

OCCUPANCY TAX COORDINATION

DATE: April 25, 2016

AGENDA

Committee Supervisors:

E. Merlino, Chairman
D. Dickinson
R. Conover
E. Frasier
M. Simpson
J. Strough
R. Vanselow
E. Wood
D. Beaty
C. Leggett
R. Seeber

- I. Committee meeting called to order by Chairman.
- II. Motion to approve minutes of meeting held on February 22, 2016.
- III. Report on Revenues from the County Treasurer
- IV. Action Agenda:
 - Request from Adirondack Civic Center Coalition for 2nd quarter funding - \$100,000
 - County Attorney to address question concerning use of Occupancy Tax collections to fund invasive species eradication efforts
 - As discussed on 2/22/16 "The Chill" Music & Arts Festival will not take place in Warren County; the festival is being moved to Pennsylvania - \$15,000 awarded. Improv Records has submitted a new application for \$20,000 for Adirondack Independence Festival 9/30 – 10/1/16.
 - Privilege of the floor to discuss any additional items to come before the committee.
- V. Old Business/Pending items: none
- VI. Adjourn.

WARREN COUNTY TREASURER

MICHAEL R. SWAN
County Treasurer

ROBERT V. LYNCH II
Deputy Treasurer

Warren County
Occupancy Tax
2016

2016

| | |
|-----------------------------------|-----------------------|
| Revenue Collected through 4/19/16 | \$ 216,533.24 |
| Revenue Collected through 4/19/15 | \$ 301,967.79 |
| Increase/(Decrease) from 2016 | <u>\$ (85,434.55)</u> |
| Increase/(Decrease) from 2016 | -39.46% |

Warren County
Occupancy Tax
2015

2015 Revenues

| | |
|--|----------------------|
| Revenue Collected through 12/31/15 (through 3/21/16) | \$ 4,148,376.97 |
| Revenue Collected through 12/31/14 (through 3/21/15) | \$ 3,814,804.68 |
| Increase/(Decrease) from 2015 | <u>\$ 333,572.29</u> |
| Increase/(Decrease) from 2015 | 8.04% |

Occupancy Tax Fund Balance

| | |
|--|---------------------|
| General Ledger Balance at 12/31/14 | 3,018,439.36 |
| Appropriated 2015 Budget | (179,889.00) |
| Occupancy Tax Fund Balance at 12/31/14 | <u>2,838,550.36</u> |
| | <u>2,838,550.36</u> |
| Designated Reserve; per Res #558 '14 | 1,000,000.00 |

ADIRONDACK CIVIC CENTER COALITION, INC.
 WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM
 UPCOMING EVENTS
 April 1, 2016 - June 30, 2016

| EVENT | OTHER GOV. FUNDING GROUPS | ALL FUNDING | ATTEND-ANCE | NO. OF OVER-NIGHT ACCOMM. | MARKETING AND AD AREAS | TOTAL COSTS | FUNDS NEEDED |
|---|---------------------------|-------------|-------------|------------------------------|------------------------|----------------|--------------|
| Adirondack Sportsman Banquet 4.16.16 | | | 500 | | | \$1,200 | \$1,200 |
| Garden Bros Circus 4.20.16 | | | 1800 | | | \$7,000 | \$7,000 |
| Comedy's Best Kept Secret 4.23.16 | | | 200 | | | \$700 | \$1,000 |
| Justin Moore 5.6.16 | | | 3000 | *** yes-overnights projected | | \$130,000 | \$130,000 |
| | | | | | | <u>138,900</u> | |

TOTAL FROM ABOVE \$138,900

TOTAL REQUEST \$100,000

ADIRONDACK CIVIC CENTER COALITION, INC.
WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM
PERFORMANCE REPORT
JANUARY 1, 2016- MARCH 31, 2016

