## MEMORANDUM

To: $\quad$ Mayor and City Council
From: Amy King, Accounting Manger
Date: December 5, 2016
Subject: YTD Financial Report for October 31, 2016

Following are the financial highlights for through October 31, 2016. Our YTD numbers continue to trend strong for the City with most revenues at or above expectations. Positive outliers include insurance premium tax, financial institutions tax, and alcohol licenses, all of which reflect positive growth in retail during 2016. We will continue to see alcohol licenses increase through the end of the year, as the 2016 renewal forms were mailed in October and were due in November. Negative outliers include building permits, which continue to be behind budget and the prior year. This deviation can be traced to the fact that that were several very large jobs in the prior year, including the State Farm project. In addition, there were several jobs slated for 2016 that were delayed to 2017, which also delayed the receipt of that revenue to 2017.

Expenses are as expected. Positive outliers include the Police department, which shows a budget surplus due to open positions and strategic management of resources. In addition, there were savings in the Community Development department due to the decrease in revenue in the current year. Negative outliers include Information Technology, which shows a budget overage due to higher than anticipated repairs and maintenance.

As Accounting Manager, I have reviewed this report. I am not aware of any material untrue statements or material omission; nor do I consider anything misleading. The financial statements and related information fairly present the financial condition and the results in all material respects. Management is responsible for internal controls and periodically evaluates these internal controls. No deficiencies in internal controls were discovered.



Total Revenues over/(under) Expenditures



| City Council | Shortal | Tallmadge | Nall | Riticher | Deutsch | Thompson | Heneghan | Unallocated | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Regular Salaries | 13,333 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |  | 73,333 |
| Group Insurance | 834 |  | 15,479 |  |  | 15,532 |  |  | 31,845 |
| Social Security | 817 | 620 | 512 | 620 | 583 | 437 | 620 |  | 4,208 |
| Medicare | 191 | 145 | 120 | 145 | 136 | 102 | 145 |  | 984 |
| Workers' Compensation |  |  |  |  |  |  |  | 286 | 286 |
| Personnel Services | 15,176 | 10,765 | 26,111 | 10,765 | 10,719 | 26,071 | 10,765 | 286 | 110,657 |
| Professional Services |  |  |  |  |  |  |  | 900 | 900 |
| Technical Services |  |  |  |  |  |  | 346 |  | 346 |
| Property/Liability Insurance |  |  |  |  |  |  |  | 59,416 | 59,416 |
| Communications |  |  |  |  |  |  | 863 | 318 | 1,181 |
| Printing \& Binding | 500 |  | 75 |  | 491 |  |  |  | 1,065 |
| Travel | 1,041 | 212 | 1,059 | 514 | 1,093 | 1,229 |  |  | 5,147 |
| Dues \& Fees | 186 | 188 | 1,363 | 188 | 208 |  |  | 40 | 2,171 |
| Education \& Training | 480 | 255 | 660 | 610 | 610 | 610 |  |  | 3,225 |
| Purchased/ Contracted Services | 2,206 | 654 | 3,156 | 1,311 | 2,401 | 1,839 | 1,209 | 60,674 | 73,452 |
|  |  |  |  |  |  |  |  |  |  |
| Supplies | 462 | 217 | 180 | 68 | 100 | 120 | 489 | 642 | 2,278 |
| Food | - | 144 |  |  |  |  |  | 558 | 702 |
| Books \& Periodicals |  |  |  |  |  |  |  |  | - |
| Small Equipment |  |  |  |  | 1,090 |  |  |  | 1,090 |
| Supplies and Materials | 462 | 361 | 180 | 68 | 1,190 | 120 | 489 | 1,200 | 4,070 |
|  |  |  |  |  |  |  |  |  |  |
| Total City Council | 17,844 | 11,781 | 29,447 | 12,144 | 14,310 | 28,030 | 12,464 | 62,160 | 188,179 |

 $\$ 3,000.00$ for the reimbursement of expenses actually and necessarily incurred by the mayor and councilmembers in carrying out their duties as elected officials of the city."
Please see the subsequent page for a breakdown of all non-payroll expenses; including those charged to each Councilmember's discretionary allowance.



