

# CITY OF ONALASKA MEETING NOTICE

**COMMITTEE/BOARD:** Room Tax Commission  
**DATE OF MEETING:** November 28, 2018 (Wednesday)  
**PLACE OF MEETING:** City Hall - 415 Main Street (Room 112)  
**TIME OF MEETING:** 4:00 P.M.

1. Call to Order/Roll Call
2. Public Input (Limited to 3 minutes per individual)
3. Approval of Minutes from the previous meeting

## **Consideration and possible action on the following items:**

4. Financials :
  - A. 2018 Financials
5. La Crosse County Convention and Visitors Bureau-A.J. Frels
6. Discussion and possible action regarding the funding of waterfront projects
7. Set future meeting date – February 27, 2019
8. Adjournment

PLEASE TAKE FURTHER NOTICE that members of the Common Council of the City of Onalaska who do not serve on the commission may attend this meeting to gather information about a subject over which they have decision making responsibility. Therefore, further notice is hereby given that the above meeting may constitute a meeting of the Common Council and is hereby noticed as such, even though it is not contemplated that the Common Council will take any formal action at this meeting.

### **NOTICES MAILED TO:**

|                                  |                         |                       |
|----------------------------------|-------------------------|-----------------------|
| Mayor Joe Chilsen                | *Erik Sjolander         | Baymont Inns & Suites |
| *Ald. Jim Binash-chair           | *Shawn McAlister        | Comfort Inn           |
| Ald. Jim Olson                   | *Jason Lund             | Hampton Inn           |
| Ald. Jerry Every                 | *Deb Carlson            | Holiday Inn Express   |
| Ald. Diane Wulf                  |                         | Lake Motel            |
| Ald. Kim Smith                   |                         | Lumber Baron Inn      |
| Ald. Ron Gjertsen                |                         | MicroTel              |
| City Attorney City Administrator | .                       | Onalaska Inn          |
| La Crosse Tribune Dept Heads.    |                         | Shadow Run            |
| Coulee Courier                   |                         | Stoney Creek Inn      |
| WKTY WLXR WKBT                   | Onalaska Omni Center    |                       |
| WXOW WLAX FOX                    | Onalaska Public Library |                       |
| *Committee Members               |                         |                       |

Date Notices Mailed & Posted: 11-20-18

In compliance with the Americans with Disabilities Act of 1990, the City of Onalaska will provide reasonable accommodations to qualified individuals with a disability to ensure equal access to public meetings provided notification is given to the City Clerk within seventy-two (72) hours prior to the public meeting and that the requested accommodation does not create an undue hardship for the City.



