

**Travel Lane County**  
**Combined Budget**  
**Fiscal Year 2024**

AC#	Account Name	FY24 Budget	Mid Year FY23 Revised Budget	FY23 Actuals YTD through 4/30/23	FY23 Year End Estimate	FY24:FY23	FY24:FY23 % Change
	<b>INCOME ACCOUNTS-ALL</b>						
4000	Lane County Room Tax	3,680,000	3,498,024	2,100,763	3,498,024	181,976	5.2%
4001	Lane County TLT-Prior Mo Adjust	-	-			-	0.0%
4040	Grants	-	-	45,000	52,775	-	0.0%
4050	Sponsorship Income	3,500	3,500	-		-	0.0%
4051	Sponsorship Income-Sports	18,000	17,165	5,920	5,920	835	4.9%
4100	Membership Dues	150,000	150,000	130,052	145,000	-	0.0%
4120	Co-op & Miscellaneous	6,000	6,000	8,550	5,550	-	0.0%
4130	Event Hosting-AnnualDinnr/Other	8,200	4,000	3,890	4,000	4,200	105.0%
4140	Ad Sales-Website	18,000	12,000	17,318	20,000	6,000	50.0%
4145	Ad Sales-Pad Map	30,000	30,000	32,000	32,000	-	0.0%
4150	Ad Sales-Visitor Guide	-	15,000	15,000	15,000	(15,000)	-100.0%
4160	Ad Sales-Meeting Planner Guide	4,625	7,625	1,930	1,930	(3,000)	-39.3%
4190	Video Advertising	5,100	5,100	3,400	3,400	-	0.0%
4300	Interest	67,800	2,400	16,774	25,161	65,400	2725.0%
4310	Donations Income	120	120	-	100	-	0.0%
4350	In-Kind Contributions	-	-	1,671		-	0.0%
4360	In-Kind Inventory	-	-			-	0.0%
4400	Retail Sales	4,000	4,000	2,493	3,474	-	0.0%
4430	Permit Sales	10,000	10,000	5,963	7,478	-	0.0%
4450	Other Income	-	-	1,378	1,500	-	0.0%
4475	Revenue rec'd from others/Civitas	-	-		-	-	0.0%
		-	-			-	0.0%
	<b>TOTAL INCOME</b>	4,005,345	3,764,934	2,392,102	3,821,313	240,411	6.4%
	<b>EXPENSE ACCOUNTS-ALL</b>	-					
5000	Payroll/Contract Labor	1,477,226	1,349,742	1,071,610	1,428,813	127,485	9.4%

FY22 Actual TLT was \$3,824,965

240,411.00

Includes full year of Admin plus increases

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5001	Commissions	38,550	38,550	9,150	12,200	-	0.0%	
5050	Payroll Taxes	166,735	150,595	102,509	138,036	16,141	10.7%	
5100	Benefits-Parking/Other	12,960	11,664	11,002	13,669	1,296	11.1%	
5110	Benefits - Medical/Dental	209,221	195,188	151,448	204,708	14,034	7.2%	includes the Admin position and increase
5120	Benefits - Life/Disability	6,900	6,341	4,390	5,944	559	8.8%	
5130	Benefits - SEP/IRA	76,226	66,693	55,165	74,503	9,533	14.3%	calculated from eligible wages
5150	Rent/Utilities-Olive St.	102,316	101,542	84,239	101,542	774	0.8%	
5170	Furniture/Equip Purchases (>\$500)	-	-	1,198	1,198	-		
5180	Furn./Equip. Leased	10,341	9,691	8,902	11,038	650	6.7%	
5190	Supplies/Office Exp.	33,798	31,420	26,714	31,420	2,377	7.6%	
5195	Business Commun/Letterhead Printing	1,200	1,200	309	600	-	0.0%	
5200	Repairs & Maintenance	2,520	2,184	1,598	2,184	336	15.4%	
5210	Insurance	8,218	8,126	6,038	8,126	92	1.1%	
5215	Prof Fees-Bank Chgs-Merch Serv	6,288	5,298	5,570	6,000	990	18.7%	
5220	Prof. Fees-Tax/Audit/Other/Legal	22,670	16,750	9,286	16,750	5,920	35.3%	Cascade Employers Assoc fees included
5225	Computer - Tech Support	32,400	34,954	27,828	34,954	(2,554)	-7.3%	
5226	Computer - Web	96,551	127,100	98,362	127,100	(30,549)	-24.0%	FY23 included site redesign
5230	Dues & Subscriptions-allocated	9,944	8,444	-	8,444	1,500	17.8%	
5230	Dues & Subscriptions-program	31,199	26,308	28,901	28,495	4,891	18.6%	
5235	CRM Subscription	27,600	27,600	28,520	28,520	-	0.0%	
5240	Staff Develop-NonTravel Related	31,074	31,947	9,147	25,000	(873)	-2.7%	
5241	Staff/Outreach Expenses	5,071	4,271	2,985	4,271	800	18.7%	
5250	Auto Allowance	11,480	11,100	2,498	5,000	380	3.4%	
5260	Telephone	14,392	13,580	10,023	13,580	812	6.0%	
5270	Postage	4,360	4,360	46	1,000	-	0.0%	
5280	Research	95,480	119,579	112,047	119,579	(24,099)	-20.2%	FY23 had Dest. NEXT, web conversion