| City Clerk | Total Annual Budget | YTD Budget | YTD Actual | Variance |  |  | Prior YTD Actual | Flux |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (\% of YTD |  |  |  | (Diff from Prior |
|  |  |  |  | (\$ '000) |  | Budget) |  | Year) |
| Salaries | 97,388 | 81,157 | 83,356 | $\square$ | (2) | 103\% | 86,198 | 2,842 |
| Group Insurance | 16,833 | 14,028 | 11,923 |  | 2 | 85\% | 11,770 | (153) |
| Medicare | 1,413 | 1,178 | 1,246 |  | (0) | 106\% | 1,208 | (38) |
| Retirement | 15,777 | 13,148 | 13,591 | B | (0) | 103\% | 12,875 | (716) |
| Workers' Compensation | 155 | 155 | 322 | ! | (0) | 208\% | 228 | (94) |
| Personnel Services | 131,566 | 109,664 | 110,438 |  | (1) | 101\% | 112,279 | 1,841 |
|  |  |  |  |  |  |  |  |  |
| Professional Services | 10,000 | 8,333 | 802 |  | 8 | 10\% | 14,117 | 13,315 |
| Technical Services | 800 | 667 | 1,350 | - | (1) | 203\% | - | $(1,350)$ |
| Repairs and Maintenance | 30,050 | 25,338 | 25,338 |  | - | 101\% | 19,801 | $(5,538)$ |
| Communications | 2,400 | 2,000 | 1,807 | - | 0 | 90\% | 1,052 | (754) |
| Advertising | 2,000 | 1,667 | 1,279 | - | 0 | 77\% | 1,098 | (181) |
| Printing \& Binding | 1,500 | 1,250 | 758 | - | 0 | 61\% | 860 | 102 |
| Travel | 3,750 | 3,515 | 889 | $\square$ | 3 | 25\% | 2,691 | 1,802 |
| Dues \& Fees | 275 | 229 | 527 | + | (0) | 230\% | 270 | (257) |
| Education \& Training | 3,475 | 2,896 | 50 | $\square$ | 3 | 2\% | 1,205 | 1,155 |
| Purchased/ Contracted Services | 54,250 | 45,598 | 32,800 |  | 13 | 72\% | 41,094 | 8,294 |
|  |  |  |  |  |  |  |  |  |
| Supplies | 1,700 | 1,417 | 768 | $\square$ | 1 | 54\% | 414 | (354) |
| Food | 400 | 333 | 213 | $\square$ | 0 | 64\% | 164 | (49) |
| Books \& Periodicals | 400 | 333 | - |  | 0 | 0\% | - | - |
| Small Equipment | 2,000 | 1,667 | 200 | $\square$ | 1 | 12\% | 2,752 | 2,552 |
| Supplies and Materials | 4,500 | 3,750 | 1,182 |  | 3 | 32\% | 3,330 | 2,148 |
|  |  |  |  |  |  |  |  |  |
| Total City Clerk | 190,316 | 159,013 | 144,420 |  | 15 | 91\% | 156,703 | 12,283 |

YTD Statement of Revenues and
Expenses Through October 31, 2016








City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016






| Economic Development | Total Annual Budget | YTD Budget | YTD Actual | Variance |  | Prior YTD Actual | Flux |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (\$ '000) | $\begin{gathered} \text { (\% of YTD } \\ \text { Budget) } \\ \hline \end{gathered}$ |  | (Diff from Prior Year) |
| Personnel Services | 195,047 | 162,539 | 153,726 | 9 | 95\% | - | $(153,726)$ |
| Purchased/ Contracted Services | 93,718 | 78,098 | 92,431 | (14) | 118\% | 118,147 | 25,717 |
| Supplies and Materials | 1,500 | 1,250 | 1,319 | (0) | 105\% | 1,463 | 145 |
| Transfers Out | 1,500,000 | 1,250,000 | 1,250,000 | (0) | 100\% | 1,130,000 | $(120,000)$ |
| Total Economic Development | 1,790,265 | 1,491,888 | 1,497,476 | (6) | 100\% | 1,249,611 | $(247,865)$ |