City of Onalaska

Balance Sheet  
Account Summary  
As Of 11/20/2018

*Free*  
*11-20-18*

#4-A

| Account                    | Name                                  | Balance                    |
|----------------------------|---------------------------------------|----------------------------|
| <b>Fund: 650 - TOURISM</b> |                                       |                            |
| <b>Assets</b>              |                                       |                            |
| 650-11100                  | CASH                                  | 327,680.97                 |
| 650-11300                  | INVESTMENTS                           | 258,698.25                 |
| 650-13100                  | OTHER ACCOUNTS RECEIVABLE             | 0.00                       |
| 650-13118                  | LOAN RECEIVABLE - L.C.C.V.B.          | 0.00                       |
| 650-13119                  | CITY LOAN REC                         | 0.00                       |
| 650-13300                  | INTEREST RECEIVABLE                   | 0.00                       |
| 650-14202                  | REIMBURSEMENT FROM STATE              | 0.00                       |
| 650-14211                  | DUE FROM CAPITAL PROJECTS             | -0.49                      |
| 650-14216                  | DUE FROM DEBT SERVICE                 | 0.00                       |
| 650-18100                  | LAND                                  | 0.00                       |
| 650-18150                  | CONSTRUCTION WORK IN PROGRESS         | 0.00                       |
| 650-18200                  | BUILDING                              | 2,364,007.00               |
| 650-18500                  | EQUIPMENT                             | 0.00                       |
| 650-18502                  | OFFICE EQUIPMENT                      | 3,411.20                   |
| 650-18503                  | TRANSPORTATION EQUIP                  | 0.00                       |
| 650-18931                  | PROVISION FOR DEPRECIATION            | -121,416.99                |
| 650-18982                  | UNAMORTIZED PREMIUM ON DEBT           | -25,962.65                 |
| 650-19000                  | WRS NET PENSION ASSET                 | 0.00                       |
| 650-19200                  | DEF. OUTFLOW-WRS PENSION-CONTRIBL     | 5,804.00                   |
| <b>Total Assets:</b>       |                                       | <b>2,812,221.29</b>        |
|                            |                                       | <b><u>2,812,221.29</u></b> |
| <b>Liability</b>           |                                       |                            |
| 650-21100                  | ACCOUNTS PAYABLE                      | 0.00                       |
| 650-21110                  | AP PENDING (DUE TO POOL)              | 11.26                      |
| 650-21511                  | FICA W/H                              | 0.00                       |
| 650-21512                  | FEDERAL W/H                           | 0.00                       |
| 650-21513                  | STATE W/H - WI                        | 0.00                       |
| 650-21515                  | FICA W/H - MEDICARE                   | 0.00                       |
| 650-21520                  | RETIREMENT W/H                        | 0.00                       |
| 650-21528                  | BC/BS HEALTH INS                      | 0.00                       |
| 650-21529                  | HEALTH INS W/H (EMPL. HEAL. INS. CO.) | 0.00                       |
| 650-21530                  | HEALTH INS                            | 0.00                       |
| 650-21531                  | CANCER INS                            | 0.00                       |
| 650-21533                  | HEALTH/DENTAL/LIFE INS PREMIUMS       | 0.00                       |
| 650-21534                  | MEDICAL & DEP CARE - SECT. 125        | 0.00                       |
| 650-21535                  | WI-RETIREMENT SYSTEM (P.T.EE)         | 0.00                       |
| 650-21540                  | UNITED WAY                            | 0.00                       |
| 650-21560                  | COMMUNITY CREDIT UNION W/H            | 0.00                       |
| 650-21570                  | UNION DUES                            | 0.00                       |
| 650-21571                  | LOCAL 150 UNION DUES W/H              | 0.00                       |
| 650-21572                  | 1ST FINANCIAL SVGS.                   | 0.00                       |
| 650-21573                  | DEFERRED COMPENSATION                 | 0.00                       |
| 650-21581                  | SUPPORT PAYMENTS                      | 0.00                       |
| 650-21700                  | ACCRUED WAGES                         | 0.00                       |
| 650-21800                  | ACCUMULATED EMPLOYEE BENEFIT (VAC)    | 1,540.61                   |
| 650-21820                  | ACCUMULATED EMPLOYEE BENEFIT (SICK)   | 11,585.15                  |
| 650-22400                  | ACCRUED INTEREST                      | 17,719.44                  |
| 650-22900                  | CURRENT PORTION OF LONG-TERM DEBT     | 0.00                       |
| 650-23900                  | WRS PENSION LIAB.                     | 643.00                     |
| 650-25200                  | DEFERRED INFLOW-WRS PENSION           | 2,691.00                   |
| 650-27100                  | ADVANCE FROM MUNICIPALITY             | 1,875,000.00               |

**Balance Sheet**

**As Of 11/20/2018**

| Account                      | Name  | Balance                    |
|------------------------------|---|----------------------------|
| <u>650-29200</u>             | LONG TERM OBLIGATIONS   | 37,023.00                  |
|                              | <b>Total Liability:</b>   | <u>1,946,213.46</u>        |
| <br>                         |   |                            |
| <b>Equity</b>                |   |                            |
| <u>650-32000</u>             | INVESTMENT IN CAPITAL ASSETS                                    | 0.00                       |
| <u>650-34100</u>             | FUND BALANCE  | 698,095.04                 |
| <u>650-34147</u>             | BUILDING RESERVE  | 0.00                       |
| <u>650-34153</u>             | TOURISM VEHICLE   | 0.00                       |
| <u>650-34155</u>             | SESQUICENTENIAL   | 7,756.60                   |
| <u>650-34158</u>             | DESIGNATED - UW-L STADIUM                                       | 0.00                       |
| <u>650-34159</u>             | FUND BALANCE - ALL CLASS RE-UNION                               | 0.00                       |
| <u>650-34300</u>             | RESTRICTED FOR WRS PENSION                                      | 2,470.00                   |
|                              | <b>Total Beginning Equity:</b>                                  | <u>708,321.64</u>          |
| Total Revenue                |   | 562,883.27                 |
| Total Expense                |   | 405,197.08                 |
| Revenues Over/Under Expenses |   | <u>157,686.19</u>          |
|                              | <b>Total Equity and Current Surplus (Deficit):</b>              | <u>866,007.83</u>          |
|                              | <b>Total Liabilities, Equity and Current Surplus (Deficit):</b> | <u><u>2,812,221.29</u></u> |



