THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE BUDGET WORKSHEET

2025-2026

2025-20	J26		80% OF RECEIF	PTS		1 20	% OF RECEIF	PTS					I			10	0% OF RECEIPTS	\$		
		CONVENTION/TOURISM MARKETING (OPERATING BUDGET)			SETRAC								<u>GRAND TOTAL</u>							
			2024-2025 AS OF	PROJECTED	2025-2026		2024-2025 AS OF	PROJECTED	2025-2026		2024-2025 AS OF	PROJECTED	2025-2026	<u></u>	2024-2025 AS OF	PROJECTED	MARKETING	2025-2026	BUDGET CITY	GRAND
		BUDGET	03-31-25	<u>06-30-25</u>	BUDGET	<u>BUDGET</u>	03-31-25	06-30-25	BUDGET	BUDGET	<u>03-31-25</u>	<u>06-30-25</u>	BUDGET	BUDGET	<u>03-31-25</u>	<u>06-30-25</u>	BUDGET	SETRAC		TOTAL
CODE		4 077 000	0 4 5 0 0 0 0	1 000 000	5 404 000 to		470.000	170.000	170.000		040.007	4 4 4 4 0 0 0	1 100 000	0.1.11.000	0.040.005	0.010.000	5 404 000	170.000	4 4 9 9 9 9 9	0 400 000 *0
1101 1102	OCCUPANCY TAX-COUNTY OCCUPANCY TAX-CITY	4,977,000 1,533,000	3,159,988 969,158	4,929,000 1,581,000	5,124,000 *3 1,644,000 *3	170,000	170,000 -	170,000	170,000	994,000 -	619,997 -	1,114,000	1,169,000	6,141,000 1,533,000	3,949,985 969,158	6,213,000 1,581,000	5,124,000 1,644,000	170,000 -	1,169,000 -	6,463,000 *3 1,644,000 *3
9101	INTEREST	279,000	256,105	349,000	298,100	<u> </u>	-	-	-	51,000	97,670	129,200	75,000	330,000	353,775	478,200	298,100	-	75,000	373,100
	TOTAL REVENUES	6,789,000	4,385,251	6,859,000	7,066,100	 <u> </u>	170,000	170,000	170,000	 1,045,000	717,667	1,243,200	 1,244,000	8,004,000	5,272,918	8,272,200	7,066,100	170,000	1,244,000	8,480,100
	EXPENDITURES:									 										
	SALARIES AND BENEFITS:					1				I			I							
0101 0102	REGULAR SALARIES OVERTIME SALARIES	1,307,000 3,500	967,791 -	1,267,800 100	1,614,000 3,500	-	-	-	-	-	-	-	-	1,307,000 3,500	967,791	1,267,800 100	1,614,000 3,500	-	-	1,614,000 3,500
0102	PARTTIME SALARIES	5,000	3,488	5,700	5,000	-	-	-	-	· -	-	-	-	5,000	3,488	5,700	5,000		-	5,000
0110	RETIREMENT	71,100	39,587	51,200	84,800	i -	-	-	-	i -	-	-	- i	71,100	39,587	51,200	84,800	-	-	84,800
0111	SOCIAL SECURITY	100,600	70,944	97,400	124,100	-	-	-	-	-	-	-	-	100,600	70,944	97,400	124,100	-	-	124,100
0112 0113	GROUP INSURANCE WORKER'S COMPENSATION	207,800 5,000	147,882 1,466	180,000	241,800 5,000	-	-	-	-	- -	-	-	-	207,800 5,000	147,882 1,466	180,000	241,800 5,000	-	-	241,800 5,000
0113	UNEMPLOYMENT COMPENSATION	5,000	1,003	647	5,000	-	-	-	-	-	-	-	-	5,000	1,003	647	5,000	-	-	5,000
		1,705,000	1,232,161	1,602,847	2,083,200	i I -	-	-	-	-	_	-	-	1,705,000	1,232,161	1,602,847	2,083,200	-	-	2,083,200
	OPERATING EXPENSES:																			
0201A 0205A	PRINTING AND OFFICE SUPPLIES FOOD AND PROVISIONS	49,100 2,000	17,263 422	28,200 500	36,900 2,000	-	-	-	-	-	-	-	-	49,100 2,000	17,263 422	28,200 500	36,900 2,000	-	-	36,900 2,000
