



**Occupancy Tax Coordination Committee
AGENDA
September 23, 2025**

Committee Members: CROCITTO, Runyon, Patchett, Gilligan, Etu, Thomas, Merlino

Chair of the Board shall serve as an Ex-Officio member when needed in accordance with Section C (4) of the Rules of the Board.

- I. Committee meeting called to order by Chairman Crocitto.
 - II. Motion to approve minutes of the August 19, 2025 Occupancy Tax Coordination Committee meeting.
 - III. Privilege of the floor and public comment
 - IV. Action Agenda/New Business Items:
 - a. **Resolution Request:** Extend, amend existing contract with Hood Communications, Inc.
Rationale: To manage connected TV streaming platform "Lake George TV" in an amount not to exceed **\$274,800.00**.
 - b. **Resolution Request:** Amend Resolution 478 of 2024.
Rationale: Remove Adirondack Axe, LLC award of \$8,040; Improv Records, Inc. Soul Bloom Festival award of \$20,600; and Six Flags Great Escape, LP award of \$13,175 due to cancellation of events. County Attorney's office was notified by organizers that they have cancelled their events for 2025.
 - V. Discussion Items:
 - a. Tourism Direct Heather Bagshaw
 - 2024 Spending Review
 - Budget Presentation
 - Cash Flow Report
 - b. Christine Norton – Treasurer Report
 - c. Chris Kilmartin – South Queensbury Volunteer Fire Company
 - VI. Referrals: None
 - VII. Privilege of the floor and public comment
 - VIII. Motion to adjourn
-

Attachment #1: Resolution Request Form 04 Extend, Amend existing contract with Hood Communications, Inc.

Attachment #2: Resolution 570 of 2022

Attachment #3: Resolution Request Form 20 Remove awards to events that have been cancelled

Attachment #4: Resolution 478 of 2024

Attachment #5: Tourism Director Spending Review

Attachment #6: Occupancy Tax Budget

Attachment #7: Tourism Director Cash Flow Report

Attachment #8: Treasurer Report

RESOLUTION REQUEST FORM NO. 4

Request for Extending, Rescinding or Amending Existing Contract

DEPARTMENT NAME: Tourism

DATE: September 23, 2025

- (a) Purpose of Contract Change: **Extend, amend existing contract with Hood Communications, Inc. to manage connected TV streaming platform "Lake George TV"**
- (b) Resolution Number, or Numbers if Amended, which Authorized the Original Contract: **570 of 2022**
- (c) Name of Contractor: **Hood Communications, Inc.**
- (d) Address of Contractor: **18 Roosevelt Boulevard, Glens Falls, NY 12801**
- (e) Contractor's Contact Person and Telephone Number: **Jesse H. Jackson
518-265-0868**
- (f) Commencement Date of Extension: **November 1, 2025**
- (g) Termination Date of Extension: **October 31, 2026**
- (h) Payment Provisions:
 - i) lump sum amount
 - ii) hourly rate amount
 - iii) total amount not to exceed **\$274,800.00**
 - iv) how will payments be made (i.e. monthly, quarterly, upon completion of the project, etc.
- (i) Where are the Funds for this Contract? List Budget Code, Object Code, Full Title* and Amount: **OR** Capital Project **OR** Capital Reserve Project Number, and Title, and Amount: **A 6417.0002.480.04 Tourism/Occupancy, Occupancy Tax, Tourism-Warren County Projects \$274,800.00**

**Sample: A.1010 470 Legislative Board – Contract \$xx.xx
Capital Project No. H289.9550 480 – Old Jail Renovations \$xx.xx**

*as listed in budget and LOGOS

Warren County Board of Supervisors

RESOLUTION NO. 570 OF 2022

RESOLUTION INTRODUCED BY SUPERVISORS DICKINSON, MERLINO, WILD, MAGOWAN, RUNYON, STROUGH AND GERACI

ACCEPTING PROPOSAL AND AUTHORIZING AGREEMENT WITH HOOD COMMUNICATIONS, INC. FOR TOURISM REVITALIZATION AND REJUVENATION SERVICES (WC 33-22)

WHEREAS, the Purchasing Agent requested proposals for Tourism Revitalization and Rejuvenation Services (WC 33-22) seeking “out-of-the-box” creative proposals to seize upon opportunities to rejuvenate and revitalize the Warren County economy in the wake of the COVID-19 pandemic, and

WHEREAS, seventeen proposals were received and opened on May 19, 2022 with the Occupancy Tax Coordination Committee recommending that Warren County negotiate and award a contract to Hood Communications, Inc. located at 18 Roosevelt Boulevard, Glens Falls, New York 12801, to design, develop, build, launch and manage a connected TV streaming video platform (hereafter, “LGTV”) for a sum not to exceed Two Hundred Seventy-Four Thousand Eight Hundred Dollars (\$274,800.00) per year, and

WHEREAS, the County Attorney and Hood Communications, Inc. negotiated proposed terms and conditions as set forth by a certain Warren County Tourism Revitalization and Rejuvenation Services Provider Agreement (hereafter, “Agreement”), for an initial term of three years and the County’s right to renew the Agreement upon the same terms and conditions with further approval of the Board of Supervisors, for up to three (3) additional one (1) year terms, and

WHEREAS, the Occupancy Tax Coordination Committee recommends that the Board of Supervisors approve the Agreement, now, therefore, be it

RESOLVED, that the Warren County Purchasing Agent be, and hereby is, authorized and directed to notify Hood Communications, Inc., located at 18 Roosevelt Boulevard, Glens Falls, New York 12801 of the acceptance of the Agreement as a result of its proposal, and be it further

RESOLUTION NO. 570 OF 2022

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RESOLVED, that the Warren County Board of Supervisors hereby authorizes the Chair of the Board of Supervisors to execute the Agreement with Hood Communications, Inc. to design, develop, build, launch and manage a connected TV streaming video platform (hereafter, "LGTV") based upon an annual sum not to exceed Two Hundred Seventy Four Thousand Eight Hundred Dollars (\$274,800.00), for an initial term commencing November 1, 2022 and terminating October 31, 2025, and upon the further approval of the Board of Supervisors, renewal of the Agreement for up to three (3) additional one year terms upon the same terms and conditions, all subject to final additions or modifications approved by the County Attorney which do not effect the material terms of the Agreement, and be it further

RESOLVED, that the funds for this agreement shall be expended from Budget Code A.6417.0002 480.04, Tourism/Occupancy, Occupancy Tax, Tourism-Warren County Projects.

RESOLUTION REQUEST FORM NO. 20

MISCELLANEOUS

****Please List All Other Requests Not Covered by Previous Resolution Request Forms Here.
Please attach any backup information available and be as detailed as possible.***

DEPARTMENT NAME: Tourism

DATE: September 23, 2025

- (a) Purpose of Request: **Amend Resolution 478 of 2024**
- (b) Details: **Remove Adirondack Axe, LLC award of \$8,040; Improv Records, Inc. Soul Bloom Festival award of \$20,600; and Six Flags Great Escape, LP award of \$13,175 due to cancellation of events. County Attorney's office was notified by organizers that they have cancelled their events for 2025.**
- (c) Previous Resolution Number: **478 of 2024**
- (d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title* and Amount: **A 6417.0002.480 Tourism/Occupancy, Occupancy Tax, Tourism-Special Events**

Sample: A.8021 470 Planning & Community Development – Contract

* as listed in budget and LOGOS

Warren County Board of Supervisors

RESOLUTION NO. 478 OF 2024

RESOLUTION INTRODUCED BY SUPERVISORS MERLINO, STROUGH, RUNYON, BEAN, GERACI, CROCITTO AND STRAINER

AUTHORIZING AGREEMENTS WITH CERTAIN APPLICANTS FOR THE DISBURSEMENT OF 2025 OCCUPANCY TAX REVENUES, TO AUTHORIZE AGREEMENTS AND FUNDING FOR SAME

WHEREAS, at their November 19, 2024 meeting the Tourism & Occupancy Tax Coordination Committee considered written applications from certain applicants as listed on the attached “Schedule A” for 2025 occupancy tax funding and approved special event and municipal event funding requests, now, therefore, be it

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 Warren County Board of Supervisors hereby authorizes the Chair of the Board of Supervisors to execute the agreements identified herein and that the funds will be expended from Budget Code A.6417.0002 480, Tourism/Occupancy, Occupancy Tax, Tourism-Special Events - \$861,860 and Budget Code A.6417.0002 469.05, Tourism/Occupancy, Occupancy Tax, Municipal Application Funding - \$414,850.

