

**FY24 Budget - Monthly Working File**

January-December 2024

REVENUE	Advocacy, Comm and PR Dept 01	Sales/Service Dept 02	RCSC Dept 03	CTA Dept 04	Marketing Dept 05	Administrative Dept 06	Trolley Dept 07	COMBINED (All Classes)	2023 Budget
4100 · BBB-Sales Tax Receipts						\$ 1,385,000		\$ 1,385,000	\$ 1,241,500
4200 · BID Occupancy Tax						\$ 1,500,000		\$ 1,500,000	\$ 1,458,500
4300 · Marketing Serv Fees-Partnership					\$ 22,500			\$ 22,500	\$ 51,898
4400 · Investments						\$ 20,000		\$ 20,000	\$ 17,000
4500 · Miscellaneous Revenue (CTA)				\$ 6,480				\$ 6,480	\$ -
4560 · Rapid City Sports Commission			\$ 88,500					\$ 88,500	\$ -
4600 · Trolley Revenue							\$ 40,000	\$ 40,000	-
4700 · Merchandise Revenue						\$ 6,000		\$ 6,000	
4810 · Grant Funding - SD Department of Tourism		\$ 250,000						\$ 250,000	-
1100 - Withdrawal from unrestricted money market								\$ 307,243	\$ 270,412
<b>Total Revenue</b>	\$ -	\$ 250,000	\$ 88,500	\$ 6,480	\$ 22,500	\$ 2,905,000	\$ 40,000	\$ 3,625,723	\$ 3,039,310

EXPENSE	Advocacy, Comm and PR Dept 01	Sales/Service Dept 02	RCSC Dept 03	CTA Dept 04	Marketing Dept 05	Administrative Dept 06	Trolley Dept 07	COMBINED (All Classes)	2023 Budget
1700 · Merchandise Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$5,000.00	\$ -
5150 · Salaries and taxes	\$ 116,700	\$ 117,495	\$ 144,577	\$ 70,030	\$ 164,888	\$ 225,105	\$ 87,664	\$926,458.64	\$ 953,723.56
5175 · Employee Benefits	\$ 13,162	\$ 11,876	\$ 14,266	\$ 7,749	\$ 22,457	\$ 28,142	\$ 7,185	\$104,836.93	\$ 163,616.91
5210 · Rent	\$ 5,209	\$ 5,209	\$ 5,209	\$ 5,209	\$ 5,209	\$ 5,209	\$ 5,209	\$36,465.03	\$ 25,060.07
5215 · Storage	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$4,200.00	\$ 4,200.00
5220 · Utilities	\$ 3,173	\$ 4,973	\$ 4,373	\$ 3,173	\$ 4,973	\$ 4,373	\$ 4,157	\$29,195.00	\$ 25,301.08
5230 · F & E Lease and Purchase	\$ 78,454	\$ 3,454	\$ 3,454	\$ 3,454	\$ 7,306	\$ 4,454	\$ 3,454	\$104,031.74	\$ 13,673.00
5240 · Equipment Maintenance	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 20,000	\$21,200.00	\$ 2,450.00
5250 · Insurance	\$ 1,366	\$ 1,366	\$ 1,366	\$ 1,366	\$ 1,366	\$ 1,366	\$ 10,366	\$18,562.56	\$ 10,759.00
5305 · Office Supplies	\$ 1,071	\$ 1,071	\$ 1,071	\$ 1,071	\$ 1,071	\$ 1,071	\$ 1,071	\$7,497.00	\$ 4,025.00
5335 · Auto Expense	\$ 619	\$ 619	\$ 619	\$ 619	\$ 619	\$ 619	\$ 7,159	\$10,874.32	\$ 12,173.00
5340 · Training and Education	\$ 133	\$ 9,278	\$ 2,633	\$ 533	\$ 4,251	\$ 10,603	\$ -	\$27,432.98	\$ 35,546.00
5350 · Employee Relations	\$ 871	\$ 2,871	\$ 1,371	\$ 771	\$ 1,771	\$ 1,421	\$ 1,271	\$10,350.05	\$ 2,502.00
5360 · Service Charges/Bank Fees	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 3,000	\$4,200.00	\$ 1,204.00
5390 · Membership Dues	\$ 5,093	\$ 5,193	\$ 3,838	\$ 2,643	\$ 3,343	\$ 2,643	\$ 3,217	\$25,973.22	\$ 24,766.00
5400 · Professional Fees	\$ 19,584	\$ 19,584	\$ 19,584	\$ 28,084	\$ 19,584	\$ 19,604	\$ 19,584	\$145,609.54	\$ 137,210.00
5600 · Board/Partner - Travel and Expenses	\$ 214	\$ 2,214	\$ 214	\$ 214	\$ 214	\$ 2,014	\$ 214	\$5,300.03	\$ 5,230.00
8101 · Tradeshows	\$ -	\$ 7,250	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$17,250.00	\$ 18,150.00
8102 · FAMs/Site Visit	\$ -	\$ 15,500	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$25,500.00	\$ 46,500.00
8103 · BID Fees/Business Development	\$ -	\$ 69,640	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$109,640.00	\$ 49,000.00
8106 · Servicing	\$ -	\$ 8,500	\$ -	\$ -	\$ -	\$ -	\$ 715	\$9,215.00	\$ 1,500.00
8107 · Partnerships	\$ 17,500	\$ 500	\$ 70,000	\$ -	\$ 8,000	\$ -	\$ -	\$96,000.00	\$ 156,000.00
8110 · Banners, Displays, Signage	\$ 675	\$ 1,925	\$ 2,000	\$ -	\$ 18,400	\$ -	\$ 4,249	\$27,249.00	\$ 7,510.00
8111 · Print Advertising	\$ -	\$ -	\$ -	\$ -	\$ 57,976	\$ -	\$ -	\$57,976.00	\$ 32,541.00
8112 · Broadcast	\$ -	\$ -	\$ 35,000	\$ -	\$ 2,000	\$ -	\$ -	\$37,000.00	\$ 82,000.00

