

**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	\$ 18,812,729	\$ 20,267,489	\$ 20,337,874	\$ 1,525,145	8.1%	\$ 70,385	0.3%	100.0%
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	\$ 18,812,729	\$ 19,802,190	\$ 20,337,874	\$ 1,525,145	8.1%	\$ 535,684	2.7%	
	Funding less Expenses	\$ (0)	\$ 465,299	\$ -	\$ 0	-	\$ (465,299)	-100.0%	

Greater Palm Springs Convention & Visitors Bureau
Proposed Budget Narrative
Fiscal Year 2019 – 2020

Funding

City and County Funding – Note #1

City funding proposed budget is based on forecasts provided by each of the respective cities. The average projected change in Transient Occupancy Tax (TOT) funding is an increase of 4.8% over the fiscal year 2018-19 budget.

TBID – Note #2

The TBID proposed budget is equal to the actual collections for July 2018 through February 2019 plus the budgeted collections for March 2019 through June 2019.

Tribal Voluntary BID/TOT – Note #3

The tribal funding proposed budget is at the same level as budgeted for fiscal year 2018-19.

Partnership Memberships – Note #4

Renewal membership proposed budget is at the same level as budgeted for fiscal year 2018-19. New membership, however, is budgeted to increase \$7,000.

Advertising: Co-op & Ad Sales – Note #5

Cooperative marketing proposed budget is to decrease by \$22,000 compared to fiscal year 2018-19 budget. This is partially offset by a \$10,000 budgeted increase in website partnership revenues and \$6,000 added for revenue sharing with Palm Springs Life.

Joint Share Partnership – Tradeshows – Note #6

A \$10,525 increase in the proposed budget for tradeshow partnership participation in convention sales events is partially offset by a \$5,000 decrease in participation in international programs. This line also includes \$30,000 in new Desert Region partnership funding.

Joint Share Partnership – Hosting – Note #7

Partnership participation proposed budget is at the same level as budgeted for fiscal year 2018-19.

Other Income: Investment & CTA – Note #8

CTA fees proposed budget is at the same level as budgeted for fiscal year 2018-19. Investment income is budgeted to increase \$92,439 based on the increase in investment holdings and higher overall yields.

Rollover from Fiscal Year 2018-2019 – Note #9

The amount of rollover funds use in the proposed budget is equal to the budget surplus forecasted for fiscal year 2018-19 based on results through March 31, 2019. The surplus forecasted as of April 30, 2019 is \$465,299.

Expenses

Labor – Wages & Benefits – Note #10

The cost of labor is budgeted to rise 3%. Medical and dental rates are budgeted to rise 5%. Other benefit rate changes are in the range of a 4% decrease to a 2% increase. The budget includes one new position: Director of Indian Wells Sales & Marketing. This position is being funded by the City of Indian Wells (see Note #1).

Marketing Production – Note #11

A proposed \$53,432 increase in the branding budget is more than offset by the elimination of the cost of a hiking microsite and the campaign tracking in digital marketing.

Media Placement – Note #12

The media placement proposed budget reflects an additional \$269,196 investment in air service development and a \$326,733 increase in digital placements primarily with Trip Advisor, Pandora, USA Today, The Weather Channel, and Edge Media. It also includes a new \$85,000 investment in Shanghai Mailman and a \$148,554 increase in advertising for the meetings market.

Collateral Material – Note #14

A \$4,000 increase in the collateral budget for international marketing is partially offset by a \$2,950 decrease in the convention sales collateral budget.

Familiarization Trips – Note #15

The familiarization trip proposed budget increase is primarily the result of a \$22,900 increase in the international market trips targeting the UK, Germany and Australia.

Tradeshows / Sales Missions – Note #16

The tradeshow proposed budget increase is the result of a \$120,000 increase in the cost of the IMEX tradeshow booth and an equalization of the sales events/calls budgets per sales manager.

Travel & Lodging – Note #17

The travel budget is increased slightly to reflect the increasing cost of travel and lodging.

Special Promotions – Note #18

A \$28,100 proposed increase in the special promotions budget results from increasing from 10 events to 13 in the Partnership area. This increase is more than offset by proposed budget decreases in the Marketing area.

