an exclusive
sneak peek at our
venues. See page 18.

happily ever after ... starts here.

m EXPLORE
MINNESOTA

2026 OFFICIAL VISITOR GUIDE

HOPE GLEN
FARM

DISCOVER
COTTAGE GROVE

discovercottagegrove.com

Tie the Knot Here

Your wedding dreams coming true.



Celebrate your love in *Cottage Grove*

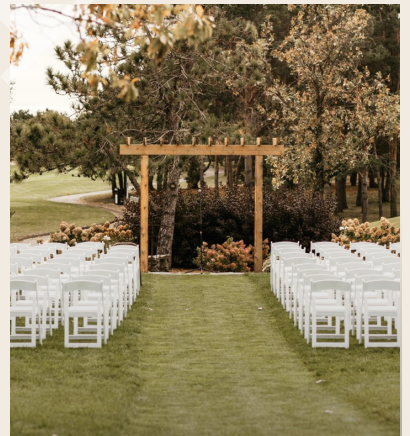
Cottage Grove offers a beautiful and accessible setting for your special day, combining rustic charm with modern convenience. Just minutes from the Twin Cities, the area provides diverse venue options, from historic backdrops to elegant spaces, ensuring a memorable and picturesque celebration for you and your guests.



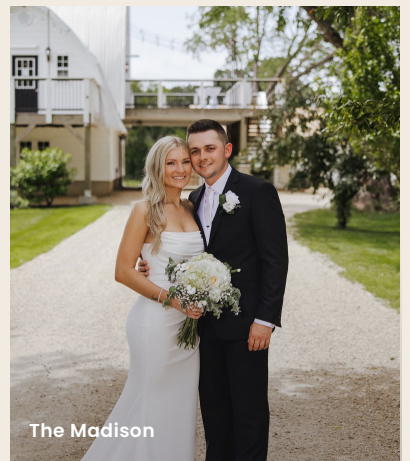
River Oaks Golf Course & Event Center



Bride and Jewel Co.



Hope Glen Farm



The Madison

EXPLORE MORE

WELCOME TO BEAUTIFUL COTTAGE GROVE, MN

We are the Cottage Grove Convention and Visitors Bureau (CVB), and we are your personal, local guides dedicated to ensuring you have a memorable experience in our city! Our mission is to promote Cottage Grove as a premier, year-round destination perfect for everyone, whether you are a leisure traveler seeking relaxation, a passionate outdoor enthusiast ready to hit the trails, or a couple dreaming of the perfect spot for a romantic wedding. We work hard every day to highlight the very best of Cottage Grove—from our beautiful venues to our exciting community events.

A Message from our CVB Board Chair

As someone who grew up here, I can attest firsthand that Cottage Grove truly embodies our city slogan: “Where Pride and Prosperity Meet!”

We are a unique community that offers the best of both worlds—the friendly, small-town atmosphere of the suburbs, combined with convenient access to the thriving Twin Cities metro area. Whether you’re here to hike the wooded trails, enjoy a round of golf, explore our retail and dining scene, or celebrate a joyous wedding at one of our beautiful venues, you’ll find that Cottage Grove is a place to relax and connect. We hope you take this opportunity to experience the special character that makes our city a wonderful place to visit, work, and play.

Thank you for being our guest. We hope you enjoy your time here, and look forward to welcoming you back again soon!

JUSTIN OLSEN, CHAIR



Cottage Grove Convention & Visitors Bureau

12800 Ravine Parkway South
Cottage Grove, MN 55016

Follow us on social media:
[@DiscoverCottageGrove](#)
[#DiscoverCottageGrove](#)
DiscoverCottageGrove.com



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ADVERTISE LOCALLY, GROW TODAY

Ready to capture the attention of thousands of local residents, visitors, and travelers across the world? Discover Cottage Grove is now accepting reservations for the 2027 Visitor Guide.

Don’t miss out—secure your feature today!
Email Discover Cottage Grove to learn more:

info@discovercottagegrove.com
www.discovercottagegrove.com



GETTING HERE

LOCATED NEAR POPULAR
ROAD TRIP DESTINATIONS

Visitor Roadmap

Add Cottage Grove as a stop
on your next road trip!



MISSISSIPPI
RIVER

Photo by Nathan Klok

**BLOG TITLE GOES HERE
(1-2 LINES MAX)**

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consectetur adipiscing elit.
(2-3 lines max)

BRAINERD

145 miles

DULUTH

163 miles

HASTINGS

9 miles

MINNEAPOLIS

24 miles

NORTHFIELD

35 miles

RED WING

33 miles

SAINT PAUL

16 miles

STILLWATER

22 miles

TAYLOR FALLS

55 miles

WINONA

95 miles

MUST-SEE SIGHTS & TOP ATTRACTIONS



COTTAGE GROVE BIKE PARK

Experience the rush on our extensive dirt trails, featuring challenging dirt jumps, and a pump track.



RIVER OAKS GOLF COURSE

The city's premier municipal course offers 18 holes and stunning views of the Mississippi River.



THE HAUNTING EXPERIENCE

Seek a good fright at the annual Halloween attraction, known for its spine-chilling mazes and unsettling live actors.



DODGE
NATURE CENTER

Step into nature at Shepard Farm

Free trails open daily
Nature activities for all ages

The nature center
in your neighborhood



Cottage Grove
70th Street S &
Jamaica Avenue

8:00 AM

RIVER OAKS GOLF COURSE



Explore

SHEPARD FARM



Golf

2:00 PM

9:00 AM



Drink

LAS MARGARITAS

4:00 PM



Shop

BOONDOCKS VINTAGE BOUTIQUE

6:00 PM



Eat

JUNCTION 70

FIRST TIMER'S GUIDE TO COTTAGE GROVE

THINGS TO DO

FAMILY ACTIVITIES

KID-FRIENDLY ENTERTAINMENT AND FUN FOR ALL AGES

Photo by Isaac Pavek


COTTAGE GROVE BIKE PARK



Photo by Shepard Farm

1

SHEPARD FARM – DODGE NATURE CENTER

Explore Shepard Farm’s miles of walking trails through restored prairie, woodlands, and wetlands, which provide a key habitat for wildlife. It’s an ideal destination for a peaceful hike, bird-watching, and connecting with nature, all while promoting environmental stewardship.

dodgenaturecenter.org

Adventure More

Discover your next big thrill by stepping outside your comfort zone.