| Economic Development | Total Annual Budget | YTD Budget | YTD Actual |  | Variance | Prior YTD Actual | Flux |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (\$ '000) | $\begin{array}{r} \text { (\% } \\ 0 \\ \hline \end{array}$ |  | $\begin{aligned} & \text { (Diff from Prior } \\ & \text { Year) } \end{aligned}$ |



| Contingency | Total Annual <br> Budget | YTD Budget | YTD Actual | Variance | Prior YTD Actual | Flux |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016

| Capital Projects Fund | Original Budget | Adjustments/ Amendments | Total Project Budget | Spent in Prior Years | Spent in Current Year | Total Spent to Date | Project Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expenditures |  |  |  |  |  |  |  |
| Pernoshal Park | - | 2,225,000 | 2,225,000 | $(1,041,371)$ | $(842,590)$ | $(1,883,961)$ | 341,039 |
| Brook Run Park Improvements - COMPLETED 2015. | 150,000 | 126,945 | 276,945 | $(285,559)$ |  | $(285,559)$ | $(8,613)$ |
| Brook Run Trail | 572,010 | 675,179 | 1,247,189 | $(1,241,215)$ | $(1,149)$ | $(1,242,364)$ | 4,825 |
| Nancy Creek Greenway | 25,000 | - | 25,000 | $(17,463)$ | 0 | $(17,463)$ | 7,538 |
| Brook Run Park Theater Demo | - |  | - | - | $(56,750)$ | $(56,750)$ | $(56,750)$ |
| Dunwoody Gateway Marker Installation | 150,000 | - | 150,000 | $(9,618)$ | 0 | $(9,618)$ | 140,382 |
| Donaldson Chesnut Facility Stabilization | 226,000 | 100,000 | 326,000 | $(115,868)$ | $(140,166)$ | $(256,034)$ | 69,966 |
| Donaldson Chesnut Facility Stabilization (2012) | 100,000 | $(100,000)$ | - | - | 0 | - | - |
| Donaldson Chesnut Facility Stabilization (2013) | 126,000 | 200,000 | 326,000 | $(115,868)$ | $(140,166)$ | $(256,034)$ | 69,966 |
| Design for Future Parks Trails Projects | 25,000 | - | 25,000 | - | $(6,261)$ | $(6,261)$ | 18,739 |
| Brook Run Dog Park Relocation - COMPLETED 2016 | 195,000 | - | 195,000 | $(167,945)$ | $(27,055)$ | $(195,000)$ | - |
| Dunwoody Park Parking Lot Resurfacing - COMPLETED 2015 | 100,000 | - | 100,000 | $(82,431)$ | 0 | $(82,431)$ | 17,569 |
| Emergency Notification System for Brook Run Park and Dunwoody Park |  |  |  |  |  |  |  |
| COMPLETED 2015 | 85,000 | - | 85,000 | $(73,015)$ |  | $(73,015)$ | 11,985 |
| Georgetown Park-Shade Structure COMPLETED 2015 | - | 75,000 | 75,000 | $(65,000)$ |  | $(65,000)$ | 10,000 |
| Georgetown Park-Play Structure | - | 25,000 | 25,000 | - | 0 | - | 25,000 |
| Dunwoody Nature Center Parking Lot Resurfacing - COMPLETED 2016 | 100,000 | - | 100,000 | $(60,716)$ |  | $(60,716)$ | 39,284 |
| DeKalb Settlemetn Park System Improvements | - | 3,200,000 | 3,200,000 | - | $(19,000)$ | $(19,000)$ | 3,181,000 |
| Constr. Great Lawn @ Brook Run | - | 300,000 | 300,000 | - | 0 | - | 300,000 |
| 50 Perimeter Center East and 185 Perimeter Center Parkway - COMPLETED 2015 | - | 380,000 | 380,000 | $(380,022)$ |  | $(380,022)$ | (22) |
| DNC Dam Stabilization - COMPLETED 2016 | 33,000 |  | 33,000 |  | $(26,552)$ | $(26,552)$ | 6,448 |
| NDCAC Bathroom Renovation | 115,000 |  | 115,000 |  | $(38,634)$ | $(38,634)$ | 76,366 |
| Surveillance Cameras at Pernoshal Park | 205,000 |  | 205,000 |  |  | - | 205,000 |
| Georgetown Park Surveillance (playground at Avon Avenue) | 26,000 |  | 26,000 |  |  | - | 26,000 |
| Georgetown Park Surveillance (West Point Park) | 40,000 |  | 40,000 |  |  | - | 40,000 |
| Parks | 3,072,010 | 7,107,124 | 10,179,134 | $(4,565,222)$ | $(1,158,156)$ | (5,723,378) | 4,455,756 |
|  |  |  |  |  |  |  |  |
| Electric Vehicle Charging Station |  | 28,090 | 28,090 | - | $(28,070)$ | $(28,070)$ | 20 |
| Community Development | 20,000 | 28,090 | 48,090 | $(9,144)$ | $(28,070)$ | $(37,214)$ | 10,876 |
| Total | 31,963,598 | 26,858,877 | 58,822,475 | $(23,078,006)$ | $(18,524,616)$ | $(41,602,622)$ | $\underline{17,219,853}$ |

