

# ***WARREN COUNTY TREASURER***

**MICHAEL R. SWAN**  
*County Treasurer*

**ROBERT V. LYNCH II**  
*Deputy Treasurer*

## OCCUPANCY TAX REPORT

Tuesday November 20, 2018

Revenue Collected Through 11/15/18	\$ 3,814,965.03
Revenue Collected Through 11/15/17	<u>\$ 3,652,886.91</u>
Increase/Decrease	\$ 162,078.12
Percent Change	4.25%

**Occupancy Tax Coordination Committee  
Warren County Tourism Department  
AGENDA  
November 20, 2018**

Committee Members:

D. Dickinson, Chairman  
E. Merlino  
M. Simpson  
J. Strough  
D. Beaty  
E. Frasier  
C. Leggett  
K. Geraghty  
B. Driscoll

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- I. Committee meeting called to order by Chairman Dickinson.
  - II. Motion to approve minutes of October 2, 2018 Occupancy Tax Coordination Meeting.
  - III. Report on Revenues from the County Treasurer
  - IV. Action Agenda:
    - Short presentations by any applicants in attendance.
    - Discuss revising/deleting Resolution 238 of 2014 for future applications
    - Finalize Occupancy Tax awards for 2019
    - Update Spending Plan resolution for 2019
  - VI. Privilege of the Floor to discuss any additional items to come before Committee.
  - VII. Motion to adjourn.

SCHEDULE "A"

SCORING SYSTEM GUIDELINES - OCCUPANCY TAX

<u>Bed Nights- one room, one night</u>	<u>Points</u>
20,000 +	30
15,000 - 19,999	25
10,000 - 14,999	20
5,000 - 9,999	10
3,000 - 4,999	8
1,000 - 2,999	6
1 - 999	3

<u>Economic Impact</u> (Based on \$100 per day for day-tripper and \$200 per day for overnight visitor)	<u>Points</u>
20 million +	20
15 - 19 million	16
10 - 14 million	12
5 - 9 million	8
2 - 4 million	5
1 - 3 million	3
Under 1 million	2

<u>Length of Event</u>	<u>Points</u>
6 + days	10
4 - 5 days	8
2 - 3 days	5

<u>Month of Event</u>	<u>Points</u>
January, February, March, April, November, December	10
September and June	6
October and May	6
July and August	2

<u>New Event</u>	<u>Points</u>
New Event - First Year	6-15
Second and Third Year	4
Fourth Year +	2

Funding is to Encourage New Events

For 2014 funding, event requests will be organized alphabetically and by Town where event is being held. Workshop applicants wishing to make a presentation will speak in alphabetical order by name of organization, starting with the letter A. For 2015, applicants wishing to make a presentation will speak in reverse alphabetical order starting with the letter Z.

Scoring

up to 15 points - \$500 max	
15 points	Minimum
16 - 19 points	\$1,000 - \$4,000 max
20 - 24 points	\$5,000 - \$7,000 max
25 - 29 points	\$8,000 - \$11,000 max
30 - 34 points	\$12,000 - \$19,000 max
35 - 39 points	\$20,000 - \$24,000 max
40 - 45 points	\$25,000 - \$34,000 max
46 + points	\$35,000 - \$50,000 max

\*\* Events scoring 40 or more points will be considered a 'super event' and will not be subjected to an incremental reduction.

Variables

Economic Impact to Individual Communities  
(ex. \$300,000 to Stony Creek versus \$300,000 to Lake George)