COTTAGE GROVE ICE ARENA

2

SPLASH PAD AT HIGHLANDS PARK

Cool off on a warm day at the popular, free splash pad located within the beautiful 65-acre Highlands Park.



Photo by Sara Quinnell

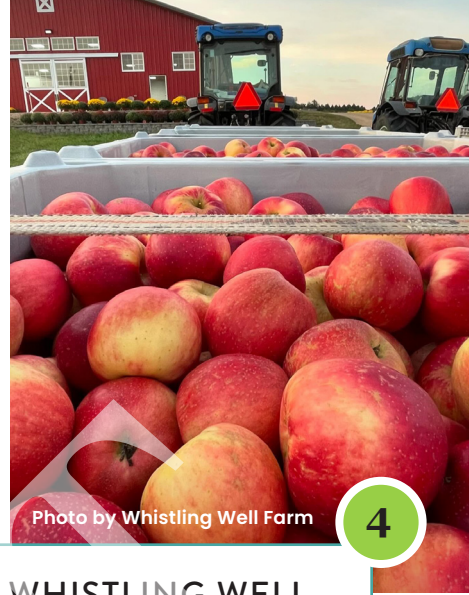


Photo by Whistling Well Farm

4

WHISTLING WELL FARM

A must-see fall destination, Whistling Well Farm is a cherished, family-run apple orchard located in the beautiful St. Croix River Valley with no admission fee. Open seasonally from Labor Day weekend to Halloween, the farm offers an authentic country experience, allowing visitors to pick their own apples and pumpkins.

Don't miss their on-site animal viewing with goats and chickens, and be sure to stop into their country store for fresh-baked goods, pre-picked apples, and local honey.

whistlingwellfarm.com

3

FUNZONE ARCADE AT PIZZA RANCH

Combine an all-you-can-eat tasty buffet with a lively atmosphere at Pizza Ranch, which features the exciting FunZone Arcade for family-friendly gaming and prizes.



SCAN ME to see an extended list of family activities.



BOCCE BALL AT RIVER OAKS



COTTAGE GROVE SKATE PARK

THINGS TO DO

5

ST. CROIX BLUFFS REGIONAL PARK

Experience hiking, camping, and boating along the wild and scenic bluffs and river frontage of the St. Croix River.



AFTON ALPS SKI RESORT

In the scenic St. Croix River Valley, the premier winter destination offers 50 runs, terrain parks, and snow tubing.

6

Photo by Afton Alps



7

AFTON APPLE ORCHARD

This beloved family farm offers seasonal pick-your-own experiences for an assortment of berries and pumpkins. Beyond the bounty of the fields, autumn visitors can also enjoy classic farm fun like hayrides, a huge playground, a petting farm, and a massive 15-acre corn maze.



Photos by Afton Apple Orchard

DISCOVER COTTAGE GROVE'S PARKS AND TRAILS

THINGS TO DO

Cottage Grove is an outdoor playground waiting to be discovered! With nearly 2,000 acres of parkland and an expansive network of multi-use trails, you'll find endless ways to explore. Whether you're looking for a peaceful nature escape or an action-packed family outing, we've got the perfect spot.

Our signature destination is Cottage Grove Ravine Regional Park. This beautiful Washington County park offers wooded hills, a scenic lake, and miles of trails for hiking, biking, cross-country skiing, and fishing. It's your go-to for experiencing Minnesota's natural beauty year-round. For families, Woodridge Park is a must-visit. It is home to one of the largest and most unique play areas in the region: the Inclusive

Playground. This space is designed for children of all abilities, featuring accessible surfacing and engaging sensory equipment. It's a highlight for families with young kids. If you prefer to explore on two wheels, leave the car behind! Our city features a vast system of paved and natural trails — nearly 100 miles — that connect dozens of neighborhood parks and open spaces, making it easy to stroll, run, or bike anywhere in town. Finally, for the thrill-seekers, the Cottage Grove Bike Park offers pump tracks, dirt jumps, and a 4x track where riders of all skill levels can test their limits and perfect their moves. Grab a map, lace up your shoes, and enjoy the journey.

Cottage Grove is ready to welcome you!



8

WOODRIDGE ALL-INCLUSIVE PLAYGROUND

Home to one of the largest inclusive playgrounds in the state, Woodridge Park features a 23,000-square-foot destination play space open to children of all abilities. The impressive park boasts accessible surfacing, over 80 pieces of equipment, sensory play features, and a large outdoor musical section for everyone to enjoy.

**9000 90th St S
Cottage Grove, MN 55016**

Magical Memories

Woodridge Park is the perfect place for kids to burn off energy.

Wildlife

The trails offer prime viewing opportunities for native animals.

EXPERIENCE THE OUTDOORS

OUR BEST HIKES, GREEN SPACES AND SEASONAL FUN

Cottage Grove is the ideal hub for river valley explorers and nature lovers, perfectly positioned for adventure along the St. Croix and Mississippi Rivers. Visitors have quick access to the deep ravines and scenic bluffs of Afton State Park, where they can enjoy 20 miles of hiking trails and quiet wildlife viewing. Just minutes away, St. Croix Bluffs Regional Park offers exceptional riverside camping, hiking, and canoeing opportunities, with nearly 10 miles of trails winding through forest and prairie. Back in the city, you'll find nearly 100 miles of local trails connecting neighborhood parks, including the popular Cottage Grove Bike Park, perfect for mountain biking or a scenic ride.



