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		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2016 Actuals	2017 Budget	Comments
315	1315 Lodging Tax	\$ 84,000	\$ 58,000	\$ 58,000	\$ 78,000	\$ 80,000	\$ 86,500	\$ 108,000	\$ 106,000	\$ 107,000	\$ 101,000	\$ 88,000	\$ 86,000	\$ 1,031,564	\$ 1,040,500	
320	1320 Grants			\$ 60,000										\$ 74,823	\$ 66,315	
325	1325 Membership Dues	\$ 4,000	\$ 1,000	\$ 1,000	\$ 30,000	\$ 15,000	\$ 1,000	\$ 1,000	\$ 370	\$ 370	\$ 370	\$ 370	\$ 370	\$ 64,068	\$ 54,850	17 close to actuals/16 reflects after audit
327	1327 Member Activities													\$ -	\$ -	
330	1330 Visitor Guide	6500	\$ 10,500	\$ 4,000	\$ 4,500	\$ 3,000	\$ 1,000				\$ 5,000	5000	\$ 11,500	\$ 50,851	\$ 51,000	
342	2342 Visitor Welcome Center Advertising													\$ -	\$ -	
335	1335 Publication Advertising								\$ 1,485					\$ 1,485	\$ 1,485	
336	1336 Coop Advertising					\$ 600								\$ -	\$ 600	
340	1340 Vacation Value Pass													\$ -	\$ -	Now a free benefit
14289	2345 Gift Shop Sales	\$ 600	\$ 1,100	\$ 1,700	\$ 950	\$ 1,300	\$ 2,100	\$ 1,600	\$ 1,600	\$ 800	\$ 1,000	\$ 800	\$ 2,000	\$ 18,953	\$ 15,550	
348	1348 Sponsorships													\$ -	\$ -	
351	1351 Ticket Sales						\$ 1,300							\$ 1,293	\$ 1,300	
350	1350 Miscellaneous	\$ 30	\$ 30	\$ 900	\$ 6,500	\$ 25	\$ 30	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 211	\$ 7,565	HCWHA - Credit 1404/seminar
	Total Revenues	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	

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ADMINISTRATION																
401	1401 Salaries and wages - Director	\$ 6,905	\$ 6,905	\$ 10,357	\$ 6,905	\$ 6,905	\$ 6,905	\$ 6,905	\$ 6,905	\$ 10,357	\$ 6,905	\$ 6,905	\$ 6,905	\$ 91,564	\$ 89,764	
404	1404 Salaries and wages - Staff	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 15,800	\$ 188,091	\$ 189,600	\$6500 HCWH credit/6 staffers/Overtime/mile
406	2406 Salaries and wages-PT Visitor Center	\$ 3,000	\$ 3,300	\$ 4,000	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,350	\$ 4,150	\$ 3,350	\$ 3,350	\$ 3,350	\$ 40,475	\$ 41,250	All PT at VC, and helping w/Conventions
421	1421 Payroll taxes (SS&Med)	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 2,056	\$ 24,447	\$ 24,672	
423	1423 FUTA/SUTA	\$ 131	\$ 100	\$ 200	\$ 100	\$ 75	\$ 75	\$ 150	\$ 90	\$ 200	\$ 60	\$ 50	\$ 75	\$ 1,575	\$ 1,306	
431	1431 Employee Insurance	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 2,015	\$ 31,771	\$ 24,180	Insurance went down
433	1433 Workmen's Compensation						\$ 1,325							\$ 1,311	\$ 1,325	
435	1435 Retirement	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 594	\$ 6,364	\$ 7,128	Addition of one invested employee
	Employee Recruitment													\$ -	\$ -	
437	1437-2437 Well Pay	4,965												\$ 4,528	\$ 4,965	
	Payroll taxes													\$ -	\$ -	
438	1438-2438 Bonuses	\$ 6,000					\$ 600							\$ 5,000	\$ 6,600	Performance based incentives CEO/20yr Intern
	Contracted Services/Inter													\$ 2,900	\$ -	
	Payroll taxes													\$ -	\$ -	
	Total Administration	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	

