



Single Source Justification Form

Complete and submit this form to the Purchasing Division when requesting exception to the competitive procurement process.

Single source procurement refers to those purchases where there is only one supplier that can provide the product/ service to the City. Please be as thorough and detailed with explanations to assist in the evaluation process.

Date:	03/05/2024	Division:	Communications
Department:	CMO	Title:	Marketing Officer
Name:	Kaitlin Reiersen	Vendor ID:	0024435
Requisition No:	Y237981		
Vendor Name:	Raincross Inc		

Item Description/
Scope of Work:

VisitRiverside.com on-going Website Design, development and maintenance and search engine optimization management.

1. Why is the acquisition restricted to this good/service/supplier? (Explain why the acquisition cannot be competitively bid, and Include consequences that would occur from not contracting with this supplier.)

Raincross, Inc. originally provided web development consulting services during the inception and building phases of the VisitRiverside.com website. Given the distinct features of the site, the urgent time frame, and the overarching tourism objectives, it is crucial to maintain ongoing efforts in web upkeep, design, development, and search engine optimization. This is vital for meeting awareness and growth targets and ensuring the site remains dynamic and current with its content.

Without a standing contract with Raincross, Inc., a significant transition and training period would be inevitable to on-board a new consultant for website maintenance, design, and further development. Given the tight deadline and the need to swiftly advance the tourism initiative, Raincross, Inc. stands out as the most suitable choice for the job. Their involvement in crafting the initial layout of the webpage and their active engagement with stakeholders uniquely positions them to better develop, enhance, and maintain the given feedback on functionalities and concepts.

2. How was the price offered determined to be fair and reasonable? Explain what the basis was for comparison and include cost analyses as applicable. (Compare to vendor's previous or current offer to the City or to another agency/company, market research – or any other method of comparison that will substantiate fair and reasonable pricing in the absence of competition). Attach back-up documentation for reference.


Following a thorough comparison and cost analysis of various contracts, it has been determined that Raincross, Inc. offers services similar to those provided to other agencies (ICORally & Restrospec) at rates that align with the annual cost proposal for the City of Riverside. Furthermore, Raincross, Inc.'s annual costs specific to website redesign and website hosting fall within the price range of another tourism agency's budget for the Twentynine Palms Tourism Business Improvement District with annual costs ranging from \$43,000 (FY17-18) to \$78,000 (Proposed FY22-23). Relevant documentation is attached for reference.

3. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier. Include consequences that would occur from not contracting with this supplier.

By acquiring the services from Raincross, Inc. the City will avoid training and transition delays that would be required by an alternate service provider. Furthermore, as Raincross, Inc. actively engaged in stakeholder feedback during the conception of the initial website concept functionalities, they possess a deep understanding and knowledge base regarding the ongoing enhancements required to foster continuous growth and improvement of the site, unlike another service provider.

Certification of Responsibility:

I am aware of the City of Riverside requirements for competitive bidding and the established criteria for justification of single source purchasing. As an authorized Department representative, I have gathered the required technical information and have made a concentrated effort to review comparable/equal vendors or equipment. I hereby certify the validity of the information and feel confident this justification of single source meets the City's criteria and would withstand audit or vendor protest.


Kaitlin Reiersen (Mar 13, 2024 12:21 PDT)

Signature

Mar 13, 2024

Date


Mike Futrell (Mar 13, 2024 14:27 PDT)

Department Head

Mar 13, 2024

Date



Purchasing Manager (Up to \$50,000)
Over \$50,000 - Must be submitted for City
Council Approval with Purchasing Manager
concurrence.

Mar 19, 2024

Date

2024 - 2025

Digital Marketing Management

VISIT RIVERSIDE / CITY OF RIVERSIDE



RAIN CROSS



Digital Marketing Management Plan For Visit Riverside Includes:

- **On-Going Website Design and Development**
(Business/organization listings, Categories, Maintenance, New Features)

- **Programmatic Advertising**

- **Paid Search**
(Traditional PPC)

- **Search Engine Optimization**
(SEO)

- **Social Media Management**
(Facebook, Instagram, TikTok)



2024 - 2025 Budget

SERVICE	START	END	MONTHLY FEE	ANNUAL COST
ON-GOING WEBSITE DESIGN & DEVELOPMENT (BUSINESS/ORGANIZATION LISTINGS, CATEGORIES, MAINTENANCE, NEW FEATURES)	3/1/2024	2/28/2025	\$3,240.00	\$38,880.00
PROGRAMMATIC ADVERTISING	3/1/2024	2/28/2025	\$5,000.00	\$60,000.00
PAID SEARCH (PPC)	3/1/2024	2/28/2025	\$3,300.00	\$39,600.00
SEARCH ENGINE OPTIMIZATION (SEO)	3/1/2024	2/28/2025	\$2,340.00	\$28,080.00
SOCIAL MEDIA MANAGEMENT (FACEBOOK, INSTAGRAM, TIKTOK)	3/1/2024	2/28/2025	\$1,980.00	\$23,760.00
TOTAL			\$15,860.00	\$190,320.00

Digital Marketing Agreement

Date: February 22, 2024

Between "us", Raincross, Inc., and "you", City of Riverside

You, City of Riverside located at 3900 Main Street Riverside, California 92522 is hiring Raincross, Inc. located at 5029 La Mart Drive, Ste. B, Riverside, California 92507 to perform digital marketing services for the total annual price of \$190,320.00 as outlined above in our budget.

1.0 Services

Raincross, Inc. shall perform the following services (the "Work") as follows:

- **On-Going Website Design and Development** (Business/organization listings, Categories, Maintenance, new features)
- **Programmatic Advertising**
- **Paid Search** (Traditional PPC)
- **Search Engine Optimization (SEO)**
- **Social Media Management** (Facebook, Instagram, TikTok)

2.0 Term

The term of this agreement shall commence on the agreement date, and shall continue thereafter to automatically renew for additional one (1) month terms, starting 3/1/2024 and ending 2/28/2025.

3.0 Parties

Raincross, Inc. recognizes and acknowledges that City of Riverside possesses certain confidential information that constitute a valuable, special, and unique asset. As used herein, the term "confidential information" includes all information and materials belonging to, used by, or in the possession of a Party relating to its products, processes, services, technology, inventions, patents, ideas, contracts, financial information, developments, business strategies, pricing, current and prospective customers, marketing plans, and trade secrets of every kind and character, but shall not include (a) information that was already within the public domain at the time the information is acquired by a Party, or (b) information that subsequently becomes public through no act or omission of the acquiring Party. Each Party agrees that all of the confidential information of the other Party is and shall continue to be the exclusive property of the other Party. Each Party agrees that it shall not, at any time following the execution of this Agreement, use or disclose in any manner any confidential information of the other Party.

4.0 Indemnity

Each Party agrees to indemnify the other Party and its successors, officers, directors, agents and employees harmless from any and all actions, claims, demands, cost, liabilities, expenses and damages (including reasonable attorneys' fees) arising out of, or in connection with any breach of this Agreement by the breaching Party.

Notwithstanding the forgoing, Raincross, Inc. shall not be liable to indemnify, defend, or hold harmless City of Riverside for (a) any act of City of Riverside pertaining to the Work taken without the prior advice and consultation of Raincross, Inc., (b) any act or failure to act of City of Riverside pertaining to the Work taken or not taken against the advice of Raincross, Inc., (c) Raincross, Inc.'s addition of keywords and/or advertisements to City of Riverside's account which were approved by City of Riverside, and/or (d) any alleged infringement of intellectual property rights (including trademarks and servicemarks) of any third party.

5.0 Warranties

Parties warrant that:

Parties are not insolvent or in any danger of insolvency or bankruptcy, and are not in dissolution proceedings.

Raincross, Inc.'s agreement to perform the Work pursuant to this Agreement does not violate any agreement or obligation between Raincross, Inc. and a third party.

Parties are not insolvent or in any danger of insolvency or bankruptcy, and are not in dissolution proceedings.

Raincross, Inc.'s agreement to perform the Work pursuant to this Agreement does not violate any agreement or obligation between Raincross, Inc. and a third party.

Each Party agrees to execute, acknowledge and deliver to the other Party and to procure the execution, acknowledgment and delivery to Parties of any additional documents or instruments which Parties may reasonably require to fully effectuate and carry out the intent and purposes of this Agreement.

AMENDMENT

This Agreement may be amended only by a writing signed by Raincross, Inc. and by a duly authorized representative of City of Riverside.

SEVERABILITY

If any term, provision, covenant or condition of this Agreement, or the application thereof to any person, place or circumstance, shall be held to be invalid, unenforceable or void, the remainder of this Agreement and such term, provision, covenant or condition as applied to other persons, places and circumstances shall remain in full force and effect.

CONSTRUCTION

The headings and captions of this Agreement are provided for convenience only and are intended to have no effect in construing or interpreting this Agreement. The language in all parts of this Agreement shall be in all cases construed according to its fair meaning and not strictly for or against either party.

RIGHTS CUMULATIVE

The headings and captions of this Agreement are provided for convenience only and are intended to have no effect in construing or interpreting this Agreement. The language in all parts of this Agreement shall be in all cases construed according to its fair meaning and not strictly for or against either party.

RIGHTS CUMULATIVE

The rights and remedies provided by this Agreement are cumulative, and the exercise of any right or remedy by either party hereto (or by its successor), whether pursuant to this Agreement, to any other agreement, or to law, shall not preclude or waive its right to exercise any or all other rights and remedies.

NONWAIVER

No failure or neglect of either party hereto in any instance to exercise any right, power or privilege hereunder or under law shall constitute a waiver of any other right, power or privilege or of the same right, power or privilege in any other instance. All waivers by either party hereto must be contained in a written instrument signed by the party to be charged and, in the case of City of Riverside, by an officer of City of Riverside or other person duly authorized by City of Riverside.

NOTICES

Any notice, request, consent or approval required or permitted to be given under this Agreement or pursuant to law shall be sufficient if in writing, and if and when sent by certified or registered mail, with postage prepaid, to Raincross, Inc.'s or City of Riverside's principal office, as the case may be.

TERMINATION

Either party may terminate with 30 days written notice to the other Party.

BILLING

Invoices are automatically emailed and due net 30. Payment options are check or bank wire transfer. All unpaid invoices will be sent to collections after 90 days past the due date.

DISPUTES

The Parties hereby agree to submit any claim or dispute arising out of the terms of this Agreement, or the breach thereof, to confidential and binding arbitration by a single neutral arbitrator. Subject to the terms of this paragraph, the arbitration proceedings shall be governed by JAMS, and shall take place in Riverside County California. The arbitrator shall be appointed by agreement of the Parties hereto or, if no agreement can be reached, by the JAMS pursuant to its Rules. The decision of the arbitrator shall be final and binding on all Parties to this Agreement, and judgment thereon may be entered in any court having jurisdiction thereof. All costs of the arbitration proceeding or litigation to enforce this Agreement, including attorneys' fees and witness expenses, shall be paid by the party against whom the arbitrator or court rules. This arbitration procedure is intended to be the exclusive method of resolving any claim relating to the obligations set forth in this Agreement.

Next Steps

1. Please read the agreement on the previous page(s) to make sure you understand all the details involved with us working together. It's really important to us that everything is transparent and understood from the beginning so that we lay a solid foundation for a great working relationship.
2. If you have any questions at all, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
3. Once you feel confident about everything and are ready to move forward, please click the 'sign here' button below.
4. Sign in the box that pops up to make the acceptance official.
5. Once we receive notification of your acceptance, we'll contact you shortly to sort out next steps and get the project rolling.
6. We'll email you a separate copy of the signed contract for your records.
7. If you'd like to speak to us by phone, don't hesitate to call 951-200-4252.



SIGNATURE
Kevin Watts



SIGNATURE
Kaitlin Reiersen

2023 - 2024

Digital Marketing Management



RETROSPEC

RAINCROSS



Digital Marketing Management Plan Includes:

- On-Going Website Design and Development (*Products, Categories, Maintenance*)
- Programmatic Advertising
- Paid Search (*Traditional PPC*)
- Search Engine Optimization (SEO)
- Social Media Management



2023 - 2024 Budget

SERVICE	START	END	MONTHLY FEE	ANNUAL COST
ON-GOING WEBSITE DESIGN & DEVELOPMENT (PRODUCTS, CATEGORIES, MAINTENANCE)	5/1/2023	5/31/2024	\$3,240.00	\$38,880.00
PROGRAMMATIC ADVERTISING	5/1/2023	5/31/2024	\$5,000.00	\$60,000.00
PAID SEARCH (PPC)	5/1/2023	5/31/2024	\$3,300.00	\$39,600.00
SEARCH ENGINE OPTIMIZATION (SEO)	5/1/2023	5/31/2024	\$2,340.00	\$28,080.00
SOCIAL MEDIA MANAGEMENT	5/1/2023	5/31/2024	\$1,980.00	\$23,760.00
TOTAL			\$15,860.00	\$190,320.00

Digital Marketing Agreement

Date: Not yet submitted

Between "us", Raincross, Inc., and "you", Retrospec

You, Retrospec located at 380 W Markham Street Perris, California 92571 is hiring Raincross, Inc. located at 5029 La Mart Drive, Ste. B, Riverside, California 92507 to perform digital marketing services for the total annual price of \$190,320.00 as outlined above in our budget.