**COTTAGE GROVE
RAVINE REGIONAL PARK**

Photo by Adam Larson

Nature Awaits in *Cottage Grove*

Did you know getting on the water or snow is easy here? During the summer, you can use the self-serve iPaddlePort at Hazen P. Mooers Park for instant kayak rentals on the Mississippi River backwaters. In winter, affordable snowshoe rentals are available at Cottage Grove Ravine Regional Park and Oakwood Park.

WANT TO LEARN MORE?

Scan the QR code to learn about our open spaces.



The sweetest tradition starts here.
 Fresh apples, raspberries, strawberries, pumpkins and more

PLAN YOUR SUMMER OR FALL ADVENTURE.

15-acre corn maze • petting farm • hayrides • large playground • yard games • special events

aftonapple.com | 651-436-8385 | 14421 90th Street South, Hastings, MN 55033



GO KAYAKING ON THE MISSISSIPPI

Looking for a unique way to experience the natural beauty of Cottage Grove? Grab a paddle and hit the water!



RENT SNOWSHOES & HIT THE TRAILS

Cottage Grove Ravine Regional Park offers a dedicated 1.7-mile snowshoe loop and ample off-trail exploration.



HAVE YOU PLAYED DISC GOLF?

Oakwood Park is home to a challenging, premier disc golf course, offering the perfect outdoor challenge.

Discover the beautiful Cottage Grove area, nestled between the Mississippi and St. Croix Rivers. Explore our 2,600 acres of park land and 100 miles of trails.

THINGS TO DO

SCAN ME
to see a full
list of events
in Cottage
Grove.


**STRAWBERRY FEST
AT KINGSTON PARK**

FESTIVALS & EVENTS

EXPERIENCE COTTAGE GROVE'S
ANNUAL TRADITIONS



FOOD TRUCK FESTIVAL

Come hungry for the Cottage Grove Food Truck Festival, a popular annual event that celebrates the end of summer with a massive culinary lineup at Kingston Park. This free festival brings over 30 food trucks offering a global feast, from wood-fired pizza and gyros to Hmong egg rolls. Enjoy the delicious eats alongside live music, a beer garden, and kids' activities, making it the perfect fall outing for the entire family.



Holiday Train

Catch the CPKC Holiday Train's largest stop in December for music, magic, and community spirit!

Photo by Ib Tsev Neeg – One Family



SPRING

HONG MEMORIAL SPORTS FEST + STREET FAIR

Join us for a weekend of high-energy fun and vibrant cultural celebration at the annual Hmong Memorial Sports Fest + Street Fair. This multi-day event draws teams from across the Midwest to compete in spirited tournaments for sports like flag football, volleyball, and soccer. Beyond the athletic competitions, the Street Fair buzzes with activity, offering a diverse array of food vendors and a marketplace, making it a perfect, action-packed outing for the whole family.



SUMMER

STRAWBERRY FEST

Mark your calendar for our premier summer celebration, the annual Cottage Grove Strawberry Fest. This four-day, family-focused event kicks off summer with free admission, a carnival, and live music. Highlights include a variety of food vendors specializing in strawberry treats, the magnificent Grande Day Parade, a dazzling Saturday night fireworks show, and a fun Strawberry Pie Eating Contest, offering memorable fun for all ages.



FALL

MONSTER BASH PARADE

Embrace the spooky season at the annual Monster Bash Parade, a fun and frightful community tradition held on the Saturday before Halloween. This free event encourages everyone to dress in costume and line up along the route to enjoy a spectacle of creatively decorated Halloween-themed floats. It's a monstrously good time for all ages, featuring lively marching bands and plenty of opportunities to snag candy tossed by the parade participants.



WINTER

HOMETOWN HOLIDAY

Kick off your holiday season at the Hometown Holiday Celebration, held right at Cottage Grove City Hall every December. This eagerly anticipated free event creates a classic, small-town atmosphere. The kids will love meeting Santa and Mrs. Claus, getting a close look at live reindeer, and engaging in fun, festive activities. Enjoy bonfires, great food trucks, and live holiday music, making it the perfect night to create warm family memories.



**FOOD TRUCK FESTIVAL
AT KINGSTON PARK**



FOUR-LEGGED ADVENTURES

MAKE EXTRA SPECIAL MEMORIES WITH YOUR FURRY FRIENDS

Bring your dog! Cottage Grove hosts special pet-friendly events throughout the year. Don't miss the annual spring Dog Day in the Ravine at Cottage Grove Ravine Regional Park for trail activities. In the summer, the Cottage Grove Strawberry Fest traditionally features a Pet Show and Doggie Dash. Be sure to check event schedules for current dates.

Tail-Waggin Fun in *Cottage Grove*

For year-round adventures, head to the WAG Farms Dog Park, a 14-acre off-leash haven featuring grasslands, wooded areas, a pond, and a separate section for small dogs. Additionally, Cottage Grove Ravine Regional Park offers beautiful trails and open space perfect for a relaxing, leashed walk with your companion any time.

SUBTITLE GOES HERE

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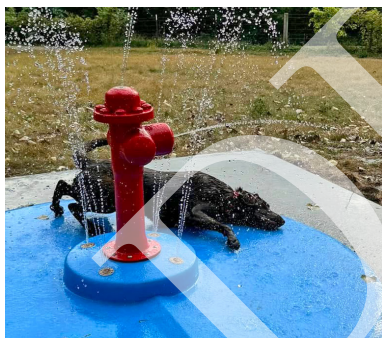
Pup Friendly

Ravine has plenty of space for your pup to explore the outdoors!



**COTTAGE GROVE
RAVINE REGIONAL PARK**

Photo by Nathan Klok



WAG FARMS DOG PARK

This spacious off-leash park features separate, fenced sections for both large and small dogs to play safely. It's the perfect spot for your pup to socialize and exercise.

