

	Actual 2020	Actual 2021	Budget 2022	Budget 2023
Income:				
4005 · MEMBERSHIP COMMITTEE INCOME	-	-	9,400.00	-
4015 · GOLF TOURNAMENT INCOME	7,295.00	11,455.00	17,060.00	25,000.00
4017. DISC GOLF TOURNAMENT INCOME	-	1,350.00	10,725.00	-
4020 · ANNUAL CELEBRATION	42,874.00	13,793.62	47,500.00	25,000.00
4020.10-SCHUYLER TRIBUTES	-	-	-	7,500.00
4025 · MIXERS/FUNDRAISERS	93.00	6,687.00	7,000.00	10,000.00
4030 · MARKETING	6,460.00		6,970.00	-
4030.10 MARKETING-WINDOW ADVERTISING	-	5,850.00	-	8,000.00
4030.20 MARKETING-CLOSED CIRCUIT TV	-	885.00	-	5,000.00
4030.40 MARKETING-BROCHURE DISTRIBUTION	-	565.00	-	4,000.00
4030.70 . MARKETING - WEBSITE ADS	-	-	1,000.00	7,500.00
4030.95 MARKETING-NEWSLETTER ADV	-	1,325.00	-	2,500.00
4030.97 MARKETING - NEWSLETTER	-	-	1,500.00	-
4035. GOVERNMENT AFFAIRS INCOME	-	-	500.00	-
4041 · TOURISM - ROOM TAX RECEIPTS	550,038.11	599,985.09	622,500.00	645,000.00
4041.5 · PRIOR YEAR SURPLUS	-	-	-	100,000.00
4042. MATCHING FUNDS	18,131.32	37,198.83	-	-
4043 · TRAVEL GUIDE ADS	52,488.51	39,862.99	50,000.00	50,000.00
4044. SATELLITE VISITOR CENTER INCOME	5,844.58	5,405.42	12,500.00	2,000.00
4046. AG TOURISM	50.00	3,000.00	-	-
4065 · INTEREST INCOME	175.01	21.98	100.00	-
4067 · IN-KIND DONATION	-	3,100.00		-
4070 · MEMBERSHIP DUES INCOME	108,292.43	105,636.16	120,000.00	164,000.00
4080. MISC. INCOME	2,765.12	42,828.24	500.00	-
4081. ANNUAL REPORT INCOME	1,000.00	-	-	-
4085. RETAIL INCOME	-	-	4,500.00	-
4087 . CORNHOLE TOURNAMENT INCOME	-	1,030.00	9,320.00	-
4090 . HOLIDAY HAPPENINGS	7,000.00	500.00	9,500.00	-
4090 . CUSTOMER SERVICE TRAINING	-	-	-	-
4095. PPP LOAN INCOME	-	56,700.00	-	-
4100 . SPARK CONFERENCE	15,528.00	-	15,750.00	27,000.00
4105 · BUSINESS & EDUCATION INCOME	1,000.00	3,193.00	3,050.00	
4037 SCHUYLER HIRES JOB FAIR INCOME	-	-	-	2,000.00
4105.70 STARTUP FLX	-	-	-	3,000.00
4200 . LEADERSHIP SCHUYLER	-	4,600.00	11,500.00	10,000.00
5210 RELOCATION GUIDE REVENUE	-	-	-	7,500.00
FIREWORK INCOME	-	-	10,000.00	-
BOARD DESIGNATED FUNDS	-	-	110,000.00	-
Total Income	819,035.08	944,972.33	1,080,875.00	1,105,000.00
Expense:				
5000. COST OF GOODS SOLD	-	-	2,500.00	-
5001 . HOLIDAY HAPPENINGS	4,770.00	-	8,000.00	-
5005 · MEMBERSHIP COMMITTEE EXPENSES	4,549.19	990.00	4,200.00	4,000.00
5010 · GROSS WAGES	127,543.40	127,810.21	182,210.78	132,020.00
5011 · PAYROLLTAX EXPENSE	12,645.46	10,034.75	-	10,660.00
5015 · GOLF TOURNAMENT EXPENSES	3,694.79	4,331.29	5,613.00	12,000.00

5087 . CORNHOLE TOURNAMENT EXPENSES	-	-	4,567.00	-
5088. DISC GOLF TOURNAMENT EXPENSES	-	696.06	5,264.00	-
5016 · OUTSIDE/CONTRACT SERVICE	18,332.50	17,596.47	18,600.00	12,200.00
5020 · ANNUAL CELEBRATION EXPENSES	18,569.08	5,517.54	16,000.00	17,500.00
