THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
BUDGET WORKSHEET
2017-2018

80% OF RECEIPTS
CONVENTION/TOURISM MARKETING (OPERATING BUDGET)

CODE		2016-17 BUDGET	2016-17 AS OF 03-31-17	2016-17 PROJECTED 06-30-17	2017-2018 BUDGET
	REVENUES:				
1101	OCCUPANCY TAX-COUNTY	2,659,405.00	1,989,419.47	3,266,825.71	2,925,346.00 *3
1102	OCCUPANCY TAX-CITY	813,790.00	628,305.32	1,032,871.12	895,169.00 *3
9101	INTEREST	4,000.00	8,653.58	16,500.00	16,000.00
9325	SALES	500.00	0.00	0.00	500.00
9990	MISCELLANEOUS	125,000.00	65,782.88	73,136.44	125,000.00
	TOTAL REVENUES	3,602,695.00	2,692,161.25	4,389,333.26	3,962,015.00
	EXPENDITURES:				
	SALARIES AND BENEFITS:				
0101	REGULAR SALARIES	1,056,455.00	730,152.24	1,004,652.24	1,116,189.00
0102	OVERTIME SALARIES	2,000.00	0.00	0.00	2,000.00
0103	PARTTIME SALARIES	30,000.00	9,310.50	12,414.00	30,000.00
0107	PARTTIME COMPENSATION-AGENCY	0.00	0.00	0.00	0.00
0110	RETIREMENT	51,394.00	32,392.60	39,592.60	62,590.00
0111	SOCIAL SECURITY	83,267.00	53,400.29	77,805.57	87,836.00
0112	GROUP INSURANCE	193,790.00	151,355.63	181,626.76	224,788.00
0113	WORKER'S COMPENSATION	4,800.00	(59.00)	4,418.00	5,000.00
0114	UNEMPLOYMENT COMPENSATION	2,500.00	0.00	0.00	2,500.00
		1,424,206.00	976,552.26	1,320,509.16	1,530,903.00
	OPERATING EXPENSES:				
0201A	PRINTING AND OFFICE SUPPLIES	50,500.00	17,725.51	28,015.00	36,000.00
0205A	FOOD AND PROVISIONS	1,750.00	2,749.15	3,440.00	3,500.00
0301A	PROFESSIONAL SERVICES	73,515.00	61,211.88	69,500.00	69,575.00
0304A	TELEPHONE	23,040.00	19,145.27	25,950.00	30,500.00
0305A	POSTAGE	59,000.00	38,775.81	42,918.00	59,000.00
0306A	TRAVEL	4,500.00	1,552.09	1,979.00	4,500.00
0309A	INSURANCE	29,225.00	15,088.00	27,303.00	29,100.00
0310A	BUILDING MAINTENANCE	4,060.00	1,318.00	1,861.00	2,500.00
0312A	VEHICLE MAINTENANCE	3,400.00	1,125.97	1,425.00	3,400.00
0313A	EQUIPMENT MAINTENANCE	34,600.00	21,423.74	27,820.00	34,600.00
0314A	BUILDING RENTAL	175,000.00	116,666.64	175,000.00	175,000.00
0315A	EQUIPMENT RENTAL	20,356.00	10,023.86	13,869.00	17,605.00
0317A	DUES AND MEMBERSHIPS	8,931.00	8,931.25	9,438.00	9,985.00
0319A	OUTSIDE DATA PROCESSING	20,500.00	11,046.48	15,945.00	20,500.00
0322A	EDUCATION AND TRAINING	1,000.00	2,819.00	2,819.00	2,500.00
0349	MISCELLANEOUS	0.00	319.45	320.00	0.00
0366A	RESERVE FOR CONTINGENCIES	100,000.00	0.00	0.00	100,000.00 *1
0531A	OFFICE FURNITURE AND FIXTURES	0.00	0.00	2,554.00	0.00
		609,377.00	329,922.10	450,156.00	598,265.00
	PROMOTIONAL EFFORT:				
0201P	PRINTING AND OFFICE SUPPLIES	30,000.00	966.29	16,500.00	24,500.00
0202	BROCHURES, BOOKS, PUBLICATIONS	94,500.00	76,881.95	80,000.00	88,500.00
0205P	FOOD AND PROVISIONS	2,500.00	2,694.14	2,900.00	6,000.00
0301P	PROFESSIONAL SERVICES	177,800.00	114,948.56	148,000.00	104,700.00
**0301	PROFESSIONAL SERVICES-SETRAC	0.00	0.00	0.00	0.00
0302	PROFESSIONAL SERVICES-PHOTOGRAPHY	5,000.00	5,903.05	5,904.00	8,000.00
0306P	TRAVEL	177,000.00	88,360.13	150,000.00	185,000.00
0307	ADVERTISING	563,120.00	487,943.00	563,000.00	573,856.00
0308	TRADE SHOWS	98,000.00	83,273.76	107,081.00	117,500.00
0313P	EQUIPMENT MAINTENANCE	8,300.00	776.94	5,000.00	7,500.00
0315P	EQUIPMENT RENTAL	0.00	0.00	0.00	0.00
0317P	DUES AND MEMBERSHIPS	21,854.00	14,814.00	18,000.00	23,930.00
0319P	OUTSIDE DATA PROCESSING	30,802.00	11,347.05	30,000.00	33,600.00
0322P	EDUCATION AND TRAINING	15,000.00	0.00	800.00	20,000.00
0348	PROMOTIONS	1,553,725.00	948,937.74	1,184,802.00	1,668,845.00
0369	REMITTANCES TO CITY	0.00	0.00	0.00	0.00
0531P	SALES FURNITURE AND FIXTURES	10,000.00	0.00	0.00	0.00
		2,787,601.00	1,836,846.61	2,311,987.00	2,861,931.00
	TOTAL EXPENDITURES	4,821,184.00	3,143,320.97	4,082,652.16	4,991,099.00
	EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES	(1,218,489.00)	(451,159.72)	306,681.09	(1,029,084.00)
	FUND BALANCE AT BEGINNING OF PERIOD	2,621,090.79	2,621,090.79	2,621,090.79	2,927,771.88
	FUND BALANCE AT END OF PERIOD	1,402,601.79	2,169,931.07	2,927,771.88	1,898,687.88

20% OF RECEIPTS

CODE		SETRAC 2016-17 BUDGET	SETRAC 2016-17 AS OF 03-31-17	SETRAC 2016-17 PROJECTED 06-30-17	SETRAC 2017-2018 BUDGET	CITY CAPITAL 2016-17 BUDGET	CITY CAPITAL 2016-17 AS OF 03-31-17	CITY CAPITAL 2016-17 PROJECTED 06-30-17	CITY CAPITAL 2017-2018 BUDGET
	REVENUES:								
1101	OCCUPANCY TAX-COUNTY	170,000.00	170,000.00	170,000.00	170,000.00	493,993.00	327,354.88	566,651.30	560,392.00
1102	OCCUPANCY TAX-CITY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9101	INTEREST	0.00	0.00	0.00	0.00	3,000.00	4,910.15	9,820.30	12,500.00
9325	SALES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9990	MISCELLANEOUS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL REVENUES	170,000.00	170,000.00	170,000.00	170,000.00	496,993.00	332,265.03	576,471.60	572,892.00
	EXPENDITURES:								
	SALARIES AND BENEFITS:								
0101	REGULAR SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0102	OVERTIME SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0103	PARTTIME SALARIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0107	PARTTIME COMPENSATION-AGENCY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0110	RETIREMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0111	SOCIAL SECURITY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0112	GROUP INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0113	WORKER'S COMPENSATION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0114	UNEMPLOYMENT COMPENSATION	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
	OPERATING EXPENSES:								
0201A	PRINTING AND OFFICE SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0205A	FOOD AND PROVISIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0301A	PROFESSIONAL SERVICES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0304A	TELEPHONE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0305A	POSTAGE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0306A	TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0309A	INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0310A	BUILDING MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0312A	VEHICLE MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0313A	EQUIPMENT MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0314A	