|  |  | Actual Reserves as of July 1, 2014 | Actual Reserves as of July 1, 2015 |  | Estimated Reserves as of July 1, 2016 | Estimated Reserves as of July 1, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Fund Balance |  | 586,124 | 676,991 |  | 325,011 | 325,011 |  |
| Description | Final Budget FY 2015 | $\begin{array}{r} \text { Actual } \\ \text { FY } 2015 \\ \hline \end{array}$ | $\begin{array}{r} \text { Budget } \\ \text { FY } 2016 \\ \hline \end{array}$ | as of $2 / 29 / 2016$ FY 2016 | Requests <br> FY 2017 | Adopted <br> FY 2017 | Difference FY 2017 vs. FY 2016 |
| Revenues |  |  |  |  |  |  |  |
| Lodgers Tax | 412,292 | 504,172 | 480,000 | 406,154 | 467,130 | 467,130 | -12,870 |
| Other | 11,338 | 12,386 | 25,000 | 1,960 | 0 | 0 | -25,000 |
| Total Revenues | 423,630 | 516,558 | 505,000 | 408,114 | 467,130 | 467,130 | -37,870 |
|  |  |  |  |  |  |  |  |
| Total Reserves + Revenues |  | 1,102,682 | 1,181,991 |  | 792,141 | 792,141 |  |
| Expenditures |  |  |  |  |  |  |  |
| Total Marketing Fund 15 | 244,665 | 242,157 | 287,190 | 153,181 | 297,975 | 297,975 | 10,785 |
| Total Capital Fund 16 | 200,015 | 183,534 | 569,790 | 426,365 | 236,738 | 236,738 | -333,052 |
| Total Expenditures | 444,680 | 425,691 | 856,980 | 579,546 | 534,713 | 534,713 | -322,267 |
|  |  | Actual Reserves as of June 30, 2015 | Estimated Reserves as of June 30, 2016 |  | Estimated Reserves as of June 30, 2017 | Estimated Reserves as of June 30, 2017 |  |
| Ending Fiscal Year Reserves |  | 676,991 | 325,011 |  | 257,428 | 257,428 |  |
| Gain/(Loss) | - | 90,867 | $(351,980)$ | $(171,432)$ | $(67,583)$ | $(67,583)$ |  |


|  |  | Actual Reserves as of July 1, 2014 | Actual Reserves as of July 1, 2015 |  | Estimated Reserves as of July 1, 2016 | Estimated Reserves as of July 1, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Fund Balance |  | 218,969 | 241,284 |  | 219,094 | 219,094 |  |
| Description | Final Budget FY 2015 | $\begin{array}{r} \text { Actual } \\ \text { FY } 2015 \end{array}$ | Budget <br> FY 2016 | $\begin{array}{r} \text { as of } 2 / 29 / 2016 \\ \text { FY } 2016 \end{array}$ | Requests FY 2017 | Adopted FY 2017 | $\begin{array}{r} \text { Difference } \\ \text { FY } 2017 \text { vs. FY } 2016 \\ \hline \end{array}$ |
| Revenues |  |  |  |  |  |  |  |
| Lodgers Tax | 206,146 | 252,086 | 240,000 | 203,094 | 233,565 | 233,565 | -6,435 |
| Other | 11,338 | 12,386 | 25,000 | 1,960 | 0 | 0 | -25,000 |
| Total Revenues | 217,484 | 264,472 | 265,000 | 205,054 | 233,565 | 233,565 | -31,435 |
| Total Resources |  | 483,441 | 506,284 |  | 452,659 | 452,659 |  |
| Expenditures |  |  |  |  |  |  |  |
| 409400-1100 Compensation | 42,105 | 42,688 | 46,383 | 30,896 | 46,383 | 46,383 | 0 |
| 409400-2100 FICA | 3,222 | 3,252 | 3,549 | 2,353 | 3,549 | 3,549 | 0 |
| 409400-2210 Retirement Insurance | 5,356 | 5,430 | 5,900 | 3,930 | 5,738 | 5,738 | -162 |
| 409400-2310 Health Insurance | 7,032 | 6,054 | 10,081 | 4,341 | 8,972 | 8,972 | -1,109 |
| 409400-2400 Group Life | 556 | 508 | 552 | 368 | 608 | 608 | 56 |
| 409400-3150 Professional Services | 24,000 | 25,605 | 50,000 | 45,355 | 50,000 | 50,000 | 0 |
| 409400-3600 Advertising | 85,000 | 101,692 | 85,000 | 37,874 | 85,000 | 85,000 | 0 |
| 409400-3601 VTC Center | 3,500 | 2,535 | 5,000 | 2,914 | 3,500 | 3,500 | -1,500 |
| 409400-3602 Initiatives | 15,000 | 6,759 | 20,000 | 5,718 | 30,000 | 30,000 | 10,000 |
| 409400-3603 Events | 25,000 | 22,900 | 25,000 | 12,823 | 30,000 | 30,000 | 5,000 |
| 409400-3604 Pubs/Printing | 20,669 | 17,307 | 20,000 | 2,037 | 20,000 | 20,000 | 0 |
| 409400-5210 Postage | 5,000 | 379 | 5,000 | 286 | 5,000 | 5,000 | 0 |
| 409400-5230 Telephone | 1,600 | 1,048 | 1,600 | 641 | 1,600 | 1,600 | 0 |
| 409400-5510 Travel/Mileage | 2,000 | 2,266 | 3,000 | 1,537 | 2,000 | 2,000 | -1,000 |
| 409400-5540 Travel/Conference | 2,500 | 2,210 | 4,000 | 1,445 | 3,500 | 3,500 | -500 |