(651) 368-8596
wagfarmdogpark.com



HOUND AROUND RESORT

Hound Around Resort offers doggy daycare, comfortable overnight boarding, and full-service grooming. It also provides safe and fun supervised play areas.

(651) 788-9797
houndaroundresort.com



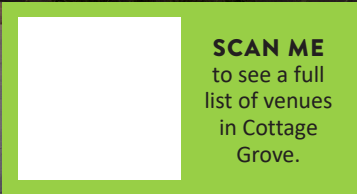
CHUCK & DON'S PET FOOD & SUPPLIES

Find a wide selection of natural pet food, treats, and supplies for your dog or cat here. They also offer useful services like grooming and self-wash stations.

(651) 458-1943
chuckanddons.com

PLAN YOUR GATHERING

SPACES DESIGNED FOR CONNECTION AND CELEBRATION



SCAN ME
to see a full
list of venues
in Cottage
Grove.

GLACIAL VALLEY PARK

Cottage Grove is the ideal place to host your next gathering, offering a wide array of venues to fit any style or size. For elegant celebrations and large banquets, choose one of our restored historic barns or a sophisticated riverbank event center. For professional meetings and smaller gatherings, utilize inspiring parkland multi-purpose rooms or convenient hotel conference spaces that simplify logistics for attendees. Community functions and casual parties can be hosted in flexible community event halls or numerous rentable park buildings and picnic shelters.



RIVER OAKS



HERO CENTER



RAVINE LANDING

ICE ARENA

8020 80th Street
Cottage Grove, MN 55016
(651) 458-3400
cottagegrovemn.gov

COUNTRY INN & SUITES

8350 E Point Douglas Rd S
Cottage Grove, MN 55016
(651) 768-7350
countryinnmn.com

GLACIAL VALLEY PARK

9900 Ravine Parkway
Cottage Grove, MN 55016
(651) 458-3400
cottagegrovemn.gov

HERO CENTER

10125 85th Street S
Cottage Grove, MN 55016
(651) 458-2811
herocenternm.org

RAVINE LANDING

9653 Keats Ave S
Cottage Grove, MN 55016
(651) 430-4300
washingtoncountymn.gov

VFW POST 8752

9260 E Point Douglas Rd S
Cottage Grove, MN 55016
(651) 459-2812
vfw8752.org

Wedding Venues



HOPE GLEN FARM & TREE HOUSE

A historic and elegantly rustic venue, featuring a beautifully restored Civil War-era barn, scenic grounds, and the unique luxury of the Tree House suite.

(612) 202-2886
hopeglenfarm.com

Photo by Kelly Birch Photography



THE MADISON LUXURY BARN VENUE

Experience life's magical moments against a breathtaking backdrop that combines lush, scenic natural landscapes with magnificent Gothic-style architecture.

(651) 336-4421
themadisonmn.com

Photo by Gilded Sparrow Photography



RIVER OAKS WEDDING & EVENT CENTER

Overlooking the Mississippi River, this stunning venue offers a perfect blend of natural beauty and sophisticated facilities for an unforgettable experience.

(651) 438-2121
riveroaksmunigolf.com/weddings

Photo by Tessa Soukup Photography

The perfect blend of barn elegance and natural beauty.



Hope Glen Farm
& TREE HOUSE

The wedding venue of your dreams.

SPORTS & RECREATION



SCAN ME
to learn
more about
sports and
recreation.



**GLACIAL
VALLEY PARK**

ACTIVE TOGETHER

YOUR ULTIMATE GUIDE TO SPORTS AND RECREATION

Cottage Grove is a fantastic place to stay active together, offering a perfect mix of nature and excellent community facilities. The Cottage Grove Ravine Regional Park is the heart of outdoor activity, with miles of scenic trails ideal for hiking, running, and biking in the summer, and cross-country skiing or snowshoeing in the winter. Beyond the trails, local parks like Hamlet Park provide fields for baseball/softball and public basketball courts. Golfers can enjoy the beautiful River Oaks Golf Course along the Mississippi River. For racket sport enthusiasts, the city offers public tennis and a growing number of pickleball courts.

cottagegovm.n.gov/parks-recreation

Year-round and water activities are just as plentiful. While the nearby Mississippi River allows for boating and fishing, the Cottage Grove Middle School Pool provides opportunities for public swimming. In colder weather, the Cottage Grove Ice Arena is the place to be, hosting leagues and public open skating sessions. The community is very involved in organized sports, with active youth and adult leagues in soccer, baseball/softball, and hockey. For visitors or residents, checking the Park and Recreation Department is the best way to find current league sign-ups and fitness classes. Cottage Grove makes it easy to embrace an active and healthy visit!

COTTAGE GROVE ICE ARENA

For year-round frosty fun, visit the Cottage Grove Ice Arena, a state-of-the-art complex featuring three sheets of ice. Visitors can enjoy public skating sessions, lessons, and hockey opportunities. During the off-season, one rink converts to an indoor artificial turf field, ensuring this dynamic facility is a hub for sports and recreation regardless of the weather.

cottagetrovemn.gov/icearena

RIVER OAKS GOLF COURSE

Tee off at River Oaks Municipal Golf Course, a premier 18-hole public course celebrated by Golf Digest for its excellent play and breathtaking overlooks of the Mississippi River Valley. This challenging and scenic course features a Toptracer Range for practice, a welcoming clubhouse with Eagles Bar & Grill, and an Event Center perfect for any gathering.

riveroaksmunigolf.com

PICKLEBALL COURTS

Experience the nation's fastest-growing sport at Cottage Grove's top-notch Pickleball Courts. You'll find free, dedicated courts at both Glacial Valley Park (six courts) and Granada Park (three lighted courts). The city also offers a popular Pickleball Club, leagues, and tournaments, making it easy to jump into a game. Grab a paddle and join the fun today!

cottagetrovemn.gov/pickleball



11099 South Highway 61,
Cottage Grove, MN 55016
(651) 438-2121
riveroaksmunigolf.com

Escape to the scenic River Oaks Golf Course! Enjoy a beautifully maintained course, challenging play for all skill levels, and stunning views along the Mississippi River.



