



FY2023 Budget Book

(October 1, 2022 – September 30, 2023)

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Group and Tourism Sponsorships

Group and Tourism Sponsorships are local-event incentives/investments paid to support events that drive visitation to Broward County.

Special Events - Tourism Event Sponsorships

Audacy Beach Festival		Fort Lauderdale	\$ 250,000
Audacy Country (Stars and Straps)	Nov	Hollywood	\$ 100,000
Florida Marching Band State Championship	Dec	Fort Lauderdale	\$ 20,000
Florida Renaissance Festival		Deerfield Bch	\$ 50,000
Fort Lauderdale Air Show	Apr/May	Fort Lauderdale	\$ 85,000
Fort Lauderdale International Auto Show	Mar	BCCC	\$ 50,000
Futurist Conference		Fort Lauderdale	\$ 50,000
Greater Fort Lauderdale Food & Wine Festival		Fort Lauderdale	\$ 245,000
Greater Fort Lauderdale Science Festival	Various	Fort Lauderdale	\$ 75,000
IGNITE Festival		Fort Lauderdale	\$ 25,000
Kids by the Sea / Sandcastles	Jun	LBTS	\$ 12,000
Monitor Music Awards	Oct	Hollywood	\$ 35,000
NSU Art Festival	Dec	Fort Lauderdale	\$ 5,000
SeaGlass	Jan	Fort Lauderdale	\$ 50,000
Tortuga 23	Apr	Fort Lauderdale	\$ 200,000
Wings, Wheels & Fashion	Apr	Fort Lauderdale	\$ 15,000
Winterfest	Dec	Fort Lauderdale	\$ 90,000
New opportunities			\$ 175,000

Inclusion & Accessibility

ArtsUnited / Art Explosion	Oct	Fort Lauderdale	\$ 7,500
CannonBall Events	Oct	Fort Lauderdale	\$ 20,000
Fetish Weekend	May	Fort Lauderdale	\$ 20,000
Floatarama	Jun	Fort Lauderdale	\$ 2,500
Flock Fest	Jul	Fort Lauderdale	\$ 7,500
Florida Pageant	Oct	Fort Lauderdale	\$ 2,500
JFOY	Sep	Fort Lauderdale	\$ 7,500
Stonewall Wilton Manors	Jun	Wilton Manors	\$ 12,500
New opportunities			\$ 25,000

MICE Group Sales

2022 ALPA Board Of Directors Meeting	Oct	Hollywood	\$ 25,000
2022 Cruise World	Sep/Oct	BCCC	\$ 65,000 ¹
2023 AGA Financial Forum	May	Fort Lauderdale	\$ 17,500
2023 AHOU Annual Conference - Association of Home Office Underwriters, Inc.	Apr	Hollywood	\$ 25,000
2023 Annual Conference - Dolphin Imaging	Mar	Fort Lauderdale	\$ 7,500
2023 Color Street Leadership Summit	Feb	Hollywood	\$ 10,000
2023 Franchise Expo South	Jan	BCCC	\$ 8,000 ¹
2023 The Advocacy Conference	Feb	Fort Lauderdale	\$ 5,500
8th Annual Scientific Symposium of the National PERT Consortium	Sep/Oct	BCCC	\$ 2,500 ¹
ACN Elevate	Sep/Oct	BCCC	\$ 215,000 ¹
American Association for Respiratory Care AARC Summer Meetings	Jul	Fort Lauderdale	\$ 18,740
Black Chief Officers Committee - BCOC Annual Conference 2023	Jun	Fort Lauderdale	\$ 7,000

MICE Group Sales - continued

CEO-MC Conference 2023 - Community Associations Institute 2023	Sep	Hollywood	\$ 3,500
CHA Assembly 2023	Jun	Hollywood	\$ 10,000
Evangelical Lutheran Church of America - ELCA	May	Pompano Bch	\$ 1,000
FACHC 2023 Annual Conference - Florida Assn of Community Health Centers, Inc.	Jul	Fort Lauderdale	\$ 5,306
Florida Apartment Association Education Conference & Trade Show 2022	Sep/Oct	Hollywood	\$ 15,572
Global Travel Marketplace 2023	May	Hollywood	\$ 50,000
HCPA 2022 Annual Meeting	Dec	Fort Lauderdale	\$ 15,000
Jack & Jill - SE Regional Teen Conference 2023	Jun	Hollywood	\$ 10,000
Jones Day Partner Meeting 2022	Nov	Hollywood	\$ 20,000
LPL Financial - Financial Program Leadership Conf.	Feb	Fort Lauderdale	\$ 3,808
NACRW - North American Chemical Residue Workshop 2023	Jul	Fort Lauderdale	\$ 5,000
NASSCO 2023 Annual Meeting - National Association of Sewer Service Companies	Apr	Hollywood	\$ 2,000
NFTE 2023 Teacher's Summit - Network for Teacher Entrepreneurship	Jul	Fort Lauderdale	\$ 8,000
NRTA 2023 Annual Meeting - National Retail Tenants Association, Inc.	Sep	Fort Lauderdale	\$ 10,400
OBU National 2023	Jan	Hollywood	\$ 8,000
Passover 2023	Apr	Fort Lauderdale	\$ 25,000
S.E.E. 2023 Annual Conference & Trade Show	Jun	Hollywood	\$ 19,180
Sigma Nu Fraternity, Inc. 70th Grand Chapter Meeting	Jun/Jul	Fort Lauderdale	\$ 7,500
Southern Thoracic Surgical Association 69th Annual Meeting	Nov	Hollywood	\$ 4,900
UTC 2023 Telecom & Technology Conference	Jun	BCCC	\$ 90,000 ¹
New opportunities			\$ 710,000

Multicultural Business & Community Engagement

Afro-Carib Festival	Feb	Miramar	\$ 50,000
Balloons & Bubbles	Nov	TBD	\$ 20,000
Caribbean Culture Fest	Oct	Miramar	\$ 5,000
Caribbean Rum	Dec	Hollywood	\$ 10,000
Food & Wine Fete	Nov	Hallandale Bch	\$ 5,000
HBC Reunion	Dec	BCCC	\$ 40,000
Jamaican Jerk Festival	Nov	Miramar	\$ 20,000
Namaste Festival	Dec	Pompano Bch	\$ 5,000
Taste of the Caribbean Islands	Jun	Miramar	\$ 20,000
Taste The Island Experience	May	Fort Lauderdale	\$ 10,000
Unifest	Jun	Lauderhill	\$ 5,000
New opportunities			\$ 50,000

Sports Group Sales

13.1 Half Marathon	Oct	Fort Lauderdale	\$ 5,000
8th Annual Swim Fort Lauderdale Int Classic Nova	Jun	Davie	\$ 4,500
A1A Marathon & Half Marathon, expo	Feb	Fort Lauderdale	\$ 20,000 ²
AAU Diving	May	Coral Springs	\$ 5,500
AAU High School Elite Track & Field Championships	Jun	Miramar	\$ 5,000
AAU Hoopfluence Series	Oct-Jul	Deerfield Bch	\$ 15,000

Sports Group Sales - continued

AAU Karate Nationals	Jun	BCCC	\$ 150,000 ¹
AAU Masters National Track & Field Championships	Jul	Miramar	\$ 3,500
AAU Regional Track & Field Championships	Jun	Miramar	\$ 5,000
AAU Taekwondo Nationals	July	BCCC	\$ 200,000 ¹
AAU Thanksgiving Invitation Track & Field Championships	Nov	Miramar	\$ 1,500
AAU Volleyball	June	BCCC	\$ 50,000 ¹
American College Cricket	Nov	Lauderhill	\$ 5,000
Artistic Swimming	Various	Coral Springs	\$ 7,500
Atlantic Coast Pro Am Bodybuilding	Nov	BCCC	\$ 16,500 ¹
AVP America Pro Tour Tier 2	Jul	Fort Lauderdale	\$ 50,000
Balling on the Beach	Mar	BCCC	\$ 240,000 ¹
Battle 7 v 7	Jan	Fort Lauderdale	\$ 15,000
Battle Youth National Championships	Dec	Fort Lauderdale	\$ 35,000
Broward High School Football Challenge	Aug	Various	\$ 25,000
Broward Table Tennis Robopong Series	Apr	Davie	\$ 7,500
BVNE	Jun	Pompano Bch	\$ 7,500
Capital One Orange Bowl	Jan	Multiple	\$ 275,000 ²
Champions League Hockey Series	Dec	Coral Springs	\$ 25,000
Citrus Wrestling	Dec	BCCC	\$ 40,000 ¹
City Bike Triathlon - Las Olas Tri	Dec	Fort Lauderdale	\$ 5,000
Clash of Titals Volleyball	May	BCCC	\$ 45,000 ¹
Clean Machine	Mar	BCCC	\$ 5,000 ¹
Cloverleaf Volleyball	Mar	BCCC	\$ 20,000 ¹
Coach O Florida International Invitational (AAU T&F)	Jun	Miramar	\$ 2,000
CONCACAF/US Training Certification	Jan	Fort Lauderdale	\$ 7,500
Cricket: India vs. West Indies	Aug	Lauderhill	\$ 100,000
CS Winter Invite Swimming	Feb	Coral Springs	\$ 7,500
Cycling Series	Various	Various	\$ 10,000
Davie Pro Events & SE Circuit Rodeo	Various	Davie	\$ 32,500
FHSAA Football Championships	Dec	Fort Lauderdale	\$ 420,000
FIN Swimming Championships	May	Coral Springs	\$ 9,000
FL Exposure Cup	Feb	Coral Springs	\$ 20,000
FL Lacrosse Classic	May	Weston	\$ 7,500
FL State Men's Bowling	Feb	Sunrise	\$ 10,000
Flag Football Gay Bowl	Apr	Lauderhill	\$ 4,000
FLIRT LGBT Event	Dec	Sunrise	\$ 2,500
Florida Fest (Florida Region Volleyball)	Jan	BCCC	\$ 150,000 ¹
Florida Gold Coast AAU Track & Field District Qualifier	Jun	Miramar	\$ 2,000
Force Crossfit	Nov	Davie	\$ 5,000
Fort Lauderdale Beach Volleyball Series	Various	Ft Laud/Pomp Bch	\$ 5,000
Fort Lauderdale Invite Volleyball	Jan	BCCC	\$ 20,000 ¹
Fright Invite Gymnastics	Mar	Coral Springs	\$ 9,000
Gay Basketball World Championships	Nov	Deerfield Bch	\$ 10,000
Florida Crown Championship	Mar	Coral Springs	\$ 7,500
Hall of Fame Classic Baseball Series	Feb	Pompano Bch	\$ 7,000
Hoopfluence Basketball Series (6 AAU Basketball Tournaments)	Oct-Jul	Deerfield, CSprgs	\$ 15,000

