

**Village of  
Taos Ski Valley  
Lodger's Tax Advisory Board Meeting Agenda  
Lakefork Room in TSV or Zoom Meeting  
Tuesday June 8, 2022 – 1:00PM**

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- I. Call to Order.**
- II. Roll Call.**
- III. Approval of Agenda.**
- IV. Approval of Minutes from the June 1, 2022 Meeting**
- V. Review Proposed 2022/2023 Budget**
  - a. Taos Air request to increase Grant to \$300,000.00**
- VI. Miscellaneous**
- VII. Announcement of the Date, Time, and Place of the next meeting of the Village Lodger's Tax Advisory Board**
- VIII. Adjournment**

**Village of Taos Ski Valley  
Minutes  
From June 1, 2022  
Lodger's Tax Advisory Board Meeting**

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- I. Meeting called to order 1:07PM
- II. Board Members  
Present: Roger Mariani [mariani@snakedancecondos.com](mailto:mariani@snakedancecondos.com) 776-2277  
Present: Brent Knox [brentknoxtsv@taosnet.com](mailto:brentknoxtsv@taosnet.com) 806-367-2040  
Present: Kent Forté [kforte@edelweisslodgeandspa.com](mailto:kforte@edelweisslodgeandspa.com) 737-6900  
Present: Chris Stagg [jcs@skitaos.org](mailto:jcs@skitaos.org) 776-2291 Ext. 2227  
Present: Henry Caldwell [henrycaldw9810@gmail.com](mailto:henrycaldw9810@gmail.com) 770-9261  
Guests Present: Courtney Tucker, John Avila, Karina Armijo, Chaz Rocky, Sydney Dunton
- III. The Agenda was approved:  
Motion by: Chris S. & Second by: Kent F. 4-0
- IV. July 13, 2021 Meeting Minutes were reviewed and approved.  
Motion by: Chris S. & Second by: Kent F. 5-0
- V. Review Budget for 2021/2022 Brent K. Joined meeting 1:25PM  
A. See attached copy  
B. Chamber presented \$415,000.00 Budget for 2022/2023 fiscal year  
1. See attached  
2. Request for approval of Special Project funds  
July 4<sup>th</sup> 2021 Shuttles \$7,460.26  
July 4<sup>th</sup> 2022 Shuttles Canceled/ Moved to 2022 Octoberfest \$1,409.72  
Octoberfest 2022 Shuttle down payment \$2,656.78  
SP Event collaboration Octoberfest tent down payment \$1,998.00  
\$13,524.76  
Motion: Chris S. & Second by: Kent F. 5-0
- C. Additional Fund Request for Employee Shuttle \$60,000. 00  
1. Discussion to move \$40,000.00 from TSV Winter Shuttle to TSV Employee Shuttle Grant total \$60,000.00  
2. Show documentation that 20% of ridership was non TSV employees and cost to operate Employee Shuttle was in excess of \$300,000.00. Grant can be funded up to \$60,000.00  
3. Motion by: Kent F. & Second by: Brent K. 5-0
- VI. Review 2022/2023 Proposed Budget  
A. See attached copy  
1. Motion by: Chris S. & Second by: Brent K. Motion Failed  
a) Discussion led by Chaz Rocky and Karina Armijo followed on how important it is for the Village of TSV to fund the Taos Air Grant request fully at \$300,000.00 instead of the proposed \$200,000.00. Other communities are in the process of committing funds for Taos Air. If the Village is willing to commit fully to the Taos Air grant it would go a long way in encouraging other communities to follow suit.

- b) **Before making a final recommendation to the village council. The board wants to hold another meeting to reach out to its Chamber members and community at large. The meeting will be on June 8th at 1:00 PM in the TSV's Lakefork room above ticket office or by zoom.**