International Representation – Note #19

The \$20,000 China representation contract is not budgeted for renewal. This budget reduction is more than offset by the budgeted \$56,700 increase investment in European representation.

Event Hosting – Note #20

A large number of changes are reflected in the proposed event hosting budget. Some events are not being repeated, such as Comic Con, Hilton National Sales Meeting, and SATW Eastern Chapter. There is an increased investment in some events, such as Wanderlust, Palm Springs International Film Festival, and Career Builder Sponsorship. There are new events added, such as the Destinations International CEO Summit, James Beard Dinner, and Goldenvoice Media Event.

Research & Development – Note #21

The proposed research budget is a decrease due to eliminating \$41,500 in Strategic Database Research from convention sales.

IT – Information Technology – Note #22

The proposed IT budget is a change of less than 1%; effectively an unchanged budget line item.

Professional Fees – Note #23

The proposed professional fees budget is a significant decrease due to reducing the use of outside contractors for creative work and writing which will be done in-house.

Overhead-Supplies-Utilities-Fees – Note #24

Overhead expenses proposed budget is an increase due to an increased investment in the Board of Directors and employees. The budget for the Board retreat is increased \$23,380. \$37,589 is budgeted for an employee wellness program. Employee education and training is expanded in each functional area.

Capital Outlay – Note #25

The capital expenditures proposed budget is a decrease due to no vehicles or any other significant capital items being budgeted for purchase.

Greater Palm Springs Convention & Visitors Bureau

Budget Comparison Detail

Fiscal Year 2018-2019 to 2019-2020

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
Revenue				
Cathedral City Funding	\$ 42,500	\$ 48,750	\$ 6,250	14.7%
DHS Funding	30,510	31,394	884	2.9%
Indian Wells Funding	246,750	425,014	178,264	72.2%
Indio Funding	75,115	95,423	20,308	27.0%
La Quinta Funding	241,286	253,500	12,214	5.1%
Palm Desert Funding	324,730	325,125	395	0.1%
Palm Springs Funding	564,963	567,950	2,987	0.5%
Rancho Mirage Funding	262,250	307,850	45,600	17.4%
Riverside County	12,500	12,500	-	0.0%
Total City and County Funding	\$ 1,800,605	\$ 2,067,506	\$ 266,901	14.8%
TBID - Riverside County	\$ 15,750,000	\$ 16,564,668	\$ 814,668	5.2%
Total TBID	\$ 15,750,000	\$ 16,564,668	\$ 814,668	5.2%
Tribal TBID	\$ 146,000	\$ 146,000	-	0.0%
Tribal TOT	10,000	10,000	-	0.0%
Total Tribal Voluntary	\$ 156,000	\$ 156,000	\$ -	0.0%
New Dues-Partnership	\$ 15,000	\$ 22,000	\$ 7,000	46.7%
Renewal Dues-Partnership	260,000	260,000	-	0.0%
Total Partnership Memberships	\$ 275,000	\$ 282,000	\$ 7,000	2.5%
Ad Revenue - Market Dev	\$ 422,000	\$ 306,000	\$ (116,000)	-27.5%
Ad Revenue - Destination Development	-	100,000	100,000	-
Website Revenue-Partnership	5,000	15,000	10,000	200.0%
Total Advertising: Co-op & Ad Sales	\$ 427,000	\$ 421,000	\$ (6,000)	-1.4%
Joint Share - Market Dev	\$ 4,000	\$ 34,500	\$ 30,500	762.5%
Joint Share - TIS	18,000	13,000	(5,000)	-27.8%
Joint Share - Conv Sales	163,600	174,125	10,525	6.4%
Total Joint Share Partnership-Tradeshaw	\$ 185,600	\$ 221,625	\$ 36,025	19.4%
Special Promotions: Partnership E-Blasts	\$ 800	\$ 800	\$ -	0.0%
Event Host - Partnership	25,000	25,000	-	0.0%
Event Host - TIS	31,500	31,500	-	0.0%
Total Joint Share Partnership-Hosting	\$ 57,300	\$ 57,300	\$ -	0.0%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
Interest Income	\$ 136,724	\$ 229,163	\$ 92,439	67.6%
CTA Program Revenue	24,500	24,500	-	0.0%
Total Other Income: Investment & CTA	\$ 161,224	\$ 253,663	\$ 92,439	57.3%
Total Revenue	\$ 18,812,729	\$ 20,023,762	\$ 1,211,033	6.4%
Rollover from Prior Fiscal Year	\$ -	\$ 314,112	\$ 314,112	-
Total Funding	\$ 18,812,729	\$ 20,337,874	\$ 1,525,145	8.1%

