

OCCUPANCY TAX COMMITTEE
DATE: September 30, 2010
AGENDA

Committee Supervisors:
William H. Kenny, Chairman
Eugene J. Merlino
Ralph W. Bentley
Fred Champagne
Sterling T. Goodspeed
Frank McCoy
Ronald F. Conover

- I. Committee meeting called to order by Chairman.**
- II. Motion to approve minutes of meeting held on August 30, 2010.**
- III. Report on Revenues from County Treasurer.**
- IV. Action Agenda:**
 - A. Discuss disbursement requests (in general) from communities**
 - B. City of Glens Falls request – Civic Center - \$50,000 per year for next 3 years**
 - C. Discuss contract with Lake George Chamber of Commerce – Special Events Coordinator**
 - D. Report from representative(s) of Last of the Mohicans Outdoor Drama.**
- V. Old Business - none**
- VI. Report of activities from Sales/Special Events Convention Coordinator.**
- VII. Adjourn**



Chairman Bill Kenny
Occupancy Tax Committee Warren County Board of Supervisors
Municipal Center
1340 State Route 9
Lake George, New York 12845

September 21, 2010

Dear Chairman Kenny;

I would respectfully request that pursuant to the Occupancy Tax Fund agreement between the County and City of Glens Falls consideration be given for allocating \$50,000 for the next three years toward a specific civic center capital project. This proposed Civic Center capital project is for the acquisition of 2 video screens (and related equipment) at the Center. The screens 12 feet by 16 will be placed in the facility so that audience will be able to see the images that are occurring on the arena floor. The system will enhance events with live video, improve promotions effectiveness for sponsors, increase advertising revenues and better communicate with the public on upcoming events not only at the Center but for county promotional activities occurring through the Warren County Region as well as offering public service announcements for area residents. The screens will be used in a variety of ways including AHL games, basketball games, other sporting events for replay of key plays and other action plus other civic center events including cheerleading competition, high school graduations, and wrestling. The two screens will provide the audience with a new level of entertainment.

In addition to providing valuable promotional consideration for the County, the screens are an important component in not only attracting key events to the Center but also in maintaining an American Hockey League team in this region. Glens Falls is currently one of the few remaining facilities in this league that does not have video screens. The City remains at a competitive disadvantage without the screens. The screens would be owned by the City of Glens Falls.

I am available at your convenience and fellow Board members to answer any questions on this proposal. Thank you for your consideration.

Thank you.

Very Truly Yours

A handwritten signature in black ink, appearing to read "John A. Diamond".

John A. Diamond
Mayor City of Glens Falls

CC: Members of Occupancy Tax Coordination Committee

Final distribution
of 2008 funds

Warren County
Payments Due to Towns for Occupancy Tax
For Year Ended 12/31/08

Total Revenue Recorded	3,392,174.36
25% of Total Revenue	848,043.59
Less: \$30,000 Paid to Each Town Previously	<u>(390,000.00)</u>
	<u>458,043.59</u>

#99	Bolton (24.19%)	110,800.74
104	Chester (1.28%)	5,862.96
#95	City of Glens Falls (2.12%)	9,710.52
98	Hague (0.56%)	2,565.04
97	Horicon (0.63%)	2,885.67
106	Johnsburg (1.76%)	8,061.57
107	Lake George (21.94%)	100,494.76
102	Lake Luzerne (0.89%)	4,076.59
101	Queensbury (26.61%)	121,885.40
103	Stony Creek (0.82%)	3,755.96
100	Thurman (0.14%)	641.28
108	Village of Lake George (18.56%)	85,012.89
11968	Warrensburg (0.50%)	<u>2,290.22</u>
		<u>458,043.59</u> <i>ky</i>

Warren County
 Payments Due to Towns for Occupancy Tax
 For Year Ended 12/31/09
 To be paid to towns in May, 2010

Total Revenue Recorded	2,947,320.39
25% of Total Revenue	736,830.10
Less: \$30,000 Paid to Each Town Previously	(390,000.00)
	<u>346,830.10</u>
	<u><u>346,830.10</u></u>

