

	Actual 2022	Actual 2023	Budget 2024	Budget 2025
INCOME:				
4015 · GOLF TOURNAMENT INCOME	14,310.00	20,120.00	25,000.00	30,000.00
4017. DISC GOLF TOURNAMENT INCOME	-350.00			
4020 · GALA CELEBRATION		47,765.10	50,000.00	50,000.00
4020.10-SCHUYLER TRIBUTES		6,800.00	10,000.00	10,000.00
4025 · MIXERS/FUNDRAISERS	10,413.20	7,645.00	10,000.00	7,500.00
4030.05 · MARKETING - CORVETTE FESTIVAL		9,220.07		
4030.10 MARKETING-WINDOW ADVERTISING	7,205.00	6,745.00	10,000.00	10,000.00
4030.20 MARKETING-VIDEO DISPLAYS		4,400.00	6,000.00	6,000.00
4030.40 MARKETING-BROCHURE DISTRIBUTION	4,095.00	3,800.00	5,000.00	6,000.00
4030.70 . MARKETING - WEBSITE ADS	2,600.00	4,040.00	10,000.00	5,000.00
4030.72 . MARKETING - CONFERENCE ROOM FEE				5,400.00
4030.95 MARKETING-NEWSLETTER ADV			2,500.00	2,000.00
4041 · TOURISM - ROOM TAX RECEIPTS	822,218.06	739,869.23	750,000.00	750,000.00
4042. MATCHING FUNDS	67,527.00	75,822.00		
4043 · TRAVEL GUIDE ADS	53,145.00	52,720.00	50,000.00	55,000.00
4044. SATELLITE VISITOR CENTER INCOME	1,430.00	3,700.00	2,000.00	
4442 · NYS EDA GRANT			125,000.00	125,000.00
4065 · INTEREST INCOME	64.62	257.58		
4070 · MEMBERSHIP DUES INCOME	120,114.93	110,544.05	137,800.00	130,000.00
4070 · TOURISM AGENCY FEE FOR SERVICES			62,000.00	40,000.00
4080. MISC. INCOME	3,878.04	5,078.72		4,000.00
4100 . SPARK CONFERENCE	22,075.00	16,780.00	25,000.00	30,000.00
4105 · BUSINESS & EDUCATION INCOME	10,042.00			
4037 SCHUYLER HIRES JOB FAIR INCOME		1,600.00	2,000.00	3,000.00
4105.70 STARTUP FLX		3,000.00	3,000.00	
4200 . LEADERSHIP SCHUYLER	8,294.00	9,109.41	10,000.00	10,000.00
4210 . LIVE YOUR DREAM REVENUE		0.00	20,000.00	6,000.00
Total Income	1,147,061.85	1,129,016.16	1,315,300.00	1,284,900.00
EXPENSE:				
5005 · MEMBERSHIP COMMITTEE EXPENSES	558.81	4,998.12	4,000.00	4,000.00
5010 · GROSS WAGES	138,774.92	133,743.41	141,540.00	110,000.00
5011 · PAYROLL TAX EXPENSE	13,290.15	14,814.66	12,740.00	13,000.00
5015 · GOLF TOURNAMENT EXPENSES	3,954.58	10,513.86	12,000.00	15,000.00
5016 · OUTSIDE/CONTRACT SERVICE	13,754.02	15,842.88	14,000.00	15,000.00
5020 · GALA CELEBRATION EXPENSES	4,278.69	24,056.20	20,000.00	27,000.00
5020.10 · SCHUYLER TRIBUTES		5,271.98	4,000.00	25,000.00
5025 · MIXERS & FUNDRAISERS EXPENSES	12,669.53	14,987.83	5,000.00	7,500.00
5031 · INTEREST EXPENSE - LOC	9.01			
5038 . ADVERTISING	734.40			
5041 · TOURISM - PROMOTION AGENCY EXPENSES				
5041.79 TOURISM - SALARIES & WAGES	118,928.96	188,037.76	169,200.00	202,000.00
5041.20 TOURISM - PAYROLL TAXES	13,702.14	14,903.75	15,225.00	18,300.00
