

**WARREN COUNTY BOARD OF SUPERVISORS**

**COMMITTEE: OCCUPANCY TAX COORDINATION**

**DATE: NOVEMBER 29, 2023**

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**COMMITTEE MEMBERS PRESENT:**

SUPERVISORS: MERLINO  
WILD  
GERACI  
DIAMOND

**COMMITTEE MEMBERS ABSENT:**

SUPERVISORS: DICKINSON  
STROUGH  
RUNYON

**OTHERS PRESENT:**

REPRESENTING THE TOURISM DEPARTMENT:  
HEATHER BAGSHAW, DIRECTOR  
MEGHAN COMITINI, INTERN  
KEVIN B. GERAGHTY, CHAIRMAN OF THE BOARD  
JOHN TAFLAN, COUNTY ADMINISTRATOR  
LARRY ELMEN, COUNTY ATTORNEY  
AMANDA ALLEN, CLERK OF THE BOARD  
FRANK E. THOMAS, BUDGET OFFICER  
SUPERVISOR LEGGETT  
TAMMIE DELORENZO, ASSISTANT TO THE COUNTY ADMINISTRATOR  
GINA MINTZER, EXECUTIVE DIRECTOR, LAKE GEORGE REGIONAL CHAMBER  
OF COMMERCE & CVB  
VINNIE CROCITTO III, LAKE GEORGE REGIONAL CHAMBER OF COMMERCE  
& CVB BOARD OF DIRECTORS  
GARY THORNQUIST, LAKE GEORGE RV PARK/LAKE GEORGE REGIONAL  
CHAMBER OF COMMERCE & CVB BOARD OF DIRECTORS  
MOLLY GANOTES-GLEASON, LEGISLATIVE OFFICE SPECIALIST  
LESLIE LOVELACE, SECRETARY TO THE CLERK OF THE BOARD

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*Please note, the following contains a summarization of the November 29, 2023 meeting of the Occupancy Tax Coordination Committee; the meeting in its entirety can be viewed using the following links:*

*Warren County website - <https://warrencountyny.gov/mma>*

*Warren County's YouTube Channel - <https://www.youtube.com/live/2lza5P-kTak?si=bWoRcYIEmSKsy91U>*

In the absence of Mr. Dickinson, Vice-Chair Merlino called the meeting of the Occupancy Tax Coordination Committee to order at 12:47 p.m.

Copies of the meeting agenda were distributed; *a copy of the agenda is on file with the minutes.*

Privilege of the floor was called for, but there was no one wishing to speak.

The meeting commenced with a review of the Action Agenda/New Business Items portion of the agenda, as follows:

- a. Resolution Request: To approve a contract with the Lake George Regional CVB as presented by the Tourism Director - Privilege of the floor was extended to Gina Mintzer, *Executive Director, Lake George Regional Chamber of Commerce & CVB*, who distributed two handouts entitled, "LGRCVB 2024 Budget - Final/Proposed" and "Japan: Visitor Profile" which she reviewed in detail; copies are on file with the minutes. Ms. Mintzer explained she was requesting a multi-year contract with the County along with the amount of the contract for each of the three years that included a 3 - 4% increase each year.

Mr. Wild stepped out of the meeting at 1:00 p.m. and re-entered at 1:02 p.m.

A lengthy discussion ensued with regard to the return on investment.

Privilege of the floor was extended to Gary Thornquist, *General Manager, Representing Lake George RV Park/Lake George Regional Chamber of Commerce and CVB Board of Directors*, who spoke with regard to the monthly reports provided by the Lake George Regional Chamber of Commerce & CVB as requested and he welcomed changes or suggestions the Committee may have. He expressed his concern that seasonal businesses such as his would be penalized as a result of the large investment the County made with Warren County Winter Coalition if the County did not contract with Lake George Regional Chamber of Commerce & CVB, as his business would not benefit from the winter event and relied on the marketing provided by Lake George Regional Chamber of Commerce & CVB for “heads in beds” from April through November. He opined an increase was reasonable, as was a three-year contract.

Motion was made by Mr. Geraci to authorize a contract with Lake George Regional Convention and Visitors Bureau in the amount of \$611,710 for a one- year term; following discussion, Mr. Merlino called the question and the motion failed due to a lack of majority vote, with Messrs. Diamond, Wild and Merlino voting in opposition (*Messrs. Dickinson, Strough and Ms. Runyon absent*).

Motion was made by Mr. Diamond, seconded by Mr. Wild and failed due to a lack of majority vote, with Mr. Geraci voting in opposition (*Messrs. Dickinson, Strough and Ms. Runyon absent*) to authorize a new contract with Lake George Regional Convention and Visitors Bureau in the amount of \$600,000 for a one-year term.

Motion was made by Mr. Geraci to authorize a new contract with Lake George Regional Convention and Visitors Bureau for a three-month term, upon legal opinion from Larry Elmen, *County Attorney*, and discussion, Mr. Geraci withdrew his motion.

Motion was made by Mr. Diamond, seconded by Mr. Wild and carried by a unanimous vote of those present (*Messrs. Dickinson, Strough and Ms. Runyon*) to authorize a new contract with Lake George Regional Convention and Visitors Bureau in the amount of \$600,000 for a one-year term and the necessary resolution was authorized for the December 15<sup>th</sup> Board meeting. *A copy of the resolution request form is on file with the minutes.*

Privilege of the floor was called for, but there was no one wishing to speak.

As there was no further business to come before the Occupancy Tax Coordination Committee, on motion made by Mr. Diamond, seconded by Mr. Geraci and carried by a unanimous vote of those present (*Messrs. Dickinson, Strough and Ms. Runyon absent*), Mr. Merlino adjourned the meeting at 1:46 p.m.

Respectfully submitted,  
Leslie Lovelace, Secretary to the Clerk of the Board