

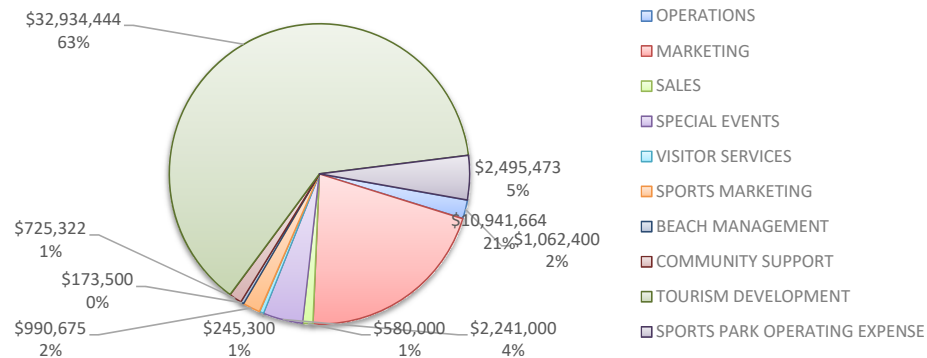
# Visit Panama City Beach 2024 Budget



Revenues	FY 2024 Revised	FINAL FY 2023	% of Budget
Fund 125 Current Year Collections	\$16,343,694	\$22,522,508	29.9%
Fund 127 Current Year Collections	\$175,000	\$175,000	0.3%
Fund 128 Current Year Collections	\$2,205,306	\$3,977,792	4.0%
Contract Funds from prior year	\$23,701,088	\$3,109,949	43.3%
Excess Collections from From Prior Year	\$4,005,271	\$9,320,645	7.3%
Sports Park Revenues (recorded in Fund 124)	\$2,225,576	\$1,781,568	4.1%
Sports Park Operating Subsidies (Fund 128)	\$269,897	\$276,366	0.5%
Sports Park Capital Funding (Fund 128)	\$350,000	\$262,376	0.6%
BCC General Fund-Film Commission	\$30,000	\$30,000	0.1%
Co-Op Income	\$5,000	\$15,000	0.0%
Visitor Guides	\$40,000	\$45,000	0.1%
RFB Store Merch Sales	\$10,000	\$12,000	0.0%
Corporate & Event Sponsorship Income	\$100,000	\$100,000	0.2%
Event Income	\$90,000	\$100,000	0.2%
Winter Resident Program	\$15,000	\$0	0.0%
Interest Income	\$45,000	\$8,800	0.1%
Micellaneous Income	\$5,000	\$5,000	0.0%
Grants	\$72,500	\$7,500	0.1%
CVB Unrestricted Assets (cash)	\$5,044,602	\$4,685,897	9.2%
<b>TOTAL</b>	<b>\$54,732,934</b>	<b>\$46,435,401</b>	<b>100.0%</b>

Expenses		FY 2024 Revised	FINAL FY 2023	% of Budget
OPERATIONS	Dept. 60	\$1,062,400	\$826,100	1.9%
MARKETING	Dept. 61	\$10,941,664	\$10,238,000	20.0%
SALES	Dept. 62	\$580,000	\$472,500	1.1%
SPECIAL EVENTS	Dept. 63	\$2,241,000	\$1,803,000	4.1%
VISITOR SERVICES	Dept. 64	\$245,300	\$245,300	0.4%
SPORTS MARKETING	Dept. 66	\$990,675	\$941,500	1.8%
BEACH MANAGEMENT	Dept. 67	\$173,500	\$175,000	0.3%
COMMUNITY SUPPORT	Dept. 68	\$725,322	\$475,000	1.3%
TOURISM DEVELOPMENT	Dept. 69	\$32,934,444	\$27,005,627	60.2%
PERSONAL SERVICES	Dept. 00	\$2,343,156	\$2,195,440	4.3%
SPORTS PARK OPERATING EXPENSE		\$2,495,473	\$2,057,934	4.6%
<b>TOTAL</b>		<b>\$54,732,934</b>	<b>\$46,435,401</b>	<b>100.0%</b>

## Allocation by Department



## OPERATIONS - Dept 60

### Budget Information

Department Head:	Charlene Honnen
Program of Work Overview:	This budget is for the administrative, bureau-wide and executive office expenses.

Account #	Item	Description	Budget
603101	Professional Services	Professional Services Fees and related expenses	13,000
603105	Legal Services	CVB Legal Services	50,000
603201	Accounting Services	CVB Accounting Service Expense	12,000
603202	Annual Audit	CVB Annual Audit	22,000
603230	Film Commission	Film Commission Expense	47,700
603410	Advertising & Fees	CVB Legal and Job Recruitment Advertising	200
604010	Meetings, Seminars & Travel	Travel & Meeting Expense for Executive Office	40,000
604020	Mileage Reimbursement	Local Mileage Reimbursement - day trips only	13,000
604030	Auto Allowance	Car Allowance for CVB President	6,000
604101	Communication	Internet and conference calling	20,000
604201	Postage & Freight	Postage shipping for CVB Operations and Fulfillment	94,000
604300	Utilities	FPL invoice for CVB office	12,000
604501	Insurance	D&O, celebration tower, etc	10,000
604701	Printing	Non-marketing related printing	1,500
604810	Promotional Items	Budget for Logoed and other Giveaway Items	65,000
604815	Promo Items for Resale	RFB merch to be sold at VC and events	25,000
604820	Repairs and Maintenance	Budget for repairs and maintenance not covered elsewhere	30,000
604870	Surveys & Research	Economic Impact/Profiles, Lodging & Other Studies	250,000
604920	Community & Employee Relations	Community Relations Activities	35,000
604940	Property tax	Pers prop tax on furniture and equip	300
604990	Miscellaneous	Uncategorized Operations Expenses	700
605101	Office Supplies Services	Office Supplies and Equipment for CVB	12,000
605215	Uniforms	Uniforms/Logoed Clothing for CVB Staff	6,000
605225	Volunteer Recognition	Recognition for outgoing Officers/Board Members	1,000
605402	Dues & Subscriptions	Membership Dues, Subscriptions	95,000
605405	Data Processing	Monthly subscriptions for DB mgt	25,000
605510	Training & Development	Continuing Education and Training for Management	6,000
606401	Furnishing and Equip	Furnishings and Equip	10,000
609910	Contingency	Placeholder Budget for unexpected expenses	160,000
	<b>Total</b>		<b>\$1,062,400</b>

