

*City of Hannibal*

**OFFICIAL COUNCIL AGENDA**

**Tuesday, January 6, 2026  
Council Chambers  
7:00 p.m.**

Meetings are open to the public, however, if you would like to view the meeting, you may do so using the following instructions:

*City Council meetings will be videotaped to be shown live on the City of Hannibal YouTube page.*

*Although the meeting will be shown live, residents will also be able to watch the meeting on the YouTube page after the meeting.*

*The instructions to watch the meetings online follow:*

- 1. Type in [www.youtube.com](http://www.youtube.com) in the web browser*
- 2. Type in City of Hannibal in the "Search" bar and hit Enter and hit the magnifying glass on the right side of the search bar.*
- 3. Click on "City of Hannibal" or the city of Hannibal crest.*
- 4. During the City Council meeting, there will be a red Thumbnail with the word "Live" on it.*
- 5. Click on the Thumbnail to watch the meeting.*
- 6. The meeting may be viewed on the website in its entirety after the meeting.*

**ROLL CALL**

**CALL TO ORDER**

**INVOCATION**

**PLEDGE OF ALLEGIANCE**

**APPROVAL OF AGENDA**

**APPROVAL OF MINUTES**

- Closed Session Meeting – September 2, 2025**
- Closed Session Meeting – September 16, 2025**
- Closed Session Meeting – October 7, 2025**
- Closed Session Meeting – October 21, 2025**
- Closed Session Meeting – December 2, 2025**

**APPROVAL OF PAYROLL AND CLAIMS  
Second Half – December 2025**

**PUBLIC COMMENTS**  
**5 Minutes/ Sign Up Required**

**TRISHA O'CHELTREE – DIRECTOR OF TOURISM**  
**Re: 2026 Visitors Guide Change Order**  
*(Resolution No. 2583-26 to follow, for approval)*

**Re: Tourism Director Travel Reimbursement Resolution**  
*(Resolution No. 2584-26 to follow, for approval)*

**BILL NO. 25-080**

**AN ORDINANCE REVISING CHAPTER 7 – BUILDINGS AND  
BUILDING REGULATIONS, ARTICLE II. - TECHNICAL CODES  
AND STANDARDS  
DIVISION 1. – GENERALLY, BY AMENDING SECTION 7-26 AND  
FURTHER BY CREATING A NEW SECTION 7-27**

**Second & Final Reading**

**RESOLUTION NO. 2583-26**

**A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE  
CHANGE ORDER ADDING AN ADDITIONAL \$2,394.89 TO THE  
ORIGINAL CONTRACT FOR THE PRINTING OF THE 2026  
VISITOR GUIDES.**

**RESOLUTION NO. 2584-26**

**A RESOLUTION OF THE CITY OF HANNIBAL, MISSOURI,  
AUTHORIZING THE DIRECTOR OF TOURISM TO SEEK  
REIMBURSEMENT FROM THE MISSOURI DIVISION OF**

**TOURISM FOR THE TRAVEL SOUTH INTERNATIONAL  
SHOWCASE SCHOLARSHIP AND AUTHORIZING THE MAYOR  
TO EXECUTE ANY AND ALL DOCUMENTS NECESSARY TO  
SUPPORT SAID APPLICATION, INCLUDING REIMBURSEMENT  
FOR HOTEL AND REGISTRATION COSTS.**

**ADJOURNMENT**



Hannibal CVB, 925 Grand Avenue, Hannibal

**TO: City Clerk, City Council, and Mayor**

**FROM: Trisha O'Cheltree**

**DATE: 12/22/2025**

**RE: 2026 Visitor Guides Change Order**

*Paper for the guides to be printed on*

- The paper has gone up in price since the bid was originally awarded due to rising costs that could not be foreseen.
- The bid was approved in 2025 for 3 years (25, 26 and 27)
- The change in price adds \$2,394.89 to the original contract.
- The guides are already designed and waiting to be printed. This is unavoidable at this late in the game and other options were looked into.

Total Change Order adds \$2,394.89 to the original printing contract with Solo Printing, LLC. The total is now \$35,157.05 for 100,000 copies. The supporting documents and resolution are in the attachment.

**RESOLUTION NO. 2583-26**

**A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE CHANGE ORDER  
ADDING AN ADDITIONAL \$2,394.89 TO THE ORIGINAL CONTRACT FOR THE  
PRINTING OF THE 2026 VISITOR GUIDES.**

**WHEREAS**, Solo Printing, LLC submitted a change order with 1 modification to the original bid specification, and

**WHEREAS**, the 3 year contract was already approved in 2024 and after researching- no other options were able to be used for the paper

**WHEREAS**, the one change orders added \$2,394.89 to the original contract, and

**WHEREAS**, the new contract amount is \$35,157.05

**NOW THEREFORE BE IT RESOLVED BY THE CITY OF HANNIBAL MISSOURI**

**SECTION ONE:** That the Mayor is hereby authorized to execute the attached Change Orders between Solo Printing, LLC and the City of Hannibal for the total amount of \$35,157.05 for printing of the 2026 Visitor Guides.

