

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
<b>REVENUE</b>				
<b>40000</b>	<b>Revenue</b>			
<b>41000</b>	<b>Hotel, Motel, Restaurant Taxes</b>	<b>3,812,224</b>	<b>2,399,024</b>	<b>37%</b>
41100	HMR Taxes	3,782,224	2,399,024	37%
41200	PY HMR	30,000	0	100%
<b>42000</b>	<b>Rental Income</b>	<b>781,377</b>	<b>279,000</b>	<b>64%</b>
42100	Facility Rental	492,030	160,000	67%
42200	Rental Items	54,347	24,000	56%
42300	Alcohol Sales	150,000	55,000	63%
42400	Rental Services	85,000	40,000	53%
<b>43000</b>	<b>Event Income</b>	<b>29,500</b>	<b>4,100</b>	<b>86%</b>
43100	1st Thursday Income	18,000	0	100%
43200	LOTO Income	7,500	3,500	53%
43400	Other Event Income	4,000	600	85%
<b>44000</b>	<b>Sales</b>	<b>27,100</b>	<b>15,700</b>	<b>42%</b>
44100	Museum Store Sales	8,800	2,700	69%
44200	Visitor Store Sales	<b>18,300</b>	<b>13,000</b>	<b>29%</b>
44210	Regular Store Sales	12,500	9,000	28%
44220	Consignment Sales	5,800	4,000	31%
<b>45000</b>	<b>Parking Revenue</b>	<b>30,300</b>	<b>23,800</b>	<b>21%</b>
45100	Parking Machine Revenue	16,500	10,000	39%
45200	Parking Lease Revenue	13,800	13,800	0%
<b>46000</b>	<b>Advertising Income</b>	<b>23,000</b>	<b>17,000</b>	<b>26%</b>
46100	Visitor Guide Ad Income	18,500	15,000	19%
46200	Banner Income	4,500	2,000	56%
<b>47000</b>	<b>Museum Revenue</b>	<b>11,000</b>	<b>5,000</b>	<b>55%</b>
47100	Admission Revenue	1,000	0	100%

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Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
47200	Contribution	10,000	5,000	50%
<b>48000</b>	<b>Other Revenue</b>	<b>614,052</b>	<b>599,052</b>	<b>2%</b>
48200	Other Revenue (CAC)	5,000	5,000	0%
48300	Cycling Coordinator Grant	53,316	53,316	0%
48400	Cyclocross	555,736	540,736	3%
48401	Cyclocross Grant Funds	540,736	540,736	0%
48402	Cyclocross Event Revenue	15,000	0	100%
<b>49000</b>	<b>Interest Income</b>	<b>17,800</b>	<b>17,800</b>	<b>0%</b>
49001	Investment Account Interest	9,900	9,900	0%
49002	Checking Account Interest	7,900	7,900	0%
	<b>TOTAL REVENUE</b>	<b>5,346,353</b>	<b>3,360,476</b>	<b>37%</b>
	<b>EXPENSE</b>			
<b>50000</b>	<b>Rental/and Event Expenses</b>	<b>245,636</b>	<b>100,780</b>	<b>59%</b>
<b>51000</b>	<b>Rental Expenses</b>	<b>107,936</b>	<b>53,500</b>	<b>50%</b>
51200	Linens	18,000	9,500	47%
51300	Alcohol and Bar Supply	56,936	29,000	49%
51310	Alcohol	46,936	24,000	49%
51320	Bar Supplies	10,000	5,000	50%
51400	Rental Services	33,000	15,000	55%
<b>52000</b>	<b>Event Expenses</b>	<b>72,900</b>	<b>10,100</b>	<b>86%</b>
52100	1st Thursday Expenses	35,000	0	100%
52200	LOTO Expenses	25,000	5,500	78%
52400	Other Event Expenses	12,900	4,600	64%
<b>53000</b>	<b>Visitors Center &amp; Museum Store</b>	<b>23,300</b>	<b>14,650</b>	<b>37%</b>
53100	Museum Store Expenses	5,000	5,150	-3%
53110	Goods for Sale	4,500	4,500	0%