### Budget Snapshot

<b>Total Budgeted Funds</b>	<b>54,732,934</b>
<b>Operations Budget</b>	<b>1,062,400</b>
<b>% of Budget for Ops</b>	<b>1.9%</b>

## MARKETING - Dept 61

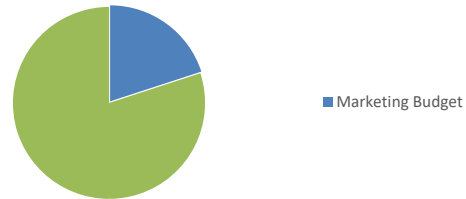
### Budget Information

Department Head:	Jayna Leach
Program of Work Overview:	This budget is for the marketing expenses related to promoting Panama City Beach as a tourist destination. The CVB along with our agency of record will continue to grow the REAL.FUN.BEACH. brand by tying the marketing campaigns directly to the brand. Specific emphasis will be place on a 'Digital First" platform that leverages the dynamic nature of story-telling and content curation through social media.

Account #	Item	Description	Budget
613100	Advertising Agency Retainer Fees	Costs of Advertising Agency Retainer	434,664
613105	Marketing Agency Incidental Fees	Costs of Advertising & PR Agency Incidentals	53,000
613430	Advertising	Advertising Expense to promote PCB	7,050,000
613432	Advertising Co-Op Special Events	Advertising Support for Event Organizers	1,006,112
613435	Advertising Co-Op	Cooperative Advertising - Partner Expense Only	50,888
613450	Advertising Production	Costs of Producing Marketing Materials	750,000
613450	In-house Production	In-house Costs of Producing Marketing Materials	75,000
614010	Meetings & Travel	Marketing Department Travel and Seminar Costs	35,000
614520	Interactive Marketing	Website, Social Media, Interactive Marketing	675,000
614701	Printing Cost	Marketing related printing	75,000
614820	Public Relations - Domestic	Public Relations Expenses - Domestic	300,000
614825	Public Relations - International	Public Relations Expenses - International	300,000
614870	Fam Tours	Public Relations Fams - International & Domestic	75,000
615402	Dues & Subscriptions	Marketing Department subscriptions	12,000
619910	Contingency	Placeholder Budget for unexpected expenses	\$50,000
	<b>Total</b>		<b>\$10,941,664</b>

### Budget Snapshot

Total Budgeted Funds	54,732,934
Marketing Budget	10,941,664
% of Budget for Marketing	20.0%



## SALES - Dept 62

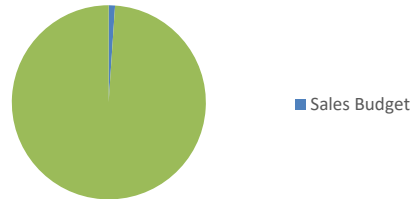
### Budget Information

Department Head:	Steve Bailey
Program of Work Overview:	This budget is for the expenses related to the sales efforts in promoting Panama City Beach as a tourist destination. We will focus our sales activities in maintaining our presence with meeting planners, consumer and group travel segments, and reunion organizers, so we will be well positioned to take advantage of opportunities to increase market share.

Account #	Item	Description	Budget
623460	Citywide Convention Expense	Materials expense for Citywide Conventions	\$100,000
623465	Citywide Sports Expense	Expense for Sports Citywide Conventions	\$20,000
623475	Collateral	Printed/Electronic Sales Materials	\$5,000
624001	Tradeshows	Tradeshow expenses for current year	\$100,000
624010	Site Visits	Expense incurred for plammers coming to PCB	\$20,000
624010	Travel & Entertainment	Travel costs for Sales Department	\$65,000
624825	International Representation	International Representation for Travel/Trade	\$125,000
624850	Sponsorships	Tradeshow Sponsorships	\$45,000
624870	Fam Tours - Inbound	Fam trips for tour and group organizers	\$25,000
625402	Dues & Subscriptions	Sales Department Membership Dues	\$30,000
626401	Tradeshow Displays	Tradeshow displays	\$20,000
629910	Contingency	Placeholder Budget for unexpected expenses	\$25,000
<b>Total</b>			<b>\$580,000</b>

### Budget Snapshot

Total Budgeted Funds	54,732,934
Sales Budget	580,000
% of Budget for Sales	1.1%



## SPECIAL EVENTS - Dept 63

### Budget Information

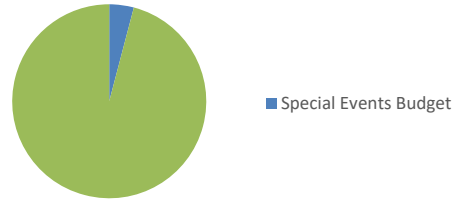
Department Head:	Patrick Stewart
Program of Work Overview:	Supporting and planning events to drive incremental visitation to Panama City Beach. Special Events continue to be a focus area to help increase visitation to Panama City Beach throughout the year, with particular emphasis during the spring and fall. The CVB will collaborate with outside organizations on festivals, concerts and special events that take place throughout the year. The CVB has assumed responsibility for the Beach Ball Drop and is a major sponsor of the Tyndall Airshow taking place along Panama City Beach.

Account #	Item	Description	Budget
634010	Travel & Entertainment	Expenses to attend event related conferences	12,000
634850	Sponsorships	Sponsorship of Events Occuring in PCB	680,000
634905	Festivals & Events	Direct Expenses for CVB Planned Events	1,460,000
635402	Dues & Subscriptions	Event Industry Dues & Subscriptions	9,000
636401	Equipment	Equipment Purchase to Support Events	55,000
639910	Contingency	Placeholder Budget for unexpected expenses	25,000

### Budget Snapshot

2,241,000

Total Budgeted Funds	54,732,934
Special Events Budget	2,241,000
% of Budget for Events	4.1%



## VISITOR SERVICES - Dept 64

### Budget Information

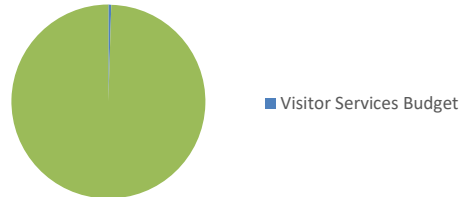
Department Head: Barrie Ainslie

Program of Work Overview: This budget is for the operation of the Visitor Centers, implementation of visitor activations, and enhancement of partner participation in CVB activities. The Visitor Services staff will cultivate, support and celebrate a visitor centric ethic that supports quality visitor experiences through attentive customer service.