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5285	Civitas TID	-	-	-	-	-	0.0%	
5290	CEO Succession Costs	20,000	-	-	-	20,000		Estimated, may need to adjust mid-year
5295	Foundation Set Up Fees	3,000	-	-	-	3,000		
5300	Ad Production Costs	27,000	39,500	22,829	39,500	(12,500)	-31.6%	had PR contract, now separate (5340)
5320	Advertising Placement-Campaign	284,329	471,100	243,775	444,998	(186,771)	-39.6%	allocation from reserves in FY23
5330	Advertising Placement-Always On	366,636	431,917	267,273	400,478	(65,281)	-15.1%	FY23 included 5335
5335	Advertising Vertical Channels	51,670		-		51,670		was formerly in 5330
5340	Public Relations	34,004	-	-	-	34,004		\$20k was formerly in 5300
5350	Bid Fees	30,000	31,250		10,000	(1,250)	-4.0%	
5400	Merchandise Purchases	2,800	2,700	4,265	4,500	100	3.7%	
5406	Permit Purchases	10,000	10,000	3,396	4,400	-	0.0%	
5410	Collateral-Fulfillment	22,580	29,450	21,116	29,450	(6,870)	-23.3%	
5420	Collateral - Sales Aids	81,920	111,370	48,448	83,448	(29,450)	-26.4%	video campaign spend in FY23 24K
5430	Collateral - Visitor Guide	22,820	22,820	14,964	20,464	-	0.0%	
5500	Community Relations Projects	60,598	37,508	29,530	37,508	23,090	61.6%	includes the grant spend on loops \$50k
5505	Hospitality Culture Training	12,000	-	-	-	12,000		Visitor Services NEXT/World Champ Hosts
5510	Local Meetings/Meals	9,798	8,861	3,596	6,961	937	10.6%	
5515	Board Meetings	2,000	10,000	10,427	12,000	(8,000)	-80.0%	no board retreat fy24
5520	Local Advertising	9,700	29,200	15,774	22,500	(19,500)	-66.8%	
5525	Event Sponsorship	87,200	71,500	50,996	83,633	15,700	22.0%	\$10k for Trials
5530	Event Hosting Exp.	39,350	66,757	35,223	57,723	(27,407)	-41.1%	WCHOR22 exp fell into July 23
5535	Indoor Facility	-	29,208	20,755	29,208	(29,208)		one time expenses in FY23
5550	Convention & Sports Services	4,150	1,120	1,949	1,949	3,030	270.5%	yoy increase in d7
5555	Promotional Items	4,040	7,340	2,671	5,771	(3,300)	-45.0%	
5560	Visitor Van	4,990	5,690	4,403	5,003	(700)	-12.3%	
5570	RARE Contract Support	15,000	-	-	-	15,000		pending RARE Grant, co-funded position

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5600	Educ Conferences & Related Travel	80,220	80,007	53,227	80,647	213	0.3%
5601	Sales/Promo/Related Travel-SaleBlitz	20,870	19,770	8,360	19,160	1,100	5.6%
5615	Visitor Guide Fulfillment	33,750	33,750	34,749	39,809	-	0.0%
5650	FAM/Site Visits/Tours	47,800	48,200	12,917	32,917	(400)	-0.8%
5700	Trade Shows & Related Travel	81,800	93,240	82,139	96,139	(11,440)	-12.3%
5750	Miscellaneous Exp.	600	2,600	55	155	(2,000)	-76.9%
5800	Depreciation	-	-			-	0.0%
5810	Interest Expense	-	-			-	0.0%
5825	Uncollectable Accounts	-	-	17,165		-	0.0%
5900	In-Kind Expenses	-	-			-	0.0%
	<b>TOTAL EXPENSES</b>	4,005,345	4,099,082	2,879,487	4,020,995	(93,737)	-2.3%
	<b>NET INCOME/&lt;LOSS&gt;</b>	0	(334,148)	(487,384)	(199,682)	334,148	