

Finance Report - Sept 2021	FY21 Adopted Budget	FY21 Budget Estimate	YTD Expenditures Oct - Sept	% Expended based on Estimate	Expenses in Process
Operating Expenses					
Personal Services	\$5,426,160	\$4,788,000	\$4,810,426	100%	
Other Contractual Services	\$764,440	\$646,120	\$629,486	97%	
Intergovernmental Services	\$1,357,030	\$1,357,030	\$1,237,961	91%	
Rents and Leases	\$384,720	\$384,720	\$383,085	100%	
Repairs and Maintenance	\$12,000	\$7,000	\$2,525	36%	
Printing	\$25,000	\$15,000	\$16,566	110%	
Office Supplies	\$40,000	\$16,000	\$16,137	101%	
Credit Card Fees/Vacancy Adv.	\$5,600	\$3,000	\$1,243	41%	
Training & Education	\$38,810	\$25,200	\$9,343	37%	
PC Purchases < \$1,000	\$9,070	\$26,570	\$26,809	101%	
Shipping/Postage/Communications	\$136,880	\$101,580	\$45,761	45%	
Travel	\$429,750	\$233,550	\$80,066	34%	
Associations/Memberships	\$196,880	\$196,880	\$174,956	89%	
Capital Outlay Equip/PCs > \$1,000	\$3,230	\$3,230	\$4,383	136%	

Promotional Expenses					
Advertising & Marketing* (amounts include BVK, promo items and dept marketing support)	\$14,100,000	\$13,830,000	\$14,401,530	104%	
Elite Events	\$1,000,000	\$615,000	\$467,230	76%	\$75,000
Chambers Visitor Services Support	\$500,000	\$500,000	\$499,131	100%	
Digital Marketing Contract	\$5,500,000	\$5,500,000	\$5,494,516	100%	
International Sales	\$600,000	\$300,000	\$300,000	100%	
Inquiry Services	\$95,000	\$90,000	\$95,000	106%	
Direct Sales	\$5,925,650	\$4,047,300	\$2,634,983	65%	
Research	\$972,000	\$961,150	\$742,858	77%	
Total Department	\$37,522,220	\$33,647,330	\$32,073,994	95%	\$75,000

Direct Sales Detail			
Department	FY21 Budget Estimate	FY21 Expenditures	% Expended based on Estimate
Executive Sales	\$0	\$3,265	
Sports	\$762,400	\$467,982	61%
Film	\$1,162,500	\$974,562	84%
Leisure	\$126,000	\$81,973	65%
Digital	\$430,600	\$317,880	74%
Meetings	\$665,800	\$556,754	84%
Convention Services	\$550,000	\$121,534	22%
Community & Brand Engagement	\$123,500	\$56,740	46%
Latin America Sales	\$226,500	\$57,238	25%
Finance Correction		-\$2,945	
Totals	\$4,047,300	\$2,634,983	65%