



**Tourism Committee
Warren County Tourism Department
AGENDA
October 2, 2018**

Committee Members:

E. Merlino, Chairman
D. Dickinson
J. Strough
E. Frasier
K. Wild
K. Geraghty
J. Diamond
A. Hogan
B. Driscoll

- I. Committee meeting called to order by Chairman Merlino.
- II. Motion to approve minutes of August 21, 2018 Tourism Committee Meeting.

Action Agenda

Resolution Requests

1. Request to authorize an agreement with Walsworth Publishing Company, Inc. to print the 2019 Lake George Area (Warren County) Travel Guide
Rationale: Walsworth Publishing submitted the lowest responsible bid.
Attachment #1
 2. Request to authorize attendance at 2019 in-state, out-of-state and Canadian Motorcoach and International Travel Trade shows/blitzes/marketplaces/conferences by Tourism Department personnel.
Rationale: The Tourism Department represents and promotes Warren County and its stakeholders at Motorcoach and International Travel Trade shows.
Attachment #2
- III. Information for Discussion/Review, Joanne Conley, Director
 1. Tourism Department Budget Review
 2. Tourism Department Update
 - a. Warren County Recreation Mapper
 - b. Pending Item: Tourism Department to establish the number of unsold rooms, as determined through the Smith Trend Report and report back to Committee with their findings. (08.21.18)
 - IV. Travel Trade Update – Tanya Brand, Group Tour Promoter
 - V. Privilege of the floor to discuss any additional items to come before Committee.
 - VI. Motion to adjourn.

RESOLUTION REQUEST FORM NO. 3

Request for New Contract

DEPARTMENT NAME: Tourism

DATE: 10/2/18

- (a) Is this a Result of a Bid or Request for Proposal? **Yes**
- (b) Purpose of Contract: **to print 125,000 copies (104 Pages + cover) of 2019 Warren County Travel Guide**
- (c) Name of Contractor: **Walsworth Publishing Company, Inc.**
- (d) Address of Contractor: **306 N. Kansas Avenue Marceline, MO 64658**
- (e) Contractor's Contact Person and Telephone Number:
Bryan Atterbury 660-376-3543 x 3490
- (f) Has or will the Contract be provided, if so, please attach: **no**
- (g) Commencement Date of Contract: **10/22/18**
- (h) Termination Date of Contract: **12/31/18**
- (i) Payment Provisions:
 - i) lump sum amount **\$70,750.00**
 - ii) hourly rate amount
 - iii) total amount not to exceed **\$70,750.00**
 - iv) how will payments be made (i.e. monthly, quarterly, upon completion of the project, etc. **upon completion of project**)
- (j) Where are the Funds for this Contract? List Budget Code, Object Code, Full Title* and Amount: **OR Capital Project OR Capital Reserve Project Number, Title, and Amount: A.6417.0001 470, Contract \$70,750.00**

**Sample: A.1010 470 Legislative Board – Contract \$xx.xx
Capital Project No. H289.9550 480 – Old Jail Renovations \$xx.xx**

*as listed in budget and LOGOS

NAME AND ADDRESS OF BIDDERS

BID NO: WC 49-18 ITEM(S): 2019 WARREN COUNTY TRAVEL GUIDE PRINTING DATE: SEPTEMBER 20, 2018 TIME: 3:00 P.M.	Walsworth Publishing Company, Inc. Attn: Bryan Atterbury 306 N. Kansas Avenue Marceline, MO 64658 Ph: 660-376-3543 x3490 Fx: 660-258-2141	Cummings Printing Company Attn: Barry Fitzgerald 4 Peters Brook Drive PO Box 16495 Hooksett, NH 03106 Ph: 603-625-6901 Fx: 603-623-5132	TC Transcontinental U.S.A. Inc. Attn: Jean Bourgault 111 Eight Avenue New York, NY 10011 Ph: 450-449-9334 Fx: 450-641-3650
DESCRIPTION OF ITEM	BID PRICE	BID PRICE	BID PRICE
AWARDED TO:			
JULIE A. BUTLER, PURCHASING AGENT			
100,000 COPIES FOR ALL 100-PAGES +COVER	\$58,647.00	\$63,732.00	\$65,583.00
125,000 COPIES FOR ALL 100-PAGES +COVER	\$69,304.00	\$75,854.00	\$79,303.00
150,000 COPIES FOR ALL 100-PAGES +COVER	\$80,180.00	\$87,976.00	\$91,453.00
100,000 COPIES FOR ALL 104-PAGES +COVER	\$59,860.00	\$63,246.00	\$66,437.00
125,000 COPIES FOR ALL 104-PAGES +COVER	\$70,750.00	\$75,293.00	\$79,306.00
150,000 COPIES FOR ALL 104-PAGES +COVER	\$81,626.00	\$87,340.00	\$92,606.00
	RESOLUTION NO. XX OF 2018		TERM: THROUGH 12/18/18