Sports Group Sales - continued

Hurricane Showdown Gay Softball	Nov	Fort Lauderdale	\$ 5,000
InterMiami CF International Soccer Series	Various	Fort Lauderdale	\$ 50,000
International Slow Pitch Appreciation	Jan	Fort Lauderdale	\$ 4,000
International Slow Pitch Winter Worlds	Feb	Fort Lauderdale	\$ 4,000
International Water Polo	Feb	Coral Springs	\$ 7,500
IPF Classic World Powerlifting Championship	Jun	BCCC	\$ 15,000 ¹
ISHOF Annual Induction Swimming	Nov	Fort Lauderdale	\$ 5,000
ISL Swim Season June 2023	Jun	Coral Springs	\$ 50,000
ITF Level 4 Tennis	Apr	Plantation	\$ 5,000
Jimmy Johnson Fishing Tournament	Mar	Multiple	\$ 35,000
Junior Olympic Swimming CS	Jan	Coral Springs	\$ 4,500
Kreul Classic	Dec	Coral Springs	\$ 14,000
LATAM Hockey Tournament	Oct	Coral Springs	\$ 20,000
Lauderdale Yacht Club Sailing Regatta Series	Jan-May	Fort Lauderdale	\$ 15,000
Level 6 Gymnastics	Apr	Coral Springs	\$ 8,500
LMS Cricket Broward Open	Mar	Lauderhill	\$ 5,000
LMS Cricket World Cup	Nov	Lauderhill	\$ 5,000
Lohberg Swim Invite	May	Coral Springs	\$ 5,000
Maccabi Games	Aug	Various	\$ 100,000
Masters Basketball Champs	May	Deerfield Bch	\$ 10,000
Masters Swimming Championships	Mar	Coral Springs	\$ 5,000
Men's Dev Program East Gymnastics Champs	Apr	BCCC	\$ 40,000 ¹
Miramar T&F events	Various	Miramar	\$ 25,000
MLK Volleyball	Jan	BCCC	\$ 45,000 ¹
Mrs. Hockey Invitational	Jan	Coral Springs	\$ 20,000
NAPST Canadian Police Association	Nov	Weston	\$ 12,000
National Wrestling Coaches Association Convention	Jul	BCCC	\$ 30,000 ¹
NAVGA	Jul	BCCC	\$ 50,000 ¹
Netball Juniors	Apr	Miramar	\$ 3,000
Netball Seniors	Nov	Miramar	\$ 3,000
Newbreed Grappling Winter Tournament	Jun	Coral Springs	\$ 7,500
NHL All-Star Game	Feb	Sunrise	\$ 500,000
NUVO Dance	Mar	BCCC	\$ 5,000 ¹
NW Track and Field Classic	Jun	Pompano Bch	\$ 25,000
Orange Blossom Classic	Sep	Various	\$ 50,000
Orange Bowl Basketball Classic	Dec	Sunrise	\$ 25,000
Orange Bowl DIII Basketball Festival	Nov	Davie	\$ 10,000
Orange Bowl International Tennis Championships	Apr	Plantation	\$ 10,000
Orange Classic Soccer	Oct	Weston	\$ 10,000
Panthers IceDen Hockey Series (Combination 6 events))	Oct-Sept	Coral Springs	\$ 15,000
Plantation ITF	May	Plantation	\$ 5,000
Plantation Pickleball Tournament	TBD	Plantation	\$ 20,000
Plantation Swimming Event Series	Various	Plantation	\$ 7,500
Rabbi Race	Dec		\$ 5,000
Rank Up Youth Football	Dec	Miramar	\$ 10,000
Region 8 Men's Gymnastics Championship	Mar/Apr	BCCC	\$ 35,000 ¹

Sports Group Sales - continued

Rising Stars Events	Various	Plantation, Davie	\$ 20,000
Ruggerfest	Feb	Cooper City	\$ 3,500
SFTL Spring Swim Invitational	Apr	Fort Lauderdale	\$ 2,500
SFTL Swim International Classic	Jun	Fort Lauderdale	\$ 5,000
Soccer Coaches Recertification	Jan	Fort Lauderdale	\$ 4,000
Spring Bash Volleyball	Apr	BCCC	\$ 20,000 ¹
Sr Swim Champs Coral Springs	Apr	Coral Springs	\$ 8,200
Sun and Surf Gymnastics Invite	Jan	Coral Springs	\$ 10,000
Sunshine State Games	Various	Various	\$ 10,000
Tim Rand Invite	Mar	BCCC	\$ 80,000 ¹
Ultimate Grand Prix Fitness Competition	Oct	BCCC	\$ 10,000 ¹
US Jr Judo Open x 2	Jul	BCCC	\$ 75,000 ¹
US Masters Swimming Invite	May/Jun	Fort Lauderdale	\$ 2,500
US National Table Tennis Championship	Jul	Fort Lauderdale	\$ 30,000
USA Diving	Various	Coral Springs	\$ 6,000
USA Diving Regional Classic	Apr/May	Fort Lauderdale	\$ 3,000
USA Swimming TYR Pro Series	Mar	Fort Lauderdale	\$ 25,000
USAV All-Star Champs and Camp	Jul	BCCC	\$ 200,000 ¹
USAV Beach	Jul	Fort Lauderdale	\$ 40,000
USTA Girls 14s National Clay Court Champs Tennis	Jul	Plantation	\$ 8,000
USTA National Men Women Open Clay Court Champs	May	Fort Lauderdale	\$ 6,000
Veterans Day Weekend Hockey Tournament	Nov	Coral Springs	\$ 7,500
Weston Cup Soccer Tournament	Feb	Various	\$ 15,000
Winners Choice Cheer Championships	Mar	BCCC	\$ 25,000 ¹
Xcel Regional Gymnastics Champs	May	BCCC	\$ 75,000 ¹
YMCA Events	Various	Fort Lauderdale	\$ 50,000
New opportunities			\$ 80,000

1. Sponsorship is a convention support services incentive through BCCC rental / ancillary concessions.

2. Sponsorship is a combination of direct incentive and convention support services incentive through BCCC rental / ancillary concessions.

Trade shows, Conventions, and Associations

The GFLCVB attends trade shows and conventions and participates in promotional partnerships to draw new conventions, events and leisure visitors to Broward County. The FY23 budget for trade shows, conventions and association fees is \$3,833,886 and includes the expenses necessary to secure booth space or entrance to trade shows, conventions, and associations so that the CVB may participate in such events or organizations.

Administration

STR Annual Conference
Travel and Tourism Research Association

CVB Executive

Destinations Florida
Destinations International - association membership
Destinations International Foundation
Destinations International - Advocacy Summit
US Travel Association
Visit Florida

Destination Services

Fort Lauderdale Historical Society
Local chapter of NACE, ILEA

Global Trade Development

AAA Northeast Marketplace
AAA Ohio Show
Airline Initiatives
America Travel Day
American Society of Travel Advisors (ASTA) Annual Conference
American Society of Travel Advisors (ASTA) Membership
American Society of Travel Advisors (ASTA) South Florida
Apple Leisure Group (ALG)
Brand USA TVL Week
Colombian Association for Travel Agencies and Tourism (ANATO)
Computerized Corporate Rate Association (CCRA)- membership & trade show
Cruise Lines International Association Cruise 3sixty
Cruise Planners - Promotional Activities
CruiseOne opportunities
CruiseWorld
Delta Vacations University
Family Travel Association
FESTURIS - ESPAÇO LUXURY 2022
Florida Huddle
Global Travel Marketplace (GTM)
Hotelbeds HUB
International Inbound Travel Association (IITA)
International Luxury Travel Market (ILTM) Cannes (new for us)
International Luxury Travel Market (ILTM) Latin America (new for us)
International Luxury Travel Market (ILTM) North America (new for us)
International Pow Wow (IPW)
NY International Travel Show
Pleasant Holidays (new for us)
Private Luxury (new for us)
Professional Travel Agents of North America (PTANA)
Questex Luxury Ulta (new for us)
Signature Travel Network - Annual Conference

Global Trade Development - continued

Travel Agent Forum
Travel and Adventure Show Chicago
Travel and Adventure Show DC
Travel Market Place East (new for us)
Travel Savers (new for us)
U.S. Travel Association's Educational Seminar for Tourism Organizations (USTA ESTO)
United States Tour Operators Association (USTOA)
USA Travel Week
Virtuoso Canada (new for us)
Virtuoso LATAM (new for us)
Virtuoso Travel Week
Visit USA/ Discover America
World Routes 2022
World Travel Market Latin America (WTM LATAM)

Inclusion & Accessibility

Atlantis Events
Carnival Week, Provincetown
CONNECT 2023
G360 Network, Buenos Aires
G360 Network, Madrid
Greater Fort Lauderdale LGBT Chamber of Commerce
IGLTA, Puerto Rico
Lesbian Provincetown Events
LGBT Meeting Planners Association
LGBT Tourism Forum, Sao Paulo, Brazil
National Diversity & Leadership Conference, Houston
National LGBT Chamber of Commerce (NGLCC) Annual Sponsorship
National LGBT Chamber of Commerce (NGLCC) D.C. Event
NGLCC Conference
Olivia Cruises
Travel & Adventures Show, NYC
TravelAbility Accessibility Conference, San Antonio (multi events)
VACAYA Cruises
WE Trade, Bogota, Colombia
World Travel & Tourism Council -Puerto Rico

Marketing & Communications

Destinations Florida Conference Events, Registration and Travel
Destinations International - Conferences + MarComm Add-Ons
Gold Coast Concierge Association
HSMIAI Certified Hospitality Digital Marketer (CHDM) x2
Outdoor Writers Association of America Membership / Travel + Media Marketplace
Public Relations Society of America - Travel + Tourism Conference 2022 x1 / Grp Mem
Society of American Travel Writers - Membership / Annual Conf / Media Marketplace
Southeastern Outdoor Press (SEOPA)-Annual Membership and Conference
TravMedia IMM Media Marketplace NYC 2022
U.S. Travel IPW + Media Marketplace San Antonio, TX

MICE Group Sales

ASAE & The Center - Annual Meeting & Tradeshow (partner co-op)
ASAE & The Center - Partner Conference
ASAE & The Center - Partnership
Association Forum Membership
Association of Meeting Professionals - AMPs Golf Tournament: Bev Cart Sponsorship
Association of Meeting Professionals - Holiday Event Sponsorship
Association of Meeting Professionals: Membership
Carolina Chapter Meeting Planner International Annual Meeting (partner co-op)
Conference Direct Partner Program - Annual Partner Meeting
Conference Direct Partnership
Connect - Faith
Connect - Florida
Connect - Georgia
Connect - Marketplace (EXPO)-Corporate/Association
Connect - Partnership
CVENT Connect Marketplace Tradeshow
Destination Celebration Tradeshow & Sales Mission (partner co-op) Indiana
Destination Celebration Tradeshow & Sales Mission (partner co-op) Kansas City
Destination Celebration Tradeshow & Sales Mission (partner co-op) Minneapolis
Destination Celebration Tradeshow & Sales Mission (partner co-op) Ohio
Destination International (DI) - Dinner Celebration & Destination Tradeshow Washington (partner co-op)
Destinations International (DI) Annual Event
District of Columbia CVB Reps - Membership
District of Columbia January Dion's Client Event (sports or entertainment venue) (partner co-op)
District of Columbia July Dion's Client Events (sports or entertainment venue) (partner co-op)
District of Columbia CVB Reps Holiday Client Event
District of Columbia CVB Reps Summer Client Event
District of Columbia FALL Sales Mission & Gold Cup Horserace (partner co-op)
District of Columbia SPRING Sales Mission (will happen over AMPs Golf Tournament)
District of Columbia: Leading Authorities - Sponsorship
Events Industry Council Preferred Provider - CMP Certification and credits for Meeting Planners
Experient Next
Expo Expo! International Association of Exhibition Executives (IAEE) Annual Tradeshow
Finance Insurance Corporate Planners - Membership
Finance Insurance Corporate Planners Annual Conference - Sponsorship
Finance Insurance Corporate Planners Winter Symposium - Sponsorship
Florida Society of Association Executives Membership
Florida Society of Association Executives - Annual Conference
Florida Society of Association Executives - Education Day
Georgia Society of Association Executives (GSAE) Membership
GPS Destinations DMC Collective (1 event Sept & 1 in Oct)
Greater Fort Lauderdale Chamber of Commerce Membership
HELMS BRISCOE Annual Event
HelmsBriscoe Partnership
Holiday Showcase - Chicago, IL (partner co-op)
IMEX America (partner co-op)
International Association of Exhibitions & Events Women's Leadership Forum
Maritz DMO Partnership