GILBERT GOTTFRIED

DATES: January 7, 2016

No. of Events: 1

Total Attendance: 210

Total Cost (see attached): \$ 1,094.67

COMEDY'S BEST KEPT SECRET

DATES: Jan. 23, Feb. 20, March 5, 2016

No of Events: 3

Total Attendance: 197

Total Costs (see attached): \$ 2,200.62

FOOTHILLS BASKETBALL CLASSIC

DATES: February 4, 2016

No. of Events: 1

Total Attendance: 802

Total Cost (see attached): \$3,434.21

SECTION 2 WRESTLING

DATES: February 13-14, 2016

No. of Events: 2

Total Attendance: 3451

Total Costs (see attached): \$18,426.71

NYSPHAA BASKETBALL FINALS

DATES: March 11-13, 2016

No. of Events: 3

Total Attendance: 15,613

Total Costs (see attached): \$43,885.59

Adirondack Civic Center Coalition, Inc.
Profit & Loss

JANUARY 2016
01/07/16 GG 01/23/18- Not to Far from home TOTAL

| | 01/07/16 GG | 01/23/18- Not to Far from home | TOTAL |
|--|-------------|--------------------------------|--------|
| Food and Beverage | 465.25 | 139.22 | 604.47 |
| Indirect Labor | 160.44 | 86.34 | 246.78 |
| Entertainment exp | | 710.50 | 710.50 |
| Expense | | | |
| 5001000 · Direct Labor Costs | | | |
| 5001001 · Event Crew Operations | 191.85 | 73.13 | 264.98 |
| 5001002 · Changeover | 0.00 | 0.00 | 0.00 |
| 5001003 · Crowd Management | 0.00 | 0.00 | 0.00 |
| 5001004 · EMTs | 0.00 | 0.00 | 0.00 |
| 5001005 · Stagershands | 0.00 | 0.00 | 0.00 |
| 5001006 · Event Ticket Sellers | 0.00 | 0.00 | 0.00 |
| 5001007 · Cleanup | 206.91 | 0.00 | 206.91 |
| Total 5001000 · Direct Labor Costs | 398.76 | 73.13 | 471.89 |
| 5001050 · Direct Payroll Taxes | | | |
| 5001051 · Event Crew Payroll Taxes | 25.62 | 9.76 | 35.38 |
| 5001052 · Changeover Payroll Taxes | 0.00 | 0.00 | 0.00 |
| 5001053 · Crowd Management Payroll Taxes | 0.00 | 0.00 | 0.00 |
| 5001054 · EMT Payroll Taxes | 0.00 | 0.00 | 0.00 |
| 5001055 · Stagershands Payroll Taxes | 0.00 | 0.00 | 0.00 |
| 5001056 · Ticket Sellers Payroll Taxes | 0.00 | 0.00 | 0.00 |
| 5001057 · Cleanup Wages Payroll Taxes | 27.63 | 0.00 | 27.63 |
| 5001050 · Direct Payroll Taxes - Other | 0.00 | 0.00 | 0.00 |
| Total 5001050 · Direct Payroll Taxes | 53.25 | 9.76 | 63.01 |
| 5001450 · Credit Card Fees | 0.00 | 0.00 | 0.00 |
| 5001500 · EMS Standby Services | 0.00 | 0.00 | 0.00 |
| 5002200 · Direct Labor Workers Comp | | | |
| 5002201 · Event Crew Workers' Comp | 7.16 | 2.73 | 9.89 |
| 5002202 · Changeover Workers' Comp | 0.00 | 0.00 | 0.00 |
| 5002203 · Crowd Management Workers Comp | 0.00 | 0.00 | 0.00 |
| 5002204 · EMT Workers Comp | 0.00 | 0.00 | 0.00 |
| 5002205 · Stagershands Workers' Comp | 0.00 | 0.00 | 0.00 |
| 5002206 · Ticket Seller Workers Comp | 0.00 | 0.00 | 0.00 |

8:48 AM
04/15/16
Accrual Basis

Adirondack Civic Center Coalition, Inc.
Profit & Loss

| | January 2016 | | TOTAL |
|---|--------------|--------------------------------|--------|
| | 01/07/16 GG | 01/29/16- Not to Far from home | |
| 5002207 - Cleanup Workers Comp | 7.73 | 0.00 | 7.73 |
| 5002200 - Direct Labor Workers Comp - Other | 0.00 | 0.00 | 0.00 |
| Total 5002200 - Direct Labor Workers Comp | 14.89 | 2.73 | 17.62 |
| 6001200 - Employee Benefits | | | |
| 6001203 - Employee Misc Benefits | 2.08 | 0.53 | 2.61 |
| 6001200 - Employee Benefits - Other | 0.00 | 0.00 | 0.00 |
| Total 6001200 - Employee Benefits | 2.08 | 0.53 | 2.61 |
| 6906200 - Over/Short Expenses | 0.00 | 0.00 | 0.00 |
| | 488.98 | 86.15 | 555.13 |
| Total Expense | 1,094.67 | 1,022.21 | |