City of Onalaska

# Budget Report Account Summary

For Fiscal: 2018 Period Ending: 11/30/2018

|                            |                              | Original<br>Total Budget | Current<br>Total Budget | Period<br>Activity | Fiscal<br>Activity | Variance<br>Favorable<br>(Unfavorable) | Percent<br>Remaining |
|----------------------------|------------------------------|--------------------------|-------------------------|--------------------|--------------------|--|----------------------|
| <b>Fund: 650 - TOURISM</b> |                              |                          |                         |                    |                    |  |                      |
| <b>Revenue</b>             |                              |                          |                         |                    |                    |  |                      |
| 650-00000-41210            | ROOM TAX REVENUE             | 722,675.00               | 722,675.00              | 20,910.77          | 553,548.78 (1)     | -169,126.22                            | 23.40 %              |
| 650-00000-46740            | VENDING MACHINE REVENUE      | 120.00                   | 120.00                  | 0.00               | 483.56             | 363.56                                 | 402.97 %             |
| 650-00000-46743            | BIKE PASSES                  | 10,000.00                | 10,000.00               | 0.00               | 3,956.05           | -6,043.95                              | 60.44 %              |
| 650-00000-46750            | LAPEL PIN INCOME             | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-46753            | ADVERT INCOME                | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-46762            | SESQ REVENUE                 | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-46764            | TOURISM - ADMISSION SALES    | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-47000            | CONTRIBUTION FROM D.N.R.     | 0.00                     | 0.00                    | 0.00               | 1,500.00           | 1,500.00                               | 0.00 %               |
| 650-00000-48000            | MISCELLANEOUS INCOME         | 60.00                    | 60.00                   | 0.00               | 36.00              | -24.00                                 | 40.00 %              |
| 650-00000-48004            | TOURISM - OABA POSTAGE       | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-48100            | INTEREST INCOME              | 1,500.00                 | 1,500.00                | 0.00               | 3,358.88           | 1,858.88                               | 223.93 %             |
| 650-00000-48202            | RENT/SUPPORT PAYMENT         | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-48407            | TOURISM INSURANCE REIMB      | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-48509            | DONATIONS - MEMBERSHIP AGREE | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-48512            | TOURISM GOLF OUTING          | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-48535            | DONATIONS - TOURISM          | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-00000-49131            | RE-IMBURSEMENT FROM STATE    | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| <b>Revenue Total:</b>      |                              | <b>734,355.00</b>        | <b>734,355.00</b>       | <b>20,910.77</b>   | <b>562,883.27</b>  | <b>-171,471.73</b>                     | <b>23.35 %</b>       |
| <b>Expense</b>             |                              |                          |                         |                    |                    |  |                      |
| 650-51900-110              | SALARIES - REGULAR           | 14,228.00                | 14,228.00               | 549.65             | 12,036.62          | 2,191.38                               | 15.40 %              |
| 650-51900-120              | WAGES - REGULAR              | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-121              | OVERTIME - REGULAR           | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-124              | WAGES - PERM PT              | 18,832.00                | 18,832.00               | 161.54             | 17,683.19          | 1,148.81                               | 6.10 %               |
| 650-51900-125              | OVERTIME - PERM PT           | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-126              | WAGES - TEMP/SEAS            | 0.00                     | 0.00                    | 0.00               | 8.59               | -8.59                                  | 0.00 %               |
| 650-51900-127              | OVERTIME - TEMP/SEAS         | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-150              | FICA                         | 2,529.00                 | 2,529.00                | 53.56              | 2,225.83           | 303.17                                 | 11.99 %              |
| 650-51900-151              | RETIREMENT (WRS)             | 2,175.00                 | 2,175.00                | 46.11              | 1,957.89           | 217.11                                 | 9.98 %               |
| 650-51900-152              | HEALTH INSURANCE             | 11,483.00                | 11,483.00               | 81.84              | 900.24             | 10,582.76                              | 92.16 %              |
| 650-51900-153              | DENTAL INSURANCE             | 149.00                   | 149.00                  | 0.00               | 71.70              | 77.30                                  | 51.88 %              |
| 650-51900-154              | LIFE INSURANCE               | 21.00                    | 21.00                   | 1.21               | 12.22              | 8.78                                   | 41.81 %              |
| 650-51900-220              | WATER/SEWER/STORM WATER      | 2,000.00                 | 2,000.00                | 0.00               | 1,879.29           | 120.71                                 | 6.04 %               |
| 650-51900-221              | ELECTRIC & GAS               | 4,000.00                 | 4,000.00                | 0.00               | 4,529.58           | -529.58                                | -13.24 %             |
| 650-51900-225              | PHONE/INTERNET/CABLE         | 1,500.00                 | 1,500.00                | 157.72             | 1,617.81           | -117.81                                | -7.85 %              |
| 650-51900-240              | SOFTWARE MAINTENANCE CONTR   | 400.00                   | 400.00                  | 0.00               | 458.84             | -58.84                                 | -14.71 %             |
| 650-51900-241              | EQUIPMENT MAINTENANCE CONT   | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-243              | LEASES                       | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-244              | WEBSITE                      | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-290              | OTHER CONTRACTUAL SERVICES   | 296,315.00               | 296,315.00              | 34,465.57          | 218,839.81 (2)     | 77,475.19                              | 26.15 %              |
| 650-51900-291              | TRANSCRIPTION CONTRACTUAL    | 200.00                   | 200.00                  | 0.00               | 216.58             | -16.58                                 | -8.29 %              |
| 650-51900-301              | SALES TAX                    | 10.00                    | 10.00                   | 14.57              | 28.58              | -18.58                                 | -185.80 %            |
| 650-51900-303              | CDA MGMT - % TO CITY & OMNI  | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-310              | OFFICE SUPPLIES              | 50.00                    | 50.00                   | 0.00               | 0.00               | 50.00                                  | 100.00 %             |
| 650-51900-311              | POSTAGE                      | 25.00                    | 25.00                   | 0.00               | 3.50               | 21.50                                  | 86.00 %              |
| 650-51900-312              | COPY USAGE & PAPER           | 100.00                   | 100.00                  | 0.00               | 14.21              | 85.79                                  | 85.79 %              |
| 650-51900-320              | SUBSCRIPTIONS & DUES         | 250.00                   | 250.00                  | 0.00               | 17.44              | 232.56                                 | 93.02 %              |
| 650-51900-323              | GENERAL ADVERTISING          | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-324              | RECRUITMENT                  | 50.00                    | 50.00                   | 0.00               | 0.00               | 50.00                                  | 100.00 %             |
| 650-51900-330              | SEMINARS, CONF & TRAVEL      | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-340              | OPERATING SUPPLIES           | 1,340.00                 | 1,340.00                | 2,332.48           | 3,277.64           | -1,937.64                              | -144.60 %            |

