



## BAY AREA HOUSTON CVB MULTI-YEAR OVERVIEW

	ACTUALS					BUDGET	ACTUALS TO DATE
	2016	2017	2018	2019	2020	2021	2021
<b>BASE REVENUES</b>							
4100 Partner City Investment	\$329,968	\$237,359	\$599,406	\$391,208	\$193,285	\$248,250	\$42,227
4400 Additional Income	\$63,677	\$3,294	\$3,002	\$3,515	\$13,885	\$6,000	\$4,256
<b>TOTAL REVENUE</b>	<b>\$393,645</b>	<b>\$240,653</b>	<b>\$602,408</b>	<b>\$394,723</b>	<b>\$207,170</b>	<b>\$254,250</b>	<b>\$46,483</b>
<b>BASE EXPENDITURES</b>							
Uncategorized	\$0	\$0	-\$167	\$7,243	\$198	\$0	\$0
5000 Items for Resale	\$13,603	\$6,484	\$4,387	\$3,190	\$2,699	\$750	\$4,256
5100 Advertising	\$66,933	\$147,973	\$112,536	\$188,498	\$176,896	\$168,000	\$2,799
5200 Collateral/Marketing	\$13,731	\$14,565	\$2,546	\$10,292	\$4,695	\$16,750	\$4,256
5300 Memberships/Training	\$2,455	\$0	\$12,612	\$23,406	\$15,931	\$22,750	\$11,310
5500 Personnel	\$121,691	\$57,224	\$32,526	\$43,060	\$76,377	\$104,450	\$15,080
5600 Public Relations	\$1,882	\$5,072	\$5,479	\$8,800	\$0	\$0	\$4,256
5700 Services	\$73,339	\$36,979	\$74,394	\$63,997	\$35,818	\$14,900	\$10,561
5800 Equipment/Supplies	\$2,524	\$435	\$340	\$1,121	\$412	\$5,500	\$0
5900 Tourism Promotions/Local Awareness	\$841	\$89	\$5,078	\$10,178	\$670	\$15,000	\$4,256
<b>TOTAL EXPENDITURES</b>	<b>\$297,000</b>	<b>\$268,820</b>	<b>\$249,730</b>	<b>\$359,786</b>	<b>\$313,695</b>	<b>\$348,100</b>	<b>\$56,776</b>
<b>NET REVENUES</b>	<b>\$96,645</b>	<b>-\$28,167</b>	<b>\$352,679</b>	<b>\$34,937</b>	<b>-\$106,525</b>	<b>-\$93,850</b>	<b>-\$10,293</b>
<b>*TOTAL OPERATING FUND BALANCE</b>	<b>\$171,331</b>	<b>\$179,785</b>	<b>\$607,307</b>	<b>\$469,646</b>	<b>\$400,469</b>		

\*Amount indicated as TOTAL CHECKING/SAVINGS at the year end/start/to date - Does not included fixed or additional assets.