Adirondack Civic Center Coalition, Inc.
Profit & Loss
February 2016

02/04/16- Foothills Classic 02/14/16 Section II Wrestling 02/20/16 Conedy's Best kept TOTAL

| Expense | 02/04/16- Foothills Classic | 02/14/16 Section II Wrestling | 02/20/16 Conedy's Best kept | TOTAL |
|---|-----------------------------|-------------------------------|-----------------------------|-----------|
| Food and Beverage | 602.10 | 5,390.02 | 368.88 | |
| Indirect Labor | 431.25 | 2,454.25 | | |
| 5001000 · Direct Labor Costs | | | | |
| 5001001 · Event Crew Operations | 213.71 | 679.34 | 165.13 | 1,058.18 |
| 5001002 · Changeover | 274.05 | 607.79 | 0.00 | 881.84 |
| 5001003 · Crowd Management | 467.03 | 3,882.06 | 0.00 | 4,349.09 |
| 5001004 · EMT's | 92.97 | 517.42 | 0.00 | 610.39 |
| 5001005 · Stagehands | 0.00 | 0.00 | 0.00 | 0.00 |
| 5001006 · Event Ticket Sellers | 64.71 | 347.22 | 85.95 | 497.88 |
| 5001007 · Cleanup | 925.27 | 1,898.31 | 0.00 | 2,823.58 |
| Total 5001000 · Direct Labor Costs | 2,037.74 | 7,932.44 | 251.08 | 10,221.26 |
| 5001050 · Direct Payroll Taxes | | | | |
| 5001051 · Event Crew Payroll Taxes | 28.52 | 90.68 | 22.05 | 141.25 |
| 5001052 · Changeover Payroll Taxes | 36.58 | 81.13 | 0.00 | 117.71 |
| 5001053 · Crowd Management Payroll Taxes | 62.40 | 518.29 | 0.00 | 580.69 |
| 5001054 · EMT Payroll Taxes | 12.41 | 69.09 | 0.00 | 81.50 |
| 5001055 · Stagehands Payroll Taxes | 0.00 | 0.00 | 0.00 | 0.00 |
| 5001056 · Ticket Sellers Payroll Taxes | 8.64 | 46.36 | 11.47 | 66.47 |
| 5001057 · Cleanup Wages Payroll Taxes | 123.54 | 253.49 | 0.00 | 377.03 |
| Total 5001050 · Direct Payroll Taxes | 272.09 | 1,059.04 | 33.52 | 1,364.65 |
| 5001450 · Credit Card Fees | 0.00 | 561.01 | 0.00 | 561.01 |
| 5002200 · Direct Labor Workers Comp | | | | |
| 5002201 · Event Crew Workers' Comp | 7.88 | 25.35 | 8.16 | 39.49 |
| 5002202 · Changeover Workers' Comp | 10.23 | 22.67 | 0.00 | 32.90 |
| 5002203 · Crowd Management Workers Comp | 17.42 | 144.87 | 0.00 | 162.29 |
| 5002204 · EMT Workers Comp | 3.47 | 19.30 | 0.00 | 22.77 |
| 5002205 · Stagehands Workers' Comp | 0.00 | 0.00 | 0.00 | 0.00 |
| 5002206 · Ticket Seller Workers Comp | 2.42 | 12.86 | 3.20 | 18.58 |
| 5002207 · Cleanup Workers Comp | 0.00 | 70.81 | 0.00 | 70.81 |
| Total 5002200 · Direct Labor Workers Comp | 41.52 | 295.96 | 9.36 | 346.84 |
| 6001200 · Employee Benefits | | | | |

8:39 AM
04/15/16
Accrual Basis

Adirondack Civic Center Coalition, Inc.

