

	Sales/Service Dept.	Sports/Service Dept.	Advocacy/PR Dept.	Marketing Dept.	Experience & Engagement Dept.	Admin Dept.	TPID 2026 Budget	TPID 2025 Budget	TPID 2026 Budget vs TPID 2025 Budget	HOT 2026 Budget	HOT 2025 Budget	HOT 2026 Budget vs HOT 2025 Budget	GIP	Private (F&B)	2026 Budget	PY Budget
REVENUE																
HOT Tax						6,450,561			-	6,450,561	6,318,522	132,039			6,450,561	6,318,522
HOT Interest						48,000			-	48,000	48,000	-			48,000	48,000
GIP	775,000								-			-	775,000		775,000	775,000
TPID Revenue						2,991,559	2,991,559	2,849,104	142,455			-			2,991,559	2,849,104
TPID Interest						39,000	39,000	39,000	-			-			39,000	39,000
Cooperative Revenue									-			-			-	
DTN				27,549					-	-	18,000	(18,000)		27,549	27,549	18,000
MarCom									-	-	25,000	(25,000)		-	-	25,000
Sales Coop	3,125								-	-	2,250	(2,250)		3,125	3,125	2,250
Bandwango									-	-	5,040	(5,040)		-	-	5,040
Events		40,000	65,000						-	-	78,000	(78,000)		105,000	105,000	78,000
Visitor Center									-	-	57,400	(57,400)		-	-	57,400
TOTAL REVENUE	778,125	40,000	65,000	27,549	-	9,529,120	3,030,559	2,888,104	142,455	6,498,561	6,552,212	(53,651)	775,000	135,674	10,439,794	10,215,316
EXPENSE																
Personnel	484,585	287,581	447,563	615,302	361,040	475,129	415,419	373,251	42,168	2,255,781	2,619,619	(363,838)			2,671,200	2,992,870
Professional Services	85,383	85,383	85,383	85,383	85,383	85,383	98,000	93,787	4,213	414,300	343,334	70,966			512,300	437,121
Rent and Utilities	51,548	51,548	51,548	51,548	51,548	51,548	10,950	10,600	350	298,336	304,028	(5,692)			309,286	314,628
F&E lease & purchases	5,180	5,180	5,180	5,180	5,180	5,180	-	-	-	31,080	42,966	(11,886)			31,080	42,966
Employee Relations	3,325	3,325	3,325	3,325	3,325	3,325	-	1,800	(1,800)	10,500	37,250	(26,750)		9,450	19,950	39,050
Website & CRM	52,625	52,625	52,625	52,625	52,625	52,625	25,000	47,142	(22,142)	290,750	280,334	10,416			315,750	327,476
Depreciation/Amortization	25,053	25,053	25,053	25,053	25,053	25,053	26,297	26,297	(0)	124,022	95,001	29,021			150,319	121,298
Auto Expense	950	950	950	950	950	950	-	-	-	5,700	5,700	5,700	-	-	5,700	
Membership Dues	17,795	5,495	4,200	3,500	-	37,366	30,390	130,945	(100,555)	37,966	79,379	(41,413)	-	-	68,356	210,324
Tradeshows/Sales Missions	210,320	56,250	58,900	7,500	-	-	318,970	430,371	(111,401)	14,000	30,000	(16,000)	-	-	332,970	460,371
Fams/Site Visits	-	15,000	15,000	6,000	-	-	36,000	34,800	1,200	-	-	-	-	-	36,000	34,800
GIP ABC	350,000	-							-			-	350,000		350,000	
GIP non ABC	286,450	63,550							-			-	350,000		350,000	
GIP Marketing Support	15,000	-							-			-	15,000		15,000	
GIP Client Site visits/fams	32,000	-							-			-	32,000		32,000	
GIP Memberships/sponsorship	28,000	-							-			-	28,000		28,000	
Servicing	54,300	23,000	-	-	-	-	23,000	31,250	(8,250)	54,300	85,320	(31,020)	-	-	77,300	116,570
Banners/Displays and Signage	-	1,500	-	-	3,600	-	1,500		1,500	3,600		3,600	-	-	5,100	
Print Advertising	-	-	-	34,400	-	-	-	11,625	(11,625)	34,400	87,050	(52,650)	-	-	34,400	98,675
Broadcast	-	-	100,000	75,000	-	-	150,000		150,000	25,000	50,400	(25,400)	-	-	175,000	50,400
Billboard/OOH	-	-	-	194,427	-	-	194,427	20,000	174,427	-		-	-	-	194,427	20,000
Research	70,564	-	-	275,250	-	200,300	59,960	59,960	0	486,154	244,166	241,988	-	-	546,114	304,126
Promo items	25,000	10,000	7,500	7,000	20,000	-	19,500	31,250	(11,750)	50,000	85,320	(35,320)	-	-	69,500	116,570
Digital/Social Marketing	201,980	68,243	1,000	1,689,664	-	-	685,223	744,529	(59,306)	1,275,664	1,879,560	(603,896)	-	-	1,960,887	2,624,089
Content Production	-	-	20,000	135,500	-	-	5,000		5,000	150,500		150,500	-	-	155,500	
Public/Community Relations	-	-	147,800	-	-	-	57,800		57,800	90,000	105,600	(15,600)	-	-	147,800	105,600
Events	50,000	147,500	90,000	68,395	-	-	253,395	259,500	(6,105)	-	17,250	(17,250)	-	102,500	355,895	276,750
Printing and Copying	5,250	4,500	500	600	84,050	1,800	5,100		5,100	91,600		91,600	-	-	96,700	
Subscriptions	-	8,745	19,300	49,897	9,000	15,920	28,045	82,790	(54,745)	74,817	147,816	(72,999)	-	-	102,862	230,606
Staff Travel (Mileage)	8,000	1,800	-	4,500	3,000	6,250	1,800	1,800	-	21,750	56,850	(35,100)	-	-	23,550	58,650
VC COGS	-	-	-	-	-	-	-		-	-	47,350	(47,350)	-	-	-	47,350
Opportunity Fund	-	100,000	-	20,000	-	-	-	56,982	(56,982)	120,000	-	120,000	-	-	120,000	56,982
Sponsorships & Grants	200,000	165,900	-	-	-	81,650	325,900	402,230	(76,330)	121,650	53,300	68,350	-	-	447,550	455,530
Educational Development	20,145	16,360	-	39,500	15,500	38,097	26,110	24,492	1,618	103,492	147,382	(43,890)	-	-	129,602	171,874
Agency Fees	27,000	9,000	129,163	198,000	-	-	165,163		165,163	198,000	288,000	(90,000)	-	-	363,163	288,000
Development	-	50,000	-	-	-	-	-		-	50,000		50,000	-	-	50,000	
Partner Event Support	-	-	-	25,000	-	-	-		-	25,000		25,000	-	-	25,000	
Community Development	-	-	5,000	12,000	28,050	-	7,000		7,000	38,050	69,300	(31,250)	-	-	45,050	69,300
Total Expense	2,310,453	1,258,488	1,269,990	3,685,499	748,304	1,080,576	2,969,949	2,875,401	94,548	6,496,412	7,196,575	(700,163)	775,000	111,950	10,353,311	10,071,975
Change in Net Assets	(1,532,328)	(1,218,488)	(1,204,990)	(3,657,950)	(748,304)	8,448,544	60,611	12,703	47,907	2,149	(644,362)	646,511	-	23,724	86,484	(631,659)