SCHEDULE "A"

2025 Occupancy Tax Awards

| | APPLICANT | EVENT | DATE | AMOUNT OF AWARD |
|----|--|---|--------------------|------------------------|
| 1 | Adirondack Axe, LLC | Revolution Rumble | 10/3/25 - 10/5/25 | \$8,040.00 |
| 2 | Adirondack Festivals, LLC | Adirondack Wine and Food Festival | 6/27/25- 6/29/25 | \$31,550.00 |
| 3 | Adirondack Folk School, Incorporated | 2025 Course Catalog | 1/1/25- 10/6/25 | \$12,852.00 |
| 4 | Adirondack Hot Air Balloon Festival, Inc. | Adirondack Balloon Festival | 9/18/25- 9/21/25 | \$60,000.00 |
| 5 | Adirondack Pub and Brewery, Inc. | Lake George Oktoberfest | 10/10/25- 10/12/25 | \$27,520.00 |
| 6 | Adirondack Theatre Festival, Inc. | Adirondack Theatre Festival | 6/27/25- 8/6/25 | \$17,000.00 |
| 7 | Adirondack-Albany Weddings/Total Entertainment, Inc. | Lake George DJ Takeover Music & Arts Festival | 5/9/25- 5/11/25 | \$22,200.00 |
| 8 | Albany Rods & Kustoms, Inc. | Adirondack Nationals | 9/4/25- 9/7/25 | \$48,900.00 |
| 9 | Americade, Inc. | Americade | 5/27/25- 5/31/25 | \$49,800.00 |
| 10 | Eastern NY Marine Trades Association, Inc. | Great Upstate Boat Show | 3/28/25- 3/30/25 | \$18,180.00 |
| 11 | GenzHomes, Inc. d/b/a Alpha Win | Lake George Triathlon | 8/29/25- 8/31/25 | \$15,570.00 |

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| | | | | |
|----|---|--|-------------------|-------------|
| 12 | Glens Falls Collaborative and the City of Glens Falls | Adirondack Holiday Festival | 12/5/25-12/7/25 | \$19,775.00 |
| 13 | Hudson Valley Volunteer Firefighters' Association, Inc. | Annual Firefighters Convention & Parade | 6/11/25-6/14/25 | \$25,725.00 |
| 14 | Hyde Collection | Exhibitions and Programs at The Hyde Collection | 1/1/25-12/31/25 | \$24,990.00 |
| 15 | Imagination Nation, Inc. | Wonderplace Alpha | 5/2/25-5/4/25 | \$20,510.00 |
| 16 | Improv Records, Inc. | Massive Mascarave | 10/31/25-11/1/25 | \$20,240.00 |
| 17 | Improv Records, Inc. | Soul Bloom Music and Wellness Festival | 9/12/25-9/14/25 | \$20,600.00 |
| 18 | Improv Records, Inc. | Memorial Meltdown | 5/30/25-5/31/25 | \$18,360.00 |
| 19 | Improv Records, Inc. | Adirondack Independence Music Festival | 8/29/25-8/31/25 | \$28,400.00 |
| 20 | Kevin Richards Entertainment and Travel, LLC | Kevin Richards' "Nashville in the North Country - Close Up Country Festival" | 3/15/25-3/17/25 | \$18,270.00 |
| 21 | Kevin Richards Entertainment and Travel, LLC | Kevin Richards' "Nashville in the North Country - Close Up Country Festival" | 10/16/25-10/19/25 | \$16,485.00 |
| 22 | Lake George Arts Project | Jazz at the Lake | 9/12/25-9/14/25 | \$11,680.00 |
| 23 | Lake George Battlefield Park Alliance | Henry Knox 1775 Commemoration | 12/11/25-12/13/25 | \$12,113.00 |
| 24 | Lake George Music Festival, Inc. | Lake George Music Festival | 6/8/25-6/19/25 | \$31,200.00 |

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| | | | | |
|----|--|---|-------------------|-------------|
| 25 | Lake George Winter Carnival, Inc. | Lake George Winter Carnival | 1/24/25-3/2/25 | \$83,130.00 |
| 26 | Lake Theatre Productions, Inc. | Lake George Dinner Theatre | 7/11/25-10/11/25 | \$7,125.00 |
| 27 | Lawrence & Cooper, Inc. | Thursday Market & Food Truck Corral | 5/22/25-9/11/25 | \$5,913.00 |
| 28 | Lower Adirondack Pride | Annual Pride Festival | 6/1/25-6/1/25 | \$9,700.00 |
| 29 | Lower Adirondack Regional Arts Council (LARAC) | LARAC Annual June Arts Festival | 6/14/25-6/15/25 | \$20,341.00 |
| 30 | Marcella Sembrich Memorial Association, Inc. | The Sembrich Summer Music Festival | 6/4/25-8/30/25 | \$9,140.00 |
| 31 | Northeastern District Barbershop Harmony Society | Northeastern District Barbershop Harmony Society Division Contest and Convention | 5/2/25-5/3/25 | \$9,160.00 |
| 32 | Prime Time Lacrosse, Inc. | Lake George National Invitational | 7/18/25-7/20/25 | \$36,100.00 |
| 33 | Silver Bay YMCA | Bluegrass in Heaven | 9/12/25-9/14/25 | \$6,885.00 |
| 34 | Six Flags Great Escape L.P. | Oktoberfest | 8/23/25-9/21/25 | \$13,175.00 |
| 35 | Special Olympics New York, Inc. | Special Olympics State Fall Games | 10/17/25-10/18/25 | \$24,050.00 |
| 36 | Warren County Historical Society | Warren County Commission for 250 th Anniversary of American Revolution | 1/1/25-12/31/25 | \$15,090.00 |
| 37 | Warrensburg Chamber of Commerce | World's Largest Garage Sale | 10/3/25-10/5/25 | \$36,908.00 |

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| | | | | |
|--|---|--|-------------------|------------------------|
| 38 | World Awareness Children’s Museum | Beyond the Exhibit | 6/1/25-8/31/25 | \$5,183.00 |
| TOTAL | | | | \$861,860.00 |
| <i>to be paid from A.6417.0002 480, Special Event Funding</i> | | | | |
| | APPLICANT | EVENT | DATE | AMOUNT OF AWARD |
| 1 | City of Glens Falls | Support Existing and New Events happening in Glens Falls in 2025 | 1/1/25-12/31/25 | \$100,000.00 |
| 2 | Lake Luzerne Regional Chamber of Commerce | Lake Luzerne Concerts and Food Trucks | 1/1/25-12/31/25 | \$10,250.00 |
| 3 | North Creek Ski Shuttle | Provide a Shuttle from North Creek to Gore Mountain Ski Area(s) | 1/1/25-12/31/25 | \$17,500.00 |
| 4 | North Warren Chamber of Commerce | North Warren Three-Town Regional Branding | 1/1/25 - 12/31/25 | \$150,000.00 |
| 5 | Town of Horicon | Food Truck Fridays on the Pond | Summer 2025 | \$22,100.00 |
| 6 | Town of Lake George | McPhillips Preserve at French Mountain (Park Development) | 1/1/25 - 12/31/25 | \$100,000.00 |
| 7 | Town of Warrensburg | Warrensburg’s Holiday Spirit | 1/1/25-12/31/25 | \$15,000.00 |
| TOTAL | | | | \$414,850.00 |
| <i>to be paid from A.6417.0002 469.05, Municipal Application Funding</i> | | | | |

VISIT THE
Lake George Area
IN NEW YORK'S ADIRONDACKS



2024 SPEND REPORT

Occupancy Tax

September 23, 2025

2024 Spend Analysis



73% of expenditures funded Tourism-Special Events, Municipal Payments and Tourism Department Allocation.



Municipalities spent 66% of their funds on Marketing, Special Events and Entertainment.



