

Rutherford County Tourism Development Authority TDA Rolling Financial Forecast														
2021-2022 Budget														
	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Revenue														
Occupancy Tax														
2019-2020 Actuals	181,140.17	225,692.21	158,300.93	177,901.64	169,618.48	87,360.67	117,225.07	78,745.80	55,628.97	74,615.46	10,973.12	154,469.86	14.74	1,491,687.12
2020-2021 RFF	242,868.14	303,423.95	288,060.63	233,329.39	261,067.60	146,659.59	126,033.09	111,900.02	137,878.28	100,000.00	100,000.00	120,000.00		2,171,220.69
2021-2022 Budget	240,000.00	300,000.00	280,000.00	230,000.00	260,000.00	140,000.00	110,000.00	75,000.00	55,000.00	70,000.00	100,000.00	120,000.00		1,980,000.00
Penalties and Interest														
2019-2020 Actuals	1,412.76	97.10	610.50	1,457.79	773.03	85.86	823.98	454.10	92.33	53.05	203.60	20.00	(922.94)	5,161.16
2020-2021 RFF	0.00	26.00	56.29	24.92	185.10	0.00	0.00	0.00	1,232.47	0.00	0.00	0.00		1,524.78
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Investment Earnings														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,416.30		19,416.30
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00		20,000.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00		20,000.00
Fund Balance Appropriated														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Miscellaneous														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00		7,500.00
2020-2021 RFF	7,500.00	0.00	0.00	0.00	25,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		33,250.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Keep Ru. Co. Beautiful														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00		5,000.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00		3,000.00
2021-2022 Budget	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		5,000.00
Strategic Plan Imp														
2019-2020 Actuals	0.00	0.00	0.00	0.00	75,000.00	25,000.00	0.00	1,000.00	72,700.00	7,122.50	13,864.00	15,000.00		209,686.50
2020-2021 RFF	707.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		707.50
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		-
Strategic Plan Paddle Trails/Grant														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		20,000.00
2021-2022 Budget	0.00	0.00	0.00	200,000.00	0.00	195,000.00	0.00	0.00	0.00	0.00	0.00	0.00		395,000.00
Vacation Guide Ads														
2019-2020 Actuals	4,975.00	0.00	0.00	0.00	0.00	0.00	0.00	7,950.00	595.00	1,785.00	0.00	0.00	(4,975.00)	10,330.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	1,700.00	5,375.00	3,350.00	750.00	1,625.00	0.00	0.00		12,800.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	2,000.00	5,500.00	6,000.00	0.00	0.00	0.00	0.00		13,500.00
Website Ads														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00		7,000.00
Total Revenue:														
2019-2020 Actuals	187,527.93	225,789.31	158,911.43	179,359.43	245,391.51	112,446.53	118,049.05	93,149.90	129,016.30	83,576.01	25,040.72	196,406.16	(5,883.20)	1,748,781.08
2020-2021 RFF	251,075.64	303,449.95	288,116.92	233,354.31	307,002.70	148,359.59	131,408.09	115,250.02	139,860.75	104,625.00	100,000.00	140,000.00	-	2,262,502.97
2021-2022 Budget	240,000.00	305,000.00	280,000.00	430,000.00	260,000.00	338,000.00	116,500.00	82,000.00	56,000.00	71,000.00	101,000.00	141,000.00	-	2,420,500.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Expenses														
Salaries/Wages Regular 121-00														
2019-2020 Actuals	12,609.77	25,219.55	12,609.78	12,609.77	12,809.79	12,609.78	12,609.77	12,609.78	12,609.77	14,941.72	14,822.70	36,227.05	(25,569.65)	166,719.58
2020-2021 RFF	30,217.12	15,108.56	15,108.57	15,108.56	15,575.08	15,108.54	15,108.59	15,108.55	15,108.58	15,108.58	15,150.00	15,150.00		196,960.73
2021-2022 Budget	30,864.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00	15,432.00		200,616.00
Salaries/Wages P/T 126-00														
2019-2020 Actuals	1,636.81	2,658.74	836.00	1,754.50	1,787.50	1,897.50	1,765.50	1,853.50	2,244.00	165.00	0.00	511.06	(1,636.81)	15,473.30
2020-2021 RFF	1,049.90	541.61	0.00	0.00	177.76	1,005.46	1,410.98	938.80	861.03	1,249.88	1,450.00	1,450.00		10,135.42
2021-2022 Budget	5,600.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00	2,800.00		36,400.00
Total Salaries and Wages:														
2019-2020 Actuals	14,246.58	27,878.29	13,445.78	14,364.27	14,597.29	14,507.28	14,375.27	14,463.28	14,853.77	15,106.72	14,822.70	36,738.11	(27,206.46)	182,192.88
2020-2021 Budget	31,267.02	15,650.17	15,108.57	15,108.56	15,752.84	16,114.00	16,519.57	16,047.35	15,969.61	16,358.46	16,600.00	16,600.00	-	207,096.15
2021-2022 Budget	36,464.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	18,232.00	-	237,016.00
Benefits														
Fica 181-00														
2019-2020 Actuals	819.12	1,664.28	769.47	830.15	844.59	839.01	833.87	838.45	863.21	878.35	858.45	1,754.89	(819.12)	10,974.72
2020-2021 RFF	2,165.71	1,197.45	876.17	1,027.67	916.12	938.50	965.53	936.26	931.41	955.55	1,000.00	1,000.00	(946.50)	11,963.87
2021-2022 Budget	2,040.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00	1,020.00		13,260.00
Medicare 181-01														
2019-2020 Actuals	191.57	389.23	179.96	194.15	197.55	196.22	195.01	196.09	201.87	205.41	200.77	410.42	(191.57)	2,566.68
2020-2021 RFF	439.20	212.76	204.91	204.91	214.26	219.49	225.81	218.96	217.83	223.48	250.00	250.00		2,881.61
2021-2022 Budget	480.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00	240.00		3,120.00
Retirement 182-00														
2019-2020 Actuals	1,777.98	3,931.69	1,953.26	1,953.26	1,984.26	1,953.26	1,953.26	1,953.26	1,953.26	1,953.26	2,296.04	5,514.32	(1,803.19)	27,373.92
2020-2021 RFF	4,893.66	2,553.35	2,553.35	2,553.35	2,632.19	2,553.35	2,553.35	2,553.35	2,553.35	2,553.35	2,600.00	2,600.00		33,152.65
2021-2022 Budget	5,504.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00	2,752.00		35,776.00

