

**THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
BUDGET WORKSHEET
2016-2017**

CODE	REVENUES:	80% OF RECEIPTS CONVENTION/TOURISM MARKETING (OPERATING BUDGET)				20% OF RECEIPTS SETRAC				100% OF RECEIPTS CITY CAPITAL				100% OF RECEIPTS GRAND TOTAL								
		2015-16		2016-2017		2015-16		2016-2017		2015-16		2016-2017		2015-16		2016-2017 BUDGET						
		BUDGET	AS OF 04-30-16	PROJECTED	BUDGET	BUDGET	AS OF 04-30-16	PROJECTED	BUDGET	BUDGET	AS OF 04-30-16	PROJECTED	BUDGET	BUDGET	AS OF 04-30-16	PROJECTED	MARKETING BUDGET	SETRAC	CITY CAPITAL	GRAND TOTAL		
1101	OCCUPANCY TAX-COUNTY	2,607,260.00	2,134,905.23	3,078,946.92	2,659,405.00	*3	170,000.00	170,000.00	170,000.00	170,000.00	480,974.00	363,726.31	620,990.12	493,993.00	3,258,234.00	2,668,631.54	3,869,937.04	2,659,405.00	170,000.00	493,993.00	3,323,398.00	*3
1102	OCCUPANCY TAX-CITY	797,833.00	674,511.36	968,309.97	813,790.00	*3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	797,833.00	674,511.36	968,309.97	813,790.00	0.00	0.00	813,790.00	*3	
9101	INTEREST	3,500.00	4,052.36	5,403.15	4,000.00		0.00	0.00	0.00	0.00	2,500.00	1,877.65	2,503.53	3,000.00	6,000.00	5,930.01	7,906.68	4,000.00	0.00	3,000.00	7,000.00	
9325	SALES	500.00	0.00	0.00	500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	500.00	0.00	0.00	500.00		
9990	MISCELLANEOUS	125,000.00	40,143.19	47,496.75	125,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	125,000.00	40,143.19	47,496.75	125,000.00	0.00	0.00	125,000.00		
	TOTAL REVENUES	3,534,093.00	2,853,612.14	4,100,156.77	3,602,695.00		170,000.00	170,000.00	170,000.00	170,000.00	483,474.00	365,603.96	623,493.66	496,993.00	4,187,567.00	3,389,216.10	4,893,650.44	3,602,695.00	170,000.00	496,993.00	4,269,688.00	
	EXPENDITURES:																					
	SALARIES AND BENEFITS:																					
0101	REGULAR SALARIES	974,253.00	746,749.78	937,249.78	1,056,455.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	974,253.00	746,749.78	937,249.78	1,056,455.00	0.00	0.00	1,056,455.00		
0102	OVERTIME SALARIES	2,000.00	163.89	218.52	2,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	163.89	218.52	2,000.00	0.00	0.00	2,000.00		
0103	PARTTIME SALARIES	30,000.00	10,923.32	14,564.43	30,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00	10,923.32	14,564.43	30,000.00	0.00	0.00	30,000.00		
0107	PARTTIME COMPENSATION-AGENCY	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0110	RETIREMENT	54,103.00	30,384.56	37,584.56	51,394.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	54,103.00	30,384.56	37,584.56	51,394.00	0.00	0.00	51,394.00		
0111	SOCIAL SECURITY	76,978.00	55,270.19	72,830.50	83,267.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	76,978.00	55,270.19	72,830.51	83,267.00	0.00	0.00	83,267.00		
0112	GROUP INSURANCE	168,615.00	125,916.53	151,099.84	193,790.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	168,615.00	125,916.53	151,099.84	193,790.00	0.00	0.00	193,790.00		
0113	WORKER'S COMPENSATION	4,800.00	443.00	4,418.00	4,800.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,800.00	443.00	4,418.00	4,800.00	0.00	0.00	4,800.00		
0114	UNEMPLOYMENT COMPENSATION	5,025.00	0.00	0.00	2,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,025.00	0.00	0.00	2,500.00	0.00	0.00	2,500.00		
	OPERATING EXPENSES:																					
0201A	PRINTING AND OFFICE SUPPLIES	50,500.00	24,984.03	36,345.00	50,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	50,500.00	24,984.03	36,345.00	50,500.00	0.00	0.00	50,500.00		
0205A	FOOD AND PROVISIONS	1,750.00	1,249.77	1,617.00	1,750.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00	1,249.77	1,617.00	1,750.00	0.00	0.00	1,750.00		
0301A	PROFESSIONAL SERVICES	73,390.00	51,573.05	61,462.00	68,515.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	73,390.00	51,573.05	61,462.00	68,515.00	0.00	0.00	68,515.00		
0304A	TELEPHONE	23,000.00	21,695.26	25,950.00	23,040.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,000.00	21,695.26	25,950.00	23,040.00	0.00	0.00	23,040.00		
