

FY2023 Operating Budget

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY2023 Budget	FY2022 Budget	FY2023 Budget Difference	FY2021	FY2020	FY2019
REVENUE																		
4000 OCCUPANCY TAX	0	580,000	485,000	465,000	515,000	465,000	460,000	410,000	410,000	450,000	500,000	990,000	5,730,000	\$ 3,950,003	\$ 1,779,997	\$ 3,748,424	\$ 4,133,247	\$ 5,711,875
4010 INTEREST ON INVESTMENTS	230	230	230	230	230	230	230	230	230	230	230	230	2,760	\$ 2,760	\$ -	\$ 2,264	\$ 3,490	\$ 3,560
4020 ADVERTISING REVENUES	0	0	0	0	0	0	0	0	0	0	25,000	0	25,000	\$ 15,000	\$ 10,000	\$ -	\$ 2,662	\$ 28,567
4030 MISC REVENUE	0	0	0	0	0	5,000	0	0	0	0	0	0	5,000	\$ 2,500	\$ 2,500	\$ -	\$ 6,346	\$ 3,234
4040 FUND BALANCE APPROPRIATED	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ 22,861	\$ 15,000
4060 ITEMS FOR RESALE	200	200	200	300	300	300	200	200	300	300	400	400	3,300	\$ 3,300	\$ -	\$ 3,182	\$ 12,487	\$ 17,945
TOTAL REVENUE	430	580,430	485,430	465,530	515,530	470,530	460,430	410,430	410,530	450,530	525,630	990,630	5,766,060	\$ 3,973,563	\$ 1,792,497	\$ 3,753,870	\$ 4,181,093	\$ 5,780,181
OPERATING BUDGET:																		
SALARIES																		
5000 SALARIES	45,889	77,519	116,279	77,519	77,519	77,519	77,519	77,519	116,279	77,519	77,519	116,279	1,014,878	\$ 837,552	\$ 177,326	\$ 718,186	\$ 868,326	\$ 885,295
5010 HOURLY LABOR	6,590	6,205	7,747	5,165	5,165	5,165	5,165	5,165	7,747	5,165	5,685	11,195	76,159	\$ 112,061	\$ (35,902)	\$ 75,401	\$ 196,369	\$ 237,178
5020 FICA	3,227	5,260	7,690	5,126	5,126	5,126	5,126	5,126	7,690	5,126	5,260	7,845	67,728	\$ 58,712	\$ 9,016	\$ 49,584	\$ 64,710	\$ 68,652
5030 MEDICARE	729	1,199	1,798	1,199	1,199	1,199	1,199	1,199	1,798	1,199	1,199	1,803	15,720	\$ 13,715	\$ 2,005	\$ 11,656	\$ 15,766	\$ 16,270
5040 MEDICAL INSURANCE	12,240	12,240	12,240	13,444	13,444	13,444	13,444	13,444	13,444	13,444	13,444	13,444	156,512	\$ 133,424	\$ 23,088	\$ 115,526	\$ 178,756	\$ 165,724
5050 RETIREMENT	10,843	10,843	16,264	10,843	10,843	10,843	10,843	10,843	16,264	10,843	10,843	10,843	140,958	\$ 113,404	\$ 27,554	\$ 83,982	\$ 99,637	\$ 90,238
5060 WORKMENS COMP	2,600	0	200	0	0	0	0	0	0	0	0	0	2,800	\$ 2,700	\$ 100	\$ 1,871	\$ 2,496	\$ 2,036
5070 DEFERRED 401K	3,992	3,992	3,992	5,988	3,992	3,992	3,992	3,992	3,992	3,992	5,992	3,992	51,900	\$ 45,590	\$ 6,310	\$ 38,808	\$ 53,848	\$ 50,955
5080 PERFORMANCE INCENTIVES	0	0	0	0	0	0	0	0	0	0	0	15,000	15,000	\$ 10,000	\$ 5,000	\$ 15,453	\$ 13,061	\$ 15,000
5090 UNEMPLOYMENT INSURANCE	150	100	150	150	100	100	900	700	900	300	40	150	3,740	\$ 11,400	\$ (7,660)	\$ 2,165	\$ 2,171	\$ (280)