1.0 Services

Raincross, Inc. shall perform the following services (the "Work") as follows:

- On-Going Website Design and Development (*Products, Categories, Maintenance*)
- Programmatic Advertising
- Paid Search (*Traditional PPC*)
- Search Engine Optimization (*SEO*)
- Social Media Management

2.0 Term

The term of this agreement shall commence on the agreement date, and shall continue thereafter to automatically renew for additional one (1) month terms, starting 5/1/2023 and ending 5/31/2024.

3.0 Parties

Raincross, Inc. recognizes and acknowledges that Retrospec possesses certain confidential information that constitute a valuable, special, and unique asset. As used herein, the term "confidential information" includes all information and materials belonging to, used by, or in the possession of a Party relating to its products, processes, services, technology, inventions, patents, ideas, contracts, financial information, developments, business strategies, pricing, current and prospective customers, marketing plans, and trade secrets of every kind and character, but shall not include (a) information that was already within the public domain at the time the information is acquired by a Party, or (b) information that subsequently becomes public through no act or omission of the acquiring Party. Each Party agrees that all of the confidential information of the other Party is and shall continue to be the exclusive property of the other Party. Each Party agrees that it shall not, at any time following the execution of this Agreement, use or disclose in any manner any confidential information of the other Party.

4.0 Indemnity

Each Party agrees to indemnify the other Party and its successors, officers, directors, agents and employees harmless from any and all actions, causes of action, claims, demands, cost, liabilities, expenses and damages (including reasonable attorneys' fees) arising out of, or in connection with any breach of this Agreement by the breaching Party.

Notwithstanding the forgoing, Raincross, Inc. shall not be liable to indemnify, defend, or hold harmless Retrospec for (a) any act of Retrospec pertaining to the Work taken without the prior advice and consultation of Raincross, Inc., (b) any act or failure to act of Retrospec pertaining to the Work taken or not taken against the advice of Raincross, Inc., (c) Raincross, Inc.'s addition of keywords and/or advertisements to Retrospec's account which were approved by Retrospec, and/or (d) any alleged infringement of intellectual property rights (including trademarks and servicemarks) of any third party.

5.0 Warranties

Parties warrant that:

Parties are not insolvent or in any danger of insolvency or bankruptcy, and are not in dissolution proceedings.

Raincross, Inc.'s agreement to perform the Work pursuant to this Agreement does not violate any agreement or obligation between Raincross, Inc. and a third party.

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Each Party agrees to execute, acknowledge and deliver to the other Party and to procure the execution, acknowledgment and delivery to Parties of any additional documents or instruments which Parties may reasonably require to fully effectuate and carry out the intent and purposes of this Agreement.

AMENDMENT

This Agreement may be amended only by a writing signed by Raincross, Inc. and by a duly authorized representative of Retrospec.

SEVERABILITY

If any term, provision, covenant or condition of this Agreement, or the application thereof to any person, place or circumstance, shall be held to be invalid, unenforceable or void, the remainder of this Agreement and such term, provision, covenant or condition as applied to other persons, places and circumstances shall remain in full force and effect.

CONSTRUCTION

The headings and captions of this Agreement are provided for convenience only and are intended to have no effect in construing or interpreting this Agreement. The language in all parts of this Agreement shall be in all cases construed according to its fair meaning and not strictly for or against either party.

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RIGHTS CUMULATIVE

The rights and remedies provided by this Agreement are cumulative, and the exercise of any right or remedy by either party hereto (or by its successor), whether pursuant to this Agreement, to any other agreement, or to law, shall not preclude or waive its right to exercise any or all other rights and remedies.

NONWAIVER

No failure or neglect of either party hereto in any instance to exercise any right, power or privilege hereunder or under law shall constitute a waiver of any other right, power or privilege or of the same right, power or privilege in any other instance. All waivers by either party hereto must be contained in a written instrument signed by the party to be charged and, in the case of Retrospec, by an officer of Retrospec or other person duly authorized by Retrospec.

NOTICES

Any notice, request, consent or approval required or permitted to be given under this Agreement or pursuant to law shall be sufficient if in writing, and if and when sent by certified or registered mail, with postage prepaid, to Raincross, Inc.'s or Retrospec's principal office, as the case may be.

TERMINATION

Either party may terminate with 30 days written notice to the other Party.

BILLING

Invoices are automatically emailed and due net 30. Payment options are check or bank wire transfer. All unpaid invoices will be sent to collections after 90 days past the due date.

DISPUTES

The Parties hereby agree to submit any claim or dispute arising out of the terms of this Agreement, or the breach thereof, to confidential and binding arbitration by a single neutral arbitrator. Subject to the terms of this paragraph, the arbitration proceedings shall be governed by JAMS, and shall take place in Riverside County California. The arbitrator shall be appointed by agreement of the Parties hereto or, if no agreement can be reached, by the JAMS pursuant to its Rules. The decision of the arbitrator shall be final and binding on all Parties to this Agreement, and judgment thereon may be entered in any court having jurisdiction thereof. All costs of the arbitration proceeding or litigation to enforce this Agreement, including attorneys' fees and witness expenses, shall be paid by the party against whom the arbitrator or court rules. This arbitration procedure is intended to be the exclusive method of resolving any claim relating to the obligations set forth in this Agreement.

Next Steps

1. Please read the agreement on the previous page(s) to make sure you understand all the details involved with us working together. It's really important to us that everything is transparent and understood from the beginning so that we lay a solid foundation for a great working relationship.
2. If you have any questions at all, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
3. Once you feel confident about everything and are ready to move forward, please click the 'sign here' button below.
4. Sign in the box that pops up to make the acceptance official.
5. Once we receive notification of your acceptance, we'll contact you shortly to sort out next steps and get the project rolling.
6. We'll email you a separate copy of the signed contract for your records.
7. If you'd like to speak to us by phone, don't hesitate to call 951-200-4252.

Kevin Watts
Kevin Watts
President, Raincross, Inc

04/28/2023

Kyra Knauer
Kyra Knauer
Director of Marketing, Retrospec

04/28/2023

Project proposal: Website Re-Design & Development
Client: ICO RALLY



RAINCROSS



Beautiful Website Design & Development

A well-strategized website is powerful and a necessity in today's marketplace.

Raincross creates custom websites that play an integral role in a company's growth and productivity, designed to easily expand & evolve in alignment with long-term goals. When we set out to build or re-design a website, we thoughtfully explore the best way to present it - with your objectives at the forefront. A site with great web design isn't just an online presence - it's the best, most cost-effective marketing tool out there.

Scope of Services

Research

Although we've discussed in our meeting it's important that we understand your likes, dislikes, future goals, your customers, their expectations and behavior. We'll look at the competitive landscape within your industry and outside your industry to establish context and benchmarks for how your site should function and then improve on that. This stage will give us the foundation for moving forward with just the right recommendations for the design and development of your website.

Website Re-Design

We will need to design layouts for the following templates:

Site Templates	
Homepage	Single Product Page(s)
Category Page(s)	Distributor Login
Faceted Product Search	Contact Us
Careers	News

We will provide a mock up of the home page first. Up to to three revisions (if any).

After the approval of the home page, we will send you the mock up of category, product listing, Product detail, customer profile, sign in/sign up page and a CMS pages. The inner page design will be based on the approved home page (the colors and branding).

Development

Once you've approved the design, we'll start coding the templates using HTML, CSS and JavaScript functionality. We will implement the design in Magento 2.

Content Migration

ICO RALLY has roughly 216 pages of current content that will need to be reformatted for each new template. While there are ways to automate content integration with templates we recommend doing this manually page-by-page so that everything lays out correctly and also so that no SEO value is lost during migration.

Timeframe

To complete the work outlined in the project scope, we'll need approximately 4 months from beginning to end, depending on when we receive feedback at each milestone. Anticipated start date of September 13, 2021.

Phase	Months(s)
Research	Month 1
Design	Months 1-2
Development / Integration with Magento 2	Months 2-3
Content Migration	Months 2-3
QA Testing & Hosting Migration	Month 3
Deployment	Month 4

Your Investment

Below is the budget we've estimated based on the scope of services outlined earlier in this proposal. If you have any questions about our pricing or need to increase or decrease the scope of work, please leave a comment and let us know.

Budget

DESCRIPTION	PRICE
Re-Design	\$8,925
Front End & Back End Development	\$22,500
Content Migration	\$4,500
QA Testing & Hosting Migration	\$2,925
TOTAL	\$38,850

Statement of Work & Contract

Between "us", Raincross, Inc., and "you", ICO RALLY You, ICO RALLY, are hiring Raincross, Inc. to design and develop a website for the estimated total price of \$38,850.00 as outlined in our previous correspondence.

1.0 Services Rendered

Design

We create look-and-feel designs, and flexible layouts that adapt to the capabilities of many devices and screen sizes. We create designs iteratively and use predominantly HTML and CSS so we won't waste time mocking up every template as a static visual. We may use static visuals to indicate a look-and-feel direction (color, texture and typography.)

You'll have opportunities to review our work and provide feedback. If, at any stage, you're not happy with the direction our work is taking, you will pay us in full for everything we've produced up to that that point and then cancel this contract.

Digital Marketing

Digital marketing services are not included in this contract and will provided separately.

Photographs / Images

You'll need to supply graphic files to us in digital format. Images must be in high resolution so we can edit them to fit within the designs we build. We contract with local photographers for photo shoots and can arrange if necessary. We can also find and use stock images from various sources we have accounts with. The cost of purchasing stock photographs or scheduling a photo shoot is not included in this estimate.

HTML, CSS and Javascript

We deliver templates developed from HTML5 markup, CSS2.1 + 3 stylesheets for styling and unobtrusive Javascript for feature detection, poly-fills and behaviors.

Browser testing

Browser testing no longer means attempting to make a website look the same in browsers of different capabilities or on devices with different size screens. It does mean ensuring that a person's experience of a design should be appropriate to the capabilities of a browser or device.

Desktop browser testing

We test our work in current versions of major desktop browsers including those made by Apple (Safari), Google (Chrome), Microsoft (Internet Explorer, Edge), and Mozilla (Firefox). We'll also test to ensure Microsoft Internet Explorer 8 for Windows users get an appropriate, possibly different, experience. We'll implement a single column design for Internet Explorer 7 and below for Windows but we won't test in other older browsers unless you specify otherwise.

Mobile browser testing

Testing popular small-screen devices is essential in ensuring that a person's experience of a design is appropriate to the capabilities of the device they're using. We test our work in:

- iOS: Safari
- Android 4.1: Google Chrome, Firefox
- Android 3.2: Browser, Firefox

We currently don't test Blackberry OS or Blackberry QNX, Opera Mobile, Symbian or other mobile browsers.

Monthly Website Hosting

Raincross has partnered with Google Cloud to provide an enterprise-level infrastructure.

50,000 monthly visits

10GB disk

500GB bandwidth

No overage charges

Free SSL certificate

Free CDN (Content Delivery Network)

Changes and revisions

We don't want to limit your ability to change your mind or make decisions as we move forward. The price at the beginning of this contract is based on the length of time we estimate we'll need to accomplish everything we've discussed, but we're happy to be flexible. If you want to change your mind or add anything new, that won't be a problem. If changes require additional work we will inform you before we proceed.

Errors

We can't guarantee that our work will be error-free (we're human!) so we can't be liable to you or any third-party for damages, including lost profits, lost savings or other incidental, consequential or special damages, even if you've advised us of them.

2.0 Mutual Cooperation

We agree to use our best efforts to fulfill and exceed your expectation on the deliverables listed above. You agree to aid us in doing so by making available to us needed information pertaining to your website and to cooperate with us in expediting the work.

3.0 Charges for Services Performed

3.1 Functionality or feature requests above and beyond those listed in the budget and/or the functionality specs may be considered out-of-scope and an amendment to the budget will be recommended.

4.0 Terms of Payment

4.1 Billing Schedule

We're sure you understand how important it is as a small business that you pay the invoices that we send you promptly. We're also sure you'll want to maintain a positive working relationship and keep the project moving forward, so you agree to stick tight to the following payment schedule.

The total budget for this project: \$38,850.00

Raincross, Inc. will invoice ICO RALLY for 25 percent (25%) of the initial fees at point of this signed contract agreement which will act as the deposit. Payment schedule as follows:

25% upon signed contract agreement

25% upon approved mock-up design

25% upon approved QA

25% upon deployment to server

ICO RALLY will supply Raincross, Inc. with all necessary purchase order numbers and other internal information required for invoice processing before the close of the month of work (if applicable).

4.3 Client Agreement to Pay

You agree to pay our initial (1st) invoice upon receipt which will act as a deposit for the project. Every invoice after that will have 15 day payment terms. In the event payment is not made within 15 days, Raincross, Inc. will charge a late payment fee of 1% per month on any overdue and unpaid balance not in dispute, to cover the manpower, interest, and other costs Raincross, Inc. pays for carrying overdue invoices from ICO RALLY. In addition, Raincross, Inc. reserves the right to stop work until payment is received.

4.4 Collection Costs

In the event that we incur legal fees, costs and disbursements in an effort to collect our invoices, in addition to interest on the unpaid balance, you agree to reimburse us for these expenses.

5.0 Cancellation of Plans

You have the right to modify, reject, cancel or stop any and all plans or work in process. However, you agree to reimburse us for all costs and expenses we incurred prior to your change in instructions, and which relate to non-cancelable commitments, and to defend, indemnify and hold us harmless for any liability relating to such action. We agree to use our best efforts to minimize such costs and expenses.