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OPERATIONS																
501	1501-2501 Administrative Telephone	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 11,661	\$ 11,400	
504	1504 Administrative Postage	\$ 1,280	\$ 740	\$ 350	\$ 1,550	\$ 500	\$ 2,000	\$ 700	\$ 1,550	\$ 900	\$ 1,200	\$ 900	\$ 500	\$ 13,800	\$ 12,170	
507	1507 Administrative Travel	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 2,325	\$ 300	No CEO mileage
1510	1510 Alarm Monitoring													\$ -	\$ 120	
1513	1513 Auto Expense	\$ 467	\$ 467	\$ 500	\$ 467	\$ 500	\$ 1,366	\$ 500	\$ 467	\$ 500	\$ 467	\$ 500	\$ 467	\$ 5,105	\$ 6,668	Vehicle lease/Auto Insurance
515	1515 Bank Charges	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 275	\$ 2,991	\$ 3,300	
1516	1516 Board Expense			\$ 100										\$ 287	\$ 200	
517	1517 Board Insurance			\$ 2,003		890	1973							\$ 5,014	\$ 4,866	
1521-2521	2521 Building Maintenance	\$ 475	\$ 475	\$ 475	\$ 475	\$ 475	\$ 475	\$ 475	\$ 475	\$ 7,500	\$ 475	\$ 475	\$ 475	\$ 20,447	\$ 19,750	Finish renovation
523	1523 Building Rent	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 1,224	\$ 33,522	\$ 14,688	
523	2523 Visitor Center Rent	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ 1,609	\$ -	\$ 19,308	
529	2529 Window Display/Visitors Center Display		2500	2500										\$ 6,039	\$ 5,000	
528	1528 Copier Purchase/Supplies/Software	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 990	\$ 50	\$ 50	\$ 50	\$ 50	\$ 27,132	\$ 1,540	Photshop \$50mth/ACTI
531	1531 Copier Purchase	\$ 330	\$ 330	\$ 662	\$ 330	\$ 330	\$ 662	\$ 330	\$ 330	\$ 662	\$ 330	\$ 330	\$ 662	\$ 5,613	\$ 5,288	
532	1532 Depreciation	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 7,037	\$ 6,000	
533	1533 Equipment Maintenance	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 17,724	\$ 8,400	
534	1534 Equipment Rent	\$ 240			\$ 240			\$ 240						\$ 1,069	\$ 960	
535	1535 Interest Expense													\$ 76	\$ -	
537	1537 Office Printing	\$ 150	\$ 150	\$ 650	\$ 800	\$ 650	\$ 100	\$ 150	\$ 500	\$ 250	\$ 250	\$ 250	\$ 250	\$ 5,652	\$ 4,150	
538	1538-2538 Office Supplies	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 350	\$ 4,578	\$ 4,200	
539	1539 Professional Fees/Memberships	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 8,450	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 21,975	\$ 21,650	
540	1540 Penalties													\$ 8	\$ -	
541	2541 Retail Merchandise	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 11,328	\$ 8,400	
543	2543 Merchandise Spoilage													\$ 400	\$ -	
551	1551 Subscriptions and Publications		\$ 200											\$ 197	\$ 200	
553	1553 Uniforms			\$ 500			\$ 500					\$ 500		\$ 177	\$ 1,500	
557	1557-2557 Utilities	\$ 635	\$ 550	\$ 650	\$ 600	\$ 450	\$ 570	\$ 500	\$ 500	\$ 500	\$ 525	\$ 525	\$ 525	\$ 6,925	\$ 6,530	
561	1560 Newcomer House Expenses	\$ 120	\$ 200	\$ 300	\$ 100	\$ 70	\$ 200	\$ 400	\$ 400	\$ 400	\$ 400	\$ 80	\$ 80	\$ 3,848	\$ 2,950	
	Total Operations	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	#####	15,36%

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PROMOTIONAL PROGRAMS																
Advertising																
601	1601 Advertising Placements	\$ 12,000	\$ 15,000	\$ 15,000	\$ 25,000	\$ 25,000	\$ 30,000	\$ 8,500	\$ 13,000	\$ 20,000	\$ 20,000	\$ 12,000	\$ 10,000	\$ 206,105	\$ 205,500	
601.1	1601.1 SEO	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 14,400	\$ 12,000	Not using Collinson/Interfuse
602	1602 Production	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 14,239	\$ 12,000	
603	1603 Web Page Design/Maintenance	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 575	\$ 5,435	\$ 6,900	Mobile App \$200 mth
604	1604 Fulfillment Services and Postage	\$ 1,200	\$ 900	\$ 3,800	\$ 8,700	\$ 5,300	\$ 5,300	\$ 4,100	\$ 3,100	\$ 6,800	\$ 3,300	\$ 3,300	\$ 3,300	\$ 36,417	\$ 49,100	Additional \$3600 for Toth
Sales																
610	1610 Travel Expenses	\$ 2,895	\$ 1,803	\$ 500	\$ 1,275	\$ 500	\$ 5,100	\$ 3,115	\$ 2,500	\$ 1,980	\$ 500	\$ 900	\$ 900	\$ 27,617	\$ 21,968	
1611	1611 Show Registration/Booth Costs		\$ 1,270			\$ 3,000	\$ 1,640		\$ 25					\$ 23,400	\$ 9,935	
612	1612 Convention Services/Incentives	\$ 300	\$ 350	\$ 275	\$ 2,000	\$ 350	\$ 50		\$ 80	\$ 2,250				\$ 8,806	\$ 5,655	
614	1614 Sales Equipment/Supplies			\$ 225	\$ 700		\$ 65		\$ 50					\$ 2,793	\$ 1,040	
613	1613 Sales Blitz (2)													\$ 603	\$ -	
615	1615 Sales Activities/Sponsorships	\$ 375	\$ 250	\$ 1,500	\$ 1,000	\$ 500	\$ 500	\$ 3,500	\$ 1,500							