(1) 553,548.78

(2) 218,839.81

218,122.30 CCUB

357.50 AHX

360 - HABCO

|   |                                 | Original<br>Total Budget | Current<br>Total Budget | Period<br>Activity | Fiscal<br>Activity | Variance<br>Favorable<br>(Unfavorable) | Percent<br>Remaining |
|---|---------------------------------|--------------------------|-------------------------|--------------------|--------------------|--|----------------------|
| 650-51900-341                                 | PRINTING & FORMS                | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-342                                 | CLEANING & SANITARY SUPPLIES    | 1,200.00                 | 1,200.00                | 0.00               | 0.00               | 1,200.00                               | 100.00 %             |
| 650-51900-350                                 | BLDG & GRDS MAINT & REPAIRS     | 50,500.00                | 50,500.00               | 0.00               | 3,036.94           | 47,463.06                              | 93.99 %              |
| 650-51900-360                                 | VEHICLE MAINT. & REPAIRS        | 100.00                   | 100.00                  | 0.00               | 0.00               | 100.00                                 | 100.00 %             |
| 650-51900-361                                 | REGULAR FUEL                    | 360.00                   | 360.00                  | 41.37              | 111.86             | 248.14                                 | 68.93 %              |
| 650-51900-396                                 | GAIN/LOSS ON SALE OF FIXED ASSE | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-510                                 | INS - WORKERS COMP              | 250.00                   | 250.00                  | 0.00               | 94.99              | 155.01                                 | 62.00 %              |
| 650-51900-511                                 | INS - FIRE, COMP/COLL, BOILER   | 300.00                   | 300.00                  | 0.00               | 300.00             | 0.00                                   | 0.00 %               |
| 650-51900-512                                 | INS - VEHICLES                  | 50.00                    | 50.00                   | 0.00               | 0.00               | 50.00                                  | 100.00 %             |
| 650-51900-516                                 | EMPLOYEE BENEFITS               | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-540                                 | DEPR - GENERAL EQUIPMENT        | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-541                                 | DEPR - VEHICLE                  | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-620                                 | INTEREST                        | 46,916.00                | 46,916.00               | 0.00               | 46,915.91          | 0.09                                   | 0.00 %               |
| 650-51900-686                                 | ALLOCATED - WRS                 | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-690                                 | OTHER DEBT SERVICE              | 326.00                   | 326.00                  | 0.00               | 182.00             | 144.00                                 | 44.17 %              |
| 650-51900-692                                 | AMORTIZED BOND COSTS            | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-720                                 | DONATIONS                       | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-51900-787                                 | CAPITAL CONTRIBUTIONS           | 0.00                     | 0.00                    | 0.00               | 0.00               | 0.00                                   | 0.00 %               |
| 650-59200-590                                 | TRANSFERS OUT                   | 120,000.00               | 120,000.00              | 0.00               | 88,775.82          | 31,224.18                              | 26.02 %              |
| <b>Expense Total:</b>                         |                                 | <b>575,659.00</b>        | <b>575,659.00</b>       | <b>37,905.62</b>   | <b>405,197.08</b>  | <b>170,461.92</b>                      | <b>29.61 %</b>       |
| <b>Fund: 650 - TOURISM Surplus (Deficit):</b> |                                 | <b>158,696.00</b>        | <b>158,696.00</b>       | <b>-16,994.85</b>  | <b>157,686.19</b>  | <b>-1,009.81</b>                       | <b>0.64 %</b>        |
| <b>Report Surplus (Deficit):</b>              |                                 | <b>158,696.00</b>        | <b>158,696.00</b>       | <b>-16,994.85</b>  | <b>157,686.19</b>  | <b>-1,009.81</b>                       | <b>0.64 %</b>        |

