

FY2022 Operating Budget

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY2022 Budget	FY2021 Budget	FY2022 Budget Difference	FY2020	FY2019	FY2018	
REVENUE																			
4000 OCCUPANCY TAX	0	300,000	300,000	275,000	350,000	275,003	275,000	325,000	325,000	375,000	375,000	775,000	3,950,003	\$ 5,039,000	\$ (1,088,997)	\$ 4,133,247	\$ 5,711,875	\$ 5,681,812	
4010 INTEREST ON INVESTMENTS	230	230	230	230	230	230	230	230	230	230	230	230	2,760	\$ 3,600	\$ (840)	\$ 3,490	\$ 3,560	\$ 3,549	
4020 ADVERTISING REVENUES	0	0	0	0	0	0	0	0	0	0	15,000	0	15,000	\$ 20,000	\$ (5,000)	\$ 2,662	\$ 28,567	\$ 37,004	
4030 MISC REVENUE	0	0	0	0	0	2,500	0	0	0	0	0	0	2,500	\$ 3,500	\$ (1,000)	\$ 6,346	\$ 3,234	\$ 2,446	
4040 FUND BALANCE APPROPRIATED	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 22,861	\$ 15,000	\$ 672,880	
4060 ITEMS FOR RESALE	200	200	200	300	300	300	200	200	300	300	400	400	3,300	\$ 9,850	\$ (6,550)	\$ 12,487	\$ 17,945	\$ 11,433	
TOTAL REVENUE	430	300,430	300,430	275,530	350,530	278,033	275,430	325,430	325,530	375,530	390,630	775,630	3,973,563	\$ 5,075,950	\$ (1,102,387)	\$ 4,181,093	\$ 5,780,181	\$ 6,409,124	
OPERATING BUDGET:																			
SALARIES																			
5000 SALARIES	42,889	63,819	63,819	95,593	63,819	63,819	63,819	63,819	63,819	95,593	63,819	92,925	837,552	\$ 899,300	\$ (61,748)	\$ 868,326	\$ 885,295	\$ 843,435	
5010 HOURLY LABOR	5,361	8,559	8,559	12,703	8,559	8,559	8,559	8,559	8,559	12,703	8,559	12,822	112,061	\$ 139,023	\$ (26,962)	\$ 196,369	\$ 237,178	\$ 204,861	
5020 FICA	2,975	4,481	4,481	6,698	4,481	4,481	4,481	4,481	4,481	6,698	4,481	6,493	58,712	\$ 64,168	\$ (5,456)	\$ 64,710	\$ 68,652	\$ 64,846	
5030 MEDICARE	696	1,046	1,046	1,566	1,046	1,046	1,046	1,046	1,046	1,566	1,046	1,519	13,715	\$ 15,021	\$ (1,306)	\$ 15,766	\$ 16,270	\$ 15,291	
5040 MEDICAL INSURANCE	10,486	10,486	10,486	10,486	11,435	11,435	11,435	11,435	11,435	11,435	11,435	11,435	133,424	\$ 169,556	\$ (36,132)	\$ 178,756	\$ 165,724	\$ 151,230	
5050 RETIREMENT	8,726	8,726	8,726	13,072	8,726	8,726	8,726	8,726	8,726	13,072	8,726	8,726	113,404	\$ 110,590	\$ 2,814	\$ 99,637	\$ 90,238	\$ 81,980	
5060 WORKMENS COMP	2,600	0	100	0	0	0	0	0	0	0	0	0	2,700	\$ 2,700	\$ -	\$ 2,496	\$ 2,036	\$ 2,863	
5070 DEFERRED 401K	3,508	3,508	3,508	3,508	5,255	3,508	3,508	3,508	3,508	3,508	5,255	3,508	45,590	\$ 50,984	\$ (5,394)	\$ 53,848	\$ 50,955	\$ 51,949	
5080 PERFORMANCE INCENTIVES	0	0	0	0	0	0	0	0	0	0	0	10,000	10,000	\$ -	\$ 10,000	\$ 13,061	\$ 15,000	\$ 30,000	