Expenses

Labor - Wages & Benefits - Administration	\$ 790,757	\$ 802,151	\$ 11,394	1.4%
Labor - Wages & Benefits - Partnership	182,626	271,227	88,601	48.5%
Labor - Wages & Benefits - Marketing	2,345,970	1,094,865	(1,251,105)	-53.3%
Labor - Wages & Benefits - Brand	-	921,775	921,775	-
Labor - Wages & Benefits - Dest. Development	-	355,207	355,207	-
Labor - Wages & Benefits - Indian Wells	-	150,138	150,138	-
Labor - Wages & Benefits - TIS	505,927	513,532	7,605	1.5%
Labor - Wages & Benefits - Destination Services	593,194	793,459	200,265	33.8%
Labor - Wages & Benefits - Convention Sales	2,312,972	2,236,320	(76,652)	-3.3%
Total Salaries & Wages	\$ 6,731,446	\$ 7,138,674	\$ 407,228	6.0%
Marketing Production - Marketing	\$ 925,968	\$ -	\$ (925,968)	-100.0%
Marketing Production - Brand	-	979,400	979,400	-
Marketing Production - TIS	16,500	16,500	-	0.0%
Digital - Marketing	381,650	327,009	(54,641)	-14.3%
Total Marketing Production	\$ 1,324,118	\$ 1,322,909	\$ (1,209)	-0.1%
Ad Placement - Marketing	\$ 4,325,202	\$ 5,134,931	\$ 809,729	18.7%
Ad Placement - TIS	173,000	171,000	(2,000)	-
Total Media Placement	\$ 4,498,202	\$ 5,305,931	\$ 807,729	18.0%
Collateral Material - Administration	\$ 7,000	\$ 7,000	\$ -	0.0%
Collateral Material - Partnership	2,250	2,250	-	0.0%
Collateral Material - Marketing	49,900	-	(49,900)	-100.0%
Collateral Material - Brand	-	50,500	50,500	-
Collateral Material - TIS	10,000	14,000	4,000	40.0%
Collateral Material - Destination Services	-	600	600	-
Collateral Material - Convention Sales	8,200	5,250	(2,950)	-36.0%
Total Collateral Material	\$ 77,350	\$ 79,600	\$ 2,250	2.9%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
FAMs - Domestic - Partnership	\$ 4,700	\$ 4,700	\$ -	0.0%
FAMs - Domestic - Marketing	88,500	90,600	2,100	2.4%
FAMs - Domestic - TIS	39,500	39,500	-	0.0%
FAMs - Domestic - Destination Services	1,000	900	(100)	-10.0%
FAMs - Domestic - Convention Sales	261,500	258,500	(3,000)	-1.1%
FAMs - International - Marketing	41,000	63,900	22,900	55.9%
FAMs - International - TIS	49,000	48,000	(1,000)	-2.0%
Total Familiarization Trips	\$ 485,200	\$ 506,100	\$ 20,900	4.3%
Tradeshows - Domestic - Marketing	\$ 117,100	\$ 107,200	\$ (9,900)	-8.5%
Tradeshows - Domestic - TIS	214,000	210,000	(4,000)	-1.9%
Tradeshows - Domestic - Convention Sales	469,719	611,126	141,407	30.1%
Tradeshows - International - Marketing	54,500	54,500	-	0.0%
Tradeshows - International - TIS	134,000	132,000	(2,000)	-1.5%
Tradeshows - International - Convention Sales	27,000	16,000	(11,000)	-40.7%
Total Tradeshows / Sales Missions	\$ 1,016,319	\$ 1,130,826	\$ 114,507	11.3%
Travel/Lodging - Administration	\$ 32,000	\$ 35,100	\$ 3,100	9.7%
Travel/Lodging - TIS	3,000	3,000	-	0.0%
Total Travel & Lodging	\$ 35,000	\$ 38,100	\$ 3,100	8.9%
Special Promotions/Meetings - Administration	\$ 50,020	\$ 37,695	\$ (12,325)	-24.6%
Special Promotions - Partnership	26,400	54,500	28,100	106.4%
Special Promotions - Marketing	624,100	261,500	(362,600)	-58.1%
Special Promotions - Destination Development	-	358,500	358,500	-
Special Promotions - TIS	47,750	20,000	(27,750)	-58.1%
Special Promotions - Convention Sales	133,300	122,800	(10,500)	-7.9%
Total Special Promotions	\$ 881,570	\$ 854,995	\$ (26,575)	-3.0%
International Representation - Marketing	\$ 121,000	\$ 166,200	\$ 45,200	37.4%
International Representation - TIS	245,500	237,000	(8,500)	-3.5%
Total International Representation	\$ 366,500	\$ 403,200	\$ 36,700	10.0%
Event Hosting - Administration	\$ 69,500	\$ 44,500	\$ (25,000)	-36.0%
Event Hosting - Partnership	100,000	103,000	3,000	3.0%
