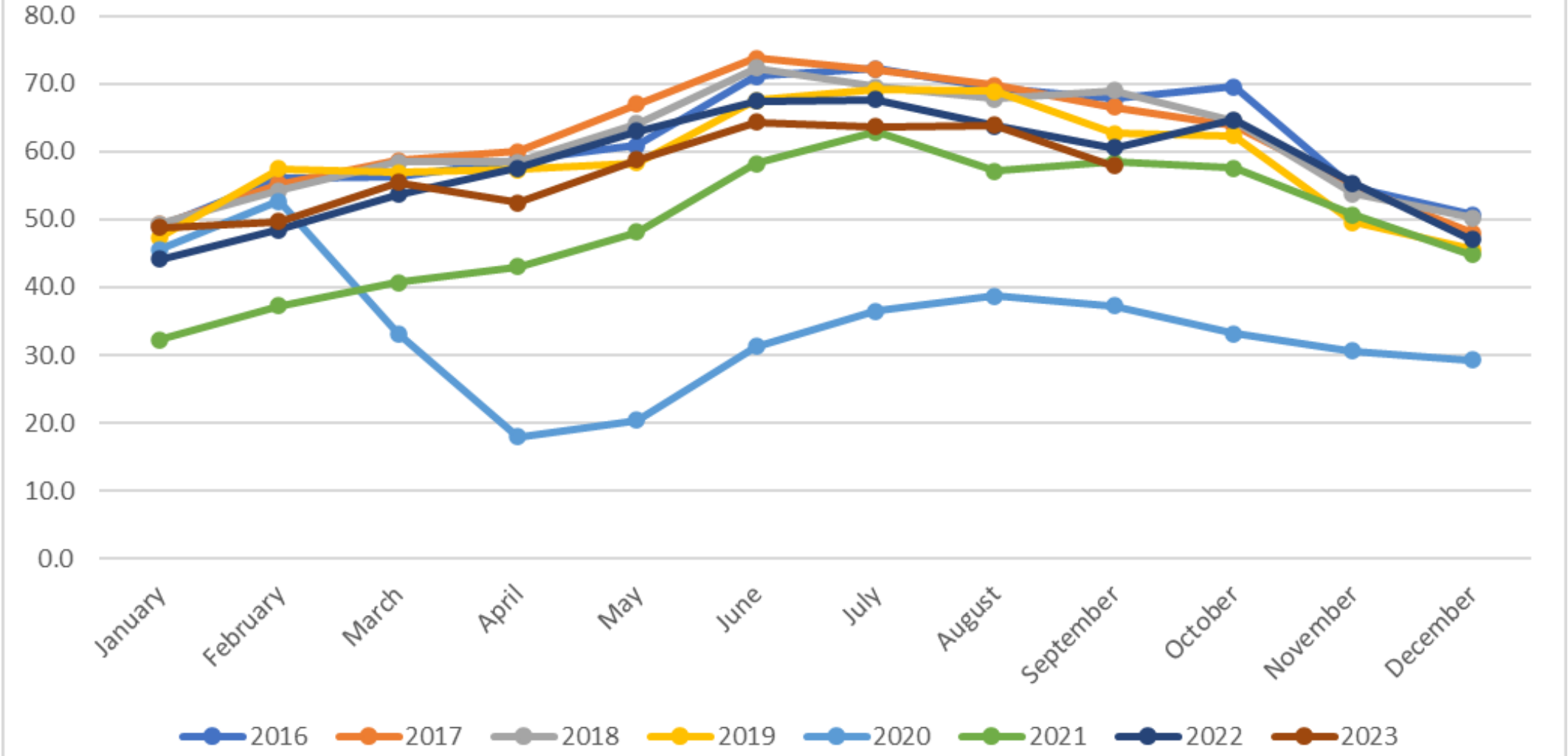


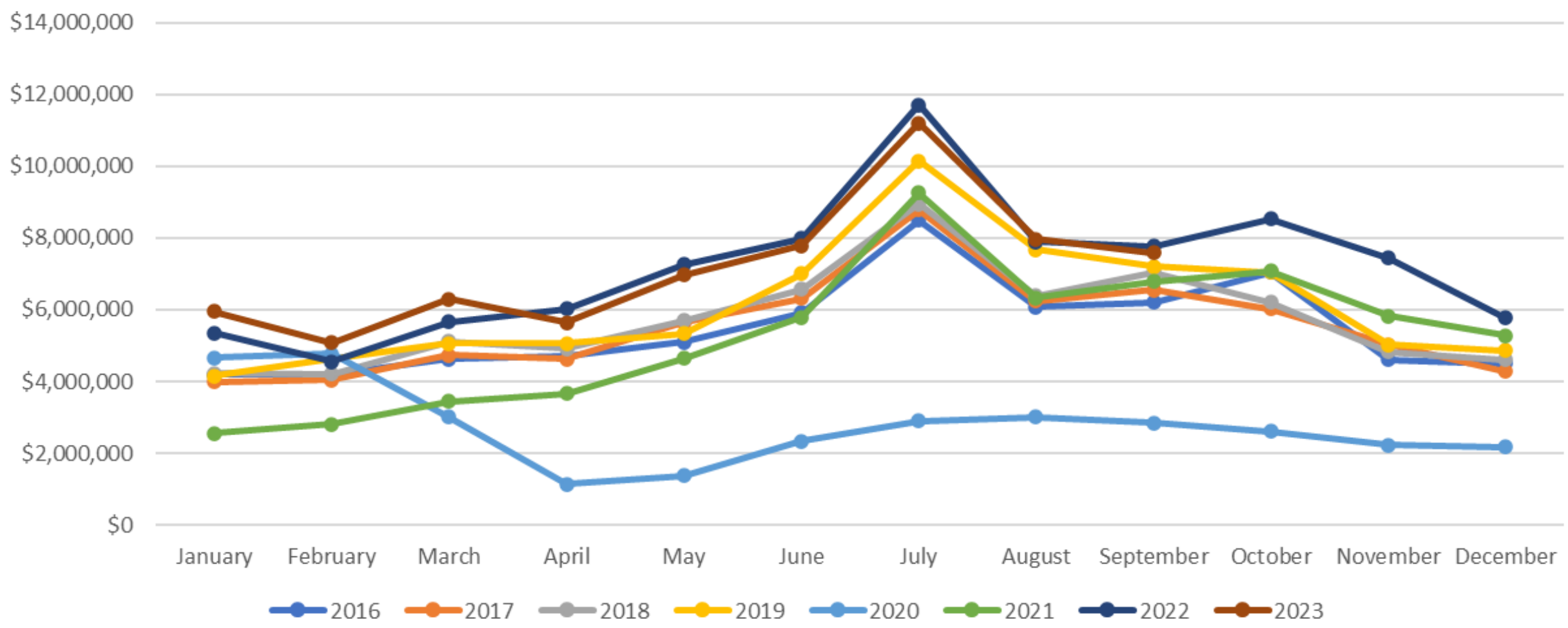
# **Fox Cities CVB Update to ARA Exhibition Center Advisory Committee**

