

**THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY  
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE  
BUDGET WORKSHEET  
2024-2025**

		80% OF RECEIPTS CONVENTION/TOURISM MARKETING (OPERATING BUDGET)				20% OF RECEIPTS SETRAC				CITY CAPITAL				100% OF RECEIPTS GRAND TOTAL						
		2023-2024		2024-2025		2023-2024		2024-2025		2023-2024		2024-2025		2023-2024		2024-2025 BUDGET		GRAND TOTAL		
CODE	REVENUES:	BUDGET	AS OF 03-31-24	PROJECTED 06-30-24	BUDGET	BUDGET	AS OF 03-31-24	PROJECTED 06-30-24	BUDGET	BUDGET	AS OF 03-31-24	PROJECTED 06-30-24	BUDGET	BUDGET	AS OF 03-31-24	PROJECTED 06-30-24	MARKETING BUDGET	SETRAC	CITY CAPITAL	GRAND TOTAL
1101	OCCUPANCY TAX-COUNTY	4,230,000	2,931,877	4,880,000	4,977,000	170,000	170,000	170,000	170,000	877,500	562,970	975,000	994,000	5,277,500	3,664,847	6,025,000	4,977,000	170,000	994,000	6,141,000
1102	OCCUPANCY TAX-CITY	1,260,000	904,570	1,503,000	1,533,000	-	-	-	-	-	-	-	-	1,260,000	904,570	1,503,000	1,533,000	-	-	1,533,000
9101	INTEREST	15,000	256,105	349,000	279,000	-	-	-	-	7,000	97,670	129,200	51,000	22,000	353,775	478,200	279,000	-	51,000	330,000
9325	SALES	500	-	-	-	-	-	-	-	-	-	-	-	500	-	-	-	-	-	-
9990	MISCELLANEOUS	40,000	-	-	-	-	-	-	-	-	-	-	-	40,000	-	-	-	-	-	-
	<b>TOTAL REVENUES</b>	<b>5,545,500</b>	<b>4,092,552</b>	<b>6,732,000</b>	<b>6,789,000</b>	<b>170,000</b>	<b>170,000</b>	<b>170,000</b>	<b>170,000</b>	<b>884,500</b>	<b>660,640</b>	<b>1,104,200</b>	<b>1,045,000</b>	<b>6,600,000</b>	<b>4,923,192</b>	<b>8,006,200</b>	<b>6,789,000</b>	<b>170,000</b>	<b>1,045,000</b>	<b>8,004,000</b>
<b>EXPENDITURES:</b>																				
<b>SALARIES AND BENEFITS:</b>																				
0101	REGULAR SALARIES	1,324,000	998,132	1,298,100	1,307,000	-	-	-	-	-	-	-	-	1,324,000	998,132	1,298,100	1,307,000	-	-	1,307,000
0102	OVERTIME SALARIES	2,000	14	100	3,500	-	-	-	-	-	-	-	-	2,000	14	100	3,500	-	-	3,500
0103	PARTTIME SALARIES	15,000	3,090	4,100	5,000	-	-	-	-	-	-	-	-	15,000	3,090	4,100	5,000	-	-	5,000
0107	PARTTIME COMPENSATION-AGENCY	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
0110	RETIREMENT	76,800	44,974	56,600	71,100	-	-	-	-	-	-	-	-	76,800	44,974	56,600	71,100	-	-	71,100
0111	SOCIAL SECURITY	102,500	73,768	99,600	100,600	-	-	-	-	-	-	-	-	102,500	73,768	99,600	100,600	-	-	100,600
0112	GROUP INSURANCE	246,206	151,862	184,000	207,800	-	-	-	-	-	-	-	-	246,206	151,862	184,000	207,800	-	-	207,800
0113	WORKER'S COMPENSATION	5,440	-	-	5,000	-	-	-	-	-	-	-	-	5,440	-	-	5,000	-	-	5,000
0114	UNEMPLOYMENT COMPENSATION	5,000	647	647	5,000	-	-	-	-	-	-	-	-	5,000	647	647	5,000	-	-	5,000
