

**Fayetteville Advertising and
Promotion Commission
December 20, 2021**

Location: Fayetteville Town Center

Commissioners: Katherine Kinney, Chair, Tourism & Hospitality Representative
Todd Martin, Tourism & Hospitality Representative
Chrissy Sanderson, Tourism & Hospitality Representative
Elvis Moya, Tourism & Hospitality Representative
Andrew Prysby, Commissioner at-large
Sarah Bunch, City Council Representative

Staff: Molly Rawn, CEO; Jennifer Walker, Vice President of Finance

Agenda

- I. Call to order at 2:00 p.m.
- II. Old Business
 - A. Review and approval of November 2021 minutes.
- III. New Business
 - A. Vote. Carpet Install at Fayetteville Town Center. *CEO seeking authorization to accept a quote from January Flooring to replace carpet in the ballroom.*
 - B. Vote. In Floor Electrical Repair at Fayetteville Town Center. *CEO seeking authorization to accept a quote from Multi-Craft Contractors to replace in-floor outlets and repair electrical lines in the ballroom.*
 - C. Presentation and Vote: 2022 Budget
 - D. Executive Session: Annual Performance Review of the CEO
 - E. Additions to the agenda may be added upon request from a majority of the commissioners.
- IV. Adjourn

**Fayetteville Advertising and Promotion Commission
Minutes from November 22, 2021
Fayetteville Town Center**

Commissioners Present: Chrissy Sanderson, Andrew Prysby, Elvis Moya
Todd Martin, Sarah Bunch

Commissioners Absent: Katherine Kinney, Chair;

Staff: Molly Rawn, CEO; Jennifer Walker, VP of Finance

I. CEO Molly Rawn called the meeting to order at 2:00 pm noting that she would be chairing this meeting in Commissioner Kinney's absence.

II. Old Business

- a. Commissioner Martin motioned to approve the October 2021 minutes with Commissioner Moya seconding. The minutes were unanimously approved.

III. New Business

- a. CEO Report, Molly Rawn

Rawn began with the HMR numbers, noting that HMR collections in October 2021 compared to October 2019 were up 17%.

We are 9% ahead of our revenue target and 13% below in expenses. She does expect that expense gap to close a bit with some upcoming expenses.

In Personnel, we've promoted Eden Moore to our full time Visitors Center Manager and we've also brought on Philip Purifoy as part time Event Services Coordinator for the Fayetteville Town Center.

While the Visitors Center saw slightly fewer visitors and sales in October compared to September, we are ramping up for a great holiday season. Rawn further noted that many people stopped by to see the U.S. Capitol Christmas tree at an event organized by Chloe Bell, noting a thank you to Commissioner Moya who helped with some of the logistics. She also noted we had a very successful Lights of the Ozarks light night event and parade and expressed appreciation to Chloe Bell, Community Engagement Manager, and our team.

Cyclo-cross vendor applications will be up on the website this week.

Rawn reported that we hosted the first Spartan US Trail Championship with approximately 200 runners the last weekend of October. We were pleased with how many states were represented by the runners, but the number of runners was lower than expected.

1, 211 tickets have been purchased for the 2022 Cyclo-cross Championship event with over half of the VIP tickets already purchased.

We are hosting a couple of events for our HMR partners in December to talk about what to expect with the upcoming Cyclo-cross event.

Rawn reminded the commission that the December meeting will be a budget only meeting with one additional item, a request to approve an expense for replacement carpet at the town center.

Commissioner Martin requested to go into executive session at the December meeting and Rawn asked that attorney Vince Chadick state the procedure to do so. Commissioner Martin asked how compensation could be handled in an executive session.

Chadick stated that everyone could leave the room, including attorney and staff. Commissioner Martin asked to hold an executive session to review the executive director and compensation at this meeting.

Commissioner Moya asked if there were any documents available ahead of time to review.

Rawn said she could pull together anything they would like and that she would pull salary history and any past evaluations. Vince Chadick clarified that the person the executive session was about could stay or ask to step out of the room.

Rawn presented the tentative 2022 Commission agenda schedule. Commissioner Martin asked if we could meet the 3rd Monday rather than 4th. Commissioner Sanderson asked if we could also consider meeting every other month. Vince Chadick pulled up the bylaws to see if we could consider meeting every other month and discovered that the bylaws would not prohibit meeting bi-monthly. Commissioner Martin asked if we could reconsider meeting bi-monthly at the March 2022 meeting and have meetings in January and February. Commissioner Martin made a motion to move Jan and Feb to the 3rd and then withdrew it. Rawn asked that she be able to talk to her team on when we could do January and February meeting and get back to the commission with a plan.

