

TRANSCRIPT PREPARED BY THE CLERK OF THE LEGISLATURE  
Transcriber's Office

May 17, 1999

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SENATOR LANDIS: ...and that's...

SENATOR VRTISKA: Let me get to that point.

SENATOR LANDIS: Yeah, okay.

SENATOR VRTISKA: That's the point I wanted to get to. How do you...how do you, or the people who are...brought this bill, how do they determine...come up with what the new dollars are? In other words,...

SENATOR LANDIS: Yeah.

SENATOR VRTISKA: ...I understand it's money that's generated at this facility, but...

SENATOR LANDIS: Right.

SENATOR VRTISKA: ...it's also money that's generated by hotels, restaurants.

SENATOR LANDIS: Right.

SENATOR VRTISKA: How do you determine those...

SENATOR LANDIS: Sure, there's two parts.

SENATOR VRTISKA: ...extra revenue? Okay, okay.

SENATOR LANDIS: I'm with you. Let me answer the question. There's two parts to the answer. First part, you got to find a number of people who come to town. You find that by an auditable number of participants who come to these conventions at this place. And you identify where they're from, or at least they have to be out-of-state, so that we know that it's essentially new business then, because these are conventions that weren't here before. Secondly, to that, depending on how long they're in town, is it a three-day convention, is it a five-day convention? To that number of participants and days you apply a multiplier. That multiplier is decided by the board; it's based on econometric models. What does a person who's left home and gone to another city pay for a hotel room in