6.0 Responsibilities of Raincross, Inc. and ICO RALLY

6.1 Raincross, Inc.'s Responsibility for Releases

We shall obtain releases, licenses, permits or other authorization to use testimonials, copyrighted materials, photographs, art work or any other property or rights belonging to third parties obtained by us for use in performing services for you (If applicable).

6.2 Client Responsibility for Releases

You guarantee that all elements of text, images, or other artwork you provide are either owned by your good selves, or that you have permission to use them.

Then when your final payment has cleared, copyright will be automatically assigned as follows:

You'll own the visual elements that we create for this project. We'll give you source files and finished files and you should keep them somewhere safe as we're not required to keep a copy. You own all elements of text, images and data you provided, unless someone else owns them.

6.3 Client Responsibility for Accuracy

You shall be responsible for the accuracy, completeness and propriety of information concerning your products and services which you furnish to us verbally or in writing in connection with the performance of this Agreement.

7.0 Confidentiality

Raincross, Inc. acknowledges its responsibility, both during and after the term of its appointment, to use all reasonable efforts to preserve the confidentiality of any proprietary or confidential information or data developed by Raincross, Inc. on behalf of ICO RALLY or disclosed by ICO RALLY to Raincross, Inc..

8.0 Term and Termination

8.1 Period of Agreement and Notice of Termination

This Agreement shall become effective as of the date signed below and shall continue until terminated by either party upon not less than 30 days' notice in writing given by either party to the other.

8.2 Termination for Cause

Either party to this Agreement may terminate the Agreement if the other party defaults in the performance of any of its material duties and obligations and the default is not cured within thirty (30) days of the receipt of notice of said default, or if the default is not reasonably curable within said period of time, unless the defaulting party commences cure within said period of time and diligently proceeds to cure the default.

In addition, either party may immediately terminate this Agreement by giving written notice to the other party if the other party is insolvent or has a petition brought by or against it under the insolvency laws of any jurisdiction, if the other party makes an assignment for the benefit of creditors, if a trustee, or similar agent is appointed with respect to any property or business of the other party, or in the case of the Client, if the Client materially breaches its obligations to make payment pursuant to this Agreement.

8.3 Payment for Non-Cancelable Materials

Any non-cancelable materials, services, etc., we have properly committed ourselves to purchase for your account, (either specifically or as part of a plan such as modules, photography and/or external services) shall be paid for by you, in accordance with the provisions of this Agreement. We agree to use our best efforts to minimize such liabilities immediately upon written notification from you. We will provide written proof, upon request of ICO RALLY, that any such materials and services, are non cancelable.

8.4 Materials Unpaid For

If upon termination there exist any materials furnished by us or any services performed by us for which you have not paid us in full, until such time as you have paid us in full you agree not to use any such materials, in whole or in part, or the product of such services.

8.5 Transfer of Materials

Upon termination of this agreement, provided that there is no outstanding indebtedness then owing by ICO RALLY to Raincross, Inc., Raincross, Inc. shall transfer, assign and make available to ICO RALLY all property and materials in its possession or control belonging to ICO RALLY. ICO RALLY agrees to pay for all costs associated with the transfer of materials.

9.0 General Provisions

9.1 Governing Law

The parties each individually represent and warrant that each has full power and authority to enter into this Agreement and to perform all of their obligations here under without violating the legal or equitable rights of any third party.

9.3 Entire Agreement

Except as otherwise set forth or referred to in this Agreement, this Agreement constitutes the sole and entire Agreement and understanding between the parties hereto as to the subject matter hereof, and supersedes all prior discussions, agreements and understandings of every kind and nature between them as to such subject matter.

9.4 Severability

If any provision of this Agreement is held to be illegal, invalid, or unenforceable under any present or future law, then that provision will be fully severable. In such instance, this Agreement will be construed and enforced as if the illegal, invalid, or unenforceable provision had never comprised a part of this Agreement, and the remaining provisions of this Agreement will remain in full force and effect.

Next Steps...

1. Please read the contract on the previous page to make sure you understand all the details involved with us working together. It's really important to us that everything is transparent so that we lay a solid foundation for a great working relationship.
2. If you have any questions at all, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
3. Once you're ready to move forward, please sign below and email a signed copy back to us.
4. We'll then email you a co-signed copy of the contract for your records.



Edwina Cioffi

Edwina Cioffi



Kevin Watts

Kevin Watts



Visit 29 Palms
Twentynine Palms Tourism Business Improvement District
2022-2023 Tourism Marketing Plan & Budget

Presented by the Tourism Business Improvement District Advisory Board:

Chair, Rakesh Mehta
Vice Chair, Nalini "Ash" Maharaj
Boardmember, Heidi Grunt
Boardmember, Patricia Knight
Boardmember, Maria Quinteros

8/8/2022

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Executive Summary

Tourism Business Improvement District Objectives and Goals

Branded as Visit 29 Palms, the Twentynine Palms Tourism Business Improvement District (TBID) was created in October 2017 and is established under the Parking and Business Improvement Area Law of 1989. The Twentynine Palms TBID's district is defined by the 58 square-mile boundary of the incorporated City of Twentynine Palms and includes lodging properties within it.

Formed through a public-private partnership between the City of Twentynine Palms and its lodging operators and owners, and funded entirely through the tax revenue generated by the self-assessed 1.5% TBID tax that is applied to room night rates at all hotels, motels, RV resorts and vacation rentals in Twentynine Palms, the goal and objective of the TBID is to promote the City as a tourist destination and drive overnight room demand through creative tourism marketing activities and initiatives.

The tax revenue generated by the TBID tourism tax is collected and reported on quarterly and may only be used for tourism marketing activities to promote the destination and drive overnight room demand within the district. The City of Twentynine Palms' TBID is administered by a 5-member Advisory Board made up of lodging owners and operators whose members are appointed by City Council. The TBID Advisory board oversees the development and implementation of an annual tourism marketing plan and budget and provides strategic guidance and direction to the TBID staff.

Under the Parking and Business Improvement Area Law of 1989, the Twentynine Palms Tourism Business Improvement District renews annually, which is a process that takes place each September at the end of the TBID's fiscal year which runs from October 1 through to September 30.

Destination Market Analysis

Twentynine Palms is an incorporated city in the County of San Bernardino, located along the southeastern range of California's Mojave Desert. The City of Twentynine Palms is 58-square-miles in size and is the proud home of Joshua Tree National Park Headquarters, historic Oasis of Mara cultural site, new Cultural & Visitor Center, and north park entrance. It is recognized as the official gateway community to the newly designated Mojave Trails National Monument through a unique MOU agreement with the Bureau of Land Management and is the proud home of the Twentynine Palms Marine Corps Air Ground Combat Center which was established in 1952.

Twentynine Palms is surrounded by incredible public lands, including the world-famous Joshua Tree National Park, the Mojave National Preserve and Mojave Trails National Monument, offering outdoor recreation enthusiasts unparalleled access to the great outdoors and California's desert region. Twentynine Palms offers visitors a uniquely rural desert experience with incredible opportunities to discover and explore the vast and beautiful Mojave Desert wilderness with its world-class hiking trails and rock climbing routes, incredibly dark star-studded night skies, and a rich arts and culture community which

attracts and inspires artists, musicians, and creatives from around the world, and welcomes over 800,000 overnight annual visitors.

Joshua Tree National Park

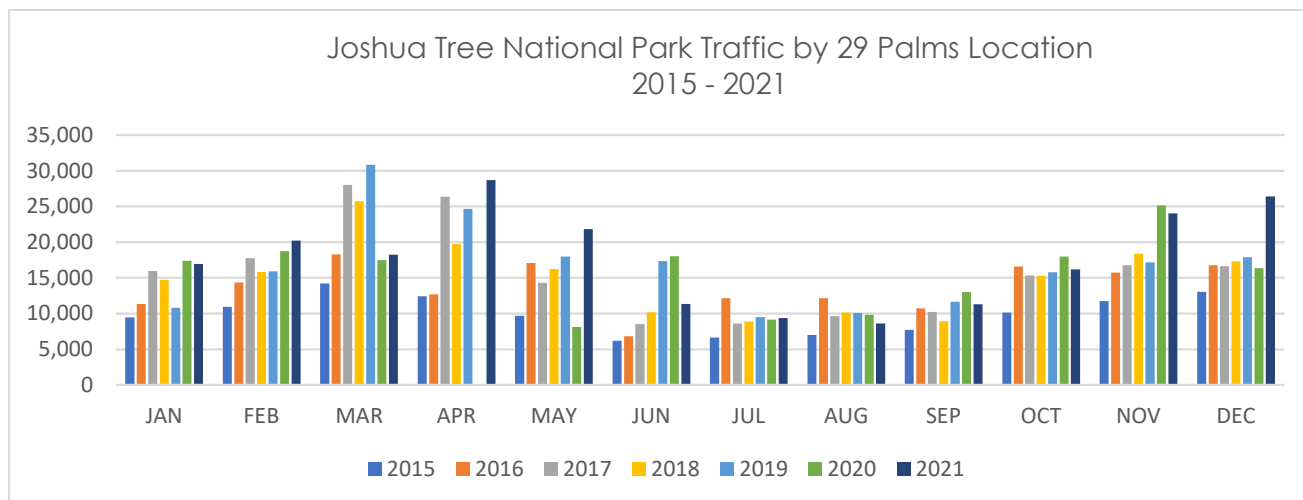
In 2021, Joshua Tree National Park was the second most visited National Park in California, and the 28th most visited National Park in the United States. In 2021, 3.1 million park visitors spent an estimated \$170 million in local gateway regions while visiting Joshua Tree National Park. These expenditures supported a total of 2,040 jobs, \$76.7 million in labor income, \$124 million in value added, and \$208 million in economic output in local gateway economies surrounding Joshua Tree National Park.

The \$170 million in visitor spending in 2021 is broken into eight expenditure categories:

- Hotels \$62.2 million (36.66%)
- Restaurants \$31.7 million (18.65%)
- Gas \$28.8 million (16.99%)
- Transportation \$12 million (7.05%)
- Groceries \$11.9 million (7%)
- Recreation Industries \$11 million (6.5%)
- Retail \$10.3 million (6.04%)
- Camping \$1.9 million (1.11%)

[2021 NPS Visitor Spending Effects Report <https://www.nps.gov/subjects/socialscience/vse.htm>]

One of the continuing strategic goals of the Visit 29 Palms TBID is to build awareness for and promote usage of the Twentynine Palms north park entrance, and to encourage visitors to stay, shop, and dine in Twentynine Palms while visiting the National Park. In May 2022, Joshua Tree National Park's new Cultural & Visitor Center opened in Freedom Plaza. Made possible through partnership with the City of Twentynine Palms, Joshua Tree National Park's traditionally associated Native American communities, Joshua Tree National Park Association (JTNPA), and the Bureau of Land Management, the new Joshua Tree Visitor & Cultural Center is a must-see destination for park visitors. As seen in the graph below, usage of the Twentynine Palms north park gate saw a year-over-year increase in six of the twelve months in 2021, with notable gains in the months of February, May, July, and December.



Source: <https://irma.nps.gov/STATS/SSRSReports/Park%20Specific%20Reports/Traffic%20Counts?Park=JOIR>

Mojave National Preserve

In 2021, 867,000 park visitors spent an estimated \$56.4 million in local gateway regions while visiting Mojave National Preserve. These expenditures supported a total of 664 jobs, \$27.4 million in labor income, \$45.4 million in value added, and \$73.8 million in economic output in local gateway economies surrounding Mojave National Preserve.

The \$56.4 million in visitor spending in 2021 is broken into eight expenditure categories:

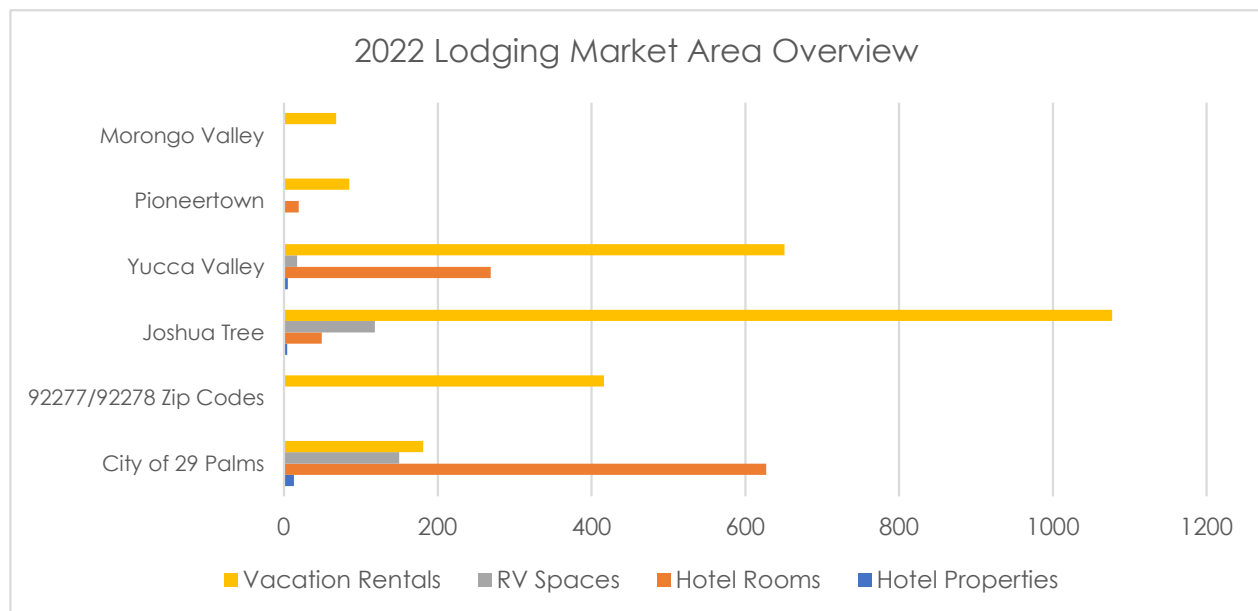
- Hotels \$17.3 million (30.67%)
- Restaurants \$12.9 million (22.94%)
- Gas \$8.9 million (15.77%)
- Retail \$6.1 million (10.91%)
- Recreation Industries \$4.8 million (8.46%)
- Groceries \$3.1 million (5.51%)
- Transportation \$1.6 million (2.89%)
- Camping \$1.6 million (2.86%)

[2021 NPS Visitor Spending Effects Report <https://www.nps.gov/subjects/socialscience/vse.htm>]

Twentynine Palms Marine Corps Air Ground Combat Center

At over 1,100 square-miles, the Twentynine Palms Marine Corps Air Ground Combat Center (MCAGCC) is the premier service-level, live-fire and maneuver training based in the Marine Corps, and trains more than 50,000 active-duty and Reserve Marines and Sailors, and other U.S. and allied forces throughout the year. The Combat Center is a major economic catalyst for the Morongo Basin, generating an estimated \$1 billion in total economic benefit to the regional economy, both directly and indirectly.