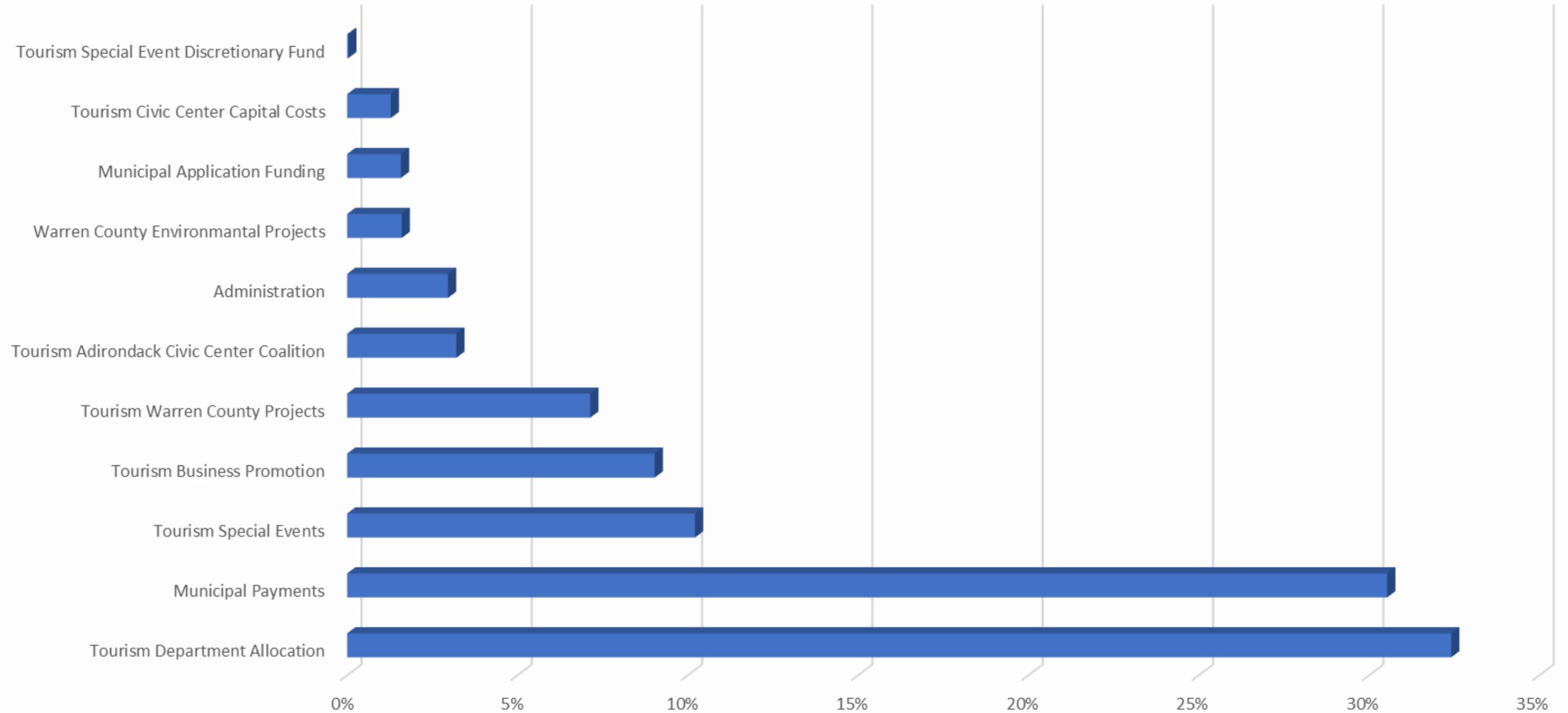
48% of Special Event Funding went towards Entertainment, Event Related Rentals and Paid Media.

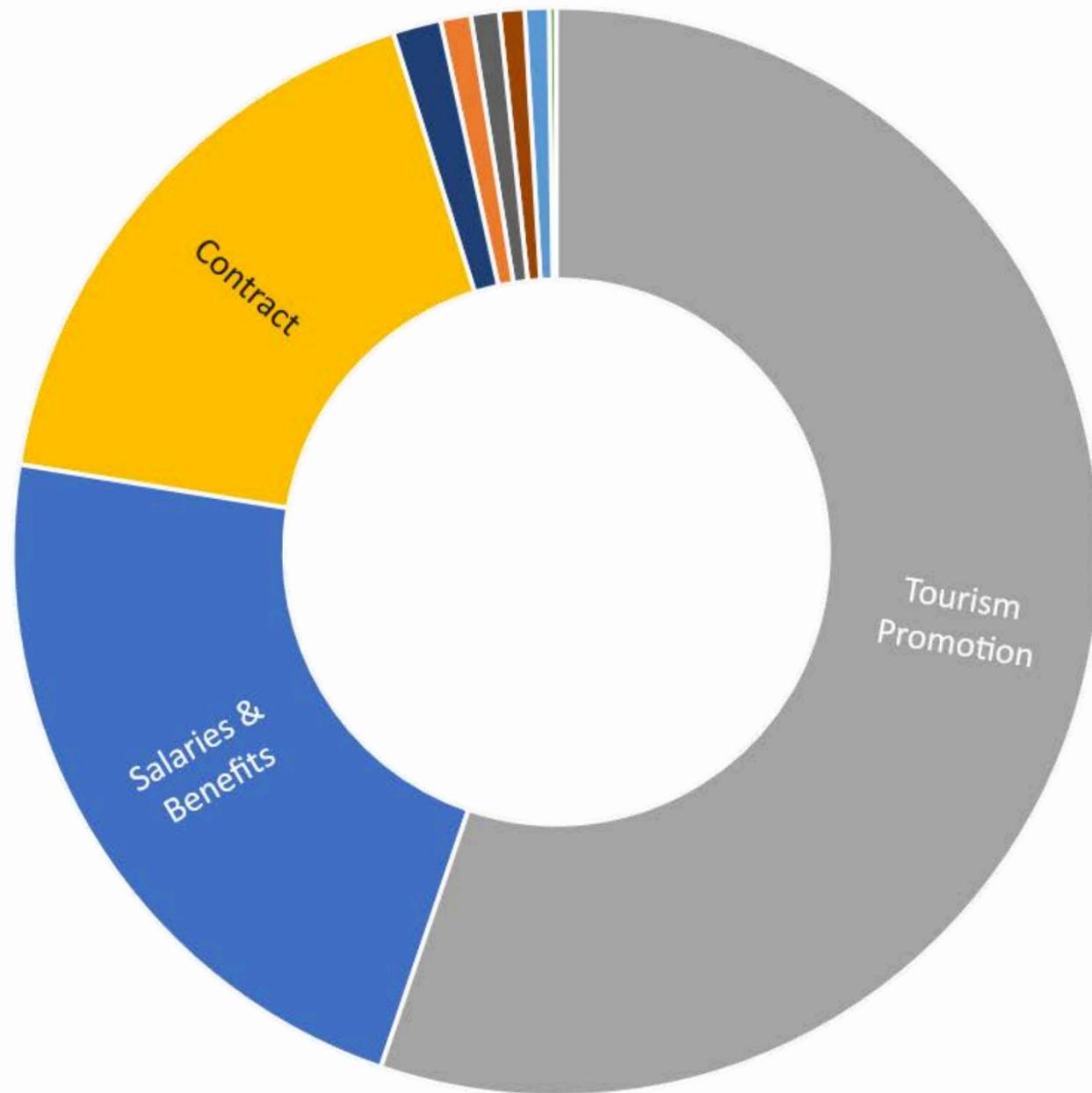


Top 5 towns to receive more than 50% of the allocated dollars are The Town of Lake George, Bolton, Queensbury, Village of Lake George and Johnsbury.