Account #	Item	Description	Budget
643498	Contract Labor	Temporary Labor as needed to staff Visitor Centers	10,000
644010	Travel	Travel for Director of Visitor Services	5,000
644850	Sponsorships	Sponsorships of Winter Resident Activities	15,000
644905	Visitor Services Events	Visitor Appreciation Events and VIC Activations	190,000
645201	Visitor Center Supplies	Visitor Center Materials, Decorations & Supplies	20,000
645510	Training & Development	Customer Service Training for VIC staff	2,400
649910	Contingency	Placeholder Budget for unexpected expenses	2,900
			\$245,300

### Budget Snapshot

Total Budgeted Funds	54,732,934
Visitor Services Budget	245,300
% of Budget for VS	0.4%



**SPORTS MARKETING - Dept 66**

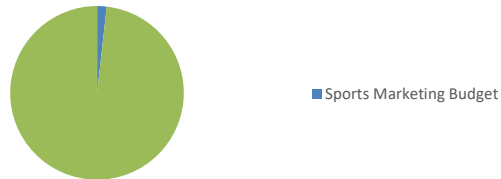
**Budget Information**

Department Head:	Chris O'Brien
Program of Work Overview:	This budget is for developing and supporting tournaments and sporting events to increase visitation to Panama City Beach. We will continue to target our key sports markets of softball and baseball, as well expand the focus to soccer and lacrosse. We will also continue to foster the emerging markets in both tournaments (flag football, sand volleyball, etc.) and sporting events (½ marathons, adventure races, etc.).

Account #	Item	Description	Budget
663440	Awards/Appreciation	Awards for Event Right Holders	500
664001	Tradeshows	Sports Tradeshows Expenses	26,000
664010	Travel & Entertainment	Travel Expenses for Sports Marketing	34,000
664402	Facility Usage	Facility costs paid on behalf of Event Right Holders	178,250
664830	Signage	Signage for Promotion of PCB Sporting Events	3,000
664835	Sponsorship Tradeshows	Funds spent to promote at tradeshows, meetings	30,000
664850	Sponsorships	Sponsorship of Sporting Events that promote tourism in PCB	203,500
664860	Sporting Bid/Host Fees	Bid/Event Hosting Fees to bring events to PCB	466,000
664870	Fam Tours	In-bound Fam Tours of Tournament Decision Makers	10,000
665402	Dues & Subscriptions	Dues for sports related organizations	9,425
666401	Tradeshow Booth	Tradeshow Booth, banners, etc promoting the new Sports Park	5,000
669910	Contingency	Placeholder Budget for unexpected expenses	25,000
<b>Total</b>			<b>\$990,675</b>

**Budget Snapshot**

Total Budgeted Funds	54,732,934
Sports Marketing Budget	990,675
% of Budget for Sports	1.8%



## BEACH MANAGEMENT - Dept 67

### Budget Information

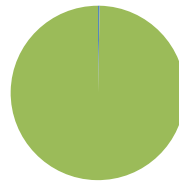
Department Head: Dan Rowe

Program of Work Overview: Coordination of Panama City Beach's beach renourishment program

Account #	Item	Description	Budget
673498	Contract Labor	Contract for CVB's Coastal Engineering Consultant	\$132,300
679910	Contingency	Placeholder Budget for unexpected expenses	\$41,200
Total			\$173,500

### Budget Snapshot

Total Budgeted Funds	54,732,934
Beach Management	173,500
% of CVB Budget for Beach	0.3%



■ Beach Management



**COMMUNITY SUPPORT - Dept. 68**

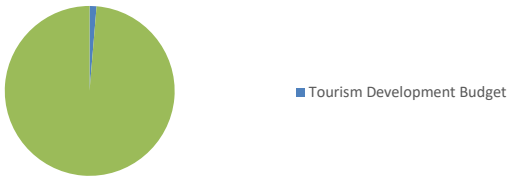
**Budget Information**

Department Head:	Dan Rowe
Program of Work Overview:	Funds for the Northwest Florida Tourism Council (NWFLTC), the City of Panama City Beach, and other not-for-profit entities that have tourism promotion activities/functions.

Account #	Item	Description	Budget	
683405	Community Support - Development	Support for organizations engaged in tourism development	\$	475,000
684210	Partner Engagement	Partner Engagement	\$	25,000
685801	PARCS - Development	Contribution to Bay County Parks that benefit Tourism	\$	100,000
685805	Bay Way Support	Support for Sunday transportation essential Tourism personnel	\$	125,322
Total				\$725,322

**Budget Snapshot**

Total Budgeted Funds	54,732,934
Tourism Development Budget	725,322
% of Budget for Future Projects	1.3%



**TOURISM DEVELOPMENT PROJECTS - Dept. 69**

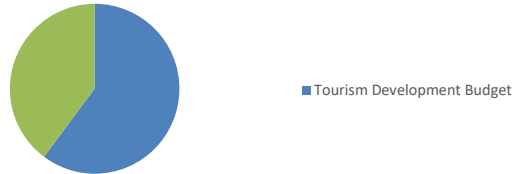
**Budget Information**

Department Head:	J Michael Brown
Program of Work Overview:	Funds for CVB-owned and/or developed tourism assets, including the proposed indoor sports center, sports park improvements, workforce development initiatives, the Chasin' the Sun TV Program, Visit Panama City Beach Magazine, and other projects.