Lodging Market Overview



As of August 2022, the City of Twentynine Palms has 13 hotels and motels, 1 RV Resort, and 332 permitted short-term vacation rentals, boasting the most diverse lodging market in the

region. From nationally branded hotels to historic inns and motels, to recreation vehicle resorts and vacation home rentals, Twentynine Palms offers lodging for all traveler types.

The City of Twentynine Palms continues as the market leader in traditional lodging inventory with 65% of the market areas hotel rooms. With 150+ RV spots at its RV Resort, Twentynine Palms leads with 52% of the areas RV spaces. With only 7% of the areas short-term vacation rental inventory, the City of Twentynine Palms continues to be outpaced by its surrounding communities, specifically in the surrounding unincorporated areas in the Morongo Basin which include Wonder Valley, Joshua Tree, Yucca Valley, Pioneertown, Landers, and Morongo Valley.

COVID-19 & Other Contributing Factors That Impact to Travel and Tourism in Twentynine Palms

While State and National vaccination rates continue to climb, the COVID-19 global pandemic remains ongoing, and will continue to impact travel and tourism. Signs indicate that its influence on travel planning and consumer confidence is rapidly improving, however the U.S. economic recovery continues to face shifting headwinds with labor shortages, a worsening inflation outlook, and uncertainty triggered by Russia's invasion of Ukraine.

Based on the spring California lodging forecast updates prepared for Visit California by Tourism Economics listed below, hotel room demand for California's desert region is forecasted to grow by 6.7% in 2023, and total room revenue is anticipated to increase by 10%. Hotel occupancy in California's desert region is anticipated to reach 99% of 2019, pre-pandemic levels in 2022, and surpass 2019 levels by 5% in 2023, and by 10% in 2024.

SUMMARY TABLE

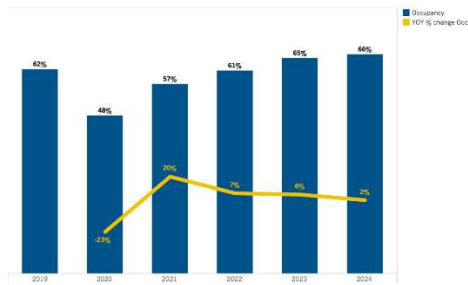
Annual forecast: Deserts

Forecast summary: Annual, Deserts

		Hotel supply (daily)	Hotel room demand (daily)	Occupancy	ADR	RevPAR	Room revenue
Levels	2019	26,398	16,246	61.5%	\$134.37	\$82.70	\$796,793,077
	2020	23,893	11,375	47.6%	\$118.49	\$56.41	\$491,982,617
	2021	27,285	15,574	57.1%	\$143.89	\$82.13	\$817,951,540
	2022	27,355	16,719	61.1%	\$164.79	\$100.71	\$1,005,570,495
	2023	27,507	17,838	64.8%	\$169.94	\$110.21	\$1,106,471,004
	2024	27,782	18,334	66.0%	\$170.79	\$112.71	\$1,142,905,332
Growth	2019	6.2%	5.7%	-0.5%	-1.4%	-1.9%	4.2%
	2020	-9.5%	-30.0%	-22.6%	-11.8%	-31.8%	-38.3%
	2021	14.2%	36.9%	19.9%	21.4%	45.6%	66.3%
	2022	0.3%	7.3%	7.1%	14.5%	22.6%	22.9%
	2023	0.6%	6.7%	6.1%	3.1%	9.4%	10.0%
	2024	1.0%	2.8%	1.8%	0.5%	2.3%	3.3%
Relative to 2019	2020	91%	70%	77%	88%	68%	62%
	2021	103%	96%	93%	107%	99%	103%
	2022	104%	103%	99%	123%	122%	126%
	2023	104%	110%	105%	126%	133%	139%
	2024	105%	113%	107%	127%	136%	143%

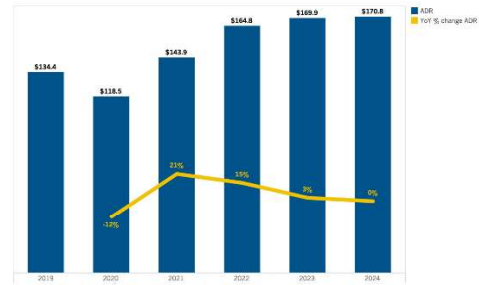
Source: STR; Tourism Economics

Deserts: Occupancy



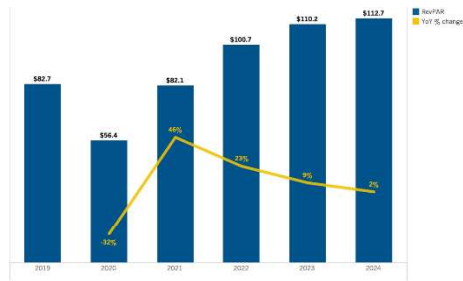
Source: Tourism Economics

Deserts: ADR



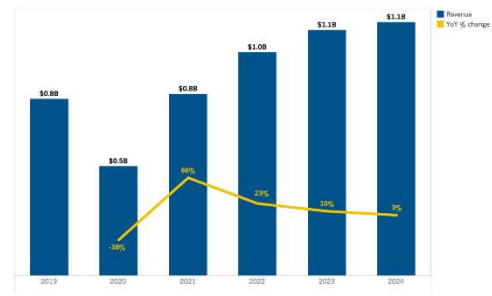
Source: Tourism Economics

Deserts: RevPAR



Source: Tourism Economics

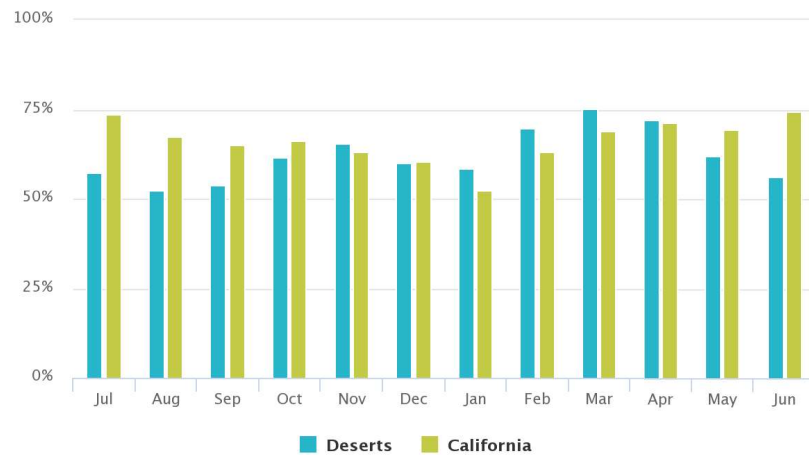
Deserts: Room Revenue



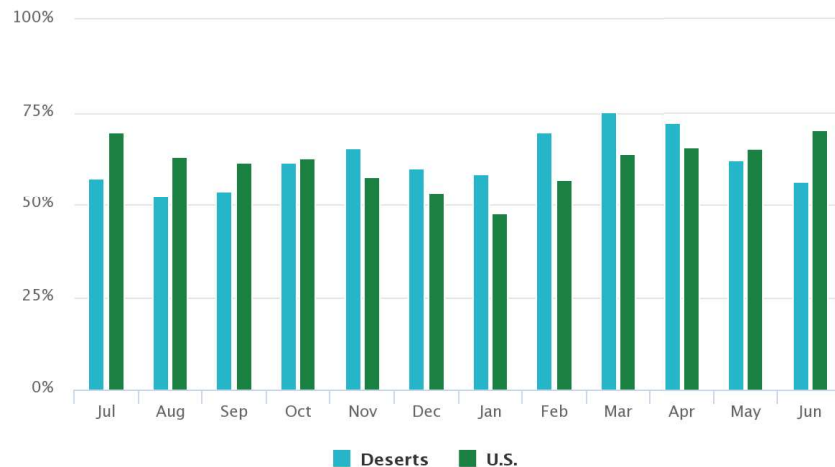
Source: Tourism Economics

Source: <https://industry.visitcalifornia.com/research/report/ca-regional-hodging-forecast---apr-2022>

DESERTS VS CALIFORNIA HOTEL OCCUPANCY



DESERTS VS U.S. HOTEL OCCUPANCY



SWOT Analysis

Strength

- Surrounded by vast public lands that offer unparalleled outdoor recreation opportunities in the California desert region, Twentynine Palms welcomes visitors from over the globe who seek outdoor adventure.
- Offering the Morongo Basin's most diverse collection of lodging options, Twentynine Palms continues to meet the varied needs and wants of today's travelers.
- The Twentynine Palms Marine Corps Air Ground Combat Center serves as a major economic catalyst for the Morongo Basin and Twentynine Palms; visits by family members and friends of military personnel, civilian workers employed at the Combat Center, and business travelers and government officials, drive significant year-round demand for room nights for the lodging properties in Twentynine Palms.
- Now completed, Freedom Plaza will continue to transform the city's downtown area, inspiring new business development, providing a venue for large community events, and attracting more the National Park's 3-million annual visitors to start their Joshua Tree adventure in Twentynine Palms.
- Scheduled for competition in either late 2023 or early 2024, a Hilton Home 2 Suites hotel will soon compliment Freedom Plaza and bring more travelers into the city, and directly into the developing downtown area.

Weakness

- While the city has seen growth in key tourist amenities such as retail, shopping, and restaurants, and a new event venue has been established, the city's offerings still have much room for additional growth as compared to neighboring communities.
- Direct public transportation to/from the Palm Springs and Ontario International airports remains limited.

Opportunities

- Designed to host a variety of types of community events, the newly completed Freedom Plaza space opens up tremendous opportunities to host large events.

- Twentynine Palms has a rich and unique history, with a growing arts and culture community that can be strategically marketed to increase tourism.
- With stargazing and astronomy growing in popularity, Twentynine Palms is well positioned to attract visitors seeking to experience the dark night skies as the City borders an International Dark Sky Park (Joshua Tree National Park) and is home to Sky's The Limit Observatory and Nature Center and the 29 Palms Astronomy Club.
- Expansion of Twentynine Palms Tourism Business Improvement District to the east would increase the district's short-term vacation rental inventory and TBID revenue and expand our destinations offerings of unique lodging options.

Threats

- New surges or emerging strains of COVID-19 can cause further disruption to travel and tourism, both domestically and internationally.
- The Twentynine Palms tourism industry is vulnerable to future Federal Government shutdowns which can impact activity at the Twentynine Palms Marine Corps Base and Joshua Tree National Park, two of the City's biggest tourism drivers.
- With an increasingly oversaturated short-term vacation rental market and new lodging properties such as Auto Camp in Joshua Tree set to open soon, there will be increased competition for the hospitality community in Twentynine Palms over the next year.
- Destructive natural disasters such as wildfires, monsoon rains and flash flooding can cause temporary closures and limited access to the area's surrounding public lands and have long lasting impacts on the natural resources that travelers from all over the globe travel to see.

MARKETING STRATEGY

Marketing Objectives and Strategic Goals

Through creative and targeted destination marketing programs and initiatives, the objective of the Visit 29 Palms TBID is to increase awareness for the Twentynine Palms destination and generate increased demand for overnight stays.

Qualitative objectives include:

- Establish and strengthen Visit 29 Palms' brand and market positioning, giving the destination a competitive edge and one that appeals to the targeted niche markets.
- Continue to build and refine visual storytelling on Visit29.org, utilizing innovative digital technology and creative digital content to engage with a global audience.
- Improve social media marketing strategy and efforts to engage with and grow targeted niche markets.
- Inspire travelers to view Twentynine Palms as *the* desert getaway destination for visiting Joshua Tree National Park, Mojave Trails National Monument, Route 66, and the Mojave National Preserve.
- Capitalize on the City's proximity to, and relationship with, the Marine Corps Air Ground Combat Center to encourage service members and their families to utilize the tourism amenities in the City of Twentynine Palms, including lodging, restaurants, and attractions.