RESOLUTION REQUEST FORM NO. 20

MISCELLANEOUS

**Please List All Other Requests Not Covered by Previous Resolution Request Forms Here.
Please attach any backup information available and be as detailed as possible.*

DEPARTMENT NAME: TOURISM

DATE: October 2, 2018

(a) Purpose of Request:

Continue to authorize attendance at 2019 in-state, out-of-state, and Canadian Motorcoach and International Travel Trade Shows/sales blitzes/marketplaces/conferences by Tourism Department personnel. Also, continue to allow personnel to stay at host hotels when the GSA rate is exceeded.

(b) Details:

The GSA rate for rooms at a host hotel often exceeds the authorized GSA rate. There is a benefit of connecting with other Tourism professionals by staying at the host hotel.

(c) Previous Resolution Number:

Resolutions # 122 of 2016 and # 432 of 2017

(d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title* and Amount:

A.6417.0001 444 - Travel/Education/Conference \$11,000

Sample: A.8021 470 Planning & Community Development – Contract

* as listed in budget and LOGOS

VISIT THE
Lake George Area
 IN NEW YORK'S ADIRONDACKS

**Warren County Tourism Department
 2019 Group Tour/Travel Trade
 Show Schedule**

Group Travel Leads are provided free of charge from the following shows:

<u>LOCATION</u>	<u>ASSOCIATION</u>	<u>DATES</u>	<u>Market</u>
Louisville, KY	American Bus Association	Jan 25-29	D
Detroit, MI	Heartland Travel Showcase	Feb 22-24	D
Anaheim, CA	International Pow Wow	June 1-5	I
New York City	DONYS NYC Sales Exchange	July TBD	I
Quebec City, CANADA	Bien Venue Quebec	Oct 20-23	I
Fort Worth, TX	National Tour Association	Dec 8-12	D

*All 2019 Tour Operator Appointment-based formats

*D=Domestic I=International

PLEASE NOTE: THIS FORM MUST BE ACCOMPANIED BY ALL DETAILED BUDGET SHEETS

WARREN COUNTY BUDGET SUMMARY SHEET

PRIOR YEAR EXPENDITURES AND REQUEST FOR 2019 APPROPRIATIONS

REQUEST SUBMISSION TO THE CLERK OF THE BOARD OF SUPERVISORS

NAME OF DEPARTMENT: Tourism/Occupancy - Tourism
BUDGET ACCOUNT CODE: A.6417 0001

OBJECT CODES	2017 EXPENDITURES	2018 ADOPTED	2018 AMENDED	2019 DEPARTMENT REQUESTS
100's PERSONAL SERVICES	\$0.00	\$397,095.00	\$397,095.00	\$403,333.00
200's EQUIPMENT		\$3,000.00	\$3,000.00	\$3,000.00
400's CONTRACTUAL		\$1,824,799.00	\$1,679,092.00	\$1,870,140.00
800's EMPLOYEE BENEFITS	\$0.00	\$187,151.00	\$187,151.00	\$183,527.00
TOTALS	\$0.00	\$2,412,045.00	\$2,266,338.00	\$2,460,000.00

2017 REVENUES	2018 ADOPTED REVENUES	2018 ESTIMATED REVENUES	2019 DEPARTMENT REQUESTS
\$0.00	\$2,407,147.00	\$2,407,147.00	\$2,460,000.00

