

**DANE COUNTY  
POLICY AND FISCAL NOTE**

<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Update	Substitute No. _____
Sponsor: McCarville		Resolution 2022 RES-366
Vote Required:		Ordinance Amendment No. _____
Majority <input checked="" type="checkbox"/>	Two-Thirds <input type="checkbox"/>	

**Title of Resolution or Ord. Amd.:**

AUTHORIZING AGREEMENT WITH GREATER MADISON CONVENTION AND VISITORS BUREAU, INC., DBA DESTINATION MADISON, TO PROVIDE VISITOR INFORMATION AT THE DANE COUNTY REGIONAL AIRPORT

**Policy Analysis Statement:**

Brief Description of Proposal -

This resolution authorizes Destination Madison to provide visitor services for the Airport Visitor Information Center in the Terminal Building at the Dane County Regional Airport. The agreement begins January 1, 2023.

Current Policy or Practice -

Destination Madison provides visitor services for the Airport Visitor Information Center under an agreement that expired December 31, 2022.

Impact of Adopting Proposal -

The Airport Visitor Information Center will continue to provide visitor services through Destination Madison for a period of three years, expiring December 31, 2025, with options for Dane County to extend the agreement for two additional one-year terms.

**Fiscal Estimate:**

Fiscal Effect (check all that apply) -

- No Fiscal Effect
- Results in Revenue Increase
- Results in Expenditure Increase
- Results in Revenue Decrease
- Results in Expenditure Decrease

Budget Effect (check all that apply)

- No Budget Effect
  - Increases Rev. Budget
  - Increases Exp. Budget
  - Decreases Rev. Budget
  - Decreases Exp. Budget
  - Increases Position Authority
  - Decreases Position Authority
- Note: if any budget effect, 2/3 vote is required

**Narrative/Assumptions about long range fiscal effect:**

The agreement is for a three-year term and is commencing with a proposed increase of 2.5% over the 2022 rate. The 2023 rate is proposed to be \$62,128.00 There are built in 2.5% escalators in years two and three. The same 2.5% escalators would apply for extensions in years four and five.

**Expenditure/Revenue Changes:**

	Current Year		Annualized			Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
<b>Expenditures -</b>					<b>Revenues -</b>				
Personal Services					County Taxes				
Operating Expenses					Federal				
Contractual Services			\$1,515		State				
Capital					Other				
<b>Total</b>	\$0	\$0	\$1,515	\$0	<b>Total</b>	\$0	\$0	\$0	\$0

**Personnel Impact/FTE Changes:**

none

**Prepared By:**

Agency: Airport  
Prepared by: Rick Fairchild  
Reviewed by: Gene Meyers

Division: Administration  
Date: 2/28/2023  
Date: 2/28/2023

Phone: 246-3384  
Phone: 246-3391