- Promote the city's tourist amenities and unique travel experiences through targeted digital media marketing efforts, building Twentynine Palms' reputation as a premier destination in California's desert region.

Strategic Marketing Goals:

1. **Build awareness for Freedom Plaza and the new Joshua Tree National Park Cultural & Visitor Center** – Establish the new Cultural & Visitor Center as a must-see destination for park visitors.
2. **Promotion of travel and tourism to Twentynine Palms to be focused on the city's 5 key destination pillars:**
 - Outdoor Recreation
 - Arts, Culture, History
 - Health and Wellness
 - Culinary
 - Astronomy & Stargazing
3. **Event Development** – Work collaboratively with local and regional event organizers and the City of Twentynine Palms Event Coordinator to Twentynine Palms. The special projects category of the TBID's 2022-2023 marketing budget holds funds that will be used towards establishing new events in the city to help drive tourism.
4. **Strategic Partnerships** – Leverage all available partnership opportunities through regional/state tourism partners as well as promote the new Visit 29 Palms Partner Program to build meaningful partnerships at the local level and offer businesses the opportunities to align their goals and audiences with the Visit 29 Palms channels and opportunities.
5. **Sustainability** – Establish Twentynine Palms as a destination that cares for, supports, and protects people and the planet. Visit 29 Palms will celebrate and promote hospitality industry initiatives for sustainable practices, from recycling and water conservation, to reduced single use plastics, and preservation of the dark night sky through responsible lighting. Visit 29 Palms will also work in partnership with the National Park Service, Joshua Tree National Park Association, Leave No Trace Center for Outdoor Ethics, Mojave Desert Land Trust and other conservation focused organizations to help to mitigate visitor impact and preserve our destination's natural and cultural resources.
6. **Expansion of Twentynine Palms Tourism Business Improvement District** – Research and identify opportunities to expand district boundaries to both increase available revenue streams and to expand destination offerings.

Targeted Marketing

While the COVID-19 pandemic continues, Visit 29 Palms TBID marketing efforts will be streamlined to focus on strengthening, growing, and building year-round drive markets and short-haul domestic markets:

1. **Strengthen** in-state drive markets (Los Angeles, San Diego, San Francisco)
2. **Grow** out-of-state drive markets (Arizona and Nevada)
3. **Build** short-haul domestic markets (Oregon, Washington, Texas, Utah, Colorado)
4. **Explore** new international markets (Mexico)

Domestic Market Overview

On average, approximately 60% of visitors traveling to Twentynine Palms are from California, namely from the metropolis cities of Los Angeles, San Diego, San Francisco, and from within the San Bernardino and Orange counties. Other steady, year-round domestic markets are Washington, Oregon, Nevada, Arizona, Texas, Illinois, New York, Massachusetts.

North American Market Overview

The majority of visitors from the North American region travel to Twentynine Palms and the desert region from Canada, with seasonal but traditionally steady visitation by travelers from the country's western provinces such as British Columbia and Alberta, as well as the eastern province of Ontario.

International Market Overview

While still being impacted by the COVID-19 pandemic, Twentynine Palms traditionally welcomes international visitors from France, Germany, UK, Spain, Italy, Australia, Switzerland, Denmark, Sweden, China, Japan, and India. International visitation is strongest during the summer months, specifically in the months of July and August.

Accessibility by air travel:

1. Palm Spring International Airport (1 hour)
2. Ontario International Airport (2.5 hours)
3. John Wayne Airport Orange County (2.5 hours)
4. Los Angeles International Airport (3 hours)
5. San Diego International Airport (3.25 hours)

Millennial Market

For marketing travel and tourism in Twentynine Palms, it is important to understand the needs of this growing market. Millennial travelers are looking for **unique and authentic experiences** and to immersing themselves in the destination so that they feel like more like a local than a tourist. Since the millennial generation does the majority of trip planning online, social media content plays an influential role in how millennials decide their travel plans which emphasizes the importance for Visit 29 Palms to develop and execute effective social media campaigns.

Branding and Positioning

A key strategy is branding, with the City of Twentynine Palms using several authentic themes that relate to this destination, such as a desert oasis, a weekend getaway, a desert wilderness experience, a health and fitness space, a place to unwind and relax, a city that cares about its people and planet. Diverse marketing programs need to be employed using several themes to promote the city.

The Visit 29 Palms brand should create a broad theme, that Visit 29 Palms is a rural outdoor desert adventure, in a Joshua Tree National Park gateway community, a unique desert outpost, for a great wilderness experience in the Mojave Desert. It offers wide-open spaces, dark night skies, unique lodging and accommodations, for activities such as bird watching, biking, rock climbing, hiking, photography, stargazing, and relaxation in harmony with the Mojave Desert.

The city as a brand also has unique history; it supports and embraces the home of the largest Marine Corps training base in the world and honors the military families that were pioneers of Twentynine Palms. The cultural history embraces the Indian tribes that were the first inhabitants of the city and many pioneering families that homesteaded the area.

Partnerships

City of Twentynine Palms: A key partnership for ensuring the success of the TBID is the primary relationship between the City of Twentynine Palms, its council members and administrative staff, and the TBID members, TBID Advisory Board and staff. Destination marketing efforts should be aligned with and supportive of the goals and objectives of the city, and both entities should collaborate to create a strong visitor-friendly experience in the destination.

Twentynine Palms Marine Base: Working together with MCCS and the Marine Corps base to assist Marines relocating to Twentynine Palms, especially during their season in June-August. The military has active Welcome Aboard and relocation programs, and city and TBID marketing should utilize digital and print media to advertise events, attractions, lodging, and restaurants to bring them into the city.

Hospitality Businesses: Marketing efforts throughout the year need to be fairly distributed to support all products and services, and marketing campaigns need to have an inclusive element. A key strategic goal for the Visit 29 Palms TBID will be the continued development and expansion of a partnership program that will allow local businesses, restaurants, shops, and attractions to gain more exposure through the Visit 29 Palms marketing campaigns throughout the year. This is a key step in destination development and provide the TBID with an additional income stream throughout the year to support the tourism marketing efforts.

Travel and Tourism Industry Partners: Through building and maintaining relationships with key travel and tourism partners such as Visit California, Brand USA, Greater Palm Springs CVB, Visit San Bernardino County and Discover Inland Empire, Visit 29 Palms can leverage all available partnership opportunities, including those relating to media and PR support and outreach and promotion at both travel trade and travel consumer events.

Sustainability

Increase consumer awareness of environmentally friendly businesses in the City of Twentynine Palms. "The Natural Marketing Institute discovered that 58 percent of consumers consider a company's impact on the environment in considering where to purchase goods and services, and are more likely to purchase from companies that practice sustainable habits. That translates into a client base of 68 million Americans who are favorably predisposed to companies showing positive track records in personal, social, and environmental values. The Cause Marketing Forum reports that consumers also favor companies that actively support their communities: businesses do well by doing good."

[News and Best Practices for Commercial & Industrial Environmental Professionals,

<https://www.environmentalleader.com/2016/03/6-benefits-of-becoming-a-sustainable-business/>]

A destination that is renowned for sustainability has a competitive advantage, for example: "The City of Twentynine Palms supports and protects its people and planet and profits." For example: "**Our National Park** (Joshua Tree National Park) protects fauna, flora, land development, endangered species, and dark night skies." "**Our Hospitality Industry** together with the city promotes recycling, water conservation, helping the local community by providing jobs for local residents and supporting organizations, such as the local artists of the region and the military troops that serve the U.S., and preserving the dark night sky by fostering good lighting practices."

During the 2018/2019 partial government shutdown the Twentynine Palms Tourism Business Improvement District spearheaded community volunteer efforts for Joshua Tree National Park in Twentynine Palms, kicking off the efforts with a \$200 donation for cleaning supplies. The 29 Palms Visitor Center was a designated donation off location and coordinated more than 250 hours of volunteer support during the 35-day shutdown. Efforts were made to maintain the cleanliness of bathrooms and trailheads, and volunteers also assisted visitors in the park, sharing maps and park guides, and general information.

Goals: Increase recognition of leading environmentally friendly tourism businesses that support and encourage "green business in hospitality." Encourage initiatives to reduce water consumption, especially by lodging and restaurants. Promote recycling and reduction in the use of plastic straws and single use plastics. Promote sustainable business travel products and be a responsible host; this promotes voluntary integration of environmental and social good practices in the hospitality business operations. Help educate and encourage local businesses to practice responsible lighting practices to reduce light pollution and help protect the dark desert sky.

Reduce the tourism industry's carbon footprint.

- Encourage more bicycle lanes within the city. Shift towards the use of more environmentally friendly forms of transportation for tourism (buses, bicycles, foot and Ubers) both to and within tourist destinations.
- Work with relevant tourism agencies to identify ways to improve sustainable practices in tourism locations and visitor venues.
- Develop partnerships such as Mojave Desert Land Trust and Joshua Tree National Park Association.
- Minimize the production of waste, reduce the use of plastic, promote recycling, and assist the tourism industry to adapt to climate change.

Joshua Tree National Park sustainability opportunities:

- **Explore Responsibly** (www.nps.gov/jotr/planyourvisit/exploreresponsibly.htm) This is an important campaign for Visit 29 Palms to support. As the number of people traveling through the national park continues to grow, so do the potential risks, dangers, and damage to the natural resources in the park.
- **Ranger Programs** (www.nps.gov/jotr/planyourvisit/programs.htm) These educational programs offer a great opportunity for visitors to learn more about how humans, wildlife, and vegetation have adapted to survive in the desert, and geologic forces have shaped this arid land.
- **Every Kid in a Park** (www.everykidinapark.gov) The National Park Service offers every 4th grader a free annual park pass, and the city should help promote this opportunity and encourage visiting families to experience the magic that is Joshua Tree National Park. This program runs annually and is available to all children across the country.

Leave No Trace Center for Outdoor Ethics (LNT) (www.lnt.org) Visit 29 Palms became a Leave No Trace Community Partner in April 2019, with a commitment to help educate visitors on Leave No Trace skills and ethics. The Leave No Trace Center for Outdoor Ethics protects the outdoors by teaching and inspiring people to enjoy it responsibly. The Center accomplishes this mission by delivering cutting-edge education and research to millions of people every year.

Leave No Trace Seven Principles:

1. Plan Ahead and Prepare
2. Travel and Camp on Durable Surfaces
3. Dispose of Waste Properly
4. Leave What You Find
5. Minimize Campfire Impacts
6. Respect Wildlife
7. Be Considerate of Other Visitors

© 1999 by the Leave No Trace Center for Outdoor Ethics: www.LNT.org

International Dark Sky Association (IDA) www.darksky.org

- Support the goals of the International Dark-Sky Association (IDA), a 501(c)(3) organization founded in 1988, dedicated to help stop light pollution and protect the night skies for present and future generations. Joshua Tree National Park received International Dark Sky Park silver designation in August 2017, and the city and Visit 29 Palms tourism organization should take every effort possible to help protect this designation.

Mojave Desert Land Trust (MDLT) www.mdlt.org

- Support the Mojave Desert Land Trust, a non-profit organization founded in 2006 in Joshua Tree, which has been recognized for its responsible governing and outstanding achievements in land preservation. Visit 29 Palms should support MDLT's mission to protect the Mojave Desert ecosystem and its scenic and cultural resources.

Joshua Tree National Park Association/Desert Institute www.joshuatree.org

- Established in 1962 as Joshua Tree National Park's primary non-profit, the Joshua Tree National Park Association and its Desert Institute branch support the park's programming goals in education, interpretation, scientific and historic research and activities, thus supporting JTNPA allows Visit 29 Palms to also support Joshua Tree National Park.

Marketing Programs

Digital Media Marketing – Website

Remaining one of the TBID's most powerful marketing tool it is critical that the tourism website continue to evolve and expand, with attention to monthly maintenance and content development. A key priority for the TBID's 2022-23 year will be website development and transitioning to a video-based web format.

Ongoing Strategies:

- Establish and track key performance indicators and benchmarks for website performance for Visit29.org, with a quarterly reporting schedule
- Study demographic reports to understand where users are coming from and what they are most interested in.
- Update and refresh website content on a seasonal basis.
- Develop creative social media campaigns to help drive traffic to Visit29.org
- Monitor the search feature on the website to better understand what type of content and information users are looking for.
- Monitor page reports in Google Analytics to measure, track, and understand what type of content and information on the website is most/least engaging
- Maintain an active blog where relevant and seasonal content is published monthly to help drive traffic, improve SEO, and build community and visitor engagement.

Expanded content to support MCAGCC

- Highlight military special events and special offers on attractions/events.
- Provide information on gate access/visitor center.
- Fun facts and trivia about the base.
- Links to official MCAGCC resources and community groups/resources.

Partner Portal

- TBID meeting agenda and quarterly/annual reports and presentations.
- Partnership program benefits and opportunities.
- Self-service access to event calendars.
- Access to media kits and marketing collateral.

Key Areas of Content Development:

Plan Your Trip / Trip Planner – www.visit29.org/trip-planner/

- Develop seasonal and themed travel itineraries, expand maps, directions, and information on transportation and regional airports.

Explore – www.visit29.org/explore/

- Expand information and resources for planning visits to the national parks, monuments, and preserves in the Mojave Desert, with increased focus on responsible recreation.

