



**Occupancy Tax Coordination Committee  
Warren County Tourism Department  
AGENDA  
January 30, 2020**

Committee Members:

- D. Dickinson, Chairman
- E. Merlino
- J. Strough
- C. Braymer
- D. Bruno
- E. Frasier
- K. Geraghty
- C. Leggett
- R. Seeber

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- I. Committee meeting called to order by Chairman Dickinson.
  - II. Motion to approve minutes of January 21, 2020 Occupancy Tax Coordination Meeting.
  - III. Action Agenda:
    - Mayor Blais – request for assistance in paying for Wastewater Treatment Plant
    - Discuss Spending Plan for 2020 – see Res. # 501 of 2018 for 2019
  - VI. Privilege of the Floor to discuss any additional items to come before Committee.
  - VII. Motion to adjourn.

# Warren County Board of Supervisors

## RESOLUTION NO. 501 OF 2018

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: Warren County Projects, the Adirondack Civic Center Coalition, Inc. and the Lake George 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. 501 OF 2018*

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**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. 500 of 2018	Remaining County event funding for major regional activities only
Lake George 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 twenty-five percent (25%) of the total occupancy tax collections to the municipalities in Warren County.

Warren County  
 Payments Due to Towns for Occupancy Tax  
 For Year Ended 12/31/18  
 To be paid to towns in May, 2019

Total Revenue Recorded	4,510,948.31		
25% of Total Revenue	1,127,737.08		
Less: \$30,000 Paid to Each Town Previously	<u>(390,000.00)</u>		
	<u>737,737.08</u>		
		Adjusted Percentages to	
		Accommodate for Receivabl	
Bolton (25.32%)	186,760.48	1,141,960.87	25.3153%
Chester (1.01%)	7,471.22	45,683.31	1.0127%
City of Glens Falls (2.09%)	15,402.75	94,181.28	2.0878%
Hague (1.11%)	8,189.79	50,077.07	1.1101%
Horicon (0.60%)	4,402.40	26,918.82	0.5967%
Johnsburg (1.46%)	10,749.46	65,728.40	1.4571%
Lake George (24.02%)	177,210.03	1,083,563.92	24.0208%
Lake Luzerne (0.61%)	4,483.76	27,416.31	0.6078%
Queensbury (20.10%)	148,295.01	906,760.88	20.1013%
Stony Creek (0.10%)	763.78	4,670.16	0.1035%
Thurman (0.04%)	300.35	1,836.49	0.0407%
Village of Lake George (23.32%)	172,003.10	1,051,725.74	23.3150%
Warrensburg (0.23%)	1,704.95	10,425.06	0.2311%
	<u>737,737.08</u>	<u>4,510,948.31</u>	<u>100.0000%</u>

MUNICIPAL PAYMENTS 2016 - 2019																			
	2019					2018					2017					2016			
	1st Qtr	Final 2019	Initial 2019	Total		1st Qtr	Final 2018	Initial 2018	Total		1st Qtr	Final 2017	Initial 2017	Total		April	Final 2016	Initial 2016	Total
Bolton	54,333.00	186,760.48	30,000	271,093.48	Bolton	60,000	172,327.12	30,000	262,327.12	Bolton	60,000	167,196.73	30,000	257,196.73	Bolton	60,000	157,850.02	30,000	247,850.02
Chester	15,000.00	7,471.22	30,000	52,471.22	Chester	15,000	7,026.37	30,000	52,026.37	Chester	15,000	6,308.22	30,000	51,308.22	Chester	15,000	6,882.63	30,000	51,882.63
Hague	15,000.00	8,189.79	30,000	53,189.79	Hague	15,000	7,895.35	30,000	52,895.35	Hague	15,000	8,301.09	30,000	53,301.09	Hague	15,000	7,846.14	30,000	52,846.14
Horicon	15,000.00	4,402.40	30,000	49,402.40	Horicon	15,000	4,561.03	30,000	49,561.03	Horicon	15,000	4,356.85	30,000	49,356.85	Horicon	15,000	4,382.12	30,000	49,382.12
Johnsburg	15,000.00	10,749.46	30,000	55,749.46	Johnsburg	15,000	10,144.06	30,000	55,144.06	Johnsburg	15,000	8,054.95	30,000	53,054.95	Johnsburg	15,000	9,192.94	30,000	54,192.94
Lake George - Town	72,167.00	177,210.03	30,000	279,377.03	Lake George - Town	75,000	185,558.50	30,000	290,558.50	Lake George - Town	75,000	191,473.46	30,000	296,473.46	Lake George - Town	75,000	172,877.98	30,000	277,877.98
Lake George - Village	72,167.00	172,003.10	30,000	274,170.10	Lake George - Village	75,000	160,755.49	30,000	265,755.49	Lake George - Village	75,000	128,700.83	30,000	233,700.83	Lake George - Village	75,000	120,464.50	30,000	225,464.50
Lake Luzerne	15,000.00	4,483.76	30,000	49,483.76	Lake Luzerne	15,000	4,603.78	30,000	49,603.78	Lake Luzerne	15,000	4,247.32	30,000	49,247.32	Lake Luzerne	15,000	4,291.36	30,000	49,291.36
Queensbury	54,333.00	148,295.01	30,000	232,628.01	Queensbury	60,000	123,527.04	30,000	213,527.04	Queensbury	60,000	120,487.54	30,000	210,487.54	Queensbury	60,000	147,852.21	30,000	237,852.21
Stony Creek	15,000.00	763.78	30,000	45,763.78	Stony Creek	15,000	53.74	30,000	45,053.74	Stony Creek	15,000	35.37	30,000	45,035.37	Stony Creek	15,000	817.53	30,000	45,817.53
Thurman	15,000.00	300.35	30,000	45,300.35	Thurman	15,000	305.25	30,000	45,305.25	Thurman	15,000	338.61	30,000	45,338.61	Thurman	15,000	465.93	30,000	45,465.93
Warrensburg	15,000.00	1,704.95	30,000	46,704.95	Warrensburg	15,000	1,894.44	30,000	46,894.44	Warrensburg	15,000	1,823.11	30,000	46,823.11	Warrensburg	15,000	1,759.87	30,000	46,759.87
City of Glens Falls	15,000.00	15,402.75	30,000	60,402.75	City of Glens Falls	15,000	14,324.81	30,000	59,324.81	City of Glens Falls	15,000	11,674.76	30,000	56,674.76	City of Glens Falls	15,000	12,411.01	30,000	57,411.01
	388,000.00	737,737.08	390,000	1,515,737.08		405,000	692,976.98	390,000	1,487,976.98		405,000	652,998.84	390,000	1,447,998.84		405,000	647,094.24	390,000	1,442,094.24
Occupancy Tax is a 4% tax on room rentals of hotels, motels, bed & breakfasts, inns, housekeeping cottages with four or more units and tourism facilities (ie. campgrounds with onsite RV rentals)																			
The original agreements with the towns, Village of Lake George and the City of Glens Falls called for two distributions of Occupancy Tax revenues back to the municipalities equaling 25% of the amount collected.																			
A 30,000 allocation is given to all the municipalities each year, on or about October 15th; a final distribution of funds is given based upon the previous year's collections, on or about June 1st.																			
(Resolution # 150 of 2005 states that one-fourth of Occupancy Tax Revenue distributed to each municipality would be based on the dollar amount of Occupancy Tax collected within each municipality over and above the minimum distribution of \$30,000)																			
The County Tourism Department is funded from Occupancy Tax collections, and revenues generated within the Department.																			
In addition, Occupancy Tax Spending Plans have been in existence since 2015 for the purpose of reducing the Occupancy Tax Reserve Fund; an additional \$270,000 was given to the towns, city, and village in 2015; \$405,000 was given in 2016, 2017 and 2018 and \$388,000 in 2019.																			
Additional funds are allocated for Events, the Civic Center, support of the LG CVB, Warren County Projects (Water feature at Festival Commons), Invasives, and a Treasurer' fee (3% of collections).																			
In 2019, the first quarter payment (2019 Spending Plan amount) was reduced for the Town of Bolton (5,667), Town and Village of Lake George(5,666), and the Town of Queensbury (5,667) in order to fund the additional \$17,000 needed for the Occupancy Tax awards recommended at the 11/20/18 Occupancy Tax Workshop.																			



Schedule "A"  
SPENDING GUIDELINES

GENERAL GUIDELINE

Generally, uses of occupancy tax revenues provided to Municipalities by the County, must be expended for Promotion of Tourist activities, conventions, trade shows, special events and other directly related and supported activities. Promotion or promoting is defined as furthering the growth of, establishment of, sales, and/or contributing to the growth, enlargement, or prosperity of and/or to forward or to encourage or to advance. Therefore and importantly, in order for an expenditure to be eligible under these guidelines it can not just be "related" to Tourism, it must be determined to be consistent with the previously stated allowed uses and the definition of promotion.

APPLICATION OF GENERAL GUIDELINE TO LIST BELOW

The listing below is intended to provide examples of acceptable or eligible expenditures under the general guideline provided above. In order to maintain the listing below as an easy to use and practical tool, elaborate or extensive descriptions have, generally, been avoided. Therefore, the examples should always read together with the general guideline, above, to ascertain the extent to which funds may be expended for the example provided.

SPECIAL EVENTS/FESTIVALS/ACTIVITIES

Production/Development of New Events/Activities, i.e., Outdoor Drama, Civic Center Events, Elvis Festival; and advertisement of same.

Billboard production/Installation/Rental Creation of Programs/Directories for Specific events

Fireworks Displays

Banners/Flags

Business Cards

Postage

Event Consultation Fee

Rental of Traveling/Special Exhibits

Promotional Items -- Give-Aways i.e., Buttons, Pins, Decals Letterhead/Envelopes/Postcards

Re-enactors/Musicians/Entertainers Create Town Tours/Maps

Portable Toilets

Sponsorship/Hosting Fees

Event Crowd Control -- Safety Concerns

Promotional Items -- Resale i.e., Mugs, T-shirts

Set-up/Clean-up Costs directly related to a Tourist event/activity

RECREATIONAL ATTRACTIONS

Advertisement and enhancement of existing and new recreational activities and attractions to be developed to accommodate and increase the number of visiting tourists, for example, enhancements to river walk, snowmobile trail system, hiking trails, bicycling routes with displays or improvements to accommodate tourists such as benches or a gondola for transportation.

Mapping/Brochures

Clearing/preparation of property for Tourist or convention activity or event.

Any eligible criteria from other spending guideline categories.

#### WEB SITE DEVELOPMENT/ELECTRONIC PROMOTION

Expenditures for the following, provided that the same is for purposes of promoting tourism, conventions, special events, trade shows and other tourist activities:

Search Engine Optimization

Web Site Design/Construction

Email Appends

Purchase of Images/Sound

Broadcast Design/Delivery of Promotions, Purchase of Hyper-Links

Newsletters

Interactive Informational Kiosk

Purchase of Banner Ads

Purchase Photo Enhanced Listings

#### BROCHURE PRODUCTION/DISTRIBUTION

General tourism guide, seasonal guides, themed events, flyers, promotional literature, niche ~ publications (i.e. walking/driving tours, packages, itineraries, coupons, heritage, birding, sports, etc.), post cards, maps, posters.

