



CITY OF ANTIGO

HOTEL MOTEL COMMISSION MEETING

MULTI-PURPOSE ROOM

Wednesday, October 31, 2018

CITY HALL, 700 EDISON STREET

8:30 AM

Call to Order

Discussion and Action May Occur on Any of the Following Agenda Items:

1. Langlade County Economic Development 2019 Funding Request for Antigo/Langlade County Tourism Marketing Campaign
2. Antigo/Langlade County Chamber of Commerce 2019 Funding Request
3. Financial Statement (Information Only)

Any Other Matters Authorized by Law to be Considered

Adjournment

Upon reasonable notice, efforts will be made to accommodate disabled individuals through appropriate aids and services. For additional information, contact Jaime Horswill, 700 Edison Street, Antigo, Wisconsin 54409. (715) 623-3633 extension 100. Members of and possibly a quorum of members of other governmental bodies may be in attendance to gather information. Any governmental body other than that specifically referred to above will take no action.

DATE MAILED: October 25, 2018

BILL BRANDT

**CITY OF ANTIGO
HOTEL/MOTEL ROOM TAX COMMISSION
APPLICATION TO SOLICIT FUNDS**

Name of Application Organization: Langlade County Economic Development Corporation

Project Title: Antigo/Langlade County Tourism Marketing Campaign - 2019

Total Cost of Project: \$ 30,080.00

Amount requested from Room Tax Commission: \$ 15,040.00

Matching Funds: \$ 15,040.00

Estimated project start date: 1/1/2019 Estimated completion date: 12/31/2019

(Check all that apply)

Business Organization: Corporation ☐ Partnership ☐ Non-Profit ☒ Tax Exempt ☐

Person in Charge of Project: Angie Close - Executive Director

Address: 312 Forrest Ave

E-mail Address: aclose@co.langlade.wi.us

City: Antigo

State: WI

Zip Code: 54409

Home Phone: 715-623-5123

Business Phone: 715-610-7118

- No Event - Year Marketing Plan - Tourism + Economic Development
1. Is this a first time event? Yes ☒ No ☒ If yes, skip to # 4
If no, go to # 2
 2. Was the event successful in the past? Yes ☒ No ☒
 3. By what measurement was the event successful?

National Exposure	☒
Regional	☒
Tourism	☒
Local Attendance	☒
Estimated Local Attendees	☒
Total Event Attendance	☒
 4. Are the beneficiaries:

Youth	☒
Adults	☒
Seniors	☒
 5. Does the event have an admission charge?
If yes, how much? \$ ☒
 6. Is there a discount or waiver for youth?
If yes, how much? \$ ☒
 7. Did the event create a profit?
If yes, how much? \$ ☒

8. How much time will a visitor spend at your attraction? _____
9. Project number of overnight stays visitor attraction will generate in Antigo: _____
10. Will the profit be re-invested in the community? _____
 If yes, where and when? _____

 If no, do you expect positive net earnings in the future?

11. Are any directors, volunteers, or board members provided compensation or reimbursement from a City donation or event proceeds? _____ *No proceeds*
12. Will the City be expected to provide future support?
 If yes,
 Cash _____
 Police _____
 Fire/EMS _____
 Utility _____

Detailed description of the project: (if necessary complete on separate sheet)

See attachments

Describe where the project will be marketed and how the project would be marketed to the visiting public:

See attachments

Required Enclosures (Check below if include):

- ☒ Completed Application
- ☒ Project Budget
- ☒ For Non-profit organizations--attach a copy of minutes approving the project and proof of non-profit status

Angela S. Close
 Signature
Executive Director
 Title
10/18/18
 Date

For Office Use Only

Date of Event: _____
 Amount of Grant Approved: \$ _____
 Date Check Disbursed: _____
 Date Copies of Documentation Rec'd _____
 (To be received within 30 days of event)

Hotel/Motel Commission Advertising/Promotion Guidelines

If the event organizer(s) are able to provide an answer of "No" to any of the questions below then the group would not be eligible to receive funds from this commission. Please contact the City of Antigo to see if other funding is available and to determine eligibility for another program. Thank you.