City of Dunwoody
YTD Statement of Revenues and Expenses Through October 31, 2016


## Revenues

| E911 Revenue | $1,100,000$ | 916,667 | 991,926 | 75 | $108 \%$ | 990,345 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Transfers In | 151,640 | 126,367 | $(1,864)$ | $(1,581)$ |  |  |
| Residual Equity Transfer | - | - | - | $128)$ | $-1 \%$ | 13,345 |
| Total Revenues | $\mathbf{1 , 2 5 1 , 6 4 0}$ | $\mathbf{1 , 0 4 3 , 0 3 3}$ | $\mathbf{9 9 0 , 0 6 2}$ | $\mathbf{( 5 3 )}$ | $\mathbf{1 5 , 2 0 9}$ |  |

Expenditures

| Communications | 126,640 | 105,533 | 52,562 | 53 | $50 \%$ | 82,987 | 30,425 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Intergovernmental-E911 (Chatcomm) | $1,125,000$ | 937,500 | 937,500 | - | - | - | - |
| Transfers Out-Debt | - | - | - | - |  |  |  |
| Total Expenditures | $\mathbf{1 , 2 5 1 , 6 4 0}$ | $\mathbf{1 , 0 4 3 , 0 3 3}$ | $\mathbf{9 9 0 , 0 6 2}$ | $\mathbf{5 3}$ | $\mathbf{9 5 \%}$ | $\mathbf{1 , 0 2 1 , 7 1 4}$ |  |

City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016

| Hotel Excise Tax Fund | Total Annual Budget | $\begin{aligned} & \text { YTD } \\ & \text { Budget } \end{aligned}$ | YTD Actual | Variance |  | Prior YTD <br> Actual | Flux |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\$^{\prime} 000$ ) $\begin{gathered}\text { (\% of YTD } \\ \text { Budget) }\end{gathered}$ |  |  | (Difference from Prior Year) |
| Revenues |  |  |  |  |  |  |  |
| Hotel/Motel Tax | 2,700,000 | 2,250,000 | 2,293,299 | 43 | 102\% | 2,220,452 | $(72,847)$ |
| Interest Revenue | - | - | 9 | 0 |  | 13 | 3 |
| Total Revenues | 2,700,000 | 2,250,000 | 2,293,308 | 43 | 102\% | 2,220,465 | $(72,844)$ |
| Expenditures |  |  |  |  |  |  |  |
| Transfers to General Fund | 1,620,000 | 1,350,000 | 1,377,432 | (27) | 102\% | 1,332,283 | $(45,149)$ |
| Transfers to Component Unit - CVBD | 1,080,000 | 900,000 | 915,867 | (16) | 102\% | 888,181 | $(27,686)$ |
| Total Expenditures | 2,700,000 | 2,250,000 | 2,293,299 | (43) | 102\% | 2,220,464 | $(72,835)$ |