② 88,775.82  
 ↙ ↘  
 3625 \* 3 = 10,875      Bal. = 77,900.82 (192)

**Room Tax Allocation  
3rd qtr. 2018**

*DETAIL*

|                                 | Sales                  | Amount Received<br>Room Tax - 5% | Received<br>Room Tax -<br>6% | Amount Received<br>Room Tax - 6.5% | Received<br>Room Tax -<br>8% |
|---------------------------------|------------------------|----------------------------------|------------------------------|------------------------------------|------------------------------|
| Stoney Creek Inn                | 766,521.88             | 38,326.09                        | 45,991.31                    | 53,656.53                          | 61,321.75                    |
| The Lumber Baron Inn - 1/4LY    | 9,628.00               | 481.40                           | 577.68                       | 673.96                             | 770.24                       |
| Hampton Inn                     | 822,603.08             | 41,130.15                        | 49,356.18                    | 57,582.22                          | 65,808.25                    |
| Microtel Inn                    | 237,979.57             | 11,898.98                        | 14,278.77                    | 16,658.57                          | 19,038.37                    |
| Baymont Inn and Suites - 1/4LY  | 263,309.68             | 13,165.48                        | 15,798.58                    | 18,431.68                          | 21,064.77                    |
| Holiday Inn Express             | 533,293.54             | 26,664.68                        | 31,997.61                    | 37,330.55                          | 42,663.48                    |
| Comfort Inn                     | 284,609.12             | 14,230.46                        | 17,076.55                    | 19,922.64                          | 22,768.73                    |
| Hock's Shadow Run Lodge - 1/4LY | 14,354.20              | 717.71                           | 861.25                       | 1,004.79                           | 1,148.34                     |
| Lake Motel - 1/4LY              | 17,875.35              | 893.77                           | 1,072.52                     | 1,251.27                           | 1,430.03                     |
| Onalaska Inn                    | 16,112.05              | 805.60                           | 966.72                       | 1,047.28                           | 1,288.96                     |
| <b>TOTALS</b>                   | <b>\$ 2,966,286.47</b> | <b>\$ 148,314.32</b>             | <b>\$ 177,977.19</b>         | <b>\$ 207,559.49</b>               | <b>\$ 237,302.92</b>         |

*OK*

|                                  |                     |
|----------------------------------|---------------------|
| Sales Tax Due at 6%              | \$ 177,977.19       |
| (Less) Sales at 5%               | \$ 148,314.32       |
| <b>Amount due to Omni Center</b> | <b>\$ 29,662.86</b> |

| Total Sales Tax Allocation      | Room Tax Rcvd | NonTour Rm Tx Rev | Min Tourism   |
|---------------------------------|---------------|-------------------|---------------|
| Room tax % Prior to 1994 (5%)   | \$ 148,314.32 | \$ 7,415.72       | \$ 140,898.61 |
| Room tax % Post 1994 (C-F)@ 30% | \$ 88,988.60  | \$ 26,696.58      | \$ 62,292.02  |