- 1.) Where outside the community do you plan to advertise/promote your event; will your advertising be at least 100 miles from the City of Antigo to promote the community as a destination? Please note that preference will be given to those events where advertising reaches markets which are 100+ miles away from the Antigo/Langlade County area.
yes
- 2.) Is the funding from this commission to be used strictly for advertising/promotion?
yes
- 3.) Will your organization be able to provide matching funds in the amount which you have requested?
yes
- 4.) Has your organization been in existence for more than 12 months?
yes
- 5.) Will your event provide overnight stays?
 (Marketing Strategies)
yes
- 6.) Will you be able to submit documentation* of the advertising/promotion expenditures within 30 days of the scheduled event to the City Clerk-Treasurer?
yes
- 7.) Number of times this group has requested funds previously? 1
 If this is an event that is returning to request funding will you demonstrate where you have advertised previously by providing copies of advertising/promotional invoices?

*Please note that failure to provide this documentation will not allow for reimbursement from this commission.



GUIDELINES TO SOLICIT FUNDS CITY OF ANTIGO HOTEL/MOTEL ROOM TAX COMMISSION

Mission & Purpose

The Mission of the Hotel/Motel Room Tax Commission is to encourage overnight stays and tourist spending in Langlade County. The hotel/motel room tax was increased to 6% in November 2005 and is allocated in the following matter: 70% for tourism, 20% to economic development and 10% to the general fund. (Of the 70% identified for tourism, \$5,000 per quarter will be placed in a reserve account until sufficient funds exist for the creation of a "Welcome Center".) A major focus of the Room Tax Commission is to fund local organizations and groups aiming to promote tourism and economic development in the area.

Composition

The Commission consists of the following members as identified in Resolution No. 026-04: Mayor, City Council President, Chamber of Commerce Director, Langlade County Economic Development Committee Chairperson, Chamber of Commerce Member, Citizen at Large and Lodging Representative. Each representative not appointed by position is appointed by the Mayor to serve a three-year term.

Eligibility

Any non-profit organization or group may apply for room tax dollars. Applicants are to request funds allocated for advertising and promotion of tourism. Organized groups must be able to document existence for more than 12 months. Priority will be given to projects that facilitate overnight visits at the lodging establishments within the Antigo city limits.

Fund Distribution Guidelines

Funds shall be distributed as grants, and a matching contribution from the applicant is expected. Grant determinations will be on a first come, first serve basis and the specific distribution formula will be determined for each funded project on an individual basis. The Room Tax Commission will review and discuss all applications at their monthly meeting (normally scheduled the last Wednesday of each month). Application forms are available at the Parks & Recreation Department located in City Hall. Completed applications must be returned by the Wednesday preceding the meeting date in order to be considered by the Commission or the application will be held until the following month. Funds must be used within the current year and the Commission will require accountability for all funds distributed. Copies of invoices or other supporting documentation must be submitted to the Clerk-Treasurer's office within 30 days of the scheduled event.

Application Criteria

A copy of the completed application must be submitted along with a project budget, a copy of meeting minutes approving the project, if applicable, and proof of non-profit status, if applicable.

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: APR 07 2008

LANGLADE COUNTY COMMUNITY
DEVELOPMENT CORPORATION
837 CLEMONT ST
ANTIGO, WI 54409

Employer Identification Number:
26-2179693
DLN:
17053162349028
Contact Person:
ELIZABETH L HOFACRE ID# 31387
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
November 27, 2007
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

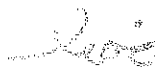
Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (DO/CG)

Attachment: 2019 Hotel Motel Funding Request (2397 : EDC Request)

LANGLADE COUNTY COMMUNITY

Sincerely,


Robert Choi
Director, Exempt Organizations
Rulings and Agreements

Enclosures: Publication 4221-PC

Attachment: 2019 Hotel Motel Funding Request (2397 : EDC Request)

Letter 947 (DO/CG)

November 15, 2011

Letter ID: L0870908864

Batch Index: 2012514816-358

LANGLADE COUNTY ECONOMIC DEVELOPMENT CORP
312 FORREST AVE
ANTIGO WI 54409-9108

This is your Wisconsin Sales and Use Tax Certificate of Exempt Status (CES). Purchases made by your organization or entity are taxable unless you provide a properly completed Wisconsin Sales and Use Tax Exemption Certificate (Form S-211), listing the CES number shown below, to your supplier(s).