Spend by Budget Line

\$7,795,007.92





\$2,526,579.72

Tourism Department



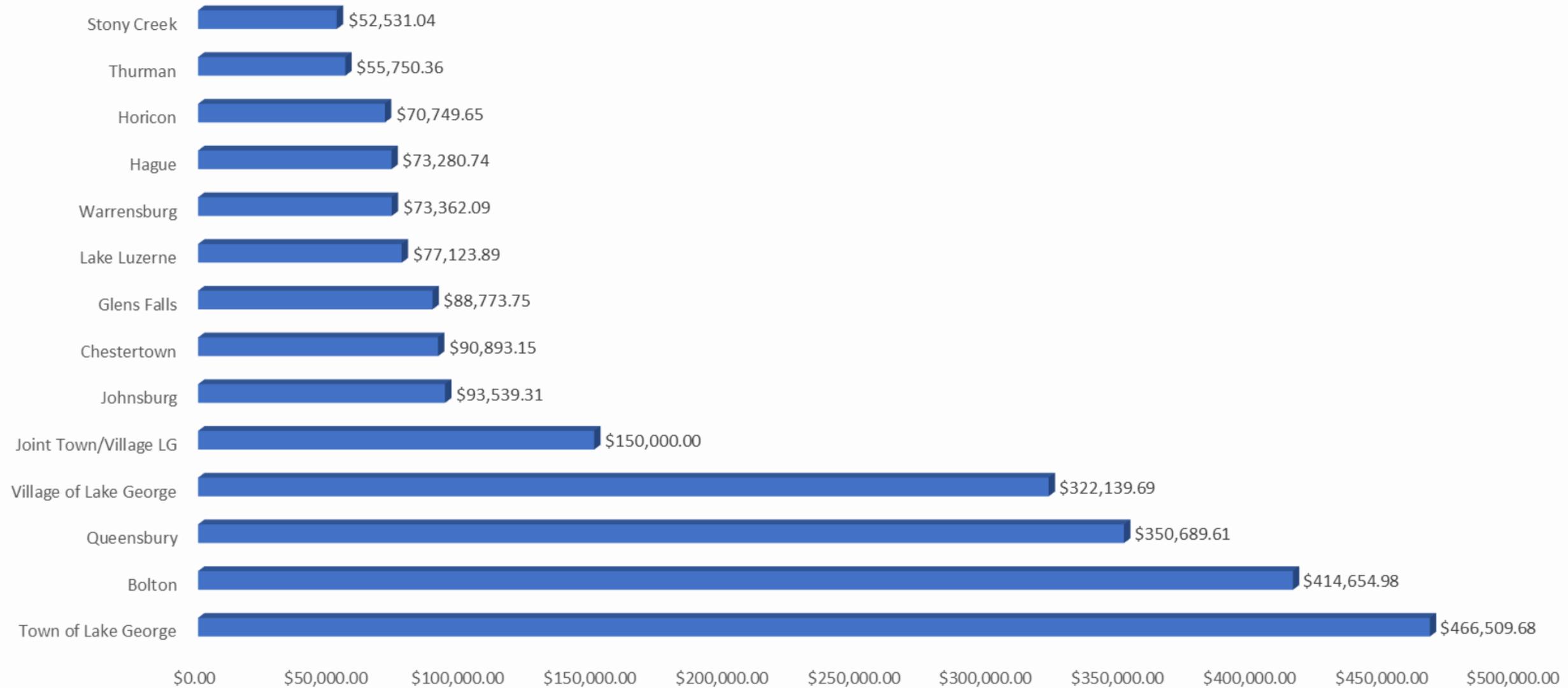
Administration

\$231,000

-
- Authorized through budget
 - 3% of the prior years receivables

Municipal Payments

\$2,379,997.9



Distribution includes funds received in 2024- Final Distribution of 2023 funds, First Distribution 2024 funds and 2024 spending plan.

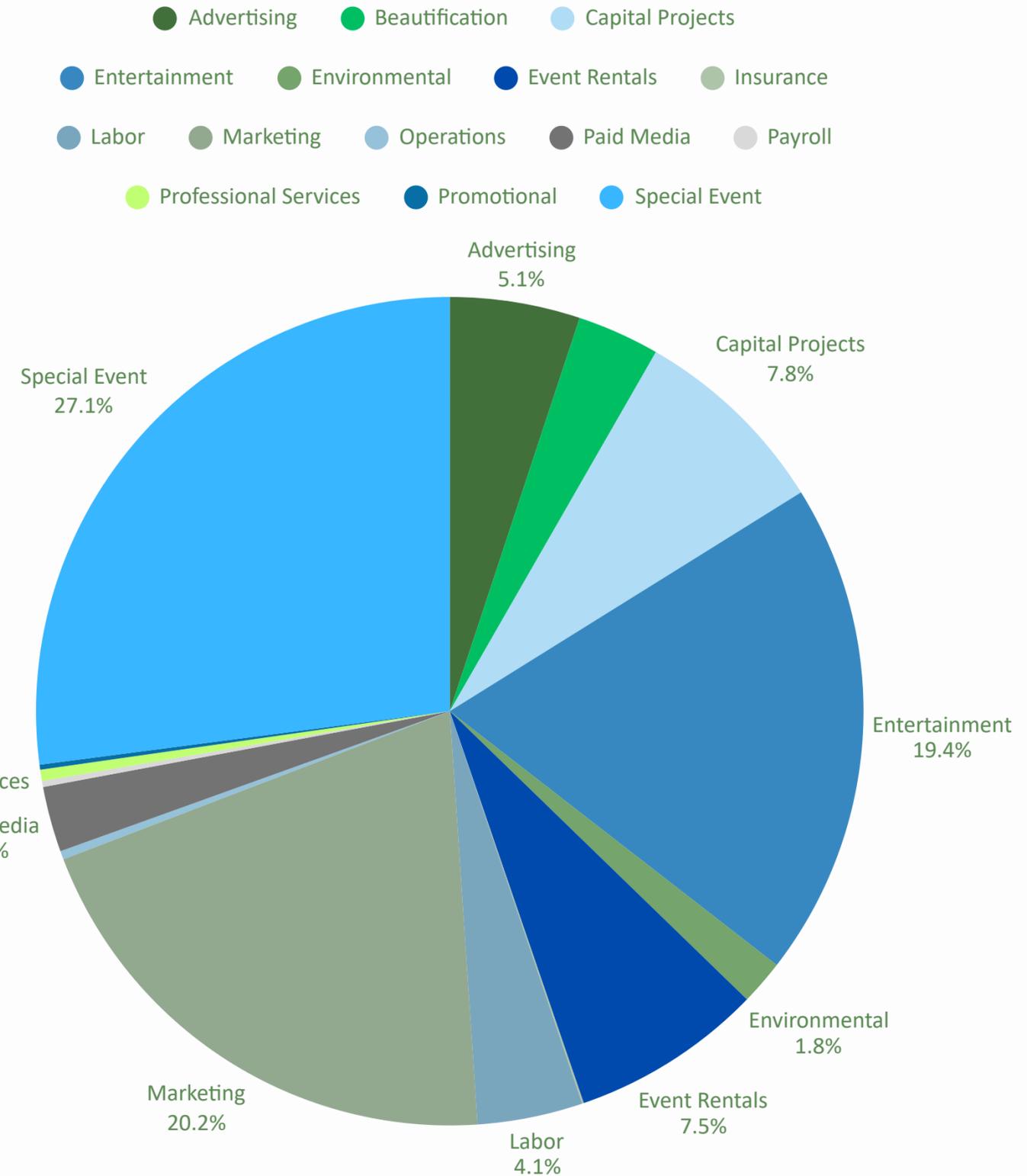
Figures do not include any¹⁸ reported interest earned.

Municipal Spending

\$2,112,316.61

Top Three categories of spending:

- Special Events
- Marketing
- Entertainment

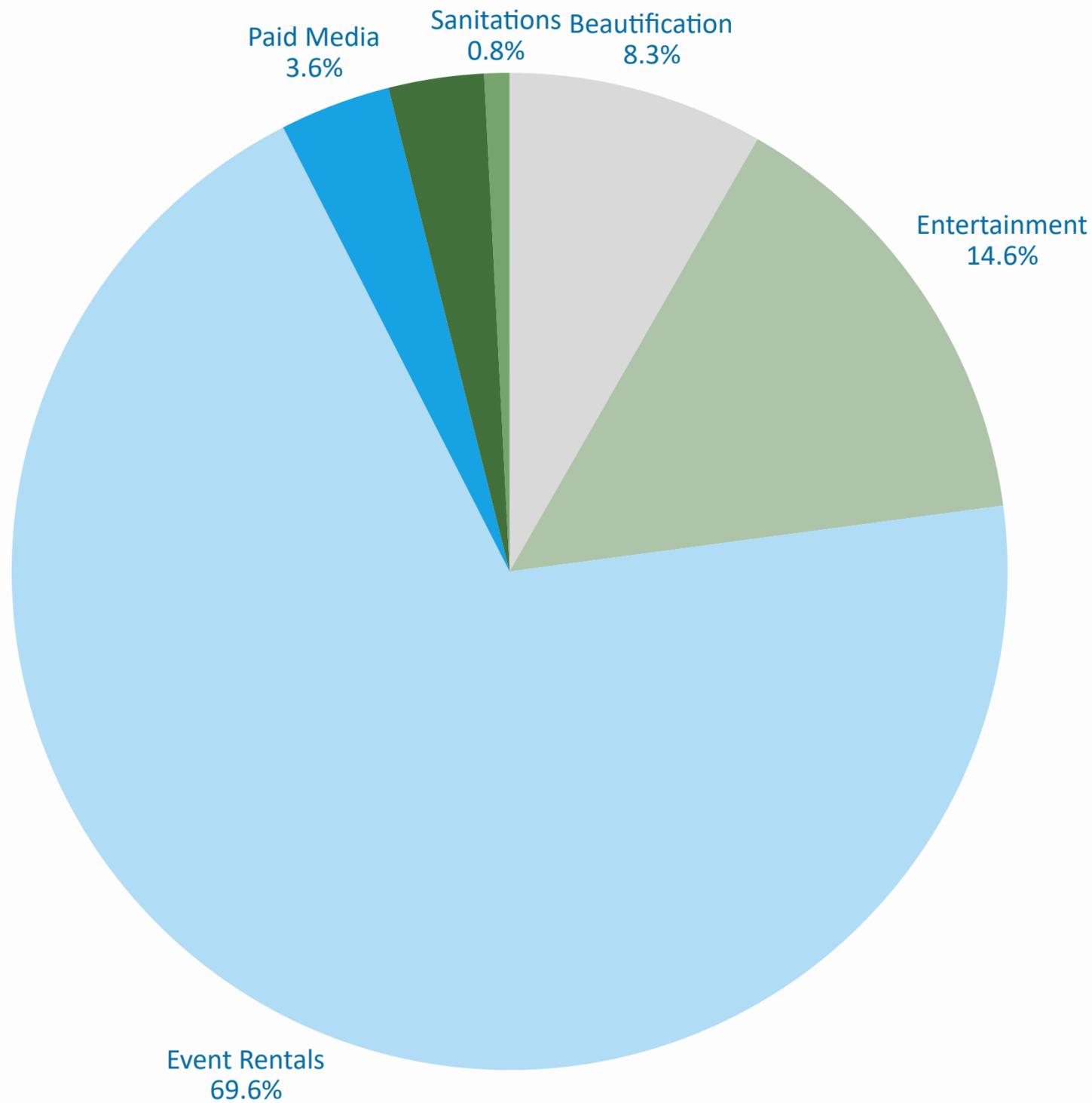


Environmental Projects \$125,000

Authorized through resolution to Town of Horicon, Town of Lake Luzerne, Town of Chester to fund eradication of aquatic invasive species.