5025 · MIXERS & FUNDRAISERS EXPENSES	5,867.50	10,764.65	2,000.00	10,000.00
5035. GOVERNMENT AFFAIRS EXPENSES	-	-	-	-
5035.25 . HALL OF FAME EXPENSES	-	(15.10)	1,000.00	500.00
5038 . ADVERTISING - MARKETING & PROMOTIONS	973.03	3,943.47	-	-
5041 · TOURISM - PROMOTION AGENCY EXPENSES		1,929.44	-	-
5041.79 TOURISM - SALARIES & WAGES	137,716.06	135,897.44	170,609.79	157,780.00
5041.20 TOURISM - PAYROLL TAXES	-	-	-	12,740.00
5041.21 TOURISM - FRINGE BENEFITS	-	-	-	21,560.00
5041.99 TOURISM - SATELLITE SALARIES & WAGES	18,872.75	29,332.82	37,673.48	32,200.00
5041.22 TOURISM - SATELLITE PAYROLL TAXES	-	-	-	2,600.00
5041.23 TOURISM - SATELLITE FRINGE BENEFITS	-	-	-	4,400.00
5041.01 TOURISM - STATE PARK SATELLITE LOCATION	57.04	107.26	2,600.00	500.00
5041.10 TOURISM - HOLIDAY HAPPENINGS	-	11,895.00	-	-
5041.30 TOURISM - LODGING EDUCATION EVENT	-	-	-	-
5041.38 TOURISM - TOURISM CONFERENCE	-	1,795.07	-	-
5041.50 TOURISM - CUSTOMER SERVICE TRAINING EXP	-	119.00	-	-
5041.52 TOURISM - OTHER	-	-	-	-
5041.523 TOURISM - DIGITAL MARKETING CALENDAR	-	-	-	6,000.00
5041.528 TOURISM - WPBS EPSISODE	-	-	-	7,000.00
5041.61 TOURISM - FLX TOURISM ALLIANCE	-	-	-	25,000.00
5041.62 TOURISM - FLX REGIONAL TOURISM COUNCIL	-	-	-	38,500.00
5041.69 TOURISM - TAP PROGRAM	82,279.07	99,600.01	123,500.00	120,000.00
5041.70 TOURISM - ADVERTISING	7,065.36	5,862.52	22,000.00	25,000.00
5041.71 TOURISM - COMPUTER UPGRADES	8,961.22	2,748.60	1,000.00	-
5041.72 TOURISM - CONTINGENCY	2,784.07	-	-	-
5041.73 TOURISM - DUES	1,452.43	1,117.10	2,600.00	1,600.00
5041.74 TOURISM - DISTRIBUTION & MAILING	13,846.06	21,898.21	15,000.00	15,000.00
5041.75 TOURISM - PARTNERSHIP FUNDING	-	-	65,000.00	70,000.00
5041.76 TOURISM - PUBLIC RELATIONS & MARKETING	38,188.89	13,930.89	5,000.00	10,800.00
5041.77 TOURISM - CONTRACT SERVICES	-	-	18,600.00	7,000.00
5041.80 TOURISM - SUPPLIES	1,396.15	4,074.28	1,500.00	1,000.00
5041.81 TOURISM - TRAVEL & TRAINING	1,070.19	51.17	10,000.00	10,000.00
5041.82 TOURISM - COLLATERAL	1,000.00	-	-	-
5041.83 TOURISM - WEBSITE/DIGITAL MARKETING	43,044.74	41,168.38	35,000.00	36,000.00
5041.84 TOURISM - TRAVEL GUIDE PRODUCTION	43,818.41	33,986.25	30,000.00	40,000.00
5041.85 TOURISM - ACCOUNTING FEES	3,655.00	15,413.75	-	13,200.00
5041.86 TOURISM - STATE PARK VC INTERNET SERVICE		1,195.20	-	250.00
5041.88 TOURISM - FESTIVAL OF LIGHTS /HHWT	-		-	-
5041.89 TOURISM - VILLAGE BEAUTIFICATION	15,000.00	15,000.00	15,000.00	15,000.00
5041.895 TOURISM - VETERAN'S MEMORIAL PARK	-	-	-	2,000.00
5041.90 TOURISM - VISITOR CENTER	63,681.62	67,815.43	60,000.00	58,720.00
5041.91 TOURISM - REGIONAL PUBLIC RELATIONS	66,436.00	72,324.32	30,000.00	-