	<b>TOTAL SALARIES AND BENEFITS</b>	<b>1,776,946</b>	<b>1,272,488</b>	<b>1,643,147</b>	<b>1,705,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,776,946</b>	<b>1,272,488</b>	<b>1,643,147</b>	<b>1,705,000</b>	<b>-</b>	<b>-</b>	<b>1,705,000</b>
<b>OPERATING EXPENSES:</b>																				
0201A	PRINTING AND OFFICE SUPPLIES	39,100	22,368	40,274	49,100	-	-	-	-	-	-	-	-	39,100	22,368	40,274	49,100	-	-	49,100
0205A	FOOD AND PROVISIONS	2,000	750	942	2,000	-	-	-	-	-	-	-	-	2,000	750	942	2,000	-	-	2,000
0301A	PROFESSIONAL SERVICES	79,500	57,677	76,155	84,500	-	-	-	-	-	-	-	-	79,500	57,677	76,155	84,500	-	-	84,500
0304A	TELEPHONE	27,142	19,327	27,735	32,800	-	-	-	-	-	-	-	-	27,142	19,327	27,735	32,800	-	-	32,800
0305A	POSTAGE	32,000	18,438	24,342	31,900	-	-	-	-	-	-	-	-	32,000	18,438	24,342	31,900	-	-	31,900
0306A	TRAVEL	2,500	2,462	3,829	4,000	-	-	-	-	-	-	-	-	2,500	2,462	3,829	4,000	-	-	4,000
0309A	INSURANCE	39,000	-	34,000	46,000	-	-	-	-	-	-	-	-	39,000	-	34,000	46,000	-	-	46,000
0310A	BUILDING MAINTENANCE	23,639	13,423	20,500	22,750	-	-	-	-	-	-	-	-	23,639	13,423	20,500	22,750	-	-	22,750
0312A	VEHICLE MAINTENANCE	5,200	6,624	8,145	6,500	-	-	-	-	-	-	-	-	5,200	6,624	8,145	6,500	-	-	6,500
0313A	EQUIPMENT MAINTENANCE	30,900	7,371	13,523	30,500	-	-	-	-	-	-	-	-	30,900	7,371	13,523	30,500	-	-	30,500
0314A	BUILDING RENTAL	169,331	122,613	163,187	189,000	-	-	-	-	-	-	-	-	169,331	122,613	163,187	189,000	-	-	189,000
0315A	EQUIPMENT RENTAL	25,483	15,726	21,825	22,000	-	-	-	-	-	-	-	-	25,483	15,726	21,825	22,000	-	-	22,000
0317A	DUES AND MEMBERSHIPS	9,600	7,870	8,700	9,600	-	-	-	-	-	-	-	-	9,600	7,870	8,700	9,600	-	-	9,600
0319A	OUTSIDE DATA PROCESSING	10,000	2,405	3,576	12,500	-	-	-	-	-	-	-	-	10,000	2,405	3,576	12,500	-	-	12,500
0322A	EDUCATION AND TRAINING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
0349	MISCELLANEOUS	-	26	-	-	-	-	-	-	-	-	-	-	-	26	-	-	-	-	-
0366A	RESERVE FOR CONTINGENCIES	100,000	-	-	100,000	-	-	-	-	-	-	-	-	100,000	-	-	100,000	-	-	100,000
0531A	OFFICE FURNITURE AND FIXTURES	10,000	-	-	-	-	-	-	-	-	-	-	-	10,000	-	-	-	-	-	-
	<b>TOTAL OPERATING EXPENSES</b>	<b>605,395</b>	<b>297,080</b>	<b>446,733</b>	<b>643,150</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>605,395</b>	<b>297,080</b>	<b>446,733</b>	<b>643,150</b>	<b>-</b>	<b>-</b>	<b>643,150</b>
<b>PROMOTIONAL EFFORT:</b>																				
0201P	PRINTING AND OFFICE SUPPLIES	30,600	22,597	34,972	49,000	-	-	-	-	-	-	-	-	30,600	22,597	34,972	49,000	-	-	49,000
0202	BROCHURES, BOOKS, PUBLICATIONS	81,200	59,953	89,817	87,000	-	-	-	-	-	-	-	-	81,200	59,953	89,817	87,000	-	-	87,000
0205P	FOOD AND PROVISIONS	4,000	43	600	4,000	-	-	-	-	-	-	-	-	4,000	43	600	4,000	-	-	4,000
0301P	PROFESSIONAL SERVICES	266,735	163,615	248,496	317,100	-	-	-	-	-	-	-	-	266,735	163,615	248,496	317,100	-	-	317,100