If your organization makes sales, they may be subject to sales tax collection and you may be required to obtain a Seller's Permit. Information regarding registration requirements can be found in our Publication 206, Sales Tax Exemption for Nonprofit Organizations.

Forms and Publications can be obtained through our web site at www.revenue.wi.gov or through our forms ordering line at (608) 266-1961. Many questions can be answered by reviewing the FAQ pages on our web site. You may also contact us by telephone at (608) 266-2776 or by email at sales10@revenue.wi.gov.



WISCONSIN SALES AND USE TAX
CERTIFICATE OF EXEMPT STATUS (CES)
(Governmental, Religious, Charitable, Scientific or Educational Organization)

Sales to this organization or entity are exempt from Wisconsin sales and use tax under sec. 77.54(9a) and 77.55(1), Wis. Stats.

This certificate is valid unless cancelled by the Wisconsin Department of Revenue.

CES NUMBER	060232
DATE ISSUED	11/9/2011

IMPORTANT:

LANGLADE COUNTY ECONOMIC DEVELOPMENT CORP
312 FORREST AVE
ANTIGO WI 54409-9108

Purchases made by your organization are taxable unless you furnish your supplier with the CES number shown above.

Sales by your organization may be subject to tax. If your organization makes taxable sales, it may be required to obtain a seller's permit and remit sales tax to the Department of Revenue.

Questions: Contact the Department of Revenue by telephone at (608) 266-2776, FAX (608) 267-1030, E-mail sales10@revenue.wi.gov, or at our Web site www.revenue.wi.gov

WINPAS - atL015 (R.05/11)

Attachment: 2019 Hotel Motel Funding Request (2397 : EDC Request)

LCEDC Tourism Expenses

Marketing Attraction Plan	Expenses
Chicagoland Outdoor Show at Tinley Park	\$ 775.00 Lodging and Mileage
Green Bay RV and Camping Show	\$ 400.00 Lodging and Mileage
Milwaukee Journal Sentinel Sports Show	\$ 500.00 Lodging and Mileage
Material Shipping Cost	\$ 60.00 \$20 per show
Wisconsin State Fair	\$ 650.00 Booth Rental with Lodging and Mileage
5 Star Marketing Sports Shows	\$ 300.00 6 Sport, Travel & Fishing Shows
Badger Sportsman Magazine - Print	\$ 1,000.00 Article and Ad
Silent Sports Magazine - Print	\$ 1,200.00 Ads
Tourism Mailing Postage	\$ 600.00
ATV Tracks - Web and Banner Presents	\$ 500.00
Snow Tracks - Web and Banner Presents	\$ 500.00
Lake-Link - Web and Banner Presents	\$ 1,200.00
Social Media Campaigns	\$ 1,500.00
Wisconsin Department of Tourism Co-Opportunities	\$ 3,000.00
Tourism Video Production	\$ 4,000.00 highlight parks and recreation
langladeounty.org Tourism Website	\$ 9,895.00
New Custom Site Design	\$ 6,500.00
Community Calendar Modifications	\$ 995.00
Web Positioning & Hosting	\$ 1,900.00 hosting and maintenance
Miscellaneous Small Projects	\$ 500.00 domain renewals and other
	miscellaneous small projects
TOURISM GRAND TOTAL	\$ 26,080.00

Request Amount of 50% **\$ 13,040.00**

TOTAL PROJECT COST
\$ 30,080.00

Economic Development Expense

Marketing Attraction Plan	Expenses
Attraction Video Production	\$ 4,000.00 highlight living and working here
ECONOMIC DEVELOPMENT GRAND TOTAL	\$ 4,000.00

Request Amount of 50% **\$ 2,000.00**

TOTAL REQUEST AMOUNT
\$ 15,040.00

2019 LCEDC

Hotel/Motel Application Request Information

Travel Shows

This is a partnership between our North Central Wisconsin Tourism and Business Group called ITBEC hosted by Wisconsin Counties Association. Expenses of show booth are strictly paid by ITBEC, but for the Wisconsin State Fair Day. All other expenses are LCEDC's.