5090 UNEMPLOYMENT INSURANCE	450	300	300	450	300	300	2,700	1,800	1,200	1,500	1,200	900	11,400	\$ 3,850	\$ 7,550	\$ 2,171	\$ (280)	\$ 6,975	
TOTAL SALARY AND WAGES EXPENSE	77,691	100,925	101,025	144,076	103,621	101,874	104,274	103,374	102,774	146,075	104,521	148,328	1,338,558	\$ 1,455,192	\$ (116,634)	\$ 1,495,141	\$ 1,531,068	\$ 1,453,430	
ADMINISTRATION & OPERATIONS																			
6000 ADMIN FEE	0	15,000	15,000	13,750	17,500	13,750	13,750	16,250	16,250	18,750	18,750	38,750	197,500	\$ 251,950	\$ (54,450)	\$ 206,662	\$ 285,594	\$ 284,091	
6004 CAPITAL OUTLAY	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 19,718	\$ 18,357	\$ -	
6005 DEPRECIATION EXPENSE	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	
6010 EMPLOYEE/COMMUNITY RELATIONS	200	200	300	200	200	300	200	200	300	200	200	300	2,800	\$ 2,800	\$ -	\$ 6,522	\$ 8,267	\$ 6,032	
6020 INSURANCE	6,700	0	0	175	0	0	0	0	0	0	0	0	6,875	\$ 8,175	\$ (1,300)	\$ 7,564	\$ 7,406	\$ 6,880	
6030 MILEAGE	50	50	100	50	50	100	50	50	100	50	50	100	800	\$ 1,200	\$ (400)	\$ 41	\$ 718	\$ 1,323	
6040 OFFICE EQUIPMENT/MNT	5,296	5,296	5,296	5,296	5,296	5,296	5,296	5,296	8,396	5,296	7,796	5,296	69,152	\$ 63,176	\$ 5,976	\$ 60,719	\$ 59,471	\$ 53,738	
6050 OFFICE SUPPLIES	550	550	550	550	550	550	550	550	800	800	800	800	7,600	\$ 11,150	\$ (3,550)	\$ 9,440	\$ 12,958	\$ 11,368	
6060 OTHER OPERATING COST	435	415	515	935	560	1,010	505	415	515	455	485	585	6,830	\$ 11,515	\$ (4,685)	\$ 11,214	\$ 10,169	\$ 12,491	
6070 POSTAGE/SHIPPING	750	1,205	900	750	1,005	1,100	500	853	550	850	3,053	1,750	13,266	\$ 17,074	\$ (3,808)	\$ 10,012	\$ 19,183	\$ 18,806	
6080 PROFESSIONAL SERVICES	0	0	8,800	1,150	0	5,175	0	200	500	0	0	500	16,325	\$ 16,325	\$ -	\$ 14,225	\$ 19,386	\$ 14,425	
6090 RENT/BUILDING EXPENSE	18,538	18,508	19,613	18,538	18,508	19,813	18,938	18,908	19,813	18,538	18,508	22,113	230,336	\$ 220,732	\$ 9,604	\$ 188,140	\$ 172,921	\$ 168,965	
6100 STAFF DEVELOPMENT	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 553	\$ 15,622	\$ 12,103	
6110 TELEPHONE	1,800	1,800	3,420	1,970	1,800	2,220	1,800	1,800	3,420	1,800	1,800	2,220	25,850	\$ 30,050	\$ (4,200)	\$ 26,726	\$ 30,835	\$ 26,831	
6120 VEHICLE EXPENSE	200	200	825	310	200	500	200	300	600	300	300	1,450	5,385	\$ 14,125	\$ (8,740)	\$ 9,794	\$ 12,823	\$ 15,082	
TOTAL ADMIN & OPS	34,519	43,224	55,319	43,674	45,669	49,814	41,789	44,822	51,244	47,039	51,742	73,864	582,719	\$ 648,272	\$ (65,553)	\$ 571,332	\$ 673,712	\$ 632,135	
SALES AND MARKETING ACTIVITIES																			