**VII. Miscellaneous**

**VIII. Next Meeting date: June 8th at 1:00 PM in the TSV's Lakefork room above ticket office or by zoom.**

**A. Meeting Adjourned 3:15PM**

- 1. **Motion by: Chris S. & Second by: Henry C. 5-0**

## Lodger's Tax Budget

2021/2022

<b>Revenues</b>		<u>Collection</u>
Collections	\$450,000.00	\$725,000.00
Beginning Balance		\$445,299.98
<b>Total Revenues</b>		\$1,170,299.98
<b>Expenditures</b>		
VTSV - CC		\$271,041.00
VTSV - Special Projects		\$29,000.00
Community Proposals:	\$318,500	\$279,500.00
Field Ins.	\$3,000.00	
German School	\$3000	\$0.00
Jillana Ballet	\$8000	\$0.00
Taos School of Music		\$4,000.00
Taos Opera		\$3,500.00
TSV Inc. Fireworks (2 events)	\$14,000	\$0.00
Winter Wine Festival		\$9,000.00
TSV Employee Shuttle		\$60,000.00
TSV Shuttle - Winter	\$45,000	\$0.00
TSV Shuttle - Summer	\$20,000	\$0.00
Taos Air	\$125,000	\$200,000.00
EMS		\$0.00
Parks & Rec Requests		\$15,000.00
Administrative Fee		\$45,000.00
Legal Services	\$1,000	\$0.00
Audit	\$5,000	\$7,500.00
<b>Total Expenditures</b>		\$647,041.00
Total Revenue	\$895,299.98	\$1,170,299.98
Total Expenditure	\$609,541.00	\$647,041.00
Ending Balance	\$285,758.98	\$523,258.98
Original Budgeted Amount		
		6/2/2022

Proposed Lodger's Tax Budget

2022/2023

<b>Revenues</b>		<u>Collection</u>	
Projected Collections		\$600,000.00	estimate
Beginning Balance		\$520,000.00	estimate
<b>Total Revenues</b>		\$1,120,000.00	
<b>Expenditures</b>			
VTSV - CC		\$415,000.00	
VTSV - Special Projects	Included in Chamber Budget	\$0.00	
Community Proposals:		\$33,500.00	
Field Ins.	\$3,000.00		
German School	\$0.00		
Jillana Ballet	\$0.00		
Taos School of Music	\$4,000.00		
Taos Opera	\$3,500.00		
TSV Inc. Fireworks (New Years Eve & Ernie's BD)	\$14,000.00		
Winter Wine Festival	\$9,000.00		
TSV Employee Shuttle		\$20,000.00	
RTD Shuttles:		\$45,000.00	
Winter	\$45,000.00		
Summer	\$0.00		
Taos Air		\$200,000.00	
EMS		\$0.00	
Parks & Rec Requests		\$15,000.00	
Administrative Fee		\$45,000.00	
Legal Services		\$1,000.00	
Audit		\$7,500.00	
<b>Total Expenditures</b>		\$782,000.00	
Total Revenue		\$1,120,000.00	
Total Expenditure		\$782,000.00	
Ending Balance		\$338,000.00	
		6/2/2022	

Email Sent May 13 with additions on May 31

Hello Lodger's Tax Board,

While I pride myself on managing Lodger's tax funds with 100% integrity and honesty, it appears I have made a mistake. Thank you Roger for spotting it and thank you Kent for confirming it in our Chamber Board meeting yesterday.

The Chamber was given approval to spend special project funds on event expenses before June 30, 2022 but both Roger and Kent have pointed out the funds were approved for last Summer's July 4th and Oktoberfest events NOT this Summer's July 4th & Oktoberfest down payments to reserve future event services.

**Need Lodger's Tax approval:**

Can we keep the payments made to American Tent and Santa Fe Valet as approved Event Expenses in this fiscal year, ending June 30, 2022?

• **SP Event Collaboration \$1998 Oktoberfest Tent Down payment expense**

• **SP Shuttle Transportation: \$2,656.78 Oktoberfest + \$1409.72 July 4<sup>th</sup> shuttles**

This Board needs to decide if the \$2,656.78 used as a down payment to secure drivers and vehicles for this year's Oktoberfest event can be approved for shuttles this September.

July 4th Shuttles have since been cancelled by Kaela.

\$1409.72 July 4<sup>th</sup> shuttle down payment has been applied to the Oktoberfest shuttle expenses with a credit issued if there are any unused funds.

Credit can also be put towards future event shuttles if preferred.

Please confirm what the Board would like to do.

**IF APPROVED TODAY, the following expenses will be submitted to Nancy as approved Special Projects end of fiscal year wrap up reimbursements to be deposited by June 25:**

6501 Special Project - Event Collaboration (Tent deposit) Spent \$1,998.00 / Remaining -2.00

6510 Special Project - Shuttle Transportation Spent 11,526.76 / Remaining -1,473.24

07/02/2021	July 4 <sup>th</sup> 2021 Shuttles last Summer	-7,460.26
02/22/2022	Oktoberfest 2022 Shuttles down payment	-2,656.78
03/31/2022	July 4 <sup>th</sup> 2022 Shuttles Cancelled/ Moved to 2022 Oktoberfest shuttles	-1,409.72

6504 Special Project- Audit Spent 7,551.25 / Remaining 1,448.75

Submitted and waiting on reimbursement before June 25

2022-2023 LODGERS TAX REQUEST

Previous FY's Chamber Budgets - LT Grant			
	FY 2019-2020	FY 2020-2021	FY 2021-2022
Marketing Grant Disbursement	\$296,000.00	\$182,525.00	\$271,041.00
Special Projects	\$29,600.00	\$113,475.00	\$29,000.00
Totals	\$325,600.00	\$296,000.00	\$300,041.00

New 2023 Request	New Ask: with VCPO as a Special Project	New Accounting Setup with VCPO in the GRANT	IF VCPO gets dropped in future months
	New -FY 2022-2023	New -FY 2022-2023	New -FY 2022-2023
Marketing Grant Disbursement	\$364,873.67	\$387,873.67	\$364,873.67
Special Projects	\$48,000.00	\$25,000.00	\$25,000.00
	\$412,873.67	\$412,873.67	\$389,873.67

(2) SPECIAL PROJECTS	
VCPO/ Post Office	23,000.00
Oktoberfest Lower Plaza Event + Collaboration	25,000.00
Ocktoberfest	
	<b>48,000.00</b>

NEW ACCTING SET UP MOVES VCPO TO GRANT	
Marketing & Events Grant	\$364,873.67
VCPO Staff, Supplies & Payroll taxes	23,000.00
<b>Total</b>	<b>\$387,873.67</b>

SPECIAL PROJECTS w.out VCPO	
Special Project:Oktoberfest	25,000.00
Special Project:Event Shuttles	
<b>Total Special Projects</b>	<b>25,000.00</b>

6101 Graphic Design	4,000.00
6102 Photoshoots & Image acquisition	7,500.00
6104 Printing	1,000.00
6105 Advertising	19,000.00
6120 Member Services & Events Coordinator	52,000.00
6127 Social Content/ PR/ Digital	45,500.00
6128 Web Site Programming	5,000.00
6129 Website Maintenance / Web Data /SEO	16,250.00
6132 Ambassadors Summer & Winter/Chamber Admin	64,600.00
6135 Marketing Director 50%	28,300.00
6138 Grant Payroll Tax Expense	9,367.00
6151 Postage + VG Distribution	21,700.00
6152 Dues, Memberships	500.00
6153 Meetings, Conventions	500.00
6154 Entertainment, Meals	500.00
6601 NM MMP & FLEX FUNDS GRANT	<u>29,666.67</u>
<b>Total 6100 MARKETING</b>	<b>275,717.00</b>

<b>TRADE SHOW EXPENSES</b>	
6201 Entry Fees TSV Inc.	<u>3,000.00</u>
<b>Total 6200 TRADE SHOW EXPENSES</b>	<b>3,000.00</b>

<b>EVENT EXPENSES</b>	
6301 Up & Over 10K Trail Run	11,000.00
6302 July 4th Expense	1,000.00
6309 Saturday Music Series: Bands & PA rental	12,000.00
6310 Event Contractor/ Misc event expenses	<u>6,000.00</u>
<b>Total 6300 EVENT EXPENSES</b>	<b>30,000.00</b>

<b>CHAMBER ADMINISTRATION EXPENSES</b>		6410 Storage	1,140.00
6401 Supplies + Materials	3,500.00	6412 Rent	5,800.00
6403 Telephone	3,200.00	6415 Accounting	6,000.00
6404 Computer Software	3,750.00	6416 Insurance	<u>1,100.00</u>
6405 Bank + Credit Card fees	700.00	<b>Total Admin</b>	<b>12,450.00</b>
6406 Mileage	600.00		
6408 Equipment Maintenance + Repairs	700.00		
		<b>MARKETING GRANT</b>	
		<b>TOTAL</b>	<b>364,873.67</b>



Lodger's Tax  
 CURRENT RATE = 5% 7/01/04 thru Current the tax rate is 5%; 2/97 thru 6/04 tax rate was 4.5%