2010
Budget
826,000
(390,000)
436,000

Bolton (20.86%)	72,348.76
Chester (1.26%)	4,370.06
City of Glens Falls (2.27%)	7,873.04
Hague (0.63%)	2,185.03
Horicon (0.73%)	2,531.86
Johnsburg (2.12%)	7,352.80
Lake George (23.40%)	81,158.24
Lake Luzerne (0.93%)	3,225.52
Queensbury (26.55%)	92,083.39
Stony Creek (0.20%)	693.66
Thurman (0.14%)	485.56
Village of Lake George (20.31%)	70,441.19
Warrensburg (0.60%)	2,080.98
	<u>346,830.10</u>
	<u><u>346,830.10</u></u>

346,830.10
89,169.96
=

OCCUPANCY TAX REPORT: SEPTEMBER 2010

WARREN COUNTY
 OCCUPANCY TAX
 REVENUE ANALYSIS

REVENUES 2004-2010: INCREASE/DECREASE FROM PRIOR YEAR

<u>YEAR</u>	<u>TOTAL REVENUE</u>	<u>AMNT. INC/DEC FROM PRIOR YEAR</u>	<u>%INC/DEC FROM PRIOR YEAR</u>
2004	2,597,871.00		
2005	2,792,448.00	194,577.00	7.49%
2006	3,033,734.00	241,286.00	8.64%
2007	3,478,028.00	444,294.00	14.65%
2008	3,302,214.00	-175,814.00	-5.05%
2009	2,947,320.00	-354,894.00	-10.75%
2010	2,437,474.00		
TOTAL COLLECTED	20,589,089.00		

*REVENUE FOR 2010 IS ONLY THROUGH SEPT.

2004 EXPENSES

A.6417 436	ADVERTISING FEES	3,453.88
A.6417 444	TRAVEL/EDUCATION/CONFERENCE	1,785.54
A.6417 470	CONTRACT	407,500.00
A.6417 481	TOURISM PROMOTION	131,656.30
		544,395.72

2005 EXPENSES

A.6417 444	TRAVEL/EDUCATION/CONFERENCE	488.62
A.6417 470	CONTRACT	952,210.79
A.6417 481	TOURISM PROMOTION	1,579,252.15
		2,531,951.56

2006 EXPENSES

A.6417 220	OFFICE EQUIPMENT	7,376.25
A.6417 230	AUTOMOTIVE EQUIPMENT	226.48
A.6417 260	OTHER EQUIPMENT	744.00
A.6417 424	POSTAGE	52,956.56
A.6417 444	TRAVEL/EDUCATION/CONFERENCE	19,434.88
A.6417 470	CONTRACT	1,297,908.89
A.6417 481	TOURISM PROMOTION	1,856,708.81
		3,235,355.87

Warren County
Occupancy Tax Expenditures
Yearly Totals

2007		Total
Exp Code	Description	
A.6417 110	Salaries - Regular	342,355.76
A.6417 120	Salaries - Overtime	9,210.38
A.6417 130	Salaries - Part Time	5,421.42
A.6417 220	Office Equipment	830.07
A.6417 260	Other Equipment	1,950.00
A.6417 410	Supplies	37,114.99
A.6417 418	Ins - General Liability	480.68
A.6417 421	Equipment Rental	7,271.09
A.6417 423	Telephone	3,044.42
A.6417 424	Postage	230,455.80
A.6417 426	Subscription	275.00
A.6417 427	Memberships & Dues	5,526.00
A.6417 428	Data Processing & Internet Fees	850.00
A.6417 441	Auto - Supplies & Repair	276.98
A.6417 442	Automotive - Gas & Oil	999.15
A.6417 444	Travel/Education/Conference	11,222.47
A.6417 445	Foods	63.89
A.6417 469	Other Payments/Contributions	758,433.44
A.6417 470	Contract	832,571.98
A.6417 481	Tourism Promotion - \$1,264,449.19 Total	
	Susan L. Stratton DBA Stratton Partners	890,452.53
	Other	373,996.66
		<u>3,512,802.71</u>