**SECTION TWO:** This Resolution shall become effective immediately upon its adoption and approval.

**ADOPTED THIS 6<sup>th</sup> DAY OF January, 2026.**

**APPROVED THIS 6<sup>th</sup> DAY OF January, 2026.**

\_\_\_\_\_  
**Darrell McCoy, Mayor**

**ATTEST:**

\_\_\_\_\_  
**Melissa Cogdal, City Clerk**



# Solo Printing, LLC

7860 NW 66th Street  
Miami, FL 33166-2708  
Phone: (305) 594-8699  
Fax: (305) 599-5245  
http://soloprinting.com

# Quotation

## 127740

To:

City of Hannibal/Hannibal Convention & Visitors Bureau  
320 Broadway  
Hannibal,, MO 63401  
Phone: (573) 221-0111

Date 12/18/25  
Salesperson Eric Hernandez  
Estimator Eric Hernandez

Dear Hannibal Convention & Visitors Bureau

Solo Printing, LLC ("Solo") would like to thank you for your time and consideration in regards to this Proposal. Below are the specifications and prices for the proposed quoted job. This Proposal is CONFIDENTIAL and is intended for your sole use and acceptance. This Proposal is not assignable, and if not accepted within 2 calendar days from date above, it shall be subject to change. If accepted below by Customer, this Proposal shall constitute a binding Agreement subject to the terms and conditions herein (including the Additional Terms and Conditions on the following pages). This Proposal is not valid if not signed by a Solo Representative.

X \_\_\_\_\_  
Solo Printing Representative

<b>Description</b>	2026 Visitors Guide	
<b>Pages</b>	52pg + 6pg Cover	
<b>Size</b>	Cover: 11.75 x 8.75 Flat Size	Cover and Text: 4 x 8.75 Fianl Size
<b>Paper</b>	60.0 lb Gloss Text	
<b>Ink</b>	4/4 Process	
<b>Prepress</b>	Files - Epson Proof Output from Customer Supplied PDF	
<b>Finishing</b>	Trim, Fold (6pg Cover)and Stitch	
<b>Shipping</b>	CtnPackonSkids FOB Hannibal, MO 63401	
<b>Terms</b>	Subject to Terms	
<b>Prices</b>		

Quantity	Prices
100,000	\$35,157.05
125,000	\$42,573.89

Sincerely,

Upon acceptance please indicate the quantity required

Terms and Conditions: Taxes are not included in the above quoted price. Unless specifically indicated otherwise in this Proposal/Agreement, Customer shall pay Solo in U.S. Dollars at Solo's place of business, 50% upon inception of order and the remaining 50% prior to delivery or pickup of Products, in certified check, wire or other immediately available funds. Full payment shall be a condition of delivery. All Products shall be processed and picked up by Customer at Solo's place of business, unless specifically stated otherwise. As security for payments of any sums due or to become due Solo under the terms of this Proposal/Agreement, Solo shall have the right to retain possession of (and Customer hereby grants to Solo a security interest in) all property of Customer in Solo's possession. Past due amounts shall accrue interest at 1.5% per month. Past due means being unpaid past the payment terms of this Proposal/Agreement. As used herein, "Services" shall mean the printing, binding, handling and/or finishing services quoted above. "Products" shall mean any materials or products provided by Solo in connection with its Services, including printed and/or bounded materials or products. "Agreement" shall mean this Proposal once it is accepted by Customer. Reference in this Proposal/Agreement to Customer or Solo shall include all of their respective employees, agents, members, officers managers, representatives, successors and assigns. This Proposal is also subject to the Additional Terms and Conditions on the following pages of this Proposal, which terms and conditions are hereby incorporated by reference.

I HEREBY ACCEPT THIS PROPOSAL AND AGREE TO ALL ITS TERMS AND CONDITIONS (ON THE FOLLOWING PAGES)

Accepted By: \_\_\_\_\_ Sign: \_\_\_\_\_ Date: \_\_\_\_\_

**Increases in Costs: Standard Colors.** Quoted Prices may be increased if Solo's cost of ink or paper stock increases more than three percent (3%). Paper stock furnished by Customer shall be properly wrapped, of proper size and quality, and mechanically suitable for printing requirements. Customer agrees to pay any additional costs incurred by Solo due to delays or impaired production because of improper packing or packaging, paper quality, or mechanical suitability, and for expenses and charges incurred in the return of cores to mill, including freight plus handling. Solo's standard ink colors will be used, unless otherwise agreed to in writing. Reasonable effort will be made to duplicate color specified; however, same is not guaranteed.

**Overruns/Underruns: Credits.** Overruns or underruns that do not exceed one thousand (1,000) or two percent (2%) of the amount ordered, whichever is greater, shall constitute an acceptable delivery, and the excess or deficiency shall be charged or credited to the Customer accordingly. Any credits issued to Customer for any reason may only be used against then current or future billing and shall be valid for a period of one (1) year only. No refunds shall be due to Customer with respect to any credits. After the one (1) year period, any such credits shall expire worthless.

**Production: Alterations, Proofs** once accepted and/or approved by the Customer shall be final once the production cycle commences. Production cycle begins on the date of proof approval. Solo will endeavor to be reasonably precise, but the final examination for accuracy shall be Customer's sole responsibility. Customer agrees to carefully examine all proofs for accuracy of information and imagery, as well as spelling, punctuation, numbers, graphics, colors, and general layout. If further revisions are required after approval has been received by Solo, Customer agrees to pay any additional charges incurred by Solo, including without limitation, equipment setup time and down time. Solo is not obligated to accept orders, changes or approvals verbally. All orders, changes or approvals must be in writing. Customer alterations or changes include any instructions or changes provided to Solo after the original specifications or instructions. All alterations or changes made after the first proof or any alterations or changes to 'print ready' files will be billed additionally to Customer at Solo's standard rates.