MICE Group Sales - continued

Meeting Professionals International - (memberships max 5)
Meeting Professionals International - Greater MidWest Chapter Golf Outting Sponsorship
Meeting Professionals International - Kentucky Derby Days Networking Event (partner co-op)
Meeting Professionals International - Mid Atlantic Expo (Day of Learning)
Meeting Professionals International - New England Chapter Sponsorship
Meeting Professionals International - Partnership
Meeting Professionals International - South Florida Annual Sponsorship Event
Meeting Professionals International - Thought Leaders Summit
Meeting Professionals International - World Education Conference (WEC) (partner co-op)
Meetings Today Live (Tradeshaw)
Midwest Destination Reps Membership
New York Society of Association Executives - Meet New York Day - Sponsorship
New York Society of Association Executives Membership
Northeast CVB Reps Events/ Fall Event
Northeast CVB Reps Events/ Spring Event
Northeast New York Area Fall Client Event & Sales Mission (partner co-op)
Northeast New York Area Spring Client Event & Sales Mission (partner co-op)
Northest Convention Visitors Bureau Representatives Membership
NorthSTAR Destination Southeast Tradeshaw
Professional Convention Management Association - Convening Leaders
Professional Convention Management Association - Education Conference
Professional Convention Management Association - Partnership Summit
Professional Convention Management Association - Visionary Awards
Professional Convention Meeting Planners Association Partnership
Professional Convention Meeting Planners Association Philadelphia Baseball Event - Sponsorship
Reston Herndon Meeting Planner - Summer Camp Sponsorship
Society of Government Meeting Planners - National Education Conference
Society of Government Meeting Planners - Sponsorship
Society of Government Meeting Professionals Membership
Society of Incentive Travel Excellence (SITE) - Southeast / Florida Carribean
Society of Independent Show Organizers - CEO Summit
Tallahassee Client Appreciation Event
US Travel Association - Meetings Mean Business Coalition Membership
VISIT FLORIDA's Florida Encounter
West Coast Client Event

Multicultural Business & Community Engagement

National Association of Black Journalists
Jamaican Jerk Festival (activation)
National Coalition of Black Meeting Planners
Religious Conference Management Association - Emerge
Women of Color Empowerment Summit

Sports Group Sales

Amateur Athletic Union
Amateur Athletic Union (AAU) Convention
Amateur Athletic Union (AAU) Headquarters Visit-Orlando
Amateur Athletic Union (AAU) Junior Olympics
Association of Chief Executives for Sport (ACES)
Association of Chief Executives for Sport (ACES) Conference - Colorado
Colorado Springs Client Visit - USOC, NGB's
CONNECT Diversity Sports Summit
CONNECT Sports Marketplace
eSports Summit
Florida Festivals & Events Association
Florida Festivals & Events Association Annual Convention & Tradeshaw
Florida Sports Foundation
Florida Sports Foundation Annual Meeting
Florida Sports Foundation Round Table (4 times p/year) Various FL cities
Huddle Up Group/Scout
Huddle Up Group/Scout Partner Workshop
Indianapolis Client Visit - NCAA, NGB's
National Sports Forum
NHL All-Star Game
SportAccord
Sports ETA Summit (education)
Sports Events & Tourism Association
Sports Express
Sports Relationship Conference
Sunshine Sports Council
Sunshine Sports Council - Innovation Think Tank
TEAMS Conference-Northstar Travel Group
Tour Connection
Tourism Day Florida Sports Foundation meeting-Tallahassee
USA Swimming Championships
USA Volleyball Championships
USATF Outdoor Championships
World Congress of Sports
X Games

GFLCVB FY22 RECOMMENDED	FY21 Actuals	FY22 Budget	FY22 Recommended	Administration	CVB Exec	CVB Rev Gen	Destination Services	Global Trade Development	Inclusion & Accessibility	Marketing & Communications	MICE Group Sales	Multicultural Business & Community Engagement	Sports & Special Events
				20801000	20801055	20801030	20801065	20801045	20801050	20801015	20801040	20801035	20801025
510030 - Sal-Regular Salary and Wages	\$ 3,285,974	\$ 4,146,220	\$ 4,696,010	\$ 590,300	\$ 298,450	\$ 150,380	\$ 134,350	\$ 514,400	\$ 146,880	\$ 817,060	\$ 1,335,120	\$ 292,280	\$ 416,790
510070 - Retirement Payouts/Attrition/Inflation Adj	\$ -	\$ 100,460	\$ 275,170	\$ 32,570	\$ 5,610	\$ 9,090	\$ 7,050	\$ 29,460	\$ 8,930	\$ 57,870	\$ 87,550	\$ 10,930	\$ 26,110
510510 - Frn-Medicare	\$ 99,236	\$ 61,880	\$ 68,190	\$ 8,560	\$ 4,410	\$ 2,180	\$ 1,950	\$ 7,460	\$ 2,130	\$ 11,850	\$ 19,360	\$ 4,240	\$ 6,050
510520 - Frn-Retirement Contributions	\$ 473,002	\$ 549,940	\$ 651,890	\$ 76,920	\$ 81,000	\$ 17,910	\$ 16,000	\$ 61,270	\$ 17,490	\$ 97,310	\$ 189,390	\$ 44,960	\$ 49,640
510540 - Frn-Group Insurance	\$ 541,596	\$ 637,650	\$ 708,500	\$ 99,190	\$ 28,340	\$ 14,170	\$ 28,340	\$ 70,850	\$ 14,170	\$ 141,700	\$ 198,380	\$ 42,510	\$ 70,850
510550 - Frn-Basic Life Insurance	\$ 2,460	\$ 2,980	\$ 3,320	\$ 470	\$ 130	\$ 70	\$ 140	\$ 330	\$ 70	\$ 660	\$ 920	\$ 200	\$ 330
510570 - Frn-Workers Compensation	\$ 4,410	\$ 4,990	\$ 3,840	\$ 3,840	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
510580 - Frn-Unemployment Compensation	\$ 8,894	\$ 17,300	\$ 42,910	\$ 5,190	\$ 2,980	\$ 950	\$ 970	\$ 4,260	\$ 1,470	\$ 7,360	\$ 13,350	\$ 2,920	\$ 3,460
510600 - Frn-Auto Allowance	\$ 5,400	\$ 5,400	\$ 5,400	\$ -	\$ 5,400	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
510640 - Frn-Social Security Taxes	\$ 168,080	\$ 257,000	\$ 285,090	\$ 36,600	\$ 13,280	\$ 9,110	\$ 8,330	\$ 31,740	\$ 9,110	\$ 50,650	\$ 82,310	\$ 18,120	\$ 25,840
Personnel Services	\$ 4,589,052	\$ 5,783,820	\$ 6,740,320	\$ 853,640	\$ 439,600	\$ 203,860	\$ 197,130	\$ 719,770	\$ 200,250	\$ 1,184,460	\$ 1,926,380	\$ 416,160	\$ 599,070
511010 - Fleet Svcs-Motor Pool Chrgbk	\$ 5,949	\$ 5,420	\$ 19,920	\$ 19,920	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
511040 - Cty Svcs-Print Shop	\$ 1,144	\$ 15,000	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
511060 - Cty Svcs-Cty Attorney Chrgbk	\$ 159,800	\$ 159,800	\$ 159,800	\$ 159,800	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
512100 - Prof Svcs-Cnslt Rsrch-Studies	\$ 230,887	\$ 276,000	\$ 577,500	\$ 335,000	\$ 35,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90,000	\$ 75,000	\$ 42,500
512190 - Prof Svc-Management Fees	\$ 55,171	\$ 45,000	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -
512510 - Prof Svcs-Auditing Services	\$ 14,115	\$ 15,820	\$ 16,350	\$ 16,350	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
512730 - Prof Svcs-Software Supp-Maint	\$ 11,714	\$ 32,000	\$ 55,000	\$ 55,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
519TRV - Travel Budget	\$ 116,761	\$ 467,050	\$ 757,716	\$ 24,000	\$ 30,000	\$ -	\$ 8,200	\$ 175,366	\$ 81,500	\$ 136,200	\$ 207,600	\$ 28,000	\$ 66,850
520010 - Comm Svcs-Landline Svcs	\$ 5,227	\$ 6,720	\$ 6,000	\$ 6,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
520080 - Comm Svcs-Wireless-Cellular	\$ 20,581	\$ 21,090	\$ 20,590	\$ 20,590	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
522010 - Frt-Postage Cost	\$ 5,132	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
526010 - Rntl-Lsg- Rental Office-Bldgs	\$ 568,678	\$ 595,920	\$ 605,540	\$ 605,540	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
526030 - Rntl-Lsg-Copiers	\$ -	\$ 3,000	\$ 3,000	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
530701 - Oth Ins-Self Insurance	\$ 4,630	\$ 4,860	\$ 4,030	\$ 4,030	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
546010 - Promotional Activity Advertising	\$ 4,279,003	\$ 4,526,470	\$ 9,581,144	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,579,144	\$ -	\$ -	\$ -
546020 - Prmtl Act-Demonstration Suppl	\$ 111,202	\$ 255,000	\$ 420,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 420,000	\$ -	\$ -	\$ -
546030 - Prmtl Act-Promotnl Activities	\$ 4,728,144	\$ 7,773,930	\$ 2,985,886	\$ -	\$ -	\$ -	\$ 5,000	\$ 971,086	\$ 391,000	\$ 150,000	\$ 1,040,400	\$ 175,000	\$ 253,400
546050 - Prmtl Act-Marketing	\$ 1,957,644	\$ 2,274,200	\$ 2,299,178	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,299,178	\$ -	\$ -	\$ -
546060 - Prmtl Act-Public Relations	\$ 24,999	\$ 56,500	\$ 56,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56,500	\$ -	\$ -	\$ -
546070 - Prmtl Act-Entertainment	\$ 69,785	\$ 437,550	\$ 440,900	\$ -	\$ -	\$ -	\$ 45,000	\$ 15,000	\$ -	\$ -	\$ 265,650	\$ 2,500	\$ 112,750
547160 - Chrg-Miscellaneous Expense	\$ 58,312	\$ 50,000	\$ 50,000	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
547220 - Chrg-Transportation Costs	\$ 27,956	\$ 140,000	\$ 140,000	\$ -	\$ -	\$ -	\$ 140,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
547240 - Bank Svcs Chrg	\$ -	\$ 350	\$ 350	\$ 350	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
552020 - Cost Allocation	\$ 639,360	\$ 678,300	\$ 723,540	\$ 723,540	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
552310 - Office Supplies	\$ 10,497	\$ 29,000	\$ 29,000	\$ 29,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
552320 - Office Equip-Furnit LT \$1,000	\$ 99	\$ 25,000	\$ 40,000	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
556110 - Professional Dues-Memberships	\$ 172,040	\$ 323,740	\$ 407,100	\$ 4,000	\$ 256,500	\$ -	\$ 2,000	\$ 75,700	\$ 40,000	\$ 6,855	\$ 11,845	\$ -	\$ 10,200
580210 - Aid To Priv Organizations	\$ 842,695	\$ 3,285,090	\$ 5,529,606	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105,000	\$ -	\$ 1,050,406	\$ 240,000	\$ 4,134,200
Operating Expenses	\$ 14,121,525	\$ 21,507,810	\$ 24,998,650	\$ 2,118,120	\$ 321,500	\$ -	\$ 200,200	\$ 1,287,152	\$ 617,500	\$ 12,647,877	\$ 2,665,901	\$ 520,500	\$ 4,619,900
597430 - Reserve-Revenue Stabilization			\$ 10,780,000	\$ 10,780,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Budgetary Reserves			\$ 10,780,000	\$ 10,780,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
930205 - Transfer To General Capital Outlay Fund (30205)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
910060 - TO 10060 Broward Cultural Affairs (10060)	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
911410 - Transfer To Convention Center (11410)			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
935020 - Transfer To Convention Center Capital (35020)		\$ 1,344,960	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transfers Out	\$ 600,000	\$ 1,944,960	\$ 600,000	\$ 600,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grand Total	\$ 19,310,577	\$ 29,236,590	\$ 43,118,970	\$ 14,351,760	\$ 761,100	\$ 203,860	\$ 397,330	\$ 2,006,922	\$ 817,750	\$ 13,832,337	\$ 4,592,281	\$ 936,660	\$ 5,218,970

