

FY23 Budget - Monthly Working File

January-December 2023

REVENUE	Advocacy, Comm and PR Dept 01	Sales/Service Dept 02	RCSC Dept 03	CTA Dept 04	Marketing Dept 05	Special Projects Dept 06	Administrative Dept 07	FY23 Budget	FY22 Budget
								COMBINED (BID/VRC)	COMBINED (BID/VRC)
4100 · BBB-Sales Tax Receipts								\$ 1,241,500	\$ 1,069,640
4200 · BID Occupancy Tax								\$ 1,458,500	\$ 1,077,818
4400 · Investments							\$ 17,000	\$ 17,000	\$ 216
4500 · Miscellaneous Revenue					\$ 50,000		\$ 3,500	\$ 51,898	\$ 30,750
1100 · Withdrawal from Unrestricted Money Market								\$ 269,400	\$ 1,100,000
Total Revenue	\$ -	\$ -	\$ -	\$ -	\$ 50,000	\$ -	\$ 20,500	\$ 3,038,298	\$ 3,278,424

EXPENSE	Advocacy, Comm and PR Dept 01	Sales/Service Dept 02	RCSC Dept 03	CTA Dept 04	Marketing Dept 05	Special Projects Dept 06	Administrative Dept 07	FY23 Budget	FY22 Budget
								COMBINED (BID/VRC)	COMBINED (BID/VRC)
OFFICE/ADMINISTRATIVE									
5210 · Rent	\$ 3,580.01	\$ 3,580.01	\$ 3,580.01	\$ 3,580.01	\$ 3,580.01	\$ 3,580.01	\$ 3,580.01	\$ 25,060.07	\$ 27,056.00
5215 · Storage	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 4,200.00	\$ 4,500.00
5220 · Utilities (Gas, Electric, Phone, Internet)	\$ 3,614.44	\$ 3,614.44	\$ 3,614.44	\$ 3,614.44	\$ 3,614.44	\$ 3,614.44	\$ 3,614.44	\$ 25,301.08	\$ 30,850.00
5230 · F & E Lease and Purchase	\$ 1,739.00	\$ 1,739.00	\$ 3,239.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 13,673.00	\$ 11,652
5240 · Equipment Maintenance	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 2,450.00	\$ 2,000
5250 · Insurance	\$ 1,537.00	\$ 1,537.00	\$ 1,537.00	\$ 1,537.00	\$ 1,537.00	\$ 1,537.00	\$ 1,537.00	\$ 10,759.00	\$ 5,452
5305 · Office Supplies	\$ 575.00	\$ 575.00	\$ 575.00	\$ 575.00	\$ 575.00	\$ 575.00	\$ 575.00	\$ 4,025.00	\$ 4,200
5310 · Printing and Copying	\$ 1,610.00	\$ 610.00	\$ 610.00	\$ 4,110.00	\$ 10,210.00	\$ 610.00	\$ 610.00	\$ 18,370.00	\$ 3,900
5315 · Postage/Info Distribution	\$ 1,358.00	\$ 3,000.00	\$ 2,858.00	\$ 858.00	\$ 858.00	\$ 858.00	\$ 858.00	\$ 10,648.00	\$ 31,500
5320 · Subscriptions	\$ 21,562.00	\$ 21,562.00	\$ 21,562.00	\$ 21,562.00	\$ 21,562.00	\$ 21,562.00	\$ 21,562.00	\$ 150,934.00	\$ 89,457
5329 · Technology Support	\$ 3,141.00	\$ 3,141.00	\$ 3,141.00	\$ 3,141.00	\$ 3,141.00	\$ 3,141.00	\$ 3,141.00	\$ 21,987.00	\$ 18,070
5330 · Staff Travel	\$ 5,000.00	\$ 11,100.00	\$ 8,000.00	\$ 2,500.00	\$ 8,225.00	\$ 4,300.00	\$ 12,650.00	\$ 51,775.00	\$ 2,890
5335 · Auto Expense	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 1,739.00	\$ 12,173.00	\$ 3,348

5360 · Service Charges/Bank Fees	\$ 172.00	\$ 172.00	\$ 172.00	\$ 172.00	\$ 172.00	\$ 172.00	\$ 172.00	\$ 1,204.00	\$ 3,120
5390 · Membership Dues	\$ 3,538.00	\$ 3,538.00	\$ 3,538.00	\$ 3,538.00	\$ 3,538.00	\$ 3,538.00	\$ 3,538.00	\$ 24,766.00	\$ 6,786
5400 · Professional Fees	\$ 14,144.00	\$ 14,144.00	\$ 34,144.00	\$ 14,144.00	\$ 22,644.00	\$ 51,644.00	\$ 14,144.00	\$ 165,008.00	\$ 72,060
5450 · Facilities Services	\$ 745.00	\$ 745.00	\$ 745.00	\$ 745.00	\$ 745.00	\$ 745.00	\$ 745.00	\$ 5,215.00	\$ 3,120
5600 · Board - Travel and Expenses	\$ 1,390.00	\$ 390.00	\$ 390.00	\$ 390.00	\$ 390.00	\$ 390.00	\$ 390.00	\$ 3,730.00	\$ 74,500
5700 · Partnerships	\$ -	\$ 10,000.00	\$ -	\$ -	\$ 15,000.00	\$ -	\$ 10,000.00	\$ 35,000.00	\$ -
TOTAL	\$ 66,394	\$ 82,136	\$ 90,394	\$ 64,894	\$ 100,219	\$ 100,694	\$ 81,544	\$ 586,278	\$ 394,461