Lodging - www.visit29.org/lodging/

- Continue to improve overall design and layout of lodging landing page; update images and calls to action on a seasonal rotation

Restaurants, Shops, and Attractions - www.visit29.org/restaurants/ www.visit29.org/attractions www.visit29.org/shops/

- Continue to improve overall design and layout of business listings in the restaurants, shops, and attractions categories.

Search Engine Marketing

To continue to increase visibility in online search results and drive targeted traffic to Visit29.org, monthly paid search campaigns will remain a key digital marketing program for the TBID's 2021-2022 year. Through strategic keyword targeting, the Visit 29 Palms TBID can ensure it reaches the right audience at the right time and continuously aim to be in the top few search results for related searches. Search engine marketing efforts with Google Ads have played a tremendous role in increasing visibility and traffic to Visit29.org and currently accounts for driving nearly 28% of all site traffic. Paid search campaigns will continue to be themed by season, and closely tracked and adjusted to ensure best results.

Digital Display

As a key digital marketing program to help increase reach and awareness for Twentynine Palms as a tourist destination, digital display ads will continue to be executed monthly across the Google Display Network. This network includes Google's own sites such as Gmail and YouTube, and reaches 90% of Internet users worldwide, across millions of websites, news pages, and blogs.

Social Media Marketing

Travelers want to visualize potential new experiences. How will it make them feel? What photos will they have to share with friends and family afterwards? To stand out in the tourism industry and inspire travelers to book over competitors, social media will be a key strategic marketing tool for experiential storytelling and promotion for the Visit 29 Palms TBID.

The Visit 29 Palms TBID will continue to utilize Facebook, Instagram, Twitter, and YouTube to share creative and engaging content, with a strategic goal of increasing the total number of social media impressions and reach by 10% in 2022-2023. Strategically, Visit 29 Palms will utilize its social media channels to build awareness and engagement, drive lead generation and outbound link clicks to business partners, and nurture relationships with partner organizations and new and returning visitor's.

FACEBOOK

As the top social media platform with a wide demographic reach, a diverse global audience, and a promotional avenue for small businesses, Facebook connects and

promotes users/businesses on multiple levels—it is an all-encompassing, globally used, proven and trusted media outlet with over 2.7 billion monthly users.

Facebook Opportunities for @Visit29Palms

1. Continue to utilize Facebook ads to effectively reach and engage with targeted audiences and to grow channel following.
2. Increase organic engagement through additional use of video and user-generated content.
3. Plan quarterly contests/giveaways to increase engagement and grow audience organically.

INSTAGRAM

With over 1 billion active monthly users, Instagram is one of the most powerful social media platforms for the travel and tourism industry, with many travel consumers now factoring in how “Instagrammable” a travel destination or travel experience is before making decisions. With the platform’s incorporation of hashtags, Instagram plays a powerful role in discovery for travel destinations and with a single click, connects users to an extraordinary image gallery of both user-generated and branded visual content.

Key Instagram Opportunities for @Visit29Palms

1. Utilize Instagram ads and strategic hashtags to build awareness and increase engagement with targeted audiences.
2. Prioritize video content and creative, branded use of Stories to increase following and engagement and leverage user-generated content as much as possible.
3. Explore in-app/API advertising options, sell Visit 29 Palms merchandise (when applicable) with “Shoppable” posts.

TWITTER

Twitter is known as the real-time, public microblogging network where news breaks first, and it is popular for its brevity in characteristic 140-character limit and unfiltered feed. Currently, there are more than 330 million active monthly users on Twitter, making it one of the biggest social networks worldwide.

Key Twitter Opportunities for @Visit29Palms:

1. Travel and tourism related Twitter chats can offer great opportunities for TBID organizations to engage with new travel consumers and efficiently create interest and excitement for the destination and should be part of the TBID’s 2021-2022 strategy.
2. Utilize more video-based content to increase engagement and growth of Twitter followers and consider incorporating Twitter’s ads throughout the year to boost content.
3. Utilize branded hashtags to build visibility and awareness for Twentynine Palms and its tourist amenities and leverage user-generated content as much as possible.

YouTube

YouTube is now the second largest search engine and plays a critical role in discovery for travel destinations. This powerful video-based platform is a great way to share information, education, and entertainment, particularly for the travel and tourism industry. For today’s travel consumers, online travel videos play an important role in helping travelers choose

their travel destinations and YouTube offers Visit 29 Palms a great opportunity to reach younger demographics and showcase the unique experiences that Twentynine Palms has to offer.

Key YouTube Opportunities for Visit 29 Palms:

1. With an already established YouTube channel, Visit 29 Palms must continue to create and publish original and engaging branded video content to promote the destination.
2. By utilizing YouTube's in-platform paid advertising opportunities, Visit 29 Palms can effectively reach targeted audiences with its branded video content.
3. With website optimization and YouTube page optimization going hand-in-hand, increased attention and investment in Visit 29 Palms' YouTube channel will also benefit Visit29.org by increasing visibility and driving new traffic.

Email Marketing

Visit 29 Palms will prioritize e-newsletter marketing programs to engage travel consumers, travel professionals, travel writers and bloggers, and invite visitors to Visit 29 Palms. A strategic goal will be to increase e-news subscribers by 15% over the course of the 2021-2022 fiscal year and implement pop-up e-news tools on the Visit29.org website.

Visit 29 Palms currently uses a Constant Contact email-marketing program, with a base of 2,000+ leads from subscribers through Visit29.org, events, travel shows, and previous campaigns through Sunset magazine and California Road Trips. With new branding established, the Visit 29 Palms TBID will produce monthly emails, promoting weekend getaways, special events, and spotlights on attractions. Visit 29 Palms will also launch its partner email series, sending quarterly updates to all stakeholders and tourism partners.

Bloggers and Influencers

Working with bloggers and digital influencers is a key marketing strategy for building destination awareness and engaging with target markets. In many cases, for the price of a free night's lodging or a meal or participation in or support of a FAM tour, earned media in the form of photos and travel articles or blogs by travel writers and bloggers can circulate nationally or internationally for months, if not years. As a strategic goal for 2022-2023, Visit 29 Palms will look to host one blogger/influence per quarter.

Broadcast & Out of Home Media

Broadcast media marketing programs for 2022-2023 will primarily focus on digital billboard advertising and Internet radio campaigns. Visit 29 Palms will continue its ongoing campaigns at Palm Springs International Airport and will look to expand efforts at Ontario International Airport and explore opportunities at the Tijuana Airport/CBX border crossing.

Twentynine Palms Visitor Center

The Twentynine Palms Tourism Business Improvement District will continue to operate the City's Visitor Center and will continue to work in partnership with the Public Arts Advisory Committee (PAAC) to host the quarterly Art in Public Places exhibitions. The Visitor Center provides a variety of vital visitor resources for out-of-town guests, including maps and

brochures, displays highlighting the city's history and culture, and information on upcoming events.

Administration

Tourism Business Improvement District Advisory Board

The 5-member TBID Advisor Board must consist of owners and operators of lodging properties in the city and must have balanced representation from all segments of the city's market, including large national brand hotels, independent hotels/motels, and vacation home rentals. The Advisory Board is appointed by City Council and has an elected Chair, and Vice Chair.

Subcommittees

Subcommittees made up of no more than two Advisory Board members can be formed to help support special projects and initiatives. Subcommittees have previously been created to support the TBID's annual meeting, and the TBID's marketing budget and plan development. The TBID had identified the need to develop additional subcommittees in 2022-2023 to assist with event and partner program development.

Staff

Reporting directly to the City Manager and TBID Advisory Board, the TBID's Director of Marketing is responsible for day-to-day marketing activities and the execution of the annual marketing plan and budget. The TBID's Director of Marketing also oversees and manages all contract services as well as the daily operations of the City's Visitor Center and its staff.

Finance

TBID tax revenue generated by the self-assessed 1.5% tourism tax is collected and held by the finance department at the City of Twentynine Palms who assists with all aspects of financial reporting for the Visit 29 Palms Tourism Business Improvement District.

Contract Services

In support the TBID's execution of its strategic marketing goals and objectives, contract services will be utilized in the 2022-2023 fiscal year. These services will include support in video/content development, social media management, and website development. Firms or individuals hired to provide contract services for the Visit 29 Palms TBID report to and work directly with the TBID's Director of Marketing.



TBID REVENUE BUDGET

	2021-22 Approved Budget Approved 7/26/21	2021-22 YTD Actuals As of May 31, 2022	2021-22 Mid-Year Transfers Approved 6/16/22	2021-22 Revised Budget Approved 6/16/22	2022-23 Proposed Budget Drafted 8/5/22
4125 REVENUE: Tourism Assessment Fee 1.5%	\$ 265,000.00	\$ 197,635.00	\$ 197,635.00	\$ 265,000.00	\$ 285,000.00
4150 REVENUE: Income from Merchandise for Resale	\$ 500.00	\$ 1,881.59	\$ 1,881.59	\$ 500.00	\$ 500.00
4245 INTEREST:	\$ 900.00	\$ 687.32	\$ 687.32	\$ 900.00	\$ 500.00
REVENUE: Partnership Program	\$ 3,500.00	\$ 300.00	\$ 300.00	\$ 3,500.00	\$ 3,500.00
Total Revenue:	\$ 269,900.00	\$ 200,503.91	\$ 200,503.91	\$ 269,900.00	\$ 289,500.00

TBID EXPENDITURES

5110 Marketing Director Salary	\$ 74,000.00	\$ 54,281.60	\$ 7,707.20	\$ 81,707.20	\$ 87,184.00
5120 Visitor Center Assistant	\$ 6,000.00	\$ 10,690.89	\$ 9,223.39	\$ 15,223.39	\$ 19,500.00
5250 Health Benefits	\$ 12,316.00	\$ 8,738.37	\$ 890.45	\$ 13,206.45	\$ 12,000.00
5251 Retirement Benefits	\$ 5,478.00	\$ 4,123.05	\$ 702.96	\$ 6,180.96	\$ 5,000.00
5252 Workers Comp	\$ 3,542.00	\$ 2,297.07	\$ -	\$ 3,542.00	\$ 4,000.00
5254 Unemployment	\$ 305.00	\$ -	\$ -	\$ 305.00	\$ 305.00
6241 OFFICE SUPPLIES	\$ 1,200.00	\$ 1,290.47	\$ 500.00	\$ 1,700.00	\$ 2,500.00
6244 MISCELLANEOUS	\$ 5,000.00	\$ 2,697.50	\$ -	\$ 5,000.00	\$ 5,000.00
6245 CONTINGENCY	\$ 10,000.00	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00
6251 TRAVEL & ENTERTAINMENT	\$ -	\$ 116.48	\$ 116.48	\$ 116.48	\$ 1,000.00
6291 VISITOR CENTER BUILDING MAINTENANCE & OPERATIO	\$ 600.00	\$ 146.33	\$ -	\$ 600.00	\$ -
6343 VIDEO PRODUCTION	\$ 24,000.00	\$ 9,000.00	\$ -	\$ 24,000.00	\$ 16,000.00
6344 BROADCAST MEDIA	\$ 13,000.00	\$ 10,716.00	\$ 2,800.00	\$ 15,800.00	\$ 24,000.00
6345 REGIONAL PRINT ADS	\$ -	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ -
6346 TOURISM PRINT ADS	\$ -	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ -
6347 TRADE CONVENTIONS, MEMBERSHIPS & TRAVEL EXPEN	\$ 800.00	\$ 100.00	\$ -	\$ 800.00	\$ 800.00
6353 CONTRACT SERVICES	\$ 10,000.00	\$ -	\$ -	\$ 10,000.00	\$ -
6356 INTERNET MARKETING & WEBSITE	\$ 50,680.00	\$ 21,143.71	\$ -	\$ 50,680.00	\$ 78,250.00
6371 SPONSORSHIP/COMMUNITY EVENTS	\$ 20,000.00	\$ 15,494.44	\$ -	\$ 20,000.00	\$ 10,000.00
6518 MARKETING EQUIPMENT	\$ -	\$ -	\$ -	\$ -	\$ -
6360 SPECIAL PROJECTS	\$ 30,000.00	\$ -	\$ (24,640.48)	\$ 5,359.52	\$ 10,000.00
	\$ 266,921.00	\$ 143,535.91	\$	\$ 266,921.00	\$ 285,539.00

Total Revenue	\$ 269,900.00	\$ 269,900.00	\$ 289,500.00
Total Expenses	\$ 266,921.00	\$ 266,921.00	\$ 285,539.00
Surplus/Deficit	\$ 2,979.00	\$ 2,979.00	\$ 3,961.00

Appendix**Assess Businesses in Visit 29 Palms TBID District****Hotels, Motels, RV Resort***As of 8/5/22*

Property Name	Property Address			
9 Palms Inn	73193 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
29 Palms Inn	73950 INN AVE	TWENTYNINE PALMS	CA	92277
America's Best Value Inn	71829 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Campbell House	74744 JOE DAVIS DRIVE	TWENTYNINE PALMS	CA	92277
El Rancho Dolores	73352 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Fairfield Inn & Suites	6333 ENCELIA AVE	TWENTYNINE PALMS	CA	92277
Harmony Motel	71161 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Holiday Inn Express & Suites	72535 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Motel 6	72562 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Oasis Inn & Suites	71809 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Ramsey 29	73842 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
Sunnyvale Garden Suites	73843 SUNNYVALE DRIVE	TWENTYNINE PALMS	CA	92277
SureStay	71487 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
TwentyNine Palms RV Resort	4949 DESERT KNOLL AVE	TWENTYNINE PALMS	CA	92277