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
53120	Store Supplies	500	650	-30%
53200	Visitors Center	18,300	9,500	48%
53210	Goods for Sale	9,000	4,500	50%
53220	Store Supplies	5,300	2,500	53%
53300	Consignment Sales Expenses	4,000	2,500	38%
<b>54000</b>	<b>Museum Activities</b>	<b>41,500</b>	<b>22,530</b>	<b>46%</b>
<b>54100</b>	<b>Program</b>	<b>23,500</b>	<b>15,000</b>	<b>36%</b>
54110	Group Visits	500	500	0%
54130	Honoraria	2,000	500	75%
54140	General Program	6,000	1,000	83%
54150	First Ladies Garden	15,000	13,000	13%
<b>54200</b>	<b>Exhibit Expenses</b>	<b>15,000</b>	<b>5,000</b>	<b>67%</b>
<b>54300</b>	<b>Fundraising</b>	<b>3,000</b>	<b>2,530</b>	<b>16%</b>
<b>60000</b>	<b>Payroll and Related Expenses</b>	<b>1,553,673</b>	<b>1,116,361</b>	<b>28%</b>
<b>61000</b>	<b>Wages</b>	<b>1,151,677</b>	<b>838,759</b>	<b>27%</b>
<b>62000</b>	<b>Payroll Tax Expense</b>	<b>95,843</b>	<b>71,800</b>	<b>25%</b>
62100	Federal (941) Payroll Taxes	88,037	69,200	21%
62300	SUTA	7,806	2,600	67%
<b>63000</b>	<b>Benefits</b>	<b>210,413</b>	<b>165,427</b>	<b>21%</b>
63100	Health and Other Employee	172,375	135,063	22%
63200	Company Retirement Contrib	33,038	29,323	11%
63300	Car Allowance	5,000	1,041	79%
<b>64000</b>	<b>Contract Labor</b>	<b>84,800</b>	<b>33,700</b>	<b>60%</b>
<b>65000</b>	<b>Payroll Processing Fees</b>	<b>10,940</b>	<b>6,675</b>	<b>39%</b>
<b>70000</b>	<b>Operating Expenses</b>	<b>1,979,308</b>	<b>1,359,957</b>	<b>31%</b>
<b>71000</b>	<b>Marketing</b>	<b>967,657</b>	<b>606,950</b>	<b>37%</b>
<b>71100</b>	<b>Advertising Expenses</b>	<b>534,107</b>	<b>279,000</b>	<b>48%</b>

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
71110	Agency Advertising	515,107	250,000	51%
71120	Non-Agency Advertising	19,000	29,000	-53%
<b>71200</b>	<b>Agency Retainer and PR</b>	<b>179,550</b>	<b>179,550</b>	<b>0%</b>
<b>71300</b>	<b>Promotion</b>	<b>139,500</b>	<b>109,200</b>	<b>22%</b>
71310	Promotion Expenses	134,100	103,800	23%
71320	Signage-Tourism	1,500	1,500	0%
71350	Banners	3,900	3,900	75%
<b>71400</b>	<b>Printing</b>	<b>93,100</b>	<b>23,500</b>	<b>71%</b>
71410	Visitors Guide	50,000	14,400	79%
71420	Other Brochures	43,100	9,100	12%
<b>71500</b>	<b>Website</b>	<b>11,000</b>	<b>9,700</b>	<b>42%</b>
<b>71600</b>	<b>Mailings</b>	<b>10,400</b>	<b>6,000</b>	<b>51%</b>
<b>72000</b>	<b>Sales and Development</b>	<b>135,100</b>	<b>66,240</b>	<b>53%</b>
72100	Promotional Items	11,800	5,500	79%
72300	Groups	9,750	2,000	64%
72400	Sports	32,000	11,640	83%
72500	Meetings	12,100	2,100	31%
72600	Memberships	33,350	22,900	39%
72700	Tourism & Client Devel.	36,100	22,100	25%
<b>73000</b>	<b>Office and Administrative</b>	<b>189,444</b>	<b>142,630</b>	<b>32%</b>
<b>73100</b>	<b>Office Expenses</b>	<b>49,200</b>	<b>33,500</b>	<b>23%</b>
73110	Office Supplies	12,400	9,600	0%
73120	Office Equipment Leases	8,200	8,200	0%
73130	Office Equipment Purcha	1,800	1,800	0%
73140	Subscriptions	1,100	1,100	11%
73150	Employee Relations	5,300	4,700	65%
73160	Training	19,000	6,700	0%