EMPLOYEE COMPENSATION & BENEFITS									
5150 · Salaries and Tax Liabilities	\$ 128,092	\$ 123,746	\$ 118,565	\$ 98,539	\$ 221,961	\$ 127,938	\$ 298,990	\$ 1,117,829.90	\$ 1,179,566
5175 · Employee Benefits (included above) \$167,562.23)									\$ 142,436
5340 · Training and Education	\$ 3,858	\$ 5,883	\$ 1,358	\$ 1,358	\$ 8,223	\$ 4,908	\$ 9,958	\$ 35,546.00	\$ 61,436
5350 · Employee Relations	\$ 286	\$ 436	\$ 286	\$ 286	\$ 536	\$ 286	\$ 386	\$ 2,502.00	\$ 1,750
5380 · Contract Payments (1099s)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,500	\$ 7,500.00	\$ -
TOTAL	\$ 132,236	\$ 130,065	\$ 120,209	\$ 100,183	\$ 230,720	\$ 133,132	\$ 316,834	\$ 1,163,378	\$ 1,385,188

SALES									
8101 · Tradeshows	\$ -	\$ 8,150	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ 18,150.00	\$ 22,395
8102 · FAMs/Site Visit	\$ 35,000	\$ 11,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 46,500.00	\$ 5,250
8103 · BID Fees/Business Development	\$ -	\$ 4,000	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ 29,000.00	\$ 3,000
8104 · Partner Travel	\$ -	\$ 1,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500.00	\$ -
8106 · Servicing	\$ -	\$ 1,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500.00	\$ 11,695
8107 · Sponsorships	\$ -	\$ 6,000	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ 16,000.00	\$ 45,950
TOTAL	\$ 35,000	\$ 32,650	\$ 45,000	\$ -	\$ -	\$ -	\$ -	\$ 112,650	\$ 88,290

MARKETING									
8110 · Banners, Displays, Signage	\$ -	\$ -	\$ -	\$ -	\$ 7,510	\$ -	\$ -	\$ 7,510.00	\$ 7,233
8111 · Print Advertising	\$ -	\$ -	\$ -	\$ -	\$ 32,541	\$ -	\$ -	\$ 32,541.00	\$ 19,150
8112 · Broadcast	\$ -	\$ -	\$ -	\$ -	\$ 82,000	\$ -	\$ -	\$ 82,000.00	\$ -
8113 · Billboard/OOH	\$ -	\$ -	\$ -	\$ -	\$ 36,675	\$ -	\$ -	\$ 36,675.00	\$ 6,110
8114 · Research/Planning	\$ 5,000	\$ -	\$ -	\$ -	\$ 38,000	\$ 36,000	\$ 3,500	\$ 82,500.00	\$ 170,664
8115 · Promo Items	\$ 1,500	\$ 4,000	\$ 4,000	\$ 4,000	\$ 11,500	\$ 1,500	\$ 1,500	\$ 28,000.00	\$ 9,500

8116 · Digital/Social	\$ -	\$ 50,000	\$ -	\$ -	\$ 256,546	\$ -	\$ -	\$ 306,546.00	\$ 182,138
8117 · Content Production	\$ -	\$ -	\$ 2,500	\$ 3,000	\$ 30,220	\$ 20,000	\$ -	\$ 55,720.00	\$ 797,754
8118 · Website	\$ 19,286	\$ 19,286	\$ 19,286	\$ 19,286	\$ 19,286	\$ 19,286	\$ 19,286	\$ 135,000.00	\$ 20,000
8119 · Visitor Materials	\$ 10,714	\$ 10,714	\$ 10,714	\$ 10,714	\$ 10,714	\$ 10,714	\$ 10,714	\$ 75,000.00	\$ 87,500
8120 · Public Relations/Retainer/Agency + Hard Costs	\$ 11,429	\$ 11,429	\$ 11,429	\$ 11,429	\$ 11,429	\$ 11,429	\$ 11,429	\$ 80,000.00	\$ 55,200
8121 · Community Relations	\$ 5,000	\$ 2,500	\$ -	\$ -	\$ 2,500	\$ 21,500	\$ 5,000	\$ 36,500.00	\$ 16,350
8122 · Grants (LNI, POWWOW, CCF, DRC, SDHSAA, etc.)	\$ 50,000	\$ -	\$ 55,000	\$ -		\$ -	\$ -	\$ 105,000.00	\$ 15,000
8123 · Mascot Maintenance	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00	\$ 2,000
8124 · Events	\$ 2,500	\$ 10,000	\$ 20,000	\$ 3,000	\$ 500	\$ -	\$ -	\$ 36,000.00	\$ -
TOTAL	\$ 107,429	\$ 107,929	\$ 122,929	\$ 51,429	\$ 539,421	\$ 120,429	\$ 51,429	\$ 1,100,992	
TRANSPORTATION									
5400 Trolleys	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ 30,000	\$ 35,000	\$ 75,000.00	\$ 7,233
TOTAL	\$ -	\$ -	\$ -	\$ -	\$ 10,000	\$ 30,000	\$ 35,000	\$ 75,000.00	\$ 1,388,599
TOTAL BY DEPARTMENT	\$ 247,630	\$ 311,351	\$ 337,103	\$ 175,077	\$ 1,180,931	\$ 342,826	\$ 443,378	\$ 3,038,298	\$ 3,256,538