Account #	Item	Description	Budget
693450	Visit PCB Magazine - Production	Production Costs for Visit PCB Magazine	45,000
693466	Chasin' the Sun TV	Production Costs of Chasin' the Sun TV Program	525,000
694610	Sports Park Improvements	Sports Park Improvements	350,000
694610	Visit PCB Magazine - Printing	Printing Costs for Visit PCB Magazine	85,000
694701	Sports Park Insurance Expense	Liability Ins	15,000
694800	Workforce Development Initiatives	Workforce programs to enhance tourism	400,000
695461	Aaron Bessant Park Improvements	Pavilion Construction & Site Improvements	2,300,000
694910	Celebration Tower	Celebration Tower ball and building repair	175,000
695465	Product Development	Costs for product development projects	9,039,444
695470	SABRE Indoor Event Center	Planning and construction of SABRE Indoor Event Center	20,000,000
<b>Total</b>			<b>\$32,934,444</b>

**Budget Snapshot**

Total Budgeted Funds	54,732,934
Tourism Development Budget	32,934,444
% of Budget for Future Projects	60.2%



## Personal Services

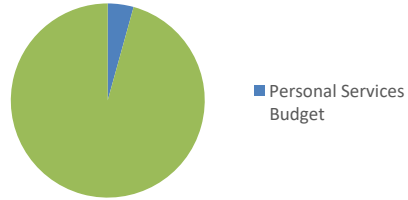
### Budget Information

Department Head:	Dan Rowe
Critical Operations:	Salaries, wages and benefits for CVB staff

Account #	Item	Description	Budget
601200	Salaries	Staff salaries, wages & holiday bonus	1,780,800
602100	Payroll Taxes	Payroll Taxes	142,464
602200	401k Program	CVB retirement program expense	106,848
602300	Employee Insurance Costs	CVB expense for staff insurance benefits	308,044
602400	Works Comp Insurance	CVB expense for Workers Comp	5,000
<b>TOTAL</b>			<b>\$2,343,156.00</b>

### Budget Snapshot

<b>Total Budgeted Funds</b>	<b>54,732,934</b>
<b>Personal Services Budget</b>	<b>2,343,156</b>
<b>% of Budget for Personnel</b>	<b>4.3%</b>



# Publix Sports Park

## 2024 Budget - Snapshot



### REVENUES

Tournament Revenues	FY 2024
Soccer	\$55,500
Football	\$13,275
Lacrosse	\$19,850
Baseball	\$385,000
Softball	\$112,700
Rugby	\$1,665
Adult Recreation	\$0
Subtotal	\$587,990

Restatement of Field Revenues by Sport	FY 2024
Soccer	\$144,250
Football	\$17,575
Lacrosse	\$21,005
Baseball	\$409,000
Softball	\$117,150
Rugby	\$1,665
Adult Recreation	\$22,050
Subtotal	\$732,695

Local Programming Revenues	FY 2024
Soccer	\$88,750
Football	\$4,300
Lacrosse	\$1,155
Baseball	\$24,000
Softball	\$4,450
Rugby	\$0
Adult Recreation	\$22,050
Subtotal	\$144,705

### COST OF GOODS SOLD

Cost of Goods Sold	FY 2024	%
Contract Labor	\$302,471	42.6%
Baseball - umpires	\$10,000	2.4%
Adult Recreation	\$15,450	70.1%
Food & Beverage	\$378,450	35.5%
Trainers	\$20,368	30.0%
Security	\$19,298	98.3%
Streaming	\$8,045	20.0%
Sponsorships	\$33,320	15.9%
Other Miscellaneous Sales		0.0%
Total	\$787,402	

Food & Beverage Revenues	FY 2024
Concession Sales	\$1,010,800
Catering/Food Truck Sales	\$56,200
Subtotal	\$1,067,000

### EXPENSES

Operating Expenses	FY 2024
Marketing & Business Development	\$29,850
Bank & Service Charges	\$28,012
Business Licenses	\$750
General & Administrative	\$28,850
Insurance	\$38,753
Supplies & Services	\$32,791
Management & Admin Labor	\$537,200
Management Fees	\$186,439
Subtotal	\$186,439
Other Payroll Expenses	\$7,665
Repairs & Maintenance	\$422,985
Utilities	\$262,774
Miscellaneous	\$12,000
TOTAL	\$1,588,070

Sponsorship Revenues	FY 2024
Sponsorships	\$141,100
Pouring Rights	\$68,000
Subtotal	\$209,100

Other Revenues	FY 2024
Merchandise	\$0
Facility Fee/Ticketing	\$51,485
Vendor Commissions	\$28,365
Trainers	\$67,891
Security	\$19,625
Streaming	\$40,225
Other Miscellaneous Sales	\$8,110
Interest Income	\$1,080
Subtotal	\$216,781

TOTALS	FY 2024
Revenues	\$2,225,576
Costs of Goods	\$787,402
Operating Expenses	\$1,588,070
Net Income	(\$149,897)