Subtotal \$ 237,302.92 \$ 34,112.30 \$ 203,190.62

Less Contribution to Omni \$ 29,662.86

Total available to Tourism Fund \$ 173,527.76

**Total Tourism \$ 203,190.62**

City portion of Non Rm Tx Rev Subtotal \$ 11,257.06

Special Proj portion of Rm Tx Rev Subtotal \$ 22,855.24

**Total \$ 34,112.30**

Check figure \$ 237,302.92

**CODE #650**  
**Omni 650-41210**

**Tourism 650-41210**  
**Total Tourism \$ 203,190.62**

**City 100-41210**

**Spec Proj 204-41210**

*OK*

**L.C.C.V.B.-Contribution by Tourism**

Gross Sales \$10,550,000.00

2.8% Contractual \$295,400.00 Tourism 650-51900-290

0 \* \*

2,966,286.47 \*

0.028 =

83,056.02 \*

## Room Tax Allocation Thru 3rd Qtr. 2018

|                                 | Sales                  | Amount Received      |                      | Received                        |                        |
|---------------------------------|------------------------|----------------------|----------------------|---------------------------------|------------------------|
|                                 |                        | Room Tax - 5%        | Room Tax - 6%        | Amount Received Room Tax - 5.5% | Received Room Tax - 8% |
| Stoney Creek Inn                | 1,896,761.37           | 94,838.07            | 113,805.68           | 132,773.30                      | 151,740.91             |
| The Lumber Baron Inn - 1/4LY    | 13,400.00              | 670.00               | 804.00               | 938.00                          | 1,072.00               |
| Hampton Inn                     | 2,286,526.83           | 114,326.34           | 137,191.61           | 160,056.88                      | 182,922.15             |
| Microtel Inn                    | 605,462.80             | 30,273.14            | 36,327.77            | 42,382.40                       | 48,437.02              |
| Baymont Inn and Suites - 1/4LY  | 670,236.85             | 33,511.84            | 40,214.21            | 46,916.58                       | 53,618.95              |
| Holiday Inn Express             | 1,463,481.53           | 73,174.08            | 87,808.89            | 102,443.71                      | 117,078.52             |
| Comfort Inn                     | 747,003.50             | 37,350.18            | 44,820.21            | 52,290.25                       | 59,760.28              |
| Hock's Shadow Run Lodge - 1/4LY | 37,116.08              | 1,855.80             | 2,226.96             | 2,598.13                        | 2,969.29               |
| Lake Motel - 1/4LY              | 41,783.00              | 2,089.15             | 2,506.98             | 2,924.81                        | 3,342.64               |
| Onalaska Inn                    | 28,310.07              | 1,415.50             | 1,698.60             | 1,840.15                        | 2,264.81               |
| <b>TOTALS</b>                   | <b>\$ 7,790,082.03</b> | <b>\$ 389,504.10</b> | <b>\$ 467,404.92</b> | <b>\$ 545,164.19</b>            | <b>\$ 623,206.57</b>   |

Sales Tax Due at 6%                   \$ 467,404.92  
 (Less) Sales at 5%                   \$ 389,504.10  
**Amount due to Omni Center**       **\$ 77,900.82**

| Total Sales Tax Allocation                 | Room Tax Rcvd        | NonTour Rm Tx Rev   | Min Tourism                        |
|--|----------------------|---------------------|------------------------------------|
| Room tax % Prior to 1994 (5%)              | \$ 389,504.10        | \$ 19,475.21        | \$ 370,028.90                      |
| Room tax % Post 1994 (C-F)@ 30%            | \$ 233,702.47        | \$ 70,110.74        | \$ 163,591.73                      |
| <b>Subtotal</b>                            | <b>\$ 623,206.57</b> | <b>\$ 89,585.95</b> | <b>\$ 533,620.62</b>               |
| Less Contribution to Omni                  |                      |                     | \$ 77,900.82                       |
|  |                      |                     | \$ 455,719.80                      |
|  |                      |                     | <b>Total Tourism \$ 533,620.62</b> |
| City portion of Non Rm Tx Rev Subtotal     |                      | \$ 29,563.36        | City 100-41210                     |
| Special Proj portion of Rm Tx Rev Subtotal |                      | \$ 60,022.58        | Spec Proj 204-41210                |
| <b>Total</b>                               |                      | <b>\$ 89,585.95</b> |                                    |
| Check figure                               |                      |                     | <b>\$ 623,206.57</b>               |