Design Fees

Copyrighting

Paid Brochure Distribution Locations

Typesetting

Reproduce Brochure to CD/DVD

Production (disks/films/pdt's, proofs, etc.)

Postage/Permit Fees

Printing/Reprinting

Photography

#### ADVERTISEMENTS/PROMOTIONS

Paid advertisements promoting events, activities, packages, attractions, conventions, tradeshow for general tourism development to Warren County communities - Destination Marketing Programs.

Co-op partnerships in all Warren County - Adirondack Regional Tourism Council - New York State publications, as well as national publications and directories, radio, newsprint/magazine opportunities, television campaigns and trade and consumer show brochure distribution and exhibit space co-oping.

Local, Regional and/or National Advertising or Promotional Opportunities

Production/Placement of Ads (Print, Radio, and Design/Production/Agency Services TV)

Consumer/Trade Show Registration

Clipping Service

Exhibit Graphics

Advertising in Trade Journals

Kiosk Design

Staffing Expenses

Signage/ Ad on Trolley or Bus

Logo Development/Tag Line/Branding

Business Reply Cards

Product Development, i.e., Tour Packages, Itineraries, Special Events

Coupons

Familiarization (FAM) Tour Development

Public Relations - Press Kits, Press Release Development, Printing, Mailing Broadcasting

#### MEMBERSHIPS/ ASSOCIATIONS/ AFFILIATIONS

For Furtherance of Tourism Promotion, i.e., American Bus Association (ABA), New York State Travel and Vacation Association (NYSTVA), National Tour Association (NTA), etc.

#### SPECIALIZED PROFESSIONAL SERVICES

Expenditures for the following, provided that the same is for purposes of promoting tourism, conventions, special events, trade shows and other tourist activities :

Shoot Videographer or Photographer	Airplane/Helicopter Rental for
Graphic Designer	Ad/Brochure/Web Design Research, Feasibility or Marketing Studies Sponsorship of Events, i.e. "Elvis" fee
Step-On Guide Services	
Public Relations Agency	
Speakers/Musicians/Entertainers/Models	Outsourcing to Call Centers, Fulfillment Houses
	Update portions of Local History in furtherance of promoting tourism, conventions, special events, trade shows and other tourist activities
EDUCATIONAL TOURISM	Hosting/Attending Educational Seminars,
Informational Kiosk	i.e., Hospitality Training

Hosting/Attending Workshops, i.e., How to Market Your Destination, Property or Event

#### BEAUTIFICATION

Community Signage,  
i.e., Welcome or Directional signs

Plantings/Landscaping Streetscaping/lighting furthering establishment or growth of tourism, conventions, special events, trade shows and other tourist activities

Informational Kiosk

Fountains/Benches

#### AUDIO - VISUAL PRODUCTION, DUPLICATION AND DISTRIBUTION

DVD/CD/VHS

MISCELLANEOUS PROMOTION

Mailings to targeted audiences

Purchase Mailing Lists

#### CAPITAL PROJECTS

Expenditures may be made for capital projects which facilitate use by tourist and/or increase tourism to an area by improving the aesthetic qualities of the municipality, enhancing the environment, improving infrastructures related to tourism, conventions and trade shows, and developing, operating and maintaining parks, recreational facilities and tourist attractions.

When spending funds for capital projects it is necessary to be sure the primary benefit is to promotion of Tourist activities, conventions, trade shows, special events and other directly related and supported activities. A project which only incidentally furthers tourism etc. and primarily benefits residents is not allowable as contrary to the legislatively authorized use of this funding.

Top Events Room Demand Comparison

2015 - 2019

Smith Trend + Airbnb

Americade - STR	6/1 - 6/6/15	6/6 - 6/11/16	6/5 - 6/10/17	6/4 - 6/9/18	6/3 - 6/8/19
Mon	3,235	3,304	3,646	3,635	3,692
Tues	4,001	3,742	4,069	4,062	3,847
Wed	4,557	4,304	4,453	4,309	4,423
Thurs	4,565	4,839	4,658	4,757	4,848
Fri	5,163	5,027	5,427	5,535	5,755
Sat	5,417	5,311	5,507	5,428	5,767
Room Demand Mon-Sat Total	26,938	26,527 down 1.5%	27,760 up 4.6%	27,726 down 0.1%	28,332 up 2.2%

Adirondack Wine and Food Festival - ST	6/27 & 6/28/15	6/25 & 6/26/16	6/24 & 6/25/17	6/23 & 6/24/18	6/29 & 6/30/19
Thurs	5,663	5,531	3,918	4,189	5,547
Fri	6,096	5,933	5,337	5,513	6,094
Sat	3,884	3,599	5,954	5,951	3,982
Sun	4,140	4,208	3,486	3,655	4,051
Room Demand Thurs - Sun Total	19,783	19,271 down 2.4%	18,695 down 3%	19,307 up 3.3%	19,674 up 2%
Room Demand Fri & Sat only	9,980	9,532 down 4.5%	11,291 up 18.4%	11,464 up 1.01%	10,076 down 12.2%

Adirondack Nationals Car Show - STR	9/10 - 9/13/15	9/8 - 9/11/16	9/7 - 9/10/17	9/6 - 9/9/18	9/5 - 9/8/19
Thursday	4,066	4,431	4,074	4,325	4,529
Friday	5,305	5,414	5,382	5,476	5,289
Saturday	5,643	5,804	5,792	6,132	5,623
Sunday	2,602	2,301	2,504	2,654	2,029
Room Demand Thurs - Sunday	17,616	17,950 up 1.02%	17,752 down 1.01%	18,587 up 4.7%	17,471 down .06%

Balloon Festival - STR	9/17 - 9/20/15	9/22 - 9/25/16	9/21 - 9/24/17	9/20 - 9/23/18	9/19 - 9/22/19
Thursday	3,588	3,671	4,054	3,674	3,817
Friday	5,238	5,132	5,640	5,414	5,340
Saturday	5,464	5,872	6,087	6,016	5,854
Sunday	2,170	2,441	2,776	3,009	2,318
Room Demand					
Thurs - Sunday	16,460	17,116 up 1.04%	18,557 up 1.08%	18,113 down 2.4%	17,329 down 4.3%

World's Largest Garage Sale	10/3 & 10/4/15	10/1 & 10/2/16	9/30 & 10/1/17	9/29 & 9/30/18	10/4 & 10/5/19
Friday	4,136	4,784	4,920	5,113	4,535
Saturday	4,924	4,760	5,241	5,764	5,136
Sunday	2,358	2,668	2,612	2,637	2,083
Room Demand Thurs - Sunday	11,418	12,212 up 1.07%	12,773 up 1.05%	13,513 up 1.06%	11,755 down .13%

Americade - Airbnb	6/1 - 6/6/15	6/6 - 6/11/16	6/5 - 6/10/17	6/4 - 6/9/18	6/3 - 6/8/19
Mon			N/A	120	173
Tues			N/A	126	192
Wed			N/A	165	216
Thurs			N/A	213	298
Fri			N/A	283	363
Sat			N/A	295	344
"UNIT" Demand				1202	1586
82% of June rentals are entire homes					up 32%

Adirondack Wine and Food Festival - Airbnb	6/27 & 6/28/15	6/25 & 6/26/16	6/24 & 6/25/17	6/23 & 6/24/18	6/29 & 6/30/19
Thurs			N/A	247	300
Fri			N/A	333	401
Sat			N/A	395	439
Sun			N/A	322	331
"UNIT" Demand Thurs - Sun Total				1297	1471
Fri & Sat only				728	840
82% of June rentals are entire homes					up 15%

Adirondack Nationals Car Show - Airbnb	9/10 - 9/13/15	9/8 - 9/11/16	9/7 - 9/10/17	9/6 - 9/9/18	9/5 - 9/8/19
Thursday			N/A	223	297
Friday			N/A	319	398
Saturday			N/A	338	427
Sunday			N/A	186	230
"UNIT" Demand Thurs - Sunday				1066	1352
85.6% of September rentals are entire homes					up 27%

Balloon Festival - Airbnb	9/17 - 9/20/15	9/22 - 9/25/16	9/21 - 9/24/17	9/20 - 9/23/18	9/19 - 9/22/19
Thursday			N/A	191	231
Friday			N/A	266	350
Saturday			N/A	305	373
Sunday			N/A	183	179
"UNIT" Demand Thurs - Sunday				945	1133
85.6% of September rentals are entire homes					up 20%

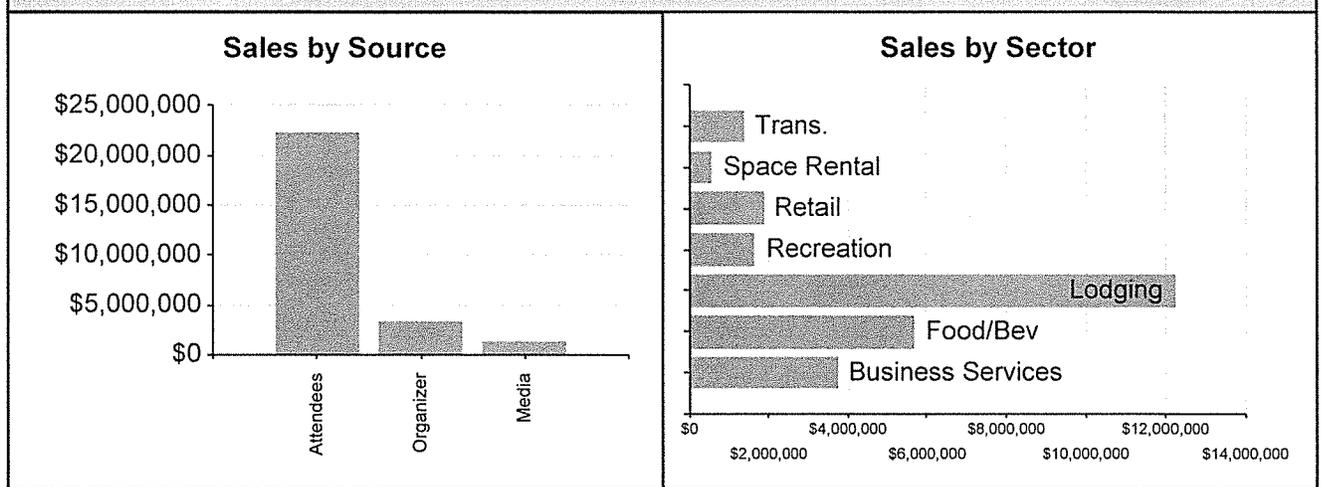
World's Largest Garage Sale - Airbnb	10/3 & 10/4/15	10/1 & 10/2/16	9/30 & 10/1/17	9/29 & 9/30/18	10/4 & 10/5/19
Friday			N/A	254	259
Saturday			N/A	344	285
Sunday			N/A	250	141
"UNIT" Demand Thurs - Sunday				848	685
85.5% of October rentals are entire homes					down 19%

# Event Impact Summary

Destination: Lake George CVB

Event Parameters		Key Results	
Event Name:	Americade	Business Sales (Direct):	\$27,105,712
Organization:	Americade Inc.	Business Sales (Total):	\$39,866,227
Event Type:	Other cultural (commemorations, religious, heritage, special interests, parades)	Jobs Supported (Direct):	6,462
Start Date:	6/3/2019	Jobs Supported (Total):	7,898
End Date:	6/8/2019	Local Taxes (Total):	\$1,861,344
Overnight Attendees:	50490	Net Direct Tax ROI:	\$1,500,564
Day Attendees:	8910	Estimated Room Demand:	58,511