2008		Total
Exp Code	Description	
A.6417 110	Salaries - Regular	343,202.88
A.6417 120	Salaries - Overtime	7,941.69
A.6417 130	Salaries - Part Time	4,316.68
A.6417 220	Office Equipment	240.00
A.6417 410	Supplies	24,959.19
A.6417 418	Ins - General Liability	484.35
A.6417 421	Equipment Rental	3,073.64
A.6417 422	Repair/Maint - Equipment	45.39
A.6417 423	Telephone	1,343.09
A.6417 424	Postage	260,109.26
A.6417 426	Subscription	275.00
A.6417 427	Memberships & Dues	4,629.00
A.6417 428	Data Processing & Internet Fees	14,993.00
A.6417 441	Auto - Supplies & Repair	281.21
A.6417 442	Automotive - Gas & Oil	1,478.82
A.6417 444	Travel/Education/Conference	15,495.52
A.6417 469	Other Payments/Contributions	847,016.86
A.6417 470	Contract	720,124.09
A.6417 481	Tourism Promotion - \$970,264.70 Total	
	Susan L. Stratton DBA Stratton Partners	748,035.29
	Other	222,229.41
		<u>3,220,274.37</u>

2010 EXPENSES POSTED THROUGH 9/28/2010

Warren County
Occupancy Tax Expenditures
Yearly Totals

Exp Code	2009 Description	Total
A.6417 110	Salaries - Regular	337,978.85
A.6417 120	Salaries - Overtime	6,774.44
A.6417 130	Salaries - Part Time	4,873.89
A.6417 410	Supplies	13,530.87
A.6417 418	Ins - General Liability	320.18
A.6417 421	Equipment Rental	2,814.88
A.6417 423	Telephone	1,213.98
A.6417 424	Postage	249,083.34
A.6417 427	Memberships & Dues	4,894.00
A.6417 428	Data Processing & Internet Fees	37,822.20
A.6417 441	Auto - Supplies & Repair	534.20
A.6417 442	Automotive - Gas & Oil	927.67
A.6417 444	Travel/Education/Conference	14,153.72
A.6417 469	Other Payments/Contributions	848,043.59
A.6417 470	Contract	406,644.55
A.6417 480	Tourism-Special Events	327,094.21
A.6417 481	Tourism Promotion - \$893,455.58 Total Susan L. Stratton DBA Stratton Partners Other	691,978.87
A.6417 810	Retirement	201,476.71
A.6417 830	Social Security	24,583.51
A.6417 831	Medicare	21,122.00
A.6417 840	Workmen's Comp	4,939.82
A.6417 860	Hospitalization	716.00
A.6417 865	Dental Insurance	70,445.20
		<u>1,272.00</u>
		<u>3,273,238.68</u>

A.6417 110	SALARIES-REGULAR	227,167.63
A.6417 120	SALARIES-OVERTIME	1,995.87
A.6417 130	SALARIES-PART TIME	5,448.40
A.6417 220	OFFICE EQUIPMENT	42.00
A.6417 410	SUPPLIES	12,528.42
A.6417 418	INS- GENERAL LIABILITY	329.71
A.6417 421	EQUIPMENT RENTAL	2,399.34
A.6417 422	REPAIR/MAINT-EQUIPMENT	46.40
A.6417 423	TELEPHONE	2,901.13
A.6417 424	POSTAGE	167,737.15
A.6417 426	SUBSCRIPTIONS	425.00
A.6417 427	MEMBERSHIPS & DUES	5,382.00
A.6417 428	DATA PROCESSING & INTERNET FEES	16,306.87
A.6417 441	AUTO-SUPPLIES & REPAIR	427.93
A.6417 442	AUTOMOTIVE- GAS & OIL	648.83
A.6417 444	TRAVEL/EDUCATION/CONFERENCE	10,657.38
A.6417 469	OTHER PAYMENTS/CONTRIBUTIONS	346,830.09
A.6417 470	CONTRACT	134,463.21
A.6417 480	TOURISM- SPECIAL EVENTS	202,047.66
A.6417 481	TOURISM PROMOTION	632,514.95
A.6417 810	RETIREMENT	14,150.97
A.6417 830	SOC.SECURITY	9,565.91
A.6417 831	MEDICARE	2,237.19
A.6417 860	HOSPITALIZATION	33,518.00
A.6417 865	DENTAL INSURANCE	540.00
		<u>1,830,312.04</u>

*3RD QTR 2010 FRINGE BENEFITS NOT POSTED YET