- Beautification
- Entertainment
- Event Rentals
- Paid Media
- Promotional
- Sanitations



Municipal Application Funding

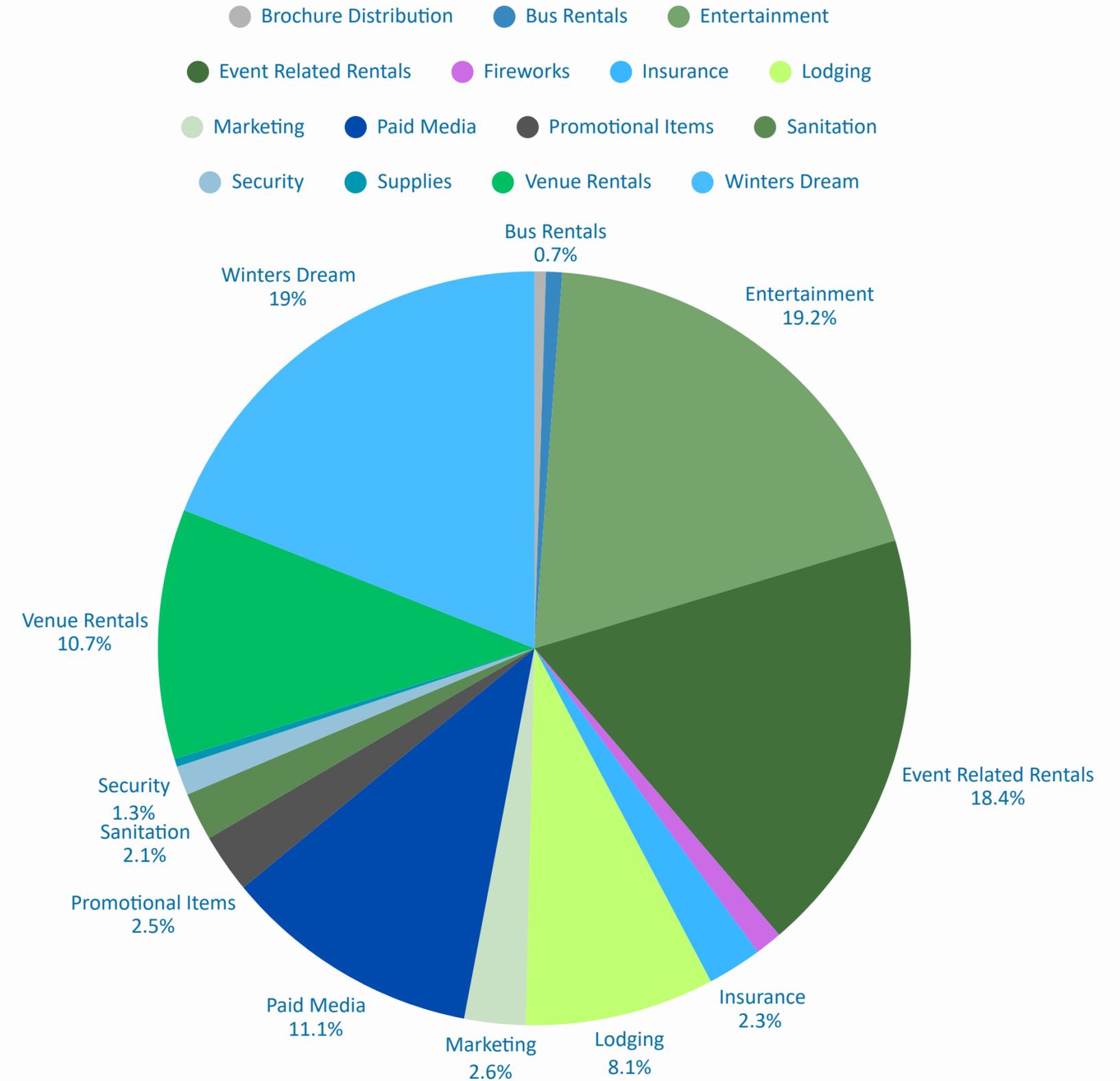
\$123,202.91

Authorized through budget and awarded to municipalities through application process.