**0301	PROFESSIONAL SERVICES-SETRAC	-	-	-	-	391,110	272,504	272,504	170,000	-	-	-	-	391,110	272,504	272,504	-	170,000	-	170,000
0302	PROFESSIONAL SERVICES-PHOTOGRAI	5,000	2,349	2,349	15,000	-	-	-	-	-	-	-	-	5,000	2,349	2,349	15,000	-	-	15,000
0306P	TRAVEL	213,000	74,104	120,569	240,000	-	-	-	-	-	-	-	-	213,000	74,104	120,569	240,000	-	-	240,000
0307	ADVERTISING	467,720	358,778	479,307	716,000	-	-	-	-	-	-	-	-	467,720	358,778	479,307	716,000	-	-	716,000
0308	TRADE SHOWS	103,500	51,901	62,355	225,000	-	-	-	-	-	-	-	-	103,500	51,901	62,355	225,000	-	-	225,000
0313P	EQUIPMENT MAINTENANCE	7,000	1,966	2,949	3,500	-	-	-	-	-	-	-	-	7,000	1,966	2,949	3,500	-	-	3,500
0315P	EQUIPMENT RENTAL	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
0317P	DUES AND MEMBERSHIPS	25,000	7,601	9,943	15,000	-	-	-	-	-	-	-	-	25,000	7,601	9,943	15,000	-	-	15,000
0319P	OUTSIDE DATA PROCESSING	38,900	15,845	16,500	38,900	-	-	-	-	-	-	-	-	38,900	15,845	16,500	38,900	-	-	38,900
0322P	EDUCATION AND TRAINING	10,000	499	1,750	10,000	-	-	-	-	-	-	-	-	10,000	499	1,750	10,000	-	-	10,000
0348	PROMOTIONS	2,001,126	855,519	1,453,020	2,480,000	-	-	-	-	-	-	-	-	2,001,126	855,519	1,453,020	2,480,000	-	-	2,480,000
0369	REMITTANCES TO CITY	-	-	-	-	-	-	-	-	884,500	659,038	879,038	1,860,000	884,500	659,038	879,038	-	-	1,860,000	1,860,000
0531P	SALES FURNITURE AND FIXTURES	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>TOTAL PROMOTIONAL EFFORT</b>	<b>3,253,781</b>	<b>1,614,769</b>	<b>2,522,627</b>	<b>4,200,500</b>	<b>391,110</b>	<b>272,504</b>	<b>272,504</b>	<b>170,000</b>	<b>884,500</b>	<b>659,038</b>	<b>879,038</b>	<b>1,860,000</b>	<b>4,529,391</b>	<b>2,546,311</b>	<b>3,674,169</b>	<b>4,200,500</b>	<b>170,000</b>	<b>1,860,000</b>	<b>6,230,500</b>
	<b>TOTAL EXPENDITURES</b>	<b>5,636,122</b>	<b>3,184,338</b>	<b>4,612,507</b>	<b>6,548,650</b>	<b>391,110</b>	<b>272,504</b>	<b>272,504</b>	<b>170,000</b>	<b>884,500</b>	<b>659,038</b>	<b>879,038</b>	<b>1,860,000</b>	<b>6,911,732</b>	<b>4,115,880</b>	<b>5,764,049</b>	<b>6,548,650</b>	<b>170,000</b>	<b>1,860,000</b>	<b>8,578,650</b>
	<b>EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES</b>	<b>(90,622)</b>	<b>908,214</b>	<b>2,119,493</b>	<b>240,350</b>	<b>(221,110)</b>	<b>(102,504)</b>	<b>(102,504)</b>	<b>-</b>	<b>-</b>	<b>1,602</b>	<b>225,162</b>	<b>(815,000)</b>	<b>(311,732)</b>	<b>807,312</b>	<b>2,242,151</b>	<b>240,350</b>	<b>-</b>	<b>(815,000)</b>	<b>(574,650)</b>
	<b>FUND BALANCE AT BEGINNING OF PERIOD</b>	<b>6,297,630</b>	<b>6,297,630</b>	<b>6,297,630</b>	<b>8,417,123</b>	<b>221,110</b>	<b>221,110</b>	<b>221,110</b>	<b>118,606</b>	<b>2,506,907</b>	<b>2,506,907</b>	<b>2</b>								