5041.75 TOURISM - FLX WINE COUNTRY	-	6,735.96	-	-
5041.92 TOURISM - FIRE WORKS	-	10,000.00	10,000.00	10,000.00
5041.93 TOURISM - AGRITOURISM EXPENSES	2,800.00	3,010.00	-	-
5041.94 TOURISM - SMALL BUSINESS SATURDAY	-	1,375.00	-	-

5041.95 TOURISM - PROJECT SENECA	7,500.00	-	7,500.00	-
5041.97 TOURISM - FRIDAY ON FRANKLIN	(68.57)	(194.00)	-	-
5041.99 TOURISM - CELL PHONE EXPENES	-	1,795.97	1,080.00	1,080.00
5012 . ANNUAL REPORT EXPENSES	4,585.59	-	-	-
5060 · SUPPLIES EXPENSES	7,442.76	8,773.47	8,000.00	2,500.00
5065.16 · EB - EMPLOYEE HEALTH INSURANCE	7,284.20	13,575.56	-	13,940.00
5065.17 · EB - EMPLOYEE ADD & LIFE	853.29	934.43	-	1,230.00
5065.19 · EB - ER CONTRIBUTION TO IRA	2,226.72	1,082.28	-	2,870.00
5065.37 · EB - PROFESSIONAL DEVELOPMENT	358.00	178.00	3,500.00	3,500.00
5066 · MARKETING EXPENSE	-	44.55	-	-
5067 · IN KIND EXPENSE	-	3,100.00	-	-
5070.15 · ADMIN - DUES & SUBSCRIPTION	4,130.11	5,411.49	2,000.00	6,000.00
5070.36 · ADMIN - PRESIDENT'S EXPENSE	3,547.41	9,917.15	3,000.00	3,000.00
5070.38 · ADMIN - PROFESSIONAL SERVICES	8,351.00	7,050.00	6,900.00	-
5046 · OPERATIONS - BANK SERVICE FEES	97.34	46.00	100.00	300.00
5075.10 · OPERATIONS - COMPUTER MAINT	3,228.86	2,818.30	2,400.00	3,500.00
5075.11 · OPERATIONS - SQUARE FEES	-	530.94	-	-
5075.12 . OPERATIONS - CREDIT CARD FEES	1,805.39	1,472.73	1,500.00	1,200.00
5075.21 · OPERATIONS - FINANCE CHARGES	17.36	53.98	-	-
5075.27 · OPERATIONS - LEASED XEROX EQU.	3,882.22	4,065.21	3,600.00	4,400.00
5075.35 · OPERATIONS - RENT EXPENSE	-	-	-	10,800.00
5075.36 · OPERATIONS - UTILITIES	-	-	-	2,000.00
5075.44 · OPERATIONS - EQUIPMENT PURCHASE	-	492.48	-	-
5085 · TELEPHONE EXPENSES	5,641.40	5,562.24	3,720.00	5,200.00
5087 · CORNHOLE TOURNAMENT EXPENSES		1,048.91	-	-
5090 · INTERNET EXPENSES	725.98	971.97	900.00	900.00
5095 · INSURANCE EXPENSES	4,103.25	5,986.00	2,865.50	4,500.00
5100 · MAINTENANCE EXPENSES	282.96	500.20	500.00	1,680.00
5103 · REPAIRS/EQUIPMENT	2,099.57	-	-	-
5105 · BUSINESS AND EDUCATION EXPENSES	-	1,082.20	850.00	1,500.00
5106 · CHAMBER SCHOLARSHIP	-	-	1,000.00	-
5107. SPARK CONFERENCE EXPENSES	6,405.83	-	7,350.00	8,000.00
5110 · MISCELLANEOUS EXPENSES	4,261.26	388.80	500.00	1,000.00
5120 · POSTAGE EXPENSES	3,062.93	6,754.78	3,000.00	5,000.00
5125 · TRAVEL EXPENSES	1,281.08	801.30	2,500.00	2,500.00
5200 . LEADERSHIP SCHUYLER EXPENSES	156.29	980.85	1,650.00	1,250.00
5230 · PAYROLL EXPENSES	2,354.75	1,772.66	2,200.00	2,200.00
BOARD DESIGNATED EXPENSES	-	-	110,000.00	-
Total Expense	835,686.99	867,050.89	1,081,653.55	1,032,780.00
NET INCOME	(16,651.91)	\$ 77,921.44	(778.55)	72,220.00
5075.13 . OPERATIONS - DEPRECIATION EXP	19,944.96	18,992.99	19,450.00	20,640.00