**Transportation: Mailing.** Prices quoted in this Proposal are F.O.B. Solo's Dock. Transfer of risk of loss will pass to Customer upon Products leaving Solo's Dock. All delivery sites of Customer must have a truck-level dock with an approximate height of 48" with a dock plate ("Acceptable Delivery Dock"). Delivery drivers do not unload, drive forklifts or push pallet jacks with basic dock-to-dock shipping. There must be a forklift present at the destination with personnel to unload the truck so that all the driver need do is back the truck in and open the door. Any shipping charges not mentioned in this Proposal shall be Customer's responsibility. In the event that Solo undertakes to deliver to a local destination ("Local Delivery"), such delivery will be to Customer's local location having an Acceptable Delivery Dock. Solo drivers of Local Delivery will not be required to unload, drive forklifts or push pallet jacks. Any carrier (regardless if arranged and/or paid for by Solo for Customer) shall be Customer's agent. Solo shall not be responsible for damage or losses in transit or delays, strikes, etc., of any carrier. All claims arising from transit must be filed by the Customer against the carrier. Customer agrees to indemnify and hold Solo harmless from and against all claims and liabilities arising out of the failure of any of Customer's insert or mailing materials to conform to any rules or regulations of any carrier in connection with size, markings, labeling, inserts or any other matter, including without limitation, any loss of rate/fee discounts charged to Solo by reason of such non-conformity. Prior to the date on which Products are to be mailed or shipped, the Customer must deposit with carrier or Solo, sufficient funds to cover all postage or shipping costs. Solo does not guarantee mailing schedule. Term "carrier" shall include the postal service, or any common carrier, leased carrier or any other delivery service, but will exclude Solo employees making a Local Delivery.

**Claims.** In any event where Customer may be required to make reasonable adjustments to its advertisers as a result of claims relating to deficiencies with the Products or Services due to the sole fault of Solo, Customer will submit to Solo written proof of claim for adjustment. Solo shall reimburse Customer only to the extent of the mechanical costs and paper costs involved in reproducing the advertisements associated with the claim. Absent gross negligence or willful misconduct, Solo shall not be responsible for any other costs or damages, including without limitation, loss or damage to Customer's property in Solo's possession (other than finished Products), such as manuscripts, art, film, plates, engravings, paper, equipment, etc., for any reason, including acts of negligence of Solo. Upon receipt of the Products, Customer shall inspect the Products and the packing list and shall immediately notify Solo of any defects or deficiencies in the Products or inconsistencies with the packing list, including packing deficiencies, shortages, misprints, quality of print or printed images. Failure of Customer to notify Solo in writing via fax or email of any deficiency or problems within five (5) business days from receipt of such Products shall be conclusive proof that the Products were received by Customer without deficiency or shortages. Solo shall in no event have any responsibility for (a) any damage caused to the Products during delivery, or (b) poor quality of printed materials due to poor quality of pictures or images (including blurry or distorted pictures or images) provided to Solo by Customer.

**Infringement, etc.** Customer represents and warrants that no artwork, text, image, content, information, figure or material (collectively, "Content") furnished by Customer to Solo for the purpose of printing or disseminating (a) is slanderous, libelous or defamatory to any person, or (b) will in any way (directly or indirectly) infringe on or violate any intellectual property or proprietary rights of any person, or (c) contains any content or material that is offensive, defamatory, pornographic, obscene, unlawful, deceptive or false, scandalous, or which invades any person's right to privacy or other personal rights, or violates any applicable governmental statute, rule or regulation. Customer further represents and warrants that it has the authority to have the Content printed by Solo.

**Indemnity.** Customer agrees to protect, defend and indemnify Solo and hold it harmless from any loss or claim or damage arising out of any act or omission on the part of Customer, including without limitation, Customer's (a) breach of this Agreement or any agreement with a third party, (b) violation of any foreign or domestic law, (c) commission of a tort, including an act of negligence, (d) distribution, dissemination, misuse, or handling of any Product or Service provided by Solo to Customer or Customer's client in any fraudulent or deceptive manner or in violation of any consumer rights or laws, and/or (e) delivery or providing of any Content to Solo that violates its representations or warranties in this Agreement for the purpose of printing or disseminating same.

**Storage Charges.** While in Solo's possession, Customer shall pay Solo the cost of storing and maintaining printed materials and supplies not scheduled for use or delivery, including completed Products with no current distribution and/or shipping instructions, printed signatures to be held for future bindings, any Customer supplied inserts, and polybag materials, cartons, and/or other finishing supplies to be warehoused by Solo for use in future jobs or orders. Storage fees shall be charged at the standard monthly rate, unless agreed otherwise in writing.

**Taxes.** Customer is responsible for any taxes (including sales or ad valorem taxes) that may be due on the Products or Services of Solo as price on front page does not include any taxes. If exempt from sales tax, Customer will furnish Solo with a State of Florida sales tax exemption certificate; otherwise Florida sales tax will be paid by Customer.