SCAN ME
to book your tee time at River Oaks Golf Course.



Photo by Heather Lawton

TASTE OF THE GROVE

INDULGE YOUR APPETITE AND DISCOVER NEW FLAVORS

From cozy coffee shops to family-friendly diners and sports bars, Cottage Grove offers a array of dining options to satisfy any craving. Whether you're in the mood for a quick, casual bite, seeking authentic global flavors, or planning a relaxing evening out, you'll find welcoming establishments serving up everything from classic American comfort food to innovative dishes. Prepare to eat well as you explore the culinary side of our community.



CASSINI'S PIZZA



JUNCTION 70

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(1-2 LINES MAX)**

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(2-3 lines max)



Las Margaritas Mexican Restaurant



LAS MARGARITAS



Pizza, Pub, Perfection.
Join us for *happy hour!*

APPETIZERS · BURGERS · WRAPS · TAP BEER

Dine-in | Takeout | Delivery
(651) 459-6666 · CGCARBONES.COM

7155 Jorgensen Lane South
Cottage Grove, MN, 55016





DAILY LUNCH SPECIALS

Kitchen open 11 a.m.
Monday–Saturday
featuring delicious daily
lunch specials.



AFFORDABLE VENUE RENTAL

Our hall rental offers a
great venue at reasonable
rates for weddings,
parties, or meetings.

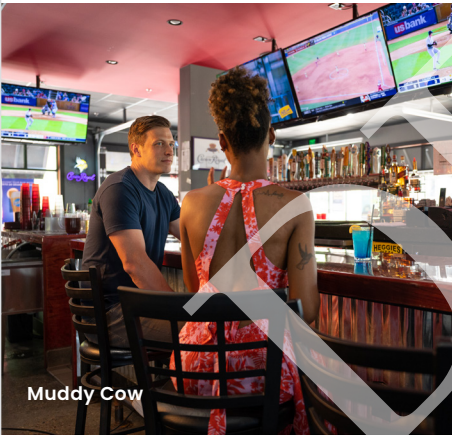


WEEKLY ENTERTAINMENT

Enjoy live music on
Tuesdays from 5–8 p.m.
and Bingo on
Wednesdays at 6 p.m.

Be our guest! Membership not required.

9260 E Point Douglas Rd S, Cottage Grove, MN 55016 | vfw8752.org



Muddy Cow



Junction 70



Eagles Bar & Grill



Vangz Kitchen



Caribou Coffee



COME STAY A WHILE

**YOUR PERFECT HOME
AWAY FROM HOME**

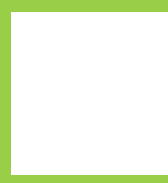
Cottage Grove offers comfortable lodging for every traveler. Choose the convenient Country Inn & Suites by Radisson for familiar amenities. For a memorable experience, book a magical night in the luxurious Tree House Luxury Stay at Hope Glen Farm. For those seeking an outdoor escape, nearby Afton State Park provides scenic backpack-in camping options on the St. Croix River.


**TREE HOUSE
LUXURY STAY**

Photo by Kelly Birch Photography

Sweet dreams in *Cottage Grove*

For visitors needing more space, privacy, or an extended stay, consider a private vacation rental booked through services like Airbnb or VRBO. These home-like accommodations offer more space, full kitchens, and greater privacy – providing a comfortable base for families visiting the Cottage Grove area.



READY TO BOOK?
Scan the QR code to see an extended list of lodging options in and near Cottage Grove.

UNIQUE STAYS

Photo by Kelly Birch Photography



TREE HOUSE LUXURY STAY

Perched in the majestic arms of a 150-year-old oak tree, this 1,200-square-foot suite offers fairytale surprises and breathtaking views.

(612) 202-2886
hopeglenfarm.com/suites



CORN CRIB COTTAGE

Stay in a unique, rustic corn crib cottage on a historic farm, complete with a jacuzzi, full kitchen, and a fireplace – steps from park trails.

(612) 202-2886
hopeglenfarm.com/suites

HOTELS

COUNTRY INN & SUITES

Enjoy a comfortable stay with a complimentary hot breakfast, free WiFi, and a refreshing indoor pool and hot tub. Pets are welcome!

(651) 768-7350
countryinnmn.com

WAKOTA INN

This well-located inn offers easy access to local businesses and Minneapolis/St. Paul attractions, making it a convenient base for travelers.

(651) 458-0313
wakotainncottagegrove.com

CAMPING

AFTON STATE PARK

Embrace challenging hike-in only tent camping, or you can enjoy a cozier retreat by reserving one of the camper cabins or yurts.

(651) 201-6780
dnr.state.mn.us

ST. CROIX BLUFFS REGIONAL PARK

This regional park offers excellent camping with a mix of RV sites that have hook-ups and designated tent areas near the St. Croix River.