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Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
73170	Postage & Shipping	1,400	1,400	-2%
<b>73200</b>	<b>Fees</b>	<b>7,500</b>	<b>7,650</b>	-50%
73210	Bank Service Charges	500	750	1%
73220	Credit Card Fees	7,000	6,900	0%
<b>73400</b>	<b>Business Taxes &amp; Licenses</b>	<b>15,000</b>	<b>15,000</b>	7%
<b>73500</b>	<b>Accounting, Audit &amp; Legal</b>	<b>41,500</b>	<b>38,500</b>	0%
73510	Accounting Fees	12,000	12,000	0%
73520	Audit Fees	24,000	24,000	55%
73530	Legal Fees	5,500	2,500	37%
<b>73900</b>	<b>Collection Expenses</b>	<b>76,244</b>	<b>47,980</b>	62%
<b>74000</b>	<b>Travel</b>	<b>47,650</b>	<b>17,900</b>	63%
74100	Lodging	21,850	8,150	53%
74200	Mileage	2,900	1,350	74%
74300	Transportation	18,700	4,800	14%
74400	Meals Out of Town	4,200	3,600	6%
<b>75000</b>	<b>IT Expenses</b>	<b>90,500</b>	<b>85,000</b>	0%
75100	Computer Hardware	21,000	21,000	18%
75200	Software	30,900	25,400	0%
75300	IT Support and Consulting	38,600	38,600	0%
<b>76000</b>	<b>Insurance</b>	<b>16,400</b>	<b>16,400</b>	0%
76100	Insurance - Building	15,000	15,000	0%
76200	Insurance - W/C	1,400	1,400	20%
<b>77000</b>	<b>Facilities</b>	<b>532,557</b>	<b>424,837</b>	0%
<b>77100</b>	<b>Rent</b>	<b>39,840</b>	<b>39,720</b>	0%
<b>77200</b>	<b>Internet &amp; Telephone</b>	<b>34,080</b>	<b>34,080</b>	0%
<b>77300</b>	<b>Utilities</b>	<b>97,037</b>	<b>97,037</b>	0%
77310	Electric	68,477	68,477	0%

**Fayetteville A&P Commission  
2020 Proposed Budget**

Account Number	Account Name	Consolidated 2020	Revised Consolidated	Decrease
77320	Gas	13,060	13,060	0%
77330	Water	15,500	15,500	22%
<b>77400</b>	<b>Repairs and Maintenance</b>	<b>88,000</b>	<b>69,000</b>	<b>-12%</b>
<b>77500</b>	<b>Janitorial Supplies</b>	<b>31,800</b>	<b>35,500</b>	<b>4%</b>
<b>77600</b>	<b>Maintenance Contracts</b>	<b>41,300</b>	<b>39,500</b>	<b>45%</b>
<b>77800</b>	<b>Improvements</b>	<b>200,500</b>	<b>110,000</b>	<b>6%</b>
<b>80000</b>	<b>Tourism Support</b>	<b>860,736</b>	<b>810,736</b>	<b>42%</b>
80100	Current Year grants	120,000	70,000	
80200	Prior Year Grants	0	0	0%
80300	Theatre Squared Contribution	200,000	200,000	
80400	Public Art Funding	0	0	0%
80401	Cyclocross Event	540,736	540,736	0%
<b>90000</b>	<b>Other Expenses</b>	<b>707,000</b>	<b>707,000</b>	<b>0%</b>
90100	Bond Payments	707,000	707,000	
	<b>TOTAL EXPENSE</b>	<b>5,346,353</b>	<b>4,094,834</b>	<b>23%</b>
	<b>Total Revenue/(Loss)</b>	<b>0</b>	<b>-734,358</b>	

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Experience Fayetteville 2020	EF, revised	Decrease
<b>REVENUE</b>				
<b>40000</b>	<b>Revenue</b>			
<b>41000</b>	<b>Hotel, Motel, Restaurant Taxes</b>	<b>3,812,224</b>	<b>2,399,024</b>	<b>37%</b>
41100	HMR Taxes	3,782,224	2,399,024	37%
41200	PY HMR	30,000	0	100%
<b>43000</b>	<b>Event Income</b>	<b>25,500</b>	<b>3,500</b>	<b>86%</b>
43100	1st Thursday Income	18,000	0	100%
43200	LOTO Income	7,500	3,500	53%
43400	Other Event Income			
<b>44000</b>	<b>Sales</b>	<b>18,300</b>	<b>13,000</b>	<b>29%</b>
44100	Museum Store Sales			
44200	Visitor Store Sales	<b>18,300</b>	<b>13,000</b>	<b>29%</b>
44210	Regular Store Sales	12,500	9,000	28%
44220	Consignment Sales	5,800	4,000	31%
<b>46000</b>	<b>Advertising Income</b>	<b>23,000</b>	<b>17,000</b>	<b>26%</b>
46100	Visitor Guide Ad Income	18,500	15,000	19%
46200	Banner Income	4,500	2,000	56%
<b>48000</b>	<b>Other Revenue</b>	<b>614,052</b>	<b>604,052</b>	<b>2%</b>
48200	Other Revenue (CAC)	5,000	5,000	0%
48300	Cycling Coordinator Grant	53,316	53,316	0%
48400	Cyclocross	555,736	545,736	2%
48401	Cyclocross Grant Funds	540,736	540,736	0%
48402	Cyclocross Event Revenue	15,000	5,000	67%
<b>49000</b>	<b>Interest Income</b>	<b>14,800</b>	<b>14,800</b>	<b>0%</b>
49001	Investment Account Interest	9,900	9,900	0%
49002	Checking Account Interest	4,900	4,900	0%
	<b>TOTAL REVENUE</b>	<b>4,507,876</b>	<b>3,051,376</b>	<b>32%</b>