5041.21 TOURISM - FRINGE BENEFITS	13,863.31	21,839.89	20,000.00	25,500.00
5041.99 TOURISM - SATELLITE SALARIES & WAGES	34,473.89	27,055.45	34,500.00	38,000.00
5041.22 TOURISM - SATELLITE PAYROLL TAXES	2,055.32	2,164.46	3,100.00	3,400.00
5041.23 TOURISM - SATELLITE FRINGE BENEFITS	1,543.45	2,586.86	4,100.00	1,700.00
5041.01 TOURISM - STATE PARK SATELLITE LOCATION	750.00	750.00	900.00	900.00
5041.10 TOURISM - HOLIDAY HAPPENINGS	2,680.00			
5041.39 TOURISM - CELL PHONE EXPENES	941.84	841.16	1,080.00	1,080.00
5041.40 TOURISM - NYS EDA GRANT EXPENDITURE			125,000.00	125,000.00
5041.50 TOURISM - TRAINING	144.14	25.00		
5041.51 TOURISM - CLASH ENDURANCE	50,000.00			
5041.52 TOURISM - OTHER	2,900.00	750.00		
5041.523 TOURISM - DIGITAL MARKETING CALENDAR	10,500.00	7,000.00	7,000.00	7,000.00
5041.526 TOURISM - VISITOR SPENDING DATA RESEARCH			15,000.00	
5041.528 TOURISM - WPBS EPSISODE	3,333.00	7,974.04		

5041.53 TOURISM - CUSTOMIZED REGIONAL PROMOTION		38,000.00		10,000.00
5041.55 TOURISM - CORVETTE FESTIVAL				7,500.00
5041.56 TOURISM - HISTORIC CIRCUIT ROAD COURSE			5,000.00	
5041.57 TOURISM - BRAND USA - CANADA EAST			14,805.00	11,800.00
5041.58 TOURISM - FLX FARM COUNTRY			4,000.00	4,000.00
5041.61 TOURISM - FLX TOURISM ALLIANCE	23,456.00	31,295.00	24,000.00	28,125.00
5041.62 TOURISM - FLX REGIONAL TOURISM COUNCIL	96,373.00	42,439.00	38,500.00	35,000.00
5041.69 TOURISM - TAP PROGRAM	120,000.00	101,372.93	110,000.00	70,000.00
5041.70 TOURISM - ADVERTISING & SPONSORSHIPS	51,029.83	40,682.02	25,000.00	30,000.00
5041.73 TOURISM - MEMBERSHIP DUES	1,725.00	3,617.00	4,500.00	7,800.00
5041.74 TOURISM - MAILING & DISTRIBUTION	18,407.84	20,780.35	15,000.00	25,000.00
5041.75 TOURISM - FLX WINE COUNTRY	4,019.86	70,000.00	70,000.00	35,000.00
5041.76 TOURISM - PUBLIC RELATIONS	741.00	2,296.32	10,000.00	16,700.00
5041.77 TOURISM - CONTRACT SERVICES	20,880.92	15,076.00	12,000.00	20,800.00
5041.80 TOURISM - VISITOR CENTER SUPPLIES	1,047.29	21,415.63	11,000.00	13,000.00
5041.81 TOURISM - TRAVEL	8,392.66	10,678.95	10,000.00	12,000.00
5041.815 TOURISM - IFWTWA CONFERENCE EXPENSES			10,000.00	
5041.83 TOURISM - WEBSITE PLATFORM & LICENSING	40,395.20	43,743.28	30,000.00	30,000.00
5041.84 TOURISM - TRAVEL GUIDE PRODUCTION	57,745.68	52,289.49	40,000.00	40,000.00
5041.85 TOURISM - ACCOUNTING FEES		12,000.00	12,600.00	15,000.00
5041.86 TOURISM - STATE PARK VC INTERNET SERVICE	196.12	1,227.78	250.00	1,250.00
5041.88 TOURISM - FESTIVAL OF LIGHTS	20,000.00			