City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016

| Motor Vehicle Rental Excise Tax | Total <br> Annual <br> Budget | YTD <br> Budget | YTD Actual |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Fund |  |  | Variance | Prior YTD <br> Actual | Flux |

Revenues

| MV Rental Excise Tax | 100,000 | 83,333 | 83,441 | 0 | $100 \%$ | 96,214 | 12,774 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total Revenues | $\mathbf{1 0 0 , 0 0 0}$ | $\mathbf{8 3 , 3 3 3}$ | $\mathbf{8 3 , 4 4 1}$ | $\mathbf{0}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{9 6 , 2 1 4}$ | $\mathbf{1 2 , 7 7 4}$ |
|  |  |  |  |  |  |  |  |
| Expenditures | 100,000 | 83,333 | 83,441 | $(0)$ | $100 \%$ | 96,214 |  |
| Transfers to General Fund | $\mathbf{1 0 0 , 0 0 0}$ | $\mathbf{8 3 , 3 3 3}$ | $\mathbf{8 3 , 4 4 1}$ | $\mathbf{( 0 )}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{9 6 , 2 1 4}$ | $\mathbf{1 2 , 7 7 4}$ |
| Total Expenditures |  |  |  |  |  |  |  |



City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016



Expenditures

| Transfers Out - Capital (PW) | $7,198,673$ | $5,399,005$ | $5,399,005$ | $(0)$ | $100 \%$ | $4,300,000$ | $(1,099,005)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total Expenditures | $\mathbf{7 , 1 9 8 , 6 7 3}$ | $5,399,005$ | $\mathbf{5 , 3 9 9 , 0 0 5}$ | $\mathbf{( 0 )}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{4 , 3 0 0 , 0 0 0}$ | $(\mathbf{1 , 0 9 9 , 0 0 5 )}$ |
|  |  |  |  |  |  |  |  |
| Total Revenues over/(under) Expenditures | $\mathbf{4 , 5 0 0}$ | $\mathbf{( 1 , 7 5 0 , 5 1 1 )}$ | $\mathbf{( 1 , 7 5 2 , 7 4 6 )}$ | $\mathbf{( 2 )}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{( 1 , 4 5 4 , 3 3 3 )}$ | $\mathbf{9 6 4 , 7 6 3}$ |

City of Dunwoody
YTD Statement of Revenues and Expenses Through October 31, 2016

| Debt Service Fund | Total Annual Budget | $\begin{gathered} \text { YTD } \\ \text { Budget } \end{gathered}$ | YTD Actual |  | Variance | Prior YTD <br> Actual | Flux |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (\$ '000) | $\begin{gathered} \text { (\% of YTD } \\ \text { Budget) } \end{gathered}$ |  | (Difference from Prior Year) |

Revenues

| Transfers from General Fund | $1,608,367$ | $1,340,306$ | $1,340,306$ | 0 | $100 \%$ | $1,220,306$ | $(120,000)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total Revenues | $\mathbf{1 , 6 0 8 , 3 6 7}$ | $\mathbf{1 , 3 4 0 , 3 0 6}$ | $\mathbf{1 , 3 4 0 , 3 0 6}$ | $\mathbf{0}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{1 , 2 2 0 , 3 0 6}$ | $\mathbf{( 1 2 0 , 0 0 0 )}$ |

## Expenditures

| Lease Principal | - | - | - | - | 21,091 | 21,091 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Lease Interest | - | - | - | - | 5,083 | 5,083 |
| Transfers Out - CU | $1,708,367$ | 857,171 | 822,979 | 34 | $96 \%$ | $1,385,566$ |
| Total Expenditures | $\mathbf{1 , 7 0 8 , 3 6 7}$ | $\mathbf{8 5 7 , 1 7 1}$ | $\mathbf{8 2 2 , 9 7 9}$ | $\mathbf{3 4}$ | $\mathbf{9 6 2 , 5 8 7}$ |  |