8113 · Billboard/OOH	\$ 2,250	\$ 2,250	\$ -	\$ -	\$ 9,950	\$ 2,250	\$ -	\$ 16,700.00	\$ 36,675.00
8114 · Research	\$ 41,431	\$ 13,681	\$ 8,286	\$ 13,911	\$ 13,681	\$ 13,681	\$ 15,802	\$ 120,470.78	\$ 128,500.00
8115 · Promo Items	\$ 1,800	\$ 16,800	\$ 6,800	\$ 4,300	\$ 2,657	\$ 1,800	\$ 1,800	\$ 35,957.00	\$ 28,000.00
8116 · Digital	\$ -	\$ 269,500	\$ 63,000	\$ 5,000	\$ 456,150	\$ -	\$ 2,100	\$ 795,750.00	\$ 306,546.00
8117 · Content Production	\$ 2,743	\$ 28,743	\$ 2,743	\$ 5,743	\$ 57,923	\$ 2,743	\$ 4,243	\$ 104,880.26	\$ 55,720.00
8118 · Website	\$ 8,479	\$ 8,479	\$ 8,479	\$ 8,479	\$ 26,479	\$ 8,479	\$ 8,479	\$ 77,353.00	\$ 135,000.00
8119 · Visitor Materials	\$ 6,423	\$ 8,423	\$ 6,423	\$ 6,423	\$ 6,423	\$ 6,423	\$ 6,423	\$ 46,958.97	\$ 75,000.00
8120 · Public Relations	\$ 31,857	\$ 31,857	\$ 31,857	\$ 31,857	\$ 31,857	\$ 31,857	\$ 31,857	\$ 223,000.00	\$ 80,000.00
8121 · Community Relations	\$ 857	\$ 857	\$ 857	\$ 857	\$ 857	\$ 857	\$ 857	\$ 6,000.00	\$ 36,500.00
8124 · Events	\$ 5,000	\$ 23,000	\$ 10,000	\$ 4,800	\$ -	\$ -	\$ 2,000	\$ 44,800.00	\$ 36,000.00
8125 · Printing and Copying	\$ 5,450	\$ 3,745	\$ 200	\$ 4,110	\$ 200	\$ 300	\$ 3,000	\$ 17,005.00	\$ 18,370.00
8126 · Postage/Info Distribution	\$ 3,547	\$ 9,088	\$ 3,547	\$ 4,447	\$ 3,547	\$ 3,547	\$ 4,472	\$ 32,195.00	\$ 10,648.00
8127 · Subscriptions	\$ 5,483	\$ 20,403	\$ 22,124	\$ 5,458	\$ 65,491	\$ 5,818	\$ 5,458	\$ 130,235.54	\$ 150,934.00
8128 · Staff Travel	\$ -	\$ 20,650	\$ 8,000	\$ 2,000	\$ 5,550	\$ 20,000	\$ -	\$ 56,200.00	\$ 51,775.00
8129 · Social	\$ -	\$ 2,500	\$ -	\$ -	\$ 44,500	\$ -	\$ 4,200	\$ 51,200.00	\$ -
Trolley									\$ 75,000.00
<b>TOTAL BY DEPARTMENT</b>	<b>\$ 380,146</b>	<b>\$ 749,497</b>	<b>\$ 542,893</b>	<b>\$ 223,302</b>	<b>\$ 1,049,696</b>	<b>\$ 410,381</b>	<b>\$ 269,807</b>	<b>\$ 3,625,723</b>	<b>\$ 3,039,308.62</b>

One-time fees: Visitor Center Downtown - \$75,000; Datafy additional digital spend - \$100,000; Trip Advisor - \$100,000 digital spend, PT sales/service position \$33,000

\$ (0) Difference

**One-time request: \$307,243**