



February 16, 2016

**SUMMARY OF ORIGINAL BILL:** Authorizes the City of Spring Hill to levy a hotel occupancy tax, not to exceed five percent of the consideration charged by the operator, subject to the adoption of an ordinance by a two-thirds vote of the municipal legislative body.

**FISCAL IMPACT OF ORIGINAL BILL:**

Increase Local Revenue – Exceeds \$64,500/Permissive

**SUMMARY OF AMENDMENT (012466):** Deletes all language of the original bill. Authorizes the City of Spring Hill to levy a hotel occupancy tax, not to exceed three percent of the consideration charged by the operator, subject to the adoption of an ordinance by a two-thirds vote of the municipal legislative body. Requires all proceeds of the tax to be deposited in a special revenue fund and used solely for tourism development purposes.

**FISCAL IMPACT OF BILL WITH PROPOSED AMENDMENT:**

**Increase Local Revenue – Exceeds \$38,700/Permissive**

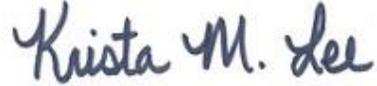
Assumptions for the bill as amended:

- According to the Department of Health, there is currently one hotel in the City of Spring Hill, with a total of 54 rooms. Another hotel with 80 rooms is currently under construction, with a third hotel possibly starting construction in the near future. This estimate assumes the proposed hotel occupancy tax would, at a minimum, apply to the currently existing hotel.
- According to the Nashville Convention and Visitors Bureau, the 2014 hotel occupancy rate in Davidson County was 73.0 percent. According to the PricewaterhouseCoopers LLP, the national hotel occupancy rate for 2014 was 64.4 percent, and is estimated to have been 65.7 percent in 2015. The national hotel occupancy rate is further estimated to be 65.8 percent in 2016.
- Estimate assumes the occupancy rate in the City of Spring Hill is 60.0 percent.
- There will be a minimum of 11,826 nightly rentals each year in Spring Hill (54 rooms x 365 days x 60.0% occupancy rate).

- The average hotel room rate is estimated to be \$109 per night.
- The City of Spring Hill will impose a three percent hotel occupancy tax upon passage.
- The permissive recurring increase in local government revenue is estimated to exceed \$38,671 (11,826 nightly rentals x \$109 per night x 3.0% occupancy tax rate).

**CERTIFICATION:**

The information contained herein is true and correct to the best of my knowledge.

A handwritten signature in blue ink that reads "Krista M. Lee". The signature is written in a cursive, flowing style.

Krista M. Lee, Executive Director

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