

THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY  
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE  
BUDGET WORKSHEET  
2025-2026

		80% OF RECEIPTS				20% OF RECEIPTS				CITY CAPITAL				100% OF RECEIPTS							
		CONVENTION/TOURISM MARKETING (OPERATING BUDGET)				SETRAC								GRAND TOTAL							
		2024-2025		2025-2026		2024-2025		2025-2026		2024-2025		2025-2026		2024-2025		2025-2026 BUDGET					
		BUDGET	AS OF	PROJECTED	BUDGET	BUDGET	AS OF	PROJECTED	BUDGET	BUDGET	AS OF	PROJECTED	BUDGET	BUDGET	AS OF	PROJECTED	MARKETING	SETRAC	CITY	GRAND	
CODE	REVENUES:		03-31-25	06-30-25			03-31-25	06-30-25			03-31-25	06-30-25			03-31-25	06-30-25	BUDGET			TOTAL	
1101	OCCUPANCY TAX-COUNTY	4,977,000	3,159,988	4,929,000	5,124,000	*3	170,000	170,000	170,000	170,000	994,000	619,997	1,114,000	1,169,000	6,141,000	3,949,985	6,213,000	5,124,000	170,000	1,169,000	6,463,000
1102	OCCUPANCY TAX-CITY	1,533,000	969,158	1,581,000	1,644,000	*3	-	-	-	-	-	-	-	-	1,533,000	969,158	1,581,000	1,644,000	-	-	1,644,000
9101	INTEREST	279,000	256,105	349,000	298,100		-	-	-	-	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		170,000	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:																					
0101	REGULAR SALARIES	1,307,000	967,791	1,267,800	1,614,000		-	-	-	-	-	-	-	-	1,307,000	967,791	1,267,800	1,614,000	-	-	1,614,000
0102	OVERTIME SALARIES	3,500	-	100	3,500		-	-	-	-	-	-	-	-	3,500	-	100	3,500	-	-	3,500
0103	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		-	-	-	-	-	-	-	-	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	GROUP INSURANCE	207,800	147,882	180,000	241,800		-	-	-	-	-	-	-	-	207,800	147,882	180,000	241,800	-	-	241,800
0113	WORKER'S COMPENSATION	5,000	1,466	-	5,000		-	-	-	-	-	-	-	-	5,000	1,466	-	5,000	-	-	5,000
0114	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		-	-	-	-	-	-	-	-	1,705,000	1,232,161	1,602,847	2,083,200	-	-	2,083,200
OPERATING EXPENSES:																					
0201A	PRINTING AND OFFICE SUPPLIES	49,100	17,263	28,200	36,900		-	-	-	-	-	-	-	-	49,100	17,263	28,200	36,900	-	-	36,900
0205A	FOOD AND PROVISIONS	2,000	422	500	2,000		-	-	-	-	-	-	-	-	2,000	422	500	2,000	-	-	2,000
0301A	PROFESSIONAL SERVICES	91,500	126,926	181,400	92,700		-	-	-	-	-	-	-	-	91,500	126,926	181,400	92,700	-	-	92,700
0304A	TELEPHONE	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	INSURANCE	46,000	14,407	30,000	64,500		-	-	-	-	-	-	-	-	46,000	14,407	30,000	64,500	-	-	64,500
0310A	BUILDING MAINTENANCE	22,750	13,086	21,000	23,000		-	-	-	-	-	-	-	-	22,750	13,086	21,000	23,000	-	-	23,000
0312A	VEHICLE MAINTENANCE	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		-	-	-	-	-	-	-	-	30,500	5,392	6,200	31,000	-	-	31,000
0314A	BUILDING RENTAL	189,000	131,208	168,100	189,000		-	-	-	-	-	-	-	-	189,000	131,208	168,100	189,000	-	-	189,000
0315A	EQUIPMENT RENTAL	22,000	15,948	21,500	16,000		-	-	-	-	-	-	-	-	22,000	15,948	21,500	16,000	-	-	16,000
0317A	DUES AND MEMBERSHIPS	9,600	8,980	9,500	9,600		-	-	-	-	-	-	-	-	9,600	8,980	9,500	9,600	-	-	9,600
0319A	OUTSIDE DATA PROCESSING	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	-	-	-	-	-	-	-	-	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:																					
0201P	PRINTING AND OFFICE SUPPLIES	49,000	24,598	30,800	43,500		-	-	-	-	-	-	-	-	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	FOOD AND PROVISIONS	4,000	1,929	7,600	1,500		-	-	-	-	-	-	-	-	4,000	1,929	7,600	1,500	-	-	1,500
0301P	PROFESSIONAL SERVICES	317,100	273,506	396,100	362,400		-	-	-	-	-	-	-	-	317,100	273,506	396,100	362,400	-	-	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-PHOTOGRAI	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	ADVERTISING	716,000	625,295	902,500	1,000,000		-	-	-	-	-	-	-	-	716,000	625,295	902,500	1,000,000	-	-	1,000,000
0308	TRADE SHOWS	225,000	187,700	240,800	288,500		-	-	-	-	-	-	-	-	225,000	187,700	240,800	288,500	-	-	288,500
0313P	EQUIPMENT MAINTENANCE	3,500	-	-	2,000		-	-	-	-	-	-	-	-	3,500	-	-	2,000	-	-	2,000
0317P	DUES AND MEMBERSHIPS	15,000	18,533	15,500	27,000		-	-	-	-	-	-	-	-	15,000	18,533	15,500	27,000	-	-	27,000
0319P	OUTSIDE DATA PROCESSING	38,900	-	-	48,900		-	-	-	-	-	-	-	-	38,900	-	-	48,900	-	-	48,900
0322P	EDUCATION AND TRAINING	10,000	975	-	10,000		-	-	-	-	-	-	-	-	10,000	975	-	10,000	-	-	10,000
0348	PROMOTIONS	2,906,000	1,361,430	2,112																	

\*1 Per General Statute 159-13(b-3), a contingency appropriation shall not exceed 5% of the total appropriations in the same fund.