Administration and Research Operating Expenses	Prof Svcs-Cnslt Rsrch-Studies	Prof Svcs-Software Supp-Maint	Travel	Frt-Postage Cost	Prmtl Act- Advertising	Chrg-Miscellaneous Expense	Office Supplies	Office Equip-Furnit LT \$5,000	Professional Dues- Memberships	Agency expenses	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
	512100	512730	519TRV	522010	546010	547160	552310	552320	556110				
Trade shows, sponsorships, and partnerships													
Travel and Tourism Research Association													
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>													
Trade shows, sponsorships, and partnerships TOTAL											\$ 4,000	\$ 4,000	\$ 154,000
Research and data													
Visitor profile, ROI, STR, and other research	\$ 335,000										\$ 335,000		
Research and data TOTAL	\$ 335,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 335,000	\$ 150,000	\$ 150,000
Employee development													
Destinations International Annual Conference			\$ 2,000								\$ 2,000		
Smith Travel Research conference			\$ 2,000								\$ 2,000		
Industry training/education			\$ 5,000								\$ 5,000		
SME Presentations to partners			\$ 10,000								\$ 10,000		
Employee development TOTAL	\$ -	\$ -	\$ 19,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,000	\$ 4,000	\$ -
Administrative													
Advertising vacant positions					\$ 2,000						\$ 2,000		
Office equipment, furniture, computers								\$ 40,000			\$ 40,000		
Freight - postage cost				\$ 5,000							\$ 5,000		
Local meetings and mileage			\$ 5,000								\$ 5,000		
Miscellaneous						\$ 50,000					\$ 50,000		
Office Supplies							\$ 29,000				\$ 29,000		
Software (Adobe, Dropbox, GotoMeeting)		\$ 55,000									\$ 55,000		
511010 - Fleet Svcs-Motor Pool Chrgbk										\$ 19,920	\$ 19,920		
511040 - Cty Svcs-Print Shop										\$ 15,000	\$ 15,000		
511060 - Cty Svcs-Cty Attorney Chrgbk										\$ 159,800	\$ 159,800		
512510 - Prof Svcs-Auditing Services										\$ 16,350	\$ 16,350		
512770 - Prof Svcs-Temp Personnel											\$ -		
520010 - Comm Svcs-Landline Svcs										\$ 6,000	\$ 6,000		
520080 - Comm Svcs-Wireless-Cellular										\$ 20,590	\$ 20,590		
526010 - Rntl-Lsg- Rental Office-Bldgs										\$ 605,540	\$ 605,540		
526030 - Rntl-lsg-Copiers										\$ 3,000	\$ 3,000		
530701 - Oth Ins-Self Insurance										\$ 4,030	\$ 4,030		
530702 - Purch Ins-Allocation										\$ -	\$ -		
540050 - RM-Equipment Maint										\$ -	\$ -		
545010 - Printing Services										\$ -	\$ -		
547240 - Bank Svcs Chrg										\$ 350	\$ 350		
552020 - Cost Allocation Chargeback										\$ 723,540	\$ 723,540		
556120 - Subscriptions										\$ -	\$ -		
Administrative TOTAL	\$ -	\$ 55,000	\$ 5,000	\$ 5,000	\$ 2,000	\$ 50,000	\$ 29,000	\$ 40,000	\$ -	\$ 1,574,120	\$ 1,760,120	\$ 1,789,280	\$ 1,792,380
Grand Total - Administration	\$ 335,000	\$ 55,000	\$ 24,000	\$ 5,000	\$ 2,000	\$ 50,000	\$ 29,000	\$ 40,000	\$ 4,000	\$ 1,574,120	\$ 2,118,120	\$ 1,947,280	\$ 2,096,380
FY2022 Budget - Administration	\$ 150,000	\$ 17,000	\$ 9,000	\$ 5,000	\$ 2,000	\$ 50,000	\$ 29,000		\$ 4,000	\$ 1,531,280	\$ 1,947,280		
FY2021 Budget - Administration	\$ 150,000	\$ 17,000	\$ 40,000			\$ 50,000			\$ 154,000	\$ 1,607,880	\$ 2,096,380		

CVB Executive Operating Expenses	Prof Svcs-Cnslt Rsrch-Studies	Travel	Prmtl Act- Entertainment	Aid to Priv Organizations	Professional Dues- Memberships	Totals	FY22 Budget Section Compare
	512100	519TRV	546070	580210	556110		
Trade shows, sponsorships, and partnerships							
Destinations Florida							
Destinations International - association membership							
Destinations International Foundation							
Destinations International - Advocacy Summit							
US Travel Association							
Visit Florida							
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>							
Trade shows, sponsorships, and partnerships TOTAL						\$ 256,500	\$ 249,000
Consulting							
TID Study	\$ 35,000					\$ 35,000	
Consulting TOTAL	\$ 35,000	\$ -	\$ -	\$ -	\$ -	\$ 35,000	\$ -
Meetings							
Executive meetings and travel		\$ 30,000				\$ 30,000	
Meetings TOTAL	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ 30,000	\$ 20,000
Grand Total - CVB Executive	\$ 35,000	\$ 30,000	\$ -	\$ -	\$ 256,500	\$ 321,500	\$ 269,000
FY2022 Budget - CVB Executive		\$ 20,000			\$ 249,000	\$ 269,000	

Destination Services Operating Expenses	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Chrg- Transportation Costs	Professional Dues- Memberships	Totals	FY22 Budget Section Compare
	519TRV	546030	546070	547220	556110		
Trade show, convention, and association fees							
Fort Lauderdale Historical Society							
Local chapter of NACE, ILEA							
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>							
Trade show, convention, and association fees TOTAL						\$ 2,000	\$ 2,000
Destination previews							
City wide/Group Pre promotes TBD	\$ 3,000	\$ 5,000				\$ 8,000	
Misc Site Visitor Services			\$ 45,000			\$ 45,000	
Transportation (bus and small vehicle services)				\$ 140,000		\$ 140,000	
Destination previews TOTAL	\$ 3,000	\$ 5,000	\$ 45,000	\$ 140,000	\$ -	\$ 193,000	\$ 53,000
Education and training							
Destinations International Sales & Services Summit or Annual mtg	\$ 4,000					\$ 4,000	
CMP or CMM certification or similar	\$ 1,200					\$ 1,200	
Education and training TOTAL	\$ 5,200	\$ -	\$ -	\$ -	\$ -	\$ 5,200	\$ 4,000
Grand Total - Destination Services	\$ 8,200	\$ 5,000	\$ 45,000	\$ 140,000	\$ 2,000	\$ 200,200	\$ 59,000
FY2022 Budget - Destination Services	\$ 7,000	\$ 5,000	\$ 45,000		\$ 2,000	\$ 59,000	

Global Trade Development Operating Expenses	Region	Month	Location	Prof Svc- Management Fees	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Professional Dues- Memberships	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
				512190	519TRV	546030	546070	556110			
Trade show, convention, and association fees											
AAA Northeast Marketplace	Domestic	TBD	New England								
AAA Ohio Show	Domestic		Columbus, OH								
Airline Initiatives	Domestic	TBD	TBD								
America Travel Day	International	Mar	Osby, Sweden								
American Society of Travel Advisors (ASTA) Annual Conference	Domestic	TBD	TBD								
American Society of Travel Advisors (ASTA) Membership	Domestic	FY23	TBD								
American Society of Travel Advisors (ASTA) South Florida	Domestic	May	Fort Lauderdale, FL								
Apple Leisure Group (ALG)	Domestic	Oct	Cancun								
Brand USA TVL Week	International	Sep	London, England								
Colombian Association for Travel Agencies and Tourism (ANATO)	International	Feb	Bogota, Colombia								
Computerized Corporate Rate Association (CCRA)- membership & trade show	Domestic	TBD	USA								
Cruise Lines International Association - Cruise 3sixty	Domestic	Apr	Fort Lauderdale, FL								
Cruise Planners - Promotional Activities	Domestic	TBD	Fort Lauderdale, FL								
CruiseOne opportunities	Domestic	TBD	Fort Lauderdale, FL								
CruiseWorld	Domestic	Nov	Fort Lauderdale, FL								
Delta Vacations University	Domestic	Sep	TBD								
Family Travel Association	Domestic	TBD	TBD								
FESTURIS - ESPAÇO LUXURY 2022	International	Nov	Gramado, Brazil								
Florida Huddle	International	Feb	West Palm Beach, FL								
Global Travel Marketplace (GTM)	Domestic	Jul	Hollywood, FL								
Hotelbeds HUB	International	May	Mexico?								
International Inbound Travel Association (IITA)	International	Feb	San Diego, CA								
International Luxury Travel Market (ILTM) Cannes (new for us)	International	Dec	Cannes, France								
International Luxury Travel Market (ILTM) Latin America (new for us)	International	May	Sao Paulo, Brazil								
International Luxury Travel Market (ILTM) North America (new for us)	International	Sep	Mexico								
International Pow Wow (IPW)	International	May	San Antonio, TX								
NY International Travel Show	International	Oct	NYC								
Pleasant Holidays (new for us)	Domestic	Spring	West Coast, USA								
Private Luxury (new for us)	Domestic	Summer	TBD								
Professional Travel Agents of North America (PTANA)	Domestic	TBD	TBD								
Questex Luxury Ulta (new for us)	Domestic	Spring	TBD								
Signature Travel Network - Annual Conference	Domestic	TBD	Las Vegas, NV								
Tourism Cares For America	International	Oct	TBD								
Travel Agent Forum	Domestic	TBD	Las Vegas, NV								
Travel and Adventure Show Chicago	Domestic	Jan	Chicago, IL								
Travel and Adventure Show DC	Domestic	Feb	DC								
Travel Market Place East (new for us)	International	Jun	Toronto, Canada								
Travel Savers (new for us)	Domestic	Oct	Las Vegas, NV								
U.S. Travel Association's Educational Seminar for Tourism Organizations (USTA ESTO)	Domestic	Aug	TBD								
United States Tour Operators Association (USTOA)	Domestic	TBD	TBD								
USA Travel Week	International	Mar	Copenhagen, Denmark								
Virtuoso Canada (new for us)	International	Apr	Toronto, Canada								
Virtuoso LATAM (new for us)	International	Apr	TBD								
Virtuoso Travel Week	Domestic	Aug	Las Vegas, NV								
Visit USA/ Discover America	Domestic	TBD	TBD								
World Routes 2022	Domestic	Oct	Las Vegas, NV								
World Travel Market Latin America (WTM LATAM)	International	Apr	TBD								
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>											
Trade show, convention, and association fees Total									\$ 661,540	\$ 350,810	\$ 265,550
Destination previews											
Airline FAMS	Dom/Int	TBD	Fort Lauderdale, FL			\$ 15,000			\$ 15,000		
American Society of Travel Advisors (ASTA) FAMS	Domestic	TBD	Fort Lauderdale, FL			\$ 7,500			\$ 7,500		
Cruise 360 FAMS	Domestic	Apr	Fort Lauderdale, FL			\$ 7,500			\$ 7,500		
Cruise FAMS	Domestic	TBD	Fort Lauderdale, FL			\$ 7,500			\$ 7,500		
Cruise World FAMS	Domestic	Nov	Fort Lauderdale, FL			\$ 7,500			\$ 7,500		
Global Travel Marketplace (GTM) FAM	Domestic	Jul	Fort Lauderdale, FL			\$ 5,000			\$ 5,000		
Destination previews Total				\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ 50,000	\$ 21,500	\$ 5,000