Potential for Future Growth of Event

2019 Occupancy Tax Awards

	Event	Dates	Amount of Award in 2018	Requested for 2019	Awarded 11/20/18
1	Adirondack Festivals, LLC	6/29 & 6/30/19	10,000.00	* 50,000.00	40,000.00
2	5th Annual Adirondack Wine & Food Festival Adirondack Hot Air Balloon Festival, Inc. Balloon Festival	9/19 - 9/22/19	40,000.00	40,000.00	40,000.00
3	ADKSC Travel Team Fastpitch Softball Tournaments	1/1 - 12/17/19	40,000.00	40,000.00	40,000.00
4	Albany Rods & Customs, Inc. Adirondack Nationals Car Show	9/5 - 9/8/19	25,000.00	40,000.00	25,000.00
5	Americade Americade	6/3 - 6/8/19	50,000.00	50,000.00	50,000.00
6	Warren County Safe & Quality Biking Organization Promotion of Bicycling	2019	3,000.00	16,000.00	5,000.00
7	Warrensburg Bike Rally 19th Warrensburg Bike Rally	5/31 - 6/9/19	5,000.00	39,900.00	10,000.00
8	Warrensburg Chamber of Commerce 40th Annual World's Largest Garage Sale	10/4 & 10/5/19	20,000.00	25,000.00	25,000.00
9	Lake George Winter Carnival Lake George Winter Carnival	1/25, weekends in Feb 2019	not funded in 2018	35,000	35,000.00
10	Greater Glens Falls Amateur Athletic Champ. Assoc. Federation Basketball Boys/Girls	3/22 - 3/24/19	not funded in 2018	20,000	15,000.00
					285,000.00
	* 50,000 total from Warren County, Town of LG, Joint Town/Village fund				
	Funding sources:				
	A.6417.0002	480	Tourism - Special Events		193,000.00
	A.6417.0002	480.03	Tourism -Special Event Discretionary fund		75,000.00
	Town of Bolton		reduction in 2018 Spending plan amount		5,667.00
	Town/Village of Lake George		reduction in 2018 Spending plan amount		5,667.00
	Town of Queensbury		reduction in 2018 Spending plan amount		5,667.00
					285,000.00

# Warren County Board of Supervisors

## RESOLUTION NO.

RESOLUTION INTRODUCED BY SUPERVISORS DICKINSON, MERLINO, SIMPSON, STROUGH, BEATY, FRASIER, LEGGETT, GERAGHTY AND DRISCOLL

APPROVING THE 2019 OCCUPANCY TAX SPENDING PLAN AND AUTHORIZING AGREEMENTS BETWEEN MUNICIPALITIES IN WARREN COUNTY AND OTHER ORGANIZATIONS FOR TOURISM PROMOTION AND TOURIST AND CONVENTION DEVELOPMENT SERVICES

WHEREAS, the County derives revenues from the Occupancy Tax authorized by act of the New York State Legislature (Chapter 422 of the Laws of 2003) and, after deducting the amount provided for administering such tax, is to allocate the funds to enhance the general economy of the County of Warren and its cities, towns and villages through the promotion of tourist activities, conventions, trade shows, special events and other directly related and supported activities, and

WHEREAS, the Warren County Board of Supervisors has previously authorized contracts with the various municipalities in Warren County to provide funds, annually, to enhance the general economy of the various municipalities and therefore, the County of Warren, through the promotion of tourist activities, conventions, trade shows, special events, and other directly related and supported activities, and

WHEREAS, the Occupancy Tax Coordination Committee has approved the 2019 Occupancy Tax Spending Plan to authorize the contracts with various municipalities for 2019 as outlined above, as well as to provide funding for the following: the Adirondack Civic Center Coalition, Inc. and the Convention and Visitors Bureau for the following stated amounts in January of 2019 or as soon thereafter as agreements between the municipalities and the various organizations can be executed and payment thereunder processed:

RESOLUTION NO.

2019 Occupancy Tax Spending Plan

Lake George	\$144,334	(Combined Town and Village allocation)
Bolton	\$ 54,333	
Queensbury	\$ 54,333	
Towns & City of Glens Falls	\$135,000	\$15,000 each of the eight remaining towns & City of Glens Falls
County Tourist & Convention Event Development Fund	\$250,000	Adirondack Civic Center Coalition, Inc. funding
County Event Funding	\$285,000 *approved by Res. No.	Remaining County event funding for major regional activities only
Convention & Visitors Bureau	\$400,000	

now, therefore, be it

RESOLVED, that the Chairman of the Board of Supervisors be, and hereby is, authorized and directed to execute amended agreements providing additional funds for the various municipalities listed above, as well as for Warren County Projects, the Adirondack Civic Center Coalition, Inc. and the Convention & Visitors Bureau, as approved in the 2019 Occupancy Tax Spending Plan stated in the preambles of this resolution in a form approved by the County Attorney, and be it further

RESOLVED, that the Warren County Treasurer be, and hereby is, authorized and directed to pay the amounts specifically set forth herein above as soon as possible upon receipt of a fully executed agreement, and be it further

RESOLVED, that the remaining amounts provided to the municipalities under the previously existing agreements to be distributed as provided therein and based on the formula previously approved by the Warren County Board of Supervisors in distributing one percent (1%) to the municipalities in Warren County.