NC Retirement 182-01															
2019-2020 Actuals	409.83	819.66	409.83	409.83	416.35	409.83	409.83	409.83	409.83	409.83	409.83	481.75	966.78	(409.83)	5,553.35
2020-2021 RFF	982.06	491.03	491.03	491.03	506.21	491.03	491.03	491.03	491.03	491.03	491.03	500.00	500.00		6,416.51
2021-2022 Budget	974.00	487.50	487.50	487.50	487.50	487.50	487.50	487.50	487.50	487.50	487.50	487.50	488.00		6,337.00
Health and Life Insurance183-00															
2019-2020 Actuals	2,205.64	2,205.64	2,205.64	2,205.64	2,205.64	2,205.64	2,260.52	2,260.52	2,260.52	2,260.52	2,260.52	2,825.65	2,833.65	471.78	28,407.00
2020-2021 RFF	2,825.65	2,825.65	2,825.65	2,825.65	2,825.65	2,825.65	2,773.65	2,773.65	2,773.65	2,773.65	2,773.65	2,825.65	2,825.65	(122.60)	33,577.20
2021-2022 Budget	2,642.27	2,642.27	2,642.27	2,642.27	2,642.27	2,642.27	2,773.07	2,773.07	2,773.07	2,773.07	2,773.07	2,773.07	2,773.03		32,492.00
Café Administration 189-01															
2019-2020 Actuals	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00		60.00
2020-2021 RFF	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00	0.00	0.00	0.00	5.00	25.00		60.00
2021-2022 Budget	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00		60.00
Un-employment Comp. 185-00															
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Workers Comp. 186-00															
2019-2020 Actuals	1,163.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		1,163.00
2020-2021 RFF	2,223.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		2,223.00
2021-2022 Budget	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		2,500.00
Total Benefits:															
2019-2020 Actuals	6,572.14	9,015.50	5,523.16	5,598.03	5,653.39	5,608.96	5,657.49	5,663.15	5,693.69	5,712.37	6,667.66	11,485.06	(2,751.93)		76,098.67
2020-2021 RFF	13,534.28	7,285.24	6,956.11	7,107.61	7,099.43	7,033.02	7,009.37	6,973.25	6,967.27	6,997.06	7,180.65	7,200.65	(1,069.10)		90,274.84
2021-2022 Budget	14,145.27	7,146.77	7,146.77	7,146.77	7,146.77	7,146.77	7,277.57	7,277.57	7,277.57	7,277.57	7,277.57	7,278.03	-		93,545.00
Total Wages and Benefits:															
2019-2020 Actuals	20,818.72	36,893.79	18,968.94	19,962.30	20,250.68	20,116.24	20,032.76	20,126.43	20,547.46	20,819.09	21,490.36	48,223.17	(29,958.39)		258,291.55
2020-2021 RFF	44,801.30	22,935.41	22,064.68	22,216.17	22,852.27	23,147.02	23,528.94	23,020.60	22,936.88	23,355.52	23,780.65	23,800.65	(1,069.10)		297,370.99
2021-2022 Budget	50,609.27	25,378.77	25,378.77	25,378.77	25,378.77	25,378.77	25,509.57	25,509.57	25,509.57	25,509.57	25,509.57	25,510.03	-		330,561.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Marketing and Advertising: 370-00														
Advertising/Marketing														
2019-2020 Actuals	9,591.00	7,314.84	4,292.75	34,277.15	6,350.00	2,312.81	3,788.67	1,549.67	13,706.22	5,745.00	12,100.00	5,806.85	(7,044.03)	99,790.93
2020-2021 RFF	0.00	20,414.00	34,244.92	21,956.00	15,809.00	1,340.00	5,810.00	0.00	3,700.00	5,510.00	22,000.00	36,216.08		167,000.00
2021-2022 Budget	25,410.00	23,600.00	24,220.00	27,010.00	3,700.00	0.00	1,810.00	0.00	0.00	25,410.00	26,100.00	23,600.00		180,860.00
Fam. Tours/Media Tours														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00	400.00		800.00
2021-2022 Budget	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00		3,300.00
Website														
2019-2020 Actuals	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00		48,000.00
2020-2021 RFF	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00		48,000.00
2021-2022 Budget	3,750.00	6,925.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00	3,750.00	0.00	8,250.00		54,925.00
TDA Internal Graphic Design														
2019-2020 Actuals	0.00	2,755.25	0.00	742.50	5,087.59	625.66	1,551.90	3,592.50	4,744.70	0.00	2,371.52	0.00		21,471.62
2020-2021 RFF	0.00	0.00	720.00	1,529.24	0.00	0.00	30.00	0.00	2,132.00	2,272.50	1,500.00	11,816.26		20,000.00
2021-2022 Budget	1,500.00	1,500.00	1,500.00	2,000.00	1,500.00	2,000.00	1,500.00	1,500.00	1,500.00	2,000.00	1,500.00	2,000.00		20,000.00
Marketing & PR Communications														
2019-2020 Actuals	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00		96,375.00
2020-2021 RFF	8,075.00	8,075.00	8,075.00	8,075.00	9,575.00	9,575.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00		99,900.00
2021-2022 Budget	13,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00	8,075.00		101,900.00
Signage/Welcome Center/Billboards														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Photography/Video														
2019-2020 Actuals	0.00	2,500.00	0.00	2,125.00	0.00	12,000.00	0.00	0.00	0.00	0.00	0.00	0.00		16,625.00
2020-2021 RFF	0.00	0.00	4,150.00	0.00	0.00	10,000.00	0.00	0.00	425.00	0.00	2,675.00	2,500.00	(9,750.00)	10,000.00
2021-2022 Budget	7,500.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		10,000.00
Digital/Social Media/Ad Words														
2019-2020 Actuals	3,125.00	0.00	3,125.00	3,125.00	3,125.00	2,700.00	1,500.00	0.00	0.00	2,500.00	0.00	2,000.00		21,200.00
2020-2021 RFF	0.00	0.00	938.35	4,130.21	4,823.98	0.00	3,419.46	0.00	166.73	707.88	11,410.00	11,408.39		37,005.00
2021-2022 Budget	5,500.00	5,500.00	5,500.00	5,500.00	1,700.00	1,000.00	600.00	600.00	600.00	5,500.00	5,500.00	5,500.00		43,000.00