0205A 0301A		2,000 91,500	126,926	181,400	92,700	-	-	-	-	- -	-	-	-	91,500	422 126,926	181,400	92,700	-	-	92,700
0304A		32,800	24,504	33,400	35,000	-	-	-	-	-	-	-	-	32,800	24,504	33,400	35,000	-	-	35,000
0305A	POSTAGE	31,900	27,150	25,600	43,400	-	-	-	-		-	-	-	31,900	27,150	25,600	43,400	-	-	43,400
0306A	TRAVEL	4,000	1,310	2,000	4,000	-	-	-	-	-	-	-	-	4,000	1,310	2,000	4,000	-	-	4,000
0309A 0310A	INSURANCE BUILDING MAINTENANCE	46,000 22,750	14,407 13,086	30,000 21,000	64,500 23,000	-	-	-	-	-	-	-	-	46,000 22,750	14,407 13,086	30,000 21,000	64,500 23,000	-	-	64,500 23,000
0312A		6,500	1,591	2,400	6,500	-	-	-	-	-	-	-	-	6,500	1,591	2,400	6,500	-	-	6,500
0313A	EQUIPMENT MAINTENANCE	30,500	5,392	6,200	31,000	-	-	-	-	i -	-	-	- i	30,500	5,392	6,200	31,000	-	-	31,000
0314A		189,000	131,208	168,100	189,000	-	-	-	-	-	-	-	-	189,000	131,208	168,100	189,000	-	-	189,000
0315A 0317A		22,000 9,600	15,948 8,980	21,500 9,500	16,000 9,600	-	-	-		- -	-	-	-	22,000 9,600	15,948 8,980	21,500 9,500	16,000 9,600	-		16,000 9,600
0317A		12,500	20,345	18,900	19,500	- -	-	-	_	-	_	-	-	12,500	20,345	18,900	19,500	-	_	19,500
0366A	RESERVE FOR CONTINGENCIES	100,000	-	-	300,000 *1	i -	-	-	-	i -	-	-	- i	100,000	-	-	300,000	-	-	300,000
		650,150	408,532	548,700	873,100		_	_	_		_	_	-	650,150	408,532	548,700	873,100	-	-	873,100
	PROMOTIONAL EFFORT:	030,130	400,002	540,700	073,100	I		-		I	-	_	·	050,150	400,002	540,700	075,100		_	075,100
0201P	PRINTING AND OFFICE SUPPLIES	49,000	24,598	30,800	43,500	-	-	-	-	i -	-	-	- i	49,000	24,598	30,800	43,500	-	-	43,500
0202	BROCHURES, BOOKS, PUBLICATIONS	87,000	41,481	41,300	63,000	-	-	-	-	-	-	-	-	87,000	41,481	41,300	63,000	-	-	63,000
0205P 0301P	FOOD AND PROVISIONS PROFESSIONAL SERVICES	4,000 317,100	1,929 273,506	7,600 396,100	1,500 362,400	-	-	-	-	- -	-	-	-	4,000 317,100	1,929 273,506	7,600 396,100	1,500 362,400	-	-	1,500 362,400
**0301	PROFESSIONAL SERVICES-SETRAC	-	-	-	-	273,721	78,802	273,721	170,000	-	-	-	-	273,721	78,802	273,721	-	170,000	-	170,000
0302	PROFESSIONAL SERVICES-PHOTOGRA	15,000	6,725	10,700	10,000	-	-	-	-	-	-	-	-	15,000	6,725	10,700	10,000	-	-	10,000
0306P	TRAVEL	240,000	149,651	285,700	367,000	-	-	-	-	-	-	-	-	240,000	149,651	285,700	367,000	-	-	367,000
0307 0308	ADVERTISING TRADE SHOWS	716,000 225,000	625,295 187,700	902,500 240,800	1,000,000 288,500	-		-		-	-	-	-	716,000 225,000	625,295 187,700	902,500 240,800	1,000,000 288,500	-		1,000,000 288,500
0313P		3,500	-	-	2,000	-	-	-	-	i -	-	-	-	3,500	-	-	2,000	-	-	2,000
0317P		15,000	18,533	15,500	27,000	-	-	-	-	-	-	-	-	15,000	18,533	15,500	27,000	-	-	27,000
0319P 0322P		38,900 10,000	- 975	-	48,900 10,000	-	-	-	-	-	-	-	-	38,900 10,000	- 975	-	48,900 10,000	-	-	48,900 10,000