- In 2018, ITBEC went to Tinley Park Fishing & Outdoor Show. We gave out 141 total items, but we were only able to take 20 Langlade County Visitor Guides. In 2018, there was a snowstorm that hit Chicago that dropped 18 inches of snow Friday night into Saturday morning.
- Green Bay RV & Camping Show we gave out 1,098 total items.
- Milwaukee Journal Sentinel Sports Show we gave out 610 total items.
- Wisconsin State Fair we gave out 432 total items.

Marketing at Other Shows

5 Star Marketing and Distribution has a booth at 6 sport, travel, & fishing shows. For \$300.00, they will distribute up to 2,500 Langlade County Recreation map at the Chicagoland Fishing, Travel, & Outdoor Show, Tinley Park Fishing & Outdoor Show, Wisconsin Fishing Expo, Milwaukee Journal Sentinel Sports Show, Wisconsin Sport Show, and a 6th show to be announced. Plus, a 1/8 ad will be placed in an Up North Action magazine.

Badger Sportsman Magazine

- We will be submitting information for a "Community Profile." The "Community Profile" includes a 4-6 page article highlighting and promoting Langlade County in the Badger Sportsman Magazine. LCEDC would provide them with the article and pictures.
- Badger Sportsman Magazine currently print about 15,000 copies. Of those about 9,000 are mailed to paid subscribers and their advertisers, compensated list and a long list of waiting rooms, libraries, schools, YMCA's, etc. The rest are sold in stores-Fleet Farm, Shopko, Bass Pro Shops, Woodman's, Festival Foods, Walgreens, Pick n Save, etc and a number of convenience stores throughout WI, Northern Illinois and the U.P. The magazine is used at the 5 sport shows they attend in winter.
- Banner ad on their website, www.badgersportsman.com and www.morningmoss.com. Those two combined are getting a minimum of 30,000 visits a month and a high of 55,000 visits.

Silent Sport Magazine

- Silent Sport Magazine is a monthly subscriber-based sports and travel magazine that covers bicycling, cross country skiing, running, paddle sports, hiking/walking, and athletic events. Their editorial focus changes with the changing sports seasons.
- The magazine is circulated in Wisconsin, Minnesota, northern Illinois, Michigan's Upper Peninsula, and portions of Lower Michigan, northeastern Iowa and southern Ontario.
- The request is to have ads in a spring, summer, and winter issue and online.

Inquires/Requests

- LCEDC has had 211 total requests with 503 items sent out from January 1 through October 17, 2018. Average postage cost for tourism mailing per year is \$600.00.
 - 176 inquires were from langladecounty.org
 - 1 inquires were from ATVTracks.com

- 7 inquires were from SnowTracks.com
- 14 inquires were from Lake-Link.com
- 13 inquires were from Northcentralwisconsin.com

Social Media Campaigns

- In 2018, we ran five Facebook promotional campaign ad for \$740.13 that targeted Green Bay, Fox Valley, Milwaukee, Madison, and Chicago areas. The campaigns were on winter events, summer family vacations, ATVing, mountain biking, and hiking. Results are as follows:
 - Reached 118,446 people with 160,151 impressions
 - 52,671 post engagements
- In 2019, we will continue using Facebook campaigns to target specific audiences in Green Bay, Fox Valley, Milwaukee, Madison, and Chicago areas.

Wisconsin Department of Tourism Co-Opportunities

The Wisconsin Department of Tourism offers various options to market throughout the year at a 70% off the retail rates in the Milwaukee Journal Sentinel "Fun Times" insert, Chicago Tribune, Minneapolis Star Tribune, St. Louis Post Dispatch, and Green Bay Press Gazette-Appleton Post Crescent. Circulation ranges from 150,000 to 350,000 depending on the package.

Tourism Video Production

Discover Wisconsin can help produce co-branded recreation videos to highlight parks and recreation. We would be able to use the videos on our website and to promote on social media to attract tourist.

Langladecounty.org Website

- The www.langladecounty.org website has 31,593 sessions from January 1 through October 17, 2018, with 21,833 users during this time.
 - There were 17,995 direct visits to the website. (The user typed in the URL.)
 - 2,373 users were referred to the tourism website from other websites.
 - ATVTracks.com had 31 users link to the tourism website.
 - Snowtracks.com had 7 users link to the tourism website.
 - Lake-Link had 18 users link to the tourism website.
 - Northcentralwisconsin.com had 13 users link to the tourism website.