Short-Term Vacation Rentals*As of 8/5/22*

License Number	Rental Address			
VHR001	73452 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR002	74223 JOE DAVIS RD	TWENTYNINE PALMS	CA	92277
VHR004	70677 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR007	5960 SUNRISE RD	TWENTYNINE PALMS	CA	92277
VHR008	6646 NATIONAL PARK DR	TWENTYNINE PALMS	CA	92277
VHR013	72815 CACTUS DR	TWENTYNINE PALMS	CA	92277
VHR015	71428 SAMARKAND DR	TWENTYNINE PALMS	CA	92277
VHR016	73817 OLD DALE RD	TWENTYNINE PALMS	CA	92277
VHR017	73871 OLD DALE RD	TWENTYNINE PALMS	CA	92277
VHR019	70370 BASELINE RD	TWENTYNINE PALMS	CA	92277
VHR022	6612 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR024	74784 FOOTHILL DR	TWENTYNINE PALMS	CA	92277
VHR025	6600 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR026	6371 NOELS KNOLL RD	TWENTYNINE PALMS	CA	92277
VHR027	6783 ALPINE AVE	TWENTYNINE PALMS	CA	92277
VHR028	74925 ALTA LOMA	TWENTYNINE PALMS	CA	92277
VHR029	67939 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR032	6837 ARABY AVE	TWENTYNINE PALMS	CA	92277
VHR033	74615 ALTA LOMA DR	TWENTYNINE PALMS	CA	92277
VHR034	6791 IVANPAH	TWENTYNINE PALMS	CA	92277
VHR035	74611 SERRANO DR	TWENTYNINE PALMS	CA	92277
VHR036	71524 SAMARKIND DR	TWENTYNINE PALMS	CA	92277
VHR037	74576 OLD DALE RD #A	TWENTYNINE PALMS	CA	92277
VHR038	74576 OLD DALE RD #B	TWENTYNINE PALMS	CA	92277
VHR039	6039 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR042	74375 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR043	75127 MAYFAIR DR TWENT	TWENTYNINE PALMS	CA	92277
VHR046	71544 CACTUS	TWENTYNINE PALMS	CA	92277
VHR051	7758 NORTHSTAR AVE	TWENTYNINE PALMS	CA	92277

VHR052	73225 ADOBE CIR	TWENTYNINE PALMS	CA	92277
VHR053	7005 MANZANITA AVE	TWENTYNINE PALMS	CA	92277
VHR054	5662 SKYVIEW LN	TWENTYNINE PALMS	CA	92277
VHR055	67979 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR056	5605 OASIS AVE	TWENTYNINE PALMS	CA	92277
VHR057	6600 SPLIT ROCK	TWENTYNINE PALMS	CA	92277
VHR059	74460 CACTUS DR	TWENTYNINE PALMS	CA	92277
VHR060	6594 ROSE ELLEN AVE	TWENTYNINE PALMS	CA	92277
VHR061	6662 MESQUITE AVE	TWENTYNINE PALMS	CA	92277
VHR062	7545 SAHARA AVE	TWENTYNINE PALMS	CA	92277
VHR063	6572 BULLION AVE	TWENTYNINE PALMS	CA	92277
VHR065	7516 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR066	7516 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR068	6888 KERN BLVD	TWENTYNINE PALMS	CA	92277
VHR069	6749 SHERMAN RD	TWENTYNINE PALMS	CA	92277
VHR072	69274 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR073	67966 WHITMORE	TWENTYNINE PALMS	CA	92277
VHR074	6627 SPLIT ROCK AVE	TWENTYNINE PALMS	CA	92277
VHR075	73414 DIDSBURY DR	TWENTYNINE PALMS	CA	92277
VHR076	6856 SHERMAN RD	TWENTYNINE PALMS	CA	92277
VHR077	74804 WELLOCK RD	TWENTYNINE PALMS	CA	92277
VHR080	71778 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR081	6634 QUAIL SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR082	5971 MARIPOSA AVE ATTN:	TWENTYNINE PALMS	CA	92277
VHR083	6244 CARODEAN RD	TWENTYNINE PALMS	CA	92277
VHR084	6553 VIA ALLEGRA	TWENTYNINE PALMS	CA	92277
VHR085	6553 VIA ALLEGRA	TWENTYNINE PALMS	CA	92277
VHR086	6705 OCOTILLO	TWENTYNINE PALMS	CA	92277
VHR087	6388 W COURT WAY	TWENTYNINE PALMS	CA	92277
VHR088	5742 CARODEAN RD	TWENTYNINE PALMS	CA	92277
VHR089	7391 SHERMAN HOYT	TWENTYNINE PALMS	CA	92277
VHR090	74006 GORGONIO DR	TWENTYNINE PALMS	CA	92277
VHR100	69023 ALTA LOMA DR	TWENTYNINE PALMS	CA	92277
VHR101	6784 PINE SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR102	74768 SUNSET DR	TWENTYNINE PALMS	CA	92277
VHR103	74835 ALTA LOMA DR TORON	TWENTYNINE PALMS	CA	92277
VHR104	73463 DIDSBURY RD	TWENTYNINE PALMS	CA	92277
VHR105	6009 MOJAVE AVE	TWENTYNINE PALMS	CA	92277
VHR106	74884 SERRANO PARK DR	TWENTYNINE PALMS	CA	92277
VHR107	7487 PERSIA AVE APT 5	TWENTYNINE PALMS	CA	92277
VHR108	5812 PRIMROSE LN	TWENTYNINE PALMS	CA	92277
VHR109	74825 ALTA LOMA DR	TWENTYNINE PALMS	CA	92277
VHR110	6905 PETERSON RD	TWENTYNINE PALMS	CA	92277
VHR112	73934 CASITA DR	TWENTYNINE PALMS	CA	92277
VHR113	7273 Shoshone Valley RD	TWENTYNINE PALMS	CA	92277
VHR115	70595 FOOTHILL DR	TWENTYNINE PALMS	CA	92277
VHR116	5868 MARIPOSA AVE	TWENTYNINE PALMS	CA	92277
VHR117	71915 SAMARKAND DR	TWENTYNINE PALMS	CA	92277
VHR118	72935 Siesta DR	TWENTYNINE PALMS	CA	92277
VHR119	5394 MARISPOSA AVE	TWENTYNINE PALMS	CA	92277
VHR121	6579 MISSION	TWENTYNINE PALMS	CA	92277
VHR122	8989 UTAH TRL	TWENTYNINE PALMS	CA	92277
VHR123	74677 HILL VIEW RD	TWENTYNINE PALMS	CA	92277
VHR124	3370 UTAH TRL	TWENTYNINE PALMS	CA	92277

VHR125	73384 SULLIVAN	TWENTYNINE PALMS	CA	92277
VHR126	73384 SULLIVAN	TWENTYNINE PALMS	CA	92277
VHR127	5960 ROSE ELLEN AVE	TWENTYNINE PALMS	CA	92277
VHR128	74704 MORNING DR	TWENTYNINE PALMS	CA	92277
VHR131	74044 COTTONWOOD	TWENTYNINE PALMS	CA	92277
VHR132	5966 MORONGO RD	TWENTYNINE PALMS	CA	92277
VHR134	7026 DATURA AVE	TWENTYNINE PALMS	CA	92277
VHR135	71358 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR136	6438 SUNRISE RD	TWENTYNINE PALMS	CA	92277
VHR137	6405 TAMARISK ST	TWENTYNINE PALMS	CA	92277
VHR138	76076 SUNRISE DR	TWENTYNINE PALMS	CA	92277
VHR139	73855 WHITE SANDS DR	TWENTYNINE PALMS	CA	92277
VHR140	6373 NOELS KNOLL RD	TWENTYNINE PALMS	CA	92277
VHR141	73829 S SLOPE DR	TWENTYNINE PALMS	CA	92277
VHR142	6577 DESERT QUEEN AVE	TWENTYNINE PALMS	CA	92277
VHR143	6968 ROBERTS AVE	TWENTYNINE PALMS	CA	92277
VHR144	72133 EL PASEO DR	TWENTYNINE PALMS	CA	92277
VHR145	73245 JOSHUA DR	TWENTYNINE PALMS	CA	92277
VHR146	6380 YUCCA AVE	TWENTYNINE PALMS	CA	92277
VHR147	6837 MUNTZ RD	TWENTYNINE PALMS	CA	92277
VHR148	6463 MESQUITE AVE	TWENTYNINE PALMS	CA	92277
VHR150	5868 MARIPOSA (Main House) AVE	TWENTYNINE PALMS	CA	92277
VHR151	74563 ALTA LOMA DR	TWENTYNINE PALMS	CA	92277
VHR152	73767 SERRANO DR	TWENTYNINE PALMS	CA	92277
VHR153	5747 MARINE AVE	TWENTYNINE PALMS	CA	92277
VHR154	73434 DESERT TRL	TWENTYNINE PALMS	CA	92277
VHR156	71554 SAMARKAND DR	TWENTYNINE PALMS	CA	92277
VHR157	7112 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR158	6273 LUPINE AVE	TWENTYNINE PALMS	CA	92277
VHR160	73397 MANANA DR	TWENTYNINE PALMS	CA	92277
VHR161	73779 OLD DALE RD	TWENTYNINE PALMS	CA	92277
VHR162	6566 EL REY AVE	TWENTYNINE PALMS	CA	92277
VHR163	6731 IVANPAH AVE	TWENTYNINE PALMS	CA	92277
VHR164	6670 IVANPAH	TWENTYNINE PALMS	CA	92277
VHR165	6616 EL REY AVE	TWENTYNINE PALMS	CA	92277
VHR166	6688 OASIS AVE	TWENTYNINE PALMS	CA	92277
VHR167	15030 VENTURA BLVD STE 305	TWENTYNINE PALMS	CA	92277
VHR168	73010 MANANA DR	TWENTYNINE PALMS	CA	92277
VHR169	74056 CASITA DR	TWENTYNINE PALMS	CA	92277
VHR170	6817 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR171	6445 TAMARISK AVE	TWENTYNINE PALMS	CA	92277
VHR173	74690 SERRANO DR	TWENTYNINE PALMS	CA	92277
VHR174	6244 CARODEAN RD	TWENTYNINE PALMS	CA	92277
VHR175	6673 TAMARISK AVE	TWENTYNINE PALMS	CA	92277
VHR176	73778 SIESTA DR	TWENTYNINE PALMS	CA	92277
VHR177	72994 HOMESTEAD DR	TWENTYNINE PALMS	CA	92277
VHR180	6350 ATHOL AVE	TWENTYNINE PALMS	CA	92277
VHR181	9160 COWAN RD	TWENTYNINE PALMS	CA	92277
VHR182	6635 MORONGO RD	TWENTYNINE PALMS	CA	92277
VHR183	68054 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR184	68927 FOOTHILLDR	TWENTYNINE PALMS	CA	92277
VHR185	69301 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR186	6643 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR187	6721 Desert Quail DR	TWENTYNINE PALMS	CA	92277

VHR188	6026 MORONGO RD	TWENTYNINE PALMS	CA	92277
VHR189	6251 ENCELIA AVE	TWENTYNINE PALMS	CA	92277
VHR190	6707 PALO VERDE AVE	TWENTYNINE PALMS	CA	92277
VHR191	4694 HOOK TREERD	TWENTYNINE PALMS	CA	92277
VHR192	7775 SAHARA AVE	TWENTYNINE PALMS	CA	92277
VHR193	74350 NATIONAL PARK DR	TWENTYNINE PALMS	CA	92277
VHR194	73145 TWENTYNINE PALMS HWY, A	TWENTYNINE PALMS	CA	92277
VHR195	73145 TWENTYNINE PALMS HWY, B	TWENTYNINE PALMS	CA	92277
VHR196	5655 ENCELIA DR	TWENTYNINE PALMS	CA	92277
VHR197	72589 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR198	74026 GORGONIO DR	TWENTYNINE PALMS	CA	92277
VHR199	5580 PALO VERDE AVE	TWENTYNINE PALMS	CA	92277
VHR200	6274 BAILEYA AVE	TWENTYNINE PALMS	CA	92277
VHR203	72838 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR204	74725 SERRANO DR	TWENTYNINE PALMS	CA	92277
VHR206	72654 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR208	75051 SADDLEHORN RD	TWENTYNINE PALMS	CA	92277
VHR209	6764 ESTRELLA AVE	TWENTYNINE PALMS	CA	92277
VHR210	6976 SHERMAN RD	TWENTYNINE PALMS	CA	92277
VHR211	6025 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR212	72208 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR213	7168 INDIAN COVE	TWENTYNINE PALMS	CA	92277
VHR215	71604 SUNNYVALE COURT	TWENTYNINE PALMS	CA	92277
VHR216	73398 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR217	70829 SUNNYSLOPE DR #1 (A)	TWENTYNINE PALMS	CA	92277
VHR218	70829 SUNNYSLOPE DR #2 (B)	TWENTYNINE PALMS	CA	92277
VHR219	71972 EL PASEAO DR	TWENTYNINE PALMS	CA	92277
VHR221	6727 QUAIL SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR222	7643 SALADIN AVE	TWENTYNINE PALMS	CA	92277
VHR223	7095 QUAIL SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR224	74030 PLAYA VISTA DR	TWENTYNINE PALMS	CA	92277
VHR225	6799 IVANPAH AVE	TWENTYNINE PALMS	CA	92277
VHR226	7073 MISSION AVE	TWENTYNINE PALMS	CA	92277
VHR227	6213 BAGLEY AVE	TWENTYNINE PALMS	CA	92277
VHR228	6074 MOJAVE AVE	TWENTYNINE PALMS	CA	92277
VHR229	6442 PALM VIEW AVE	TWENTYNINE PALMS	CA	92277
VHR230	6188 BAGLEY AVE	TWENTYNINE PALMS	CA	92277
VHR231	74354 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR232	6974 49 PALMS AVE	TWENTYNINE PALMS	CA	92277
VHR233	5985 MORONGO RD	TWENTYNINE PALMS	CA	92277
VHR234	5535 LUPINE AVE	TWENTYNINE PALMS	CA	92277
VHR236	6796 PINE SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR239	7421 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR240	76677 EL PASEAO DR	TWENTYNINE PALMS	CA	92277
VHR241	7593 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR242	73314 SUN VALLEY DR	TWENTYNINE PALMS	CA	92277
VHR244	6106 BAILEYA AVE	TWENTYNINE PALMS	CA	92277
VHR245	73820 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR246	75167 MAYFAIR DR	TWENTYNINE PALMS	CA	92277
VHR247	7755 UTAH TRL	TWENTYNINE PALMS	CA	92277
VHR248	6608 BULLION AVE	TWENTYNINE PALMS	CA	92277
VHR249	6161 CHIA AVE	TWENTYNINE PALMS	CA	92277
VHR250	6243 LUPINE AVE	TWENTYNINE PALMS	CA	92277
VHR252	73755 SERRANO DR	TWENTYNINE PALMS	CA	92277