Profit & Loss

February 2016

| | 02/04/16 - Fochilla Classic | 02/14/16 Section II Wrestling | 02/20/16-Conedy's Best Kept | TOTAL |
|-------------------------------------|-----------------------------|-------------------------------|-----------------------------|-----------|
| 0901203 - Employee Misc Benefits | 48.82 | 154.24 | 0.00 | 204.74 |
| 6001200 - Employee Benefits - Other | 0.00 | 0.00 | 1.68 | 0.69 |
| Total 6001200 - Employee Benefits | 48.82 | 154.24 | 1.68 | 205.43 |
| 6008200 - Over/Short Expense | 0.00 | 579.75 | 0.00 | 579.75 |
| Total Expense | 2,400.86 | 10,582.44 | 295.64 | 13,278.94 |
| | 3,434.21 | 18,426.71 | 594.52 | |

Adirondack Civic Center Coalition, Inc.
Profit & Loss
March 2016

03/31/16 Comedy's best kept sec 03/11/16 State BB TOTAL

| | | | | | | | |
|--|--------|--|-----------|--|-----------|--|--|
| Food and Beverage | | | | | | | |
| Indirect Labor | | | | | | | |
| | | | | | 15,235.32 | | |
| | | | | | 6,328.09 | | |
| Expense | | | | | | | |
| Event/Show Expense | | | | | | | |
| 5001000 - Direct Labor Costs | | | | | | | |
| 5001001 - Event Crew Operations | 323.40 | | 1,598.83 | | 1,922.23 | | |
| 5001002 - Changeover | 35.55 | | 835.51 | | 871.06 | | |
| 5001003 - Crowd Management | 26.66 | | 6,142.38 | | 6,169.04 | | |
| 5001004 - EMITs | 0.00 | | 791.99 | | 791.99 | | |
| 5001005 - Stagehands | 0.00 | | 2,105.60 | | 2,105.60 | | |
| 5001008 - Event Ticket Sellers | 0.00 | | 845.67 | | 845.67 | | |
| 5001007 - Cleanup | 16.92 | | 2,833.90 | | 2,850.82 | | |
| Total 5001000 - Direct Labor Costs | 402.53 | | 15,163.88 | | 15,556.41 | | |
| 5001050 - Direct Payroll Taxes | | | | | | | |
| 5001051 - Event Crew Payroll Taxes | 43.17 | | 213.45 | | 256.62 | | |
| 5001052 - Changeover Payroll Taxes | 4.73 | | 111.59 | | 116.32 | | |
| 5001053 - Crowd Management Payroll Taxes | 3.56 | | 818.85 | | 823.51 | | |
| 5001054 - EMIT Payroll Taxes | 0.00 | | 105.75 | | 105.75 | | |
| 5001055 - Stagehands Payroll Taxes | 0.00 | | 281.12 | | 281.12 | | |
| 5001056 - Ticket Sellers Payroll Taxes | 0.00 | | 112.89 | | 112.89 | | |
| 5001057 - Cleanup Wages Payroll Taxes | 2.26 | | 378.40 | | 380.66 | | |
| Total 5001050 - Direct Payroll Taxes | 53.72 | | 2,023.15 | | 2,076.87 | | |
| 5001350 - Catering | 0.00 | | 0.00 | | 0.00 | | |
| 5001450 - Credit Card Fees | 0.00 | | 0.00 | | 0.00 | | |
| 5001500 - EMS Standby Services | 0.00 | | 0.00 | | 0.00 | | |
| 5002200 - Direct Labor Workers Comp | | | | | | | |
| 5002201 - Event Crew Workers' Comp | 12.07 | | 59.65 | | 71.72 | | |
| 5002202 - Changeover Workers' Comp | 1.33 | | 31.14 | | 32.47 | | |
| 5002203 - Crowd Management Workers Comp | 0.99 | | 229.15 | | 230.14 | | |
| 5002204 - EMIT Workers Comp | 0.00 | | 29.55 | | 29.55 | | |
| 5002205 - Stagehands Workers' Comp | 0.00 | | 78.56 | | 78.56 | | |