CONTINGENCY	FY 2024
Unexpected Expenses & Repairs	\$120,000

# Publix Sports Park

## 2024 Budget

FIELD REVENUES	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
<b>Soccer</b>													
Soccer Tournaments	\$ -	\$ 10,500	\$ -	\$ 2,250	\$ -	\$ 9,000	\$ 5,750	\$ 10,500	\$ 6,000	\$ -	\$ 11,500	\$ -	\$ 55,500
Soccer Local Games/Practices	\$ 7,500	\$ 11,500	\$ 10,000	\$ 9,500	\$ 8,000	\$ 9,500	\$ 9,250	\$ 4,750	\$ 3,000	\$ 3,000	\$ 5,250	\$ 7,500	\$ 88,750
<b>TOTAL SOCCER</b>	<b>\$ 7,500</b>	<b>\$ 22,000</b>	<b>\$ 10,000</b>	<b>\$ 11,750</b>	<b>\$ 8,000</b>	<b>\$ 18,500</b>	<b>\$ 15,000</b>	<b>\$ 15,250</b>	<b>\$ 9,000</b>	<b>\$ 3,000</b>	<b>\$ 16,750</b>	<b>\$ 7,500</b>	<b>\$ 144,250</b>
<b>Football</b>													
Football Tournaments		\$ 2,500	\$ 6,250	\$ -	\$ 2,000	\$ 325	\$ 2,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,275
Football Youth Leagues	\$ 2,200	\$ 1,600	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 4,300
<b>TOTAL FOOTBALL</b>	<b>\$ 2,200</b>	<b>\$ 4,100</b>	<b>\$ 6,250</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 325</b>	<b>\$ 2,200</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 500</b>	<b>\$ 17,575</b>
<b>Lacrosse</b>													
Lacrosse Tournaments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,500	\$ 1,500	\$ -	\$ 5,850	\$ -	\$ -	\$ -	\$ 19,850
Lacrosse Youth Leagues	\$ -	\$ -	\$ -	\$ -	\$ 495	\$ 495	\$ 165	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,155
<b>TOTAL LACROSSE</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 495</b>	<b>\$ 12,995</b>	<b>\$ 1,665</b>	<b>\$ -</b>	<b>\$ 5,850</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 21,005</b>
<b>Baseball</b>													
Baseball Tournaments	\$ 7,500	\$ 16,000	\$ 50,000	\$ 24,500	\$ 26,500	\$ 20,250	\$ 7,000	\$ 38,250	\$ 132,250	\$ 45,750	\$ 6,000	\$ 11,000	\$ 385,000
Baseball Youth /Community	\$ 750	\$ 1,000	\$ 500	\$ 3,250	\$ 3,750	\$ 5,250	\$ 4,000	\$ 750	\$ 2,000	\$ 250	\$ 500	\$ 2,000	\$ 24,000
<b>TOTAL BASEBALL</b>	<b>\$ 8,250</b>	<b>\$ 17,000</b>	<b>\$ 50,500</b>	<b>\$ 27,750</b>	<b>\$ 30,250</b>	<b>\$ 25,500</b>	<b>\$ 11,000</b>	<b>\$ 39,000</b>	<b>\$ 134,250</b>	<b>\$ 46,000</b>	<b>\$ 6,500</b>	<b>\$ 13,000</b>	<b>\$ 409,000</b>
<b>Softball</b>													
Softball Tournaments	\$ 18,300	\$ 3,250	\$ 650	\$ 3,500	\$ -	\$ 8,250	\$ 3,250	\$ -	\$ -	\$ 40,000	\$ 14,500	\$ 21,000	\$ 112,700
Softball Youth /Community	\$ 500	\$ 500	\$ -	\$ 500	\$ 350	\$ 350	\$ -	\$ -	\$ -	\$ 1,500	\$ 250	\$ 500	\$ 4,450
<b>TOTAL SOFTBALL</b>	<b>\$ 18,800</b>	<b>\$ 3,750</b>	<b>\$ 650</b>	<b>\$ 4,000</b>	<b>\$ 350</b>	<b>\$ 8,600</b>	<b>\$ 3,250</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 41,500</b>	<b>\$ 14,750</b>	<b>\$ 21,500</b>	<b>\$ 117,150</b>
<b>Rugby</b>													
Rugby Events	\$ 160	\$ 80	\$ 160	\$ 320	\$ 565	\$ 380	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,665
<b>TOTAL RUGBY</b>	<b>\$ 160</b>	<b>\$ 80</b>	<b>\$ 160</b>	<b>\$ 320</b>	<b>\$ 565</b>	<b>\$ 380</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,665</b>
<b>Adult Recreation</b>													
Adult Leagues	\$ -	\$ -	\$ -	\$ -	\$ 4,500	\$ 11,050	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,500	\$ 22,050
<b>TOTAL OTHER FIELD</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,500</b>	<b>\$ 11,050</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,500</b>	<b>\$ 22,050</b>
<b>FIELD REVENUE</b>	<b>\$ 36,910</b>	<b>\$ 46,930</b>	<b>\$ 67,560</b>	<b>\$ 43,820</b>	<b>\$ 46,160</b>	<b>\$ 77,350</b>	<b>\$ 33,115</b>	<b>\$ 54,250</b>	<b>\$ 149,100</b>	<b>\$ 90,500</b>	<b>\$ 38,000</b>	<b>\$ 49,000</b>	<b>\$ 732,695</b>

# Publix Sports Park

## 2024 Budget

OTHER REVENUES	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
<b>Food and Beverage</b>													
Concession F&B Sales	\$ 50,000	\$ 36,800	\$ 95,500	\$ 27,500	\$ 45,500	\$ 28,000	\$ 45,500	\$ 77,000	\$ 246,500	\$ 248,000	\$ 42,750	\$ 67,750	\$ 1,010,800
Catering/Food Truck Sales	\$ 1,000	\$ 4,200	\$ 4,000	\$ -	\$ 1,000	\$ -	\$ 1,000	\$ 7,000	\$ 18,000	\$ 17,000	\$ 2,000	\$ 1,000	\$ 56,200
<b>TOTAL F&amp;B</b>	<b>\$ 51,000</b>	<b>\$ 41,000</b>	<b>\$ 99,500</b>	<b>\$ 27,500</b>	<b>\$ 46,500</b>	<b>\$ 28,000</b>	<b>\$ 46,500</b>	<b>\$ 84,000</b>	<b>\$ 264,500</b>	<b>\$ 265,000</b>	<b>\$ 44,750</b>	<b>\$ 68,750</b>	<b>\$ 1,067,000</b>
<b>Merchandise</b>													
Merchandise													\$ -
<b>TOTAL MERCHANDISE</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Other Revenues</b>													
Facility Fee/Ticketing Income	\$ -	\$ 5,000	\$ 5,000	\$ 600	\$ 18,385	\$ 5,500	\$ 2,000	\$ 7,000	\$ -	\$ 2,000	\$ 6,000	\$ -	\$ 51,485
Vendor Commissions	\$ 1,155	\$ 850	\$ 2,712	\$ 1,127	\$ 2,278	\$ 502	\$ 100	\$ 1,750	\$ 4,666	\$ 4,709	\$ 6,797	\$ 1,718	\$ 28,365
Trainers	\$ 4,170	\$ 2,445	\$ 8,130	\$ 1,610	\$ 5,130	\$ 3,088	\$ 2,520	\$ 4,853	\$ 15,660	\$ 13,090	\$ 3,775	\$ 3,420	\$ 67,891
Security	\$ -	\$ 2,000	\$ 6,000	\$ -	\$ 1,500	\$ 1,000	\$ 1,875	\$ -	\$ 250	\$ 3,000	\$ 1,000	\$ 3,000	\$ 19,625
Streaming	\$ 2,490	\$ 600	\$ 6,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 1,000	\$ 3,000	\$ 8,000	\$ 8,000	\$ 2,000	\$ 3,135	\$ 40,225
Other Miscellaneous Sales	\$ 100	\$ 1,100	\$ 510	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,300	\$ 3,200	\$ 100	\$ 1,300	\$ 8,110
Interest Income	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 90	\$ 1,080
<b>TOTAL OTHER REVENUE</b>	<b>\$ 8,005</b>	<b>\$ 12,085</b>	<b>\$ 28,442</b>	<b>\$ 5,527</b>	<b>\$ 29,483</b>	<b>\$ 12,280</b>	<b>\$ 7,685</b>	<b>\$ 16,793</b>	<b>\$ 29,966</b>	<b>\$ 34,089</b>	<b>\$ 19,762</b>	<b>\$ 12,663</b>	<b>\$ 216,781</b>
<b>Sponsorships &amp; Pouring Rights</b>													
Sponsorships	\$ 15,000	\$ 1,500	\$ 2,000	\$ 2,550	\$ 3,000	\$ 5,250	\$ 4,500	\$ 85,000	\$ 6,450	\$ -	\$ 7,000	\$ 8,850	\$ 141,100
Pouring Rights										\$ 68,000			\$ 68,000
<b>TOTAL SPONSORSHIPS</b>	<b>\$ 15,000</b>	<b>\$ 1,500</b>	<b>\$ 2,000</b>	<b>\$ 2,550</b>	<b>\$ 3,000</b>	<b>\$ 5,250</b>	<b>\$ 4,500</b>	<b>\$ 85,000</b>	<b>\$ 6,450</b>	<b>\$ 68,000</b>	<b>\$ 7,000</b>	<b>\$ 8,850</b>	<b>\$ 209,100</b>

