

**DANE COUNTY
POLICY AND FISCAL NOTE**

<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Update	Substitute No. _____
Sponsor: Nelson		Resolution No. 315, 2016
Vote Required:		Ordinance Amendment No. _____
Majority <input checked="" type="checkbox"/>	Two-Thirds	

Title of Resolution or Ord. Amd.:

AWARD OF CONTRACT FOR COLISEUM BUSINESS DEVELOPMENT AT THE ALLIANT ENERGY CENTER

Policy Analysis Statement:

Brief Description of Proposal -

This proposal is for a five-year agreement with the SMG to develop and book business at Veteran's Memorial Coliseum at the Alliant Energy Center. SMG will be compensated based on their ability to increase business without any fixed upfront payment.

Current Policy or Practice -

This multi-year contract requires County Board and County Executive approval.

Impact of Adopting Proposal -

Adoption of this proposal authorizes a five-year agreement with the SMG to develop and book business at Veteran's Memorial Coliseum at the Alliant Energy Center.

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 contract amount is based on SMG's ability to increase business at Veterans Memorial Coliseum. There is no fixed costs or upfront payments required. Payment will be based on a tiered level of business.

Expenditure/Revenue Changes:

	Current Year		Annualized			Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
Expenditures -					Revenues -				
Personal Services					County Taxes				
Operating Expenses					Federal				
Contractual Services					State				
Capital					Other				
Total	\$0	\$0	\$0	\$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: 10/6/16 Phone: 267-3985
Reviewed by:	Date: Phone: