

FY2019 Operating Budget

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY2019 Budget	FY2018 Budget	FY2019 Budget Difference	FY2017	FY2016	FY2015
REVENUE																		
4000 OCCUPANCY TAX	0	552,546	475,852	484,666	429,756	411,092	411,507	399,546	396,543	503,111	591,485	1,048,355	5,704,459	\$ 5,652,014	\$ 52,445	\$ 5,517,951	\$ 5,343,668	\$ 4,865,215
4010 INTEREST ON INVESTMENTS	275	275	275	275	275	275	275	275	275	275	275	275	3,300	\$ 3,300	\$ -	\$ 3,508	\$ 3,202	\$ 3,068
4020 ADVERTISING REVENUES	0	0	0	0	0	0	0	0	0	2,000	26,000	9,500	37,500	\$ 25,000	\$ 12,500	\$ 38,335	\$ 36,280	\$ 34,850
4030 MISC REVENUE	0	0	0	0	0	2,000	0	0	0	0	0	0	2,000	\$ 10,000	\$ (8,000)	\$ 18,145	\$ 11,661	\$ -
4040 FUND BALANCE APPROPRIATED	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 824,395	\$ 77,721	\$ -
4060 ITEMS FOR RESALE	1,200	1,000	900	1,000	700	600	300	300	800	850	1,000	1,200	9,850	\$ 7,300	\$ 2,550	\$ 8,992	\$ 7,127	\$ 5,158
TOTAL REVENUE	1,475	553,821	477,027	485,941	430,731	413,967	412,082	400,121	397,618	506,236	618,760	1,059,330	5,757,109	\$ 5,697,614	\$ 59,495	\$ 6,411,326	\$ 5,479,659	\$ 4,908,291
OPERATING BUDGET:																		
SALARIES																		
5000 SALARIES	51,424	67,728	67,728	67,728	101,592	67,728	67,728	67,728	67,728	67,728	101,592	84,522	880,954	\$ 927,730	\$ (46,776)	\$ 841,364	\$ 849,682	\$ 881,019
5010 HOURLY LABOR	14,884	19,764	19,764	19,764	29,646	19,764	19,764	19,764	19,764	19,764	29,646	24,778	257,066	\$ 202,349	\$ 54,717	\$ 170,733	\$ 126,929	\$ 88,607
5020 FICA	4,112	5,425	5,425	5,425	8,137	5,425	5,425	5,425	5,425	5,425	8,137	6,777	70,563	\$ 70,069	\$ 494	\$ 60,988	\$ 59,499	\$ 62,660
5030 MEDICARE	962	1,269	1,269	1,269	1,903	1,269	1,269	1,269	1,269	1,269	1,903	1,585	16,505	\$ 16,389	\$ 116	\$ 15,300	\$ 14,638	\$ 14,134
5040 MEDICAL INSURANCE	13,234	13,234	13,234	13,234	15,613	15,613	15,613	15,613	15,613	15,613	15,613	15,613	177,840	\$ 181,480	\$ (3,640)	\$ 145,781	\$ 151,690	\$ 132,150
5050 RETIREMENT	7,138	7,138	7,138	7,138	10,707	7,138	7,138	7,138	7,138	7,138	10,707	7,138	92,794	\$ 90,950	\$ 1,844	\$ 79,765	\$ 72,368	\$ 72,383
5060 WORKMENS COMP	2,400	0	900	0	0	0	0	0	0	0	0	0	3,300	\$ 3,000	\$ 300	\$ 2,332	\$ 2,144	\$ 2,807
5070 DEFERRED 401K	6,182	4,121	4,121	4,121	4,121	6,182	4,121	4,121	4,121	4,121	4,121	4,121	53,574	\$ 53,506	\$ 68	\$ 49,397	\$ 49,108	\$ 46,876
5080 PERFORMANCE INCENTIVES	0	0	0	0	0	0	0	0	0	0	0	15,000	15,000	\$ 15,000	\$ -	\$ 14,500	\$ 15,000	\$ 24,981
5090 UNEMPLOYMENT INSURANCE	600	500	400	400	400	500	2,500	1,500	1,200	900	800	1,200	10,900	\$ 13,700	\$ (2,800)	\$ 7,468	\$ 12,202	\$ 15,153
TOTAL SALARY AND WAGES EXP	100,936	119,179	119,979	119,079	172,119	123,619	123,558	122,558	122,258	121,958	172,519	160,734	1,578,496	\$ 1,574,173	\$ 4,323	\$ 1,387,628	\$ 1,353,260	\$ 1,340,770
ADMINISTRATION & OPERATIONS																		
6000 ADMIN FEE	0	27,627	23,793	24,233	21,488	20,555	20,575	19,977	19,827	25,156	29,574	52,418	285,223	\$ 282,601	\$ 2,622	\$ 275,898	\$ 267,183	\$ 243,261
6004 CAPITAL OUTLAY	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 2,880	\$ 6,065	\$ -
6005 DEPRECIATION EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ 57,681
6010 EMPLOYEE/COMMUNITY RELATIONS	300	300	200	300	1,200	1,700	1,000	500	400	200	500	7,100	7,100	\$ 7,300	\$ (200)	\$ 5,704	\$ 7,417	\$ 9,377
6020 INSURANCE	7,200	0	0	175	0	0	0	0	0	0	0	175	0	\$ 6,300	\$ 1,075	\$ 6,152	\$ 4,802	\$ 5,457
6030 MILEAGE	100	100	100	200	200	100	100	100	100	200	200	500	2,000	\$ 2,000	\$ -	\$ 1,372	\$ 1,355	\$ 2,187
6040 OFFICE EQUIPMENT/MNT	6,385	5,135	5,135	5,135	6,035	5,135	6,885	5,100	7,800	5,100	7,500	5,100	70,445	\$ 70,400	\$ 45	\$ 52,512	\$ 41,596	\$ 38,419
6050 OFFICE SUPPLIES	900	900	950	900	900	900	900	800	1,200	900	1,050	1,800	12,150	\$ 12,150	\$ -	\$ 12,763	\$ 12,061	\$ 14,411
6060 OTHER OPERATING COST	805	815	1,385	1,135	910	1,235	1,010	785	885	785	1,010	1,285	12,045	\$ 12,820	\$ (775)	\$ 10,119	\$ 8,446	\$ 9,804
6070 POSTAGE/SHIPPING	700	2,403	1,100	1,000	1,303	1,200	1,100	1,000	753	1,600	3,700	2,303	18,162	\$ 21,212	\$ (3,050)	\$ 15,962	\$ 15,567	\$ 17,782
6080 PROFESSIONAL SERVICES	0	0	10,000	3,300	0	1,900	0	200	500	0	0	950	16,850	\$ 14,100	\$ 2,750	\$ 15,294	\$ 12,476	\$ 12,209
6090 RENT/BUILDING EXPENSE	13,303	13,403	14,168	13,353	13,303	25,618	13,703	13,453	14,068	13,253	13,303	14,018	174,946	\$ 170,368	\$ 4,578	\$ 169,383	\$ 176,521	\$ 173,563
6100 STAFF DEVELOPMENT	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200	\$ 14,400	\$ (1,200)	\$ 15,918	\$ 11,793	\$ 9,170
6110 TELEPHONE	2,200	2,200	3,620	2,200	2,200	3,620	2,200	2,200	3,620	2,200	2,200	3,620	32,080	\$ 33,280	\$ (1,200)	\$ 34,777	\$ 34,407	\$ 31,980
6120 VEHICLE EXPENSE	1,600	1,500	1,900	1,100	1,500	1,700	900	800	1,800	800	1,300	2,000	16,900	\$ 15,150	\$ 1,750	\$ 10,419	\$ 6,912	\$ 6,579
TOTAL ADMIN & OPS	34,593	55,483	63,451	54,131	50,139	64,763	49,523	46,015	52,053	51,294	61,437	85,594	668,476	\$ 662,081	\$ 6,395	\$ 629,153	\$ 606,601	\$ 631,880
SALES AND MARKETING ACTIVITIES																		
7000 ADVERTISING/E-MARKETING	105,265	100,758	126,582	96,657	100,757	122,482	119,257	99,657	124,107	99,657	101,332	120,010	1,316,521	\$ 1,318,359	\$ (1,838)	\$ 1,273,485	\$ 595,764	\$ 334,467
7015 BUSINESS DEVELOPMENT	3,500	29,800	9,000	5,000	3,000	2,000	12,283	5,000	3,500	14,000	4,000	3,500	94,583	\$ 101,900	\$ (7,317)	\$ 184,857	\$ 151,535	\$ 102,318
7020 COLLATERAL/PRODUCTION	8,976	8,982	20,982	14,982	24,582	10,392	8,982	8,982	64,982	18,282	11,982	8,990	211,096	\$ 169,579	\$ 41,517	\$ 166,398	\$ 154,409	\$ 175,110
7030 CORPORATE COMMUNICATIONS	700	400	700	700	2,700	700	4,200	700	700	2,200	700	15,100	15,100	\$ 11,300	\$ 3,800	\$ 7,526	\$ 12,117	\$ 8,558
7040 DUES & SUBSCRIPTIONS	32,045	5,500	1,750	1,680	1,700	9,050	2,180	2,605	400	1,865	0	910	59,685	\$ 50,612	\$ 9,073	\$ 35,623	\$ 40,397	\$ 42,211
7060 EVENT EXPENSE	500	500	500	70,500	24,500	500	500	500	500	11,500	15,500	40,244	165,744	\$ 163,000	\$ 2,744	\$ 162,091	\$ 133,695	\$ 116,586
7070 FAM TOURS/SITE INSPECTIONS	0	2,000	2,000	13,000	3,000	0	1,000	0	10,000	16,000	16,450	63,450	63,450	\$ 55,760	\$ 7,690	\$ 28,400	\$ 64,885	\$ 16,511
7120 MEDIA RELATIONS	21,640	2,675	3,275	14,940	4,475	1,750	2,475	3,790	6,129	8,875	4,600	5,276	79,900	\$ 64,899	\$ 15,001	\$ 40,042	\$ 69,520	\$ 41,115
7125 PARTNERSHIP	12,000	7,375	9,000	3,700	32,750	12,400	6,675	4,100	4,250	10,550	7,550	1,450	111,800	\$ 105,764	\$ 6,036	\$ 85,426	\$ 90,159	\$ 59,040
7130 AGREEMENTS/BID FEES	97,500	88,627	84,293	86,233	95,312	78,555	42,575	25,477	79,827	118,156	84,574	105,418	986,547	\$ 1,013,140	\$ (26,593)	\$ 927,873	\$ 980,003	\$ 985,342
7140 TRADE SHOWS/CONFERENCES	7,750	14,500	17,675	10,000	12,400	19,000	17,500	11,550	20,671	9,500	8,000	13,050	161,596	\$ 131,430	\$ 30,166	\$ 101,496	\$ 106,564	\$ 77,721
7150 WEB TECHNOLOGY	1,270	10,370	12,133	870	870	12,133	1,470	870	13,133	870	870	13,141	68,000	\$ 100,404	\$ (32,404)	\$ 161,220	\$ 50,627	\$ 103,641
7160 DESTINATION SERVICES	28,650	42,760	6,925	14,925	3,925	4,975	11,590	8,575	19,095	20,970	8,770	4,955	176,115	\$ 175,213	\$ 902	\$ 152,089	\$ 152,795	\$ 152,097
TOTAL MARKETING	319,796	314,247	294,815	333,187	309,971	273,937	229,687	172,806	337,294	324,925	265,378	334,094	3,510,137	\$ 3,461,360	\$ 48,777	\$ 3,326,526	\$ 2,602,470	\$ 2,214,717
GRAND TOTAL EXPENSES	455,325	488,909	478,245	506,397	532,229	462,319	402,768	341,379	511,605	498,177	499,334	580,422	5,757,109	\$ 5,697,614	\$ 59,495	\$ 5,343,307	\$ 4,562,331	\$ 4,187,367
REVENUES OVER EXPENDITURES	-453,850	64,912	-1,218	-20,456	-101,498	-48,352	9,314	58,742	-113,987	8,059	119,426	478,908	0	\$ -	\$ -			