BUILDING RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0315A	EQUIPMENT RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0317A	DUES AND MEMBERSHIPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0319A	OUTSIDE DATA PROCESSING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0322A	EDUCATION AND TRAINING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0349	MISCELLANEOUS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0366A	RESERVE FOR CONTINGENCIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0531A	OFFICE FURNITURE AND FIXTURES	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
	PROMOTIONAL EFFORT:								
0201P	PRINTING AND OFFICE SUPPLIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0202	BROCHURES, BOOKS, PUBLICATIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0205P	FOOD AND PROVISIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0301P	PROFESSIONAL SERVICES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
**0301	PROFESSIONAL SERVICES-SETRAC	379,744.41	223,637.00	223,637.00	218,802.00	0.00	0.00	0.00	0.00
0302	PROFESSIONAL SERVICES-PHOTOGRAPHY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0306P	TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0307	ADVERTISING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0308	TRADE SHOWS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0313P	EQUIPMENT MAINTENANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0315P	EQUIPMENT RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0317P	DUES AND MEMBERSHIPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0319P	OUTSIDE DATA PROCESSING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0322P	EDUCATION AND TRAINING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0348	PROMOTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0369	REMITTANCES TO CITY	0.00	0.00	0.00	0.00	496,993.00	53,846.28	75,000.00	572,892.00
0531P	SALES FURNITURE AND FIXTURES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		379,744.41	223,637.00	223,637.00	218,802.00	496,993.00	53,846.28	75,000.00	572,892.00
	TOTAL EXPENDITURES	379,744.41	223,637.00	223,637.00	218,802.00	496,993.00	53,846.28	75,000.00	572,892.00
	EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES	(209,744.41)	(53,637.00)	(53,637.00)	(48,802.00)	0.00	278,418.75	501,471.60	0.00
	FUND BALANCE AT BEGINNING OF PERIOD	220,797.60	220,797.60	220,797.60	167,160.60	1,449,748.25	1,449,748.25	1,449,748.25	1,951,219.85
	FUND BALANCE AT END OF PERIOD	11,053.19	167,160.60	167,160.60	118,358.60	1,449,748.25	1,728,167.00	1,951,219.85	1,951,219.85

100% OF RECEIPTS
GRAND TOTAL

CODE		2016-17 BUDGET	2016-17 AS OF 03-31-17	2016-17 PROJECTED 06-30-17	2017-2018 BUDGET MARKETING BUDGET	2017-2018 BUDGET SETRAC	2017-2018 BUDGET CITY CAPITAL	2017-2018 BUDGET GRAND TOTAL
	REVENUES:							
1101	OCCUPANCY TAX-COUNTY	3,323,398.00	2,486,774.35	4,003,477.01	2,925,346.00	170,000.00	560,392.00	3,655,738.00 *3
1102	OCCUPANCY TAX-CITY	813,790.00	628,305.32	1,032,871.12	895,169.00	0.00	0.00	895,169.00 *3
9101	INTEREST	7,000.00	13,563.73	26,320.30	16,000.00	0.00	12,500.00	28,500.00