**Default.** Customer shall be deemed in default upon the occurrence of any one or more of the following events ("Event(s) of Default"): (1) if any payment of any sum due to Solo is not paid promptly when due, with or without notice; (2) if a petition is filed by or against Customer seeking or acquiescing in any reorganization, liquidation, dissolution or similar relief under any laws relating to bankruptcy or insolvency; or (3) if any information, warranty or representation in this Agreement shall prove to be incorrect or false. Upon an Event of Default, Solo, at its option, may declare all unpaid monies immediately due and payable. Solo shall be entitled to recover from the Customer reasonable attorneys' fees and costs in any lawsuit or proceeding against Customer for the collection of monies due under this Agreement or for indemnity under this Agreement. Otherwise, each party shall bear their own respective attorney's fees and costs. Notwithstanding any credit approved for Customer, Solo may discontinue any Services or Products being processed for Customer under this Agreement upon an Event of Default or if any event occurs which, in Solo's opinion, may materially affect Customer's creditworthiness or ability to pay under this Agreement until Customer provides adequate assurances of its ability to pay acceptable to Solo, or prepaids for the Services or Products in process or scheduled. Customer represents that there are no actions or proceedings now pending in any State or Federal Court to which the Customer is a party including, proceedings in bankruptcy or insolvency, nor are there any judgments or liens of any nature against Customer.

**Jurisdiction: Venue: Jury Trial Waiver.** Customer hereby acknowledges that it has sufficient and substantial (and not isolated) contacts with and in the State of Florida. As such, Customer agrees and submits itself to the jurisdiction of Florida courts, and agrees that Miami shall be the exclusive venue for any dispute between the parties or relating to this Agreement which shall be governed by Florida law. The parties hereby knowingly, voluntarily and intentionally waive the right either may have to a trial by jury in respect to any litigation arising out of, under or in connection with this Proposal/Agreement, or any course of conduct, dealings, statements (whether verbal or written) or actions between the parties.

**Delays.** Solo will employ reasonable efforts to perform under this Agreement promptly according to a reasonable production schedule, which shall be mutually agreed upon in writing, but reserves the right to halt printing activities due to safety concerns or maintenance of printing equipment as it deems best or necessary. Delay in furnishing Solo with all or any content, materials or approvals necessary for production may result in an extension of the scheduled delivery date or additional charges for cost of accelerated production at regular overtime rates. Moreover, should there be a delay due to the paper mill not being able to deliver on schedule, or for other reasons beyond the control of Solo, a new production schedule will be agreed upon. The pricing structure is based upon compliance with this schedule. Notwithstanding anything to the contrary, Solo shall not be liable for failure to deliver any Product or perform any Service nor shall any credit allowance or other remedy be extended, for any failure of performance or breach due to causes beyond the reasonable anticipation and/or control of Solo (including acts of God, fires, floods, explosions, riots, wars, hurricane, sabotage terrorism, vandalism, accident, restraint of government, governmental acts, energy interruptions, injunctions, labor strikes, equipment or software malfunction, delays caused by Customer, embargo, or any delay or breach of contract by carriers, suppliers or other contractors with whom Solo has contracted for the furnishing of labor, materials, supplies, energy or transportation). Title to and risk of loss of Products provided by Solo shall pass to Customer upon leaving Solo's Dock.

**Liability of Solo is Limited.** Customer understands that the potential liability to Solo is grossly disproportionate to Solo's monetary remuneration due to the size, scope, and value of this Agreement. Therefore, Customer agrees that Solo shall not be liable to Customer for any incidental, indirect, special or consequential damages, including without limitation, lost sales, lost profits, advantage, savings or revenues of any kind or increased cost of operations (whether or not Solo was advised of the possibility of such damages, or whether or not occasioned by Solo's own negligence or the negligence of any employee, contractor or agent of Solo) suffered by Customer in connection with or relating to this Agreement, the Products, or Services, or any course of dealing or transaction between the parties, or arising out of or relating to any action, omission, or other conduct of Solo, including but not limited to, the active negligence or other fault of Solo (except for claims that cannot be waived or disclaimed by law). This Section is a material inducement for Solo extending this Proposal.

**Warranty.** Solo warrants that the Services will be performed and the Products delivered according to the (a) terms of this Agreement and (b) standards acceptable in the printing industry from the reproduction of the Content furnished by Customer. This warranty is exclusive and in lieu of any other express or implied warranties, including, but not limited to, any implied warranty of merchantability or fitness for particular purpose. Solo makes no other warranties, express or implied, with respect to its Services or Products and specifically disclaims any warranty of title or non-infringement or any warranty with respect to its Services or Products arising by usage of trade, course of dealings or course of performance. Solo does not authorize anyone to make a warranty of any kind on its behalf and Customer should not rely on anyone (including Sales Representatives) making any warranty. Solo shall not be responsible for any errors, omissions or costs resulting from Customer's proofing or faults in any electronic transmission. Customer is advised to check with Solo that all electronic data arrived intact and files were not altered by changes in software between the parties.