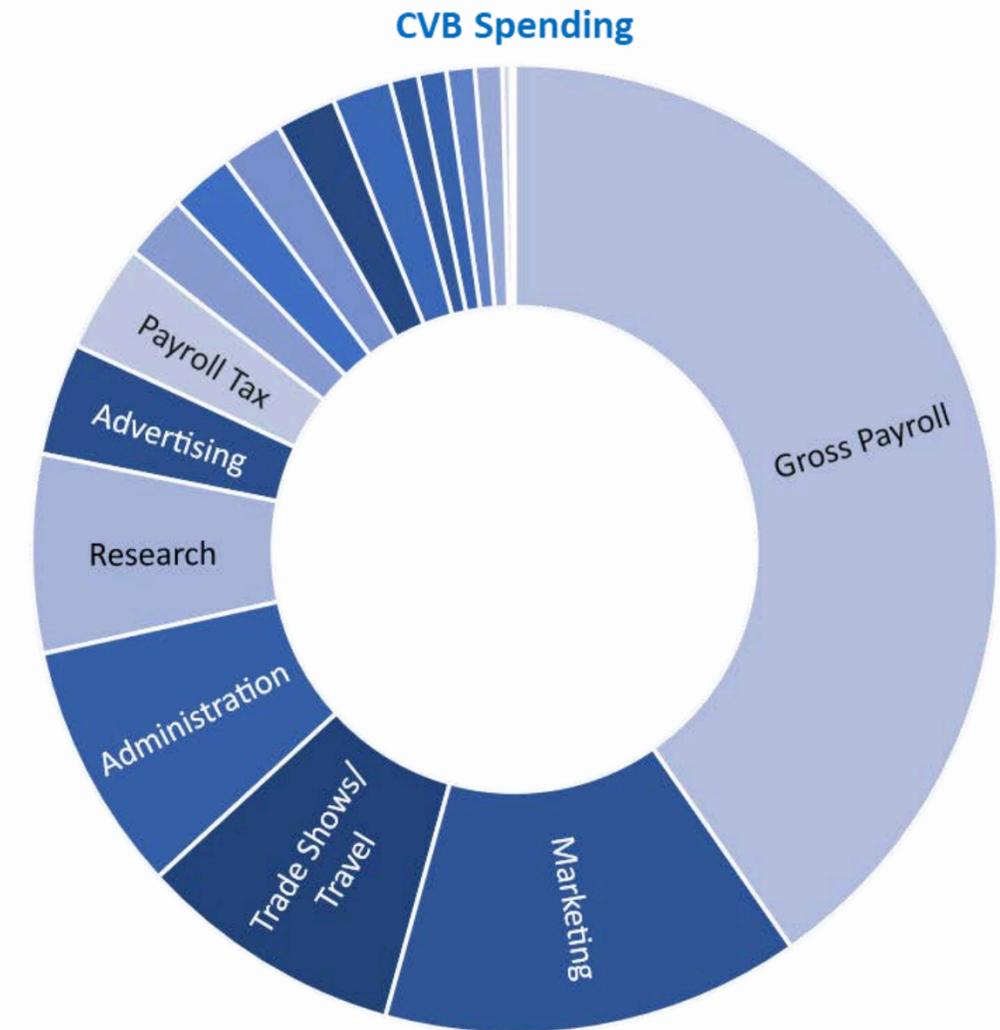
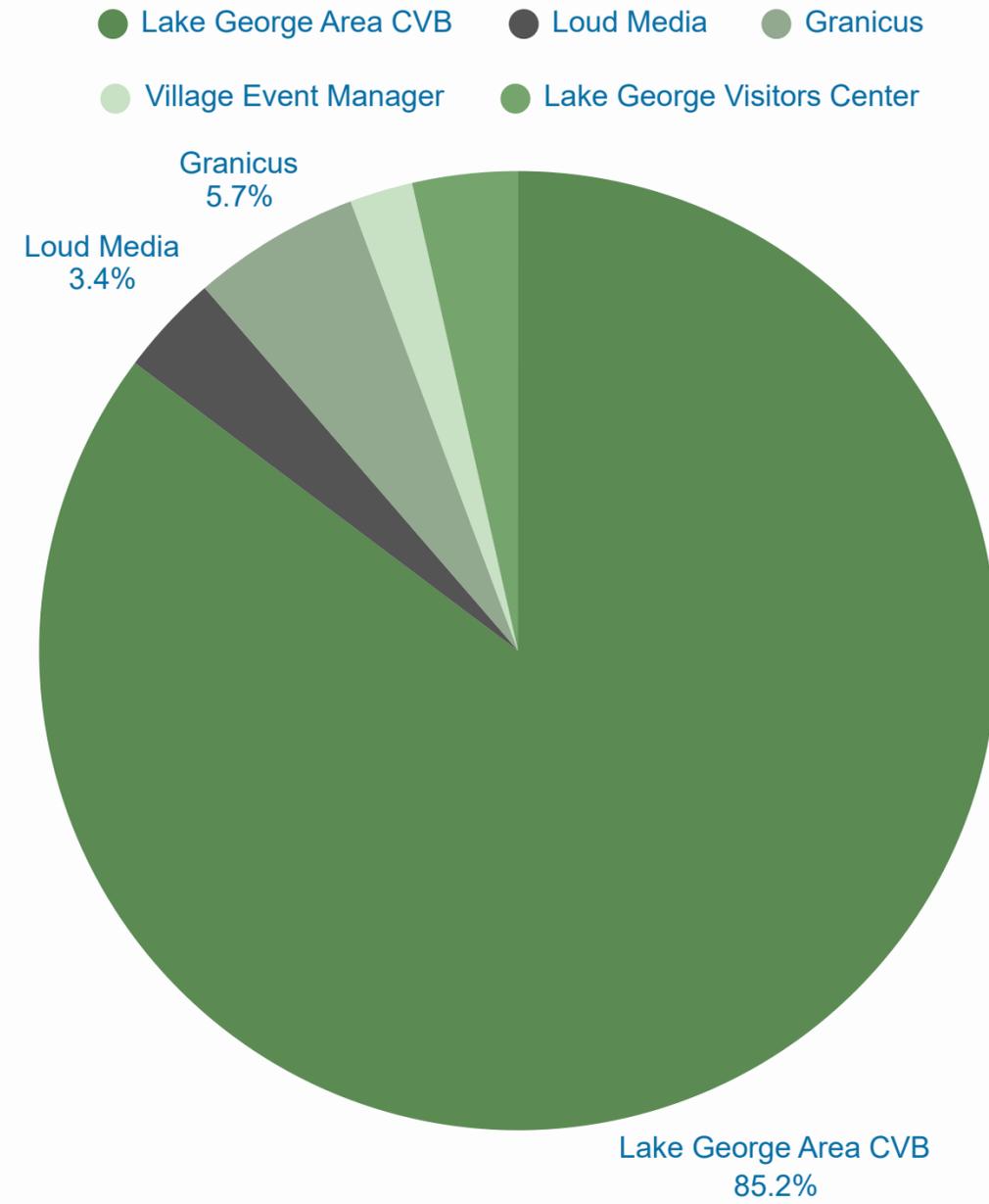
Tourism Special Events

\$796,265.58

Authorized through budget and awarded to individuals, non-profit organizations and/or for-profit businesses through application process.