7000 ADVERTISING/E-MARKETING	58,117	61,617	75,442	96,117	60,617	71,942	65,467	67,417	69,467	60,617	60,617	68,474	815,911	\$ 1,324,297	\$ (508,386)	\$ 998,573	\$ 1,247,258	\$ 1,299,994	
7015 BUSINESS DEVELOPMENT	27,850	750	6,650	250	1,650	250	8,500	750	1,150	250	1,700	1,400	51,150	\$ 59,250	\$ (8,100)	\$ 62,881	\$ 82,843	\$ 538,634	
7020 COLLATERAL/PRODUCTION	1,365	2,366	5,866	7,366	3,866	7,626	3,866	4,866	67,041	11,616	6,866	7,374	130,084	\$ 192,435	\$ (62,351)	\$ 95,747	\$ 147,657	\$ 152,102	
7030 CORPORATE COMMUNICATIONS	400	4,500	400	400	400	1,900	400	400	400	400	400	400	10,400	\$ 11,400	\$ (1,000)	\$ 8,866	\$ 10,594	\$ 16,253	
7040 DUES & SUBSCRIPTIONS	26,480	900	250	180	7,300	3,800	2,930	45	350	285	0	860	43,380	\$ 42,470	\$ 910	\$ 46,021	\$ 51,225	\$ 50,695	
7060 EVENT EXPENSE	500	500	500	16,500	500	500	500	500	500	500	6,500	27,205	54,705	\$ 48,935	\$ 5,770	\$ 98,447	\$ 189,371	\$ 183,891	
7070 FAM TOURS/SITE INSPECTIONS	0	0	7,000	2,000	4,000	0	0	0	500	4,000	5,000	6,000	28,500	\$ 42,385	\$ (13,885)	\$ 26,009	\$ 67,822	\$ 34,537	
7120 MEDIA RELATIONS	1,525	12,918	25	12,114	25	2,200	525	1,064	25	5,525	425	1,025	37,396	\$ 45,000	\$ (7,604)	\$ 20,883	\$ 42,400	\$ 73,790	
7125 PARTNERSHIP	4,950	300	4,400	300	34,350	1,300	16,300	2,950	700	400	12,700	1,750	80,400	\$ 96,800	\$ (16,400)	\$ 86,279	\$ 117,423	\$ 36,345	
7130 AGREEMENTS/BID FEES	65,027	62,927	40,227	48,197	43,027	39,777	43,777	42,027	39,977	56,879	54,180	40,950	576,972	\$ 795,820	\$ (218,848)	\$ 676,457	\$ 992,719	\$ 1,065,809	
7140 TRADE SHOWS/CONFERENCES	21,550	18,350	9,325	5,800	12,049	3,850	4,400	2,800	6,900	6,150	1,350	6,500	99,024	\$ 126,819	\$ (27,795)	\$ 118,282	\$ 169,369	\$ 107,901	
7150 WEB TECHNOLOGY	2,483	1,983	8,759	1,983	1,983	8,759	2,583	14,983	8,759	1,983	8,759	65,000	65,000	\$ 65,000	\$ -	\$ 49,008	\$ 59,991	\$ 74,768	
7160 DESTINATION SERVICES	3,539	4,020	11,660	3,695	3,520	5,020	3,405	4,870	10,320	3,795	2,920	2,770	59,364	\$ 121,875	\$ (62,511)	\$ 103,530	\$ 162,810	\$ 165,997	
TOTAL MARKETING	213,786	171,131	170,504	194,902	173,287	145,424	154,153	142,672	206,089	152,400	154,641	173,467	2,052,286	\$ 2,972,486	\$ (920,200)	\$ 2,390,983	\$ 3,341,481	\$ 3,800,716	
GRAND TOTAL EXPENSES	325,996	315,280	326,848	382,652	322,577	297,112	300,216	290,868	360,107	345,514	310,904	395,659	3,973,563	\$ 5,075,950	\$ (1,102,387)	\$ 4,457,456	\$ 5,546,261	\$ 5,886,281	
REVENUES OVER EXPENDITURES	-325,566	-14,850	-26,418	-107,122	27,953	-19,079	-24,786	34,562	-34,577	30,016	79,726	379,971	0	\$ -	\$ (0)	\$ (276,363)	\$ 233,919	\$ 522,843	