## Direct Business Sales

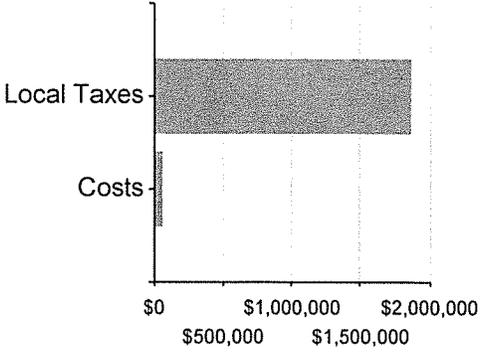


Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$11,702,290	\$536,492	\$0	\$12,238,782
Transportation	\$1,347,524	\$10,933	\$6,356	\$1,364,813
Food & Beverage	\$5,658,289	\$0	\$17,929	\$5,676,218
Retail	\$1,866,001	\$0	\$0	\$1,866,001
Recreation	\$1,653,836	\$0	\$0	\$1,653,836
Space Rental	\$0	\$561,114	\$7,172	\$568,286
Business Services	\$0	\$2,324,966	\$1,412,810	\$3,737,776
<b>TOTAL</b>	<b>\$22,227,940</b>	<b>\$3,433,505</b>	<b>\$1,444,266</b>	<b>\$27,105,712</b>

**Event Impact Details**  
**Destination: Lake George CVB**  
 Event Name: Americade 2019  
 Organization: Americade Inc.

<b>Economic Impact Details</b>			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$27,105,712	\$12,760,515	\$39,866,227
<b>Personal Income</b>	\$7,765,038	\$4,229,069	\$11,994,107
<b>Jobs Supported</b>			
Persons	6,462	1,435	7,898
Annual FTEs	269	60	329
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$2,302,843</u>	<u>\$1,149,489</u>	<u>\$3,452,332</u>
<u>State Total</u>	<u>\$1,817,033</u>	<u>\$611,925</u>	<u>\$2,428,959</u>
sales	\$871,300	\$127,605	\$998,905
income	\$529,358	\$288,304	\$817,662
bed	\$0	-	\$0
other	\$416,375	\$196,016	\$612,391
<u>Local Total (excl. property)</u>	<u>\$1,555,564</u>	<u>\$305,780</u>	<u>\$1,861,344</u>
sales	\$653,475	\$95,704	\$749,179
income	\$78,039	\$42,502	\$120,541
bed	\$468,092	-	\$468,092
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$355,958	\$167,574	\$523,532
property tax	\$897,067	\$275,713	\$1,172,781

<b>Event Return on Investment (ROI)</b>	
<b>Direct local tax ROI (net property taxes)</b>	
Direct Tax Receipts	\$1,555,564
DMO Hosting Costs	\$55,000
Direct ROI	\$1,500,564
Net Present Value	\$1,532,338
Direct ROI (%)	2,728%
<b>Total local tax ROI (net property taxes)</b>	
Total Local Tax Receipts	\$1,861,344
Total ROI	\$1,806,344
Net Present Value	\$1,844,593
Total ROI (%)	3,284%



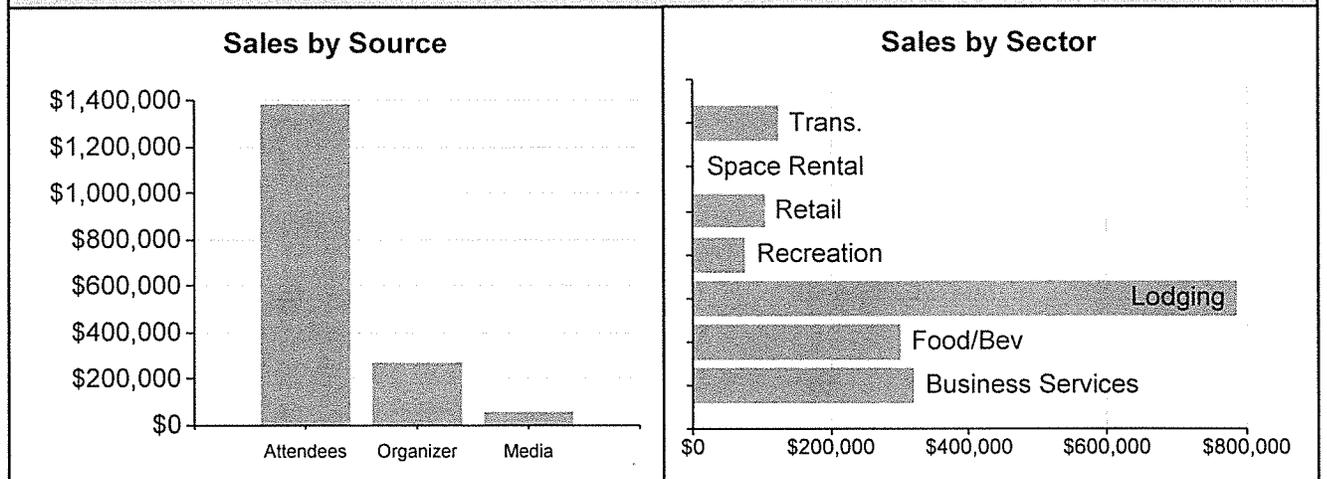
<b>Estimated Room Demand Metrics</b>	
Room Nights (total)	58,511
Room Pickup (block only)	0
Peak Rooms	15,300
Total Visitor Days	199,770

# Event Impact Summary

Destination: Lake George CVB

Event Parameters		Key Results	
Event Name:	2019 Adk Wine & Food Festival	Business Sales (Direct):	\$1,714,909
Organization:	Adirondack Winery	Business Sales (Total):	\$2,476,637
Event Type:	Food and drink	Jobs Supported (Direct):	755
Start Date:	6/28/2019	Jobs Supported (Total):	945
End Date:	6/30/2019	Local Taxes (Total):	\$117,688
Overnight Attendees:	4016	Net Direct Tax ROI:	\$8,791
Day Attendees:	41	Estimated Room Demand:	5,262

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$784,082	\$2,889	\$0	\$786,971
Transportation	\$123,677	\$278	\$246	\$124,201
Food & Beverage	\$298,065	\$600	\$139	\$298,804
Retail	\$103,898	\$0	\$0	\$103,898
Recreation	\$76,141	\$0	\$0	\$76,141
Space Rental	\$0	\$3,250	\$1,112	\$4,362
Business Services	\$0	\$265,763	\$54,768	\$320,531
<b>TOTAL</b>	<b>\$1,385,864</b>	<b>\$272,780</b>	<b>\$56,266</b>	<b>\$1,714,909</b>

## Event Impact Details

Destination: Lake George CVB

Event Name: 2019 Adk Wine & Food Festival 2019

Organization: Adirondack Winery

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$1,714,909	\$761,727	\$2,476,637
<b>Personal Income</b>	\$455,483	\$265,270	\$720,753
<b>Jobs Supported</b>			
Persons	755	190	945
Annual FTEs	16	4	20
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$141,615</u>	<u>\$70,079</u>	<u>\$211,694</u>
<u>State Total</u>	<u>\$111,854</u>	<u>\$37,402</u>	<u>\$149,256</u>
sales	\$54,460	\$7,617	\$62,077
income	\$31,051	\$18,084	\$49,135
bed	\$0	-	\$0
other	\$26,343	\$11,701	\$38,044
<u>Local Total (excl. property)</u>	<u>\$99,306</u>	<u>\$18,382</u>	<u>\$117,688</u>
sales	\$40,845	\$5,713	\$46,558
income	\$4,578	\$2,666	\$7,244
bed	\$31,363	-	\$31,363
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$22,521	\$10,003	\$32,524
property tax	\$56,755	\$16,102	\$72,857

Event Return on Investment (ROI)		
<b>Direct local tax ROI (net property taxes)</b>		
Direct Tax Receipts	\$99,306	
DMO Hosting Costs	\$90,515	
Direct ROI	\$8,791	
Net Present Value	\$8,791	
Direct ROI (%)	10%	
<b>Total local tax ROI (net property taxes)</b>		
Total Local Tax Receipts	\$117,688	
Total ROI	\$27,173	
Net Present Value	\$27,173	
Total ROI (%)	30%	

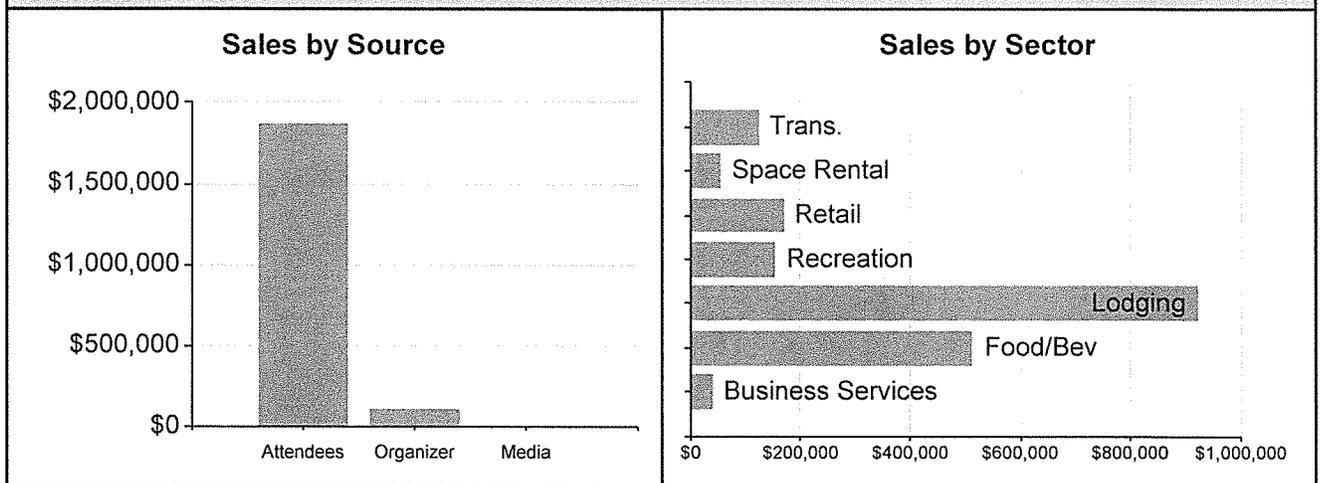
Estimated Room Demand Metrics	
Room Nights (total)	5,262
Room Pickup (block only)	0
Peak Rooms	2,231
Total Visitor Days	9,503

# Event Impact Summary

Destination: Lake George CVB

Event Parameters		Key Results	
Event Name:	Adirondack Nationals Car Show	Business Sales (Direct):	\$1,977,244
Organization:	Albany Rods & Kustoms Inc.	Business Sales (Total):	\$2,999,203
Event Type:	Other cultural (commemorations, religious, heritage, special interests, parades)	Jobs Supported (Direct):	666
Start Date:	9/6/2018	Jobs Supported (Total):	778
End Date:	9/9/2018	Local Taxes (Total):	\$146,253
Overnight Attendees:	4950	Net Direct Tax ROI:	\$97,176
Day Attendees:	4950	Estimated Room Demand:	7,573

## Direct Business Sales



Industry	Attendees	Organizer/Exhibitor	Total
Lodging	\$908,801	\$12,435	\$921,236
Transportation	\$122,769	\$253	\$123,022
Food & Beverage	\$510,596	\$3,550	\$514,146
Retail	\$169,907	\$0	\$169,907
Recreation	\$154,434	\$0	\$154,434
Space Rental	\$0	\$54,684	\$54,684
Business Services	\$0	\$39,815	\$39,815
<b>TOTAL</b>	<b>\$1,866,506</b>	<b>\$110,738</b>	<b>\$1,977,244</b>

## Event Impact Details

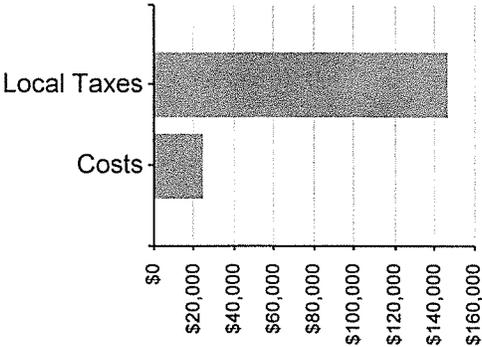
Destination: Lake George CVB

Event Name: Adirondack Nationals Car Show 2018

Organization: Albany Rods & Kustoms Inc.