(651) 430-8240
washingtoncountymn.gov/facilities

NEARBY ATTRACTIONS

Things to do in
**WASHINGTON
COUNTY**

3RD ACT CRAFT BREWERY

5 miles

7 VINES VINEYARD

23 miles

AFTON STATE PARK

9 miles

AFTON ALPS

10 miles

AFTON APPLE ORCHARD

9 miles

**LOOKOUT RIDGE
INDOOR PLAYGROUND**

8 miles

MARCUS OAKDALE CINEMA

18 miles

PARK GROVE BOWL

2 miles

ST. CROIX RIVER/BLUFFS

11 miles

STILLWATER LIFT BRIDGE

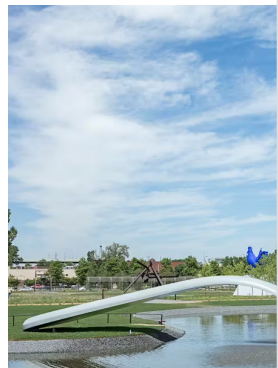
25 miles

THE BURROW - OAKDALE

12 miles

TOPGOLF - WOODBURY

10 miles



Explore the
**TWIN CITIES
METRO AREA**

CASCADE BAY WATER PARK
18 miles

CHILDREN'S MUSEUM
14 miles

**COMO PARK ZOO &
CONSERVATORY**
18 miles

GRAND CASINO ARENA
14 miles

GUTHRIE THEATER
23 miles

MALL OF AMERICA
20 miles

MILL CITY MUSEUM
23 miles

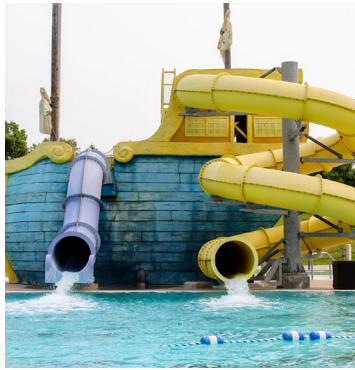
**MINNEAPOLIS SCULPTURE
GARDEN**
24 miles

MINNEHAHA FALLS
18 miles

MINNESOTA ZOO
24 miles

**TREASURE ISLAND RESORT
& CASINO**
24 miles

US BANK STADIUM
22 miles



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DISCOVER

COTTAGE GROVE



**Quotation
153402-4**

Date: November 18, 2025

TO: **City of Cottage Grove**
12800 Ravine Parkway South
Cottage Grove, MN 55016

We would like to thank you for the opportunity to submit our quotation for this work. Please feel free to call with any additional questions or changes.

Below are your detailed production specifications for this request

Description:	Booklet, 24-page self cover - 80lb Polar Bear Velvet Text
Page size	7.25 x 9.5, with bleeds
Ink	4-color process, 2-sides
Paper	80lb Polar Bear Velvet Text
Finishing	Collate and saddle-stitch along 9.5" spine
Packaging	bulk in cartons
Customer to Supply	Print-ready file
Proofs	PDF

Quantity	6,000	7,000	8,000
	\$ 5,717	\$ 6,286	\$ 6,846

*** Due to shortages of materials, all quotes are subject to change due to availability, allocation and price prevailing at the time of order placement. At order placement we will secure materials with a firm Purchase Order and lock in the final price.**

Due to the nature of electronic publishing, we reserve the right to revise our estimate after reviewing the contents of customer supplied electronic files. Any editing needed to process supplied files will be billed at a rate of \$60 per hour. Prices are exclusive of any sales tax or shipping charges. Per industry standards, we may bill for up to 10% over or under runs.

Sincerely,

Cindy Foss
Customer Care Representative
Phone: 651-480-5028
Fax: 651-480-5000



645 Olive Street
Saint Paul, MN 55130
www.Idealprint.com

Date: 11/21/2025
Estimate : 35355

City of Cottage Grove
Courtney Pirsig

Thank you for the opportunity to work with you on this project.

Description: 2026 Visitors Guide
Trim Size: 7.25" x 9.5"
No. of Pages: 28 self vs. 32 self
Paper: 80 lb. Polar velvet text
Prepress: Working & PDF files supplied
Proofs: PDF, LoRes & HiRes
Inks: 4cp 2 sides
Bleeds: 4 sides
Finishing: Trim, stitch on the 9.5" side
Add'l Services: NA
Packaging: Carton
Shipping: 1 local delivery

Quantity & Cost:	28 page self	32 page self
6000	\$6,789.00	\$6,590.00
7000	\$7,407.00	\$7,210.00
8000	\$8,028.00	\$7,864.00

Substitute Flo dull text - Less \$40.00 on all quantities

Thank you,

Jeff Krumrie
Account Executive
651-855-1067
jeff.krumrie@idealprint.com



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau

FROM: Phil Jents, Communications Manager

DATE: November 21, 2025

RE: CVB Website Redesign Update

Discussion

As part of the CVB's strategic plan, the Discover Cottage Grove website, hosting service, and design has been under a redesign by Dapper Dog Marketing.

City of Cottage Grove staff solicited feedback from various City departments, researched several other DMO websites, and consulted with Dapper Dog Marketing on the best approach to the new CVB website.

The newly designed CVB website takes into account a fresh and modern design aesthetic, accessibility best practices, providing interesting content designed to inspire a visit, and better embracing SEO within copy across the site.

With more feedback from the CVB board and from City staff, the newly designed CVB website should be ready for an official launch toward the end of 2025, or Q1 of 2026.

Recommendation:

Receive update on CVB Website Redesign.



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau

FROM: Phil Jents, Communications Manager

DATE: November 21, 2025

RE: Minnesota Department of Revenue Lodging Tax Collections and Rentalscape Software Update

Discussion

Beginning in July of 2025, and as a part of the City's overall approach to short-term rentals, hotels, and lodging tax collections, the City was interested in working directly with the Minnesota Department of Revenue (DOR) to take over lodging tax collections on behalf of the City of Cottage Grove.

Other municipalities have taken this approach to lodging tax collections, notably, the City of Woodbury, who offered positive feedback on this approach.

There are a couple key benefits of having the DOR take over lodging tax collections on behalf of the City:

1. The authority and weight of collection requests and enforcement originating from the Minnesota Department of Revenue has a significant impact on overall compliance.
2. The DOR will automatically collect from websites like Airbnb and VRBO where the City currently has no power to collect from short term rental websites and has to rely on owners to send in their tax.

To date, the daily administration of lodging tax collections has been improved, with staff now able to focus on the reporting and performance of lodging taxes overall, without the burden of managing the minutiae of the collections themselves.

And while this program is still in its early stages, staff are monitoring compliance of lodging tax remittance closely and will report back any issues, should any arise.