Event Hosting - Marketing	718,350	116,500	(601,850)	-83.8%
Event Hosting - Brand	-	12,050	12,050	-
Event Hosting - Destination Development	-	718,000	718,000	-
Event Hosting - TIS	81,000	107,000	26,000	32.1%
Event Hosting - Convention Sales	340,183	333,524	(6,659)	-2.0%
Total Event Hosting	\$ 1,309,033	\$ 1,434,574	\$ 125,541	9.6%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
Research - Administration	\$ -	\$ 6,000	\$ 6,000	-
Research - Marketing	305,300	48,000	(257,300)	-84.3%
Research - Destination Development	-	266,500	266,500	-
Research - Convention Sales	89,500	48,600	(40,900)	-45.7%
Total Research	\$ 394,800	\$ 369,100	\$ (25,700)	-6.5%
IT - Information Technology - Administration	\$ 31,085	\$ 28,291	\$ (2,794)	-9.0%
IT - Information Technology - Marketing	101,026	43,722	(57,303)	-56.7%
IT - Information Technology-Brand	-	30,863	30,863	-
IT - Information Technology-Dest. Development	-	23,147	23,147	-
IT - Information Technology-Indian Wells	-	5,144	5,144	-
IT - Information Technology - TIS	18,133	18,003	(130)	-0.7%
IT - Information Technology-Destination Services	23,314	28,291	4,977	21.3%
IT - Information Technology - Convention Sales	85,483	79,729	(5,754)	-6.7%
Total IT - Information Technology	\$ 259,040	\$ 257,190	\$ (1,850)	-0.7%
Professional Fees - Administration	\$ 15,784	\$ 20,199	\$ 4,415	28.0%
Professional Fees - Marketing	276,299	86,002	(190,297)	-68.9%
Professional Fees - Brand	-	19,766	19,766	-
Professional Fees - Destination Development	-	36,825	36,825	-
Professional Fees - Indian Wells	-	3,294	3,294	-
Professional Fees - TIS	9,208	11,530	2,322	25.2%
Professional Fees - Destination Services	11,838	18,119	6,281	53.1%
Professional Fees - Convention Sales	43,407	51,063	7,656	17.6%
Total Professional Fees	\$ 356,536	\$ 246,798	\$ (109,738)	-30.8%
Professional Dues - Administration	\$ 24,203	\$ 24,704	\$ 501	2.1%
Professional Dues - Partnership	21,010	31,600	10,590	50.4%
Professional Dues - Marketing	3,275	6,375	3,100	94.7%
Professional Dues - Brand	-	450	450	-
Professional Dues - TIS	7,259	7,420	161	2.2%
Professional Dues - Destination Services	1,890	2,385	495	26.2%
Professional Dues - Convention Sales	20,282	20,677	395	1.9%
Postage & Shipping - Administration	4,816	5,381	565	11.7%
Postage & Shipping - Partnership	500	500	-	0.0%
Postage & Shipping - Marketing	8,000	-	(8,000)	-100.0%
Postage & Shipping - Brand	-	2,000	2,000	-
Postage & Shipping - Destination Development	-	9,635	9,635	-
Postage & Shipping - Indian Wells	-	120	120	-
Postage & Shipping - TIS	2,752	9,000	6,248	227.0%
Postage & Shipping - Destination Services	3,096	600	(2,496)	-80.6%
Postage & Shipping - Convention Sales	11,696	18,000	6,304	53.9%
Telephone - Administration	10,214	9,877	(337)	-3.3%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
Telephone - Partnership	1,200	1,800	600	50.0%
Telephone - Marketing	31,232	15,008	(16,223)	-51.9%
Telephone - Brand	-	9,482	9,482	-
Telephone - Destination Development	-	6,395	6,395	-
Telephone - Indian Wells	-	2,450	2,450	-
Telephone - TIS	6,113	6,536	423	6.9%
Telephone - Destination Services	7,946	10,081	2,135	26.9%
Telephone - Convention Sales	27,835	30,997	3,163	11.4%
Telephone Equip - Administration	1,510	847	(663)	-43.9%
Telephone Equip - Marketing	4,909	1,309	(3,600)	-73.3%
Telephone Equip - Brand	-	924	924	-
Telephone Equip - Destination Development	-	693	693	-
Telephone Equip - Indian Wells	-	754	754	-
Telephone Equip - TIS	881	539	(342)	-38.8%
Telephone Equip - Destination Services	1,133	847	(286)	-25.2%
Telephone Equip - Convention Sales	4,154	2,387	(1,767)	-42.5%
Subscriptions - Admin	2,919	3,460	541	18.5%