# Publix Sports Park

## 2024 Budget

COST OF GOODS SOLD	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
Part-Time Contract Labor	\$ 14,387	\$ 15,002	\$ 29,325	\$ 11,527	\$ 18,321	\$ 17,645	\$ 13,095	\$ 23,256	\$ 66,535	\$ 58,438	\$ 15,377	\$ 19,562	\$ 302,471
Baseball - Umpires					\$ 10,000								\$ 10,000
Adult Recreation													
Kickball	1,000					2,000	1,500					1,000	\$ 5,500
Softball	1,000					3,000	2,000					1,250	\$ 7,250
Other					\$ 1,750	\$ 950							\$ 2,700
Total Adult Rec	\$ 2,000	\$ -	\$ -	\$ -	\$ 1,750	\$ 5,950	\$ 3,500	\$ -	\$ -	\$ -	\$ -	\$ 2,250	\$ 15,450
<b>TOTAL COGS FIELDS</b>	<b>\$ 16,387</b>	<b>\$ 15,002</b>	<b>\$ 29,325</b>	<b>\$ 11,527</b>	<b>\$ 30,071</b>	<b>\$ 23,595</b>	<b>\$ 16,595</b>	<b>\$ 23,256</b>	<b>\$ 66,535</b>	<b>\$ 58,438</b>	<b>\$ 15,377</b>	<b>\$ 21,812</b>	<b>\$ 327,921</b>
Food & Beverage COGS													
Food Products	\$ 17,850	\$ 14,350	\$ 34,825	\$ 9,625	\$ 16,275	\$ 9,800	\$ 16,275	\$ 29,400	\$ 92,575	\$ 92,750	\$ 15,663	\$ 24,063	\$ 373,450
Supplies	\$ 2,500	\$ -	\$ -	\$ -	\$ 1,250	\$ -	\$ -	\$ 1,250	\$ -	\$ -	\$ -	\$ -	\$ 5,000
<b>TOTAL COGS F&amp;B</b>	<b>\$ 20,350</b>	<b>\$ 14,350</b>	<b>\$ 34,825</b>	<b>\$ 9,625</b>	<b>\$ 17,525</b>	<b>\$ 9,800</b>	<b>\$ 16,275</b>	<b>\$ 30,650</b>	<b>\$ 92,575</b>	<b>\$ 92,750</b>	<b>\$ 15,663</b>	<b>\$ 24,063</b>	<b>\$ 378,450</b>
Other Revenue COGS													
Trainers	\$ 1,251	\$ 734	\$ 2,439	\$ 483	\$ 1,539	\$ 926	\$ 756	\$ 1,456	\$ 4,698	\$ 3,927	\$ 1,133	\$ 1,026	\$ 20,368
Security	\$ -	\$ 1,967	\$ 5,900	\$ -	\$ 1,475	\$ 983	\$ 1,844	\$ -	\$ 246	\$ 2,950	\$ 983	\$ 2,950	\$ 19,298
Streaming	\$ 498	\$ 120	\$ 1,200	\$ 400	\$ 400	\$ 400	\$ 200	\$ 600	\$ 1,600	\$ 1,600	\$ 400	\$ 627	\$ 8,045
<b>TOTAL COGS OTHER</b>	<b>\$ 498</b>	<b>\$ 2,087</b>	<b>\$ 7,100</b>	<b>\$ 400</b>	<b>\$ 1,875</b>	<b>\$ 1,383</b>	<b>\$ 2,044</b>	<b>\$ 600</b>	<b>\$ 1,846</b>	<b>\$ 4,550</b>	<b>\$ 1,383</b>	<b>\$ 3,577</b>	<b>\$ 27,343</b>
Sponsorship COGS													
Sponsorship Commissions	\$ 3,000	\$ 300	\$ 400	\$ 510	\$ 600	\$ 1,050	\$ 900	\$ 8,500	\$ 1,290	\$ -	\$ 1,400	\$ 1,770	\$ 19,720
Pour Rights Commissions										\$ 13,600			\$ 13,600
<b>TOTAL COGS F&amp;B</b>	<b>\$ 3,000</b>	<b>\$ 300</b>	<b>\$ 400</b>	<b>\$ 510</b>	<b>\$ 600</b>	<b>\$ 1,050</b>	<b>\$ 900</b>	<b>\$ 8,500</b>	<b>\$ 1,290</b>	<b>\$ 13,600</b>	<b>\$ 1,400</b>	<b>\$ 1,770</b>	<b>\$ 33,320</b>