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Account Number	Account Name	Experience Fayetteville 2020	EF, revised	Decrease
<b>EXPENSE</b>				
<b>50000</b>	<b>Rental/and Event Expenses</b>	<b>81,200</b>	<b>16,100</b>	<b>80%</b>
<b>52000</b>	<b>Event Expenses</b>	<b>62,900</b>	<b>6,600</b>	<b>90%</b>
52100	1st Thursday Expenses	35,000	0	100%
52200	LOTO Expenses	25,000	5,500	78%
52400	Other Event Expenses	2,900	1,100	62%
<b>53000</b>	<b>Visitors Center &amp; Museum Store</b>	<b>18,300</b>	<b>9,500</b>	<b>48%</b>
53200	Visitors Center	18,300	9,500	48%
53210	Goods for Sale	9,000	4,500	50%
53220	Store Supplies	5,300	2,500	53%
53300	Consignment Sales Expenses	4,000	2,500	38%
<b>60000</b>	<b>Payroll and Related Expenses</b>	<b>886,654</b>	<b>657,409</b>	<b>26%</b>
<b>61000</b>	<b>Wages</b>	<b>669,725</b>	<b>498,308</b>	<b>26%</b>
<b>62000</b>	<b>Payroll Tax Expense</b>	<b>55,769</b>	<b>43,200</b>	<b>23%</b>
62100	Federal (941) Payroll Taxes	51,167	42,000	18%
62300	SUTA	4,602	1,200	74%
<b>63000</b>	<b>Benefits</b>	<b>134,680</b>	<b>109,901</b>	<b>18%</b>
63100	Health and Other Employee	109,820	89,000	19%
63200	Company Retirement Contrib	19,860	19,860	0%
63300	Car Allowance	5,000	1,041	79%
<b>64000</b>	<b>Contract Labor</b>	<b>21,000</b>	<b>2,000</b>	<b>90%</b>
<b>65000</b>	<b>Payroll Processing Fees</b>	<b>5,480</b>	<b>4,000</b>	<b>27%</b>
<b>70000</b>	<b>Operating Expenses</b>	<b>1,462,228</b>	<b>884,627</b>	<b>40%</b>
<b>71000</b>	<b>Marketing</b>	<b>942,457</b>	<b>584,550</b>	<b>38%</b>
<b>71100</b>	<b>Advertising Expenses</b>	<b>526,107</b>	<b>271,000</b>	<b>48%</b>
71110	Agency Advertising	515,107	250,000	51%



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Account Number	Account Name	Experience Fayetteville 2020	EF, revised	Decrease
71120	Non-Agency Advertising	11,000	21,000	-91%
<b>71200</b>	<b>Agency Retainer and PR</b>	<b>179,550</b>	<b>179,550</b>	<b>0%</b>
<b>71300</b>	<b>Promotion</b>	<b>130,400</b>	<b>100,400</b>	<b>23%</b>
71310	Promotion Expenses	125,000	95,000	24%
71320	Signage-Tourism	1,500	1,500	0%
71350	Banners	3,900	3,900	0%
<b>71400</b>	<b>Printing</b>	<b>88,000</b>	<b>19,400</b>	<b>78%</b>
71410	Visitors Guide	50,000	14,400	71%
71420	Other Brochures	38,000	5,000	87%
<b>71500</b>	<b>Website</b>	<b>8,200</b>	<b>8,200</b>	<b>0%</b>
<b>71600</b>	<b>Mailings</b>	<b>10,200</b>	<b>6,000</b>	<b>41%</b>
<b>72000</b>	<b>Sales and Development</b>	<b>124,550</b>	<b>56,140</b>	<b>55%</b>
72100	Promotional Items	8,800	2,500	72%
72300	Groups	9,750	2,000	79%
72400	Sports	32,000	11,640	64%
72500	Meetings	12,000	2,000	83%
72600	Memberships	30,000	20,000	33%
72700	Tourism & Client Devel.	32,000	18,000	44%
<b>73000</b>	<b>Office and Administrative</b>	<b>149,744</b>	<b>103,380</b>	<b>31%</b>
<b>73100</b>	<b>Office Expenses</b>	<b>29,700</b>	<b>14,600</b>	<b>51%</b>
73110	Office Supplies	5,600	3,500	38%
73120	Office Equipment Leases	4,500	4,500	0%
73130	Office Equipment Purcha	1,000	1,000	0%
73140	Subscriptions	700	700	0%
73150	Employee Relations	3,000	2,500	17%
73160	Training	14,000	1,500	89%
73170	Postage & Shipping	900	900	0%