Subscriptions - Marketing	1,515	640	(875)	-57.8%
Subscriptions - Destination Services	-	1,000	1,000	-
Computer Software - Administration	6,234	8,337	2,103	33.7%
Computer Software - Marketing	20,261	19,461	(800)	-3.9%
Computer Software - Brand	-	9,095	9,095	-
Computer Software - Destination Development	-	6,821	6,821	-
Computer Software - Indian Wells	-	1,516	1,516	-
Computer Software - TIS	3,637	5,305	1,669	45.9%
Computer Software - Destination Services	4,676	8,337	3,662	78.3%
Computer Software - Convention Sales	17,144	23,496	6,352	37.0%
Computer Hardware - Administration	4,368	4,356	(12)	-0.3%
Computer Hardware - Marketing	14,196	6,732	(7,464)	-52.6%
Computer Hardware - Brand	-	4,752	4,752	-
Computer Hardware - Destination Development	-	3,564	3,564	-
Computer Hardware - Indian Wells	-	2,618	2,618	-
Computer Hardware - TIS	2,548	2,772	224	8.8%
Computer Hardware - Destination Services	3,276	4,356	1,080	33.0%
Computer Hardware - Convention Sales	12,012	12,276	264	2.2%
Internal Marketing - Administration	15,000	56,089	41,089	273.9%
EE Training/Uniforms - Administration	50,000	91,256	41,256	82.5%
EE Training/Uniforms - Marketing	103,600	90,000	(13,600)	-13.1%
EE Training/Uniforms - Brand	-	36,400	36,400	-
EE Training/Uniforms - Destination Development	-	16,650	16,650	-
EE Training/Uniforms - TIS	17,000	17,500	500	2.9%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
EE Training/Uniforms - Destination Services	19,290	23,750	4,460	23.1%
EE Training/Uniforms - Convention Sales	47,495	43,000	(4,495)	-9.5%
CTA Program - Partnership	80,400	52,900	(27,500)	-34.2%
Equipment Lease - Administration	2,314	2,651	337	14.6%
Equipment Lease - Marketing	7,520	4,097	(3,424)	-45.5%
Equipment Lease - Brand	-	2,892	2,892	-
Equipment Lease - Destination Development	-	2,169	2,169	-
Equipment Lease - Indian Wells	-	482	482	-
Equipment Lease - TIS	1,350	1,687	337	25.0%
Equipment Lease - Destination Services	1,735	2,651	915	52.7%
Equipment Lease - Convention Sales	6,363	7,471	1,107	17.4%
Equipment Maint - Administration	1,334	1,223	(111)	-8.3%
Equipment Maint - Marketing	4,337	1,890	(2,446)	-56.4%
Equipment Maint - Brand	-	1,334	1,334	-
Equipment Maint - Destination Development	-	1,001	1,001	-
Equipment Maint - Indian Wells	-	222	222	-
Equipment Maint - TIS	778	778	-	0.0%
Equipment Maint - Destination Services	1,001	1,223	222	22.2%
Equipment Maint - Convention Sales	3,670	3,447	(222)	-6.1%
Insurance - Administration	6,020	5,165	(855)	-14.2%
Insurance - Marketing	15,050	7,500	(7,550)	-50.2%
Insurance - Brand	-	3,756	3,756	-
Insurance - Destination Development	-	3,756	3,756	-
Insurance - Indian Wells	-	300	300	-
Insurance - TIS	3,440	3,440	(0)	0.0%
Insurance - Destination Services	3,870	3,300	(570)	-14.7%
Insurance - Convention Sales	14,620	11,400	(3,220)	-22.0%
Bank Fees - Administration	13,968	15,000	1,032	7.4%
Local Meetings - Administration	21,000	22,738	1,738	8.3%
Local Meetings - Partnership	22,620	33,805	11,185	49.4%
Local Meetings - Marketing	11,213	-	(11,213)	-100.0%
Local Meetings - Brand	-	10,000	10,000	-
Local Meetings - Destination Development	-	6,000	6,000	-
Local Meetings - TIS	1,760	1,360	(400)	-22.7%
Local Meetings - Destination Services	2,810	1,995	(815)	-29.0%
Local Meetings - Convention Sales	10,022	10,022	-	0.0%
Auto Mileage - Administration	12,323	10,480	(1,842)	-14.9%
Auto Mileage - Partnership	3,852	2,580	(1,272)	-33.0%
Auto Mileage - Marketing	33,664	13,460	(20,204)	-60.0%
Auto Mileage - Brand	-	9,377	9,377	-
Auto Mileage - Destination Development	-	7,226	7,226	-
Auto Mileage - Indian Wells	-	3,600	3,600	-
Auto Mileage - TIS	8,743	7,932	(811)	-9.3%