Global Trade Development - continued	Region	Month	Location	Prof Svc- Management Fees	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Professional Dues- Memberships	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
				512190	519TRV	546030	546070	556110			
Marketing and sales missions											
Eastern Canada Mission	International	Oct	TBD		\$ 2,520	\$ 10,000			\$ 12,520		
Latin America Mission I	International	Feb	TBD		\$ 7,500	\$ 20,000			\$ 27,500		
Latin America Mission II	International	TBD	TBD		\$ 7,500	\$ 20,000			\$ 27,500		
Lieb Management (Contractors)	International	TBD		\$ 50,000	\$ 25,000	\$ 60,000			\$ 135,000		
Midwest sales mission	Domestic		Midwest		\$ 2,650	\$ 12,000			\$ 14,650		
New York sales mission	Dom/Int	TBD	NY		\$ 2,450	\$ 12,000			\$ 14,450		
Orlando sales mission	International	TBD	Orlando, FL						\$ -		
Scandinavia Mission	International	Mar	Sweden, Denmark		\$ 7,500	\$ 15,000			\$ 22,500		
Southeast sales mission	Domestic	TBD	AL, FL, GA		\$ 2,550	\$ 12,000			\$ 14,550		
Texas sales mission	Domestic	TBD	Houston, San Antonio, Dallas		\$ 2,550	\$ 12,000			\$ 14,550		
Marketing and sales missions Total				\$ 50,000	\$ 60,220	\$ 173,000	\$ -	\$ -	\$ 283,220	\$ 242,500	\$ 51,800
Education & Training											
Simpleview Summit (staff education)	Domestic	Apr	Tuscon, AZ		\$ 2,176	\$ 1,450			\$ 3,626		
Steps For Success (educational)	International	Oct	Fort Lauderdale, FL		\$ 3,050			\$ 13,500	\$ 16,550		
Travel Blog Exchange (TBEX) (staff education)	Domestic	Oct	TBD		\$ 1,200	\$ 697			\$ 1,897		
TravelCon (staff education)	Domestic	Apr	TBA		\$ 1,350	\$ 999			\$ 2,349		
Destinations International (new for us, staff education)	Domestic	Oct	Bloomington, MN		\$ 3,200	\$ 2,770			\$ 5,970		
Education & Training Total				\$ -	\$ 10,976	\$ 5,916	\$ -	\$ 13,500	\$ 30,392	\$ -	\$ -
Advertising and promotional											
TACConnect	Domestic	TBD	TBD			\$ 7,500			\$ 7,500		
TravPro	Domestic					\$ 24,500	\$ 5,000		\$ 29,500		
Air Service Development	International					\$ 200,000			\$ 200,000		
Hablo	International							\$ 25,000	\$ 25,000		
Advertising and promotional Total				\$ -	\$ -	\$ 232,000	\$ 5,000	\$ 25,000	\$ 262,000	\$ 52,600	\$ 99,000
Grand Total - Global Trade Development				\$ 50,000	\$ 175,366	\$ 971,086	\$ 15,000	\$ 75,700	\$ 1,287,152	\$ 667,410	\$ 421,350
FY2022 Budget - Global Trade Development				\$ 45,000	\$ 117,600	\$ 442,400	\$ 47,000	\$ 15,410	\$ 667,410		
FY2021 Budget - Global Trade Development					\$ 31,300	\$ 248,550	\$ 30,900	\$ 110,600	\$ 421,350		

Inclusion & Accessibility Tourism Operating Expenses	Month	Location	Travel	Prmtl Act-Promotnl Activities	556110 - Professional Dues- Memberships	580210 - Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			519TRV	546030	556110	580210			
Tradeshows, sponsorships, and partnerships									
Atlantis Events	Feb								
Carnival Week, Provincetown	Aug								
CONNECT 2023									
G360 Network, Buenos Aires	Nov								
G360 Network, Madrid	Sep								
Greater Fort Lauderdale LGBT Chamber of Commerce	Oct								
IGLTA, Puerto Rico	Sep								
Lesbian Provincetown Events	Mar-Sep								
LGBT Meeting Planners Association	Jan								
LGBT Tourism Forum, Sao Paulo, Brazil	July								
National Diversity & Leadership Conference, Houston	Apr								
National LGBT Chamber of Commerce (NGLCC) Annual Sponsorship	Aug								
National LGBT Chamber of Commerce (NGLCC) D.C. Event	Nov								
NGLCC Conference	Aug								
Olivia Cruises	Feb								
Travel & Adventures Show, NYC	Jan								
TravelAbility Accessibility Conference, San Antonio (multi events)	Various								
VACAYA Cruises	Jan								
WE Trade, Bogota, Colombia	Oct								
World Travel & Tourism Council -Puerto Rico	Apr								
New opportunities									
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>									
Tradeshows, sponsorships, and partnerships TOTAL							\$ 494,000	\$ 258,000	\$ 197,000
Marketing and sales missions									
San Francisco Mission	Apr		\$ 3,000				\$ 3,000		
Los Angeles Mission	May		\$ 3,000				\$ 3,000		
Marketing & sales missions Total			\$ 6,000	\$ -	\$ -	\$ -	\$ 6,000	\$ 6,000	\$ 6,000
Advertising and promotional									
Gay Families/Transgender (conference/event support)				\$ 12,500			\$ 12,500		
Advertising & promotional Total			\$ -	\$ 12,500	\$ -	\$ -	\$ 12,500	\$ 10,000	\$ 17,500
Group / Tourism Sponsorships (local-event incentives)									
ArtsUnited / Art Explosion	Oct	FtL				\$ 7,500	\$ 7,500		
CannonBall Events	Oct	FtL				\$ 20,000	\$ 20,000		
Fetish Weekend	May	FtL				\$ 20,000	\$ 20,000		
Floatarama	Jun	FTL				\$ 2,500	\$ 2,500		
Flock Fest	Jul	FtL Bch				\$ 7,500	\$ 7,500		
Florida Pageant	Oct	FTL				\$ 2,500	\$ 2,500		
JFOY	Sep	FTL				\$ 7,500	\$ 7,500		
Stonewall Wilton Manors	Jun	WM				\$ 12,500	\$ 12,500		
New opportunities						\$ 25,000	\$ 25,000		
Group / Tourism Sponsorships (local-event incentives) Total			\$ -	\$ -	\$ -	\$ 105,000	\$ 105,000	\$ 70,000	\$ 230,000
Grand Total - Inclusion & Accessibility Tourism			\$ 81,500	\$ 391,000	\$ 40,000	\$ 105,000	\$ 617,500	\$ 344,000	\$ 450,500
FY2022 Budget - Inclusion and Accessibility Tourism			\$ 55,500	\$ 188,500	\$ 30,000	\$ 70,000	\$ 344,000		
FY2021 Budget - Inclusion and Accessibility Tourism			\$ 45,500	\$ 165,000	\$ 10,000	\$ 230,000	\$ 450,500		

Marketing & Communications Operating Expenses	Prof Svcs-Cnslt Rsrch-Studies	Travel	Prmtl Act- Advertising	Prmtl Act- Demonstration Suppl	Prmtl Act-Promotnl Activities	Prmtl Act- Marketing	Prmtl Act-Public Relations	Prmtl Act- Entertainment	Professional Dues- Memberships	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
	512100	519TRV	546010	546020	546030	546050	546060	546070	556110			
Marketing and Sales Missions												
Consumer Activations in Key Feeder Markets		\$ 20,000			\$ 150,000					\$ 170,000		
Miscellaneous Employee Media Missions and Industry Expenses		\$ 50,000								\$ 50,000		
Visit Florida Media Mission Expenses		\$ 10,000								\$ 10,000		
Marketing and Sales Missions Total	\$ -	\$ 80,000	\$ -	\$ -	\$ 150,000	\$ -	\$ -	\$ -	\$ -	\$ 230,000	\$ 24,000	\$ 5,000
Advertising Agency Expenses												
Flat Fee Services (production, planning, media buying services, etc.)						\$ 1,234,200				\$ 1,234,200		
Public Relations Services						\$ 180,000				\$ 180,000		
Reimbursable Expenses for Optional Services						\$ 50,000				\$ 50,000		
Social Media Services						\$ 50,000				\$ 50,000		
Website Design Services						\$ -				\$ -		
Advertising Agency Expenses Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,514,200	\$ -	\$ -	\$ -	\$ 1,514,200	\$ 1,514,200	\$ 1,540,990
Advertising and Promotional												
Inventory Management, Shipping, Fulfillment				\$ 220,000						\$ 220,000		
Media Buys (Through Aqua or Directly Purchased)			\$ 9,579,144							\$ 9,579,144		
Promotional Items for Trade Shows, In-Market Groups, and Special Events				\$ 200,000						\$ 200,000		
Website Management, Including CRM, CMS, SEO, and Content Strategy						\$ 784,978				\$ 784,978		
Advertising and Promotional Total	\$ -	\$ -	\$ 9,579,144	\$ 420,000	\$ -	\$ 784,978	\$ -	\$ -	\$ -	\$ 10,784,122	\$ 9,915,778	\$ 6,153,792
Tradeshows, Sponsorships, and Partnerships												
Destinations Florida Conference Events, Registration and Travel												
Destinations International - Conferences + MarComm Add-Ons												
Gold Coast Concierge Association												
HSMIAI Certified Hospitality Digital Marketer (CHDM) x2												
Miscellaneous Travel (Ex: Mileage Reimbursement, Parking, Other Travel Expenses)												
Outdoor Writers Association of America Membership and Travel + Media Marketplace												
Public Relations Society of America - Travel + Tourism Conference 2022 x1 and Group Membership for 4												
Society of American Travel Writers - Membership for 2, Annual Conference for 1 and Media Marketplace												
Southeastern Outdoor Press (SEOPA)-Annual Membership and Conference												
TravMedia IMM Media Marketplace NYC 2022												
U.S. Travel IPW + Media Marketplace San Antonio, TX												
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>												
Tradeshows, sponsorships, and partnerships Total										\$ 48,055	\$ 41,180	\$ 7,000
Education and Training												
Destinations International - CDME Program x2		\$ 2,000							\$ 3,000	\$ 5,000		
ESTO x2		\$ 4,000								\$ 4,000		
Simpleview Website Annual Conference & Training		\$ 6,000								\$ 6,000		
Education and Training Total	\$ -	\$ 12,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000	\$ 15,000	\$ 3,000	\$ -
Research and data												
PR & Marketing Tools (Ex: Meltwater, Cision, Bandwango, TravMedia Platform)							\$ 56,500			\$ 56,500		
Research and data Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56,500	\$ -	\$ -	\$ 56,500	\$ 92,500	\$ 20,000
Grand Total - Marketing & Communications	\$ -	\$ 136,200	\$ 9,579,144	\$ 420,000	\$ 150,000	\$ 2,299,178	\$ 56,500	\$ -	\$ 6,855	\$ 12,647,877	\$ 11,590,658	\$ 7,726,782
FY2022 Budget - Marketing and Communications	\$ 36,000	\$ 65,150	\$ 8,815,778	\$ 170,000	\$ 20,000	\$ 2,444,200	\$ 56,500	\$ -	\$ 3,030	\$ 11,590,658		
FY2021 Budget - Marketing and Communications		\$ 5,000	\$ 4,928,792	\$ 250,000		\$ 2,515,990			\$ 7,000	\$ 7,726,782		