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$1,977,244	\$1,021,959	\$2,999,203
<b>Personal Income</b>	\$617,816	\$297,734	\$915,550
<b>Jobs Supported</b>			
Persons	666	113	778
Annual FTEs	22	4	26
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$173,841</u>	<u>\$87,390</u>	<u>\$261,231</u>
<u>State Total</u>	<u>\$144,022</u>	<u>\$46,215</u>	<u>\$190,238</u>
sales	\$71,532	\$10,220	\$81,752
income	\$42,118	\$20,297	\$62,415
bed	\$0	-	\$0
other	\$30,373	\$15,698	\$46,071
<u>Local Total (excl. property)</u>	<u>\$122,176</u>	<u>\$24,078</u>	<u>\$146,253</u>
sales	\$53,649	\$7,665	\$61,314
income	\$6,209	\$2,992	\$9,201
bed	\$36,352	-	\$36,352
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$25,966	\$13,421	\$39,386
property tax	\$65,437	\$22,793	\$88,230

Event Return on Investment (ROI)	
<b>Direct local tax ROI (net property taxes)</b>	
Direct Tax Receipts	\$122,176
DMO Hosting Costs	\$25,000
Direct ROI	\$97,176
Net Present Value	\$101,282
Direct ROI (%)	389%
<b>Total local tax ROI (net property taxes)</b>	
Total Local Tax Receipts	\$146,253
Total ROI	\$121,253
Net Present Value	\$126,377
Total ROI (%)	485%



Local Taxes	\$146,253
Costs	\$25,000

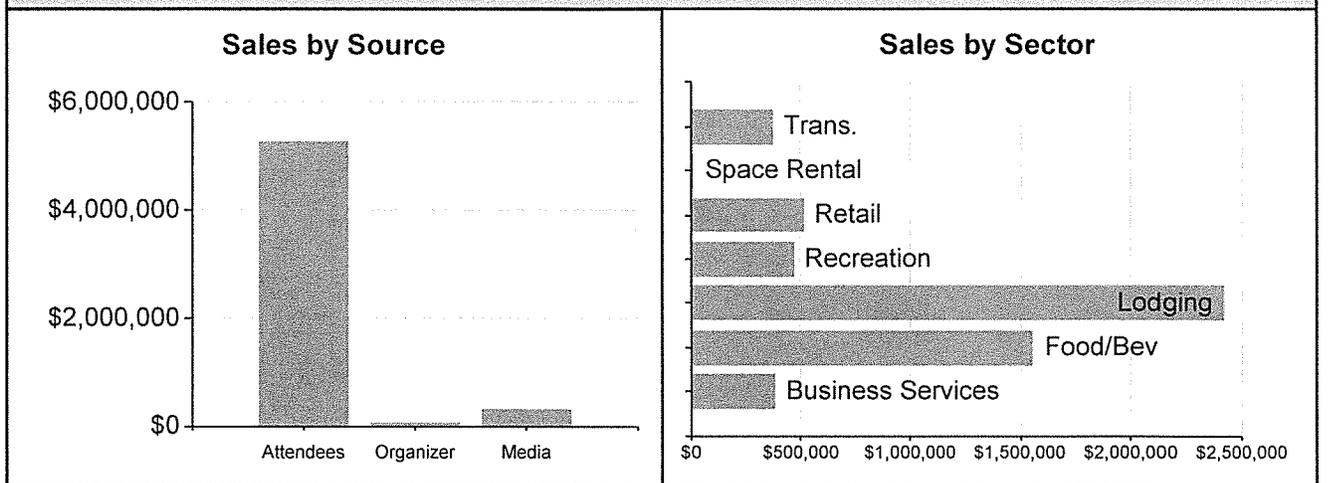
Estimated Room Demand Metrics	
Room Nights (total)	7,573
Room Pickup (block only)	0
Peak Rooms	2,605
Total Visitor Days	18,102

# Event Impact Summary

Destination: Lake George CVB

Event Parameters		Key Results	
Event Name:	Adirondack Hot Air Balloon Festival	Business Sales (Direct):	\$5,726,688
Organization:	same	Business Sales (Total):	\$8,565,929
Event Type:	Other cultural (commemorations, religious, heritage, special interests, parades)	Jobs Supported (Direct):	1,917
Start Date:	9/20/2018	Jobs Supported (Total):	2,244
End Date:	9/23/2018	Local Taxes (Total):	\$408,946
Overnight Attendees:	15000	Net Direct Tax ROI:	\$301,638
Day Attendees:	15000	Estimated Room Demand:	21,802

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$2,398,224	\$22,307	\$0	\$2,420,531
Transportation	\$372,026	\$455	\$1,498	\$373,978
Food & Beverage	\$1,547,259	\$7,558	\$4,225	\$1,559,042
Retail	\$514,870	\$0	\$0	\$514,870
Recreation	\$467,982	\$0	\$0	\$467,982
Space Rental	\$0	\$5,705	\$1,690	\$7,395
Business Services	\$0	\$49,980	\$332,910	\$382,890
<b>TOTAL</b>	<b>\$5,300,361</b>	<b>\$86,004</b>	<b>\$340,322</b>	<b>\$5,726,688</b>

## Event Impact Details

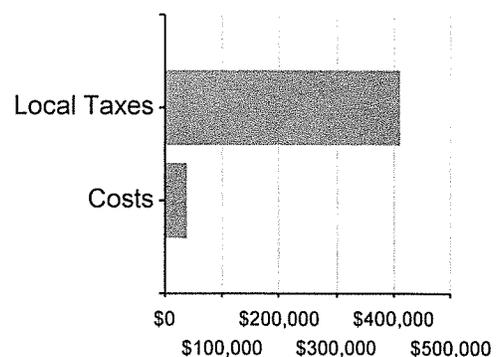
Destination: Lake George CVB

Event Name: Adirondack Hot Air Balloon Festival 2018

Organization: same

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$5,726,688	\$2,839,241	\$8,565,929
<b>Personal Income</b>	\$1,760,999	\$868,514	\$2,629,513
<b>Jobs Supported</b>			
Persons	1,917	327	2,244
Annual FTEs	64	11	75
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$500,260</u>	<u>\$247,503</u>	<u>\$747,763</u>
<u>State Total</u>	<u>\$411,761</u>	<u>\$131,215</u>	<u>\$542,976</u>
sales	\$203,742	\$28,392	\$232,134
income	\$120,051	\$59,208	\$179,259
bed	\$0	-	\$0
other	\$87,969	\$43,614	\$131,583
<u>Local Total (excl. property)</u>	<u>\$341,638</u>	<u>\$67,308</u>	<u>\$408,946</u>
sales	\$152,806	\$21,294	\$174,101
income	\$17,698	\$8,729	\$26,427
bed	\$95,929	-	\$95,929
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$75,204	\$37,286	\$112,490
property tax	\$189,526	\$62,466	\$251,992

Event Return on Investment (ROI)	
<b>Direct local tax ROI (net property taxes)</b>	
Direct Tax Receipts	\$341,638
DMO Hosting Costs	\$40,000
Direct ROI	\$301,638
Net Present Value	\$307,864
Direct ROI (%)	754%
<b>Total local tax ROI (net property taxes)</b>	
Total Local Tax Receipts	\$408,946
Total ROI	\$368,946
Net Present Value	\$376,561
Total ROI (%)	922%



Category	Amount
Local Taxes	\$408,946
Costs	\$40,000

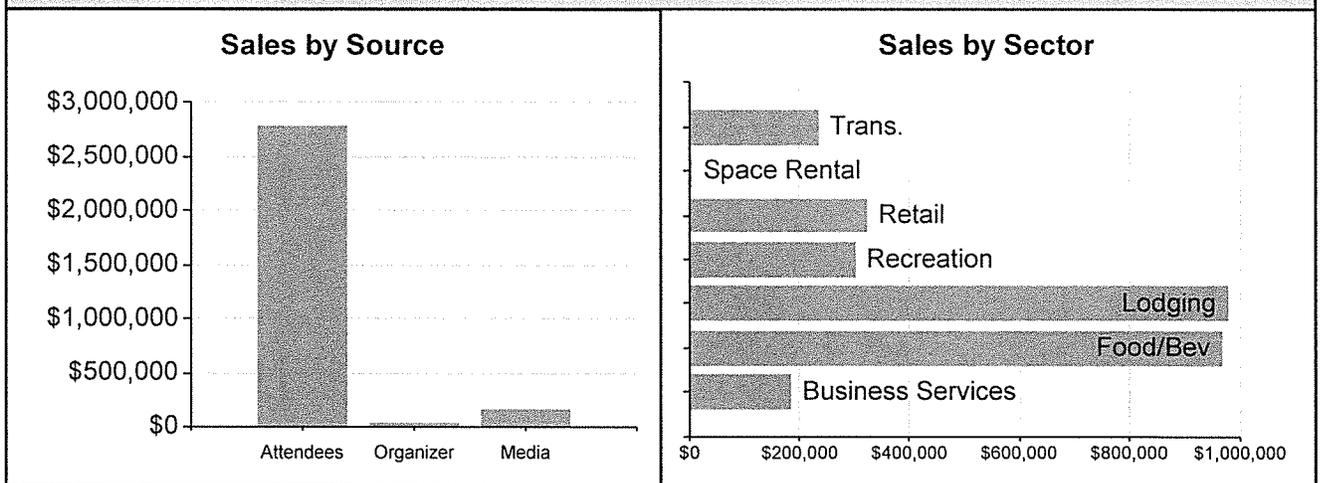
Estimated Room Demand Metrics	
Room Nights (total)	21,802
Room Pickup (block only)	160
Peak Rooms	7,500
Total Visitor Days	54,854

