

OCCUPANCY TAX COORDINATION

DATE: December 15, 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 November 21, 2016.**
- III. Action Agenda:**
 - **Update of 3rd quarter activities from Adirondack Civic Center Coalition representative(s)**
 - **Presentations by Occupancy Tax applicants**
 - **Workshop to determine 2017 awards**
- IV. Old Business/Pending items: none**
- V. Motion to adjoin**

ADIRONDACK CIVIC CENTER COALITION, INC.
WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM

PERFORMANCE REPORT

July 1, 2016- September 30, 2016

NEWSBOYS

Date: July 1, 2016

No. of Events: 1
Total Attendance: 1558
Total Costs (see attached): \$34,657.80

WWE SUMMER SLAM

Date: July 17, 2017

No. of Events: 1
Total Attendance: 3286
Total Costs (see attached): \$18,335.80

BIG TIME WRESTLING

Date: September 9, 2016

No. of Events: 1
Total Attendance: 612
Total Costs (see attached): \$5,011.78

GEORGE THOROGOOD

Date: September 30, 2016

No. of Events: 1
Total Attendance: 1161
Total Costs (see attached): \$87,079.95

145,085.33

GLENS FALLS CIVIC CENTER
INTERNAL SETTLEMENT

EVENT: NEWSBOYS
DATES: FRIDAY, JULY 1, 2016

| | <u>ACTUAL</u> |
|-----------------------|---------------|
| NUMBER OF EVENTS | 1 |
| TOTAL PAID GENERAL | 1558 |
| TOTAL ATTENDANCE DROP | 1528 |

NON-BUILDING EXPENSES

| | |
|---------------------|----------|
| ARTIST DEPOSIT | 12250.00 |
| PRODUCTION: Gaffney | 7000.00 |
| ADVERTISING: K-Love | 1000.00 |
| WARRENSBURG LAUNDRY | 172.95 |

| | |
|---------------------------|-------------------|
| TOTAL NON-BUILDING | 20422.95 ✓ |
|---------------------------|-------------------|

LESS IN-HOUSE EXPENSES:

| | |
|------------------|---------|
| EMS | 127.16 |
| IATSE STAGEHANDS | 8886.69 |
| CROWD MANAGEMENT | 1201.96 |
| BOX OFFICE STAFF | 79.94 |
| OPERATIONS | 2124.96 |
| CATERING | 1814.13 |

| | |
|--------------------------------|-------------------|
| TOTAL IN-HOUSE EXPENSES | 14234.85 ✓ |
|--------------------------------|-------------------|

34,657.80 / 1558
 = 22.25 / pp

GLENS FALLS CIVIC CENTER
INTERNAL SETTLEMENT

EVENT: WWE SummerSlam
DATES: SUNDAY, JULY 17, 2016

| | | |
|-----------------------|---------------|------|
| | <u>ACTUAL</u> | |
| NUMBER OF EVENTS | | 1 |
| TOTAL PAID GENERAL | | 3077 |
| TOTAL PAID GROUPS | N/A | |
| TOTAL ATTENDANCE DROP | | 3286 |

NON-BUILDING EXPENSES

| | | |
|--------------------------------|-----------|---------------|
| TAYLOR WELDING | \$ | 91.50 |
| PRODUCTION: MYRIAD PRODUCTIONS | \$ | 480.00 |
| TOTAL NON-BUILDING | \$ | 571.50 |

LESS IN-HOUSE EXPENSES:

| | | |
|-------------------------|----|----------|
| EMS | \$ | 256.01 |
| CROWD MANAGEMENT | \$ | 1,760.92 |
| BOX OFFICE STAFF | \$ | 65.87 |
| OPERATIONS | \$ | 1,805.33 |
| Credit Card Commissions | \$ | 850.41 |
| Ambulance/EMS | \$ | 675.00 |
| Stagehands | \$ | 6,611.63 |
| Catering | \$ | 300.00 |
| Internet | \$ | 100.00 |
| Outside Security | \$ | 3,595.00 |
| GFPD Armed Guards | \$ | 771.84 |
| K-9 Sweep | \$ | 200.00 |
| Pipe and Drape | \$ | 881.00 |
| CO2 | \$ | 91.50 |
| | | 31 |

| | | |
|--------------------------------|-----------|------------------|
| TOTAL IN-HOUSE EXPENSES | \$ | 17,764.36 |
|--------------------------------|-----------|------------------|

Advertising ?

18,335.86 / 3286 = 5.58 pp

**GLENS FALLS CIVIC CENTER
INTERNAL SETTLEMENT**

**EVENT: Big Time Wrestling: THIS IS STING!!!
DATES: Friday, September 9, 2016**

**NUMBER OF EVENTS
TOTAL PAID GROUPS
TOTAL ATTENDANCE DROP**

ACTUAL

N/A

612

LESS IN-HOUSE EXPENSES:

EMS
CROWD MANAGEMENT
BOX OFFICE STAFF
OPERATIONS
IATSE

\$ 135.59
\$ 1,153.59
\$ 44.55
\$2,209.34
\$ 1,468.72

TOTAL IN-HOUSE EXPENSES

\$ 5,011.78

79 / 612 = 8.1910

GLENS FALLS CIVIC CENTER
INTERNAL SETTLEMENT

EVENT: GEORGE THOROGOOD
DATES: FRIDAY, SEPTEMBER 30, 2016

| | <u>ACTUAL</u> |
|-----------------------|---------------|
| NUMBER OF EVENTS | 1 |
| TOTAL PAID GENERAL | 1042 |
| TOTAL ATTENDANCE DROP | 1161 |

NON-BUILDING EXPENSES

| | |
|---------------------------|-------------------|
| ARTIST GUARENTEE | 50000.00 |
| ARTIST PRODUCTION BUYOUT | 1000.00 |
| OPENING ACT GUARENTEE | 10000.00 |
| VARIETY ATTRACTIONS | 6000.00 |
| PRODUCTION: Gaffney | 3100.00 |
| CONTRACTED SECURITY: K&S | 1484.00 |
| CATERING | 2490.00 |
| TOTAL NON-BUILDING | 74074.00 ✓ |

LESS IN-HOUSE EXPENSES:

| | |
|--------------------------------|--------------------|
| EMS | 235.32 |
| IATSE STAGEHANDS | 6356.95 |
| CROWD MANAGEMENT | 1369.75 |
| BOX OFFICE STAFF | 259.81 |
| OPERATIONS | 3294.13 |
| ADVERTISING | 1490.00 |
| TOTAL IN-HOUSE EXPENSES | 13005.95 96 |