**Miscellaneous.** This Agreement, and any modifications or amendments, shall be binding only when in writing and signed by an authorized officer of Solo. The terms and conditions in this Agreement shall control all dealings between Customer and Solo, unless specifically indicated otherwise in writing and signed by an authorized officer of Solo. This Agreement may be executed separately in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same agreement. In the event that any signature is delivered by facsimile transmission or via e-mail to the other party as a portable data format (pdf), file or image file attachment, such signature shall create a valid and binding obligation of the party executing (or on whose behalf such signature is executed) with the same force and effect as if such signature page were an original thereof. This Agreement/Proposal may not be assigned by Customer. Solo may assign any or all of its rights and/or obligations under this Agreement and upon any such assignment, Solo shall be relieved of all further obligations. Any notices given in connection with this Agreement shall be in writing and delivered by courier or by first-class registered mail, email, or via telefax in accordance with the contact information on the front page. At Solo's sole option, Solo may rely on an email from Customer transmitting instructions to Solo. The term "person" shall include any individual, entity, association or trust.



# Solo Printing, LLC

7860 NW 66th Street  
Miami, FL 33166-2708  
Phone: (305) 594-8699  
Fax: (305) 599-5245  
http://soloprinting.com

# Quotation 116562

To:

City of Hannibal/Hannibal Convention & Visitors Bureau  
320 Broadway  
Hannibal,, MO 63401  
Phone: (573) 221-0111

Date 10/2/24  
Salesperson Eric Hernandez  
Estimator Eric Hernandez

Dear Hannibal Convention & Visitors Bureau

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X \_\_\_\_\_  
Solo Printing Representative

<b>Description</b>	2025 Visitors Guide	
<b>Pages</b>	52pg + 6pg Cover	
<b>Size</b>	Cover: 11.75 x 8.75 Flat Size	Cover and Text: 4 x 8.75 Fianl Size
<b>Paper</b>	60.0 lb Gloss Text	
<b>Ink</b>	4/4 Process	
<b>Prepress</b>	Files - Epson Proof Output from Customer Supplied PDF	
<b>Finishing</b>	Trim, Fold (6pg Cover)and Stitch	
<b>Shipping</b>	CtnPackonSkids FOB Hannibal, MO 63401	
<b>Terms</b>	Subject to Terms	
<b>Prices</b>		

Quantity	Prices
100,000	\$32,762.16
125,000	\$39,677.00

Sincerely,

Upon acceptance please indicate the quantity required

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I HEREBY ACCEPT THIS PROPOSAL AND AGREE TO ALL ITS TERMS AND CONDITIONS (ON THE FOLLOWING PAGES)

Accepted By: \_\_\_\_\_ Sign: \_\_\_\_\_ Date: \_\_\_\_\_

**Increase in Costs: Standard Colors.** Quoted Prices may be increased if Solo's cost of ink or paper stock increases more than three percent (3%). Paper stock furnished by Customer shall be properly wrapped, of proper size and quality, and mechanically suitable for printing requirements. Customer agrees to pay any additional costs incurred by Solo due to delays or impaired production because of improper packing or packaging, paper quality, or mechanical suitability, and for expenses and charges incurred in the return of cores to mill, including freight plus handling. Solo's standard ink colors will be used, unless otherwise agreed to in writing. Reasonable effort will be made to duplicate color specified; however, same is not guaranteed.

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**Transportation: Mailing.** Prices quoted in this Proposal are F.O.B. Solo's Dock. Transfer of risk of loss will pass to Customer upon Products leaving Solo's Dock. All delivery sites of Customer must have a truck-level dock with an approximate height of 48" with a dock plate ("Acceptable Delivery Dock"). Delivery drivers do not unload, drive forklifts or push pallet jacks with basic dock-to-dock shipping. There must be a forklift present at the destination with personnel to unload the truck so that all the driver need do is back the truck in and open the door. Any shipping charges not mentioned in this Proposal shall be Customer's responsibility. In the event that Solo undertakes to deliver to a local destination ("Local Delivery"), such delivery will be to Customer's local location having an Acceptable Delivery Dock. Solo drivers of Local Delivery will not be required to unload, drive forklifts or push pallet jacks. Any carrier (regardless if arranged and/or paid for by Solo for Customer) shall be Customer's agent. Solo shall not be responsible for damage or losses in transit or delays, strikes, etc., of any carrier. All claims arising from transit must be filed by the Customer against the carrier. Customer agrees to indemnify and hold Solo harmless from and against all claims and liabilities arising out of the failure of any of Customer's insert or mailing materials to conform to any rules or regulations of any carrier in connection with size, markings, labeling, inserts or any other matter, including without limitation, any loss of rate/fee discounts charged to Solo by reason of such non-conformity. Prior to the date on which Products are to be mailed or shipped, the Customer must deposit with carrier or Solo, sufficient funds to cover all postage or shipping costs. Solo does not guarantee mailing schedule. Term "carrier" shall include the postal service, or any common carrier, leased carrier or any other delivery service, but will exclude Solo employees making a Local Delivery.

**Claims.** In any event where Customer may be required to make reasonable adjustments to its advertisers as a result of claims relating to deficiencies with the Products or Services due to the sole fault of Solo, Customer will submit to Solo written proof of claim for adjustment. Solo shall reimburse Customer only to the extent of the mechanical costs and paper costs involved in reproducing the advertisements associated with the claim. Absent gross negligence or willful misconduct, Solo shall not be responsible for any other costs or damages, including without limitation, loss or damage to Customer's property in Solo's possession (other than finished Products), such as manuscripts, art, film, plates, engravings, paper, equipment, etc., for any reason, including acts of negligence of Solo. Upon receipt of the Products, Customer shall inspect the Products and the packing list and shall immediately notify Solo of any defects or deficiencies in the Products or inconsistencies with the packing list, including packing deficiencies, shortages, misprints, quality of print or printed images. Failure of Customer to notify Solo in writing via fax or email of any deficiency or problems within five (5) business days from receipt of such Products shall be conclusive proof that the Products were received by Customer without deficiency or shortages. Solo shall in no event have any responsibility for (a) any damage caused to the Products during delivery, or (b) poor quality of printed materials due to poor quality of pictures or images (including blurry or distorted pictures or images) provided to Solo by Customer.