Printing Cost / Vacation Guide															
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,955.32	0.00	0.00	(1,600.00)	35,355.32
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,000.00	0.00		36,000.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,000.00	0.00	0.00		34,000.00
Other Marketing Costs															
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,600.00	0.00		5,600.00
2020-2021 RFF	0.00	625.00	143.31	297.54	515.45	1,381.35	384.21	0.00	245.99	106.82	5,000.00	5,112.34	(287.01)		13,525.00
2021-2022 Budget	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,615.00		17,015.00
Total Marketing and Advertising:															
2019-2020 Actuals	24,466.00	20,570.09	23,667.75	52,019.65	22,562.59	33,888.47	18,590.57	13,217.17	34,775.92	57,025.32	28,146.52	24,131.85	(8,644.03)		344,417.87
2020-2021 RFF	11,825.00	29,114.00	56,521.58	39,737.99	30,723.43	30,546.35	21,468.67	8,075.00	22,994.72	20,422.20	87,060.00	83,778.07	(10,037.01)		432,230.00
2021-2022 Budget	58,410.00	47,275.00	49,220.00	50,510.00	16,650.00	21,000.00	17,410.00	11,850.00	20,100.00	80,410.00	42,850.00	49,315.00	-		465,000.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Administrative and Operations														
Lease/Rent Expense: 431-00														
2019-2020 Actuals	500.00	1,000.00	0.00	500.00	500.00	500.00	0.00	1,000.00	1,000.00	0.00	1,000.00	500.00		6,500.00
2020-2021 RFF	500.00	0.00	500.00	1,000.00	0.00	500.00	500.00	500.00	500.00	500.00	500.00	1,000.00		6,000.00
2021-2022 Budget	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00		6,000.00
Telephone: 321-00														
2019-2020 Actuals	0.00	226.44	229.78	226.25	223.34	454.13	295.58	223.11	220.45	215.77	236.85	464.68	(4.62)	3,011.76
2020-2021 RFF	0.00	250.58	233.97	232.64	223.07	451.77	817.47	803.40	222.22	213.88	230.00	230.00	(1,178.08)	2,730.92
2021-2022 Budget	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00		3,000.00
VOIP: 980-15														
2019-2020 Actuals	114.02	121.13	119.98	119.98	119.98	119.98	119.98	119.98	119.98	119.98	119.98	120.50		1,435.47
2020-2021 RFF	173.42	118.50	121.09	121.09	121.74	121.09	121.09	121.09	121.09	121.09	125.00	125.00	125.00	1,515.20
2021-2022 Budget	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00		1,500.00
Utilities: 331-00														
Gas/Electric														
2019-2020 Actuals	0.00	747.12	0.00	673.93	0.00	241.22	649.91	346.71	270.71	114.86	77.09	201.90		3,323.45
2020-2021 RFF	347.47	344.50	343.88	186.97	0.00	237.02	752.02	0.00	669.63	0.00	700.00	350.00		3,931.49
2021-2022 Budget	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00		4,200.00
Water/Sewer														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Janitorial: 394-00														
2019-2020 Actuals	444.09	448.19	0.00	605.10	148.91	504.22	260.00	554.04	573.35	0.00	89.13	1000.78	(280.67)	4,347.14
2020-2021 RFF	333.03	158.15	494.84	1,028.39	202.88	325.09	633.57	0.00	480.00	509.88	500.00	500.00	(266.88)	4,898.95
2021-2022 Budget	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00		15,000.00
Total Rent and Utilities:														
2019-2020 Actuals	1,058.11	2,542.88	349.76	2,125.26	992.23	1,819.55	1,325.47	2,243.84	2,184.49	450.61	1,523.05	2,287.86	(285.29)	18,617.82
2020-2021 RFF	1,353.92	871.73	1,693.78	2,569.09	547.69	1,634.97	2,824.15	1,424.49	1,992.94	1,348.76	2,055.00	2,205.00	(1,444.96)	19,076.56
2021-2022 Budget	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	2,475.00	-	29,700.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Office Expense														
Office Supplies:260-00														
2019-2020 Actuals	152.91	356.41	0.00	1,189.10	20.64	720.31	433.38	260.20	603.02	20.41	51.69	1,246.31	(314.31)	4,740.07
2020-2021 RFF	87.66	561.07	914.75	1,315.48	424.91	156.99	977.25	51.34	127.78	257.55	250.00	250.00	(267.21)	5,107.57
2021-2022 Budget	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00		7,800.00
Printing: 341-00														
2019-2020 Actuals	0.00	161.33	101.53	169.07	204.76	179.49	154.99	175.41	297.58	0.00	209.89	1,301.25	(119.96)	2,835.34
2020-2021 RFF	0.00	71.88	190.42	117.39	0.29	326.62	71.64	142.22	0.00	251.72	250.00	250.00	(157.60)	1,514.58
2021-2022 Budget	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00		3,000.00
Maintenance to Duffies 352-00														
2019-2020 Actuals	0.00	0.58	0.73	0.31	0.29	0.21	0.00	0.04	0.05	0.10	0.00	0.04	(0.19)	2.16
2020-2021 RFF	0.00	0.04	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.08
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Postage: 325-00														
2019-2020 Actuals	483.37	1,239.95	0.00	1,377.70	0.00	0.00	305.20	1,053.41	403.48	0.00	711.64	2,394.80	(26.07)	7,943.48