Commissioner Moya asked if there was an opportunity for all buildings on the downtown square to have the option to be lit during Lights of the Ozarks and especially the Fayetteville Town Center. Rawn said she wasn't certain if the city would be able to string lights on private buildings, but we certainly could consider the town center as it was a city-owned building. Commissioner Bunch said the Active Transportation committee did vote for more ambient lighting for the square which would be helpful. Rawn said she would like to connect Commissioner Moya and Community Engagement Manager, Chloe Bell, who coordinates the Experience Fayetteville aspect of Lights of the Ozarks to discuss this. Commissioner Moya also asked about the speaker system to see if it could be upgraded and/or could be spread out with embedded speakers throughout the square. Rawn stated that the speaker system could be a capital expense request.

b. Financial Report. Jennifer Walker, Vice President of Finance

Our revenue is at 92% and expenditures are at 73% of our budget projections, this is good news. HMR is exceeding our budgeted projections and our YTD net income is just over 1 million dollars. Cyclo-cross spending ramped up during the World Cup event. The balance sheet shows our cash and investments at 5.1 million dollars at the end of October. Fayetteville Town Center is showing \$140,000 in unearned revenue, which indicates many upcoming events. Additionally, we have 3.3 million

dollars in our unreserved accounts. Rawn commended the entire team for a good year of keeping expenditures in line. Commissioner Moya asked for a specific financial report for the Art Court in the future. Rawn said we will not be open and activating that space before our January meeting.

- c. Marketing Report. Susie Nicholson with Sells Agency gave the report on behalf of Hazel Hernandez who is offsite for a photo shoot.

Nicholson stated that 71% of views on our website was via mobile phone, which is on trend with how we are consuming our data “on the go.” In talking about videos, Commissioner Prysby noted that doing “snackable” pieces of video, i.e. 5-10 seconds was the trend for optimal engagement. Viewers were 90K in 2020 with more than 130K users so far in 2021. In listing the top 5 continents, she showed lots of growth in European countries, driven by Cyclo-cross. The top 10 states and most popular pages were discussed. Nicholson showed what the Cyclo-cross tickets looked like, with Walmart serving as our sponsor.

- d. Vote. Contract with Boondock, Inc. dba Texino. Approval of a contract totaling \$113,800 for the purchase of a Sprinter van and interior build out for the Mobile Visitors Center. Memo Attached.

CEO Rawn asked for approval for the contract. Commissioner Sanderson asked if there was another company we considered and Rawn outlined the process which, with working with this company, will be “soup to nuts,” something we were not able to find in another company. It was discussed that both the drive back and the build out of the van could be very engaging – a time lapse video was discussed.

Commissioner Moya discussed having a swag bag of Fayetteville items to give out at various stops. Commissioner Bunch asked what the timeline would be and Rawn said the van would hopefully be ready for the January Cyclo-cross event.

Commissioner Martin moved to approve the contract with Texino for \$113,800 with Commissioner Sanderson seconded it and all approved via a vote.

- d. Vote. Cyclo-cross Vendor Payment Approval. Seeking approval for the payments in the attached Cyclo-cross Report – Contracts and Expenditures. Jennifer Walker, VP of Finance, presented this item, noting that we realized in July 2021 that we’d be running into a need to have many contracts approved that may be over 20K, with the caveat that we’d be presenting the contracts in bulk after the event with this presentation. Walker presented that cumulative Cyclo-cross revenue to date was 3.5 million with expenses at 1.5 million.

Commissioner Martin asked if we were being asked to approve vendor payments listed at \$525,556. Commissioner Moya asked about the Race Directors amount, which is Medalist Sports. Commissioner Martin moved for the approval of the payments to vendors and Commissioner Sanderson seconded it; it passed unanimously.

- e. Presentation and Discussion. Clinton House Museum Board of Directors. Jana Mayfield, Board President discuss the museum’s plans for 2022

CEO Rawn introduced this topic by stating that the YTD revenue and income was included in the packets distributed. Last year, the commission voted to wind down operations at the Clinton House Museum. Board President Mayfield began by saying that the museum has a full board of 12 directors and they have spent this year building the board and brainstorming. Mayfield stated that pre-covid they had

5,000 visitors a year which is exceptional for a small museum. The board has been considering a collaboration with the University of Arkansas and Mayfield stated that the museum is working with two entities on two different documentaries.

Additionally, they are working with the university to hopefully negotiate a less expensive lease. One of the board members is also on the board of the Clinton Foundation. At this point in time, the Clinton House Museum board of directors is asking for a budget consideration in the 2022 Fayetteville A&P budget of \$40,000.

CEO Rawn stated that key things on the lease negotiations that Mayfield mentioned include a longer lease for stability, an option to purchase the property and also a lower rent. Rawn stated that going from a budget line item of \$200,000 to \$40,000 is not an unreasonable ask and Rawn has seen quite a lot of work by this new board. Some of the expenses seen on this 2021 income and statement will be reduced or eliminated in a future budget.