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Account Number	Account Name	Experience Fayetteville 2020	EF, revised	Decrease
<b>73200</b>	<b>Fees</b>	<b>2,500</b>	<b>2,500</b>	<b>0%</b>
73210	Bank Service Charges	500	500	0%
73220	Credit Card Fees	2,000	2,000	0%
<b>73400</b>	<b>Business Taxes &amp; Licenses</b>	<b>2,800</b>	<b>2,800</b>	<b>0%</b>
<b>73500</b>	<b>Accounting, Audit &amp; Legal</b>	<b>38,500</b>	<b>35,500</b>	<b>8%</b>
73510	Accounting Fees	12,000	12,000	0%
73520	Audit Fees	21,000	21,000	0%
73530	Legal Fees	5,500	2,500	55%
<b>73900</b>	<b>Collection Expenses</b>	<b>76,244</b>	<b>47,980</b>	<b>37%</b>
<b>74000</b>	<b>Travel</b>	<b>33,000</b>	<b>13,100</b>	<b>60%</b>
74100	Lodging	16,000	6,000	63%
74200	Mileage	1,200	800	33%
74300	Transportation	13,000	3,500	73%
74400	Meals Out of Town	2,800	2,800	0%
<b>75000</b>	<b>IT Expenses</b>	<b>71,300</b>	<b>65,800</b>	<b>8%</b>
75100	Computer Hardware	11,000	11,000	0%
75200	Software	23,500	18,000	23%
75300	IT Support and Consulting	36,800	36,800	0%
<b>76000</b>	<b>Insurance</b>	<b>13,200</b>	<b>13,200</b>	<b>0%</b>
76100	Insurance - Building	11,800	11,800	0%
76200	Insurance - W/C	1,400	1,400	0%
<b>77000</b>	<b>Facilities</b>	<b>127,977</b>	<b>48,457</b>	<b>62%</b>
<b>77100</b>	<b>Rent</b>	<b>240</b>	<b>120</b>	<b>50%</b>
<b>77200</b>	<b>Internet &amp; Telephone</b>	<b>13,600</b>	<b>13,600</b>	<b>0%</b>
<b>77300</b>	<b>Utilities</b>	<b>9,237</b>	<b>9,237</b>	<b>0%</b>
77310	Electric	7,177	7,177	0%
77320	Gas	660	660	0%

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Account Number	Account Name	Experience Fayetteville 2020	EF, revised	Decrease
77330	Water	1,400	1,400	0%
<b>77400</b>	<b>Repairs and Maintenance</b>	<b>25,000</b>	<b>10,000</b>	<b>60%</b>
<b>77500</b>	<b>Janitorial Supplies</b>	<b>900</b>	<b>3,500</b>	<b>-289%</b>
<b>77600</b>	<b>Maintenance Contracts</b>	<b>3,500</b>	<b>2,000</b>	<b>43%</b>
<b>77800</b>	<b>Improvements</b>	<b>75,500</b>	<b>10,000</b>	<b>87%</b>
<b>80000</b>	<b>Tourism Support</b>	<b>860,736</b>	<b>810,736</b>	<b>6%</b>
80100	Current Year grants	120,000	70,000	42%
80300	Theatre Squared Contribution	200,000	200,000	0%
80401	Cyclocross Event	540,736	540,736	0%
<b>90000</b>	<b>Other Expenses</b>	<b>707,000</b>	<b>707,000</b>	<b>0%</b>
90100	Bond Payments	707,000	707,000	0%
	<b>TOTAL EXPENSE</b>	<b>3,997,818</b>	<b>3,075,872</b>	<b>23%</b>
	<b>Total Revenue/(Loss)</b>	<b>510,058</b>	<b>(24,496)</b>	<b>105%</b>

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Town Center 2020	FTC, revised	Percent Decrease
<b>REVENUE</b>				
<b>42000</b>	<b>Rental Income</b>	<b>780,377</b>	<b>279,000</b>	<b>64%</b>
42100	Facility Rental	491,030	160,000	67%
42200	Rental Items	54,347	24,000	56%
42300	Alcohol Sales	150,000	55,000	63%
42400	Rental Services	85,000	40,000	53%
<b>45000</b>	<b>Parking Revenue</b>	<b>30,300</b>	<b>23,800</b>	<b>21%</b>
45100	Parking Machine Revenue	16,500	10,000	39%
45200	Parking Lease Revenue	13,800	13,800	0%
<b>49000</b>	<b>Interest Income</b>	<b>3,000</b>	<b>3,000</b>	<b>0%</b>
49001	Investment Account Interest			
49002	Checking Account Interest	3,000	3,000	0%
	<b>TOTAL REVENUE</b>	<b>813,677</b>	<b>305,800</b>	<b>62%</b>
<b>EXPENSE</b>				
<b>50000</b>	<b>Rental/and Event Expenses</b>	<b>107,936</b>	<b>53,500</b>	<b>50%</b>
<b>51000</b>	<b>Rental Expenses</b>	<b>107,936</b>	<b>53,500</b>	<b>50%</b>
51100	Facility Rental Expenses			
51200	Linens	18,000	9,500	47%
51300	Alcohol and Bar Supply	<b>56,936</b>	<b>29,000</b>	<b>49%</b>
51310	Alcohol	46,936	24,000	49%
51320	Bar Supplies	10,000	5,000	50%
51400	Rental Services	33,000	15,000	55%
<b>60000</b>	<b>Payroll and Related Expenses</b>	<b>521,936</b>	<b>358,823</b>	<b>31%</b>
<b>61000</b>	<b>Wages</b>	<b>363,866</b>	<b>260,202</b>	<b>28%</b>
<b>62000</b>	<b>Payroll Tax Expense</b>	<b>30,125</b>	<b>22,200</b>	<b>26%</b>
62100	Federal (941) Payroll Taxes	27,836	21,000	25%