	Approved Budget Fiscal Year 2018 - 2019	Proposed Budget Fiscal Year 2019 - 2020	Increase (Decrease)	% Change
Auto Mileage - Destination Services	3,425	2,227	(1,198)	-35.0%
Auto Mileage - Convention Sales	28,144	23,962	(4,182)	-14.9%
Building Expense - Administration	8,808	9,130	322	3.7%
Building Expense - Marketing	28,625	14,110	(14,515)	-50.7%
Building Expense - Brand	-	9,960	9,960	-
Building Expense - Destination Development	-	7,470	7,470	-
Building Expense - Indian Wells	-	7,660	7,660	-
Building Expense - TIS	5,138	5,810	672	13.1%
Building Expense - Destination Services	6,606	9,130	2,524	38.2%
Building Expense - Convention Sales	24,222	25,731	1,509	6.2%
Utilities - Administration	5,382	5,366	(16)	-0.3%
Utilities - Marketing	13,454	8,880	(4,574)	-34.0%
Utilities - Brand	-	4,440	4,440	-
Utilities - Destination Development	-	4,440	4,440	-
Utilities - Indian Wells	-	1,080	1,080	-
Utilities - TIS	3,075	3,180	105	3.4%
Utilities - Destination Services	3,460	4,140	680	19.7%
Utilities - Convention Sales	13,070	15,240	2,170	16.6%
Office Supplies - Administration	6,961	6,691	(270)	-3.9%
Office Supplies - Marketing	17,402	8,784	(8,618)	-49.5%
Office Supplies - Brand	-	4,392	4,392	-
Office Supplies - Destination Development	-	4,392	4,392	-
Office Supplies - Indian Wells	-	415	415	-
Office Supplies - TIS	3,978	4,560	582	14.6%
Office Supplies - Destination Services	4,475	3,660	(815)	-18.2%
Office Supplies - Convention Sales	16,905	14,400	(2,505)	-14.8%
Employee Recruitment - Administration	5,000	5,000	-	0.0%
Total Overhead-Supplies-Utilities-Fees	\$ 1,044,982	\$ 1,239,876	\$ 194,894	18.7%
Capital Outlay - New Furniture & Equipment	\$ 32,632	\$ 10,000	\$ (22,632)	-69.4%
Total Expenses	\$ 18,812,729	\$ 20,337,873	\$ 1,525,144	8.1%
Funding less Expenses	\$ (0)	\$ 0	\$ 0	-