SIGNED: *Stannus Conway*
DEPARTMENT HEAD
TITLE: Tourism Director
DATE: 09.06.18

2019 VS. 2018 AMENDED

	2019 Request	2018 Amended	Difference					
.110	372,653.00	366,823.00	5,830.00					
.120	5,250.00	5,250.00	-					
.130	<u>25,430.00</u>	<u>25,022.00</u>	<u>408.00</u>					
	403,333.00	397,095.00			6,238.00			
.810	55,108.00	53,211.00	1,897.00					
.830	25,006.00	24,620.00	386.00					
.831	5,847.00	5,758.00	89.00					
.855	-	101.63						
.860	69,680.00	76,898.37	(7,218.37)					
.865	1,224.00	1,224.00	-					
.840	2,284.00	1,906.00	378.00					
.855	-		-					
.861	<u>24,378.00</u>	<u>23,432.00</u>	<u>946.00</u>					
	183,527.00	187,151.00			(3,624.00)	2,614.00	Payroll & Benefits	
.210	2,000.00	2,000.00	-					
.220	<u>1,000.00</u>	<u>1,000.00</u>	<u>-</u>					
	3,000.00	3,000.00	-					
.410	2,825.00	7,000.00	(4,175.00)					
.423	1,150.00	1,450.00	(300.00)					
.424	101,775.00	100,150.00	1,625.00		increase in MF			
.426	6,915.00	5,703.77	1,211.23					
.427	3,551.00	10,000.00	(6,449.00)					
.428	22,536.00	22,594.00	(58.00)					
.442	-	50.00	(50.00)					
.444	14,325.00	15,000.00	(675.00)					
.470	446,013.00	463,124.00	(17,111.00)		no Social Media contract - now inhouse; freelancers - photos, writers			
.481	<u>1,271,050.00</u>	<u>1,054,020.23</u>	<u>217,029.77</u>		Print; Ad Workshop; Digital/Social Media			
	1,870,140.00	1,679,092.00			<u>191,048.00</u>			
Total	2,460,000.00	2,266,338.00			193,662.00			

Account	Account Description	2017 Actual Amount	2018 Adopted Budget	2018 Amended Budget	2018 Actual Amount	2019 Departmental Request
Fund A - General						
REVENUE						
Department 6417 - Tourism/Occupancy						
Sub Department 0001 - Tourism						
<i>Non-Property Tax Items</i>						
1113	Tax - Hotel Room Occupancy	.00	2,252,344.00	2,252,344.00	1,403,755.05	2,300,127.00
	<i>Non-Property Tax Items Totals</i>	\$0.00	\$2,252,344.00	\$2,252,344.00	\$1,403,755.05	\$2,300,127.00
<i>Departmental Income</i>						
2089	Tourism	.00	60,000.00	60,000.00	6,800.00	60,000.00
2096	Motorcoach Promotion	.00	5,000.00	5,000.00	.00	1,000.00
	<i>Departmental Income Totals</i>	\$0.00	\$65,000.00	\$65,000.00	\$6,800.00	\$61,000.00
<i>State Aid</i>						
3715	Tourism Promotion	.00	89,803.00	89,803.00	92,414.00	98,873.00
	<i>State Aid Totals</i>	\$0.00	\$89,803.00	\$89,803.00	\$92,414.00	\$98,873.00
	Sub Department 0001 - Tourism Totals	\$0.00	\$2,407,147.00	\$2,407,147.00	\$1,502,969.05	\$2,460,000.00
	Department 6417 - Tourism/Occupancy Totals	\$0.00	\$2,407,147.00	\$2,407,147.00	\$1,502,969.05	\$2,460,000.00
	REVENUE TOTALS	\$0.00	\$2,407,147.00	\$2,407,147.00	\$1,502,969.05	\$2,460,000.00
EXPENSE						
Department 6417 - Tourism/Occupancy						
Sub Department 0001 - Tourism						
<i>Personal Services</i>						
110	Salaries - Regular	.00	366,823.00	366,823.00	202,440.59	372,653.00
120	Salaries - Overtime	.00	5,250.00	5,250.00	3,188.48	5,250.00
130	Salaries - Part Time	.00	25,022.00	25,022.00	9,340.55	25,430.00
	<i>Personal Services Totals</i>	\$0.00	\$397,095.00	\$397,095.00	\$214,969.62	\$403,333.00
<i>Equipment</i>						
210	Furniture/Furnishings	.00	2,000.00	2,000.00	338.52	2,000.00
220	Office Equipment	.00	1,000.00	1,000.00	.00	1,000.00
	<i>Equipment Totals</i>	\$0.00	\$3,000.00	\$3,000.00	\$338.52	\$3,000.00
<i>Contractual Expense</i>						
410	Supplies	.00	7,000.00	7,000.00	1,552.38	2,825.00
423	Telephone	.00	1,450.00	1,450.00	574.12	1,150.00
424	Postage	.00	100,150.00	100,150.00	27,702.68	101,775.00
426	Subscriptions	.00	7,100.00	5,703.77	5,698.77	6,915.00
427	Memberships & Dues	.00	10,000.00	10,000.00	1,619.56	3,551.00
428	Data Processing & Internet Fees	.00	22,594.00	22,594.00	11,528.00	22,536.00
444	Travel/Education/Conference	.00	15,000.00	15,000.00	11,059.91	14,325.00

