

Fayetteville Area Convention and Visitors Bureau, Inc.
Profit & Loss Budget vs. Actual
 July 2019 through March 2020

	Jul '19 - Mar 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
500.00 · Occupancy	2,231,235.05	3,000,000.00	-768,764.95
501.00 · Co-op Marketing	34,736.32	7,000.00	27,736.32
505.00 · Merchandise	1,291.92	1,000.00	291.92
508.00 · Interest-Certificate of De...	12,846.42	12,000.00	846.42
Total Income	2,280,109.71	3,020,000.00	-739,890.29
Cost of Goods Sold			
599.00 · Cost of Goods Sold	2,003.39	3,000.00	-996.61
Total COGS	2,003.39	3,000.00	-996.61
Gross Profit	2,278,106.32	3,017,000.00	-738,893.68
Expense			
600.00 · Benefits	82,894.32	135,902.00	-53,007.68
620.00 · Building & Occupancy	122,043.67	136,696.00	-14,652.33
650.00 · Compensation	519,026.96	719,952.00	-200,925.04
700.00 · Consulting	36,661.13	67,500.00	-30,838.87
750.00 · Education	32,672.41	38,500.00	-5,827.59
800.00 · Employment Expenses	37,517.37	57,500.00	-19,982.63
820.00 · Small Equipment	77,499.19	104,000.00	-26,500.81
840.00 · Marketing	1,375,822.97	1,606,200.00	-230,377.03
885.00 · Radio Equipment/FAVOR	3,687.39	7,000.00	-3,312.61
900.00 · Operating Expenses	73,965.07	137,750.00	-63,784.93
930.00 · Transportation	4,500.00	6,000.00	-1,500.00
Total Expense	2,366,290.48	3,017,000.00	-650,709.52
Net Ordinary Income	-88,184.16	0.00	-88,184.16
Net Income	-88,184.16	0.00	-88,184.16