Adirondack Civic Center Coalition, Inc.
Profit & Loss

| | 03/05/16 Comedy's best kept sec | 03/11/16 State EB | TOTAL |
|---|---------------------------------|-------------------|-----------|
| 5002206 · Ticket Seller Workers Comp | 0.00 | 31.54 | 31.54 |
| 5002207 · Cleanup Workers Comp | 0.00 | 105.73 | 105.36 |
| Total 5002200 · Direct Labor Workers Comp | 15.02 | 565.32 | 580.34 |
| 6001200 · Employee Benefits | | | |
| 6001203 · Employee Misc Benefits | 2.62 | 822.70 | 825.32 |
| Total 6001200 · Employee Benefits | 2.62 | 822.70 | 825.32 |
| 6001300 · Auto Expense | 0.00 | 0.00 | 0.00 |
| 6001500 · Cable/Internet/Phone | 0.00 | 728.67 | 728.67 |
| 6001800 · Equipment Rental | 0.00 | 2,955.76 | 2,955.76 |
| 6002070 · Miscellaneous Expense | 0.00 | 75.95 | 75.95 |
| 6002400 · Repairs & Maintenance | | | |
| 6002402 · Building Supplies | 20.00 | 0.00 | 20.00 |
| Total 6002400 · Repairs & Maintenance | 20.00 | 0.00 | 20.00 |
| 6006200 · Over/Short Expense | 493.89 | 22,322.18 | 22,816.07 |
| Total Expense | 493.89 | 43,885.59 | |

Grant, Leisa

From: Dave Ehmann <improvrecords@gmail.com>
Sent: Monday, April 18, 2016 1:25 PM
To: Grant, Leisa
Subject: Re: Occ tax

Hi Leisa,
After thinking about it a bit I come up with this:
If at the April meeting there is any objection, table it to May.

For the April meeting:

You can tell the board our current intent if the \$15,000 is reallocated to Adirondack Independence festival, we intend to make the show free for anyone booking a verified 2 night stay at participating hotels.

We would also make weekend tickets as low as \$15 and single day \$10 for non hotel peeps. Tickets elsewhere cost \$40+ to see any one of the artists on our list.

Our concern is we are not set up to announce yet and don't want anyone to know at this time.

What's your thought on this?

Thanks

Sent from my iPhone

> On Apr 13, 2016, at 4:38 PM, Grant, Leisa <grantl@warrencountyny.gov> wrote:

>

> What did you think about those dates?

>

> Leisa Grant

> Principal Account Clerk

> Warren County Tourism

>

> -----Original Message-----

> From: Grant, Leisa

> Sent: Tuesday, April 12, 2016 3:43 PM

> To: 'Dave Ehmann'

> Subject: RE: Occ tax

>

> The Board of Supervisors is trying to set up meetings on two dates per month: the next meeting would be either 5/23 or 6/1. (June dates are 6/22 or 6/27)

>

> Will that give you enough time to plan the event?

>

> Leisa Grant

> Principal Account Clerk

> Warren County Tourism

>

> -----Original Message-----

> From: Dave Ehmann [<mailto:improvrecords@gmail.com>]

> Sent: Tuesday, April 12, 2016 1:24 PM

> To: Grant, Leisa

APPLICATION FOR CONTRACT FUNDING WITH WARREN COUNTY
UNDER THE TOURIST AND CONVENTION DEVELOPMENT AGREEMENT

Please check those Towns/City/Village listed below that your organization will be applying for funding for this event:

- Bolton Chester Hague Horicon Johnsbury Thurman
 Lake George Village of Lake George Lake Luzerne Queensbury
 Stony Creek Warrensburg City of Glens Falls

I. ORGANIZATION AND CONTACT INFORMATION

1. A. Please set forth your complete corporate, association or group name.

IMPROV RECORDS INC

- B. Please set forth the name of the event for which you wish to contract with Warren County.

ADIRONDACK INDEPENDENCE FESTIVAL

- C. Please set forth the contract amount you propose to be paid by the County toward the event.

\$ 20,000

2. Is the above name the only name you conduct business or fund raising under?

Yes No. If No, please provide all other names you use for business and ~~fund raising~~ purposes.

ROCK GARDEN FARMS LLC, ENVELOPMENT LLC

3. If your organization is incorporated, please provide the state of incorporation and the complete corporate name, if different than set forth above.

S CORP

4. Please set forth your organization's principal business address.

747 STATE ROUTE 149
LAKE GEORGE, NY 12845

5. Please set forth your organization's contact person and that person's address, email address and telephone number (this should be the person County representatives may contact for contract information or if there is a need for presentations before County Committees or other questions).

Name DAVE EMMONN

Address SAME

Email improrecords@gmail.com Telephone 518 361 0667

II. EVENT BACKGROUND INFORMATION

6. Please state the dates on which your event is planned to occur and for which you wish to contract with Warren County. *(Please note: Warren County generally does not fund one day events, and it is expected that one day events will be addressed at the local Town, City, or Village level - the Board of Supervisors will, however, consider exceptions to this rule in the instance of special circumstances.)*

SEPT 30 - OCT 1

7. Please set forth the planned location of your event.

CHARLES R. WOOD FESTIVAL SPACE

8. Please provide a general description of your event i.e. the nature and type of event and why it is held. Include an agenda of activities during the event if possible.

ADK INDEPENDENCE FESTIVAL IS A
TWO DAY MUSIC EVENT FEATURING
BIG NAMES IN THE INDUSTRY.

9. Please describe what licenses, contracts and/or infrastructure have been or will be arranged to support the event.

ALL NEEDED INFRASTRUCTURE WILL BE ARRANGED
IE: PRODUCTION, SECURITY, PORTA JOHN'S ETC.

10. Please state whether this is a one-time event in Warren County or whether you plan future events.

THIS IS AN ANNUAL EVENT

11. Please set forth the number of attendees projected to attend the event.

a. 3500 PER DAY

b. How did you determine this number of attendees?

BASED ON PROJECTED SELL OUT CROWD.

12. Please set forth the number of hotel, motel, inn, bed and breakfast or other overnight accommodations anticipated or projected and the length of stay anticipated.

No. Of Rooms anticipated 500-1000 Length of Stay (per party) 2 NIGHTS

How did you determine this number of rooms? ESTIMATE

BASED ON 2 OUT OF 3 ATTENDEES GETTING ROOMS

13. If your organization has previously received funding from the County, please attach the previous year's performance report and zip code list.

What was the estimated number of rooms that were utilized? N/A

How did you determine this number? _____

If you expect this to change this year, please indicate your reasons below.

14. What funding did your organization receive last year, if any?
VILLAGE OF L.G. \$9000⁰⁰ MUCH SMALLER EVENT.

15. How many years has Warren County funded this event? 0

16. Please set forth the marketing and advertising that is planned to occur. Please state, particularly the planned marketing and advertising areas (specify local, regional, state, national etc).

EXTENSIVE MARKETING & AD CAMPAIGN INCLUDING PRINT, T.V. & RADIO AS WELL AS WEB & SOCIAL MEDIA. OUR TARGET IS A 250 MILE RADIUS.

III. EVENT FINANCING INFORMATION

17. Please set forth the total cost anticipated to be borne by your organization as sponsor for the event.

\$125,000

18. Please set forth the funding that has been obtained or is expected to be obtained from the businesses, persons, governmental or non-profit agencies listed (an attachment may be provided instead of listing the same):

L.G. VILLAGE \$20,000 L.G. TOWN \$12,000⁰⁰

19. Please set forth how much you expect to raise from admission charges or fees earned from participating vendors.

ESTIMATED \$75,000.

20. Please set forth any other governmental or non-profit group financial assistance you have applied for (if this is already stated in response to paragraph 18, you need only

to state this).

NONE

21. Please set forth the total amount that your organization has calculated that needs to be raised to fund the event that is currently not available or expected to be available.

\$ 20,000

22. Please attach your proposed budget for the event, showing anticipated income and expenditures. ATTACHED THE BUDGET AS SUBMITTED TO VILLAGE.

23. Please set forth a description of any end product that will be generated as a result of this funding, and whether it is intended that such end product, or copy thereof will be furnished to Warren County.

WE WILL FURNISH A COPY OF ALL PRINT MEDIA.
OUR END PRODUCT WILL HOPEFULLY GET THE FESTIVAL
SPACE ESTABLISHED AS A LEGITIMATE MUSIC VENUE.

