

Visitors Promotion (Fund 19)  
Statement of Revenues and Expenditures  
July 1, 2016 through May 31, 2017

	FY2016-2017 <u>Budget</u>	<u>Actual</u>	Remaining <u>Budget</u>	Remaining <u>Percent</u>
Revenues				
Taxes	1,700,000	1,610,212	89,788	5.28%
Total Revenues	1,700,000	1,610,212	89,788	5.28%
Expenditures				
Visitors Promotion				
Other Contracted Services	1,700,000	1,558,333	141,667	8.33%
Misc. Fees & Services	1,001,162	-	1,001,162	100.00%
Total Visitors Promotion Expenditures	2,701,162	1,558,333	1,142,829	42.31%
Excess (Deficiency) of Revenues over Expenditures	(1,001,162)	51,878		
Fund Balance - July 1, 2016	1,001,162	1,001,162		
Fund Balance - May 31, 2017	-	1,053,040		

**LINCOLN CONVENTION AND VISITORS BUREAU**

**Proposed Budget**

**July 2017 through June 2018**

	<b>Jul '16 - Jun 17</b>	<b>Jul '17 - Jun 18</b>		
	<b>Budget</b>	<b>Proposed</b>		
	<b>Budget</b>	<b>Budget</b>		
<b>Income</b>				
Room Tax-CVB	1,700,000	1,715,000	15,000	0.9%
Room Tax - Bid Fees	339,800	339,800	0	0.0%
Other Income	45,120	47,120	2,000	4.4%
<b>Total Income</b>	<b>2,084,920</b>	<b>2,101,920</b>	<b>17,000</b>	<b>0.8%</b>
<b>Expense</b>				
Salaries	569,382	602,236	32,854	5.8%
Commissions	14,200	14,400	200	1.4%
Payroll Taxes	44,421	47,985	3,564	8.0%
Retirement Plan	32,321	36,314	3,993	12.4%
Medical & Dental Insurance	77,340	68,554	(8,786)	-11.4%
Life & Disability Insurance	4,260	4,800	540	12.7%
Travel & Training	47,000	60,000	13,000	27.7%
Auto Expense	5,000	5,000	0	0.0%
Rent	113,004	115,596	2,592	2.3%
Garage Rental & Parking	3,690	4,206	516	14.0%
Dues & Subscriptions	21,849	20,201	(1,648)	-7.5%
Equipment/Maintenance	38,124	40,300	2,176	5.7%
Office Supplies	10,000	7,000	(3,000)	-30.0%
Postage	11,300	9,500	(1,800)	-15.9%
Printing	36,400	39,400	3,000	8.2%
Utilities	7,440	7,440	0	0.0%
Professional Fees	9,550	10,050	500	5.2%
Public Relations	9,750	12,850	3,100	31.8%
Corporate Taxes	0	1,000	1,000	N/A
Advertising-CVB	218,000	257,500	39,500	18.1%
Insurance	8,514	8,598	84	1.0%
Miscellaneous	0	0	0	N/A
Event Promotion	107,100	96,000	(11,100)	-10.4%
Sports Event Promotion	671,390	600,740	(70,650)	-10.5%
Depreciation/Amortization	23,821	30,990	7,169	30.1%
<b>Total Expense</b>	<b>2,083,856</b>	<b>2,100,660</b>	<b>16,804</b>	<b>0.8%</b>
<b>Net Income</b>	<b>1,064</b>	<b>1,260</b>	<b>196</b>	<b>18.4%</b>