9325	SALES	500.00	0.00	0.00	500.00	0.00	0.00	500.00
9990	MISCELLANEOUS	125,000.00	65,782.88	73,136.44	125,000.00	0.00	0.00	125,000.00
	TOTAL REVENUES	4,269,688.00	3,194,426.28	5,135,804.86	3,962,015.00	170,000.00	572,892.00	4,704,907.00
	EXPENDITURES:							
	SALARIES AND BENEFITS:							
0101	REGULAR SALARIES	1,056,455.00	730,152.24	1,004,652.24	1,116,189.00	0.00	0.00	1,116,189.00
0102	OVERTIME SALARIES	2,000.00	0.00	0.00	2,000.00	0.00	0.00	2,000.00
0103	PARTTIME SALARIES	30,000.00	9,310.50	12,414.00	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
0110	RETIREMENT	51,394.00	32,392.60	39,592.60	62,590.00	0.00	0.00	62,590.00
0111	SOCIAL SECURITY	83,267.00	53,400.29	77,805.58	87,836.00	0.00	0.00	87,836.00
0112	GROUP INSURANCE	193,790.00	151,355.63	181,626.76	224,788.00	0.00	0.00	224,788.00
0113	WORKER'S COMPENSATION	4,800.00	(59.00)	4,418.00	5,000.00	0.00	0.00	5,000.00
0114	UNEMPLOYMENT COMPENSATION	2,500.00	0.00	0.00	2,500.00	0.00	0.00	2,500.00
		1,424,206.01	976,552.26	1,320,509.17	1,530,903.00	0.00	0.00	1,530,903.00
	OPERATING EXPENSES:							
0201A	PRINTING AND OFFICE SUPPLIES	50,500.00	17,725.51	28,015.00	36,000.00	0.00	0.00	36,000.00
0205A	FOOD AND PROVISIONS	1,750.00	2,749.15	3,440.00	3,500.00	0.00	0.00	3,500.00
0301A	PROFESSIONAL SERVICES	73,515.00	61,211.88	69,500.00	69,575.00	0.00	0.00	69,575.00
0304A	TELEPHONE	23,040.00	19,145.27	25,950.00	30,500.00	0.00	0.00	30,500.00
0305A	POSTAGE	59,000.00	38,775.81	42,918.00	59,000.00	0.00	0.00	59,000.00
0306A	TRAVEL	4,500.00	1,552.09	1,979.00	4,500.00	0.00	0.00	4,500.00
0309A	INSURANCE	29,225.00	15,088.00	27,303.00	29,100.00	0.00	0.00	29,100.00
0310A	BUILDING MAINTENANCE	4,060.00	1,318.00	1,861.00	2,500.00	0.00	0.00	2,500.00
0312A	VEHICLE MAINTENANCE	3,400.00	1,125.97	1,425.00	3,400.00	0.00	0.00	3,400.00
0313A	EQUIPMENT MAINTENANCE	34,600.00	21,423.74	27,820.00	34,600.00	0.00	0.00	34,600.00
0314A	BUILDING RENTAL	175,000.00	116,666.64	175,000.00	175,000.00	0.00	0.00	175,000.00
0315A	EQUIPMENT RENTAL	20,356.00	10,023.86	13,869.00	17,605.00	0.00	0.00	17,605.00
0317A	DUES AND MEMBERSHIPS	8,931.00	8,931.25	9,438.00	9,985.00	0.00	0.00	9,985.00
0319A	OUTSIDE DATA PROCESSING	20,500.00	11,046.48	15,945.00	20,500.00	0.00	0.00	20,500.00
0322A	EDUCATION AND TRAINING	1,000.00	2,819.00	2,819.00	2,500.00	0.00	0.00	2,500.00
0349	MISCELLANEOUS	0.00	319.45	320.00	0.00	0.00	0.00	0.00
0366A	RESERVE FOR CONTINGENCIES	100,000.00	0.00	0.00	100,000.00	0.00	0.00	100,000.00
0531A	OFFICE FURNITURE AND FIXTURES	0.00	0.00	2,554.00	0.00	0.00	0.00	0.00
		609,377.00	329,922.10	450,156.00	598,265.00	0.00	0.00	598,265.00
	PROMOTIONAL EFFORT:							
0201P	PRINTING AND OFFICE SUPPLIES	30,000.00	966.29	16,500.00	24,500.00	0.00	0.00	24,500.00
0202	BROCHURES, BOOKS, PUBLICATIONS	94,500.00	76,881.95	80,000.00	88,500.00	0.00	0.00	88,500.00
0205P	FOOD AND PROVISIONS	2,500.00	2,694.14	2,900.00	6,000.00	0.00	0.00	6,000.00
0301P	PROFESSIONAL SERVICES	177,800.00	114,948.56	148,000.00	104,700.00	0.00	0.00	104,700.00