MICE Group Sales Operating Expenses	Month	Location	Prof Svcs-Cnslt Rsrch-Studies	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Professional Dues- Memberships	Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			512100	519TRV	546030	546070	556110	580210			
Trade show, convention, and association fees											
ASAE & The Center - Annual Meeting & Tradeshow (partner co-op) (4 registrations)	Aug										
ASAE & The Center - Partner Conference	Nov										
ASAE & The Center - Partnership											
Association Forum Membership											
Association of Meeting Professionals - AMPs Golf Tournament: Beverage Cart Sponsorship	May										
Association of Meeting Professionals - Holiday Event Sponsorship	Dec										
Association of Meeting Professionals: Membership											
Carolina Chapter Meeting Planner International Annual Meeting (partner co-op) (inconjunction with sales mission)	May										
Conference Direct Partner Program - Annual Partner Meeting	May										
Conference Direct Partnership											
Connect - Faith	Oct										
Connect - Florida	Nov										
Connect - Georgia	Nov										
Connect - Marketplace (EXPO)-Corporate/Association	Aug										
Connect - Partnership											
CVENT Connect Marketplace Tradeshow	May										
Destination Celebration Tradeshow & Sales Mission (partner co-op) Indiana	Oct										
Destination Celebration Tradeshow & Sales Mission (partner co-op) Kansas City	Apr										
Destination Celebration Tradeshow & Sales Mission (partner co-op) Minneapolis	Sep										
Destination Celebration Tradeshow & Sales Mission (partner co-op) Ohio	May										
Destination International (DI) - Dinner Celebration & Destination Tradeshow Washington (partner co-op)	Mar										
Destinations International (DI) Annual Event	Jul										
District of Columbia CVB Reps - Membership											
District of Columbia January Dion's Client Event (sports or entertainment venue) (partner co-op)	Jan										
District of Columbia July Dion's Client Events (sports or entertainment venue) (partner co-op)	Jul										
District of Columbia CVB Reps Holiday Client Event	Dec										
District of Columbia CVB Reps Summer Client Event	Jul										
District of Columbia FALL Sales Mission & Gold Cup Horserace (partner co-op)	Oct										
District of Columbia SPRING Sales Mission (will happen over AMPs Golf Tournament)	Mar										
District of Columbia: Leading Authorities - Sponsorship											
Events Industry Council Preferred Provider - CMP Certification and credits for Meeting Planners	Jan										
Experient Next	Aug										
Expo Expo! International Association of Exhibition Executives (IAEE) Annual Tradeshow	Dec										
Finance Insurance Corporate Planners - Membership											
Finance Insurance Corporate Planners Annual Conference - Sponsorship	Nov										
Finance Insurance Corporate Planners Winter Symposium - Sponsorship	Jan										
Florida Society of Association Executives Membership											
Florida Society of Association Executives - Annual Conference	Jul										
Florida Society of Association Executives - Education Day	Oct										
Georgia Society of Association Executives (GSAE) Membership											
GPS Destinations DMC Collective (1 event Sept & 1 in Oct)	Sep / Oct										
Greater Fort Lauderdale Chamber of Commerce Membership											
HELMS BRISCOE Annual Event	Apr										
HelmsBriscoe Partnership											
Holiday Showcase - Chicago , IL (partner co-op)	Dec										
IMEX America (partner co-op)	Oct										
International Association of Exhibitions & Events Women's Leadership Forum	Mar										
Maritz DMO Partnership											
Meeting Professionals International - (memberships max 5)											
Meeting Professionals International - Greater MidWest Chapter Golf Outting Sponsorship	May										

MICE Group Sales - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-Entertainment	Professional Dues-Memberships	Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			Rsrch-Studies		Activities						
			512100	519TRV	546030	546070	556110	580210			
Meeting Professionals International - (memberships max 5)											
Meeting Professionals International - Greater MidWest Chapter Golf Outting Sponsorship	May										
Meeting Professionals International - Kentucky Derby Days Networking Event (partner co-op)	Apr										
Meeting Professionals International - Mid Atlantic Expo (Day of Learning)	Apr										
Meeting Professionals International - New England Chapter Sponsorship	Mar										
Meeting Professionals International - Partnership											
Meeting Professionals International - South Florida Annual Sponsorship Event	Jun										
Meeting Professionals International - Thought Leaders Summit	Nov										
Meeting Professionals International - World Education Conference (WEC) (partner co-op)	Jun										
Meetings Today Live (Tradeshow)	Nov										
Midwest Destination Reps Membership											
New York Society of Association Executives - Meet New York Day - Sponsorship	Mar										
New York Society of Association Executives Membership											
Northeast CVB Reps Events/ Fall Event	Oct										
Northeast CVB Reps Events/ Spring Event	May										
Northeast New York Area Fall Client Event & Sales Mission (partner co-op)	Sep										
Northeast New York Area Spring Client Event & Sales Mission (partner co-op)	Mar										
Northeast Convention Visitors Bureau Representatives Membership											
NorthSTAR Destination Southeast Tradeshow	Aug										
Professional Convention Management Association - Convening Leaders	Jan										
Professional Convention Management Association - Education Conference	Jun										
Professional Convention Management Association - Partnership Summit	Jun										
Professional Convention Management Association - Visionary Awards	Jun										
Professional Convention Meeting Planners Association Partnership											
Professional Convention Meeting Planners Association Philadelphia Baseball Event - Sponsorship	Jun										
Reston Herndon Meeting Planner - Summer Camp Sponsorship											
Society of Government Meeting Planners - National Education Conference	Jun										
Society of Government Meeting Planners - Sponsorship											
Society of Government Meeting Professionals Membership											
Society of Incentive Travel Excellence (SITE) - Southeast / Florida Caribbean	Jul										
Society of Independent Show Organizers - CEO Summit	Apr										
Tallahassee Client Appreciation Event	Jan										
US Travel Association - Meetings Mean Business Coalition Membership											
VISIT FLORIDA's Florida Encounter	Nov										
West Coast Client Event											
Other trade show, convention, association fees, booth displays materials											
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>											
Trade show, convention, and association fees Total									\$ 1,226,995	\$ 1,419,070	\$ 1,179,530

MICE Group Sales - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-Entertainment	Professional Dues-Memberships	Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			512100	519TRV	546030	546070	556110	580210			
Marketing and sales missions											
NE: Boston & Connecticut Sales Mission (partner co-op)	Q2			\$ 1,200		\$ 6,000			\$ 7,200		
NE: Philly, New York, New Jersey Sales Mission (partner co-op)	Jun			\$ 500		\$ 11,000			\$ 11,500		
NE: Local Weekly sales calls				\$ 2,000		\$ 15,000			\$ 17,000		
DC: local weekly Sales Calls				\$ 8,000		\$ 15,000			\$ 23,000		
MW: Chicago Sales Mission (partner co-op) / MPI Chicago area golf sponsorship (separate line)	May			\$ 200		\$ 5,000			\$ 5,200		
MW: local weekly sales calls				\$ 3,000		\$ 15,000			\$ 18,000		
SE: Georgia Sales Mission (partner co-op)	Feb			\$ 1,500		\$ 3,000			\$ 4,500		
SE: North Carolina Sales Mission (partner co-op) %%	May			\$ 1,500		\$ 3,000			\$ 4,500		
SE: Florida Sales Mission (partner co op)	Apr			\$ 2,300		\$ 4,000			\$ 6,300		
West Coast Sales Mission (partner co-op)	Apr			\$ 1,800		\$ 7,500			\$ 9,300		
West Coast Sales Calls				\$ 4,000		\$ 6,000			\$ 10,000		
Local Florida - Site Inspections				\$ 20,000		\$ 40,000			\$ 60,000		
Marketing and sales missions Total			\$ -	\$ 46,000	\$ -	\$ 130,500	\$ -	\$ -	\$ 176,500	\$ 158,500	\$ 175,000
Destination previews											
Destination Preview (NE Market)	Mar			\$ 8,000		\$ 15,000			\$ 23,000		
Destination Preview (MW Market)	May			\$ 8,000		\$ 20,000			\$ 28,000		
Destination Preview (DC Market)	Jul			\$ 8,000		\$ 20,000			\$ 28,000		
Destination Preview (SE Market)	Sep			\$ 8,000		\$ 15,000			\$ 23,000		
Destination previews Total			\$ -	\$ 32,000	\$ -	\$ 70,000	\$ -	\$ -	\$ 102,000	\$ 90,000	\$ 147,000
Group / Tourism Sponsorships (local-event incentives)											
2022 ALPA Board Of Directors Meeting	Oct 9-22, 2022	Hollywood						\$ 25,000	\$ 25,000		
2022 Cruise World	Sep 26-Oct 2, 2022	BCCC						\$ -	\$ -		
2023 AGA Financial Forum	May 20-24, 2023	Fort Lauderdale						\$ 17,500	\$ 17,500		
2023 AHOU Annual Conference - Association of Home Office Underwriters, Inc.	Apr 16-19, 2023	Hollywood						\$ 25,000	\$ 25,000		
2023 Annual Conference - Dolphin Imaging	Mar 7-12, 2023	Fort Lauderdale						\$ 7,500	\$ 7,500		
2023 Color Street Leadership Summit	Feb 6 -12, 2023	Hollywood						\$ 10,000	\$ 10,000		
2023 Franchise Expo South	Jan 23-29, 2023	BCCC						\$ -	\$ -		
2023 The Advocacy Conference	Feb 6-9, 2023	Fort Lauderdale						\$ 5,500	\$ 5,500		
8th Annual Scientific Symposium of the National PERT Consortium	Sep 26 - Oct 2, 2022	BCCC						\$ -	\$ -		
ACN Elevate	Sep 27-Oct 2, 2022	BCCC						\$ -	\$ -		
American Association for Respiratory Care AARC Summer Meetings	Jul 14-18, 2023	Fort Lauderdale						\$ 18,740	\$ 18,740		
Black Chief Officers Committee - BCOC Annual Conference 2023	Jun 17-25, 2023	Fort Lauderdale						\$ 7,000	\$ 7,000		
CEO-MC Conference 2023 - Community Associations Institute 2023	Sep 18-24, 2023	Hollywood						\$ 3,500	\$ 3,500		
CHA Assembly 2023	Jun 8-14, 2023	Hollywood						\$ 10,000	\$ 10,000		
Evangelical Lutheran Church of America - ELCA	May 7-11, 2023	Pompano Beach						\$ 1,000	\$ 1,000		
FACHC 2023 Annual Conference - Florida Assn of Community Health Centers, Inc.	July 28 - Aug 2, 2023	Fort Lauderdale						\$ 5,306	\$ 5,306		
Florida Apartment Association Education Conference & Trade Show 2022	Sep 26 - Oct 1, 2022	Hollywood						\$ 15,572	\$ 15,572		
Global Travel Marketplace 2023	May 2-7, 2023	Hollywood						\$ 50,000	\$ 50,000		
HCPA 2022 Annual Meeting	Dec 4-8, 2022	Fort Lauderdale						\$ 15,000	\$ 15,000		
Jack & Jill - SE Regional Teen Conference 2023	June 12-18, 2023	Hollywood						\$ 10,000	\$ 10,000		
Jones Day Partner Meeting 2022	Nov 12-20, 2022	Hollywood						\$ 20,000	\$ 20,000		
LPL Financial - Financial Program Leadership Conf.	Feb 11-17, 2023	Fort Lauderdale						\$ 3,808	\$ 3,808		
NACRW - North American Chemical Residue Workshop 2023	July 20-28, 2023	Fort Lauderdale						\$ 5,000	\$ 5,000		
NASSCO 2023 Annual Meeting - National Association of Sewer Service Companies	Apr 15-21, 2023	Hollywood						\$ 2,000	\$ 2,000		
NFTE 2023 Teacher's Summit - Network for Teacher Entrepreneurship	July 9-16, 2023	Fort Lauderdale						\$ 8,000	\$ 8,000		
NRTA 2023 Annual Meeting - National Retail Tenants Association, Inc.	Sep 15-22, 2023	Fort Lauderdale						\$ 10,400	\$ 10,400		
OBU National 2023	Jan 19-28, 2023	Hollywood						\$ 8,000	\$ 8,000		
Passover 2023	Apr 4-13, 2023	Fort Lauderdale						\$ 25,000	\$ 25,000		
S.E.E. 2023 Annual Conference & Trade Show	June 24-30, 2023	Hollywood						\$ 19,180	\$ 19,180		
Sigma Nu Fraternity, Inc. 70th Grand Chapter Meeting	Jun 25-Jul 2, 2023	Fort Lauderdale						\$ 7,500	\$ 7,500		
Southern Thoracic Surgical Association 69th Annual Meeting	Nov 9-12, 2022	Hollywood						\$ 4,900	\$ 4,900		
UTC 2023 Telecom & Technology Conference	Jun 5-9, 2023	BCCC						\$ -	\$ -		
New opportunities								\$ 710,000	\$ 710,000		
Group / Tourism Sponsorships (local-event incentives) Total			\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,050,406	\$ 1,050,406	\$ 938,892	\$ 813,128