Attraction Video Production

Discover Wisconsin can help produce co-branded attraction videos to highlight business and workforce. We would be able to use the videos on our website and to promote on social media to attract people to live here.

**CITY OF ANTIGO
HOTEL/MOTEL ROOM TAX COMMISSION
APPLICATION TO SOLICIT FUNDS**

Name of application Organization: Antigo/Langlade County Chamber of Commerce

Amount requested from Room Tax Commission: \$37,994.00

(Check all that apply)

Business Organization: Corporation__ Partnership__ Non-Profit__ X Tax Exempt__

Person in Charge of Project: Deena Grabowsky

Address: 1005 S. Superior Street E-mail Address: antigocc@frontier.com

City: Antigo State: WI Zip Code: 54409

Home Phone: n/a Business Phone: 715-623-4134

1. Is this a first time event? YES_____ NO_____
2. Was the event successful in the past? YES_____ NO_____
3. By what measurement was the event successful?

National Exposure	_____
Regional	_____
Tourism	<u>X</u>
Local Attendance	_____
Estimated Local Attendees	_____
Total Event Attendance	_____
4. Are the beneficiaries:

Youth	<u>X</u>
Adults	<u>X</u>
Seniors	<u>X</u>
5. Does the event have an admission charge? n/a
6. Is there a discount or waiver for youth? n/a
7. Did the event create a profit? n/a
If yes, how much? \$_____
8. How much time will a visitor spend at your attraction? n/a
9. Project the number of overnight stays visitor attraction will generate in Antigo: n/a

10. Will the profit be re-invested in the community? _____

If no, do you expect positive net earnings in the future?

11. Are any directors, volunteers, or board members provided compensation or reimbursement from a City donation or event proceeds? No

12. Will the City be expected to provide future support?

If yes,

Cash	_____
Police	_____
Fire/EMS	_____
Utility	_____

Detailed description of the project: (if necessary complete on separate sheet)

2018 Tourism Marketing/Advertising and Visitor Guide Distribution

Describe how the project would be marketed to the visiting public: Print and online advertising to promote Langlade County and attend tradeshow

Project Title: n/a

Total Cost of Project: \$37,994.00

Estimated project start date: 01/01/2019 Estimated Completion Date: 12/31/2019



Signature

Executive Director

Title

10/23/2018

Date

9 Antigo/Langlade County Chamber of Commerce Tourism Budget

Tourism Print/Online Advertising

Silent Sports	\$	900.00
Our Wisconsin	\$	2,604.00
Fun In Wisconsin	\$	1,600.00
Summer in the Northwoods	\$	499.00
Wisconsin ATV/Snowmobile Trails	\$	1,200.00
Wisconsin Bike Trails	\$	600.00
Illinois Snowmobiler	\$	1,160.00
Journeys Trip Planner	\$	272.00
WI Journeys	\$	1,590.00
The Greater Valley Guide	\$	600.00
Northwoods Recreation	\$	210.00
Wisconsin Bike Fed	\$	800.00
Experience Wisconsin	\$	1,080.00
Guest Quest	\$	1,605.00
Resource Guide	\$	299.00
Northwoods of Wisconsin	\$	1,000.00

Total Print/Online Advertising	\$	16,019.00
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Tourism Map/Kiosk

Langlade County Recreation Map	\$	195.00
Informational Kiosk	\$	250.00

Total Map/Kiosk	\$	445.00
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Tourism Communication

Total 888 number	\$	400.00
Total Internet Service	\$	700.00
Total Communications	\$	1,100.00

Tourism Website

Website, Subscription and Hosting Services	\$	2,500.00
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Tourism Visitor Guide Distribution

CTM	\$	1,800.00
Speedee	\$	380.00
Creative Concepts	\$	1,200.00
Distribute Langlade County	\$	2,800.00

Total Distribution	\$	6,180.00
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<u>Tourism Visitor Guide Mailings</u>	\$	2,000.00
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Tourism Events