2020-2021 RFF	0.00	0.00	1,485.35	1,102.48	540.20	491.52	1,178.45	0.00	699.40	913.51	2,500.00	2,500.00	(11.87)	11,399.04
2021-2022 Budget	1,500.00	0.00	1,000.00	2,000.00	0.00	1,000.00	1,000.00	0.00	1,500.00	2,000.00	1,500.00	1,500.00		13,000.00
Equipment: 510-00														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	695.48	264.29	0.00	0.00	0.00	(17.29)	942.48
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	588.48	0.00	0.00	0.00	1,500.00	0.00		2,088.48
2021-2022 Budget	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00		3,000.00
Equipment Rent: 431-01														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00		1,000.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		-
Dues and Subscriptions: 491-00														
2019-2020 Actuals	8,100.00	2,763.88	400.00	119.00	0.00	200.00	0.00	0.00	300.00	0.00	860.00	197.60	(375.00)	12,565.48
2020-2021 RFF	9,179.99	850.00	774.73	125.00	319.00	0.00	223.60	295.00	300.00	0.00	400.00	1,000.00	(375.85)	13,091.47
2021-2022 Budget	9,200.00	1,000.00	1,000.00	100.00	400.00	0.00	250.00	300.00	250.00	250.00	250.00	3,500.00		16,500.00
Total Office Expense:														
2019-2020 Actuals	8,736.28	4,522.15	502.26	2,855.18	225.69	1,100.01	893.57	2,184.54	1,868.42	20.51	1,833.22	5,140.00	(852.82)	29,029.01
2020-2021 RFF	9,267.65	1,482.99	3,365.29	2,660.35	1,284.40	975.13	3,039.42	488.56	1,127.18	1,422.78	4,900.00	5,000.00	(812.53)	34,201.22
2021-2022 Budget	11,600.00	1,900.00	2,900.00	3,000.00	2,800.00	1,900.00	2,150.00	1,200.00	4,150.00	3,150.00	2,650.00	5,900.00	-	43,300.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Repairs and Maintenance:														
Building Repairs and Maint. : 351-00														
2019-2020 Actuals	439.17	524.43	539.70	485.36	0.00	108.19	89.99	77.74	1,453.60	50.00	13.78	464.70	(72.36)	4,174.30
2020-2021 RFF	0.00	384.08	552.81	1,550.33	17.92	3,492.68	152.75	0.00	1,240.78	652.86	300.00	300.00	(55.75)	8,588.46
2021-2022 Budget	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00		4,800.00
Computer Repairs and Maint. 980-16														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,434.00	0.00	0.00	478.00		1,912.00
2020-2021 RFF	0.00	0.00	478.00	0.00	0.00	368.68	0.00	0.00	0.00	0.00	1,325.00	1,324.64	(109.32)	3,387.00
2021-2022 Budget	1,500.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		3,000.00
Total Repairs and Maint. :														
2019-2020 Actuals	439.17	524.43	539.70	485.36	0.00	108.19	89.99	77.74	2,887.60	50.00	13.78	942.70	(72.36)	6,086.30
2020-2021 RFF	0.00	384.08	1,030.81	1,550.33	17.92	3,861.36	152.75	0.00	1,240.78	652.86	1,625.00	1,624.64	(165.07)	11,975.46
2021-2022 Budget	1,900.00	400.00	400.00	400.00	1,900.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	-	7,800.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Travel 311-00														
Lodging														
2019-2020 Actuals	25.35	1,283.09	478.30	0.00	0.00	456.35	0.00	500.10	397.25	0.00	122.08	0.00		3,262.52
2020-2021 RFF	0.00	0.00	0.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00		1,119.00
2021-2022 Budget	125.00	1,300.00	500.00	0.00	0.00	500.00	0.00	500.00	1,500.00	0.00	200.00	200.00		4,825.00
Conference Fees/Training Fees														
2019-2020 Actuals	0.00	386.66	0.00	1,389.02	0.00	0.00	1,950.00	1,067.00	185.00	0.00	0.00	0.00	(2,008.29)	2,969.39
2020-2021 RFF	0.00	0.00	0.00	104.81	0.00	425.13	0.00	0.00	0.00	0.00	300.00	300.00	(50.00)	1,079.94
2021-2022 Budget	0.00	500.00	0.00	1,400.00	0.00	0.00	2,000.00	1,200.00	200.00	0.00	0.00	700.00		6,000.00
Meals														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	48.95	0.00	60.11	131.19	0.00	162.03	0.00		402.28
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00		200.00
2021-2022 Budget	100.00	100.00	100.00	100.00	100.00	100.00	100.00	500.00	100.00	100.00	100.00	100.00		1,600.00
Travel														
2019-2020 Actuals	0.00	0.00	3.00	383.77	1,048.58	281.16	14.00	1,352.18	880.98	0.00	676.13	193.80		4,833.60
2020-2021 RFF	108.47	88.84	0.00	227.89	49.91	64.29	91.44	264.55	313.21	64.40	500.00	500.00	(13.87)	2,259.13
2021-2022 Budget	100.00	100.00	100.00	500.00	1,000.00	300.00	100.00	1,200.00	800.00	100.00	500.00	500.00		5,300.00
Total Travel														
2019-2020 Actuals	25.35	1,669.75	481.30	1,772.79	1,048.58	786.46	1,964.00	2,979.39	1,594.42	0.00	960.24	193.80	(2,008.29)	11,467.79
2020-2021 RFF	108.47	88.84	0.00	451.70	49.91	489.42	91.44	264.55	313.21	64.40	1,400.00	1,400.00	(63.87)	4,658.07
2021-2022 Budget	325.00	2,000.00	700.00	2,000.00	1,100.00	900.00	2,200.00	3,400.00	2,600.00	200.00	800.00	1,500.00	-	17,725.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

**Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast**

2021-2022 Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Professional/Insurance Fees														
Accounting/Prof. Serv. 192-00														
2019-2020 Actuals	7,500.00	0.00	0.00	4,237.50	0.00	1,412.50	0.00	0.00	2,250.00	0.00	0.00	0.00		15,400.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	4,875.00	0.00	5,850.00	0.00	0.00	0.00		10,725.00
2021-2022 Budget	15,000.00	0.00	0.00	6,850.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00		24,350.00
Consulting 194-00														
2019-2020 Actuals	0.00	0.00	0.00	1,522.50	0.00	1,357.50	0.00	0.00	0.00	0.00	0.00	412.50		3,292.50
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	2,500.00		4,000.00
2021-2022 Budget	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00	0.00	1,000.00		4,000.00
General Fund Indirect 980-00														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00		40,000.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00		40,000.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00		40,000.00
Insurance Fees														
Insurance Bonding 453-00														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	175.00	0.00	0.00	0.00		175.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	175.00	0.00	0.00	0.00		175.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	175.00	0.00	0.00	0.00		175.00
Total Prof/Ins Fees:														
2019-2020 Actuals	7,500.00	0.00	0.00	5,760.00	0.00	2,770.00	0.00	0.00	2,425.00	0.00	0.00	40,412.50	-	58,867.50
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	4,875.00	0.00	6,025.00	0.00	1,500.00	42,500.00	0.00	54,900.00
2021-2022 Budget	15,000.00	0.00	0.00	7,850.00	0.00	0.00	1,000.00	0.00	2,675.00	1,000.00	0.00	41,000.00	-	68,525.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget

Rutherford County Tourism Development Authority
TDA Rolling Financial Forecast
2021-2022 Budget

Project / Programs	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
Wayfinding Sign Maint./Kiosks 510-03														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	68,489.20		68,489.20
2020-2021 RFF	0.00	0.00	1,206.56	1,726.73	0.00	0.00	0.00	0.00	0.00	0.00	365.00	2,300.00	(198.29)	5,400.00
2021-2022 Budget	0.00	5,000.00	0.00	2,500.00	0.00	5,000.00	0.00	0.00	5,000.00	2,500.00	0.00	0.00		20,000.00
TAF 299-01														
2019-2020 Actuals	4,388.00	900.00	4,000.00	2,000.00	2,000.00	4,000.00	0.00	4,000.00	2,000.00	0.00	4,000.00	2,000.00		29,288.00
2020-2021 RFF	2,000.00	2,000.00	2,000.00	2,000.00	0.00	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00		12,000.00
2021-2022 Budget	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Strategic Plan 191-00														
Strategic Plan														
2019-2020 Actuals	0.00	13,905.15	11,190.25	11,369.15	0.00	47,165.00	5,000.00	29,505.00	14,305.00	20,155.00	9,400.00	7,200.00	(52.19)	169,142.36
2020-2021 RFF	8,700.00	10,900.00	8,400.00	11,500.00	3,923.51	55,899.91	39,435.06	8,583.77	35,468.62	21,600.84	102,588.00	102,586.87	(11,484.58)	398,102.00
2021-2022 Budget	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00	26,350.00		316,200.00
Strat. Plan Imp. / Funding - 191-01														
2019-2020 Actuals	0.00	13,575.00	0.00	9,900.00	0.00	33,115.00	30,590.00	28,490.00	2,200.00	9,245.00	8,828.00	190,000.00	(15,000.00)	310,943.00
2020-2021 RFF	0.00	0.00	0.00	50,000.00	0.00	0.00	28,843.25	6,175.00	50,190.00	45,120.00	285,334.38	285,334.37	(11,940.00)	739,057.00
2021-2022 Budget	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00		1,200,000.00
Strat. Plan - Paddle Trails 510-04														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,940.00	11,550.00	0.00	0.00		23,490.00
2021-2022 Budget	0.00	0.00	100,000.00	0.00	195,000.00	0.00	100,000.00	0.00	100,000.00	0.00	0.00	0.00		495,000.00
Community Programs - 299-11														
2019-2020 Actuals	0.00	2,353.90	0.00	6,275.00	0.00	10,557.25	3,000.00	6,000.00	3,000.00	0.00	1,000.00	3,000.00		35,186.15
2020-2021 RFF	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	3,160.00	0.00	5,000.00	5,000.00		13,660.00
2021-2022 Budget	0.00	8,000.00	0.00	0.00	0.00	0.00	12,000.00	0.00	0.00	10,000.00	5,000.00	15,000.00		50,000.00
Promotional/Events/Group Sales - 299-11														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2021-2022 Budget	0.00	25,000.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	0.00	0.00	0.00		50,000.00
Retire NC/Relocate Rutherford - 299-11														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00		10,000.00
2021-2022 Budget	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00		20,000.00
Agritourism - 299-11														
2019-2020 Actuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
2020-2021 RFF	0.00	0.00	100.00	100.00	100.00	1,317.58	100.00	100.00	100.00	100.00	100.00	5,500.00		7,617.58
2021-2022 Budget	0.00	5,000.00	0.00	5,000.00	0.00	5,000.00	0.00	5,000.00	0.00	5,000.00	0.00	0.00		25,000.00
Keep Rutherford County Beautiful 299-02														
2019-2020 Actuals	0.00	0.00	0.00	7,977.55	0.00	12.28	99.98	5,681.71	5,765.60	5,191.63	251.99	90.94	(9,456.15)	15,615.53
2020-2021 RFF	0.00	0.00	432.00	7,297.23	620.51	176.99	11.99	178.75	434.49	79.80	10,000.00	8,789.24	(3,021.00)	25,000.00
2021-2022 Budget	0.00	0.00	0.00	10,000.00	0.00	5,000.00	0.00	0.00	0.00	10,000.00	0.00	0.00		25,000.00
Total Project / Programs:														
2019-2020 Actuals	4,388.00	30,734.05	15,190.25	37,521.70	2,000.00	94,849.53	38,689.98	73,676.71	27,270.60	34,591.63	23,479.99	270,780.14	(24,508.34)	628,664.24
2020-2021 RFF	10,700.00	12,900.00	12,138.56	73,123.96	4,644.02	61,394.48	68,390.30	15,037.52	101,293.11	78,450.64	403,387.38	419,510.48	(26,643.87)	1,234,326.58
2021-2022 Budget	126,350.00	169,350.00	236,350.00	143,850.00	321,350.00	141,350.00	263,350.00	141,350.00	231,350.00	153,850.00	131,350.00	141,350.00	-	2,201,200.00

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

2021-2022 Budget	Rutherford County Tourism Development Authority TDA Rolling Financial Forecast 2021-2022 Budget													
	July	August	September	October	November	December	January	February	March	April	May	June	Year End Adj.	Year
	Totals													
Total Revenue:														
2019-2020 Actuals	187,527.93	225,789.31	158,911.43	179,359.43	245,391.51	112,446.53	118,049.05	93,149.90	129,016.30	83,576.01	25,040.72	196,406.16	(5,883.20)	1,748,781.08
2020-2021 RFF	251,075.64	303,449.95	288,116.92	233,354.31	307,002.70	148,359.59	131,408.09	115,250.02	139,860.75	104,625.00	100,000.00	140,000.00		2,262,502.97
2021-2022 Budget	240,000.00	305,000.00	280,000.00	430,000.00	260,000.00	338,000.00	116,500.00	82,000.00	56,000.00	71,000.00	101,000.00	141,000.00		2,420,500.00
Total Expenses														
2019-2020 Actuals	67,431.63	97,457.14	59,699.96	122,502.24	47,079.77	155,438.45	81,586.34	114,505.82	93,553.91	112,957.16	77,447.16	392,112.02	(66,329.52)	1,355,442.08
2020-2021 RFF	78,056.34	67,777.05	96,814.70	142,309.59	60,119.64	122,048.73	124,370.67	48,310.72	157,923.82	125,717.16	525,708.03	579,818.84	(40,236.41)	2,088,738.88
2021-2022 Budget	266,669.27	248,778.77	317,423.77	235,463.77	371,653.77	193,403.77	314,494.57	186,184.57	289,259.57	266,994.57	206,034.57	267,450.03	-	3,163,811.00
Total Cash Flow														
2019-2020 Actuals	120,096.30	128,332.17	99,211.47	56,857.19	198,311.74	(42,991.92)	36,462.71	(21,355.92)	35,462.39	(29,381.15)	(52,406.44)	(195,705.86)	60,446.32	393,339.00
2020-2021 RFF	173,019.30	235,672.90	191,302.22	91,044.72	246,883.06	26,310.86	7,037.42	66,939.30	(18,063.07)	(21,092.16)	(425,708.03)	(439,818.84)	40,236.41	173,764.09
2021-2022 Budget	(26,669.27)	56,221.23	(37,423.77)	194,536.23	(111,653.77)	144,596.23	(197,994.57)	(104,184.57)	(233,259.57)	(195,994.57)	(105,034.57)	(126,450.03)	-	(743,311.00)
Cash Fund Balance														
2019-2020 Actuals	1,419,008.30	1,547,340.47	1,646,551.94	1,703,409.13	1,901,720.87	1,858,728.95	1,895,191.66	1,873,835.74	1,909,298.13	1,879,916.98	1,827,510.54	1,631,804.68	60,446.32	1,692,251.00
2020-2021 RFF	1,865,270.30	2,100,943.20	2,292,245.42	2,383,290.14	2,630,173.20	2,656,484.06	2,663,521.48	2,730,460.78	2,712,397.71	2,691,305.55	2,265,597.52	1,825,778.68	40,236.41	1,866,015.09
2021-2022 Budget	1,839,345.82	1,895,567.05	1,858,143.28	2,052,679.51	1,941,025.74	2,085,621.97	1,887,627.40	1,783,442.83	1,550,183.26	1,354,188.69	1,249,154.12	1,122,704.09	-	1,122,704.09

Note: Rolling Financial Forecast (RFF) is current year months actual in white boxes. Remaining months in grey boxes are projections.