MICE Group Sales - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-	Professional Dues-	Aid to Priv	Totals	FY22 Budget	FY21 Budget
			Rsrch-Studies		Activities	Entertainment	Memberships	Organizations			
			512100	519TRV	546030	546070	556110	580210			
Research and data											
Database Lists & Similar tools			\$ 30,000						\$ 30,000		
MINT Reports, and empowerMINT listing			\$ 15,000						\$ 15,000		
Future Pace			\$ 10,000						\$ 10,000		
Meetings Database Institute			\$ 35,000						\$ 35,000		
Research and data Total			\$ 90,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90,000	\$ 55,000	\$ 98,000
Education and training											
Certified Meeting Professional (CMP) Training (Group Team)				\$ 10,000					\$ 10,000		
Remote staff training in Broward				\$ 10,000					\$ 10,000		
Education and training Total			\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 10,000	\$ 10,000
Grand Total - MICE Group Sales			\$ 90,000	\$ 207,600	\$ 1,040,400	\$ 265,650	\$ 11,845	\$ 1,050,406	\$ 2,665,901	\$ 2,671,462	\$ 2,422,658
FY2022 Budget - MICE Group Sales			\$ 55,000	\$ 178,750	\$ 1,207,875	\$ 279,400	\$ 11,545	\$ 938,892	\$ 2,671,462		
FY2021 Budget - MICE Group Sales			\$ 98,000	\$ 171,750	\$ 913,625	\$ 410,705	\$ 15,450	\$ 813,128	\$ 2,422,658		

Multicultural Business & Community Engagement Operating Expenses	Month	Location	Prof Svcs-Cnslt Rsrch-Studies	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			512100	519TRV	546030	546070	580210			
Trade show, convention, and association fees										
National Association of Black Journalists	Aug	Birmingham, AL								
Jamaican Jerk Festival (activation)	Jul	New York								
National Coalition of Black Meeting Planners	Nov	Jacksonville, FL								
Religious Conference Management Association - Emerge	Jan	Chattanooga, TN								
Women of Color Empowerment Summit	Jun	Fort Lauderdale								
New opportunities										
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>										
Trade show, convention, and association fees Total								\$ 126,500	\$ 182,900	\$ 84,000
Marketing and sales missions										
Lead generation consultant			\$ 75,000					\$ 75,000		
Site Visits / Unscheduled Travel				\$ 10,000				\$ 10,000		
Washington, D.C. Clients Event	Oct	DC		\$ 2,500		\$ 2,500		\$ 5,000		
Marketing and sales missions Total			\$ 75,000	\$ 12,500	\$ -	\$ 2,500	\$ -	\$ 90,000	\$ 15,000	\$ 15,000
Advertising and promotional										
Black History Month Promotion/Marketing	Feb	Various			\$ 10,000			\$ 10,000		
New opportunities - advertising & promotions					\$ 50,000			\$ 50,000		
Advertising and promotional Total			\$ -	\$ -	\$ 60,000	\$ -	\$ -	\$ 60,000	\$ 90,000	\$ 290,000
Group / Tourism Sponsorships (local-event incentives)										
Afro-Carib Festival	Feb	Miramar					\$ 50,000	\$ 50,000		
Balloons & Bubbles	Nov	TBD					\$ 20,000	\$ 20,000		
Caribbean Culture Fest	Oct	Miramar					\$ 5,000	\$ 5,000		
Caribbean Rum	Dec	Hollywood					\$ 10,000	\$ 10,000		
Food & Wine Fete	Nov	Hallandale					\$ 5,000	\$ 5,000		
HBC Reunion	Dec	BCCC					\$ 40,000	\$ 40,000		
Jamaican Jerk Festival	Nov	Miramar					\$ 20,000	\$ 20,000		
Namaste Festival	Dec	Pompano Beach					\$ 5,000	\$ 5,000		
Taste of the Caribbean Islands	Jun	Miramar					\$ 20,000	\$ 20,000		
Taste The Island Experience	May	Fort Lauderdale					\$ 10,000	\$ 10,000		
Unifest	Jun	Lauderhill					\$ 5,000	\$ 5,000		
New opportunities							\$ 50,000	\$ 50,000		
Group / Tourism Sponsorships (local-event incentives) Total			\$ -	\$ -	\$ -	\$ -	\$ 240,000	\$ 240,000	\$ 225,000	\$ 75,000
Education and training										
CDME/Destinations International				\$ 4,000				\$ 4,000		
Education and training Total			\$ -	\$ 4,000	\$ -	\$ -	\$ -	\$ 4,000	\$ -	\$ -
Grand Total - Multicultural Business and Community Engagement			\$ 75,000	\$ 28,000	\$ 175,000	\$ 2,500	\$ 240,000	\$ 520,500	\$ 512,900	\$ 464,000
FY2022 Budget - Multicultural Business and Community Engagement				\$ 21,500	\$ 263,900	\$ 2,500	\$ 225,000	\$ 512,900		
FY2021 Budget - Multicultural Business and Community Engagement				\$ 21,500	\$ 365,000	\$ 2,500	\$ 75,000	\$ 464,000		

Sports Group Sales and Special Events Operating Expenses	Month	Location	Prof Svcs-Cnslt Rsrch-Studies	Travel	Prmtl Act-Promotnl Activities	Prmtl Act- Entertainment	Professional Dues- Memberships	Aid to Priv Organizations	Totals	FY22 Budget Section Compare	FY21 Budget Section Compare
			512100	519TRV	546030	546070	556110	580210			
Trade show, convention, and association fees											
Amateur Athletic Union											
Amateur Athletic Union (AAU) Convention	Oct										
Amateur Athletic Union (AAU) Headquarters Visit-Orlando	Jan										
Amateur Athletic Union (AAU) Junior Olympics	Jul										
Association of Chief Executives for Sport (ACES)											
Association of Chief Executives for Sport (ACES) Conference - Colorado	Oct										
Colorado Springs Client Visit - USOC, NGB's	TBD										
CONNECT Diversity Sports Summit	May										
CONNECT Sports Marketplace	Aug										
eSports Summit	Dec										
Florida Festivals & Events Association											
Florida Festivals & Events Association Annual Convention & Tradeshow	Aug										
Florida Sports Foundation											
Florida Sports Foundation Annual Meeting	May										
Florida Sports Foundation Round Table (4 times p/year) Various FL cities	TBD										
Huddle Up Group/Scout											
Huddle Up Group/Scout Partner Workshop	TBD										
Indianapolis Client Visit - NCAA, NGB's	TBD										
National Sports Forum	Aug										
NHL All-Star Game	Feb										
SportAccord	Nov										
Sports ETA Summit (education)	Oct										
Sports Events & Tourism Association	May										
Sports Express	Jan										
Sports Relationship Conference	Sep										
Sunshine Sports Council											
Sunshine Sports Council - Innovation Think Tank	Mar										
TEAMS Conference-Northstar Travel Group											
Tour Connection	Aug										
Tourism Day Florida Sports Foundation meeting-Tallahassee	Mar										
USA Swimming Championships	TBD										
USA Volleyball Championships	Jul										
USATF Outdoor Championships	Jun										
World Congress of Sports	Mar/Apr										
X Games	Jul										
Other trade show, convention, and association fees											
<i>*The projected expenses are included within, and will not exceed, the Trade shows, sponsorships, and partnerships total budget in this section.</i>											
Trade show, convention, and association fees Total									\$ 313,200	\$ 307,900	\$ 85,450
Destination previews											
On the Road with Broward Sports						\$ 30,000			\$ 30,000		
Sports and Entertainment FAM						\$ 30,000			\$ 30,000		
Tortuga						\$ 20,000			\$ 20,000		
Destination previews Total			\$ -	\$ -	\$ -	\$ 80,000	\$ -	\$ -	\$ 80,000	\$ 55,000	\$ 40,000
Advertising and promotional											
Fort Lauderdale Swim Training Season		Various			\$ 20,000				\$ 20,000		
Live Nation - Tortuga Destination Marketing x 2		Various		\$ 5,000	\$ 15,000				\$ 20,000		
Industry Promotions					\$ 10,000				\$ 10,000		
Advertising and promotional Total			\$ -	\$ 5,000	\$ 45,000	\$ -	\$ -	\$ -	\$ 50,000	\$ 42,000	\$ 25,000

Sports Group Sales and Special Events - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-	Professional Dues-	Aid to Priv	Totals	FY22 Budget	FY21 Budget
			Rsrch-Studies		Activities	Entertainment	Memberships	Organizations			
			512100	519TRV	546030	546070	556110	580210			
Sports - Group / Tourism Sponsorships (local-event incentives)											
13.1 Half Marathon	Oct	FTL						\$ 5,000	\$ 5,000		
8th Annual Swim Fort Lauderdale Int Classic Nova	Jun	Davie						\$ 4,500	\$ 4,500		
A1A Marathon & Half Marathon, expo	Feb	FTL						\$ 10,000	\$ 10,000		
AAU Diving	May	Coral Springs						\$ 5,500	\$ 5,500		
AAU High School Elite Track & Field Championships	Jun	Miramar						\$ 5,000	\$ 5,000		
AAU Hoopfluence Series	Oct-Jul	Deerfield						\$ 15,000	\$ 15,000		
AAU Karate Nationals	Jun	BCCC						\$ -	\$ -		
AAU Masters National Track & Field Championships	Jul	Miramar						\$ 3,500	\$ 3,500		
AAU Regional Track & Field Championships	Jun	Miramar						\$ 5,000	\$ 5,000		
AAU Taekwondo Nationals	July	BCCC						\$ -	\$ -		
AAU Thanksgiving Invitation Track & Field Championships	Nov	Miramar						\$ 1,500	\$ 1,500		
AAU Volleyball	June	BCCC						\$ -	\$ -		
American College Cricket	Nov	Lauderhill						\$ 5,000	\$ 5,000		
Artistic Swimming	Various	Coral Springs						\$ 7,500	\$ 7,500		
Atlantic Coast Pro Am Bodybuilding	Nov	BCCC						\$ -	\$ -		
AVP America Pro Tour Tier 2	Jul	FTL						\$ 50,000	\$ 50,000		
Balling on the Beach	Mar	BCCC						\$ -	\$ -		
Battle 7 v 7	Jan	FTL						\$ 15,000	\$ 15,000		
Battle Youth National Championships	Dec	FTL						\$ 35,000	\$ 35,000		
Broward High School Football Challenge	Aug	Various						\$ 25,000	\$ 25,000		
Broward Table Tennis Robopong Series	Apr	Davie						\$ 7,500	\$ 7,500		
BVNE	Jun	Pompano						\$ 7,500	\$ 7,500		
Capital One Orange Bowl	Jan	Multiple						\$ 215,000	\$ 215,000		
Champions League Hockey Series	Dec	Coral Springs						\$ 25,000	\$ 25,000		
Citrus Wrestling	Dec	BCCC						\$ -	\$ -		
City Bike Triathlon - Las Olas Tri	Dec	FTL						\$ 5,000	\$ 5,000		
Clash of Titals Volleyball	May	BCCC						\$ -	\$ -		
Clean Machine	Mar	BCCC						\$ -	\$ -		
Cloverleaf Volleyball	Mar	BCCC						\$ -	\$ -		
Coach O Florida International Invitational (AAU T&F)	Jun	Miramar						\$ 2,000	\$ 2,000		
CONCACAF/US Training Certification	Jan	FTL						\$ 7,500	\$ 7,500		
Cricket: India vs. West Indies	Aug	Lauderhill						\$ 100,000	\$ 100,000		
CS Winter Invite Swimming	Feb	Coral Springs						\$ 7,500	\$ 7,500		
Cycling Series	Various	Various						\$ 10,000	\$ 10,000		
Davie Pro Events & SE Circuit Rodeo	Various	Davie						\$ 32,500	\$ 32,500		
FHSAA Football Championships	Dec	FTL						\$ 420,000	\$ 420,000		
FIN Swimming Championships	May	Coral Springs						\$ 9,000	\$ 9,000		
FL Exposure Cup	Feb	Coral Springs						\$ 20,000	\$ 20,000		
FL Lacrosse Classic	May	Weston						\$ 7,500	\$ 7,500		
FL State Men's Bowling	Feb	Sunrise						\$ 10,000	\$ 10,000		
Flag Football Gay Bowl	Apr	Lauderhill						\$ 4,000	\$ 4,000		
FLIRT LGBT Event	Dec	Sunrise						\$ 2,500	\$ 2,500		
Florida Fest (Florida Region Volleyball)	Jan	BCCC						\$ -	\$ -		
Florida Gold Coast AAU Track & Field District Qualifier	Jun	Miramar						\$ 2,000	\$ 2,000		
Force Crossfit	Nov	Davie						\$ 5,000	\$ 5,000		
Fort Lauderdale Beach Volleyball Series	Various	Ft Laud, Pomp Bch						\$ 5,000	\$ 5,000		
Fort Lauderdale Invite Volleyball	Jan	BCCC						\$ -	\$ -		
Fright Invite Gymnastics	Mar	Coral Springs						\$ 9,000	\$ 9,000		
Gay Basketball World Championships	Nov	Deerfield						\$ 10,000	\$ 10,000		
Florida Crown Championship	Mar	Coral Springs						\$ 7,500	\$ 7,500		
Hall of Fame Classic Baseball Series	Feb	Pompano						\$ 7,000	\$ 7,000		