# Publix Sports Park

## 2024 Budget

Operating Expenses	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
<b>Bank &amp; Other Service Charges</b>													
Bank Service Fee	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 65	\$ 780
Credit Card Fees	\$ 1,075	\$ 791	\$ 2,053	\$ 591	\$ 978	\$ 602	\$ 978	\$ 1,656	\$ 5,300	\$ 5,332	\$ 919	\$ 1,457	\$ 21,732
Credit Card Fee - reimburse	\$ (500)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (500)
Armored Car & Safe	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Collection Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Shortage(Overage)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL BANK FEES</b>	<b>\$ 1,140</b>	<b>\$ 1,356</b>	<b>\$ 2,618</b>	<b>\$ 1,156</b>	<b>\$ 1,543</b>	<b>\$ 1,167</b>	<b>\$ 1,543</b>	<b>\$ 2,221</b>	<b>\$ 5,865</b>	<b>\$ 5,897</b>	<b>\$ 1,484</b>	<b>\$ 2,022</b>	<b>\$ 28,012</b>
<b>Business Licenses</b>													
State/County Permits	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ -	\$ 750
<b>TOTAL BUSINESS LICENSE FEES</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 750</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 750</b>
<b>General &amp; Administrative Expenses</b>													
Office Supplies	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Postage and Delivery	\$ 100	\$ -	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 300
Office Printing & Equip	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750
Copy Costs	\$ 44	\$ 44	\$ 79	\$ 44	\$ 44	\$ 44	\$ 44	\$ 44	\$ 44	\$ 44	\$ 44	\$ 44	\$ 563
Copier Lease	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 115	\$ 1,380
IT (POS/InterCard)	\$ 309	\$ 309	\$ 309	\$ 319	\$ 319	\$ 319	\$ 319	\$ 374	\$ 374	\$ 374	\$ 374	\$ 374	\$ 4,073
Computer/IT Expenses	\$ 425	\$ 425	\$ 230	\$ 230	\$ 230	\$ 230	\$ 230	\$ 230	\$ 230	\$ 240	\$ 240	\$ 240	\$ 3,180
Subscriptions	\$ 450	\$ 450	\$ 1,765	\$ 450	\$ 450	\$ 690	\$ 780	\$ 1,230	\$ 450	\$ 1,000	\$ 450	\$ 450	\$ 8,615
Employee Relations	\$ 50	\$ 50	\$ 550	\$ 50	\$ 50	\$ 50	\$ 250	\$ 250	\$ 50	\$ 550	\$ 50	\$ 50	\$ 2,000
Training & Continuing Ed					\$ 89								\$ 89
Facility Signage	\$ -	\$ -	\$ 200	\$ -	\$ -	\$ 200	\$ -	\$ -	\$ 200	\$ -	\$ -	\$ 200	\$ 800
Travel	\$ -	\$ -	\$ 500	\$ -	\$ -	\$ 500	\$ 1,500	\$ -	\$ 500	\$ -	\$ -	\$ 2,000	\$ 5,000
Meals & Entertainment	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 75	\$ 900
<b>TOTAL G&amp;A Expense</b>	<b>\$ 1,668</b>	<b>\$ 1,568</b>	<b>\$ 3,923</b>	<b>\$ 1,383</b>	<b>\$ 1,572</b>	<b>\$ 3,073</b>	<b>\$ 3,413</b>	<b>\$ 2,418</b>	<b>\$ 2,138</b>	<b>\$ 2,598</b>	<b>\$ 1,448</b>	<b>\$ 3,648</b>	<b>\$ 28,850</b>
<b>Insurance</b>													
General Liability	\$ 27,833												\$ 27,833
Worker's Compensation	\$ 10,920												\$ 10,920
<b>TOTAL INSURANCE</b>	<b>\$ 38,753</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 38,753</b>
<b>Miscellaneous Expense</b>													
Miscellaneous	\$ -											\$ 12,000	\$ 12,000
<b>TOTAL MISCELLANEOUS</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 12,000</b>	<b>\$ 12,000</b>



# Publix Sports Park

## 2024 Budget

Management Expenses	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
<b>Management &amp; Admin Labor</b>													
Salaries	\$ 33,264	\$ 32,191	\$ 33,264	\$ 33,264	\$ 30,515	\$ 34,044	\$ 32,946	\$ 34,698	\$ 33,579	\$ 34,927	\$ 34,927	\$ 33,801	\$ 401,421
ER Taxes 7.65%	\$ 3,970	\$ 3,840	\$ 5,209	\$ 3,656	\$ 3,965	\$ 4,260	\$ 3,767	\$ 4,854	\$ 8,156	\$ 7,640	\$ 4,135	\$ 4,426	\$ 57,879
SUI(2.7%)/ FUTA (6%)	\$ 1,300	\$ 1,300	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 17,600
HSA \$250 per FT Jan & July	\$ 50	\$ 50	\$ 50	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 1,500
Health \$500 per FT (8 FT)	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 4,400	\$ 51,600
Cell \$100 per FT	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 7,200
<b>TOTAL ADMIN LABOR</b>	<b>\$ 43,185</b>	<b>\$ 41,981</b>	<b>\$ 44,623</b>	<b>\$ 43,570</b>	<b>\$ 41,130</b>	<b>\$ 44,954</b>	<b>\$ 43,363</b>	<b>\$ 46,202</b>	<b>\$ 48,385</b>	<b>\$ 49,217</b>	<b>\$ 45,713</b>	<b>\$ 44,877</b>	<b>\$ 537,200</b>
<b>Management Fees &amp; Revenue Incentives</b>													
Management Fees	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 14,500	\$ 174,000
Revenue Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,476	\$ 6,963	\$ 12,439
<b>TOTAL MANAGEMENT FEES</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 14,500</b>	<b>\$ 19,976</b>	<b>\$ 21,463</b>	<b>\$ 186,439</b>
<b>Other Payroll Expenses</b>													
Background Checks	\$ 250	\$ -	\$ 75	\$ -	\$ -	\$ 75	\$ 315	\$ 575	\$ 250	\$ -	\$ -	\$ -	\$ 1,540
Other SFM Payroll Admin	\$ 400	\$ 415	\$ 450	\$ 300	\$ 350	\$ 600	\$ 520	\$ 600	\$ 670	\$ 670	\$ 700	\$ 450	\$ 6,125
Payroll Scheduling Software	\$ -												\$ -
<b>TOTAL OTHER PAYROLL EXPENSE</b>	<b>\$ 650</b>	<b>\$ 415</b>	<b>\$ 525</b>	<b>\$ 300</b>	<b>\$ 350</b>	<b>\$ 675</b>	<b>\$ 835</b>	<b>\$ 1,175</b>	<b>\$ 920</b>	<b>\$ 670</b>	<b>\$ 700</b>	<b>\$ 450</b>	<b>\$ 7,665</b>