87,079.96 / 1161 = \$75/111

| Applicants for 2017 Occupancy Tax Funding | | | | | | |
|---|---|---|--|--------------|------------------|----------------|
| | Applicant | Event | Dates of Event | New Requests | Amount Requested | Recommendation |
| 1 | 398 Group | American Music Festival for the Lake | 9/23 - 9/24/17 | | 25,000 | |
| 2 | Adirondack Festivals, LLC | Adirondack Wine & Food Festival | 6/24 - 6/25/17 | | 35,000 | |
| 3 | Adirondack Hot Air Balloon Festival, Inc. | Balloon Festival | 9/21 - 9/24/17 | | 40,000 | |
| 4 | Adirondack Marathon, Inc. | Adirondack Marathon Distance Festival | 9/23 & 9/24/17 | X | 25,000 | |
| 5 | Adirondack Sports Complex, LLC | ADKSC Softball Tournaments | 1/1-12/17/17 | | 40,000 | |
| 6 | Adirondack Theatre Festival | 2017 Summer Season & Adk. Film Festival | 6/22-8/13/17; 10/20-10/22/17 | | 25,000 | |
| 7 | Albany Rods & Kustoms, Inc. | 2017 Adirondack Nationals Car Show | 9/7-9/10/17 | | 40,000 | |
| 8 | Americade | Americade | 6/5-6/10/17 | | 50,000 | |
| 9 | Calgary Flames ECHL Inc. dba Adirondack Thunder | 2017 CCM/ECL All-Star Classice | 1/17 & 1/18/17 | X | 15,000 | |
| 10 | Friends of East Field Ltd. | USCAA Small College World Series/games | 2017 Season | X | 40,000 | |
| 11 | Greater Glens Falls Amateur Athletic Championships Assoc. | High School Basketball Championships | 3/16-3/19/17 | X | 25,000 | |
| 12 | Great Escape Theme Park LP | Oktoberfest | 9/16 & 9/17, 9/23 & 9/24/17 | | 50,000 | |
| 13 | Great Escape Theme Park LP | Summer 2017 | 5/13 - 9/10/17 | X | 150,000 | |
| 14 | High Peaks Presents LLC | NY Rock n Roots Festival | 5/27 & 5/28/17 | X | 30,000 | |
| 15 | Hudson Valley Vol. Firemen's Association, Inc. | 128th annual convention & parades | 6/14 - 6/17/17 | | 25,000 | |
| 16 | Hyde Collection | 2017 exhibits | 2/11 - 12/31/17 | | 30,000 | |
| 17 | Improv Records, Inc. | Adirondack Independence Music Festival | 9/2 & 9/3/17 or 9/29 & 9/30/17 | | 75,000 | |
| 18 | Lake George Music Festival Inc. | Lake George Music Festival | 8/11-8/24/17 | | 25,000 | |
| 19 | Lake George Steamboat | 200th Anniversary - 4 events | 12/30/16-1/1/17; 4/14-4/15; 6/15-6/16; 9/22-9/24 | X | 25,000 | |
| 20 | Lake George Winter Carnival | 2017 LG Winter Carnival | January & February | | 15,000 | |
| 21 | LEOW Committee | Law Enforcement Officers Weekend | 5/19 - 5/21/17 | X | 25,000 | |
| 22 | New York Ski Educational Foundation at Gore Mountain | 28 events; ski assets | 12/18 - 3/26/17 | X | 50,000 | |
| 23 | New York State International Film Festival | LG International Film Festival | 7/10 - 7/13/17 | X | 25,000 | |
| 24 | Sherry Management Inc. | 2017 LG Elvis Festival | 5/31-6/4/17 | | 30,000 | |
| 25 | Six Flags Great Escape Lodge & Indoor Water Park | Holiday in the Lodge | 11/24-12/31/17 | X | 75,000 | |
| 26 | Upper Hudson Trails Alliance, Inc. | Ski Bowl Park Race venue | 1/7 - 12/17/17 | X | 5,000 | |
| 27 | Up Yonda Farm Environmental Education Center | 2017 Summer Nature Program | 7/1 - 9/4/17 | | 9,008 | |
| 28 | Warren County Safe & Quality Bicycling Organization | Promotion of Bicycling | | | 12,500 | |
| 29 | Warrensburg Bike Rally (Ed Zibro dba) | Warrensburg Bike Rally | 6/2 - 6/11/17 | | 34,900 | |
| 30 | Warrensburg Chamber of Commerce | 38th World's Largest Garage Sale | 9/30 & 10/1/17 | | 26,620 | |
| 31 | West Mountain Ski Area | USSA U14 State Championship Races | 3/2 - 3/5/17 | X | 35,000 | |
| | | | | | 1,113,028 | |
| | One-day events | | | | | |
| 32 | Adirondack Mountain Club, Inc. | Annual Iditarde Adirondack Tour | 7/31/17 | X | not specified | |
| 33 | Warren County Historical Society | Heritage Day Music Fest | 8/26/17 | X | 1,200 | |