Account	Account Description	2017 Actual Amount	2018 Adopted Budget	2018 Amended Budget	2018 Actual Amount	2019 Departmental Request
Fund A - General						
EXPENSE						
Department 6417 - Tourism/Occupancy						
Sub Department 0001 - Tourism						
<i>Contractual Expense</i>						
470	Contract	.00	458,485.00	463,124.00	216,607.62	446,013.00
481	Tourism Promotion	.00	1,203,020.00	1,054,020.23	485,393.28	1,271,050.00
<i>Contractual Expense Totals</i>		\$0.00	\$1,824,799.00	\$1,679,042.00	\$761,736.32	\$1,870,140.00
<i>Employee Benefits</i>						
810	Retirement	.00	53,211.00	53,211.00	31,154.48	55,108.00
830	Social Security	.00	24,620.00	24,620.00	12,680.90	25,006.00
831	Medicare Contribution	.00	5,758.00	5,758.00	2,965.68	5,847.00
860	Hospitalization	.00	77,000.00	76,898.37	40,210.77	69,680.00
865	Dental Insurance	.00	1,224.00	1,224.00	716.31	1,224.00
<i>Employee Benefits Totals</i>		\$0.00	\$161,813.00	\$161,711.37	\$87,728.14	\$156,865.00
<i>Other Benefits</i>						
840	Workmen's Compensation	.00	1,906.00	1,906.00	1,905.58	2,284.00
855	Disability	.00	.00	101.63	101.63	.00
861	Retirees Hospitalization	.00	23,432.00	23,432.00	13,673.80	24,378.00
<i>Other Benefits Totals</i>		\$0.00	\$25,338.00	\$25,439.63	\$15,681.01	\$26,662.00
Sub Department 0001 - Tourism Totals		\$0.00	\$2,412,045.00	\$2,266,288.00	\$1,080,453.61	\$2,460,000.00
Department 6417 - Tourism/Occupancy Totals		\$0.00	\$2,412,045.00	\$2,266,288.00	\$1,080,453.61	\$2,460,000.00
EXPENSE TOTALS		\$0.00	\$2,412,045.00	\$2,266,288.00	\$1,080,453.61	\$2,460,000.00
Fund A - General Totals						
REVENUE TOTALS		\$0.00	\$2,407,147.00	\$2,407,147.00	\$1,502,969.05	\$2,460,000.00
EXPENSE TOTALS		\$0.00	\$2,412,045.00	\$2,266,288.00	\$1,080,453.61	\$2,460,000.00
Fund A - General Totals		\$0.00	(\$4,898.00)	\$140,859.00	\$422,515.44	\$0.00
Net Grand Totals						
REVENUE GRAND TOTALS		\$0.00	\$2,407,147.00	\$2,407,147.00	\$1,502,969.05	\$2,460,000.00
EXPENSE GRAND TOTALS		\$0.00	\$2,412,045.00	\$2,266,288.00	\$1,080,453.61	\$2,460,000.00
Net Grand Totals		\$0.00	(\$4,898.00)	\$140,859.00	\$422,515.44	\$0.00