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Town Center 2020	FTC, revised	Percent Decrease
62300	SUTA	2,289	1,200	48%
<b>63000</b>	<b>Benefits</b>	<b>60,485</b>	<b>42,921</b>	<b>29%</b>
63100	Health and Other Employee	50,692	35,421	30%
63200	Company Retirement Contrib	9,793	7,500	23%
63300	Car Allowance			
<b>64000</b>	<b>Contract Labor</b>	<b>62,000</b>	<b>31,000</b>	<b>50%</b>
<b>65000</b>	<b>Payroll Processing Fees</b>	<b>5,460</b>	<b>2,500</b>	<b>54%</b>
<b>70000</b>	<b>Operating Expenses</b>	<b>454,180</b>	<b>436,530</b>	<b>4%</b>
<b>71000</b>	<b>Marketing</b>	<b>14,400</b>	<b>14,400</b>	<b>0%</b>
<b>71100</b>	<b>Advertising Expenses</b>	<b>3,000</b>	<b>3,000</b>	<b>0%</b>
71110	Agency Advertising			
71120	Non-Agency Advertising	3,000	3,000	0%
<b>71200</b>	<b>Agency Retainer and PR</b>			
<b>71300</b>	<b>Promotion</b>	<b>8,500</b>	<b>8,500</b>	<b>0%</b>
71310	Promotion Expenses	8,500	8,500	0%
<b>71400</b>	<b>Printing</b>	<b>2,100</b>	<b>2,100</b>	<b>0%</b>
71410	Visitors Guide			
71420	Other Brochures	2,100	2,100	0%
<b>71500</b>	<b>Website</b>	<b>800</b>	<b>800</b>	<b>0%</b>
<b>71600</b>	<b>Mailings</b>			
<b>72000</b>	<b>Sales and Development</b>	<b>8,850</b>	<b>8,850</b>	<b>0%</b>
72100	Promotional Items	2,500	2,500	0%
72600	Memberships	2,350	2,350	0%
72700	Tourism & Client Devel.	4,000	4,000	0%
<b>73000</b>	<b>Office and Administrative</b>	<b>31,950</b>	<b>31,950</b>	<b>0%</b>
<b>73100</b>	<b>Office Expenses</b>	<b>15,650</b>	<b>15,650</b>	<b>0%</b>
73110	Office Supplies	5,100	5,100	0%

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Town Center 2020	FTC, revised	Percent Decrease
73120	Office Equipment Leases	3,700	3,700	0%
73130	Office Equipment Purcha	800	800	0%
73140	Subscriptions	200	200	0%
73150	Employee Relations	2,000	2,000	0%
73160	Training	3,500	3,500	0%
73170	Postage & Shipping	350	350	0%
<b>73200</b>	<b>Fees</b>	<b>4,100</b>	<b>4,100</b>	<b>0%</b>
73210	Bank Service Charges			
73220	Credit Card Fees	4,100	4,100	0%
<b>73400</b>	<b>Business Taxes &amp; Licenses</b>	<b>12,200</b>	<b>12,200</b>	<b>0%</b>
<b>74000</b>	<b>Travel</b>	<b>9,650</b>	<b>2,000</b>	<b>79%</b>
74100	Lodging	3,750	750	80%
74200	Mileage	1,000	250	75%
74300	Transportation	3,500	700	80%
74400	Meals Out of Town	1,400	300	79%
<b>75000</b>	<b>IT Expenses</b>	<b>14,600</b>	<b>14,600</b>	<b>0%</b>
75100	Computer Hardware	6,000	6,000	0%
75200	Software	6,800	6,800	0%
75300	IT Support and Consulting	1,800	1,800	0%
<b>76000</b>	<b>Insurance</b>	<b>2,850</b>	<b>2,850</b>	<b>0%</b>
76100	Insurance - Building	2,850	2,850	0%
76200	Insurance - W/C			
<b>77000</b>	<b>Facilities</b>	<b>371,880</b>	<b>361,880</b>	<b>3%</b>
<b>77100</b>	<b>Rent</b>	<b>24,000</b>	<b>24,000</b>	<b>0%</b>
<b>77200</b>	<b>Internet &amp; Telephone</b>	<b>17,680</b>	<b>17,680</b>	<b>0%</b>
<b>77300</b>	<b>Utilities</b>	<b>83,200</b>	<b>83,200</b>	<b>0%</b>
77310	Electric	60,100	60,100	0%