5041.89 TOURISM - VILLAGE BEAUTIFICATION - CDC	15,000.00	15,000.00	15,000.00	15,000.00
5041.895 TOURISM - VETERAN'S MEMORIAL PARK		2,000.00	2,000.00	2,000.00
5041.90 TOURISM - VISITOR CENTER OPERATIONS	67,491.61	55,159.11	60,000.00	60,000.00
5041.92 TOURISM - FIRE WORKS	12,000.00	11,500.00	10,000.00	12,000.00
5041.93 TOURISM - AGRITOURISM EXPENSES		110.00		
5041.95 TOURISM - PROJECT SENECA	7,500.00	7,500.00	7,500.00	
5060 · SUPPLIES EXPENSES	8,365.20	8,246.05	2,500.00	4,500.00
5065 · EMPLOYEE BENEFITS	341.79	375.00	500.00	
5065.16 · EB - EMPLOYEE HEALTH INSURANCE	13,306.74	9,467.32	11,760.00	14,000.00
5065.17 · EB - EMPLOYEE ADD & LIFE	675.31	1,430.20	1,230.00	1,500.00
5065.19 · EB - ER CONTRIBUTION TO IRA	3,841.92	2,904.39	3,750.00	4,000.00
5065.37 · EB - PROFESSIONAL DEVELOPMENT	3,536.86	794.42	1,000.00	1,000.00
5070.15 · ADMIN - DUES & SUBSCRIPTION	5,708.63	5,693.82	5,000.00	6,000.00
5070.36 · ADMIN - PRESIDENT'S EXPENSE	5,233.46	8,580.38	5,000.00	7,500.00
5070.99 · BAD DEBT EXPENSE - MEMBERSHIP DUES	11,148.00			
5075.01 · OPERATIONS - BANK SERVICE FEES	534.70	1,159.09	300.00	300.00
5075.10 · OPERATIONS - COMPUTER MAINT	3,927.48	1,417.50	3,500.00	3,500.00
5075.12 · OPERATIONS - CREDIT CARD FEES	1,133.41	2,507.17	1,200.00	3,000.00
5075.27 · OPERATIONS - LEASED COPIER EQU.	4,251.80	4,402.68	4,400.00	4,400.00
5075.35 · OPERATIONS - RENT EXPENSE		10,291.73	10,800.00	10,800.00
5075.36 · OPERATIONS - UTILITIES		1,437.03	2,000.00	2,000.00
5085 · TELEPHONE EXPENSES	7,320.84	5,936.01	7,200.00	3,700.00
5090 · INTERNET EXPENSES	865.00	339.56	900.00	2,400.00
5091 · CHAMBER ADVERTISING	884.00	638.00	1500.00	3,500.00
5095 · INSURANCE EXPENSES	4,346.83	5,590.17	4,900.00	6,400.00
5100 · MAINTENANCE EXPENSES	6,322.60	1,963.27	1,800.00	2,500.00
5105 · BUSINESS AND EDUCATION EXPENSES	3,750.00	1,000.00	1,000.00	6,000.00
5106 · LEADERSHIP SCHUYLER EXPENSES	753.96	2,192.21	1,250.00	2,500.00
5107. SPARK CONFERENCE EXPENSES	12,589.98	7,200.73	5,000.00	7,000.00
5110 · MISCELLANEOUS EXPENSES	702.89	1,270.86	1,000.00	1,000.00
5120 · POSTAGE EXPENSES	3,342.64	5,306.27	4,000.00	4,500.00
5125 · TRAVEL EXPENSES	4,206.62	5,233.35	2,500.00	3,000.00
5130 · MARKETING EXPENSE - CORVETTE FESTIVAL		8,901.62		
5210 · LIVE YOUR DREAM EXPENSES			6,000.00	
5230 · PAYROLL EXPENSES	1,358.25	1,322.00	1,300.00	1,500.00
Total Expense	1,118,691.08	1,201,941.00	1,240,830.00	1,247,855.00
NET INCOME	28,370.77	(72,924.84)	74,470.00	37,045.00

5075.13 . OPERATIONS - DEPRECIATION EXP	20,624.75	19,641.77	17,920.00	17,875.00