VHR254	6649 PINE SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR255	7685 UTAH TRL	TWENTYNINE PALMS	CA	92277
VHR256	7657 SALADIN AVE	TWENTYNINE PALMS	CA	92277
VHR257	74825 TWILIGHT DR	TWENTYNINE PALMS	CA	92277
VHR258	6649 N STAR AVE	TWENTYNINE PALMS	CA	92277
VHR259	74160 PINON DR	TWENTYNINE PALMS	CA	92277
VHR260	74755 BASELINE RD	TWENTYNINE PALMS	CA	92277
VHR261	73362 OLD DALE AVE	TWENTYNINE PALMS	CA	92277
VHR262	72761 GRANITE AVE	TWENTYNINE PALMS	CA	92277
VHR263	6969 MANTONYA RD	TWENTYNINE PALMS	CA	92277
VHR264	7484700 TWENTYNINE PALMS HWY	TWENTYNINE PALMS	CA	92277
VHR265	7484700 TWENTYNINE PALMS HWY, Unit 2	TWENTYNINE PALMS	CA	92277
VHR268	74388 ROCKY RD	TWENTYNINE PALMS	CA	92277
VHR270	72746 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR271	6769 MANZANITA AVE	TWENTYNINE PALMS	CA	92277
VHR272	74931 OLD DALE RD	TWENTYNINE PALMS	CA	92277
VHR275	7078 ELM DR	TWENTYNINE PALMS	CA	92277
VHR277	6459 MESQUITE AVE	TWENTYNINE PALMS	CA	92277
VHR279	73478 OLD DALE RD	TWENTYNINE PALMS	CA	92277
VHR281	7191 UTAH TRAIL, Unit 3	TWENTYNINE PALMS	CA	92277
VHR282	71620 JUANITA DR	TWENTYNINE PALMS	CA	92277
VHR283	68033 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR284	74430 STARLIGHT DR	TWENTYNINE PALMS	CA	92277
VHR285	75047 BASELINE RD	TWENTYNINE PALMS	CA	92277
VHR287	6428 W Court AVE	TWENTYNINE PALMS	CA	92277
VHR288	7678 SAHARA AVE	TWENTYNINE PALMS	CA	92277
VHR290	73029 MANANA DR	TWENTYNINE PALMS	CA	92277
VHR291	6691 EL RAY AVE	TWENTYNINE PALMS	CA	92277
VHR292	7654 N STAR AVE	TWENTYNINE PALMS	CA	92277
VHR294	72917 MANANA DR	TWENTYNINE PALMS	CA	92277
VHR295	68989 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR296	6778 SHERMAN RD	TWENTYNINE PALMS	CA	92277
VHR297	72166 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR298	71645 CACTUS DR	TWENTYNINE PALMS	CA	92277
VHR299	6633 DATURA AVE	TWENTYNINE PALMS	CA	92277
VHR300	5673 SKYVIEW LN	TWENTYNINE PALMS	CA	92277
VHR301	71235 EL PASEAO DR	TWENTYNINE PALMS	CA	92277
VHR302	72972 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR303	6427 OCTILLO	TWENTYNINE PALMS	CA	92277
VHR304	6169 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR305	5780 LUPINE AVE	TWENTYNINE PALMS	CA	92277
VHR306	5418 ABRONIA AVE	TWENTYNINE PALMS	CA	92277
VHR307	74483 TWILIGHT DR	TWENTYNINE PALMS	CA	92277
VHR308	73542 JOSHUA DR	TWENTYNINE PALMS	CA	92277
VHR309	71350 SAMARKAND DR	TWENTYNINE PALMS	CA	92277
VHR310	73344 SUN VALLEY DR	TWENTYNINE PALMS	CA	92277
VHR311	72721 GRANITE AVE	TWENTYNINE PALMS	CA	92277
VHR312	6432 SMOKETREE AVE	TWENTYNINE PALMS	CA	92277
VHR313	7643 SALADIN AVE	TWENTYNINE PALMS	CA	92277
VHR21-315	72667 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR21-316	5120 PEARL SPRING AVE	TWENTYNINE PALMS	CA	92277
VHR21-318	6672 MOJAVE AVE	TWENTYNINE PALMS	CA	92277
VHR21-319	6144 ABRONIA AVE	TWENTYNINE PALMS	CA	92277
VHR21-320	74603 BASELINE AVE	TWENTYNINE PALMS	CA	92277

VHR21-321	70231 29 PALMS HWY	TWENTYNINE PALMS	CA	92277
VHR21-323	6996 DESERT QUAIL	TWENTYNINE PALMS	CA	92277
VHR21-324	68030 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR21-326	73633 DESERT TRAIL DR	TWENTYNINE PALMS	CA	92277
VHR21-327	74388 MARICOPA DR	TWENTYNINE PALMS	CA	92277
VHR21-329	5749 HALSEY AVE	TWENTYNINE PALMS	CA	92277
VHR21-330	71918 GORGONIO ST	TWENTYNINE PALMS	CA	92277
VHR21-331	6954 MAUDE ADAMS AVE	TWENTYNINE PALMS	CA	92277
VHR21-332	68253 BELLERUE RD	TWENTYNINE PALMS	CA	92277
VHR21-333	5717 SUNRISE RD	TWENTYNINE PALMS	CA	92277
VHR21-334	73250 INDIAN TRL	TWENTYNINE PALMS	CA	92277
VHR21-335	73028 MANANA DR	TWENTYNINE PALMS	CA	92277
VHR21-336	72964 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR21-337	6654 BERMUDA AVE	TWENTYNINE PALMS	CA	92277
VHR21-338	6636 INDIAN COVE RD	TWENTYNINE PALMS	CA	92277
VHR21-339	73467 DESERT DR	TWENTYNINE PALMS	CA	92277
VHR21-340	68227 BELLARUE RD	TWENTYNINE PALMS	CA	92277
VHR21-341	6564 PINE SPRINGS AVE	TWENTYNINE PALMS	CA	92277
VHR21-342	6933 49 PALMS RD	TWENTYNINE PALMS	CA	92277
VHR21-343	6634 STAR DUNE AVE	TWENTYNINE PALMS	CA	92277
VHR21-345	4671 MESQUITE SPRINGS RD	TWENTYNINE PALMS	CA	92277
VHR21-346	7518 MAUDE ADAMS AVE	TWENTYNINE PALMS	CA	92277
VHR21-347	70472 COTTONWOOD DR	TWENTYNINE PALMS	CA	92277
VHR21-348	68460 BELLARUE RD	TWENTYNINE PALMS	CA	92277
VHR21-349	72150 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR21-350	70138 SULLIVAN RD	TWENTYNINE PALMS	CA	92277
VHR21-351	6878 IVANPAH AVE	TWENTYNINE PALMS	CA	92277
VHR21-355	7393 SALADIN AVE	TWENTYNINE PALMS	CA	92277
VHR21-357	72939 HOMESTEAD DR	TWENTYNINE PALMS	CA	92277
VHR21-361	6924 EL SOL AVE	TWENTYNINE PALMS	CA	92277
VHR21-362	73358 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR21-363	5422 ADOBE RD	TWENTYNINE PALMS	CA	92277
VHR21-364	73079 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR21-365	5911 ROSE ELLEN AVE	TWENTYNINE PALMS	CA	92277
VHR21-366	5760 LA BUENA TIERRA AVE	TWENTYNINE PALMS	CA	92277
VHR22-001	7445 SALADIN AVE	TWENTYNINE PALMS	CA	92277
VHR22-002	71522 SUNFLOWER DR	TWENTYNINE PALMS	CA	92277
VHR22-003	6671 IVANPAH AVE	TWENTYNINE PALMS	CA	92277
VHR22-004	71535 CACTUS DR	TWENTYNINE PALMS	CA	92277
VHR22-007	6440 CHOLLA AVE	TWENTYNINE PALMS	CA	92277
VHR22-008	7414 ARABY AVE	TWENTYNINE PALMS	CA	92277
VHR22-009	71658 CACTUS DR	TWENTYNINE PALMS	CA	92277
VHR22-010	74442 TWILIGHT AVE	TWENTYNINE PALMS	CA	92277
VHR22-011	6283 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR22-012	6673 PERSIA AVE	TWENTYNINE PALMS	CA	92277
VHR22-013	5845 CARODEAN RD	TWENTYNINE PALMS	CA	92277
VHR22-017	74667 SERRANO DR	TWENTYNINE PALMS	CA	92277
VHR22-018	6121 MOJAVE AVE	TWENTYNINE PALMS	CA	92277
VHR22-019	71966 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR22-020	7770 NORTH STAR AVE	TWENTYNINE PALMS	CA	92277
VHR22-021	5781 EASY ST	TWENTYNINE PALMS	CA	92277
VHR22-022	6591 DESERT QUEEN AVE	TWENTYNINE PALMS	CA	92277
VHR22-024	71817 SAMARKAND DR	TWENTYNINE PALMS	CA	92277
VHR22-028	6781 COPPER MOUNTAIN RD	TWENTYNINE PALMS	CA	92277

VHR314	6244 MOJAVE AVE	TWENTYNINE PALMS	CA	92277
VHR22-031	6317 EL REY AVE	TWENTYNINE PALMS	CA	92277
VHR22-033	5459 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR22-034	5556 DAISY AVE	TWENTYNINE PALMS	CA	92277
VHR22-035	5851 EASY ST	TWENTYNINE PALMS	CA	92277
VHR22-037	7546 SAHARA AVE	TWENTYNINE PALMS	CA	92277
VHR22-038	6054 LUPINE AVE	TWENTYNINE PALMS	CA	92277
VHR22-039	6332 CANYON RD	TWENTYNINE PALMS	CA	92277
VHR22-043	6575 BERMUDA	TWENTYNINE PALMS	CA	92277
VHR22-044	7790 BEDOUIN AVE	TWENTYNINE PALMS	CA	92277
VHR22-047	6136 CHIA AVE	TWENTYNINE PALMS	CA	92277
VHR22-048	7422 MAUDE ADAMS AVE	TWENTYNINE PALMS	CA	92277
VHR22-049	5774 PRIMROSE LN	TWENTYNINE PALMS	CA	92277
VHR22-050	72996 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR22-053	74677 MORNING DR	TWENTYNINE PALMS	CA	92277
VHR22-054	72418 SUN VALLEY DR	TWENTYNINE PALMS	CA	92277
VHR22-056	73414 DESERT DR	TWENTYNINE PALMS	CA	92277
VHR22-060	72616 2 MILE RD	TWENTYNINE PALMS	CA	92277
VHR22-062	7065 DATURA AVE	TWENTYNINE PALMS	CA	92277
VHR22-063	7410 SHERMAN HOYT AVE	TWENTYNINE PALMS	CA	92277
VHR22-064	5954 BAILEYA AVE	TWENTYNINE PALMS	CA	92277
VHR22-065	71598 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR22-067	73365 SUNNYVALE DR	TWENTYNINE PALMS	CA	92277
VHR22-068	7428 KELLOGG AVE	TWENTYNINE PALMS	CA	92277
VHR22-071	72017 SIESTA DR	TWENTYNINE PALMS	CA	92277
VHR22-074	6624 BERMUDA AVE	TWENTYNINE PALMS	CA	92277
VHR22-077	69829 TWO MILE RD	TWENTYNINE PALMS	CA	92277
VHR22-080	5653 PEARL SPRINGS AVE	TWENTYNINE PALMS	CA	92277
VHR22-082	73453 EL PASEO DR	TWENTYNINE PALMS	CA	92277
VHR22-084	72068 SUNNYSLOPE DR	TWENTYNINE PALMS	CA	92277
VHR22-085	6264 ABRONIA AVE	TWENTYNINE PALMS	CA	92277
VHR22-086	7332 BEDOUIN AVE	TWENTYNINE PALMS	CA	92277
VHR22-087	7338 PERSIA AVE	TWENTYNINE PALMS	CA	92277