# Publix Sports Park

## 2024 Budget

Marketing Expenses	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
Advertising/Marketing													
Ad Production & Website	\$ 625	\$ 625	\$ 625	\$ 1,000	\$ 625	\$ 625	\$ 625	\$ 750	\$ 750	\$ 1,400	\$ 1,250	\$ 750	\$ 9,650
Advertising - Other	\$ 250	\$ 250	\$ -	\$ 200	\$ 200	\$ -	\$ 100	\$ 100	\$ -	\$ 50	\$ 50	\$ -	\$ 1,200
Facility Marketing	\$ 1,000	\$ -	\$ -	\$ -	\$ 1,500	\$ 1,500	\$ -	\$ -			\$ 1,500	\$ 1,500	\$ 7,000
Business Development	\$ 3,500	\$ -	\$ 1,500	\$ 5,500	\$ -	\$ -	\$ 1,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,000
<b>TOTAL MARKETING &amp; BIZ DEV</b>	<b>\$ 5,375</b>	<b>\$ 875</b>	<b>\$ 2,125</b>	<b>\$ 6,700</b>	<b>\$ 2,325</b>	<b>\$ 2,125</b>	<b>\$ 2,225</b>	<b>\$ 850</b>	<b>\$ 750</b>	<b>\$ 1,450</b>	<b>\$ 2,800</b>	<b>\$ 2,250</b>	<b>\$ 29,850</b>

# Publix Sports Park

## 2024 Budget

Repairs & Maint Expenses	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Total
<b>Repairs &amp; Maintenance</b>													
Building Ops. General Maint	\$ 2,530	\$ 2,530	\$ 2,530	\$ 2,530	\$ 2,530	\$ 2,530	\$ 2,530	\$ 2,530	\$ 3,530	\$ 3,530	\$ 2,530	\$ 2,530	\$ 32,360
Building Ops - Reimbursed									\$ (1,000)	\$ (1,000)			\$ (2,000)
PT Facilities Labor	\$ 4,250	\$ 3,000	\$ 5,500	\$ 3,000	\$ 3,000	\$ 4,000	\$ 3,200	\$ 5,500	\$ 6,500	\$ 6,500	\$ 3,750	\$ 4,500	\$ 52,700
Landscaping	\$ 23,735	\$ 23,735	\$ 24,206	\$ 24,206	\$ 24,206	\$ 24,328	\$ 24,328	\$ 24,328	\$ 24,328	\$ 24,328	\$ 24,328	\$ 24,328	\$ 290,387
Sports Equipment Maint	\$ 5,000	\$ 5,000											\$ 10,000
Vehicle Maint & Supplies	\$ 2,057	\$ 849	\$ 1,274	\$ 535	\$ 349	\$ 384	\$ 271	\$ 3,010	\$ 2,300	\$ 3,400	\$ 785	\$ 586	\$ 15,800
Field Maint & Supplies	\$ 3,950	\$ 248		\$ 3,950	\$ 1,200	\$ 1,200	\$ 3,950	\$ 761	\$ 1,500	\$ 4,250	\$ 761	\$ 1,969	\$ 23,738
<b>TOTAL MAINTENANCE</b>	<b>\$ 41,522</b>	<b>\$ 35,362</b>	<b>\$ 33,510</b>	<b>\$ 34,221</b>	<b>\$ 31,285</b>	<b>\$ 32,442</b>	<b>\$ 34,279</b>	<b>\$ 36,129</b>	<b>\$ 37,158</b>	<b>\$ 41,008</b>	<b>\$ 32,154</b>	<b>\$ 33,913</b>	<b>\$ 422,985</b>
<b>Supplies &amp; Services</b>													
Hardware	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Janitorial	\$ 1,005	\$ 740	\$ 1,920	\$ 553	\$ 915	\$ 563	\$ 915	\$ 1,548	\$ 3,400	\$ 3,400	\$ 840	\$ 1,362	\$ 17,158
Janitorial - Skate Park	\$ 200	\$ 100	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 400	\$ 300	\$ 200	\$ 100	\$ 2,500
Safety Supplies								\$ 350			\$ 350		\$ 700
Trash Services	\$ 643	\$ 843	\$ 643	\$ 643	\$ 643	\$ 643	\$ 750	\$ 643	\$ 1,313	\$ 1,313	\$ 1,313	\$ 643	\$ 10,033
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,200	\$ 1,200	\$ -	\$ -	\$ -	\$ -	\$ 2,400
<b>TOTAL SUPPLIES</b>	<b>\$ 1,848</b>	<b>\$ 1,683</b>	<b>\$ 2,763</b>	<b>\$ 1,396</b>	<b>\$ 1,758</b>	<b>\$ 1,406</b>	<b>\$ 3,065</b>	<b>\$ 3,941</b>	<b>\$ 5,113</b>	<b>\$ 5,013</b>	<b>\$ 2,703</b>	<b>\$ 2,105</b>	<b>\$ 32,791</b>
<b>Utilities</b>													
Cable & Internet	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 18,000
Electricity	\$ 17,500	\$ 18,940	\$ 17,000	\$ 18,940	\$ 17,000	\$ 18,000	\$ 18,000	\$ 21,120	\$ 19,000	\$ 19,000	\$ 17,500	\$ 17,000	\$ 219,000
Telephone Expense	\$ 533	\$ 533	\$ 533	\$ 533	\$ 533	\$ 587	\$ 587	\$ 587	\$ 587	\$ 587	\$ 587	\$ 587	\$ 6,774
Water	\$ 2,800		\$ 4,000		\$ 2,850		\$ 2,850		\$ 3,750		\$ 2,750		\$ 19,000
<b>TOTAL UTILITIES</b>	<b>\$ 22,333</b>	<b>\$ 20,973</b>	<b>\$ 23,033</b>	<b>\$ 20,973</b>	<b>\$ 21,883</b>	<b>\$ 20,087</b>	<b>\$ 22,937</b>	<b>\$ 23,207</b>	<b>\$ 24,837</b>	<b>\$ 21,087</b>	<b>\$ 22,337</b>	<b>\$ 19,087</b>	<b>\$ 262,774</b>