TOTAL SALARY AND WAGES EXPENSE	86,260	117,358	166,360	118,230	117,388	117,388	118,188	117,988	168,114	117,588	119,982	180,551	1,545,395	\$ 1,338,558	\$ 206,837	\$ 1,112,632	\$ 1,495,141	\$ 1,531,068
ADMINISTRATION & OPERATIONS																		
6000 ADMIN FEE	0	29,000	24,250	23,250	25,750	23,250	23,000	20,500	20,500	22,500	25,000	49,500	286,500	\$ 197,500	\$ 89,000	\$ 187,421	\$ 206,662	\$ 285,594
6004 CAPITAL OUTLAY	0	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ 19,718	\$ 18,357	\$ 18,357
6010 EMPLOYEE/COMMUNITY RELATIONS	200	300	300	300	300	1,200	800	300	400	300	300	300	5,000	\$ 2,800	\$ 2,200	\$ 1,407	\$ 6,522	\$ 8,267
6020 INSURANCE	7,648	0	175	0	0	0	0	0	0	0	0	0	7,823	\$ 6,875	\$ 948	\$ 6,825	\$ 7,564	\$ 7,406
6030 MILEAGE	50	50	50	50	50	50	50	50	50	50	50	50	600	\$ 800	\$ (200)	\$ 29	\$ 41	\$ 718
6040 OFFICE EQUIPMENT/MNT	3,755	3,755	3,755	3,755	3,755	3,730	3,730	3,755	9,955	3,755	3,755	3,759	51,214	\$ 69,152	\$ (17,938)	\$ 68,204	\$ 60,719	\$ 59,471
6050 OFFICE SUPPLIES	700	700	700	700	700	700	700	800	800	800	712	8,712	\$ 7,600	\$ 1,112	\$ 3,690	\$ 9,440	\$ 12,958	
6060 OTHER OPERATING COST	905	905	1,190	705	705	1,520	720	705	990	705	735	985	10,770	\$ 6,830	\$ 3,940	\$ 4,006	\$ 11,214	\$ 10,169
6070 POSTAGE/SHIPPING	750	1,455	900	750	1,505	850	500	1,355	550	600	3,505	1,750	14,470	\$ 13,266	\$ 1,204	\$ 5,164	\$ 10,012	\$ 19,183
6080 PROFESSIONAL SERVICES	0	5,000	8,800	2,150	0	5,175	0	200	500	0	0	500	22,325	\$ 16,325	\$ 6,000	\$ 12,700	\$ 14,225	\$ 19,386
6090 RENT/BUILDING EXPENSE	2,975	2,920	4,292	3,045	2,890	4,462	3,445	3,290	4,462	2,945	2,890	6,462	44,078	\$ 230,336	\$ (186,258)	\$ 224,710	\$ 188,140	\$ 172,921
6100 STAFF DEVELOPMENT	400	400	400	400	400	300	300	400	400	300	300	464	4,464	\$ -	\$ 4,464	\$ 1,133	\$ 553	\$ 15,622
6110 TELEPHONE	2,600	2,000	3,200	2,000	2,000	2,420	2,000	2,000	4,920	2,000	2,000	2,420	29,560	\$ 25,850	\$ 3,710	\$ 24,806	\$ 26,726	\$ 30,835
6120 VEHICLE EXPENSE	250	250	825	250	680	660	250	300	600	300	300	1,520	6,185	\$ 5,385	\$ 800	\$ 3,030	\$ 9,794	\$ 12,823
6130 DEBT SERVICE - INTEREST	1,683	1,717	1,698	1,626	1,658	1,588	1,618	1,599	1,433	1,559	1,491	1,519	19,189	\$ -	\$ 19,189	\$ -	\$ -	\$ -
6131 DEBT SERVICE - PRINCIPAL	16,863	16,829	16,848	16,920	16,888	16,958	16,927	16,947	17,113	16,987	17,055	17,027	203,363	\$ -	\$ 203,363	\$ -	\$ -	\$ -
TOTAL ADMIN & OPS	38,779	65,281	67,383	55,901	57,281	62,863	54,041	52,101	56,473	59,001	58,181	86,968	714,253	\$ 582,719	\$ 131,534	\$ 543,125	\$ 571,332	\$ 673,712