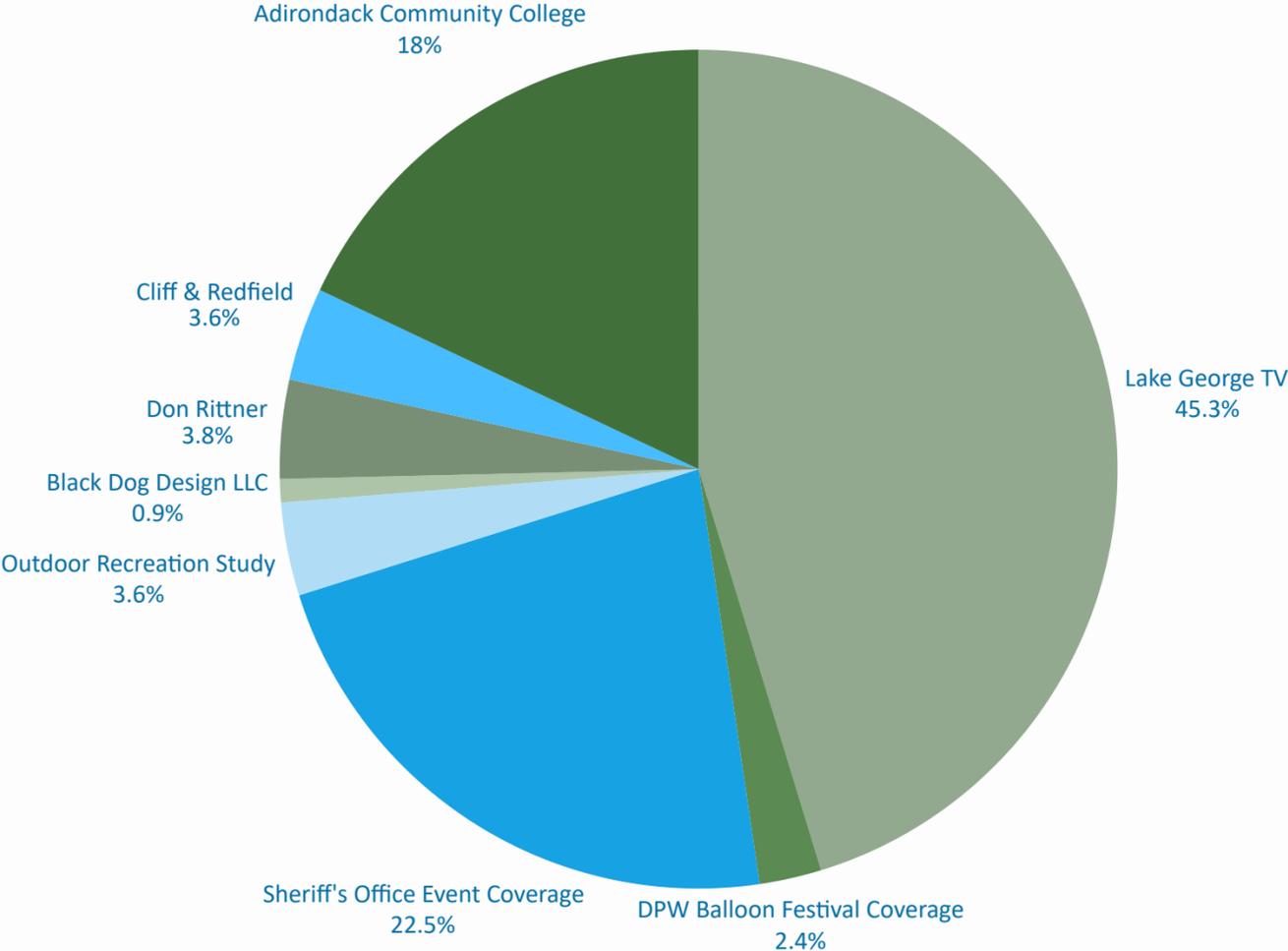


Tourism-Business Promotion \$703,893.78



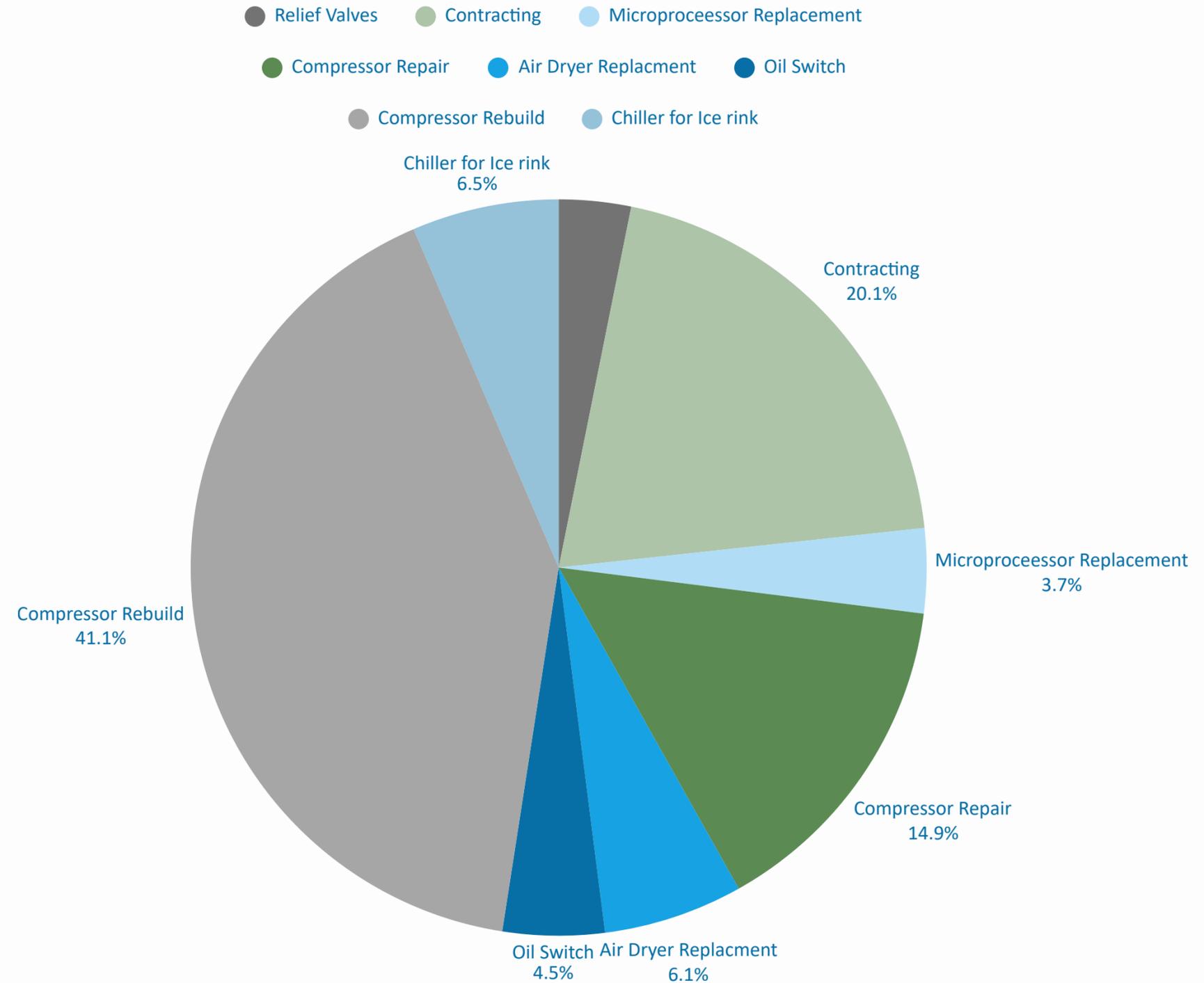
Warren County Projects \$556,363.99

Authorized through budget and/or by resolution to Warren County Departments, outside of the Tourism Department, and/or businesses for tourism related services.



Civic Center Capital Costs \$100,000

Authorized through resolution to Adirondack Civic Center Coalition
for capital costs associated with the civic center.





Adirondack Civic Center Coalition \$250,000

Authorized through budget and paid in 4 payments (quarterly).
The Coalition provides quarterly performance and financial
reports prior to payment being made.

Funding assists with advertising and promotion of events.

Discretionary Fund \$2704

License agreement with Lyme Adirondack
providing access to the Hague Fire Tower.



Thank You



PLEASE NOTE: THIS FORM MUST BE ACCOMPANIED BY ALL DETAILED BUDGET SHEETS

WARREN COUNTY BUDGET SUMMARY SHEET

PRIOR YEAR EXPENDITURES AND REQUEST FOR 2026 APPROPRIATIONS

REQUEST SUBMISSION TO THE CLERK OF THE BOARD OF SUPERVISORS

NAME OF DEPARTMENT: Tourism/Occupancy - Occupancy Tax
BUDGET ACCOUNT CODE: A.6417 0002

| OBJECT CODES | 2024 EXPENDITURES | 2025 ADOPTED | 2025 AMENDED | 2026 DEPARTMENT REQUESTS |
|-------------------|-----------------------|-----------------------|-----------------------|--------------------------|
| 400's CONTRACTUAL | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$5,388,243.00 |
| TOTALS | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$5,388,243.00 |

| 2024 REVENUES | 2025 ADOPTED REVENUES | 2025 AMENDED REVENUES | 2026 DEPARTMENT REQUESTS |
|----------------|-----------------------|-----------------------|--------------------------|
| \$5,613,970.74 | \$5,159,047.00 | \$5,159,047.00 | \$5,388,243.00 |

SIGNED: *Heath Baer*
DEPARTMENT HEAD
TITLE: *Tourism Director*
DATE: *9/5/2025*

| Account | Account Description | 2024 Actual Amount | 2025 Adopted Budget | 2025 Amended Budget | 2025 Actual Amount | 2026 Departmental Request |
|--|---|-----------------------|-----------------------|-----------------------|--------------------|---------------------------|
| Fund A - General | | | | | | |
| REVENUE | | | | | | |
| Department 6417 - Tourism/Occupancy | | | | | | |
| Sub Department 0002 - Occupancy Tax | | | | | | |
| <i>Non-Property Tax Items</i> | | | | | | |
| 1113 | Tax - Hotel Room Occupancy | 5,605,548.69 | 5,159,047.00 | 5,159,047.00 | .00 | 5,388,243.00 |
| | <i>Non-Property Tax Items Totals</i> | \$5,605,548.69 | \$5,159,047.00 | \$5,159,047.00 | \$0.00 | \$5,388,243.00 |
| <i>Use of Money & Property</i> | | | | | | |
| 2401 | Interest & Earnings | 3,072.37 | .00 | .00 | 28,834.09 | .00 |
| | <i>Use of Money & Property Totals</i> | \$3,072.37 | \$0.00 | \$0.00 | \$28,834.09 | \$0.00 |
| Sub Department 0002 - Occupancy Tax Totals | | \$5,608,621.06 | \$5,159,047.00 | \$5,159,047.00 | \$28,834.09 | \$5,388,243.00 |
| Department 6417 - Tourism/Occupancy Totals | | \$5,608,621.06 | \$5,159,047.00 | \$5,159,047.00 | \$28,834.09 | \$5,388,243.00 |
| REVENUE TOTALS | | \$5,608,621.06 | \$5,159,047.00 | \$5,159,047.00 | \$28,834.09 | \$5,388,243.00 |

| Account | Account Description | 2024 Actual Amount | 2025 Adopted Budget | 2025 Amended Budget | 2025 Actual Amount | 2026 Departmental Request |
|--|---|---|-----------------------|-----------------------|-----------------------|---------------------------|
| Fund A - General | | | | | | |
| EXPENSE | | | | | | |
| Department 6417 - Tourism/Occupancy | | | | | | |
| Sub Department 0002 - Occupancy Tax | | | | | | |
| Contractual Expense | | | | | | |
| 469 | Other Payments/Contributions | 2,379,997.94 | 2,400,000.00 | 2,400,000.00 | 2,068,516.36 | 2,526,318.00 |
| 469.05 | Municipal Application Funding | 198,202.91 | 50,000.00 | 50,000.00 | 32,500.00 | 75,000.00 |
| 471 | Administration | 231,000.00 | 232,000.00 | 232,000.00 | .00 | 242,000.00 |
| 480 | Tourism-Special Events | 1,071,265.58 | 725,622.00 | 725,622.00 | 153,217.00 | 325,000.00 |
| 480.02 | Tourism - Convention Event Development Fund | 250,000.00 | 250,000.00 | 250,000.00 | 187,500.00 | 250,000.00 |
| 480.03 | Tourism - Special Event Discretionary Fund | 2,704.00 | 2,625.00 | 2,625.00 | .00 | 2,625.00 |
| 480.04 | Tourism - Warren County Projects | 556,363.99 | 634,800.00 | 856,150.00 | 277,146.00 | 629,800.00 |
| 480.05 | Tourism - Business Promotion | 703,893.78 | 739,000.00 | 743,000.00 | 523,500.00 | 777,500.00 |
| 480.06 | Tourism - Enhanced Promotion | 125,000.00 | .00 | .00 | .00 | .00 |
| 480.07 | Warren County Environmental Projects | 125,000.00 | 125,000.00 | 125,000.00 | 125,000.00 | 125,000.00 |
| 480.08 | Tourism - Civic Center Capital Costs | 100,000.00 | .00 | 100,000.00 | 100,000.00 | 100,000.00 |
| 480.09 | Tourism- Signature events | .00 | .00 | .00 | .00 | 335,000.00 |
| <i>Contractual Expense Totals</i> | | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |
| Comments | | | | | | |
| <i>Account</i> | <i>Level</i> | <i>Comment</i> | | | | |
| 469 | Departmental Request | \$2,076,318 (25% to towns) based upon 2024 Revenue + 2% \$450,000 spending plan | | | | |
| 469.05 | Departmental Request | For town needs above the 25% and spending plan amounts. | | | | |
| 471 | Departmental Request | Treasurer fee: 3% of 2025 Occupancy Tax Collections | | | | |
| 480.02 | Departmental Request | Civic Center Promotion | | | | |
| 480.03 | Departmental Request | Lyme Adirondack Forest Company LLC- access to Hague Fire Tower | | | | |
| 480.04 | Departmental Request | Festival Commons Promotion 5,000; Planning Projects/Outdoor 50,000; Lake George TV 274,800/yr; ACC (2024-2028) 100,000/yr; DPW (50,000), Sheriff OT (150,000) | | | | |
| 480.05 | Departmental Request | Annual Contracts: CVB 650,000; Treasurer Dashboard 63500, Lake George Radio/Sticks Media 24,000; Visitors Center 25,000; LG Events Coordinator 15,000 | | | | |
| 480.07 | Departmental Request | Invasive Species Funding for the Towns of Chester, Horicon, and Lake Luzerne | | | | |
| 480.08 | Departmental Request | Capital Projects | | | | |
| 480.09 | Departmental Request | Adirondack Balloon Festival \$100,000; Worlds Largest Garage Sale \$60,000; Adirondack Nationals \$50,000; Americade \$50,000; Lake George Winter Carnival \$75,000 | | | | |
| Sub Department 0002 - Occupancy Tax Totals | | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |
| Department 6417 - Tourism/Occupancy Totals | | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |
| EXPENSE TOTALS | | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |
| Fund A - General Totals | | | | | | |
| REVENUE TOTALS | | \$5,608,621.06 | \$5,159,047.00 | \$5,159,047.00 | \$28,834.09 | \$5,388,243.00 |
| EXPENSE TOTALS | | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |

| Account | Account Description | 2024 Actual Amount | 2025 Adopted Budget | 2025 Amended Budget | 2025 Actual Amount | 2026 Departmental Request |
|----------|----------------------|--------------------|---------------------|---------------------|--------------------|---------------------------|
| Fund A - | General Totals | (\$134,807.14) | \$0.00 | (\$325,350.00) | (\$3,438,545.27) | \$0.00 |
| | Net Grand Totals | | | | | |
| | REVENUE GRAND TOTALS | \$5,608,621.06 | \$5,159,047.00 | \$5,159,047.00 | \$28,834.09 | \$5,388,243.00 |
| | EXPENSE GRAND TOTALS | \$5,743,428.20 | \$5,159,047.00 | \$5,484,397.00 | \$3,467,379.36 | \$5,388,243.00 |
| | Net Grand Totals | (\$134,807.14) | \$0.00 | (\$325,350.00) | (\$3,438,545.27) | \$0.00 |

| Warren County Cash Flow - Tourism 3 Month Projection August 2025 | | | |
|---|----------------------|---------------------|-----------------------|
| | <u>Actual</u> | | |
| | Actual June 2025 | Actual July 2025 | Actual August 2025 |
| Beginning Cash Flow Balance | \$ 1,300,858 | \$ 1,301,136 | \$ 766,725 |
| Receipts | | | |
| State/Federal Aid | \$ - | \$ - | \$ - |
| All Other Revenue | \$ 625,189 | \$ 577,293 | \$ 1,058,346 |
| Total Receipts | \$ 625,189 | \$ 577,293 | \$ 1,058,346 |
| Disbursements | | | |
| Payroll | \$ 61,313 | \$ 40,908 | \$ 40,983 |
| Employee Benefits | \$ 19,641 | \$ 13,402 | \$ 13,501 |
| All Other Disbursements | \$ 543,957 | \$ 1,057,394 | \$ 424,664 |
| Total Disbursements | \$ 624,911 | \$ 1,111,704 | \$ 479,148 |
| Ending Cash Flow Balance | \$ 1,301,136 | \$ 766,725 | \$ 1,345,923 |

| <u>Projected</u> | | |
|-------------------------|-----------------------|-----------------------|
| Projected Sept 2025 | Projected Oct 2025 | Projected Nov 2025 |
| \$ 1,345,923 | \$ 3,414,028 | \$ 3,257,133 |
| \$ - | \$ - | \$ - |
| \$ 2,500,000 | \$ 900,000 | \$ 300,000 |
| \$ 2,500,000 | \$ 900,000 | \$ 300,000 |
| \$ 43,575 | \$ 43,575 | \$ 43,575 |
| \$ 13,320 | \$ 13,320 | \$ 13,320 |
| \$ 375,000 | \$ 1,000,000 | \$ 720,000 |
| \$ 431,895 | \$ 1,056,895 | \$ 776,895 |
| \$ 3,414,028 | \$ 3,257,133 | \$ 2,780,238 |

| ACTUAL Tourism Cash on HAND vs. INVESTED: | | | |
|--|--------------|--------------|--------------|
| Tourism AVAILABLE CASH | \$ - | \$ - | \$ - |
| Tourism CASH IN BANK | \$ 32,621 | \$ (506,803) | \$ 717,909 |
| Tourism CASH INVESTED (ICS Reserve) | \$ 1,268,515 | \$ 1,273,528 | \$ 628,014 |
| Total Tourism Cash Balance | \$ 1,301,136 | \$ 766,725 | \$ 1,345,923 |

| <u>Projected</u> | | |
|-------------------------|--------------|--------------|
| \$ 1,914,028 | \$ 1,757,133 | \$ 1,280,238 |
| \$ 1,914,028 | \$ 1,757,133 | \$ 1,280,238 |
| \$ 1,500,000 | \$ 1,500,000 | \$ 1,500,000 |
| \$ 3,414,028 | \$ 3,257,133 | \$ 2,780,238 |

WARREN COUNTY TREASURER

Christine V. Norton

County Treasurer

OCCUPANCY TAX REPORT

Tuesday, September 16th 2025

TOTAL COLLECTIONS

| | | |
|-------------------------------------|----|-------------------|
| Revenue Collected Through 9/12/2025 | \$ | 3,525,977.65 |
| Revenue Collected Through 9/12/2024 | \$ | 3,294,143.39 |
| Increase/Decrease from 2024 | \$ | <u>231,834.26</u> |
| Percent Change: | | 7.0% |

HOTEL MOTEL & RESORT

| | | |
|-------------------------------------|----|-------------------|
| Revenue Collected Through 9/12/2025 | \$ | 3,150,809.93 |
| Revenue Collected Through 9/12/2024 | \$ | 2,894,084.21 |
| Increase/Decrease from 2024 | \$ | <u>256,725.72</u> |
| Percent Change: | | 8.9% |

SHORT TERM RENTAL COLLECTIONS

| | | |
|-------------------------------------|----|--------------------|
| Revenue Collected Through 9/12/2025 | \$ | 375,167.72 |
| Revenue Collected Through 9/12/2024 | \$ | 400,059.18 |
| Increase/Decrease from 2024 | \$ | <u>(24,891.46)</u> |
| Percent Change: | | -6.2% |

Analysis:

Overall , we are seeing growth in occupancy tax dollars of \$231,834k or 7%. Hotels, Motels and Resorts are seeing an increase in revenue over the peak months of the 2025 Summer season. This sector is up over 8.9% compared to last year at this time. Short term rentals are down over \$24k or 6.2%. Overall, Warren County is seeing positive growth in Occupancy Tax. We anticipate STR receipts to grow as we approach year end.

WARREN COUNTY TREASURER
Christine V. Norton
County Treasurer

OCCUPANCY TAX REPORT
Tuesday, September 16th 2025

TOTAL COLLECTIONS

| | | |
|-------------------------------------|-----------|-------------------|
| Revenue Collected Through 9/12/2025 | \$ | 3,525,977.65 |
| Revenue Collected Through 9/12/2024 | \$ | 3,294,143.39 |
| Increase/Decrease from 2024 | <u>\$</u> | <u>231,834.26</u> |
| Percent Change: | | 7.0% |

SHORT TERM RENTAL COLLECTIONS

| | | |
|-------------------------------------|-----------|--------------------|
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Analysis:

Overall , we are seeing growth in occupancy tax dollars of \$231,834k or 7%. Hotels, Motels and Resorts are seeing an increase in revenue over the peak months of the 2025 Summer season. This sector is up over 8.9% compared to last year at this time. Short term rentals are down over \$24k or 6.2%. Overall, Warren County is seeing positive growth in Occupancy Tax. We anticipate STR receipts to grow as we approach year end.