City of Dunwoody
YTD Statement of Revenues and
Expenses Through October 31, 2016


## CVB of Dunwoody

Fund Balance

## Revenues

| Interest Revenue | 504 | 420 | 2,481 | $591 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Rental Income | 13,205 | 10,193 | 11,850 | $116 \%$ |
| Tax Revenue | $1,091,821$ | 951,373 | 915,867 | 5,754 |
| Total Revenues | $1,105,530$ | 961,986 | 930,198 | $96 \%$ |

## Expenditures

Employees/Personnel

| Salaries | 320,965 | 264,320 | 252,592 | $96 \%$ | 201,955 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Benefits | 38,400 | 32,000 | 33,745 | $105 \%$ | 22,668 |
| Payroll Taxes | 32,097 | 26,432 | 19,737 | $75 \%$ | 15,376 |
| Total Employees/Personnel Expenditures | 391,462 | 322,753 | 306,074 | $95 \%$ | 239,998 |

Administrative
Depreciation Expense
Legal \& Professional Fees
Rent
Employee Development
IT Support
Insurance
Postage/Courier/Ovenight Mail
Telephone/Internet
Licenses \& Fees
Miscellaneous
Office Expense
Meals \& Meeting Expenses
Travel
Small Equipment
Total Administrative Expenditures

Marketing

| Research | - | - | - | 40,154 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Graphic Design | 24,000 | 24,000 | 22,949 | $96 \%$ | 22,958 |
| Public Relations | 27,000 | 23,500 | 19,415 | $83 \%$ | 15,051 |
| Website Management | 41,000 | 34,800 | 34,425 | $99 \%$ | 58,645 |
| Website Marketing | 66,000 | 55,000 | 62,901 | $114 \%$ | 33,561 |
| Advertising - Print | 75,000 | 62,500 | 77,931 | $125 \%$ | 78,658 |
| Advertising - Digital | 99,000 | 86,000 | 92,121 | $107 \%$ | 40,118 |
| Printing | 15,000 | 15,000 | 10,299 | $69 \%$ | 8,732 |
| Postage/Courier/Ovenight Mail | 2,400 | 2,000 | 846 | $42 \%$ | 9 |


| Convention Visitors' Bureau of Dunwoody YTD Statement of Revenues and Expenses Through October 31, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dues \& Subscriptions | 17,955 | 17,825 | 27,800 | 156\% | 20,029 |
| Memberships | 12,310 | 12,310 | 11,944 | 97\% | 9,063 |
| Customer Relationship Management Tool | 13,500 | 13,500 | - | 0\% | - |
| Photography | 31,000 | 31,000 | 14,102 | 45\% | 2,851 |
| Miscellaneous | 1,800 | 1,500 | 216 | 14\% | 83 |
| Total Marketing Expenditures | 425,965 | 378,935 | 374,949 | 99\% | 329,911 |
| Promotional |  |  |  |  |  |
| Conventions and Trade Shows | 26,050 | 26,050 | 13,535 | 52\% | 24,529 |
| Event Hosting \& Site Visits | 46,800 | 43,500 | 26,250 | 60\% | 12,166 |
| Sponsorships | - | - | 1,500 |  | 16,600 |
| Group Sales Show Sponsorships | 40,000 | 40,000 | 50,200 | 126\% | - |
| Meals and Business Development | 3,600 | 3,000 | 4,494 | 150\% | 4,306 |
| Meeting Bids and Incentives | 10,000 | 10,000 | 372 | 4\% | - |
| Promotions | 54,000 | 50,000 | 35,296 | 71\% | 27,269 |
| Travel | 13,200 | 11,000 | 6,731 | 61\% | 10,071 |
| Promotional Materials | 14,400 | 12,000 | 12,149 | 101\% | 18,393 |
| Total Promotional Expenditures | 208,050 | 195,550 | 150,528 | 77\% | 113,335 |
| Total Expenditures | 1,156,093 | 1,003,319 | 933,133 | 93\% | 791,811 |
| Total Revenues over/(under) Expenditures | $(50,563)$ | $(41,333)$ | $(2,935)$ |  | 7,817 |

