

<b>Estes Park Local Marketing District 2020 Annual Budget</b>				
	<b>2018 Actual</b>	<b>2019 Budget</b>	<b>2019 Year End Forecast</b>	<b>2020 Budget</b>
<b>Revenues</b>				
District Lodging Tax	\$ 2,288,485.62	\$ 2,400,000.00	\$ 2,450,000.00	\$ 2,472,000.00
Non-Tax Revenue: Official Visitor Guide	\$ 269,831.85	\$ 261,000.00	\$ 230,000.00	\$ 280,000.00
Non-Tax Revenue: Stakeholder Services	\$ 300,101.58	\$ 488,000.00	\$ 510,000.00	\$ 602,000.00
<b>Subtotal Non-Tax Revenue</b>	<b><u>\$ 569,933.43</u></b>	<b><u>\$ 749,000.00</u></b>	<b><u>\$ 740,000.00</u></b>	<b><u>\$ 882,000.00</u></b>
Town of Estes park Marketing Investment	\$ -	\$ -	\$ -	\$ -
Larimer County Marketing Investment	\$ -	\$ -	\$ -	\$ -
Larimer County Payment in Lieu of Tax (PILT)	\$ 6,549.62	\$ 5,412.66	\$ 5,000.00	\$ 5,412.66
<b>Subtotal Alternative Funding Sources</b>	<b><u>\$ 6,549.62</u></b>	<b><u>\$ 5,412.66</u></b>	<b><u>\$ 5,000.00</u></b>	<b><u>\$ 5,412.66</u></b>
Grants & Awards	\$ 111,331.00	\$ -		\$ 25,000.00
Other Income	\$ 1,657.38	\$ 118.51	\$ 1,200.00	\$ 1,900.00
<b>Total Revenues</b>	<b>\$ 2,977,957.05</b>	<b>\$ 3,154,531.17</b>	<b>\$ 3,196,200.00</b>	<b>\$ 3,386,312.66</b>
<b>Expenses</b>				
Personnel Services	\$ 596,139.88	\$ 950,000.00	\$ 1,042,196.00	\$ 1,213,000.00
Marketing & Operations	\$ 2,321,469.20	\$ 2,297,700.00	\$ 2,249,053.28	\$ 2,172,500.00
Grants & Awards	\$ 128,951.60	\$ -	\$ -	\$ -
<b>Total Expenses</b>	<b>\$ 3,046,560.68</b>	<b>\$ 3,247,700.00</b>	<b>\$ 3,291,249.28</b>	<b>\$ 3,385,500.00</b>
<b>Excess (Deficiency) of Revenues Over Expenses</b>	<b>\$ (68,603.63)</b>	<b>\$ (93,168.83)</b>	<b>\$ (95,049.28)</b>	<b>\$ 812.66</b>
Other Financing Sources (Transfers In)	\$ -	\$ -	\$ -	\$ -
Other Financing Uses (Transfers Out)	\$ -	\$ -	\$ -	\$ -
Increase (Decrease) in Fund Balance	\$ (68,603.63)	\$ (93,168.83)	\$ (95,049.28)	\$ 812.66
<b>Beginning Fund Balance</b>	<b>\$ 1,815,723.31</b>	<b>\$ 1,931,157.13</b>	<b>\$ 1,837,988.30</b>	<b>\$ 1,742,939.02</b>
Ending Fund Balance*	\$ 1,931,157.13	\$ 1,837,988.30	\$ 1,742,939.02	\$ 1,743,751.68
<b>Restrictions</b>				
Strategic Reserve	\$ 200,000.00	\$ 800,000.00	\$ 800,000.00	\$ 800,000.00
TABOR Reserve: 3% of Expenses	\$ 91,396.82	\$ 97,431.00	\$ 98,737.48	\$ 101,565.00
<i>*Ending Fund Balance includes restricted funds</i>				