Tourism Contracts

	Amount	Currently Expires	
Lake Placid Advertisers Workshop - Broadcast Media/Social Media	1,000,000.00	12/31/18	with option to renew for 2 additional years
	under .481 Promotion		
Lake Placid Advertisers Workshop - web development	60,000.00	8/21/19	with option to renew for 1 additional year
Working Pictures	61,740.00	12/31/18	with option to renew for 1 additional year
Smith Travel Research	4,703.00	12/31/18	yearly contract
Brochure Distribution contracts - miscellaneous *	14,000.00	12/31/18	yearly contracts
New York Welcomes You	18,600.00	12/31/18	with option to renew for 3 additional years
Adirondack Regional Tourism Council	159,035.00	12/31/18	yearly contract
Contents/Photos/Freelancers	20,000.00	12/31/18	yearly contracts
Social Media Influencers	20,000.00	new line item	yearly contract
Printer - Travel Guide	83,935.00		yearly contract
Printer - Group Tour Planner	4,000.00		yearly contract
Total Contracts	<u>446,013.00</u>		

Brochure Distribution contracts - miscellaneous *
2018 locations

Henry Hudson Tours (DONYS)	5,595.00	12/31/18	one year contract
NYSTIA - CONY shows	2,400.00		
Chamber of Southern Saratoga - Exit 9	1,450.00	12/31/18	one year contract
Niagara Majestic	2,195.00		
Pennsylvania on Display	600.00		
Center State Corp. (Preble)	400.00		
ROOST -Lake Placid Chamber of Commerce	300.00		
Chautauqua Cty Visitor's Bureau	250.00		
Getaways on Display	250.00		
1000 Islands - Bridge location	180.00		
Saratoga Convention & Tourism	150.00		
1000 Islands - I-81 Southbound	65.00		
	<u>13,835.00</u>		

2019 Salary Schedule (Position Budgeting)
Tourism

Empl. #	Name	Position	Annual Earnings	Empl. Type	Benefit Group	Hire Date
	Jan 1 Grade & Rate	Ann. Grade & Rate				
10556	Brand, Tanya 11-15 / \$22.97	Group Tour/Convention PR 11-16 / \$22.97	\$47,786.00	Full Time	CSEA/FT	4/23/2003
11255	Cafaro, Magdalena 03-11 / \$17.17	Keyboard Specialist #1 03-12 / \$17.17	\$16,070.00	Less than Half	Less than P/T	2/13/2007
5808	Conley, Joanne N/A / \$37.77	Director of Tourism N/A / \$37.77	\$78,566.00	Full Time	Out of UnitFT	5/26/1981
11551	Girard, Peter N/A / \$36.93	Creative Director N/A / \$36.93	\$76,824.00	Full Time	Out of UnitFT	9/22/2008
9949	Grant, Leisa 10-19 / \$22.65	Principal Account Clerk 10-20 / \$22.89	\$47,327.00	Full Time	CSEA/FT	8/2/1999
10681	Himmelblau, Ellen 06-15 / \$19.48	Senior Tourism Specialist #3 06-16 / \$19.48	\$40,517.00	Full Time	CSEA/FT	12/29/2003
12975	Pfau, Eric 09-02 / \$17.99	Communications Assistant 09-03 / \$18.30	\$37,551.00	Full Time	CSEA/FT	10/17/2016
13187	Tackett, Paul N/A / \$21.19	Assistant Tourism Coordinator N/A / \$21.19	\$44,082.00	Full Time	Out of UnitFT	5/14/2018
		Clerk PT	\$9,360.00			
	02-00 / \$13.19	N/A / \$13.19				
		Tourism-Overtime	\$5,250.00			
	N/A / \$0.00	N/A / \$0.00				
		10	\$403,333.00			

