

Greater Palm Springs Convention & Visitors Bureau
Proposed Budget
Fiscal Year July 1, 2019 - June 30, 2020

Ref.	Description	Approved Budget Fiscal Year 2018-2019	Current Forecast Fiscal Year 2018-2019	Proposed Budget Fiscal Year 2019-2020	Increase (Decrease) From Budget 2018-2019	% Change From Budget 2018-2019	Increase (Decrease) From Forecast 2018-2019	% Change From Forecast 2018-2019	% of Revenue 2019-2020
Funding									
1)	City and County Funding	\$ 1,800,605	\$ 1,800,611	\$ 2,067,506	\$ 266,901	14.8%	\$ 266,895	14.8%	10.2%
2)	TBID	15,750,000	17,002,516	16,564,668	814,668	5.2%	(437,848)	-2.6%	81.4%
3)	Tribal Voluntary BID/TOT	156,000	206,958	156,000	-	0.0%	(50,958)	-24.6%	0.8%
4)	Partnership Memberships	275,000	283,006	282,000	7,000	2.5%	(1,006)	-0.4%	1.4%
5)	Advertising: Co-op & Ad Sales	427,000	441,030	421,000	(6,000)	-1.4%	(20,030)	-4.5%	2.1%
6)	Joint Share Partnership-Tradeshows	185,600	188,610	221,625	36,025	19.4%	33,015	17.5%	1.1%
7)	Joint Share Partnership-Hosting	57,300	56,800	57,300	-	0.0%	500	0.9%	0.3%
8)	Other Income: Investment & CTA	161,224	287,958	253,663	92,439	57.3%	(34,295)	-11.9%	1.2%
9)	Rollover from Fiscal Year 2018-2019	-	-	314,112	314,112	-	314,112	-	1.5%
	Total Funding	<u>\$ 18,812,729</u>	<u>\$ 20,267,489</u>	<u>\$ 20,337,874</u>	<u>\$ 1,525,145</u>	8.1%	<u>\$ 70,385</u>	0.3%	<u>100.0%</u>
Expenses									
10)	Labor - Wages & Benefits	\$ 6,731,446	\$ 6,667,105	\$ 7,138,674	\$ 407,228	6.0%	\$ 471,569	7.1%	
11)	Marketing Production	1,324,118	1,441,168	1,322,909	(1,209)	-0.1%	(118,259)	-8.2%	
13)	Media Placement	4,498,202	5,045,702	5,305,931	807,729	18.0%	260,229	5.2%	
14)	Collateral Material	77,350	77,350	79,600	2,250	2.9%	2,250	2.9%	
15)	Familiarization Trips	485,200	487,692	506,100	20,900	4.3%	18,408	3.8%	
16)	Trade Shows / Sales Missions	1,016,319	1,216,232	1,130,826	114,507	11.3%	(85,406)	-7.0%	
17)	Travel & Lodging	35,000	35,000	38,100	3,100	8.9%	3,100	8.9%	
18)	Special Promotions	881,570	898,620	854,995	(26,575)	-3.0%	(43,625)	-4.9%	
19)	International Representation	366,500	366,500	403,200	36,700	10.0%	36,700	10.0%	
20)	Event Hosting	1,309,033	1,405,248	1,434,574	125,541	9.6%	29,326	2.1%	
21)	Research & Development	394,800	299,220	369,100	(25,700)	-6.5%	69,880	23.4%	
22)	IT-Information Technology	259,040	250,828	257,190	(1,850)	-0.7%	6,362	2.5%	
23)	Professional Fees	356,536	268,297	246,798	(109,738)	-30.8%	(21,499)	-8.0%	
24)	Overhead-Supplies-Utilities-Fees	1,044,982	1,129,408	1,239,877	194,895	18.7%	110,469	9.8%	
25)	Capital Outlay	32,632	213,820	10,000	(22,632)	-69.4%	(203,820)	-95.3%	
	Total Expenses	<u>\$ 18,812,729</u>	<u>\$ 19,802,190</u>	<u>\$ 20,337,874</u>	<u>\$ 1,525,145</u>	8.1%	<u>\$ 535,684</u>	2.7%	
	Funding less Expenses	<u>\$ (0)</u>	<u>\$ 465,299</u>	<u>\$ -</u>	<u>\$ 0</u>	-	<u>\$ (465,299)</u>	-100.0%	