Rutherford County Tourism
Rolling Financial Forecast
2021-2022 Budget

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
Revenue/Expense					
Occupancy Tax	\$ 1,491,687.12	\$ 2,171,220.69	\$ 1,980,000.00	\$ (191,220.69)	Conservative projections for post COVID tourism
Penalties and Interest	\$ 5,161.16	\$ 1,524.78	\$ -	\$ (1,524.78)	
Investment Earnings	\$ 19,416.30	\$ 20,000.00	\$ 20,000.00	\$ -	
Fund Balance Appropriated	\$ -	\$ -	\$ -	\$ -	
Miscellaneous	\$ 7,500.00	\$ 33,250.00	\$ -	\$ (33,250.00)	New process for town partnerships
Keep Ru. Co. Beautiful	\$ 5,000.00	\$ 3,000.00	\$ 5,000.00	\$ 2,000.00	
Strategic Plan Imp.	\$ 209,686.50	\$ 707.50	\$ -	\$ (707.50)	Grants for new paddle trails
Strategic Plan Paddle Trails	\$ -	\$ 20,000.00	\$ 395,000.00	\$ 375,000.00	
Vacation Guide Ads	\$ 10,330.00	\$ 12,800.00	\$ 13,500.00	\$ 700.00	
Website Ads	\$ -	\$ -	\$ 7,000.00	\$ 7,000.00	New co-op program with stakeholders
Total Revenue:	\$ 1,748,781.08	\$ 2,262,502.97	\$ 2,420,500.00	\$ 157,997.03	

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
Expenses					
Salaries/Wages Regular 121-00	\$ 166,719.58	\$ 196,960.73	\$ 200,616.00	\$ 3,655.27	
Salaries/Wages P/T 126-00	\$ 15,473.30	\$ 10,135.42	\$ 36,400.00	\$ 26,264.58	
Total Salaries and Wages:	\$ 182,192.88	\$ 207,096.15	\$ 237,016.00	\$ 29,919.85	
Benefits					
Fica 181-00	\$ 10,974.72	\$ 11,963.87	\$ 13,260.00	\$ 1,296.13	
Medicare 181-01	\$ 2,566.68	\$ 2,881.61	\$ 3,120.00	\$ 238.39	
Retirement 182-00	\$ 27,373.92	\$ 33,152.65	\$ 35,776.00	\$ 2,623.35	
NC Retirement 182-01	\$ 5,553.35	\$ 6,416.51	\$ 6,337.00	\$ (79.51)	
Health and Life Insurance 183-00	\$ 28,407.00	\$ 33,577.20	\$ 32,492.00	\$ (1,085.20)	
Café Administration 189-01	\$ 60.00	\$ 60.00	\$ 60.00	\$ -	
Workers Comp. 186-00	\$ 1,163.00	\$ 2,223.00	\$ 2,500.00	\$ 277.00	
Unemployment Comp. 185-00	\$ -	\$ -	\$ -	\$ -	
Total Benefits:	\$ 76,098.67	\$ 90,274.84	\$ 93,545.00	\$ 3,270.16	
Total Wages and Benefits:	\$ 258,291.55	\$ 297,370.99	\$ 330,561.00	\$ 33,190.01	Wage and Benefit increase per county

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
Marketing and Advertising: 370-00					
Advertising/Marketing	\$ 99,790.93	\$ 167,000.00	\$ 180,860.00	\$ 13,860.00	
Fam. Tours/Media Tours	\$ -	\$ 800.00	\$ 3,300.00	\$ 2,500.00	
Website	\$ 48,000.00	\$ 48,000.00	\$ 54,925.00	\$ 6,925.00	
Graphic Designer	\$ 21,471.62	\$ 20,000.00	\$ 20,000.00	\$ -	
Marketing & PR Communications	\$ 96,375.00	\$ 99,900.00	\$ 101,900.00	\$ 2,000.00	
Signage/Welcome Center/Billboards	\$ -	\$ -	\$ -	\$ -	
Photography	\$ 16,625.00	\$ 10,000.00	\$ 10,000.00	\$ -	
Digital/Social Media/Ad Words	\$ 21,200.00	\$ 37,005.00	\$ 43,000.00	\$ 5,995.00	
Printing Cost / Vacation Guide	\$ 35,355.32	\$ 36,000.00	\$ 34,000.00	\$ (2,000.00)	
Other Marketing Costs	\$ 5,600.00	\$ 13,525.00	\$ 17,015.00	\$ 3,490.00	
Total Marketing and Advertising:	\$ 344,417.87	\$ 432,230.00	\$ 465,000.00	\$ 32,770.00	Marketing committee program of work

Administrative and Operations

Lease/Rent Expense: 431-00

Telephone: 321-00

VOIP 980-15

Utilities: 331-00

Gas/Electric

Water/Sewer

Janitorial: 394-00**Total Rent and Utilities:**

19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
\$ 6,500.00	\$ 6,000.00	\$ 6,000.00	\$ -	
\$ 3,011.76	\$ 2,730.92	\$ 3,000.00	\$ 269.08	
\$ 1,435.47	\$ 1,515.20	\$ 1,500.00	\$ (15.20)	
\$ 3,323.45	\$ 3,931.49	\$ 4,200.00	\$ 268.51	
\$ -	\$ -	\$ -	\$ -	
\$ 4,347.14	\$ 4,898.95	\$ 15,000.00	\$ 10,101.05	
\$ 18,617.82	\$ 19,076.56	\$ 29,700.00	\$ 10,623.44	Full year of cleaning service at Welcome Center