Lakes & Leaves Bike Ride	\$	<u>1,500.00</u>
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Total Tourism Events	\$	1,500.00
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Tourism Tradeshow/Conferences

Green Bay Camping & RV Show	\$	400.00
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Milwaukee Sports Show	\$	500.00
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Spring Tourism	\$	600.00
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Fall Tourism	\$	<u>250.00</u>
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Total Tradeshow/Conferences	\$	1,750.00
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Welcome Center

Tourism Staff	\$	6,500.00
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Room Tax Total Amount	\$	37,994.00
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**HOTEL/MOTEL TAX
FINANCIAL RECAP
COMPARISON 09/30/17 and 09/30/18**

Beginning Balance January 1	2017		2018	
Cash (less accts payable)	\$54,157.40		\$60,833.44	
Investment	\$80,543.43		\$62,851.76	
Reserve for Welcome Center	\$210,000.00		\$230,000.00	
Accounts Payable	\$0.00		(\$109.00)	
Total Beginning Balance		\$344,700.83		\$353,576.20
Revenue				
Motel Taxes	\$73,630.13		\$74,471.53	
Interest	\$1,551.44		\$3,554.83	
Penalties & Late Payment Interest	\$0.00		\$200.00	
Grant Income	\$0.00		\$0.00	
Donations	\$0.00		\$0.00	
Miscellaneous Revenue	\$0.00		\$0.00	
Admission Fees	\$0.00		\$0.00	
Total Revenue		\$75,181.57		\$78,226.36
Expenditures				
Transfer to General Fund (10% of tax)	(\$7,363.01)		(\$7,447.15)	
Transfer to Economic Dev (20% of tax)	(\$14,726.02)		(\$14,894.31)	
Donations to Date	(\$63,086.00)		(\$54,921.00)	
Miscellaneous Expenses	\$0.00		\$0.00	
Total Expenditures		(\$85,175.03)		(\$77,262.46)
Balance September 30				
Cash (incl. accts pay)	\$42,612.50		\$58,133.51	*
Investment	\$67,094.87		\$56,406.59	
Reserve for Welcome Center**	\$225,000.00		\$240,000.00	*
Ending Cash/Investment Balance		\$109,707.37		\$114,540.10
Plus Reserves		\$225,000.00		\$240,000.00
Total Balance		\$334,707.37		\$354,540.10
Worksheet Balance (Cross Check)		\$334,707.37		\$354,540.10
**Beginning April, 2006, \$5,000 will be set aside every quarter for a Welcome Center.				
*Encumbered funds as of 9-30-18	\$18,990.72			
One motel is 2 quarters behind in filing - City Attorney is working on this.				
10/24/18:kmm				

Attachment: Hotel Motel Financial 9-30-18 (2408 : Financial Stmt)

2016		
Antigo/Langlade County Chamber of Commerce	Annual Advertising	Submit Year End Report
Langlade County Fair	Advertising for Fair	
TOTAL	\$39,693.00	
2017		
Antigo/Langlade County Chamber of Commerce	Annual Advertising	Submit Year End Report
City, Emerg. Mgmt, Chamber, EDC	Search 360 LLC for Website Develop.	Paid Direct -Appr \$2,343
Blackhawk Hill - Shaughn Novy	Triple Crown Event	Must submit paid receipts 6 Items
MC Rock Fest - Molly/Chris Held	Advertising for Rock Fest	Must submit paid receipts
MC Country Fest - Molly/Chris Held	Advertising for Country Fest	Must submit paid receipts
TOTAL	\$64,924.00	
2018		
Antigo/Langlade County Chamber of Commerce	Annual Advertising	Submit Year End Report
City, Emerg. Mgmt, Chamber, EDC	Search 360 LLC for Website Develop.	Paid Direct -Appr \$2,343
Blackhawk Hill - Shaughn Novy	Triple Crown Event	Must submit paid receipts 6 Items
TOTAL	\$54,921.00	
2018 Encumbered Funds		
10-25-17 Langlade County Economic Development	Tourism Marketing	
1-31-18 Langlade County Historical Society	Up to for Architectural Plans	
1-31-18 Chamber of Commerce	Up to for Architectural Plans	
	\$18,990.72	