**Infringement, etc.** Customer represents and warrants that no artwork, text, image, content, information, figure or material (collectively, "Content") furnished by Customer to Solo for the purpose of printing or disseminating (a) is slanderous, libelous or defamatory to any person, or (b) will in any way (directly or indirectly) infringe on or violate any intellectual property or proprietary rights of any person, or (c) contains any content or material that is offensive, defamatory, pornographic, obscene, unlawful, deceptive or false, scandalous, or which invades any person's right to privacy or other personal rights, or violates any applicable governmental statute, rule or regulation. Customer further represents and warrants that it has the authority to have the Content printed by Solo.

**Indemnity.** Customer agrees to protect, defend and indemnify Solo and hold it harmless from any loss or claim or damage arising out of any act or omission on the part of Customer, including without limitation, Customer's (a) breach of this Agreement or any agreement with a third party, (b) violation of any foreign or domestic law, (c) commission of a tort, including an act of negligence, (d) distribution, dissemination, misuse, or handling of any Product or Service provided by Solo to Customer or Customer's client in any fraudulent or deceptive manner or in violation of any consumer rights or laws, and/or (e) delivery or providing of any Content to Solo that violates its representations or warranties in this Agreement for the purpose of printing or disseminating same.

**Storage Charges.** While in Solo's possession, Customer shall pay Solo the cost of storing and maintaining printed materials and supplies not scheduled for use or delivery, including completed Products with no current distribution and/or shipping instructions, printed signatures to be held for future bindings, any Customer supplied inserts, and polybag materials, cartons, and/or other finishing supplies to be warehoused by Solo for use in future jobs or orders. Storage fees shall be charged at the standard monthly rate, unless agreed otherwise in writing.

**Taxes.** Customer is responsible for any taxes (including sales or ad valorem taxes) that may be due on the Products or Services of Solo as price on front page does not include any taxes. If exempt from sales tax, Customer will furnish Solo with a State of Florida sales tax exemption certificate; otherwise Florida sales tax will be paid by Customer.

**Default.** Customer shall be deemed in default upon the occurrence of any one or more of the following events ("Event(s) of Default"): (1) if any payment of any sum due to Solo is not paid promptly when due, with or without notice; (2) if a petition is filed by or against Customer seeking or acquiescing in any reorganization, liquidation, dissolution or similar relief under any laws relating to bankruptcy or insolvency; or (3) if any information, warranty or representation in this Agreement shall prove to be incorrect or false. Upon an Event of Default, Solo, at its option, may declare all unpaid monies immediately due and payable. Solo shall be entitled to recover from the Customer reasonable attorneys' fees and costs in any lawsuit or proceeding against Customer for the collection of monies due under this Agreement or for indemnity under this Agreement. Otherwise, each party shall bear their own respective attorney's fees and costs. Notwithstanding any credit approved for Customer, Solo may discontinue any Services or Products being processed for Customer under this Agreement upon an Event of Default or if any event occurs which, in Solo's opinion, may materially affect Customer's creditworthiness or ability to pay under this Agreement until Customer provides adequate assurances of its ability to pay acceptable to Solo, or prepays for the Services or Products in process or scheduled. Customer represents that there are no actions or proceedings now pending in any State or Federal Court to which the Customer is a party including, proceedings in bankruptcy or insolvency, nor are there any judgments or liens of any nature against Customer.

**Jurisdiction: Venue: Jury Trial Waiver.** Customer hereby acknowledges that it has sufficient and substantial (and not isolated) contacts with and in the State of Florida. As such, Customer agrees and submits itself to the jurisdiction of Florida courts, and agrees that Miami shall be the exclusive venue for any dispute between the parties or relating to this Agreement which shall be governed by Florida law. The parties hereby knowingly, voluntarily and intentionally waive the right either may have to a trial by jury in respect to any litigation arising out of, under or in connection with this Proposal/Agreement, or any course of conduct, dealings, statements (whether verbal or written) or actions between the parties.

**Delays.** Solo will employ reasonable efforts to perform under this Agreement promptly according to a reasonable production schedule, which shall be mutually agreed upon in writing, but reserves the right to halt printing activities due to safety concerns or maintenance of printing equipment as it deems best or necessary. Delay in furnishing Solo with all or any content, materials or approvals necessary for production may result in an extension of the scheduled delivery date or additional charges for cost of accelerated production at regular overtime rates. Moreover, should there be a delay due to the paper mill not being able to deliver on schedule, or for other reasons beyond the control of Solo, a new production schedule will be agreed upon. The pricing structure is based upon compliance with this schedule. Notwithstanding anything to the contrary, Solo shall not be liable for failure to deliver any Product or perform any Service nor shall any credit allowance or other remedy be extended, for any failure of performance or breach due to causes beyond the reasonable anticipation and/or control of Solo (including acts of God, fires, floods, explosions, riots, wars, hurricane, sabotage terrorism, vandalism, accident, restraint of government, governmental acts, energy interruptions, injunctions, labor strikes, equipment or software malfunction, delays caused by Customer, embargo, or any delay or breach of contract by carriers, suppliers or other contractors with whom Solo has contracted for the furnishing of labor, materials, supplies, energy or transportation). Title to and risk of loss of Products provided by Solo shall pass to Customer upon leaving Solo's Dock.