# Event Impact Summary

Destination: Lake George CVB

Event Parameters		Key Results	
Event Name:	2019 Warrensburg Garage Sale	Business Sales (Direct):	\$2,993,971
Organization:	Warrensburg Chamber of Commerce	Business Sales (Total):	\$4,506,002
Event Type:	Other cultural (commemorations, religious, heritage, special interests, parades)	Jobs Supported (Direct):	2,062
Start Date:	10/5/2019	Jobs Supported (Total):	2,360
End Date:	10/6/2019	Local Taxes (Total):	\$203,698
Overnight Attendees:	9056	Net Direct Tax ROI:	\$141,257
Day Attendees:	16819	Estimated Room Demand:	10,193

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$968,325	\$9,818	\$0	\$978,143
Transportation	\$234,101	\$200	\$712	\$235,013
Food & Beverage	\$965,965	\$0	\$2,008	\$967,973
Retail	\$324,285	\$0	\$0	\$324,285
Recreation	\$301,953	\$0	\$0	\$301,953
Space Rental	\$0	\$709	\$803	\$1,512
Business Services	\$0	\$26,842	\$158,252	\$185,093
<b>TOTAL</b>	<b>\$2,794,627</b>	<b>\$37,569</b>	<b>\$161,775</b>	<b>\$2,993,971</b>

## Event Impact Details

Destination: Lake George CVB

Event Name: 2019 Warrensburg Garage Sale 2019

Organization: Warrensburg Chamber of Commerce

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$2,993,971	\$1,512,030	\$4,506,002
<b>Personal Income</b>	\$943,694	\$448,124	\$1,391,818
<b>Jobs Supported</b>			
Persons	2,062	298	2,360
Annual FTEs	34	5	39
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$264,166</u>	<u>\$130,165</u>	<u>\$394,331</u>
<u>State Total</u>	<u>\$217,609</u>	<u>\$68,896</u>	<u>\$286,505</u>
sales	\$107,284	\$15,120	\$122,405
income	\$64,334	\$30,549	\$94,883
bed	\$0	-	\$0
other	\$45,991	\$23,227	\$69,217
<u>Local Total (excl. property)</u>	<u>\$167,998</u>	<u>\$35,700</u>	<u>\$203,698</u>
sales	\$80,463	\$11,340	\$91,804
income	\$9,484	\$4,504	\$13,988
bed	\$38,733	-	\$38,733
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$39,318	\$19,856	\$59,174
property tax	\$99,086	\$33,471	\$132,557

Event Return on Investment (ROI)		
<b>Direct local tax ROI (net property taxes)</b>		
Direct Tax Receipts	\$167,998	
DMO Hosting Costs	\$26,741	
Direct ROI	\$141,257	
Net Present Value	\$144,248	
Direct ROI (%)	528%	
<b>Total local tax ROI (net property taxes)</b>		
Total Local Tax Receipts	\$203,698	
Total ROI	\$176,957	
Net Present Value	\$180,704	
Total ROI (%)	662%	

Estimated Room Demand Metrics	
Room Nights (total)	10,193
Room Pickup (block only)	0
Peak Rooms	4,528
Total Visitor Days	33,000

INPUT FOR EVENT CALCULATOR – SPORTING EVENT

- 1) Number of attendees 14,750
- 2) Geographic reach – the extent to which this event attracts out of town visitors  
Choices: primarily local, Balanced, or primarily out of town (Circle one)
- 3) Out of town share – indicate percentage approximately 72% of the total attendees were from out of town, requiring overnight accommodations.
- 4) Overnight share – percentage of attendees staying in paid accommodations 99% of the overnight attendees stayed in paid accommodations.
- 5) Room Block (optional) – total number contracted for \_\_\_\_\_ used? \_\_\_\_\_
- 6) Average Room rate \$140
- 7) Persons per room avg. of 3.2
- 8) Percentage of overnight attendees arriving by air 0

HOSTING COSTS

- 1) Discounts \_\_\_\_\_
- 2) Cash Incentives (Occupancy Tax award) \$40,000 / 21 weekdays = 1905
- 3) In kind services (dollar value) \_\_\_\_\_ } 100,000
- 4) Budget Allocation (value of time of person hosting the event) \$60,000 / 21 = 2857
- 5) Other \_\_\_\_\_

ORGANIZER SPENDING

(please see the attached budget)

- 1) Food & beverages \_\_\_\_\_
- 2) Audio/Visual \_\_\_\_\_
- 3) Internet \_\_\_\_\_
- 4) Security \_\_\_\_\_
- 5) Other Services \_\_\_\_\_
- 6) Additional Costs \_\_\_\_\_

Event Calculator  
Does not allow  
duration over 90 days.

First quarter  
used 2336 overnight  
1368 Day  
33% local  
140.00 room rate  
3.20 persons / room





Adirondack Sports Complex  
2018 Youth Softball Tournament Teams

18&U

Feb. 9-11, 2018

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3,12 per room)	Day Tripper's (avg of 24 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament	Economic Impact figures *					
													Lodging (21%)	Food (23%)	Trans (7%)	Shopping (17%)	Entertainment (16%)	Other (5%)
Capital District Fusion	Saratoga Springs	NY	12866		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Collar City Fastpitch	Wynantskill	NY	12198		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
CT Mayhem Gold	Vernon	CT	06066	Courtyard Marriott	15	2	30	94		\$163	\$15,257		\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
Ducks Fastpitch	Smithtown	NY	11787	Holiday Inn LG	12	2	24	75		\$163	\$12,205		\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
East Coast Impact Gold	Castleton	NY	12033		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
EC Bombers Elite	Charlton	NY	12019		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Empire State Huskies	Hopewell Junction	NY	12533	Hampton Inn	12	2	24	75		\$163	\$12,205		\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
Express Elite Gold	Clifton Park	NY	12065		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Greylock Thunder	Adams	MA	01220	The Queensbury	8	2	16	50		\$163	\$8,137		\$2,240	\$1,481	\$486	\$1,029	\$1,167	\$840
Hudson Valley Hurricanes	West Nyack	NY	10994	Comfort Suites	10	2	20	62		\$163	\$10,171		\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051
Hudson Valley Hurricanes	West Nyack	NY	10994	Comfort Suites	1	1	1	3		\$163	\$821		\$140	\$93	\$30	\$64	\$73	\$53
LI Rebels	Farmingville	NY	11738	Sleep Inn	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
LI Rebels	Farmingville	NY	11738	Sleep Inn	1	1	1	3		\$163	\$821		\$140	\$93	\$30	\$64	\$73	\$53
Ramapo Rage	Sloatsburg	NY	10974	Country Inn & Suites	3	2	6	19		\$163	\$3,051		\$840	\$555	\$182	\$386	\$438	\$315
Ramapo Rage	Sloatsburg	NY	10974	Country Inn & Suites	7	1	7	22		\$163	\$5,749		\$980	\$648	\$213	\$450	\$511	\$368
SC Hurricanes Black	Clifton Park	NY	12065		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Ulster Fillies	Kingston	NY	12401	Hampton Inn	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
Westchester Heat	New Rochelle	NY	10804	Holiday Inn Express	7	2	14	44		\$163	\$7,120		\$1,960	\$1,296	\$426	\$900	\$1,021	\$735
Westchester Heat	New Rochelle	NY	10804	Holiday Inn Express	3	1	3	9		\$163	\$2,464		\$420	\$278	\$91	\$193	\$219	\$158
Young guns	Yorktown	NY	10598	The Queensbury	3	2	6	19		\$163	\$3,051		\$840	\$555	\$182	\$386	\$438	\$315
Young guns	Yorktown	NY	10598	The Queensbury	10	1	10	31		\$163	\$8,213		\$1,400	\$926	\$304	\$643	\$730	\$525

16

114 206 643

\$140,517

144

14&U

Feb. 16-18, 2018

Brewster Rockets	Pawling	NY	12564	Clarion	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
CT Bombers Black	Niantic	CT	06357	Hampton Inn	10	1	10	31		\$163	\$8,213		\$1,400	\$926	\$304	\$643	\$730	\$525
CT Shoreline Sting Blue	North Branford	CT	06471	Holiday Inn Express	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
CT Titans Blue	East Hartford	CT	06118	Country Inn & Suites	14	2	28	87		\$163	\$14,240		\$3,920	\$2,592	\$851	\$1,801	\$2,043	\$1,471
Dutchess Debs Black	Ulster Park	NY	12487	Comfort Suites	12	1	12	37		\$163	\$9,856		\$1,680	\$1,111	\$365	\$772	\$876	\$630
Electric City Bombers Elite	Voorheesville	NY	12186		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Empire State Huskies	Yorktown	NY	10598	Holiday Inn Express	10	2	20	62		\$163	\$10,171		\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051
Infinity Shock	Schenectady	NY	12308		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Lady Bombers	Duanesburg	NY	12056		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Lady Bombers '04	East Greenbush	NY	12061		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Lakeshore Eclipse	Lake View	NY	14085	Country Inn & Suites	12	2	24	75		\$163	\$12,205		\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
LI Hurricanes Lightning	Islip	NY	11751	Courtyard Marriott	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
LI Hurricanes Lightning	Islip	NY	11751	The Queensbury	1	2	2	6		\$163	\$1,017		\$280	\$185	\$61	\$129	\$146	\$105
Miss Shen Alliance Select	Clifton Park	NY	12065		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
MW Crusaders 04	Monroe	NY	10950	Holiday Inn Express	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
Rotterdam Reign	Schenectady	NY	12303		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Ulster Fillies	Ulster Park	NY	12487	Holiday Inn LG	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
Ulster Fillies	Ulster Park	NY	12487	Holiday Inn LG	2	1	2	6		\$163	\$1,643		\$280	\$185	\$61	\$129	\$146	\$105

16

118 212 661

\$144,193

144

12&U

Feb. 23-25, 2018

CT Bombers Black	Lebanon	CT	06249	Hampton Inn	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
CT Shoreline Sting Blue	North Branford	CT	06471	Country Inn & Suites	12	2	24	75		\$163	\$12,205		\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
Dirt Dawgs Gold	No Attleboro	MA	02760	Comfort Suites	12	2	24	75		\$163	\$12,205		\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
Dutchess Debs	Hyde Park	NY	12538	Country Inn & Suites	10	2	20	62		\$163	\$10,171		\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051
Electric City Bombers	Clifton Park	NY	12065		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Empire State Huskies-Becker	Mahopac	NY	10541	Holiday Inn Express	15	2	30	94		\$163	\$15,257		\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
Empire State Huskies - Corbin	Millbrook	NY	12545	Holiday Inn Express	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
Empire State Huskies Hostle	Wappingers Falls	NY	12590	Comfort Suites	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
Jersey Girls	Little Falls	NJ	07424	Country Inn & Suites	11	2	22	69		\$163	\$11,188		\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
Lil Crush	East Islip	NY	11730	Country Inn & Suites	5	3	15	47		\$163	\$7,628		\$2,100	\$1,389	\$456	\$965	\$1,094	\$788
Lil Crush	East Islip	NY	11730	Country Inn & Suites	6	2	12	37		\$163	\$6,103		\$1,680	\$1,111	\$365	\$772	\$876	\$630
Miss Shen Thunder	Ballston Lake	NY	12019		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
NJ Pride	Bloomfield	NJ	07003	Marriott	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
North Jersey Rangers	Mahwah	NJ	07430	Hampton Inn	15	2	30	94		\$163	\$15,257		\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
RI Bombers Elite	Warwick	RI	02888	Sleep Inn	15	2	30	94		\$163	\$15,257		\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
Seymour Tradition White	Seymour	CT	06483	Clarion	13	2	26	81		\$163	\$13,223		\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
Ulster Fillies	New Paltz	NY	12561	Holiday Inn Lake George	9	1	9	28		\$163	\$7,392		\$1,260	\$833	\$274	\$579	\$657	\$473