IV. WARREN COUNTY AGREEMENT INFORMATION

25. Please state whether you will agree to use the Warren County Tourism Logo with website provided by the Tourism Department in all advertisements, promotions and marketing materials distributed for the EVENT where reimbursement is requested and to secure prior approval by Tourism Department for the use and placement of the logo or if use is limited to certain promotional material, please describe where and when the logo will be used.

I AGREE

Please note: Any advertising, promoting and marketing for the EVENT must include the Warren County Tourism logo with website to be reimbursed. Additionally, the sponsor shall provide, at no cost, up to one (1) full page of advertising as shall be required by the County Tourism Department for County promotion and/or advertising in the primary program, directory, magazine or other publication used by the sponsor during the event.

26. Please state whether you have read the standard form County Tourist and Development Agreement *which includes insurance requirements naming Warren County as additional insured ninety (90) days before the event takes place with the Sponsor as the named insured on the certificate*, and whether you are willing to be bound and execute the same, should the County determine to contract with your organization.

I HAVE READ AND AM WILLING

I hereby certify that the above statements are true, complete and correct to the best of my knowledge and belief.

DANE EHMANN

TYPE OR PRINT NAME

[Handwritten Signature]

SIGNATURE

PRESIDENT

TITLE

3-21-16

DATE

COPY FOR WARREN COUNTY

OT Grant Application—BUDGET

Town/Village of Lake George Occupancy Tax Committee

Applicant Organization or Individual IMPROV RECORDS INC / WILLIAM

Contact Person Overseeing Activity DAVE EHMANN

Name/Title of Event/Project/Program ADR INDEPENDENCE FESTIVAL

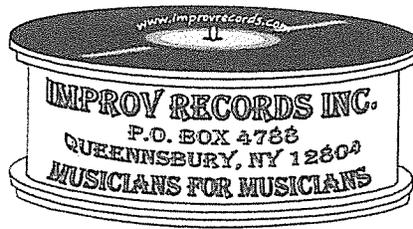
| ESTIMATED EXPENSES: | |
|-------------------------|-------------------|
| Advertising & Publicity | \$ 20,000 |
| Printing | \$ 500 |
| Speakers | \$ 10,000 |
| Entertainment | \$ 20,000 |
| Equipment Rental | \$ 5,000 |
| Food | \$ 1,000 |
| Postage & Mailing | \$ 4,000 |
| Supplies | \$ |
| Other (describe) | \$ 5,000 MISC. |
| Other (describe) | \$ |
| Other (describe) | \$ |
| Other (describe) | \$ |
| TOTAL EXPENSES | \$ 125,000 |

| ESTIMATED REVENUES: (do not include amount of OT GRANT requested from Town of Lake George). | |
|---|---------------------------|
| Beginning cash on hand | \$ 75,000 |
| Community Donations | \$ |
| Labor | \$ |
| Admission fees/Ticket Sales | \$ |
| Vendor Sales/Participation Fees | \$ |
| Other Sales (product, raffle, etc) | \$ |
| Sponsors | \$ |
| Other (describe) | \$ |
| Other (describe) | \$ |
| Grants (Joint Town/Village OT) Village awarded 20,000 for | \$ APPLIED FOR 12,000 |
| Grants (other) COUNTY - APPROVED FOR CHILL | \$ APPLIED FOR 15,000 |
| SUBTOTAL---Estimated Revenues (not including requested Twn/Vlg OT GRANT) | \$ 102,000 110,000 |

| | |
|--|--------------------|
| Subtotal Estimated Revenues (from above) | \$ 102,000 110,000 |
| SUBTRACT Total Estimated Expenses (from above) | minus \$ 125,000 |
| TOTAL requested---Town/Village Lake George OT GRANT | \$ 20,000 |

Please use the back of this page if additional narrative is needed to explain any of above.

15,000



Adirondack Independence Festival

Artist list for Sept 30 and Oct 1 at Wood Festival Commons

We have narrowed our negotiations down to the following:
These are all huge names in their perspective market

September 30:

1. Rodney Atkins
2. Jamey Johnson
3. Joe Nichols
4. Frankie Ballard
5. Trace Atkins

October 1:

1. Gavin DeGraw with Andy Grammer
2. Blues Traveler / the Wallflowers / G. Love and Special Sauce
3. Los Lobos / Fabulous Thunderbirds
4. Smashmouth / Spin Doctors