**Liability of Solo is Limited.** Customer understands that the potential liability to Solo is grossly disproportionate to Solo's monetary remuneration due to the size, scope, and value of this Agreement. Therefore, Customer agrees that Solo shall not be liable to Customer for any incidental, indirect, special or consequential damages, including without limitation, lost sales, lost profits, advantage, savings or revenues of any kind or increased cost of operations (whether or not Solo was advised of the possibility of such damages, or whether or not occasioned by Solo's own negligence or the negligence of any employee, contractor or agent of Solo) suffered by Customer in connection with or relating to this Agreement, the Products, or Services, or any course of dealing or transaction between the parties, or arising out of or relating to any action, omission, or other conduct of Solo, including but not limited to, the active negligence or other fault of Solo (except for claims that cannot be waived or disclaimed by law). This Section is a material inducement for Solo extending this Proposal.

**Warranty.** Solo warrants that the Services will be performed and the Products delivered according to the (a) terms of this Agreement and (b) standards acceptable in the printing industry from the reproduction of the Content furnished by Customer. This warranty is exclusive and in lieu of any other express or implied warranties, including, but not limited to, any implied warranty of merchantability or fitness for particular purpose. Solo makes no other warranties, express or implied, with respect to its Services or Products and specifically disclaims any warranty of title or non-infringement or any warranty with respect to its Services or Products arising by usage of trade, course of dealings or course of performance. Solo does not authorize anyone to make a warranty of any kind on its behalf and Customer should not rely on anyone (including Sales Representatives) making any warranty. Solo shall not be responsible for any errors, omissions or costs resulting from Customer's proofing or faults in any electronic transmission. Customer is advised to check with Solo that all electronic data arrived intact and files were not altered by changes in software between the parties.

**Miscellaneous.** This Agreement, and any modifications or amendments, shall be binding only when in writing and signed by an authorized officer of Solo. The terms and conditions in this Agreement shall control all dealings between Customer and Solo, unless specifically indicated otherwise in writing and signed by an authorized officer of Solo. This Agreement may be executed separately in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same agreement. In the event that any signature is delivered by facsimile transmission or via e-mail to the other party as a portable data format (pdf), file or image file attachment, such signature shall create a valid and binding obligation of the party executing (or on whose behalf such signature is executed) with the same force and effect as if such signature page were an original thereof. This Agreement/Proposal may not be assigned by Customer. Solo may assign any or all of its rights and/or obligations under this Agreement and upon any such assignment, Solo shall be relieved of all further obligations. Any notices given in connection with this Agreement shall be in writing and delivered by courier or by first-class registered mail, email, or via telefax in accordance with the contact information on the front page. At Solo's sole option, Solo may rely on an email from Customer transmitting instructions to Solo. The term "person" shall include any individual, entity, association or trust.

# Welcome to Travel South USA's International Showcase 2025 Online Registration

## Important Reminders:

- The online registration confirmation serves as an invoice and is due immediately. However, payment does not guarantee acceptance into the International Showcase. Official notice of acceptance and confirmation will be sent via email after the registration has been submitted and processed
- Accommodations are not included with the registration
- All delegates are welcome to attend all social and educational events except where noted
- Due to the business nature of the International Showcase, spouse/partner/guest registrations are not available
- Registration fees are due immediately; All registration fees must be paid in full by 5:00 pm, October 31, 2025; Non-payment will result in the forfeiture of booth space
- Cancellation policy: Full refund with written cancellation prior to September 8, 2025. There are no refunds after 5:00 pm October 1, 2025, with no exceptions

## Important Dates:

May 14, 2025	Early-Bird Online International Showcase Registration Begins
September 8, 2025	Early-Bird Online Registration Ends
September 9, 2025	Standard Registration Pricing Begins & Cross-Over* Confirmation  <i>*Delegates that have registered for a shared booth but have not secured partners by Crossover Day on September 9, 2025 will be notified and subject to a supplemental fee equal to the standard POD pricing based on the number of delegates in your POD.</i>
October 1, 2025	Online Appointment Research and Scheduling Request Begins
	My International Showcase portal available to review registration information
	Registrations received after October 4 will be confirmed on a first come, first serve basis (pending availability)

# Submit Registration

Company () Survey () Delegates () Items () Invoice ()

Category	Item	Quantity	Price	Total
POD Pricing	Double Supplier Registration Package (Early)	1	\$1,695.00	\$1,695.00
<b>Grand Total</b>				<b>\$1,695.00</b>

After pressing submit you will no longer be able to go back.