16

175 346 1080

\$188,401

149

**Adirondack Sports Complex  
2018 Youth Softball Tournament Teams**

16&U/18&U

March 9-11, 2018

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3.12 per room)
Adirondack Xtreme Gold	So Glens Falls	NY	12803		0	0	0	0
CT Bombers White	Lebanon	CT	06249	Hampton	6	2	12	37
CT Bombers White	Lebanon	CT	06249	Hampton	6	1	6	19
CT Eliminators Elite	North Haven	CT	06473	Queensbury Hotel	12	2	24	75
CT Freedom Elite	Columbia	CT	06237	Holiday Inn Express	14	2	28	87
CT Fury	Fairfield	CT	06825	Marriott	15	2	30	94
CT Legends	New Haven	CT	06512	Marriott	9	2	18	56
CT Mayhem Gold	Vernon	CT	06066	Marriott	12	2	24	75
CT Mayhem Gold	Vernon	CT	06066	Marriott	1	1	1	3
CT Mirage Elite	Enfield	CT	06082	Comfort Suites	10	2	20	62
CT Titans Blue	Bristol	CT	06010	Country Inn & Suites	12	2	24	75
CT Titans Green	Morris	CT	06763	Country Inn & Suites	13	2	26	81
CT Titans Green	Morris	CT	06763	Country Inn & Suites	1	1	1	3
Duchess Debs Elite	Red Hook	NY	12571	Hampton	10	1	10	31
Greylock Thunder	Adams	MA	01220	Queensbury Hotel	8	2	16	50
NWS Elite 16U	Agawam	MA	01001	Sleep Inn	12	2	24	75
NWS Elite 18U	Somers	CT	06071	Comfort Suites	6	2	12	37
NWS Elite 18U	Somers	CT	06071	Comfort Suites	5	1	5	16
Randolph Rage	Randolph	NJ	07869	Queensbury Hotel	13	2	26	81
Ulster Fillies	Kingston	NY	12401	Holiday Inn Lk George	12	2	24	75
<b>16</b>					<b>177</b>		<b>331</b>	<b>1033</b>

Day Tripper's (avg of 24 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament
24	\$100	\$4,812	
	\$163	\$6,103	
	\$163	\$4,928	
	\$163	\$12,205	
	\$163	\$14,240	
	\$163	\$15,257	
	\$163	\$9,154	
	\$163	\$12,205	
	\$163	\$821	
	\$163	\$10,171	
	\$163	\$12,205	
	\$163	\$13,223	
	\$163	\$821	
	\$163	\$8,213	
	\$163	\$8,137	
	\$163	\$12,205	
	\$163	\$6,103	
	\$163	\$4,107	
	\$163	\$13,223	
	\$163	\$12,205	
<b>24</b>			<b>\$180,339</b>

**Economic Impact figures \***

Lodging (21%)	Food (23%)	Trans (7%)	Shopping (17%)	Entertainment (16%)	Other (5%)
\$0	\$1,424	\$468	\$992	\$1,123	\$808
\$1,680	\$1,111	\$365	\$772	\$876	\$630
\$840	\$555	\$182	\$386	\$438	\$315
\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
\$3,920	\$2,592	\$851	\$1,801	\$2,043	\$1,471
\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
\$2,520	\$1,666	\$547	\$1,158	\$1,313	\$946
\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
\$140	\$93	\$30	\$64	\$73	\$53
\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051
\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
\$140	\$93	\$30	\$64	\$73	\$53
\$1,400	\$926	\$304	\$643	\$730	\$525
\$2,240	\$1,481	\$486	\$1,029	\$1,167	\$840
\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
\$1,680	\$1,111	\$365	\$772	\$876	\$630
\$700	\$463	\$152	\$322	\$365	\$263
\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
<b>24</b>					

14&U

March 16-18, 2018

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3.12 per room)
Brunswick Blitz	Croseyville	NY	12052		0	0	0	0
Capital Region Reign	Albany	NY	12205		0	0	0	0
Classic Lassies Xplosion	West Sand Lake	NY	12196		0	0	0	0
Colonie Crusaders	Albany	NY	12205		0	0	0	0
CT Seahawks '04	Monroe	CT	06468	Comfort Suites	13	2	26	81
Lady Reds	Valatie	NY	12184		0	0	0	0
Lady Wildcat Premier	West Spring	MA	01089	Clarion	11	2	22	69
Mid Hudson Rebels Blue	Stone Ridge	NY	12484	Comfort Suites	11	2	22	69
Mid Hudson Rebels Red	Greenville	NY	12083	Clarion	2	2	4	12
Mid Hudson Rebels Red	Greenville	NY	12083	Clarion	8	1	8	25
RI Rebels	New Bedford	MA	02740	Clarion	10	2	20	62
Rotterdam Rush	Pattersonville	NY	12137		0	0	0	0
Saratoga Thunder	Saratoga Springs	NY	12866		0	0	0	0
Saratoga Thunder Blue	Ballston Spa	NY	12020		0	0	0	0
Seymour Tradition	Seymour	CT	06483	Clarion	15	2	30	94
Shoreline Sting	West Hartford	CT	06107	Queensbury Hotel	12	2	24	75
Shoreline Sting	West Hartford	CT	06107	Queensbury Hotel	1	1	1	3
<b>15</b>					<b>83</b>		<b>157</b>	<b>490</b>

Day Tripper's (avg of 24 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$163	\$13,223	
24	\$100	\$4,812	
24	\$163	\$11,188	
24	\$163	\$11,188	
24	\$163	\$2,034	
24	\$163	\$6,571	
24	\$163	\$10,171	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$163	\$15,257	
24	\$163	\$12,205	
24	\$163	\$821	
<b>14</b>			<b>\$121,155</b>

12&U

March 23-25, 2018

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3.12 per room)
Ascent 12U	Corning	NY	14830	Holiday Inn Lake George	8	2	16	50
Ascent 12U	Corning	NY	14830	Holiday Inn Lake George	1	1	1	3
Adirondack USSSA Pride	Queensbury	NY	12804		0	0	0	0
Adirondack Xtreme White	Warrensburg	NY	12885		0	0	0	0
Classic Lassie Eclipse	West Sand Lake	NY	12196		0	0	0	0
CT Bombers Teal	N Franklin	CT	06254	Hampton Inn	12	2	24	75
CT Seahawks	Monroe	CT	06468	holiday Inn Express	14	2	28	87
Electric City Bombers	Clifton Park	NY	12065		0	0	0	0
Miss Scotties Pride	Malta	NY	12020		0	0	0	0
NC Chaos Cryptonite	Valatie	NY	12184	Country Inn & Suites	7	2	14	44
NC Chaos Cryptonite	Valatie	NY	12184	Country Inn & Suites	1	1	1	3
North Jersey Vipers	Harrington Falls	NJ	07640	Marriott	14	2	28	87
NY Diamond Girls	Cheektowaga	NY	14227	Comfort Suites	9	2	18	56
NY Diamond Girls	Cheektowaga	NY	14227	Comfort Suites	2	1	2	6
Saratoga Thunder 05	Wilton	NY	12831		0	0	0	0
Saratoga Thunder 06	Wilton	NY	12831		0	0	0	0
Seymour Tradition Blue	Bethany	CT	06524	Clarion Inn	12	2	24	75
Southern Tier Thunder	Elmira	NY	14903	Holiday Inn Express	9	2	18	56
Southern Tier Thunder	Elmira	NY	14903	Holiday Inn Express	2	1	2	6
Wildcats '05	Cherishire	CT	06410	Holiday Inn Express	11	2	22	69
<b>16</b>					<b>102</b>		<b>198</b>	<b>618</b>

Day Tripper's (avg of 24 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament
	\$163	\$8,137	
	\$163	\$821	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$163	\$12,205	
24	\$163	\$14,240	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$163	\$9,120	
24	\$163	\$821	
24	\$163	\$14,240	
24	\$163	\$9,154	
24	\$163	\$1,643	
24	\$100	\$4,812	
24	\$100	\$4,812	
24	\$163	\$12,205	
24	\$163	\$9,154	
24	\$163	\$1,643	
24	\$163	\$11,188	
<b>16</b>			<b>\$196,256</b>



**Adirondack Sports Complex  
2018 Youth Softball Tournament Teams**

14&U

July 13-15, 2018

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3.12 per room)	Day Tripper's (avg of 24 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament	Economic Impact figures *					
													Lodging (21%)	Food (23%)	Trans (7%)	Shopping (17%)	Entertainment (16%)	Other (5%)
Adirondack Avalanche	So Glens Falls	NY	12803		0	0	0	0	24	\$100	\$4,812		\$0	\$1,424	\$468	\$992	\$1,123	\$808
Clarence Red Devils Black	Clarence Center	NY	14032	Comfort Suites	11	2	22	69		\$163	\$11,188	\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156	
CT Hornets	Branford	CT	06405	Holiday Inn Express	13	2	26	81		\$163	\$13,223	\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366	
CT Seahawks '04	Monroe	CT	06468	Comfort Suites	11	2	22	69		\$163	\$11,188	\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156	
Mid Hudson Rebels	Stonebridge	NY	12484	Red Roof	8	2	16	50		\$163	\$8,137	\$2,240	\$1,481	\$486	\$1,029	\$1,167	\$840	
Montgomery Mavericks Gree	Skillman	NJ	08558	Country Inn & Suites	10	2	20	62		\$163	\$10,171	\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051	
Northeast Hurricanes	Hudson Falls	NY	12839		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808	
OC Bombers	Middletown	NY	10941	Clarion Inn	6	2	12	37		\$163	\$6,103	\$1,680	\$1,111	\$365	\$772	\$876	\$630	
Pomeranig Panthers	Middlebury	CT	06762	Best Western Lk George	10	3	30	94		\$163	\$15,257	\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576	
Saratoga Thunder Red	Saratoga Springs	NY	12866		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808	
Valley Venom '03	Eynon	PA	18403	Hampton Inn	9	3	27	84		\$163	\$13,731	\$3,780	\$2,500	\$821	\$1,736	\$1,970	\$1,418	
Vermont Rockets	Colchester	VT	05446	Clarion Inn	12	2	24	75		\$163	\$12,205	\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261	
Vermont Storm White	Essex JCT	VT	05452	Sleep In & Suites	12	2	24	75		\$163	\$12,205	\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261	
16					102		223	696				\$127,845						