Office Expense

Office Supplies:260-00

Printing 341-00

Maintenance to Duffies 352-00

Postage: 325-00

Equipment 510-00

Equipment Rent: 431-01

Dues and Subscriptions: 491-00

Total Office Expense:

19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
\$ 4,740.07	\$ 5,107.57	\$ 7,800.00	\$ 2,692.43	Increase to cover branding cost items
\$ 2,835.34	\$ 1,514.58	\$ 3,000.00	\$ 1,485.42	Increase to cover branding cost items
\$ 2.16	\$ 0.08	\$ -	\$ (0.08)	
\$ 7,943.48	\$ 11,399.04	\$ 13,000.00	\$ 1,600.96	Increase in request for travel guides
\$ 942.48	\$ 2,088.48	\$ 3,000.00	\$ 911.52	
\$ -	\$ 1,000.00	\$ -	\$ (1,000.00)	
\$ 12,565.48	\$ 13,091.47	\$ 16,500.00	\$ 3,408.53	
\$ 29,029.01	\$ 34,201.22	\$ 43,300.00	\$ 9,098.78	

Repairs and Maintenance:

Building and Repairs Maint. : 351-00

Computer Repairs and Maint. 980-16

Total Repairs and Maint. :

19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
\$ 4,174.30	\$ 8,588.46	\$ 4,800.00	\$ (3,788.46)	No budget for building improvements
\$ 1,912.00	\$ 3,387.00	\$ 3,000.00	\$ (387.00)	
\$ 6,086.30	\$ 11,975.46	\$ 7,800.00	\$ (4,175.46)	

Travel 311-00

Lodging

Conference Fees

Meals

Travel

Total Travel

19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
\$ 3,262.52	\$ 1,119.00	\$ 4,825.00	\$ 3,706.00	
\$ 2,969.39	\$ 1,079.94	\$ 6,000.00	\$ 4,920.06	
\$ 402.28	\$ 200.00	\$ 1,600.00	\$ 1,400.00	
\$ 4,833.60	\$ 2,259.13	\$ 5,300.00	\$ 3,040.87	
\$ 11,467.79	\$ 4,658.07	\$ 17,725.00	\$ 13,066.93	Return to Pre-Covid travel budget

Professional Fees

Accounting / Prof. Serv. 192-00

Consulting 194-00

General Fund Indirect 980-00

Insurance Fees

Insurance Bonding 453-00

Total Prof/Ins Fees:

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
	\$ 15,400.00	\$ 10,725.00	\$ 24,350.00	13,625.00	Full year of host compliance
	\$ 3,292.50	\$ 4,000.00	\$ 4,000.00	-	
	\$ 40,000.00	\$ 40,000.00	\$ 40,000.00	-	
				-	
	\$ 175.00	\$ 175.00	\$ 175.00	-	
	\$ 58,867.50	\$ 54,900.00	\$ 68,525.00	13,625.00	

Project / Programs

Wayfinding Sign Maint. 510-03

TAF 299-01

Strategic Plan 191-00

Strategic Plan Imp. / Funding 191-01

Strategic Plan Paddle Trails - 510-04

Community Programs 299-11

Promotional Events/Group Sales 299-11

Retire NC/Relocate Rutherford 299-11

Agritourism 299-11

Keep Ru. Co. Beautiful 299-02

Total Project / Programs:

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	Comments - Variance From Prior Year
	\$ 68,489.20	\$ 5,400.00	\$ 20,000.00	\$ 14,600.00	Wayfinding maintenance and Rutherford Bound Kiosk
	\$ 29,288.00	\$ 12,000.00	\$ -	\$ (12,000.00)	New program with CFHC
	\$ 169,142.36	\$ 398,102.00	\$ 316,200.00	\$ (81,902.00)	New program for 2021-2022
	\$ 310,943.00	\$ 739,057.00	\$ 1,200,000.00	\$ 460,943.00	2021-2022 Rutherford Bound implementation
	\$ -	\$ 23,490.00	\$ 495,000.00	\$ 471,510.00	Grant Funded Projects
	\$ 35,186.15	\$ 13,660.00	\$ 50,000.00	\$ 36,340.00	Community programs reinstatement after Covid
	\$ -	\$ -	\$ 50,000.00	\$ 50,000.00	Group sales program/Rutherford Bound incentive program
	\$ -	\$ 10,000.00	\$ 20,000.00	\$ 10,000.00	Reinstate program of work after Covid
	\$ -	\$ 7,617.58	\$ 25,000.00	\$ 17,382.42	Reinstate program of work after Covid
	\$ 15,615.53	\$ 25,000.00	\$ 25,000.00	\$ -	Continue to partner with community for litter pickup
	\$ 628,664.24	\$ 1,234,326.58	\$ 2,201,200.00	\$ 966,873.42	

Totals

Total Revenue

Total Expenses

Total Cash Flow (Revenue over Expenses)

Cash Fund Balance

Fund Balance Appropriated

	19-20 Actuals	20-21 RFF	21-22 Budget	Variance	
	\$ 1,748,781.08	\$ 2,262,502.97	\$ 2,420,500.00	\$ 157,997.03	
	\$ 1,355,442.08	\$ 2,088,738.88	\$ 3,163,811.00	\$ 1,075,072.12	
	\$ 393,339.00	\$ 173,764.09	\$ (743,311.00)	\$ (917,075.09)	
	\$ 1,692,251.00	\$ 1,866,015.09	\$ 1,122,704.09	\$ (743,311.00)	Fund Balance to cover future changes in Tourism market place
	\$ -	\$ -	\$ 743,311.00		Fund Balance Appropriated to cover expenses