

**DANE COUNTY
POLICY AND FISCAL NOTE**

<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Update	Substitute No. _____
Sponsor: Nelson		Resolution No. 2018-398
Vote Required:		Ordinance Amendment No. _____
Majority <input checked="" type="checkbox"/>	Two-Thirds	

Title of Resolution or Ord. Amd.:

AWARD OF CONTRACT FOR CONVENTION SALES ACCOUNT MANAGER AT ALLIANT ENERGY CENTER

Policy Analysis Statement:

Brief Description of Proposal -

This proposal awards a contract for a convention sales account manager at the Alliant Energy Center to the Greater Madison Convention & Visitors Bureau. The contract is for an initial three-year term beginning January 1, 2018, with two one-year renewal options. The first year contract amount is \$120,000.

Current Policy or Practice -

Contracts greater than \$100,000 require County Board approval. The previous contract with the GMCVB expired on December 31, 2017.

Impact of Adopting Proposal -

Adoption of this proposal awards a three-year contract, with two one-year renewal options, to the Greater Madison Convention & Visitors Bureau for a convention sales account manager at the Alliant Energy Center at a first year cost of \$120,000.

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:

Contracts amounts in years two and beyond will be established through the budget process, but capped at a maximum annual increase of 5%.

Expenditure/Revenue Changes:

	Current Year		Annualized			Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
Expenditures -					Revenues -				
Personal Services	\$94,700		\$94,700		County Taxes				
Operating Expenses	\$25,300		\$25,300		Federal				
Contractual Services					State				
Capital					Other				
Total	\$120,000	\$0	\$120,000	\$0	Total	\$0	\$0	\$0	\$0

Personnel Impact/FTE Changes:

N/A

Prepared By:

Agency: Alliant Energy Center	Division: Administration
Prepared by: Bill Franz	Date: 1/30/18 Phone: 267-3985
Reviewed by:	Date: Phone: