

SPECIAL EVENTS WITH PARTNERS



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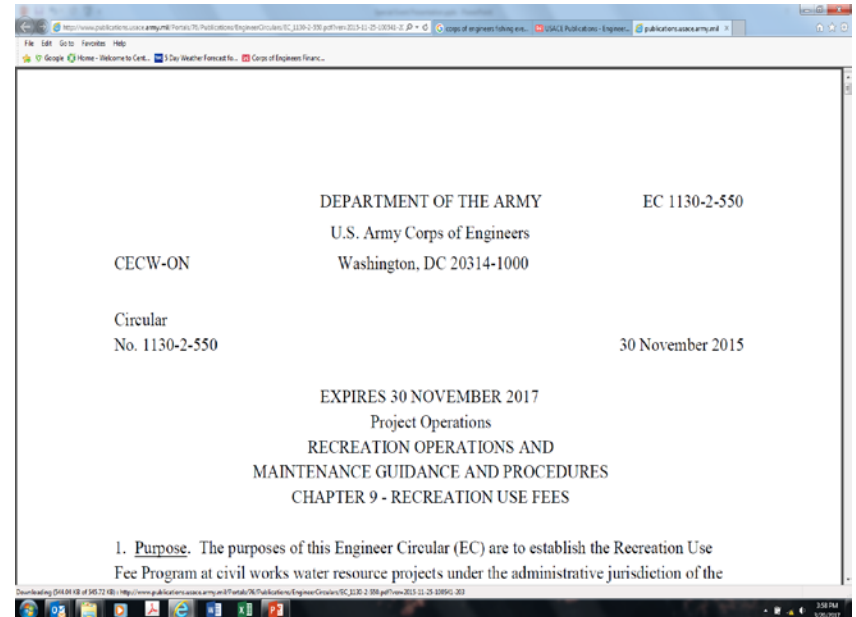


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GOALS

- Review existing Special Events
- Explain the process of updating the current EC regarding special events
- Discuss the changes from the old ER to the new EC
- Discuss feedback received during the comment period.
- Discuss how the EC / ER benefits the projects regarding collection of fees from special events with partners.



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FISHING TOURNAMENTS



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FISHING TOURNAMENTS



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FISHING TOURNAMENTS

FLW tournament

- 150 boats ~ \$1,000 per entry
- Using lake / public area
- Provided TV commercial space for USACE
- Provided booth space for water safety message to USACE



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FAIRS AND TRADE SHOWS



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TRIATHLONS AND ATHLETIC EVENTS



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TRIATHLONS AND ATHLETIC EVENTS



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TRIATHLONS AND ATHLETIC EVENTS

Mountain bike event

- 3,000 participants ~ \$50 per person
- Using trails / campground area

Triathlon event

- 100 participants ~ \$100 per person
- Using lake, roads, facilities
- USACE provides boat support, coordination, etc.



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	Conservative
Paid Attendees	2,190.00
Exhibitors/ Staff/ Non Paid	505.00
Total Attendees	2,695.00

Income		Expenses	
Attendance*	\$138,150.00	Staff/ Planning	\$66,151.00
Merchandise	\$20,329.00	Print/ Advert	\$42,766.82
	\$0.00	Facilities	\$81,374.84
Expo/ Sponsorships**	\$96,330.00	2% ACoE	\$5,374.31
		8% FRL-ATS	\$21,497.24
		Comissions	\$14,449.50
Total Income	\$254,809.00	Total Expenses	\$231,613.71
PA Sales Tax***	\$8,289.00	PA Sales Tax	\$8,289.00
Amusement Tax	\$5,617.50	Amusement Tax	\$5,617.50
Gross Revenue	\$268,715.50	Gross Expense	\$245,520.21

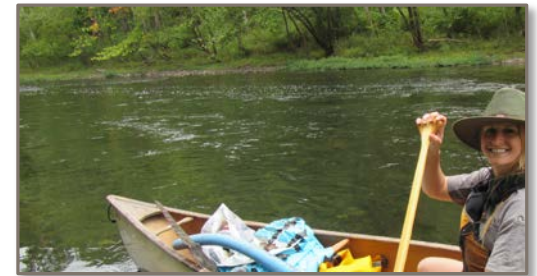


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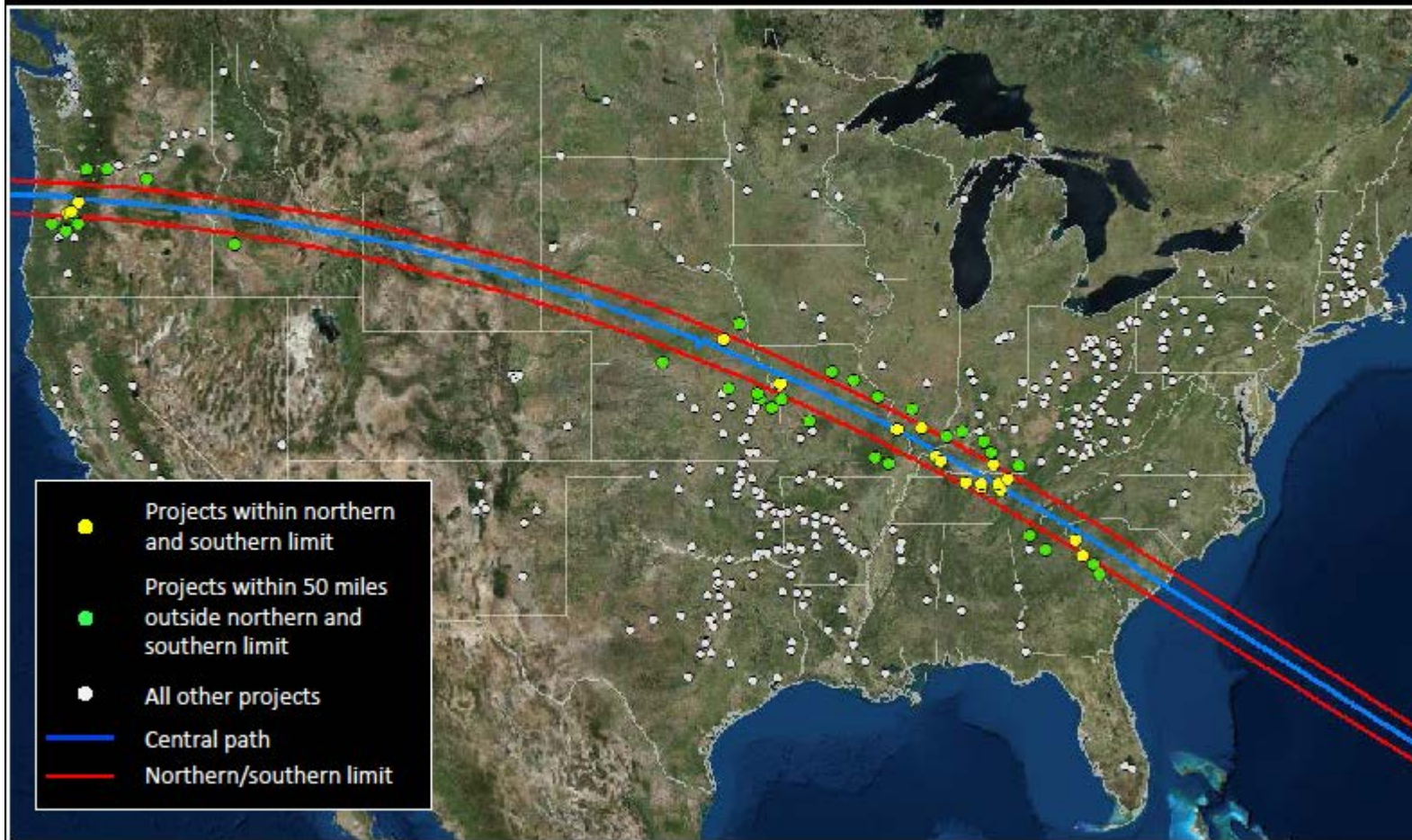
CLEANUP EVENTS

- Earth Day
- National Public Lands Day
- Lake Cleanups
- River Cleanups





USACE Recreation Projects and Solar Eclipse Path 2017



Eclipse path data created by Alex Wong. Accessed through ArcGIS online January 27, 2017.



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WATER SAFETY EVENTS



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RESOURCE EVENTS



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LARGE SCALE PICNIC EVENTS



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UPDATE PROCESS

- Identify need for update
- Form team of subject matter experts
- Review any new authorities
- Compile recommendations
- Counsel concurrence
- Public comment
- Include updates
- Counsel concurrence
- Post new ER



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COLLECTION OF FEES - OLD VS. NEW

EP 1130-2-550, 15 Nov 96

Appendix N-3.

(6) Collection of any funds in connection with the event must be approved by the district commander prior to issuance of the permit. **Collections of entry fees** in excess of actual total costs will be paid to the Corps for legal disposal **UNLESS** surplus proceeds are used for benefit to the project. A collection cost analysis will be provided by the sponsor within 30 days following the event. The government reserves the right to audit the sponsor's records.



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COLLECTION OF FEES - OLD VS. NEW

EP 1130-2-550, 15 Nov 96

E-5. Special Event Fees.

a non-refundable **administrative fee of \$75.00** will be charged for each event

- a. In addition to the \$75.00 fee, **a fee may be charged to cover** direct and indirect personnel costs, including salaries and fringe benefits; physical overhead; vehicle costs; and other indirect costs, including material and supply costs, utilities and travel, etc.
- b. In addition to the \$75.00 fee and the incurred cost recovery, if appropriate, events conducted for-profit will be assessed **a fee of 2 percent of gross revenue**, as consideration for the right to make a profit on government property. Revenue from vendor sales will be included in the gross revenue total for computation of the 2 percent fee for for-profit events.
- c. **All fees** collected for special events, as described above, **shall be retained at the site collected**; and available for use, without further appropriation, solely for administering Special use Permits under section 1047(a) of WRRDA 2014 and carrying out related operation and maintenance activities at the site at which the fees are collected. See section 23, "ACCOUNTING," for more details.
- d. At the discretion of the Operations Project Manager, **in-kind services** may be accepted in lieu of these fees.



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REAL EXAMPLE

NON-PROFIT VS. FOR PROFIT

	Conservative
Paid Attendees	2,190.00
Exhibitors/ Staff/ Non Paid	505.00
Total Attendees	2,695.00

Income		Expenses	
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Amusement Tax	\$5,617.50	Amusement Tax	\$5,617.50
Gross Revenue	\$268,715.50	Gross Expense	\$245,520.21

Gross Revenue X 2%= \$5,374.31

“Excess” Fees = \$23,195.29



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FEEDBACK RECEIVED

The team has received many comments regarding the difference of For-Profit vs Not-for-Profit events, and charging the 2% Gross Revenue fee on Not-for-Profit events.

Others would like to see the language regarding surplus proceeds be used to benefit the projects to come back.



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BENEFITS OF NEW EC

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ALLEN'S EDITORIAL NOTES

Item d. in section E-5 of Appendix E states, "At the discretion of the Operations Project Manager, in-kind services may be accepted in lieu of these fees."

The way I understand it is that "these fees" refers to the fees noted in sections a, b, and c of section E-5.

Although it is not explicit, that section is intended to give the OPM the discretion of charging the 2% for for-profit events, the fees to recover costs, and the fees generated by non-profit events.

The intent as stated in item 15 of Chapter 9 and again in item c. of section E-5 is that "All fees...shall be retained at the site collected..."

The problem is that the intent is not backed up by explicit language.



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QUESTIONS?



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