The City of Cottage Grove has also been working with Deckard Technologies to provide the City with advanced data analytics and technology solutions for real estate through its proprietary Rentalscape platform.

Currently, Rentalscape has identified 11 licensed short-term rental properties, 10 unlicensed short-term rental properties, and a total of 22 identified unlicensed properties (which could also include long-term rental properties).

Please note that the City's Code Compliance Officer will be sending all unlicensed properties a letter explaining rental license requirements and a timeframe for compliance.

Recommendation:

Receive update on Minnesota Department of Revenue Lodging Tax Collections and Rentalscape software.



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau

FROM: Phil Jents, Communications Manager

DATE: November 21, 2025

RE: 2025 Q3 Lodging Tax and Revenue Collection

Discussion

2025 Q3 Lodging Tax Collections

The 2025 budget used a 63% occupancy rate when calculating our 2025 lodging tax projections. The Minnesota Department of Revenue (DOR), on behalf of the City of Cottage Grove, has collected Q3 lodging tax and received the following amounts:

2025 Q3 Lodging Tax Collections for the City of Cottage Grove

Rental Month	Gross Revenue Amount	Start-up Costs (One-time only)	Administrative Cost	Net Amount Paid
July	6,828.00	(5,578.59)	(61.45)	1,187.96
August	8,564.00		(77.08)	8,486.92
September	Pending			

The gross total of the 2025 Q3 lodging tax collections received from the DOR so far is \$15,392.00. Reflected above also is a one-time only startup cost of \$5,578.59. The ongoing administrative cost of the DOR lodging tax collections for Q3 was \$138.53 (or roughly 1% of the lodging tax collections). Please note: lodging tax collections from the DOR lag behind roughly about 40 days. This is in line with what the City heard from another community while researching this lodging tax collection system. This would mean that the complete Q3 total for lodging tax collections won't be known most likely until later this year. It is also important to note that lodging tax collections in Q3 of 2025 appear to be coming in slightly higher when compared to a two-month average from 2024.

Recommendation:

Receive 2025 Q3 lodging tax collection information.



TO: Board of Directors, Cottage Grove Convention and Visitors Bureau

FROM: Phil Jents, Communications Manager

DATE: November 21, 2025

RE: 2026 Final Budget Approval

Background

Revenue

Projections of 63% occupancy were used when forecasting for 2026 lodging tax revenue, estimating the total to be \$71,550 in revenue. In looking back at the past few years, on average, the CVB have averaged a revenue of almost 65% occupancy for the full year. For 2026, the recommendation is to continue the projected occupancy and use a 63% occupancy rate for budgeting total lodging tax revenue which would give a projected revenue of \$71,550. This falls more in line with what has historically been collected from our lodging facilities yearly.

It is estimated that the advertising in the Visitors Guide in 2026 will be \$4,500 which helps offset the cost of printing the Visitors Guide.

Added for 2026 are estimates for the Food Truck Festival. Based on projections, it is estimated that the CVB will collect \$15,900 in food truck and marketplace vendor payments and \$8,000 from sponsorships of the event.

New for this budget is the receipt of a \$2,000 Explore Minnesota Tourism Grant to support online marketing for events such as the Food Truck Festival, One Family Festival, etc.

Expense

As in previous years, expenses are being broken out into three separate categories: marketing, operations, and other. Marketing expenses are core to the organization's mission of, *"promoting Cottage Grove as a premier destination for leisure travelers, weddings and outdoor enthusiasts, a recognized and successful host city for meetings and conventions, and a prominent and respected venue for sporting events."*

Marketing Expenditures	
Website Hosting/Domain	\$1,680.00
Collateral Development and Printing	\$11,000.00
Marketing and Local Events	\$6,430.00
Food Truck Festival	\$20,000.00
Social Media Advertising/Marketing Online	\$12,000.00
Professional Services	\$629.36
Other Types of Advertising (Magazines, Billboards, etc.)	\$4,630.00
Total Marketing Expense	\$56,369.36

In total, marketing expenses for 2026 are at \$56,369.36. Website hosting is budgeted at \$1,680.00 for 2026. Printing of the Visitors Guide for 2026 is estimated to be \$11,000.00. Expenses related to the Food Truck Festival are budgeted to be \$20,000.00. Other types of advertising, including the brochure programs at the Mall of America, have been budgeted at \$4,630.00. Professional Services has been budgeted at \$629.36 and includes transcription services. This leaves some areas that allow for flexibility in the budget in marketing at local events and other types of advertising which are budgeted at \$6,430.00. Social media will continue to be the focus for the CVB’s marketing efforts, so \$12,000.00 has been budgeted to maintain the presence of the CVB on social media.

The second expense category is operations and represents the funds needed to carry out the mission of the Visitors Bureau.

Operating Expenditures	
Communication Specialists Salary and Benefits	\$24,600.00
Postage	\$800.00
Supplies	\$300.00
Continuing Education/Classes/Seminars	\$4,200.00
Dues/Subscriptions	\$2,210.00
Administration Fee (City of Cottage Grove)	\$3,577.50
Contractual Services (City of Cottage Grove)	\$16,993.13
Total Operating Expense	\$52,680.63

Many of the operations expenditures are for day-to-day expenses like office supplies and postage that equal \$1,100. For 2026, the Visitor Bureau will continue its membership with the Minnesota Tourism Association (MNTA, formerly known as MACVB) for \$410, \$1,800 for the Deckard Technologies Rentalscape software (total cost for this subscription is shared between the CVB and Community Development), and has \$4,200 budgeted for continuing education which includes attending the MNTA and Explore Minnesota annual conferences. \$3,577.50 is budgeted as the 5% administrative fee that is paid back to the city for facilitating the CVB. Contractual services to the city of 25% covers services like accounting, audit, clerical and legal services and totals \$16,993.13. Finally, the largest expense is for a portion of the salary and benefits of the two Communication Specialist positions for a total of \$24,600.