SALES AND MARKETING ACTIVITIES																		
7000 ADVERTISING/E-MARKETING	152,350	120,330	141,975	168,180	111,500	128,155	109,000	125,330	127,850	128,830	109,000	116,941	1,539,441	\$ 815,911	\$ 723,530	\$ 374,924	\$ 998,573	\$ 1,247,258
7015 BUSINESS DEVELOPMENT	30,850	4,450	6,650	80,250	1,150	5,250	9,000	22,750	6,200	3,250	1,250	11,400	182,450	\$ 51,150	\$ 131,300	\$ 46,860	\$ 62,881	\$ 82,843
7020 COLLATERAL/PRODUCTION	19,000	8,800	25,250	4,000	16,300	7,750	4,000	24,800	78,500	5,500	7,800	6,000	207,700	\$ 130,084	\$ 77,616	\$ 29,694	\$ 95,747	\$ 147,657
7030 CORPORATE COMMUNICATIONS	1,400	0	400	3,500	400	400	2,400	400	400	400	400	10,500	\$ 10,400	\$ 100	\$ 5,039	\$ 8,866	\$ 10,594	
7040 DUES & SUBSCRIPTIONS	32,160	1,410	250	190	7,000	3,600	4,640	45	2,900	295	0	700	53,190	\$ 43,380	\$ 9,810	\$ 39,549	\$ 46,021	\$ 51,225
7060 EVENT EXPENSE	0	0	7,250	20,000	17,500	2,250	0	0	2,250	0	17,500	22,250	89,000	\$ 54,705	\$ 34,295	\$ 18,305	\$ 98,447	\$ 189,371
7070 FAM TOURS/SITE INSPECTIONS	0	0	15,000	6,200	5,000	0	0	0	5,000	10,000	18,450	0	59,650	\$ 28,500	\$ 31,150	\$ 6,724	\$ 26,009	\$ 67,822
7120 MEDIA RELATIONS	17,716	7,225	7,225	12,540	7,220	6,900	7,725	6,225	7,225	11,620	6,425	7,025	105,071	\$ 37,396	\$ 67,675	\$ 7,485	\$ 20,883	\$ 42,400
7125 PARTNERSHIP	9,625	4,525	4,625	5,525	45,475	1,725	17,525	5,525	2,925	14,125	29,525	4,925	146,050	\$ 80,400	\$ 65,650	\$ 6,847	\$ 86,279	\$ 117,423
7130 AGREEMENTS/BID FEES	65,625	65,525	67,375	61,875	70,575	36,750	57,035	54,535	54,435	55,535	90,435	91,800	771,500	\$ 576,972	\$ 194,528	\$ 377,994	\$ 676,457	\$ 992,719
7140 TRADE SHOWS/CONFERENCES	26,550	14,550	7,425	8,300	11,200	4,400	6,200	8,150	6,000	8,700	5,785	11,750	119,010	\$ 99,024	\$ 19,986	\$ 8,875	\$ 118,282	\$ 169,369
7150 WEB TECHNOLOGY	5,178	1,738	8,589	1,738	11,138	8,589	2,338	14,738	8,589	1,738	1,738	8,589	74,700	\$ 65,000	\$ 9,700	\$ 44,117	\$ 49,008	\$ 59,991
7160 DESTINATION SERVICES	1,995	31,020	18,570	10,945	13,170	9,080	8,045	6,370	15,020	14,045	3,120	16,770	148,150	\$ 59,364	\$ 88,786	\$ 19,701	\$ 103,530	\$ 162,810
TOTAL MARKETING	362,449	259,573	310,584	383,243	317,628	214,849	227,908	268,868	317,294	254,038	291,428	298,550	3,506,412	\$ 2,052,286	\$ 1,454,126	\$ 986,114	\$ 2,390,983	\$ 3,341,481
GRAND TOTAL EXPENSES	487,488	442,212	544,327	557,374	492,297	395,100	400,137	438,957	541,881	430,627	469,591	566,069	5,766,060	\$ 3,973,563	\$ 1,792,497	\$ 2,641,871	\$ 4,457,456	\$ 5,546,261
REVENUES OVER EXPENDITURES	-487,058	138,218	-58,897	-91,844	23,233	75,430	60,293	-28,527										