Sports Group Sales and Special Events - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-	Professional Dues-	Aid to Priv	Totals	FY22 Budget	FY21 Budget
			Rsrch-Studies		Activities	Entertainment	Memberships	Organizations			
			512100	519TRV	546030	546070	556110	580210			
Hoopfluence Basketball Series (6 AAU Basketball Tournaments)	Oct-Jul	Deerfield, Coral Sprgs						\$ 15,000	\$ 15,000		
Hurricane Showdown Gay Softball	Nov	FTL						\$ 5,000	\$ 5,000		
InterMiami CF International Soccer Series	Various	FTL						\$ 50,000	\$ 50,000		
International Slow Pitch Appreciation	Jan	FTL						\$ 4,000	\$ 4,000		
International Slow Pitch Winter Worlds	Feb	FTL						\$ 4,000	\$ 4,000		
International Water Polo	Feb	Coral Springs						\$ 7,500	\$ 7,500		
IPF Classic World Powerlifting Championship	Jun	BCCC						\$ -	\$ -		
ISHOF Annual Induction Swimming	Nov	FTL						\$ 5,000	\$ 5,000		
ISL Swim Season June 2023	Jun	Coral Springs						\$ 50,000	\$ 50,000		
ITF Level 4 Tennis	Apr	Plantation						\$ 5,000	\$ 5,000		
Jimmy Johnson Fishing Tournament	Mar	Multiple						\$ 35,000	\$ 35,000		
Junior Olympic Swimming CS	Jan	Coral Springs						\$ 4,500	\$ 4,500		
Kreul Classic	Dec	Coral Springs						\$ 14,000	\$ 14,000		
LATAM Hockey Tournament	Oct	Coral Springs						\$ 20,000	\$ 20,000		
Lauderdale Yacht Club Sailing Regatta Series	Jan-May	FTL						\$ 15,000	\$ 15,000		
Level 6 Gymnastics	Apr	Coral Springs						\$ 8,500	\$ 8,500		
LMS Cricket Broward Open	Mar	Lauderhill						\$ 5,000	\$ 5,000		
LMS Cricket World Cup	Nov	Lauderhill						\$ 5,000	\$ 5,000		
Lohberg Swim Invite	May	Coral Springs						\$ 5,000	\$ 5,000		
Maccabi Games	Aug	Various						\$ 100,000	\$ 100,000		
Masters Basketball Champs	May	Deerfield						\$ 10,000	\$ 10,000		
Masters Swimming Championships	Mar	Coral Springs						\$ 5,000	\$ 5,000		
Men's Dev Program East Gymnastics Champs	Apr	BCCC									
Miramar T&F events	Various	Miramar						\$ 25,000	\$ 25,000		
MLK Volleyball	Jan	BCCC						\$ -	\$ -		
Mrs. Hockey Invitational	Jan	Coral Springs						\$ 20,000	\$ 20,000		
NAPST Canadian Police Association	Nov	Weston						\$ 12,000	\$ 12,000		
National Wrestling Coaches Association Convention	Jul	BCCC						\$ -	\$ -		
NAVGA	Jul	BCCC						\$ -	\$ -		
Netball Juniors	Apr	Miramar						\$ 3,000	\$ 3,000		
Netball Seniors	Nov	Miramar						\$ 3,000	\$ 3,000		
Newbreed Grappling Winter Tournament	Jun	Coral Springs						\$ 7,500	\$ 7,500		
NHL All-Star Game	Feb	Sunrise						\$ 500,000	\$ 500,000		
NUVO Dance	Mar	BCCC						\$ -	\$ -		
NW Track and Field Classic	Jun	Pompano Beach						\$ 25,000	\$ 25,000		
Orange Blossom Classic	Sep	Various						\$ 50,000	\$ 50,000		
Orange Bowl Basketball Classic	Dec	Sunrise						\$ 25,000	\$ 25,000		
Orange Bowl DIII Basketball Festival	Nov	Davie						\$ 10,000	\$ 10,000		
Orange Bowl International Tennis Championships	Apr	Plantation						\$ 10,000	\$ 10,000		
Orange Classic Soccer	Oct	Weston						\$ 10,000	\$ 10,000		
Panthers IceDen Hockey Series (CANAM, CHE, TCS Showdown, TCS Sunshine Cup, SAHOF, Liberty Bell)	Oct-Sept	Coral Springs						\$ 15,000	\$ 15,000		
Plantation ITF	May	Plantation						\$ 5,000	\$ 5,000		
Plantation Pickleball Tournament	TBD	Plantation						\$ 20,000	\$ 20,000		
Plantation Swimming Event Series	Various	Plantation						\$ 7,500	\$ 7,500		
Rabbi Race	Dec							\$ 5,000	\$ 5,000		
Rank Up Youth Football	Dec	Miramar						\$ 10,000	\$ 10,000		
Region 8 Men's Gymnastics Championship	Mar/Apr	BCCC						\$ -	\$ -		
Rising Stars Events	Various	Plantation, Davie						\$ 20,000	\$ 20,000		
Ruggerfest	Feb	Cooper City						\$ 3,500	\$ 3,500		
SFTL Spring Swim Invitational	Apr	FTL						\$ 2,500	\$ 2,500		
SFTL Swim International Classic	Jun	FTL						\$ 5,000	\$ 5,000		
Soccer Coaches Recertification	Jan	FTL						\$ 4,000	\$ 4,000		
Spring Bash Volleyball	Apr	BCCC						\$ -	\$ -		

Sports Group Sales and Special Events - continued	Month	Location	Prof Svcs-Cnslt	Travel	Prmtl Act-Promotnl	Prmtl Act-	Professional Dues-	Aid to Priv	Totals	FY22 Budget	FY21 Budget
			Rsrch-Studies		Activities	Entertainment	Memberships	Organizations			
			512100	519TRV	546030	546070	556110	580210			
Sr Swim Champs Coral Springs	Apr	Coral Springs						\$ 8,200	\$ 8,200		
Sun and Surf Gymnastics Invite	Jan	Coral Springs						\$ 10,000	\$ 10,000		
Sunshine State Games	Various	Various						\$ 10,000	\$ 10,000		
Tim Rand Invite	Mar	BCCC						\$ -	\$ -		
Ultimate Grand Prix Fitness Competition	Oct	BCCC						\$ -	\$ -		
US Jr Judo Open x 2	Jul	BCCC						\$ -	\$ -		
US Masters Swimming Invite	May/Jun	FTL						\$ 2,500	\$ 2,500		
US National Table Tennis Championship	Jul	FTL						\$ 30,000	\$ 30,000		
USA Diving	Various	Coral Springs						\$ 6,000	\$ 6,000		
USA Diving Regional Classic	Apr/May	FTL						\$ 3,000	\$ 3,000		
USA Swimming TYR Pro Series	Mar	FTL						\$ 25,000	\$ 25,000		
USAV All-Star Champs and Camp	Jul	BCCC						\$ -	\$ -		
USAV Beach	Jul	FTL						\$ 40,000	\$ 40,000		
USTA Girls 14s National Clay Court Champs Tennis	Jul	Plantation						\$ 8,000	\$ 8,000		
USTA National Men Women Open Clay Court Champs	May	FTL						\$ 6,000	\$ 6,000		
Veterans Day Weekend Hockey Tournament	Nov	Coral Springs						\$ 7,500	\$ 7,500		
Weston Cup Soccer Tournament	Feb	Multiple						\$ 15,000	\$ 15,000		
Winners Choice Cheer Championships	Mar	BCCC						\$ -	\$ -		
Xcel Regional Gymnastics Champs	May	BCCC						\$ -	\$ -		
YMCA Events	Various	FTL						\$ 50,000	\$ 50,000		
New opportunities								\$ 80,000	\$ 80,000		
Sports - Group / Tourism Sponsorships (local-event incentives) Total			\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,602,200	\$ 2,602,200	\$ 2,016,200	\$ 1,101,350
Special Events - Tourism Event Sponsorships											
Audacy Beach Festival		FTL						\$ 250,000	\$ 250,000		
Audacy Country (Stars and Straps)	Nov	Hollywood						\$ 100,000	\$ 100,000		
Florida Marching Band State Championship	Dec	FTL						\$ 20,000	\$ 20,000		
Florida Renaissance Festival		Deerfield						\$ 50,000	\$ 50,000		
Fort Lauderdale Air Show	Apr/May	FTL						\$ 85,000	\$ 85,000		
Fort Lauderdale International Auto Show	Mar	BCCC						\$ 50,000	\$ 50,000		
Futurist Conference		FTL						\$ 50,000	\$ 50,000		
Greater Fort Lauderdale Food & Wine Festival		FTL						\$ 245,000	\$ 245,000		
Greater Fort Lauderdale Science Festival	Various	FTL						\$ 75,000	\$ 75,000		
IGNITE Festival		FTL						\$ 25,000	\$ 25,000		
Kids by the Sea / Sandcastles	Jun	LBTS						\$ 12,000	\$ 12,000		
Monitor Music Awards	Oct	Hollywood						\$ 35,000	\$ 35,000		
NSU Art Festival	Dec	FTL						\$ 5,000	\$ 5,000		
SeaGlass	Jan	FTL						\$ 50,000	\$ 50,000		
Tortuga 23	Apr	FTL						\$ 200,000	\$ 200,000		
Wings, Wheels & Fashion	Apr	FTL						\$ 15,000	\$ 15,000		
Winterfest	Dec	FTL						\$ 90,000	\$ 90,000		
New opportunities								\$ 175,000	\$ 175,000		
Events - Group / Tourism Sponsorships (local-event incentives) Total			\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,532,000	\$ 1,532,000	\$ 990,000	\$ -
Research and data											
Sports Facilities Feasibility			\$ 35,000						\$ 35,000		
Professional Development / Education			\$ 7,500						\$ 7,500		
Research and data Total			\$ 42,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,500	\$ 35,000	\$ -
Grand Total - Sports and Special Events			\$ 42,500	\$ 66,850	\$ 253,400	\$ 112,750	\$ 10,200	\$ 4,134,200	\$ 4,619,900	\$ 3,446,100	\$ 1,251,800
FY2022 Budget - Sports and Special Events			\$ 35,000	\$ 66,550	\$ 241,400	\$ 86,750	\$ 10,200	\$ 3,006,200	\$ 3,446,100		
FY2021 Budget - Sports and Special Events				\$ 38,600	\$ 64,850	\$ 40,000	\$ 7,000	\$ 1,101,350	\$ 1,251,800		