**Fayetteville A&P Commission  
2020 Proposed Budget**

Account Number	Account Name	Town Center 2020	FTC, revised	Percent Decrease
77320	Gas	11,400	11,400	0%
77330	Water	11,700	11,700	0%
<b>77400</b>	<b>Repairs and Maintenance</b>	<b>55,000</b>	<b>55,000</b>	<b>0%</b>
<b>77500</b>	<b>Janitorial Supplies</b>	<b>30,000</b>	<b>45,000</b>	<b>-50%</b>
<b>77600</b>	<b>Maintenance Contracts</b>	<b>37,000</b>	<b>37,000</b>	<b>0%</b>
<b>77800</b>	<b>Improvements</b>	<b>125,000</b>	<b>100,000</b>	<b>20%</b>
	<b>TOTAL EXPENSE</b>	<b>1,084,052</b>	<b>848,853</b>	<b>22%</b>
	<b>Total Revenue/(Loss)</b>	<b>(270,375)</b>	<b>(543,053)</b>	<b>-101%</b>

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Clinton House 2020	CHM, revised	Percent Change
<b>REVENUE</b>				
<b>40000</b>	<b>Revenue</b>			
<b>42000</b>	<b>Rental Income</b>	<b>1,000</b>	<b>0</b>	<b>100%</b>
42100	Facility Rental	1,000	0	100%
<b>43000</b>	<b>Event Income</b>	<b>4,000</b>	<b>600</b>	<b>85%</b>
43400	Other Event Income	4,000	600	85%
<b>44000</b>	<b>Sales</b>	<b>8,800</b>	<b>2,700</b>	<b>69%</b>
44100	Museum Store Sales	8,800	2,700	69%
<b>47000</b>	<b>Museum Revenue</b>	<b>11,000</b>	<b>5,000</b>	<b>55%</b>
47100	Admission Revenue	1,000	0	100%
47200	Contribution	10,000	5,000	50%
47300	Membership			
	<b>TOTAL REVENUE</b>	<b>24,800</b>	<b>8,300</b>	<b>67%</b>
<b>EXPENSE</b>				
<b>50000</b>	<b>Rental/and Event Expenses</b>	<b>56,500</b>	<b>31,180</b>	<b>45%</b>
<b>52000</b>	<b>Event Expenses</b>	<b>10,000</b>	<b>3,500</b>	<b>65%</b>
52400	Other Event Expenses	10,000	3,500	65%
<b>53000</b>	<b>Visitors Center &amp; Museum Store</b>	<b>5,000</b>	<b>5,150</b>	<b>-3%</b>
53100	Museum Store Expenses	5,000	5,150	-3%
53110	Goods for Sale	4,500	4,500	0%
53120	Store Supplies	500	650	-30%
<b>54000</b>	<b>Museum Activities</b>	<b>41,500</b>	<b>22,530</b>	<b>46%</b>
<b>54100</b>	<b>Program</b>	<b>23,500</b>	<b>15,000</b>	<b>36%</b>
54110	Group Visits	500	500	0%
54130	Honoraria	2,000	500	75%
54140	General Program	6,000	1,000	83%



## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Clinton House 2020	CHM, revised	Percent Change
54150	First Ladies Garden	15,000	13,000	13%
<b>54200</b>	<b>Exhibit Expenses</b>	<b>15,000</b>	<b>5,000</b>	<b>67%</b>
<b>54300</b>	<b>Fundraising</b>	<b>3,000</b>	<b>2,530</b>	<b>16%</b>
<b>60000</b>	<b>Payroll and Related Expenses</b>	<b>145,083</b>	<b>100,129</b>	<b>31%</b>
<b>61000</b>	<b>Wages</b>	<b>118,086</b>	<b>80,249</b>	<b>32%</b>
<b>62000</b>	<b>Payroll Tax Expense</b>	<b>9,949</b>	<b>6,400</b>	<b>36%</b>
62100	Federal (941) Payroll Taxes	9,034	6,200	31%
62300	SUTA	915	200	78%
<b>63000</b>	<b>Benefits</b>	<b>15,248</b>	<b>12,605</b>	<b>17%</b>
63100	Health and Other Employee	11,863	10,642	10%
63200	Company Retirement Contrib	3,385	1,963	42%
63300	Car Allowance			
<b>64000</b>	<b>Contract Labor</b>	<b>1,800</b>	<b>700</b>	<b>61%</b>
<b>65000</b>	<b>Payroll Processing Fees</b>	<b>0</b>	<b>175</b>	
<b>70000</b>	<b>Operating Expenses</b>	<b>62,900</b>	<b>53,800</b>	<b>14%</b>
<b>71000</b>	<b>Marketing</b>	<b>10,800</b>	<b>8,000</b>	<b>26%</b>
<b>71100</b>	<b>Advertising Expenses</b>	<b>5,000</b>	<b>5,000</b>	<b>0%</b>
71110	Agency Advertising			
71120	Non-Agency Advertising	5,000	5,000	0%
<b>71200</b>	<b>Agency Retainer and PR</b>			
<b>71300</b>	<b>Promotion</b>	<b>600</b>	<b>300</b>	<b>50%</b>
71310	Promotion Expenses	600	300	50%
<b>71400</b>	<b>Printing</b>	<b>3,000</b>	<b>2,000</b>	<b>33%</b>
71410	Visitors Guide			
71420	Other Brochures	3,000	2,000	33%
<b>71500</b>	<b>Website</b>	<b>2,000</b>	<b>700</b>	<b>65%</b>
<b>71600</b>	<b>Mailings</b>	<b>200</b>	<b>0</b>	<b>100%</b>