PLEASE NOTE: THIS FORM MUST BE ACCOMPANIED BY ALL DETAILED BUDGET SHEETS

WARREN COUNTY BUDGET SUMMARY SHEET

PRIOR YEAR EXPENDITURES AND REQUEST FOR 2019 APPROPRIATIONS

REQUEST SUBMISSION TO THE CLERK OF THE BOARD OF SUPERVISORS

NAME OF DEPARTMENT: Tourism/Occupancy

BUDGET ACCOUNT CODE: A.6417

OBJECT CODES	2017 EXPENDITURES	2018 ADOPTED	2018 AMENDED	2019 DEPARTMENT REQUESTS
100's PERSONAL SERVICES	\$375,987.04	\$0.00	\$0.00	\$0.00
200's EQUIPMENT	\$10,294.83			\$0.00
400's CONTRACTUAL	\$4,300,831.49	\$0.00	\$0.00	\$0.00
800's EMPLOYEE BENEFITS	\$188,310.25	\$0.00	\$0.00	\$0.00
TOTALS	\$4,875,423.61	\$0.00	\$0.00	\$0.00

2017 REVENUES	2018 ADOPTED REVENUES	2018 ESTIMATED REVENUES	2019 DEPARTMENT REQUESTS
\$4,480,739.90	\$0.00	\$0.00	\$0.00

↳ PREVIOUSLY A COMBINED BUDGET.

SIGNED: Johnnie Conley
DEPARTMENT HEAD

TITLE: Tourism Director

DATE: 09.06.2018

Budget Performance - 2017

Date Range 01/01/17 - 12/31/17

Exclude Rollup Account

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	Current Month Transactions	YTD Encumbrances	YTD Transactions	Budget - YTD Transactions	% Used/ Rec'd
Fund A - General									
REVENUE									
Department 6417 - Tourism/Occupancy									
1113	Tax - Hotel Room Occupancy	4,000,000.00	.00	4,000,000.00	532,075.07	.00	4,331,907.90	(331,907.90)	108
2089	Tourism	80,000.00	.00	80,000.00	4,510.00	.00	56,745.00	23,255.00	71
2096	Motorcoach Promotion	3,000.00	.00	3,000.00	150.00	.00	3,750.00	(750.00)	125
3715	Tourism Promotion	89,803.00	.00	89,803.00	.00	.00	88,337.00	1,466.00	98
Department 6417 - Tourism/Occupancy Totals		\$4,172,803.00	\$0.00	\$4,172,803.00	\$536,735.07	\$0.00	\$4,480,739.90	(\$307,936.90)	107%
REVENUE TOTALS		\$4,172,803.00	\$0.00	\$4,172,803.00	\$536,735.07	\$0.00	\$4,480,739.90	(\$307,936.90)	107%
EXPENSE									
Department 6417 - Tourism/Occupancy									
110	Salaries - Regular	351,257.00	.00	351,257.00	31,908.35	.00	349,106.71	2,150.29	99
120	Salaries - Overtime	5,250.00	.00	5,250.00	814.43	.00	4,382.28	867.72	83
130	Salaries - Part Time	23,520.00	.00	23,520.00	1,978.76	.00	22,498.05	1,021.95	96
210	Furniture/Furnishings	2,000.00	5,189.21	7,189.21	.00	.00	5,664.26	1,524.95	79
220	Office Equipment	1,000.00	3,876.54	4,876.54	.00	.00	4,630.57	245.97	95
410	Supplies	9,000.00	.00	9,000.00	234.42	.00	3,162.25	5,837.75	35
423	Telephone	1,250.00	400.00	1,650.00	155.68	.00	1,540.81	109.19	93
424	Postage	164,850.00	(56,400.00)	108,450.00	6,622.92	.00	105,416.82	3,033.18	97
426	Subscriptions	14,905.00	(4,125.44)	10,779.56	.00	.00	10,195.44	584.12	95
427	Memberships & Dues	5,500.00	.00	5,500.00	300.00	.00	3,181.83	2,318.17	58
428	Data Processing & Internet Fees	22,620.00	.00	22,620.00	11,000.00	.00	22,588.34	31.66	100
444	Travel/Education/Conference	15,000.00	.00	15,000.00	120.00	.00	9,026.25	5,973.75	60
469	Other Payments/Contributions	1,442,000.00	6,000.00	1,448,000.00	.00	.00	1,447,998.84	1.16	100
470	Contract	738,810.00	102,695.99	841,505.99	69,132.65	54,293.00	733,171.34	54,041.65	94
471	Administration	124,000.00	.00	124,000.00	.00	.00	124,000.00	.00	100
480	Tourism-Special Events	175,000.00	125,000.00	300,000.00	125,000.00	.00	299,986.77	13.23	100
480.02	Tourism - Convention Event Development Fund	250,000.00	.00	250,000.00	.00	.00	250,000.00	.00	100
480.03	Tourism - Special Event Discretionary Fund	.00	35,000.00	35,000.00	.00	.00	35,000.00	.00	100
480.04	Tourism - Warren County Projects	.00	150,000.00	150,000.00	.00	.00	.00	150,000.00	0
480.05	Tourism - Business Promotion	50,000.00	.00	50,000.00	.00	.00	25,000.00	25,000.00	50
480.06	Tourism - Enhanced Promotion	.00	400,000.00	400,000.00	.00	.00	150,000.00	250,000.00	38
481	Tourism Promotion	1,546,932.00	(350,283.56)	1,196,648.44	64,553.20	.00	1,080,562.80	116,085.64	90
810	Retirement	51,299.00	(299.00)	51,000.00	575.92	.00	47,953.16	3,046.84	94
830	Social Security	23,563.00	.00	23,563.00	2,065.23	.00	22,218.07	1,344.93	94
831	Medicare Contribution	5,511.00	.00	5,511.00	483.01	.00	5,196.17	314.83	94
840	Workmen's Compensation	3,034.00	.00	3,034.00	.00	.00	3,033.04	.96	100
855	Disability	.00	.00	.00	1,217.13	.00	1,217.13	(1,217.13)	+++
860	Hospitalization	87,516.00	.00	87,516.00	7,576.51	.00	80,493.61	7,022.39	92
861	Retirees Hospitalization	30,141.00	.00	30,141.00	1,922.14	.00	26,961.07	3,179.93	89
865	Dental Insurance	1,392.00	.00	1,392.00	116.00	.00	1,238.00	154.00	89