| Applicants for 2017 Occupancy Tax Funding - Mini Workshop recommendations (Gene, Leisa, Joanne) | | | | | | |
|---|---|---|--|-----------------|------------------|-----------------------|
| | | | | New | Amount | |
| | Applicant | Event | Dates of Event | Requests | Requested | Recommendation |
| 1 | 398 Group | American Music Festival for the Lake | 9/23 7 9/24/17 | | 25,000 | 2,000 |
| 2 | Adirondack Festivals, LLC | Adirondack Wine & Food Festival | 6/24 - 6/25/17 | | 35,000 | 10,000 |
| 3 | Adirondack Hot Air Balloon Festival, Inc. | Balloon Festival | 9/21 -9/24/17 | | 40000 | 25,000 |
| 4 | Adirondack Marathon, Inc. | Adirondack Marathon Distance Festival | 9/23 & 9/24/17 | X | 25,000 | 4,000 |
| 5 | Adirondack Sports Complex, LLC | ADKSC Softball Tournaments | 1/1-12/17/17 | | 40,000 | 40,000 |
| 6 | Adirondack Theatre Festival | 2017 Summer Season & Adk. Film Festival | 6/22-8/13/17; 10/20-10/22/17 | | 25,000 | 10,000 |
| 7 | Albany Rods & Kustoms, Inc. | 2017 Adirondack Nationals Car Show | 9/7-9/10/17 | | 40000 | 25,000 |
| 8 | Americade | Americade | 6/5-6/10/17 | | 50000 | 45,000 |
| 9 | Calgary Flames ECHL Inc. dba Adirondack Thunder | 2017 CCM/ECL All-Star Classice | 1/17 & 1/18/17 | X | 15,000 | 5,000 |
| 10 | Friends of East Field Ltd. | USCAA Small College World Series/games | 2017 Season | X | 40,000 | 5,000 |
| 11 | Greater Glens Falls Amateur Athletic Championships Assoc. | High School Basketball Championships | 3/16-3/19/17 | X | 25,000 | 20,000 |
| 12 | Great Escape Theme Park LP | Oktoberfest | 9/16 & 9/17, 9/23 & 9/24/17 | | 50,000 | 0 |
| 13 | Great Escape Theme Park LP | Summer 2017 | 5/13 - 9/10/17 | X | 150,000 | 0 |
| 14 | High Peaks Presents LLC | NY Rock n Roots Festival | 5/27 & 5/28/17 | X | 30,000 | 0 |
| 15 | Hudson Valley Vol. Firemen's Association, Inc. | 128th annual convention & parades | 6/14 - 6/17/17 | | 25000 | 10,000 |
| 16 | Hyde Collection | 2017 exhibits | 2/11 - 12/31/17 | | 30,000 | 10,000 |
| 17 | Improv Records, Inc. | Adirondack Independence Music Festival | 9/2 & 9/3/17 or 9/29 & 9/30/17 | | 75,000 | 5,000 |
| 18 | Lake George Music Festival Inc. | Lake George Music Festival | 8/11-8/24/17 | | 25000 | 3,000 |
| 19 | Lake George Steamboat | 200th Anniversary - 4 events | 12/30/16-1/1/17; 4/14-4/15; 6/15-6/16; 9/22-9/24 | X | 25,000 | 15,000 |
| 20 | Lake George Winter Carnival | 2017 LG Winter Carnival | January & February | | 15,000 | 4,000 |
| 21 | LEOW Committee | Law Enforcement Officers Weekend | 5/19 - 5/21/17 | X | 25,000 | 10,000 |
| 22 | New York Ski Educational Foundation at Gore Mountain | 28 events; ski assets | 12/18 - 3/26/16 | X | 50,000 | 0 |
| 23 | New York State International Film Festival | LG International Film Festival | 7/10 - 7/13/17 | X | 25,000 | 0 |
| 24 | Sherry Management Inc. | 2017 LG Elvis Festival | 5/31-6/4/17 | | 30000 | 0 |
| 25 | Six Flags Great Escape Lodge & Indoor Water Park | Holiday in the Lodge | 11/24-12/31/17 | X | 75,000 | 0 |
| 26 | Upper Hudson Trails Alliance, Inc. | Ski Bowl Park Race venue | 1/7 - 12/17/16 | X | 5,000 | 0 |
| 27 | Up Yonda Farm Environmental Education Center | 2017 Summer Nature Program | 7/1 - 9/4/17 | | 9,008 | 0 |
| 28 | Warren County Safe & Quality Bicycling Organization | Promotion of Bicycling | all year | | 12,500 | 0 |
| 29 | Warrensburg Bike Rally (Ed Zibro dba) | Warrensburg Bike Rally | 6/2 - 6/11/17 | | 34,900 | 4,000 |
| 30 | Warrensburg Chamber of Commerce | 38th World's Largest Garage Sale | 9/30 & 10/1/16 | | 26620 | 20,000 |
| 31 | West Mountain Ski Area | USSA U14 State Championship Races | 3/2 - 3/5/17 | X | 35,000 | 13,000 |
| | | | | | 1,113,028 | 285,000 |
| | One-day events | | | | | |
| 32 | Adirondack Mountain Club, Inc. | Annual ididaride Adirondack Tour | 7/31/16 | X | 12,147.50 | 0 |
| 33 | Warren County Historical Society | Heritage Day Music Fest | 8/26/17 | X | 1,200 | 0 |
| | | | | | 13,348 | 0 |