With a total revenue projection of \$101,950.00 and total expenses projected at \$109,449.99 in 2026, equates to a net loss of \$7,499.98. This will be reconciled with either remaining fund balance (which is currently \$65,440.00), or expenditure reductions.

Recommendation

Approve the Cottage Grove Convention and Visitors Bureau 2026 Final Budget.

Attachments:

2026 Final Budget Worksheet

Cottage Grove Convention and Visitors Bureau
2026 Budget Worksheet

FINAL BUDGET

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2025 Budget	Notes
Revenue															
Lodging Tax at 3%															
3840 Lodging Tax	\$ 4,250.00	\$ 5,000.00	\$ 5,000.00	\$ 5,600.00	\$ 7,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 5,700.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 71,550.00	\$72,276.00	Based on a 63% occupancy rate
Total Lodging Tax Revenue	\$ 4,250.00	\$ 5,000.00	\$ 5,000.00	\$ 5,600.00	\$ 7,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 5,700.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 71,550.00		
Other Revenue															
3324 Grants					\$ 2,000.00								\$ 2,000.00	\$10,000.00	
3574 Visitors Guide Ad Sales	\$ 4,500.00												\$ 4,500.00	\$5,095.00	
3575 Food Truck Fest Food Vendor Payments						\$ 3,225.00	\$ 5,225.00	\$ 5,225.00	\$ 2,225.00				\$ 15,900.00	\$8,750.00	
3812 Food Truck Fest Donations and Sponsors						\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00				\$ 8,000.00	\$2,750.00	
3816 Refunds & Reimbursements													\$ -		
Total Other Revenue	\$ 4,500.00	\$ -	\$ -	\$ -	\$ 2,000.00	\$ 5,225.00	\$ 7,225.00	\$ 7,225.00	\$ 4,225.00	\$ -	\$ -	\$ -	\$ 30,400.00		
Total Revenue	\$ 8,750.00	\$ 5,000.00	\$ 5,000.00	\$ 5,600.00	\$ 9,000.00	\$ 13,225.00	\$ 15,225.00	\$ 15,225.00	\$ 9,925.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 101,950.00		
EXPENSES															
Personal Services															
4100-4144 Salary, PERA, FICA, Health Insurance	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 24,600.00	\$87,790.00	10% of salary and benefits for 2 positions
Total Personal Services	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ 24,600.00		
Commodities															
4200 Office Supplies / Equipment													\$ -	\$120.00	
4210 OP Supply - Other	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 300.00	\$240.00	
Total Commodities	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 300.00		
Contractual Services															
4300 City of Cottage Grove (5% Administration Fee)	\$ 212.50	\$ 250.00	\$ 250.00	\$ 280.00	\$ 350.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 285.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 3,577.50	\$3,613.80	automatically calculated based on lodging tax
4300 Contractual Services [City of Cottage Grove (25%)]	\$ 1,009.38	\$ 1,187.50	\$ 1,187.50	\$ 1,330.00	\$ 1,662.50	\$ 1,900.00	\$ 1,900.00	\$ 1,900.00	\$ 1,353.75	\$ 1,187.50	\$ 1,187.50	\$ 1,187.50	\$ 16,993.13	\$17,165.55	automatically calculated based on lodging tax
4300 Contractual Services/Professional Services		\$ 157.34			\$ 157.34			\$ 157.34			\$ 157.34		\$ 629.36	\$240.00	transcription services
4305 Website Hosting/Domain	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 140.00	\$ 1,680.00	\$1,380.00	
4309 Credit Card Fees									\$ 400.00				\$ 400.00	\$1,380.00	
4311 Postage	\$ 67.00	\$ 67.00	\$ 67.00	\$ 67.00	\$ 66.00	\$ 66.00	\$ 66.00	\$ 66.00	\$ 67.00	\$ 67.00	\$ 67.00	\$ 67.00	\$ 800.00	\$720.00	
4340 Collateral Development & Printing	\$ 11,000.00												\$ 11,000.00	\$8,000.00	updated based on 2025 cost
4341 Social Media Advertising/Marketing Online	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 12,000.00	\$15,504.00	
4341 Other Types of Advertising (Magazines, Billboard, etc)	\$ 2,050.00	\$ 2,580.00											\$ 4,630.00	\$300.00	brochure program \$2150, Have Fun Biking \$2580
4401 Dues / Subscriptions	\$ 1,800.00					\$ 410.00							\$ 2,210.00	\$325.00	MACVB membership
4403 Continuing Education/Classes/Seminars	\$ 1,500.00				\$ 500.00				\$ 800.00	\$ 900.00	\$ 500.00		\$ 4,200.00	\$1,750.00	
4434 Marketing at Local Events		\$ 130.00	\$ 5,000.00		\$ 1,300.00								\$ 6,430.00	\$6,625.00	Strawberry Fest, swag
4434 Food Truck Festival						\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00				\$ 20,000.00	\$13,650.00	
Total Contractual Services	\$ 18,778.88	\$ 5,511.84	\$ 7,644.50	\$ 2,817.00	\$ 5,175.84	\$ 8,916.00	\$ 8,506.00	\$ 8,663.34	\$ 9,045.75	\$ 3,544.50	\$ 3,301.84	\$ 2,644.50	\$ 84,549.99		
Total Expense	\$ 18,803.88	\$ 5,536.84	\$ 7,669.50	\$ 2,842.00	\$ 5,200.84	\$ 8,941.00	\$ 8,531.00	\$ 8,688.34	\$ 9,070.75	\$ 3,569.50	\$ 3,326.84	\$ 2,669.50	\$ 109,449.99		
Net Income	\$(10,053.88)	\$(536.84)	\$(2,669.50)	\$ 2,758.00	\$ 3,799.16	\$ 4,284.00	\$ 6,694.00	\$ 6,536.66	\$ 854.25	\$ 1,430.50	\$ 1,673.16	\$ 2,330.50	\$(7,499.98)		