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Clinton House 2020	CHM, revised	Percent Change
<b>72000</b>	<b>Sales and Development</b>	<b>1,700</b>	<b>1,250</b>	<b>26%</b>
72100	Promotional Items	500	500	0%
72500	Meetings	100	100	0%
72600	Memberships	1,000	550	45%
72700	Tourism & Client Devel.	100	100	0%
<b>73000</b>	<b>Office and Administrative</b>	<b>7,750</b>	<b>7,300</b>	<b>6%</b>
<b>73100</b>	<b>Office Expenses</b>	<b>3,850</b>	<b>3,250</b>	<b>16%</b>
73110	Office Supplies	1,700	1,000	41%
73140	Subscriptions	200	200	0%
73150	Employee Relations	300	200	33%
73160	Training	1,500	1,700	-13%
73170	Postage & Shipping	150	150	0%
<b>73200</b>	<b>Fees</b>	<b>900</b>	<b>1,050</b>	<b>-17%</b>
73210	Bank Service Charges		250	
73220	Credit Card Fees	900	800	11%
<b>73400</b>	<b>Business Taxes &amp; Licenses</b>			
<b>73500</b>	<b>Accounting, Audit &amp; Legal</b>	<b>3,000</b>	<b>3,000</b>	<b>0%</b>
73510	Accounting Fees			
73520	Audit Fees	3,000	3,000	0%
73530	Legal Fees			
<b>73900</b>	<b>Collection Expenses</b>			
<b>74000</b>	<b>Travel</b>	<b>5,000</b>	<b>2,800</b>	<b>44%</b>
74100	Lodging	2,100	1,400	33%
74200	Mileage	700	300	57%
74300	Transportation	2,200	600	73%
74400	Meals Out of Town		500	
<b>75000</b>	<b>IT Expenses</b>	<b>4,600</b>	<b>4,600</b>	<b>0%</b>

## Fayetteville A&P Commission 2020 Proposed Budget

Account Number	Account Name	Clinton House 2020	CHM, revised	Percent Change
75100	Computer Hardware	4,000	4,000	0%
75200	Software	600	600	0%
75300	IT Support and Consulting			
<b>76000</b>	<b>Insurance</b>	<b>350</b>	<b>350</b>	<b>0%</b>
76100	Insurance - Building	350	350	0%
76200	Insurance - W/C			
<b>77000</b>	<b>Facilities</b>	<b>32,700</b>	<b>29,500</b>	<b>10%</b>
<b>77100</b>	<b>Rent</b>	<b>15,600</b>	<b>15,600</b>	<b>0%</b>
<b>77200</b>	<b>Internet &amp; Telephone</b>	<b>2,800</b>	<b>2,800</b>	<b>0%</b>
<b>77300</b>	<b>Utilities</b>	<b>4,600</b>	<b>4,600</b>	<b>0%</b>
77310	Electric	1,200	1,200	0%
77320	Gas	1,000	1,000	0%
77330	Water	2,400	2,400	0%
<b>77400</b>	<b>Repairs and Maintenance</b>	<b>8,000</b>	<b>4,000</b>	<b>50%</b>
<b>77500</b>	<b>Janitorial Supplies</b>	<b>900</b>	<b>2,000</b>	<b>-122%</b>
<b>77600</b>	<b>Maintenance Contracts</b>	<b>800</b>	<b>500</b>	<b>38%</b>
	<b>TOTAL EXPENSE</b>	<b>264,483</b>	<b>185,109</b>	<b>30%</b>
	<b>Total Revenue/(Loss)</b>	<b>(239,683)</b>	<b>(176,809)</b>	<b>26%</b>