0305A	POSTAGE	59,006.00	32,839.90	33,196.00	59,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	59,006.00	32,839.90	33,196.00	59,000.00	0.00	0.00	59,000.00		
0306A	TRAVEL	4,500.00	3,426.16	3,800.00	4,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,500.00	3,426.16	3,800.00	4,500.00	0.00	0.00	4,500.00		
0309A	INSURANCE	26,000.00	0.00	24,445.00	29,225.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	26,000.00	0.00	24,445.00	29,225.00	0.00	0.00	29,225.00		
0310A	BUILDING MAINTENANCE	6,500.00	660.00	1,320.00	4,060.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,500.00	660.00	1,320.00	4,060.00	0.00	0.00	4,060.00		
0312A	VEHICLE MAINTENANCE	3,400.00	511.24	759.00	3,400.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,400.00	511.24	759.00	3,400.00	0.00	0.00	3,400.00		
0313A	EQUIPMENT MAINTENANCE	30,340.00	15,720.92	24,584.00	34,600.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	30,340.00	15,720.92	24,584.00	34,600.00	0.00	0.00	34,600.00		
0314A	BUILDING RENTAL	175,000.00	131,249.97	175,000.00	175,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	175,000.00	131,249.97	175,000.00	175,000.00	0.00	0.00	175,000.00		
0315A	EQUIPMENT RENTAL	12,313.00	11,416.93	14,281.00	20,356.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,313.00	11,416.93	14,281.00	20,356.00	0.00	0.00	20,356.00		
0317A	DUES AND MEMBERSHIPS	9,321.00	9,652.00	9,652.00	8,931.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,321.00	9,652.00	9,652.00	8,931.00	0.00	0.00	8,931.00		
0319A	OUTSIDE DATA PROCESSING	20,500.00	11,409.16	14,656.00	20,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,500.00	11,409.16	14,656.00	20,500.00	0.00	0.00	20,500.00		
0322A	EDUCATION AND TRAINING	1,000.00	375.00	375.00	1,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	375.00	375.00	1,000.00	0.00	0.00	1,000.00		
0366A	RESERVE FOR CONTINGENCIES	100,000.00	0.00	0.00	100,000.00	*1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100,000.00	0.00	0.00	100,000.00	0.00	0.00	100,000.00		
0531A	OFFICE FURNITURE AND FIXTURES	0.00	2,553.44	2,553.44	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,553.44	2,553.44	0.00	0.00	0.00	0.00	0.00	
	PROMOTIONAL EFFORT:																					
0201P	PRINTING AND OFFICE SUPPLIES	30,500.00	6,846.41	25,850.00	30,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	30,500.00	6,846.41	25,850.00	30,000.00	0.00	0.00	30,000.00		
0202	BROCHURES, BOOKS, PUBLICATIONS	97,500.00	80,876.27	82,525.00	94,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	97,500.00	80,876.27	82,525.00	94,500.00	0.00	0.00	94,500.00		
0205P	FOOD AND PROVISIONS	2,500.00	1,732.11	1,950.00	2,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	1,732.11	1,950.00	2,500.00	0.00	0.00	2,500.00		
0301P	PROFESSIONAL SERVICES	174,800.00	132,061.53	150,000.00	177,800.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	174,800.00	132,061.53	150,000.00	177,800.00	0.00	0.00	177,800.00		
*0301	PROFESSIONAL SERVICES-SETRAC	0.00	0.00	0.00	0.00		216,816.91	124,586.00	124,586.00	170,000.00	0.00	0.00	0.00	0.00	216,816.91	124,586.00	124,586.00	0.00	170,000.00	0.00	170,000.00	
0302	PROFESSIONAL SERVICES-PHOTOGRAPHY	5,000.00	2,928.56	3,000.00	5,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	2,928.56	3,000.00	5,000.00	0.00	0.00	5,000.00		
0306P	TRAVEL	170,000.00	81,523.24	134,600.00	177,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	170,000.00	81,523.24	134,600.00	177,000.00	0.00	0.00	177,000.00		
0307	ADVERTISING	524,205.00	476,919.75	520,260.00	563,120.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	524,205.00	476,919.75	520,260.00	563,120.00	0.00	0.00	563,120.00		
0308	TRADE SHOWS	96,700.00	80,974.35	91,000.00	98,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	96,700.00	80,974.35	91,000.00	98,000.00	0.00	0.00	98,000.00		
0313P	EQUIPMENT MAINTENANCE	10,650.00	2,670.57	6,800.00	8,300.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,650.00	2,670.57	6,800.00	8,300.00	0.00	0.00	8,300.00		
0315P	EQUIPMENT RENTAL	0.00																				