16&U

July 20-22, 2018

Adirondack Avalanche Ice	Queensbury	NY	12804		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Adirondack Avalanche Select	So Glens Falls	NY	12803		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
BVSA Lady Titans	Trumbull	CT	06611	Holiday Inn Express	13	2	26	81		\$163	\$13,223	\$3,640	\$2,407	\$790	\$1,672	\$1,897	\$1,366
CT Seahawks	Westport	CT	06880	Mohican	12	2	24	75		\$163	\$12,205	\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
Dutchess Divas	Wappinger	NY	12590	Motel Montreal	9	1	9	28		\$163	\$7,392	\$1,260	\$833	\$274	\$579	\$657	\$473
Greylock Thunder	Adams	MA	01220		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Hudson Valley Wildcats	Warick	NY	10990	Holiday Inn Express	2	2	4	12		\$163	\$2,034	\$560	\$370	\$122	\$257	\$292	\$210
Hudson Valley Wildcats	Warick	NY	10990	Holiday Inn Express	1	1	1	3		\$163	\$821	\$140	\$93	\$30	\$64	\$73	\$53
Hudson Valley Wildcats	Warick	NY	10990	Holiday Inn Express	7	3	21	66		\$163	\$10,680	\$2,940	\$1,944	\$638	\$1,351	\$1,532	\$1,103
Northern Columbia CHAOS	Valatie	NY	12184		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
ProSwing Lady Pride	Port Chester	NY	10573	Clarion Inn	1	2	2	6		\$163	\$1,017	\$280	\$185	\$61	\$129	\$146	\$105
ProSwing Lady Pride	Port Chester	NY	10573	Clarion Inn	2	2	4	12		\$163	\$2,034	\$560	\$370	\$122	\$257	\$292	\$210
ProSwing Lady Pride	Port Chester	NY	10573	Country Inn & Suites	1	2	2	6		\$163	\$1,017	\$280	\$185	\$61	\$129	\$146	\$105
ProSwing Lady Pride	Port Chester	NY	10573	Country Inn & Suites	2	2	4	12		\$163	\$2,034	\$560	\$370	\$122	\$257	\$292	\$210
Sandlot Saints	Williamsville	NY	14221	Mohican	8	4	32	100		\$163	\$16,274	\$4,480	\$2,963	\$973	\$2,058	\$2,335	\$1,681
Sandlot Saints	Williamsville	NY	14221	Mohican	4	2	8	25		\$163	\$4,068	\$1,120	\$741	\$243	\$514	\$584	\$420
Seymour Tradition	West Deptfo	NJ	08086	Clarion Inn	10	3	30	94		\$163	\$15,257	\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
The Cage Daredevils	Middle Village	NY	11379	Best Western Lk George	15	2	30	94		\$163	\$15,257	\$4,200	\$2,777	\$912	\$1,929	\$2,189	\$1,576
Turn Two Gold Glovers	Amsterdam	NY	12010		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Valley Storm	Greenfield	MA	01372		0	0	0	0	24	\$100	\$4,812	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Vermont Rockets	Colchester	VT	05446	Clarion Inn	5	2	10	31		\$163	\$5,086	\$1,400	\$926	\$304	\$643	\$730	\$525
Wheatfield Nitro	North Tonawanda	NY	14120	Home 2 Suites	6	2	12	37		\$163	\$6,103	\$1,680	\$1,111	\$365	\$772	\$876	\$630
Wheatfield Nitro	North Tonawanda	NY	14120	Home 2 Suites	6	3	18	56		\$163	\$9,154	\$2,520	\$1,666	\$547	\$1,158	\$1,313	\$946
16					104		237	739				\$152,529					

16&U/18&U

Nov. 16-18, 2018

Central Mass Crushers	Holden	MA	01520	Hampton Inn & Suites	11	2	22	69		\$547	\$37,560	\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
Conklin Raiders	Pine City	NY	14871	Holiday Inn Express	6	1	6	19		\$547	\$10,244	\$840	\$555	\$182	\$386	\$438	\$315
Ulster Fillies 18U	Stone Ridge	NY	12454	Holiday Inn Turf LG	5	1	5	16		\$547	\$10,100	\$700	\$463	\$152	\$322	\$365	\$263
Ulster Fillies 18U	Stone Ridge	NY	12454	Holiday Inn Turf LG	9	2	18	56		\$547	\$30,731	\$2,520	\$1,666	\$547	\$1,158	\$1,313	\$946
Colonie Stampede	Albany	NY	12209	N/A	0	0	0	0	24	\$0	\$0	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Frozen Ropes Ice Black	Ashland	MA	01721	Courtyard Marriott	22	2	44	137		\$547	\$75,120	\$6,160	\$4,074	\$1,338	\$2,830	\$3,210	\$2,311
Frozen Ropes Ice Black	Ashland	MA	01721	Courtyard Marriott	1	1	1	3		\$547	\$821	\$140	\$93	\$30	\$64	\$73	\$53
CT Freedom Elite	Columbia	CT	06237	Holiday Inn Express	11	2	22	69		\$547	\$37,560	\$3,080	\$2,037	\$669	\$1,415	\$1,605	\$1,156
NWS Elite U16	Somers	CT	06071	Comfort Inn & Suites	10	2	20	62		\$547	\$34,145	\$2,800	\$1,852	\$608	\$1,286	\$1,459	\$1,051
Frozen Ropes Ice Blue 18U	Natick	MA	01760	Courtyard Marriott	12	2	24	75		\$547	\$40,974	\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
Frozen Ropes Ice Blue 18U	Natick	MA	01760	Courtyard Marriott	2	1	2	6		\$547	\$4,040	\$280	\$185	\$61	\$129	\$146	\$105
Greylock Thunder	Adams	MA	01220	Queensbury Hotel	6	1	6	19		\$547	\$12,120	\$840	\$555	\$182	\$386	\$438	\$315
EC Express	Clifton Park	NY	12065	N/A	0	0	0	0	24	\$0	\$0	\$0	\$1,424	\$468	\$992	\$1,123	\$808
KP Hurricanes	Clifton Park	NY	12065	N/A	0	0	0	0	24	\$0	\$0	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Greylock Thunder	Adams	MA	01220	Baymont Inn	5	2	10	31		\$547	\$17,073	\$1,400	\$926	\$304	\$643	\$730	\$525
Greylock Thunder	Adams	MA	01220	Queensbury Hotel	2	2	4	12		\$547	\$6,829	\$560	\$370	\$122	\$257	\$292	\$210
Greylock Thunder	Adams	MA	01220	Comfort Inn & Suites	1	2	2	6		\$547	\$3,415	\$280	\$185	\$61	\$129	\$146	\$105
Electric City Bombers Elite 18	Charlton	NY	12019	N/A	0	0	0	0	24	\$0	\$0	\$0	\$1,424	\$468	\$992	\$1,123	\$808
Dutchess Debs Gold	Hopewell Junction	NY	12533	Country Inn & Suites	12	2	24	75		\$547	\$40,974	\$3,360	\$2,222	\$730	\$1,543	\$1,751	\$1,261
12	12				115		210	655				\$360,884					

16&U/18&U



Adirondack Sports Complex  
2018 Youth Softball Tournament Teams

Team Name	City	State	Zip	Hotel	# of Rooms	# of Nights	Total Room Nights	Total # of Bed Nights (avg of 3.12 per room)	Day Tripper's (avg of 2.4 per team)	Economic Impact per visitor per day*	Total Economic Impact per team	Total Economic Impact / Tournament	Economic Impact figures *						
													Lodging (21%)	Food (23%)	Trans (7%)	Shopping (17%)	Entertainment (16%)	Other (5%)	
<b>Total # of Rooms, Room Nights &amp; Bed Nights:</b>					<b>2,222</b>	<b>4,252</b>	<b>13,266</b>	<b>Total Economic Impact:</b>					<b>\$3,055,371</b>	\$579,469	\$528,453	\$173,513	\$367,379	\$416,499	\$299,462
<b>Average # of Rooms, Room Nights &amp; Bed Nights per Tournament:</b>					<b>106</b>	<b>202</b>	<b>632</b>	<b>Avg. Impact / Tournament:</b>					<b>\$145,494</b>	\$27,593	\$25,164	\$8,263	\$17,494	\$19,833	\$14,260

\* Economic Impact figures based on Toursim Economics, an Oxford Economics Company

Day Trip: \$100.25

Overnight: \$163.00

"The Economic Impact of Tourism in New York, 2011 Calendar Year, Adirondack Focus", which uses an Average Spending per Person per of :

Local teams (no hotel)	100	28%
NY over night teams	130	37%
(Canada) CA	0	0%
CT	67	19%
MA	32	9%
NJ	14	4%
PA	1	0%
RI	7	2%
VT	4	1%
<b>Total Overnight Teams:</b>	<b>255</b>	<b>72%</b>
<b>Total Teams:</b>	<b>355</b>	



## EVENT QUESTIONNAIRE

Name of Event: 2018 ADKSC Winter & Summer Youth Softball Tournaments

Dates the event was held: 23 weekends between January 1<sup>st</sup> and December 28<sup>th</sup>

Location where the event was held: Adirondack Sports Complex

Number of attendees: approximately 14,750

Number of lodging rooms utilized for the event: 13,762 bed nights

How was "the number of lodging rooms utilized" arrived at? the hotel reservation and bed night counts were provided by each of the team managers and these figures were then confirmed by each hotel.

Length of stay per guest: Approximately 4% of the teams were here overnight for three or more nights (most during the summer tournaments); 66% were overnight Friday and Saturday nights, and 30% were overnight Saturday night.

Economic Impact \$3,055,371 This figure was calculated using the 2011 Warren County Tourism Department's "Average Daily Spending 2011" figures

What other municipalities granted you funds for this event? None

Per your contract, please return this form with the following:

- 1) signed voucher and backup (invoices and copies of ads/printed materials bearing our logo) for the amount that you are submitting for reimbursement,
- 2) final income statement for the event,
- 3) list of zip codes of the attendees and a short description of how successful you feel the event was. (This is the performance report required by your contract.)