### L.C.C.V.B.-Contribution by Tourism

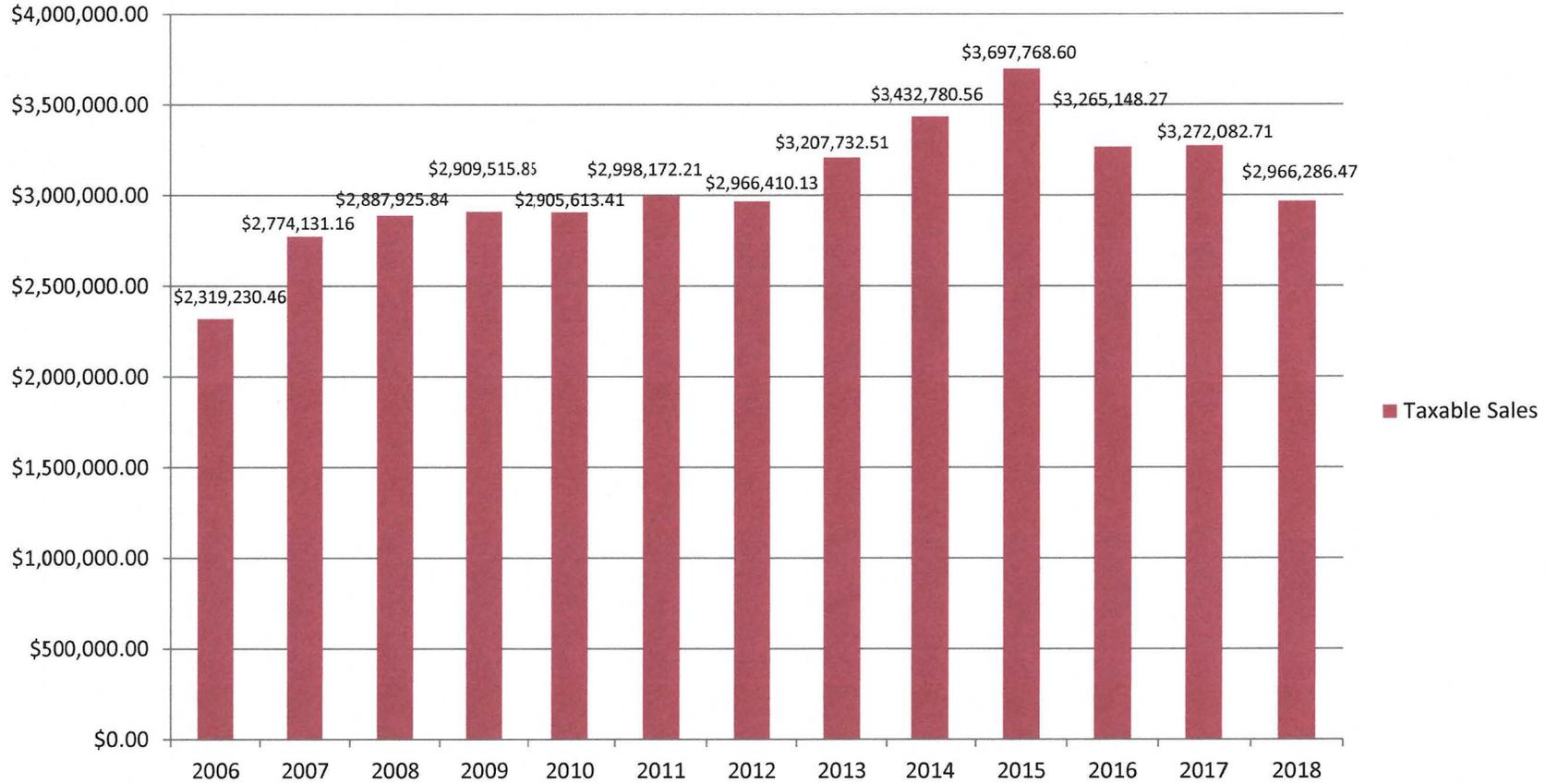
Gross Sales           \$10,550,000.00  
 2.8% Contractual       \$295,400.00   Tourism 650-51900-290

**Q+R 1-2-3**

7,790,082.03 \*  
 0.028 =  
 218,122.30 \*

QTR 18  
 1-2-3 7,790,082.03 +  
 4th Qtr 2,177,688.77 +  
 17 9,967,770.80 \*  
 9,967,770.80 +  
 Budget 10,550,000.00 -  
 582,229.20 \*  
 582,229.20 \*  
 0.08 =  
 46,578.34 \*  
 582,229.20 \*  
 0.028 =  
 16,302.42 \*