**10.31.23**

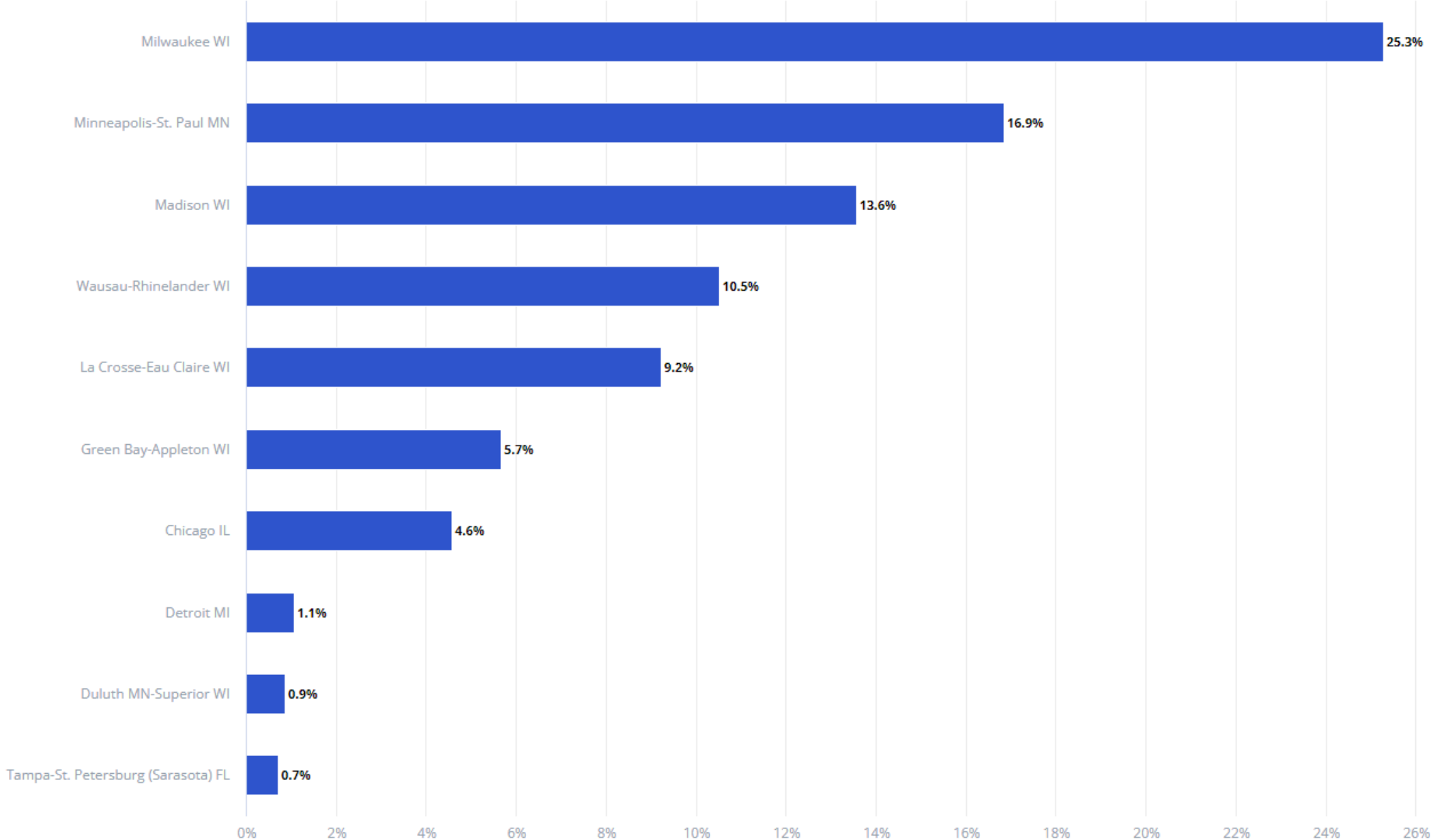
# Fox Cities Hotel Occupancy



# Fox Cities Room Revenue



# Who is Visiting the FCEC? Top Origin DMA's – 2021 through Oct. 2023

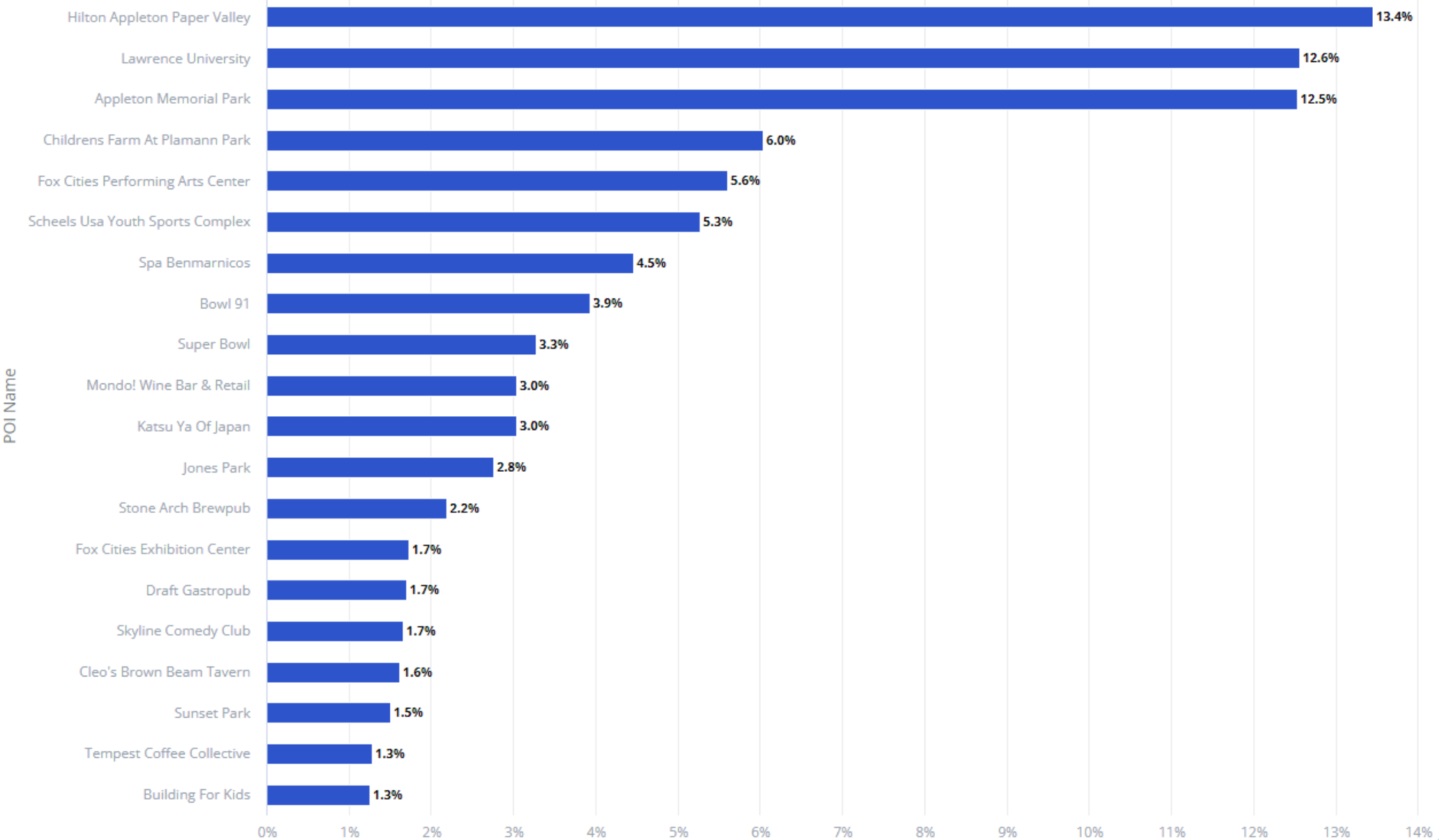


Visitors % of Total



Source: Zartico

# Top Visitor Points of Interest in Appleton – Oct. 31, 2022 to Oct. 31, 2023

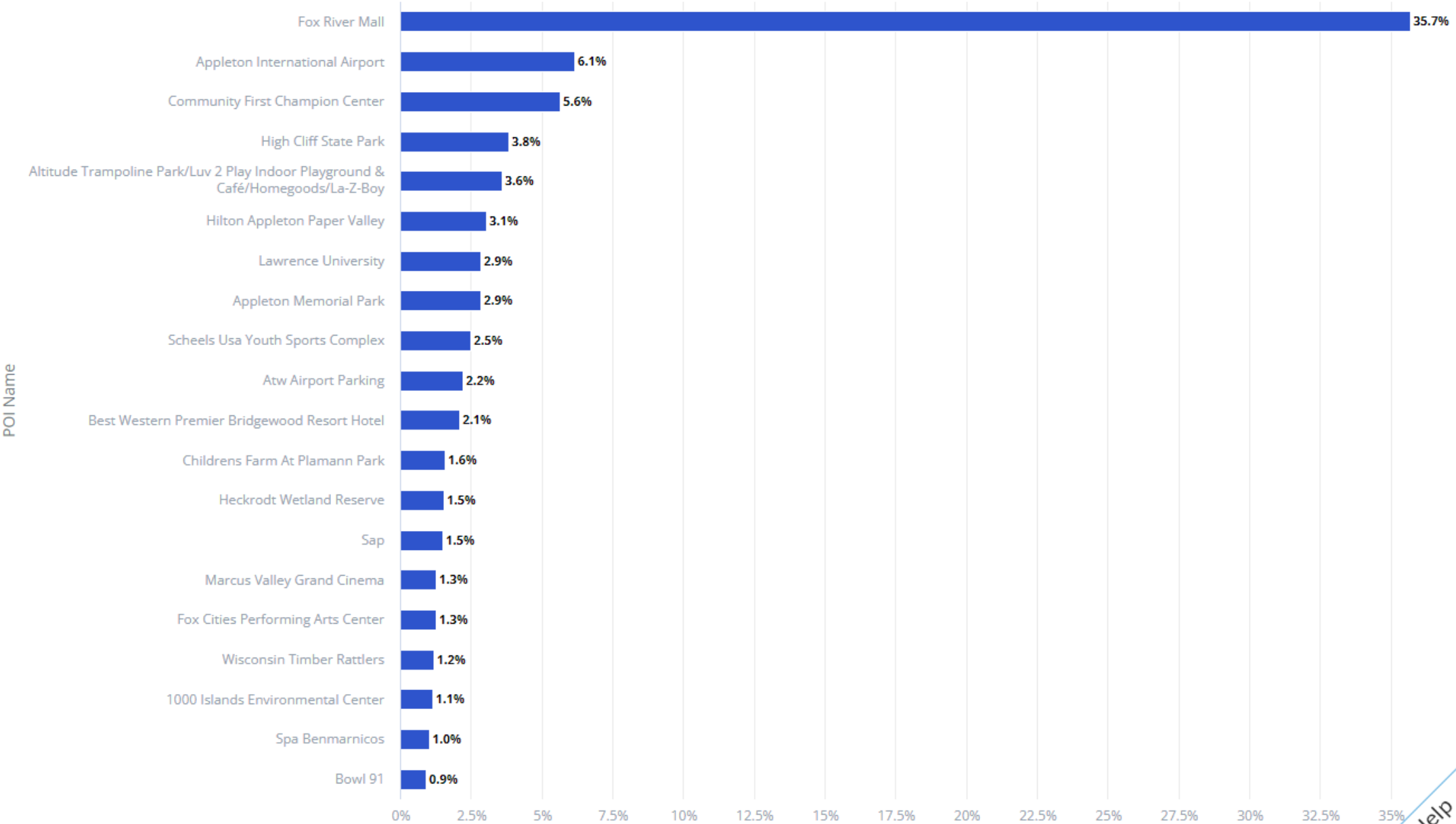


Location - % of Visitors - No Empty Value

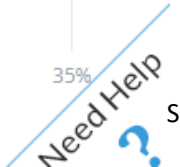


Source: Zartico

# Top Visitor Points of Interest in the Fox Cities – Oct. 31, 2022 to Oct. 31, 2023



Location - % of Visitors - No Empty Value



**Bonding Update**  
**Presented by Baird to Fox Cities**  
**Area Room Tax Commission**  
**9.18.23**

### RDA of the City of Appleton

- Fox Cities Exhibition Center
  - Through October 1, 2023
    - Mandatory Redemptions of Principal: \$1,730,000
    - Gross Debt Service Savings: \$3,848,065

### CDA of the Town of Grand Chute

- Fox Cities Champion Center
  - Through October 1, 2023
    - Mandatory Redemptions of Principal: \$1,220,000
    - Gross Debt Service Savings: \$2,777,056



# Appleton Debt Service Comparison

Calendar Year	ORIGINAL DEBT SERVICE <sup>(1)(2)</sup>				DEBT SERVICE AFTER MANDATORY REDEMPTIONS <sup>(1)(2)</sup>				DEBT SERVICE CHANGE		
	PRINCIPAL (4/1)	RATE	INTEREST (4/1 & 10/1)	TOTAL	PRINCIPAL	RATE	INTEREST (4/1 & 10/1)	TOTAL	PRINCIPAL	INTEREST	TOTAL
	<b>Callable: '27-'51 Callable 4/1/2026 @ Par</b>				<b>Mandatory redemptions can occur on 4/1 or 10/1</b>						
2018			\$546,626	\$546,626			\$546,626	\$546,626	\$0	\$0	\$0
2019			\$1,311,904	\$1,311,904			\$1,311,904	\$1,311,904	\$0	\$0	\$0
2020	\$100,000	2.800%	\$1,310,504	\$1,410,504	\$100,000	2.800%	\$1,299,804	\$1,399,804	\$0	(\$10,700)	(\$10,700)
2021	\$100,000	2.890%	\$1,307,659	\$1,407,659	\$100,000	2.890%	\$1,286,259	\$1,386,259	\$0	(\$21,400)	(\$21,400)
2022	\$125,000	3.090%	\$1,304,282	\$1,429,282	\$125,000	3.090%	\$1,282,882	\$1,407,882	\$0	(\$21,400)	(\$21,400)
2023	\$150,000	3.150%	\$1,299,989	\$1,449,989	\$150,000	3.150%	\$1,260,934	\$1,410,934	\$0	(\$39,055)	(\$39,055)
2024	\$200,000	3.300%	\$1,294,326	\$1,494,326	\$200,000	3.300%	\$1,220,282	\$1,420,282	\$0	(\$74,044)	(\$74,044)
2025	\$225,000	3.410%	\$1,287,190	\$1,512,190	\$225,000	3.410%	\$1,213,146	\$1,438,146	\$0	(\$74,044)	(\$74,044)
2026	\$270,000	3.510%	\$1,278,615	\$1,548,615	\$270,000	3.510%	\$1,204,571	\$1,474,571	\$0	(\$74,044)	(\$74,044)
2027	\$315,000	3.620%	\$1,268,175	\$1,583,175		3.620%	\$1,194,131	\$1,509,131	\$0	(\$74,044)	(\$74,044)
2028	\$360,000	3.720%	\$1,255,778	\$1,615,778		3.720%	\$1,181,734	\$1,541,734	\$0	(\$74,044)	(\$74,044)
2029	\$410,000	3.820%	\$1,241,251	\$1,651,251		3.820%	\$1,167,207	\$1,577,207	\$0	(\$74,044)	(\$74,044)
2030	\$465,000	3.870%	\$1,224,422	\$1,689,422		3.870%	\$1,150,378	\$1,615,378	\$0	(\$74,044)	(\$74,044)
2031	\$520,000	3.920%	\$1,205,232	\$1,725,232		3.920%	\$1,131,188	\$1,651,188	\$0	(\$74,044)	(\$74,044)
2032	\$580,000	3.970%	\$1,183,527	\$1,763,527		3.970%	\$1,109,483	\$1,689,483	\$0	(\$74,044)	(\$74,044)
2033	\$645,000	4.020%	\$1,159,050	\$1,804,050		4.020%	\$1,085,006	\$1,730,006	\$0	(\$74,044)	(\$74,044)
2034	\$800,000	4.030%	\$1,129,965	\$1,929,965		4.030%	\$1,055,921	\$1,855,921	\$0	(\$74,044)	(\$74,044)
2035	\$875,000	4.030%	\$1,096,214	\$1,971,214		4.030%	\$1,022,170	\$1,897,170	\$0	(\$74,044)	(\$74,044)
2036	\$950,000	4.030%	\$1,059,440	\$2,009,440		4.030%	\$985,396	\$1,935,396	\$0	(\$74,044)	(\$74,044)
2037	\$1,030,000	4.030%	\$1,019,543	\$2,049,543		4.030%	\$945,499	\$1,975,499	\$0	(\$74,044)	(\$74,044)
2038	\$1,115,000	4.030%	\$976,321	\$2,091,321		4.030%	\$902,277	\$2,017,277	\$0	(\$74,044)	(\$74,044)
2039	\$1,115,000	4.130%	\$930,829	\$2,045,829		4.130%	\$856,785	\$1,971,785	\$0	(\$74,044)	(\$74,044)
2040	\$1,210,000	4.130%	\$882,818	\$2,092,818		4.130%	\$808,774	\$2,018,774	\$0	(\$74,044)	(\$74,044)
2041	\$1,315,000	4.130%	\$830,677	\$2,145,677		4.130%	\$756,633	\$2,071,633	\$0	(\$74,044)	(\$74,044)
2042	\$1,420,000	4.130%	\$774,199	\$2,194,199		4.130%	\$700,155	\$2,120,155	\$0	(\$74,044)	(\$74,044)
2043	\$1,535,000	4.130%	\$713,178	\$2,248,178		4.130%	\$639,134	\$2,174,134	\$0	(\$74,044)	(\$74,044)
2044	\$1,655,000	4.230%	\$646,477	\$2,301,477		4.230%	\$572,433	\$2,227,433	\$0	(\$74,044)	(\$74,044)
2045	\$1,785,000	4.230%	\$573,721	\$2,358,721		4.230%	\$499,677	\$2,284,677	\$0	(\$74,044)	(\$74,044)
2046	\$1,920,000	4.230%	\$495,361	\$2,415,361		4.230%	\$421,317	\$2,341,317	\$0	(\$74,044)	(\$74,044)
2047	\$2,060,000	4.230%	\$411,184	\$2,471,184		4.230%	\$337,140	\$2,397,140	\$0	(\$74,044)	(\$74,044)
2048	\$2,215,000	4.230%	\$320,767	\$2,535,767		4.230%	\$246,723	\$2,461,723	\$0	(\$74,044)	(\$74,044)
2049	\$2,375,000	4.280%	\$223,095	\$2,598,095		4.280%	\$149,051	\$2,524,051	\$0	(\$74,044)	(\$74,044)
2050	\$2,545,000	4.280%	\$117,807	\$2,662,807		4.280%	\$49,113	\$2,344,113	(\$250,000)	(\$68,694)	(\$318,694)
2051	\$1,480,000	4.280%	\$31,672	\$1,511,672		4.280%	\$0	\$0	(\$1,480,000)	(\$31,672)	(\$1,511,672)
<b>Total</b>	<b>\$31,865,000</b>		<b>\$31,711,795</b>	<b>\$63,576,795</b>	<b>\$30,135,000</b>		<b>\$29,593,730</b>	<b>\$59,728,730</b>	<b>(\$1,730,000)</b>	<b>(\$2,118,065)</b>	<b>(\$3,848,065)</b>

Term Bond
Callable
Mandatory Redemptions

- \* 2051 maturity reflects \$500,000 mandatory redemption on April 1, 2020.
- \* 2051 maturity reflects \$825,000 mandatory redemption on April 1, 2023.
- \* 2051 maturity reflects \$155,000 mandatory redemption on October 1, 2023.
- \* 2050 maturity reflects \$250,000 mandatory redemption on October 1, 2023.

(1) The bonds are subject to mandatory redemption at par from surplus Exhibition Center Room Taxes.  
 (2) DSRF of \$2,414,308.66 and stabilization fund of \$900,000 will be applied to final payment.

## **Fox Cities Exhibition Center**

Original projected final payment date: **2041**

Assumed 2% annual room tax revenue growth 2020 and beyond

Current projected final payment date: **2041**

Using actual room tax revenue collections through 2023 and then projections used in the original analysis in 2018

Alternative current projected final payment date: **2040**

Using actual room tax revenue collections through 2023 followed by 2% annual room tax revenue growth 2024 and beyond