0322F	PROMOTIONS	2,906,000	1,361,430	2,112,400	2,816,000	-	-	-	-	- -	-	-	-	2,906,000	1,361,430	2,112,400	2,816,000	-	-	2,816,000
0369	REMITTANCES TO CITY	_,,	-	-, ,		-	-	-	-	1,860,000	659,038	1,859,038	1,244,000	1,860,000	659,038	1,859,038	-	-	1,244,000	1,244,000
		4,626,500	2,691,823	4,043,400	5,039,800	273,721	78,802	273,721	170,000	1,860,000	659,038	1,859,038	1,244,000	6,760,221	3,429,663	6,176,159	5,039,800	170,000	1,244,000	6,453,800
	TOTAL EXPENDITURES	6,981,650	4,332,516	6,194,947	7,996,100	273,721	78,802	273,721	170,000	1,860,000	659,038	1,859,038	1,244,000	9,115,371	5,070,356	8,327,706	7,996,100	170,000	1,244,000	9,410,100 *2
	EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES	S (192,650)	52,735	664,053	(930,000)	 (103,721)	91,198	(103,721)	-	 (815,000)	58,629	(615,838)	-	(1,111,371)	202,562	(55,506)	(930,000)	-	-	(930,000)
	FUND BALANCE AT BEGINNING OF PERIO	8,046,776	8,046,776	8,046,776	8,710,829	103,721	103,721	103,721	-	2,992,336	2,992,336	2,992,336	2,376,498	11,142,833	11,142,833	11,142,833	8,710,829		2,376,498	11,087,327
	FUND BALANCE AT END OF PERIOD	7,854,126	8,099,511	8,710,829	7,780,829	<u> </u>	194,919	-	-	2,177,336	3,050,965	2,376,498	2,376,498	10,031,462	11,345,395	11,087,327	7,780,829	-	2,376,498	10,157,327
	FUND BALANCE AT END OF PERIOD MINIMUM UNASSIGNED FUND BALANCE * RESTRICTED-STABILIZATION BY STATE ST			8,710,829 (523,892) (817,287)				- - (118,606)				2,376,498 (148,800) (336,405)				11,087,327 (672,692) (1,272,297)				
	COMMITTED FOR TANGER CENTER ASSIGNED FOR SUBSEQUENT YEAR'S EXI	PENDITURES *5		- (930,000)				-				(1,400,000)			-	(1,400,000) (930,000)				
	UNASSIGNED FUND BALANCE *6			6,439,650				(118,606)				491,293			-	6,812,338				

Per General Statute 159-13(b-3), a contingency appropriation shall not exceed 5% of the total appropriations in the same fund. \$300,000 is less than 5%. To maintain one month working capital, the General Fund minimum unassigned fund balance should be 8% of 2025 expenditures. Based on budgeted expenditures of \$6,981,650 that fund balance should be at least \$523,892. *1 *2

*3 2025-2026 Occupancy Tax budget amounts were calculated based on an increase of ~4% of FY 2025 projections.

Restricted -Stabilization by State Statute represents the portion of fund balance that is restricted by State Statute [G.S. 159-8(a)]. *4

Assigned for Subsequent Year's Expenditures is the portion of fund balance that is appropriated for the budget year 2025-2026 that is not already classified as restricted. Unassigned Fund Balance represents the portion of fund balance that has not been restricted or assigned to specific purposes.

*5 *6