**THANK YOU IN ADVANCE FOR YOUR COOPERATION!**

**Warren County Tourism Department • 1340 Route 9 • Municipal Center  
Lake George, NY 12845-9803  
518-761-6370 • FAX: 518-761-6368  
VisitLakeGeorge.com • grantl@co.warren.ny.us**

**WARREN COUNTY TOURISM DEPARTMENT • 518-761-6366 • VISITLAKEGEORGE.COM  
1340 STATE ROUTE 9 • MUNICIPAL CENTER • LAKE GEORGE, NEW YORK 12845**



ADIRONDACK SPORTS COMPLEX  
 326 Sherman Avenue  
 Queensbury, NY 12804

T: 518.743.1086  
 F: 518.743.1247

## 2018 Travel Team Fastpitch Softball Tournaments - Proposed Budget

### 2018 Tournament Dates:

Jan. 5-7: 14U	Feb. 16-18: 14U	June 8-10: 14U	July 20-22: 16U
Jan. 12-14: 16U	Feb. 23-25: 12U	June 15-17: 16U	Sept. 22-24: 12U/14U
Jan. 19-21: 12U	Mar. 9-11: 16U/18U	June 22-24: 23U	Sept 29 - Oct 1: 16U/18U
Jan. 26-28: 14U	Mar. 16-18: 14U	June 29 - July 1: 18U	Nov. 17-19: 16U/18U
Feb. 2-4: 16U	Mar. 23-25: 120U	July 6-8: 10U/12U	Dec. 1-3: 12U/14U
Feb. 9-11: 18U	April. 6-8: 10U	July 13-15: 14U	Dec. 8-10: 16/18U
			Dec. 15-17: 14U

<u>REVENUES</u>	<u>Proposed</u>	<u>Actual</u>
- Registration fees	\$240,460.00	\$228,397.00
- Sponsorships	\$2,500.00	\$1,000.00
- Occupancy Tax Support		
- Warren County	\$40,000.00	\$40,000.00
<b>TOTAL REVENUES:</b>	<b>\$282,960.00</b>	<b>\$269,397.00</b>

### EXPENSES

#### *Administration*

- Advertising and Promotion	\$6,825.00	\$6,800.00
- Printing	\$1,138.00	\$1,058.00
- Supplemental Staff	\$62,750.00	\$63,250.00
- Phone	\$357.00	\$357.00
- Postage & mailing	\$300.00	\$300.00
- Website, on-line registration & tournament man	\$2,575.00	\$3,500.00
- Sanctioning Fees	\$2,750.00	\$2,550.00
- Awards	\$5,688.00	\$5,688.00

#### *Officials*

- Officials	\$89,440.00	\$72,710.00
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#### *Facility/Other*

- Equipment & Supplies	\$3,133.00	\$3,676.00
- Utility Costs	\$81,500.00	\$84,264.00
- Temporary Restroom Facilities	\$800.00	\$250.00
- Signage	\$1,500.00	\$1,000.00
- Field Maintenance	\$15,444.00	\$15,444.00
- Temporary / Safety Fencing	\$1,000.00	\$896.00
- Softballs	\$7,260.00	\$7,260.00

#### *Miscellaneous*

	\$500.00	\$394.00
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<b>TOTAL EXPENSES:</b>	<b>\$282,960.00</b>	<b>\$269,397.00</b>
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**OCCUPANCY TAX EVENT FUNDING APPLICATIONS**

**COMPARISON 2005 - 2020**

	A	B	C	D	E	F	H	I	J	K	L	M	N	O	P	Q	R	S
1	OCCUPANCY TAX EVENT FUNDING APPLICATIONS																	
2	NAME OF ORGANIZATION	NAME OF EVENT	REC'D. 2005	REC'D 2006	REC'D 2007	REC'D 2008	REC'D 2009	REC'D 2010	REC'D 2011	REC'D 2012	REC'D 2013	REC'D 2014	REC'D 2015	REC'D 2016	REC'D 2017	REC'D 2018	REC'D 2019	AWARDED 2020
3	398 Group	American Music Festival for the Lake											5,500.00					
4	Adirondack Festivals, LLC	Wine & Food Festival											8,500.00	8,500.00	10,000.00	10,000.00	40,000.00	35,000.00
5	Adirondack Folk School, Inc.	Saturday night speakers and demonstrations							2,000.00	1,999.96	1,500.00	1,100.00						
6	Adirondack Folk School, Inc.	Christkindlmarkt															10,000.00	35,000.00
7	Adirondack Hot Air Balloon Festival	Adirondack Balloon Festival					20,000.00	20,000.00	26,000.00	25,000.00	25,000.00	40,000.00	25,000.00	23,000.00	40,000.00	40,000.00	40,000.00	35,000.00
8	Adirondack Living Show, LLC	Adirondack Living Show							2,000.00	2,000.00								
9	Adirondack Marathon, Inc.	Adirondack Marathon Distance Festival													4,000.00			
10	Adirondack Northstars	Girls' Hockey Tournament		6,600.00	4,250.00													
11	Adirondack Promotions, LLC	Lake George "Elvis" Festival -see LG Reg. Events below					8,000.00	6,000.00										
12	Adirondack Promotions, LLC	Lake George's Got Talent					2,000.00											
13	Adirondack Promotions, LLC/ Mannix	2010 Lake George.com Family Fun Festival						8,000.00										
14	Adirondack Pub & Brewery, Inc.	Lake George Village Oktoberfest & Fall Festival										2,000.00						
15	Adirondack Race Mgmt, LLC	Lake George Triathlon Festival - see Adk. Triathlon Club							7,000.00	11,000.00	22,000.00	14,000.00	5,500.00				9,000.00	10,000.00
16	Adirondack Sports Complex	National LaCrosse Championships		13,000.00														
17	Adirondack Sports Complex	ADKSC Winter & Summer Youth Softball						10,000.00	13,000.00	20,000.00	25,000.00		20,000.00	20,000.00	40,000.00	40,000.00	40,000.00	40,000.00
18	Adirondack Theatre Festival	Professional Theatre - Summer Festival	10,000.00	15,000.00		15,000.00	11,000.00	10,000.00	5,000.00	5,000.00	5,500.00	5,500.00	5,500.00	7,500.00	10,000.00			
19	Adirondack Triathlon Club, Inc.	Lake George Triathlon		4,000.00	3,400.00	3,500.00												
20	Adirondack Wedding Association	Annual Bridal Weekend						1,000.00										
21	Albany Rods & Kustoms, Inc.	Adirondack Nationals Car Show				18,000.00	20,000.00	15,000.00	14,000.00	25,000.00	27,500.00	33,000.00	30,000.00	28,000.00	25,000.00	25,000.00	25,000.00	25,000.00
22	Americade, Inc.	Americade Motorcycle Touring Rally	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	45,000.00	50,000.00	50,000.00	50,000.00
23	Americade, Inc.	Block Party															5,000.00	5,000.00
24	Anthem Thermal Solutions, LLC	2012 Tour of the Adirondacks								8,000.00								
25	Antique & Classic Boat Society, Inc.	Lake George Rendezvous Vintage Boat Show			5,100.00					1,000.00	1,000.00	900.00						
26	Bolton Landing Chamber	Girlfriends' Getaway						10,000.00	7,000.00	6,000.00	5,000.00	4,000.00						
27	Bolton Landing Chamber	Crossroads of the French & Indian War								10,000.00	9,000.00	6,500.00						
28	Calgary Flames ECHL, Inc. dba Adirondack Thunder	2017 CCM/ECL All-Star Classic													5,000.00			
29	Centurion Cycling New York, Inc.	Centurion - previously LG Regional Chamber of Commerce												cancelled				
30	Champion Services Group Inc.	Adk. Regional Cheerleading					1,500.00											
31	Chapman Historical Museum	The Road to Lake George		12,956.50														
32	Conklin Portfolio, LLC	Warrior Run on West Mountain																
33	Cornell Cooperative Extension	Sustainable Living Expo and Youth Fair			1,000.00	2,000.00	1,000.00											
34	Destinations of NYS, Inc.	Warren County Fam Tour										3,500.00	5,000.00					
35	Duffy's on Lake George, Inc.	Irish Festival & Parade								1,000.00	1,000.00	2,250.00						
36	Eastern NY Marine Trades Assoc.	Great Upstate Boat Show		2,500.00					1,200.00	1,500.00	1,500.00	3,750.00						
37	Experimental Aircraft Association	Air Show	1,337.78															
38	Firemen's Assoc. of the State of NY	Assoc's Nat'l Benefit Summit & Fall Nat'l Vol. Fire Council Mtg								9,000.00								
39	Foundation for the Advancement of Dev. Disabled Persons, Inc.	Beach Volleyball Tournament					2,500.00		1,000.00	1,000.00	1,000.00	900.00						
40	Friends of East Field Ltd.	USCAA Small College World Series/games													5,000.00			
41	Full Housepitality LLC	Lake George Harvest Festival												15,000.00				
42	Glens Falls (city of)	NYS Special Olympics - Fall Games 2011								3,100.00								
43	Glens Falls (city of)	Holiday Hometown Celebration																
44	Glens Falls (city of)	Western Weekend Festival						4,260.12										
45	Glens Falls (city of) & Committee	"Have a Seat in Glens Falls"						5,000.00										
46	Glens Falls American Legion Post 233	Coopers Cave Baseball Tournament								1,000.00	cancelled							
47	Glens Falls Community Theatre	NYS 2006 Theater Assoc. Festival		5,000.00														
48	Glens Falls Golden Eagles	Baseball - East Field	12,880.00	10,000.00														
49	Glens Falls Soap Box Derby	Soap Box Derby		8,300.00														
50	Glens Falls Symphony Orchestra	Summer Pops Concert										1,500.00						
51	Gore Mtn. Regional Chamber	Adirondack Adventure Festival						9,000.00	4,000.00	4,766.80	3,000.00	1,500.00						
52	Gore Mtn. Regional Chamber	Summer/Winter Recreation Seminars									500.00							
53	Great Escape Theme Park, LP	Oktoberfest					12,249.20					4,000.00	4,000.00	4,000.00				
54	Greater GF Amateur Athletics	NYS High School Basketball Championships (prev. NYSPHSAA)							40,000.00	33,000.00	30,500.00				20,000.00			25,000.00
55	Greater GF Amateur Athletics	Federation Basketball Boys/Girls															15,000.00	
56	HITS, Inc.	HITS Triathlon - previously Luke Ventures									7,000.00							
57	Hudson Valley Vol. Firemen's Assoc.	HVVFA Convention & Parades (prev. under LG Vol. Fire Dept)							20,000.00		17,500.00	17,500.00	16,000.00	10,000.00	10,000.00	10,000.00		
58	Hyde Collection	various Exhibitions	35,000.00		12,750.00		38,000.00	13,500.00	6,000.00	4,000.00	18,000.00	19,500.00	17,500.00	17,500.00	10,000.00		15,000.00	15,000.00
59	Improv Records Inc.	free concerts								2,000.00	2,500.00	1,750.00						
60	Improv Records Inc.	Annual Creekend										cancelled						
61	Improv Records Inc.	Haunted Halloween Bash									1,000.00							
62	Improv Records Inc.	Adirondack Independence Festival											15,000.00	5,000.00				25,000.00
63	Improv Records Inc.	Marshall Tucker Band												2,000.00				





# ***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: 1/30/20**

- (a) Purpose of Request: to approve the 2020 Occupancy Tax Spending Plan
  
- (b) Details: This has been a yearly resolution since 2015
  
- (c) Previous Resolution Number: Resolution # 501 of 2018
  
- (d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title\* and Amount: A.6417.0002 469, Other Payments/Contributions, \$367,500

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

\* as listed in budget and LOGOS

# Warren County Board of Supervisors

## RESOLUTION No. 501-OF-2018

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

APPROVING THE <sup>2020</sup> ~~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 <sup>2020</sup> ~~2019~~ Occupancy Tax Spending Plan to authorize the contracts with various municipalities for <sup>2020</sup> ~~2019~~ as outlined above, ~~as well as to provide funding for the following: Warren County Projects, the Adirondaek Civic Center Coalition, Inc. and the Lake George Convention and Visitors Bureau for the following stated amounts in January of 2019~~ <sup>2020</sup> or as soon thereafter as agreements between the municipalities and the various organizations can be executed and payment thereunder processed:

**2019 Occupancy Tax Spending Plan**

Lake George	\$144,334: 145,000	(Combined Town and Village allocation)
Bolton	\$54,333- 55,000	
Queensbury	\$54,333- 55,000	
Towns & City of Glens Falls	\$135,000. 112,500	12,500 \$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. 500 of 2018	Remaining County event funding for major regional activities only
Lake George 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 twenty-five percent (25%) of the total occupancy tax collections to the municipalities in Warren County.