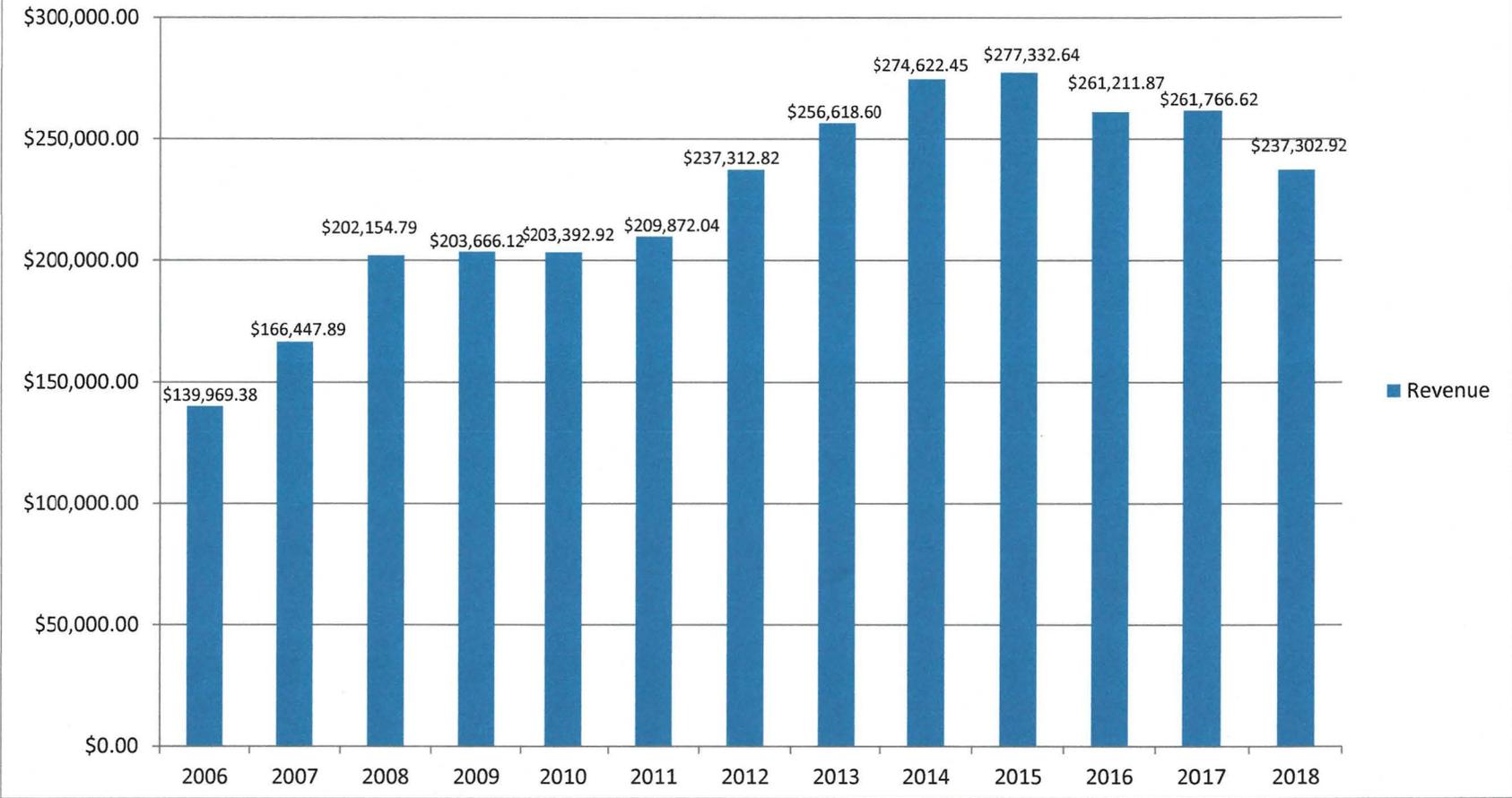
### 3rd Quarter Taxable Sales



**Notes:**

1. Ordinance 607-87 passed on December 8, 1987 at 5%. Started with 4 locations, currently have 10 locations.
2. Ordinance 1258-2006 passed on April 11, 2006 at 6%, effective July 1, 2006.
3. Ordinance 1322-2007 passed on December 11, 2007 at 7%, effective January 1, 2008.
4. Ordinance 1428-2011 passed on November 8, 2011 at 8%, effective January 1, 2012
5. Resolution 25-2014 passed on October 14, 2014 at 7.5%, effective January 1, 2015.
6. Ordinance 1521-2015 passed on November 9, 2015 at 8%, effective January 1, 2016

### 3rd Quarter Revenue



**Notes:**

1. Ordinance 607-87 passed on December 8, 1987 at 5%. Started with 4 locations, currently have 10 locations.
2. Ordinance 1258-2006 passed on April 11, 2006 at 6%, effective July 1, 2006.
3. Ordinance 1322-2007 passed on December 11, 2007 at 7%, effective January 1, 2008.
4. Ordinance 1428-2011 passed on November 8, 2011 at 8%, effective January 1, 2012
5. Resolution 25-2014 passed on October 14, 2014 at 7.5%, effective January 1, 2015.
6. Ordinance 1521-2015 passed on November 9, 2015 at 8%, effective January 1, 2016