LODGERS' TAX

	July	August	September	October	November	December	January	February	March	April	May	June
FY 2012	\$5,123.77	\$5,559.34	\$7,292.78	\$3,573.23	\$2,125.17	\$25,832.86	\$57,242.46	\$54,829.42	\$66,115.91	\$72,972.48	\$6,978.68	\$4,665.17
YTD	\$5,123.77	\$10,683.11	\$17,975.89	\$21,549.12	\$23,674.29	\$49,507.15	\$106,749.61	\$161,579.03	\$227,694.94	\$300,667.42	\$307,646.10	\$312,311.27
FY 2013	\$3,611.20	\$6,647.21	\$6,362.49	\$6,914.30	\$3,587.06	\$4,412.71	\$41,548.72	\$58,051.35	\$69,819.08	\$65,779.34	\$2,387.53	\$1,223.37
YTD	\$3,611.20	\$10,258.41	\$16,620.90	\$23,535.20	\$27,122.26	\$31,534.97	\$73,083.69	\$131,135.04	\$200,954.12	\$266,733.46	\$269,120.99	\$270,344.36
FY 2014	\$2,832.98	\$7,754.90	\$7,045.56	\$19,777.25	\$4,319.60	\$4,888.83	\$54,643.19	\$58,342.34	\$68,032.70	\$67,580.97	\$4,688.03	\$1,953.28
YTD	\$2,832.98	\$10,587.88	\$17,633.44	\$37,410.69	\$41,730.29	\$46,619.12	\$101,262.31	\$159,604.65	\$227,637.35	\$295,218.32	\$299,906.35	\$301,859.63
FY 2015	\$2,492.93	\$6,804.83	\$15,377.68	\$9,451.74	\$6,196.45	\$7,739.68	\$48,605.50	\$66,074.56	\$67,834.16	\$75,221.00	\$5,450.60	\$1,138.28
YTD	\$2,492.93	\$9,297.76	\$24,675.44	\$34,127.18	\$40,323.63	\$48,063.31	\$96,668.81	\$162,743.37	\$230,577.53	\$305,798.53	\$311,249.13	\$312,387.41
FY 2016	\$3,159.70	\$22,368.20	\$9,450.74	\$5,746.17	\$4,197.87	\$9,297.58	\$53,807.00	\$72,513.85	\$76,593.23	\$71,244.05	\$3,250.86	\$2,501.47
YTD	\$3,159.70	\$25,527.90	\$34,978.64	\$40,724.81	\$44,922.68	\$54,220.26	\$108,027.26	\$180,541.11	\$257,134.34	\$328,378.39	\$331,629.25	\$334,130.72
FY 2017	\$3,312.79	\$6,428.45	\$20,520.20	\$6,104.38	\$4,731.31	\$5,975.60	\$52,006.45	\$57,922.20	\$70,032.91	\$81,036.07	\$5,683.84	\$3,145.21
YTD	\$3,312.79	\$9,741.24	\$30,261.44	\$36,365.82	\$41,097.13	\$47,072.73	\$99,079.18	\$157,001.38	\$227,034.29	\$308,070.36	\$313,754.20	\$316,899.41
FY 2018	\$26,463.06	\$13,960.76	\$11,225.88	\$8,960.06	\$6,207.19	\$6,521.15	\$71,990.70	\$56,655.53	\$68,454.45	\$74,080.27	\$1,667.88	\$3,332.25
YTD	\$26,463.06	\$40,423.82	\$51,649.70	\$60,609.76	\$66,816.95	\$73,338.10	\$145,328.80	\$201,984.33	\$270,438.78	\$344,519.05	\$346,186.93	\$349,519.18
FY2019	\$8,692.23	\$17,791.85	\$15,936.00	\$15,977.48	\$11,905.77	\$18,255.86	\$89,403.18	\$100,794.38	\$105,205.05	\$122,892.45	\$12,426.36	\$5,097.57
YTD	\$8,692.23	\$26,484.08	\$42,420.08	\$58,397.56	\$70,303.33	\$88,559.19	\$177,962.37	\$278,756.75	\$383,961.80	\$506,854.25	\$519,280.61	\$524,378.18
FY2020	\$9,107.40	\$23,176.76	\$18,926.00	\$18,538.79	\$15,121.36	\$16,682.78	\$100,415.47	\$111,589.79	\$111,413.82	\$68,226.73	\$472.24	-\$453.54
YTD	\$9,107.40	\$32,284.16	\$51,210.16	\$69,748.95	\$84,870.31	\$101,553.09	\$201,968.56	\$313,558.35	\$424,972.17	\$493,198.90	\$493,671.14	\$493,217.60
FY2021	\$8,171.37	\$15,170.58	\$12,836.91	\$17,194.52	\$14,423.38	\$6,231.96	\$55,290.11	\$42,558.56	\$84,760.20	\$96,555.93	\$10,267.66	\$7,219.30
YTD	\$8,171.37	\$23,341.95	\$36,178.86	\$53,373.38	\$67,796.76	\$74,028.72	\$129,318.83	\$171,877.39	\$256,637.59	\$353,193.52	\$363,461.18	\$370,680.48
FY2022	\$18,245.95	\$38,815.26	\$26,765.37	\$22,996.72	\$22,728.29	\$23,037.99	\$110,392.10	\$131,470.22	\$148,831.28	\$158,043.00		
YTD	\$18,245.95	\$57,061.21	\$83,826.58	\$106,823.30	\$129,551.59	\$152,589.58	\$262,981.68	\$394,451.90	\$543,283.18	\$701,326.18	\$701,326.18	\$701,326.18