



VISITLEX

	2014 Budget	Amendment	2014 Amended Budget	2015 Budget	\$ Change	% Change
<b>Revenues</b>						
Accommodations Tax	\$ 5,211,000.00	\$ 150,000.00	\$ 5,361,000.00	\$ 5,277,000.00	\$ (84,000.00)	-1.57%
LCC Contribution	(748,000.00)	-	(748,000.00)	(648,000.00)	100,000.00	-13.37%
Matching Funds	460,000.00	-	460,000.00	330,000.00	(130,000.00)	-28.26%
Registration Fees	600.00	-	600.00	-	(600.00)	-100.00%
Merchandise Sales	20,400.00	-	20,400.00	34,000.00	13,600.00	66.67%
Interest Income	3,000.00	-	3,000.00	3,000.00	-	0.00%
Miscellaneous	3,000.00	-	3,000.00	4,000.00	1,000.00	33.33%
<b>Total Revenues</b>	<b>4,950,000.00</b>	<b>150,000.00</b>	<b>5,100,000.00</b>	<b>5,000,000.00</b>	<b>(100,000.00)</b>	<b>-1.96%</b>
<b>Expenses</b>						
Personnel	\$ 1,840,250.00	\$ (120,000.00)	\$ 1,720,250.00	\$ 1,855,000.00	\$ 134,750.00	7.83%
Professional Services	388,000.00	82,500.00	470,500.00	390,000.00	(80,500.00)	-17.11%
Office & Visitors Center	327,800.00	18,000.00	345,800.00	276,650.00	(69,150.00)	-20.00%
Industry Associations & Subscriptions	70,325.00	(750.00)	69,575.00	77,000.00	7,425.00	10.67%
Industry Relations	19,350.00	-	19,350.00	21,500.00	2,150.00	11.11%
Staff Training	16,650.00	12,000.00	28,650.00	30,000.00	1,350.00	4.71%
Travel Promotion	24,875.00	12,200.00	37,075.00	38,000.00	925.00	2.49%
Conventions & Meetings	170,950.00	28,000.00	198,950.00	202,850.00	3,900.00	1.96%
FAM Tours/Site Visits/Customer Events	42,600.00	18,300.00	60,900.00	59,500.00	(1,400.00)	-2.30%
Advertising	958,000.00	113,250.00	1,071,250.00	1,050,000.00	(21,250.00)	-1.98%
Fulfillment	-	-	-	85,000.00	85,000.00	100.00%
Printing & Copying	150,700.00	7,500.00	158,200.00	129,500.00	(28,700.00)	-18.14%
Photography & Video	33,500.00	(1,000.00)	32,500.00	37,500.00	5,000.00	15.38%
Web Site	94,000.00	-	94,000.00	60,000.00	(34,000.00)	-36.17%
Research	42,000.00	(20,000.00)	22,000.00	40,000.00	18,000.00	81.82%
Programs	625,000.00	-	625,000.00	525,000.00	(100,000.00)	-16.00%
LFUCG Collection Fee	26,000.00	-	26,000.00	27,500.00	1,500.00	5.77%
Depreciation & Capital Purchases	120,000.00	-	120,000.00	95,000.00	(25,000.00)	-20.83%
<b>Total Expenses</b>	<b>\$ 4,950,000.00</b>	<b>\$ 150,000.00</b>	<b>\$ 5,100,000.00</b>	<b>\$ 5,000,000.00</b>	<b>\$ (100,000.00)</b>	<b>-1.96%</b>