Submit Registration



KANSAS CITY DOWNTOWN MARRIOTT

GUEST FOLIO

1142 ROOM OCHELTREE/TRISHA 209.00 12/04/25 07:39 15271 46206  
 DBDB HANNIBAL CVB 11/29/25 17:19 ACCT# GROUP  
 TYPE 925 GRAND AVE  
 155 PO BOX 188  
 ROOM HANNIBAL MO 63401 PASSPORT: MCXXXXXXXXXXXX3790  
 CLERK ADDRESS PAYMENT MBV#: XXXXX5132

DATE	REFERENCES	CHARGES	CREDITS	BALANCES DUE
11/29	SELF PAR #1527175	32.00		
11/29	ALA CART 21751142	33.24		
11/29	ROOM 1142, 1	209.00		
11/29	LOCAL TX 1142, 1	15.68		
11/29	KCDEVFEE 11/29/25	3.00		
11/29	LOCAL TX 11/29/25	.23		
11/30	SELF PAR #1527175	32.00		
11/30	ROOM 1142, 1	209.00		
11/30	LOCAL TX 1142, 1	15.68		
11/30	KCDEVFEE 11/30/25	3.00		
11/30	LOCAL TX 11/30/25	.23		
12/01	ALA CART 23271142	19.91		
12/01	SELF PAR #1527175	32.00		
12/01	ROOM 1142, 1	209.00		
12/01	LOCAL TX 1142, 1	15.68		
12/01	KCDEVFEE 12/01/25	3.00		
12/01	LOCAL TX 12/01/25	.23		
12/02	SELF PAR #1527175	32.00		
12/02	ROOM 1142, 1	209.00		
12/02	LOCAL TX 1142, 1	15.68		
12/02	KCDEVFEE 12/02/25	3.00		
12/02	LOCAL TX 12/02/25	.23		
12/03	SELF PAR #1527175	32.00		
12/03	ROOM 1142, 1	209.00		
12/03	LOCAL TX 1142, 1	15.68		
12/03	KCDEVFEE 12/03/25	3.00		
12/03	LOCAL TX 12/03/25	.23		
12/04	CCARD-MC		1352.70	
	SETTLED TO: MASTER CARD XXXXXXXXXXXX3790			.00

*-213.15 parking room*  
*\$ 1,139.55 total*

===== EXP. REPORT SUMMARY =====

11/29	SELF PAR	32.00
	ALA CART	33.24
	ROOM	209.00
	LOCAL TX	15.91
	KCDEVFEE	3.00
11/30	SELF PAR	32.00
	ROOM	209.00
	LOCAL TX	15.91
	KCDEVFEE	3.00
12/01	ALA CART	19.91
12/01	SELF PAR	32.00



KANSAS CITY DOWNTOWN MARRIOTT  
 200 WEST 12TH STREET  
 KANSAS CITY MO 64105

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This statement is your only receipt. You have agreed to pay in cash or by approved personal check or to authorize us to charge your credit card for all amounts charged to you. The amounts shown in the credit column opposite any credit card entry in the reference column above will be charged to the credit card number set forth above. (The credit card company will bill in the usual manner.) If for any reason the credit card company does not make payment on this account, you will owe us such amount. If you are direct billed, in the event payment is not made within 25 days after check-out, you will owe us interest from the check-out date on any unpaid amount at the rate of 1.5% per month (ANNUAL RATE 18%), or the maximum allowed by law, plus the reasonable cost of collection, including attorney fees.

Signature X

**RESOLUTION NO. 2584-26**

**A RESOLUTION OF THE CITY OF HANNIBAL, MISSOURI, AUTHORIZING THE DIRECTOR OF TOURISM TO SEEK REIMBURSEMENT FROM THE MISSOURI DIVISION OF TOURISM FOR THE TRAVEL SOUTH INTERNATIONAL SHOWCASE SCHOLARSHIP AND AUTHORIZING THE MAYOR TO EXECUTE ANY AND ALL DOCUMENTS NECESSARY TO SUPPORT SAID APPLICATION, INCLUDING REIMBURSEMENT FOR HOTEL AND REGISTRATION COSTS.**

**WHEREAS**, the Missouri Division of Tourism offers the Travel South International Showcase Scholarship to support tourism professionals in enhancing their knowledge, skills, and promotional efforts; and

**WHEREAS**, the City of Hannibal recognizes the importance of professional development and regional collaboration in promoting tourism and economic growth; and

**WHEREAS**, the Director of Tourism attended the Travel South International Showcase to further the City's tourism objectives; and

**WHEREAS**, the costs associated with participation include registration and hotel expenses totaling approximately \$2,834.55; and

**WHEREAS**, the City of Hannibal supports this initiative and wishes to authorize the necessary actions to facilitate the reimbursement application of eligible expenses.

**NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF HANNIBAL, MISSOURI, AS FOLLOWS:**

1. The Director of Tourism is hereby authorized to apply for the Travel South International Showcase Scholarship reimbursement through the Missouri Division of Tourism.
2. The Mayor is hereby authorized to execute any and all documents necessary to support the application and administration of the scholarship, including but not limited to letters of support, application forms, agreements, and reimbursement authorizations for registration and hotel costs.
3. This Resolution shall be in full force and effect from and after its passage and approval.

ADOPTED THIS THE 6<sup>TH</sup> DAY OF JANUARY, 2026

APPROVED THIS THE 6<sup>TH</sup> DAY OF JANUARY, 2026

Darrell McCoy, Mayor

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ATTEST:

Melissa Cogdal, City Clerk

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