| 409400-6001 Office Supplies | 2,000 | 849 | 2,000 | 663 | 2,000 | 2,000 | 0 |
| 409400-6012 Books and Supscriptions | 125 | 0 | 125 | 0 | 125 | 125 | 0 |
| 409400-8202 Capital Outlay | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $409400-8219 \mathrm{Web} / \mathrm{GIS}$ | 0 | 675 | 0 | 0 | 0 | 0 | 0 |
| 409400-9998 Reserve | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenditures | 244,665 | 242,157 | 287,190 | 153,181 | 297,975 | 297,975 | 10,785 |
|  |  | Actual Reserves as of June 30, 2015 | Estimated Reserves as of June 30, 2016 |  | Estimated Reserves as of June 30, 2017 | Estimated Reserves as of June 30, 2017 |  |
| Ending Fiscal Year Reserves |  | 241,284 | 219,094 |  | 154,684 | 154,684 |  |
| Gain/Loss | - | 22,315 | $(22,190)$ | 51,873 | $(64,410)$ | $(64,410)$ |  |


|  |  | Actual Reserves as of July 1, 2014 | Actual Reserves as of July 1, 2015 |  | Estimated Reserves as of July 1, 2016 | Estimated Reserves as of July 1, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Fund Balance |  | 367,155 | 435,707 |  | 105,917 | 105,917 |  |
| Description | Final Budget FY 2015 | $\begin{array}{r} \text { Actual } \\ \text { FY } 2015 \end{array}$ | Budget FY 2016 | $\begin{array}{r} \text { as of } 2 / 29 / 2016 \\ \mathrm{FY} 2016 \end{array}$ | Requests FY 2017 | Adopted FY 2017 | Difference <br> FY 2017 vs. FY 2016 |
| Revenues |  |  |  |  |  |  |  |
| Lodgers Tax | 206,146 | 252,086 | 240,000 | 203,060 | 233,565 | 233,565 | -6,435 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Revenues | 206,146 | 252,086 | 240,000 | 203,060 | 233,565 | 233,565 | -6,435 |
| Total Reserves + Revenues |  | 619,241 | 675,707 |  | 339,482 | 339,482 |  |
| Expenditures |  |  |  |  |  |  |  |
| 409400-1100 Compensation | 42,105 | 43,445 | 46,383 | 31,411 | 46,383 | 46,383 | 0 |
| 409400-2100 FICA | 3,222 | 3,310 | 3,549 | 2,392 | 3,549 | 3,549 | 0 |
| 409400-2210 Retirement Insurance | 5,356 | 5,526 | 5,900 | 3,996 | 5,738 | 5,738 | -162 |
| 409400-2310 Health Insurance | 7,032 | 6,124 | 10,081 | 4,391 | 8,972 | 8,972 | -1,109 |
| 409400-2400 Group Life | 556 | 517 | 552 | 374 | 608 | 608 | 56 |
| 409400-3600 Advertising | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 409400-3602 Initiatives | 15,000 | 13,659 | 20,000 | 5,737 | 30,000 | 30,000 | 10,000 |
| 409400-3604 Pubs/Printing | 20,669 | 17,307 | 20,000 | 2,030 | 20,000 | 20,000 | 0 |
| 409400-5210 Postage | 5,000 | 350 | 5,000 | 152 | 5,000 | 5,000 | 0 |
| 409400-5215 Credit Card Fees | 1,500 | 10 | - | 25 | 0 | 0 | 0 |
| 409400-5230 Telephone | 1,200 | 1,048 | 1,200 | 641 | 1,600 | 1,600 | 400 |
| 409400-5510 Travel/Mileage | 1,500 | 2,248 | 3,000 | 1,400 | 3,000 | 3,000 | 0 |
| 409400-5540 Travel/Conference | 1,250 | 1,603 | 4,000 | 645 | 3,500 | 3,500 | -500 |
| 409400-5690 Agency Support | 75,000 | 72,648 | 75,000 | 35,599 | 75,000 | 75,000 | 0 |
| 409400-5810 Dues | 2,500 | 1,845 | 3,000 | 905 | 3,000 | 3,000 | 0 |
| 409400-6001 Office Supplies | 2,000 | 702 | 2,000 | 632 | 2,000 | 2,000 | 0 |
| 409400-6012 Books and Subscriptions | 125 | 0 | 125 | 0 | 125 | 125 | 0 |
| 409400-6022 Software Development | 10,000 | 0 | 10,000 | 0 | 0 | 0 | -10,000 |
| 409400-8202 Capital Outlay | 0 | 5,000 | 350,000 | 332,996 | 25,763 | 25,763 | -324,237 |
| $409400-8219 \mathrm{Web} / \mathrm{GIS}$ | 6,000 | 8,192 | 10,000 | 3,039 | 2,500 | 2,500 | -7,500 |
| 409400-9998 Reserve | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenditures | 200,015 | 183,534 | 569,790 | 426,365 | 236,738 | 236,738 | -333,052 |
|  |  | Actual Reserves as of June 30, 2015 | Estimated Reserves as of June 30, 2016 |  | Estimated Reserves as of June $\mathbf{3 0 ,} 2017$ | Estimated Reserves as of June $\mathbf{3 0 ,} 2017$ |  |
| Ending Fiscal Year Reserves | - | 435,707 | 105,917 | - | 102,744 | 102,744 |  |
| Gain/(Loss) | - | 68,552 | $(329,790)$ | $(223,305)$ | $(3,173)$ | $(3,173)$ |  |