Warren County Board of Supervisors

RESOLUTION NO. 555 OF 2016

Resolution introduced by Supervisors Merlino, Dickinson, Conover, Seeber, Simpson, Strough, Wood, Beaty, Frasier, Vanselow and Leggett

AUTHORIZING AGREEMENTS WITH CERTAIN APPLICANTS FOR THE DISBURSEMENT OF 2016 OCCUPANCY TAX REVENUES

RESOLVED, that Warren County enter into the standard form Warren County Tourist and Convention Development Agreement with certain applicants as listed on the attached "Schedule A" with each agreement to be in a form approved by the County Attorney, and be it further

RESOLVED, that the Chairman of the Warren County Board of Supervisors be, and hereby is, authorized and directed to execute the agreements identified herein and that the funds will be expended from Code A.6417 480 Tourism Occupancy, Tourism - Special Events \$285,000.

RESOLUTION No. 555 OF 2016

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Schedule "A"

| APPLICANT | EVENT | FUNDING GRANTED |
|--|--|------------------|
| 398 Group | American Music Festival for the Lake | \$2,000 |
| Adirondack Festivals, LLC | Adirondack Wine & Food Festival | 10,000 |
| Adirondack Hot Air Balloon Festival, Inc. | Balloon Festival | 25,000 |
| Adirondack Marathon, Inc. | Adirondack Marathon Distance Festival | 4,000 |
| Adirondack Sports Complex | ADKSC Softball Tournaments | 40,000 |
| Adirondack Theatre Festival | 2017 Summer Season & Adk. Film Festival | 10,000 |
| Albany Rods & Kustoms | Adk. Nationals Car Show | 25,000 |
| Americade, Inc. | 2017 Americade | 45,000 |
| Calgary Flames ECHL Inc. dba Adirondack Thunder | 2017 CCM/ECL All-Star Classic | 5,000 |
| Friends of East Field Ltd. | USCAA Small College World Series/games | 5,000 |
| Greater Glens Falls Amateur Athletic Championships Assoc. | High School Basketball Championships | 20,000 |
| Hudson Valley Vol. Firemen's Assoc. | 128 th Annual Convention, Trade Show & Parade | 10,000 |
| Hyde Collection | 2017 Exhibitions | 10,000 |
| Improv Records, Inc. | Adirondack Independence Music Festival | 5,000 |
| Lake George Music Festival Inc. | Lake George Music Festival | 3,000 |
| Lake George Steamboat | 200 th Anniversary - 4 events | 15,000 |
| Lake George Winter Carnival, Inc. | 2017 Lake George Winter Carnival | 4,000 |
| LEOW Committee | Law Enforcement Officers Weekend | 10,000 |
| Warrensburg Bike Rally (Ed Zibro dba) | Warrensburg Bike Rally | 4,000 |
| Warrensburg Chamber of Commerce | 38 th World's Largest Garage Sale | 20,000 |
| West Mountain Ski Area | USAA U14 State Championship Races | 13,000 |
| TOTAL Budget Code A.6417 480 | Special Events | \$285,000 |