Budget Performance - 2017

Date Range 01/01/17 - 12/31/17

Exclude Rollup Account

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	Current Month Transactions	YTD Encumbrances	YTD Transactions	Budget - YTD Transactions	% Used/ Rec'd
Fund A - General									
EXPENSE									
	Department 6417 - Tourism/Occupancy Totals	\$5,145,350.00	\$417,053.74	\$5,562,403.74	\$325,776.35	\$54,293.00	\$4,875,423.61	\$632,687.13	89%
	EXPENSE TOTALS	\$5,145,350.00	\$417,053.74	\$5,562,403.74	\$325,776.35	\$54,293.00	\$4,875,423.61	\$632,687.13	89%
Fund A - General Totals									
	REVENUE TOTALS	4,172,803.00	.00	4,172,803.00	536,735.07	.00	4,480,739.90	(307,936.90)	107%
	EXPENSE TOTALS	5,145,350.00	417,053.74	5,562,403.74	325,776.35	54,293.00	4,875,423.61	632,687.13	89%
	Fund A - General Totals	(\$972,547.00)	(\$417,053.74)	(\$1,389,600.74)	\$210,958.72	(\$54,293.00)	(\$394,683.71)	(\$940,624.03)	
Grand Totals									
	REVENUE TOTALS	4,172,803.00	.00	4,172,803.00	536,735.07	.00	4,480,739.90	(307,936.90)	107%
	EXPENSE TOTALS	5,145,350.00	417,053.74	5,562,403.74	325,776.35	54,293.00	4,875,423.61	632,687.13	89%
	Grand Totals	(\$972,547.00)	(\$417,053.74)	(\$1,389,600.74)	\$210,958.72	(\$54,293.00)	(\$394,683.71)	(\$940,624.03)	