**0301	PROFESSIONAL SERVICES-SETRAC	379,744.41	223,637.00	223,637.00	0.00	218,802.00	0.00	218,802.00
0302	PROFESSIONAL SERVICES-PHOTOGRAPHY	5,000.00	5,903.05	5,904.00	8,000.00	0.00	0.00	8,000.00
0306P	TRAVEL	177,000.00	88,360.13	150,000.00	185,000.00	0.00	0.00	185,000.00
0307	ADVERTISING	563,120.00	487,943.00	563,000.00	573,856.00	0.00	0.00	573,856.00
0308	TRADE SHOWS	98,000.00	83,273.76	107,081.00	117,500.00	0.00	0.00	117,500.00
0313P	EQUIPMENT MAINTENANCE	8,300.00	776.94	5,000.00	7,500.00	0.00	0.00	7,500.00
0315P	EQUIPMENT RENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0317P	DUES AND MEMBERSHIPS	21,854.00	14,814.00	18,000.00	23,930.00	0.00	0.00	23,930.00
0319P	OUTSIDE DATA PROCESSING	30,802.00	11,347.05	30,000.00	33,600.00	0.00	0.00	33,600.00
0322P	EDUCATION AND TRAINING	15,000.00	0.00	800.00	20,000.00	0.00	0.00	20,000.00
0348	PROMOTIONS	1,553,725.00	948,937.74	1,184,802.00	1,668,845.00	0.00	0.00	1,668,845.00
0369	REMITTANCES TO CITY	496,993.00	53,846.28	75,000.00	0.00	0.00	572,892.00	572,892.00
0531P	SALES FURNITURE AND FIXTURES	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00
		3,664,338.41	2,114,329.89	2,610,624.00	2,861,931.00	218,802.00	572,892.00	3,653,625.00
	TOTAL EXPENDITURES	5,697,921.42	3,420,804.25	4,381,289.16	4,991,099.00	218,802.00	572,892.00	5,782,793.00 *2
	EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES	(1,428,233.42)	(226,377.97)	754,515.70	(1,029,084.00)	(48,802.00)	0.00	(1,077,886.00)
	FUND BALANCE AT BEGINNING OF PERIOD	4,291,636.64	4,291,636.64	4,291,636.64	2,927,771.88	167,160.60	1,951,219.85	5,046,152.33
	FUND BALANCE AT END OF PERIOD	2,863,403.22	4,065,258.67	5,046,152.34	1,898,687.88	118,358.60	1,951,219.85	3,968,266.33

	CONVENTION/TOURISM MARKETING	SETRAC	CITY CAPITAL	GRAND TOTAL
FUND BALANCE AT END OF PERIOD	2,927,771.88	167,160.60	1,951,219.85	5,046,152.33
MINIMUM UNASSIGNED FUND BALANCE *2	(199,643.96)	(8,752.08)	(22,915.68)	(231,311.72)
RESTRICTED-STABILIZATION BY STATE STATUTE *4	(370,266.88)	(118,358.41)	(67,540.13)	(556,165.42)
COMMITTED FOR TANGER CENTER	0.00	0.00	(1,400,000.00)	(1,400,000.00)
ASSIGNED FOR SUBSEQUENT YEAR'S EXPENDITURES *5	(1,029,084.00)	(48,802.00)	0.00	(1,077,886.00)
UNASSIGNED FUND BALANCE *6	1,328,777.04	(8,751.89)	460,764.04	1,780,789.19

*1 Per General Statute 159-13(b-3), a contingency appropriation shall not exceed 5% of the total appropriations in the same fund.
$100,000 is less than 5%.
*2 To maintain one-half month working capital, the General Fund minimum unassigned fund balance should be 4% of 2017 expenditures.
Based on budgeted expenditures of $5,697,921 that fund balance should be at least $227,917.
*3 2017-2018 Occupancy Tax amounts reflects a 10% increase over the budgeted amounts in 2016-2017.
*4 Restricted -Stabilization by State Statute represents the portion of fund balance that is restricted by State Statute [G.S. 159-8(a)].
*5 Assigned for Subsequent Year's Expenditures is the portion of fund balance that is appropriated for the budget year 2017-2018
that is not already classified as restricted.
*6 Unassigned Fund Balance represents the portion of fund balance that has not been restricted or assigend to specific purposes.