Commissioner Martin stated he sees the economy and consumer spending in a euphoric period coming after Covid and stated that he didn't think this increase in revenues would continue for the long term. He sees us doing a good job of our main goal of promoting tourism. He stated that he sees three line items in our budget that can take us away from promoting tourism. The first item being the Clinton House Museum; he is not in favor of extending this line item to \$40,000 again but would consider a smaller amount. He also mentioned the line item of \$200,000 with TheatreSquared and stated that he thinks we need to vote on this amount annually. The third item he mentioned is Walker Stone House, noting that it shows up as a million-dollar asset. After Cyclo-cross and Governor's Conference, Commissioner Martin would like to see the commission spend time forming a plan for Walker Stone House and also continue to focus on items such as the Cultural Arts Corridor.

CEO Rawn stated that the CFO by Design presentation in January 2020 included "finding a way that we are supporting our cultural attraction but not owning and managing." She stated that she is seeing real progress with this with the Clinton House Museum board and that she thinks it's very important to continue supporting it.

CEO Rawn and Vince Chadick discussed the MOU with TheatreSquared, outlining that it is intended support for up to 3 million dollars, up to \$200,000 installments each year for 15 years. Commissioner Martin said that he would like to review the installment every year. Martin also stated that he'd like the Clinton House Museum taken care of and asked if the budget could be tightened up to less than \$40,000. Commissioner Moya brought up the idea of in-kind support such as a free rental at the town center for a possible fundraiser for the museum.

Commissioner Moya asked Board President Mayfield if there was a timeline of potential activities for 2022. Mayfield stated that they wanted to get a sense of the ongoing lease expense and also any budget from A&P to help them determine this. Commissioner Sanderson said she would feel okay with \$40,000 if she could see a broad picture of what the board would do in 2022. Commissioner Moya asked if a regular update for Clinton House Museum could be given, as well as a regular update from TheatreSquared.

CEO Rawn stated her plan for Walker Stone House is to include the standard maintenance and upkeep for inclusion in the 2022 budget and she is preparing to bring a broader recommendation after the first quarter of 2022.

CEO Rawn thanked Board President Mayfield for her time and Mayfield asked for careful consideration and stated that the Clinton House Museum board is very excited about the future.

As CEO Rawn was asking for any additional agenda items, Commissioner Moya stated that there's nothing in particular to point out someone has entered the city of Fayetteville. Commissioner Bunch mentioned that the city has taken over College Avenue from the state highway department and there's an opportunity to create a welcome sign. Rawn talked about the unified wayfinding project the NWA Council began in 2014 and said this could certainly be a collaborative effort with the city. Commissioner Moya mentioned that Siloam Springs had a great landscaped sign. Discussion about where a welcoming sign could be placed ensued and putting a welcoming sign project on the agenda after Cyclo-cross was mentioned.

With no other business, the meeting was adjourned by CEO Rawn at 3:48 pm.

Minutes submitted by Amy Stockton, Director of Operations, Experience Fayetteville

Memo

To: Molly Rawn, CEO, Fayetteville Advertising and Promotion Commission;
Fayetteville Advertising and Promotion Commissioners

From: Tyler Wilson, General Manager, Fayetteville Town Center
Miletus Callahan-Barile, Facilities Manager

Date: December 15, 2021

Re: Carpet Replacement at Fayetteville Town Center

Background:

The Fayetteville Town Center has continued to upgrade the main ballroom and has reached the point of needing to replace the carpet. The existing carpet in the ballroom has reached its twenty-year life span.

Three carpet quotes were received.

Recommendation:

It is the recommendation of the CEO that the commission accept the quote provided by January Flooring and budget \$103,000 for carpet. This includes the estimate of for \$93,039.02 plus a 10% contingency. It is recommended we approve this quote now, due to scheduled material price increases of 15-20% in January 2022.

This amount is included in the proposed capital improvements in the 2022 budget.

TOM JANUARY FLOORS, INC.
 188 E Township
 Fayetteville, AR 72703
 PH: 479-521-2422
 FX: 479-521-5995

Estimate

Date	Estimate #
11/10/2021	carpet

Name / Address
fayetteville town center

Description	Qty	U/M	Rate	Total
urban passage II	1,530		46.00	70,380.00T
labor to install carpet tile	1,530		5.00	7,650.00T
labor to take up carpet	1,530		2.50	3,825.00T
mohawk covebase	480		1.57	753.60T
labor to install 6' cove base and remove old cove base	480		1.25	600.00T
mohawk enpress glue	11		125.00	1,375.00T
cove base glue mohawk	5		8.00	40.00T
transition			150.00	150.00T

All material is guaranteed as specified. All work will be completed in a workmanlike manner according to standard practices. All labor warranted for one year. Any alteration or deviation from the above specifications will become an extra charge over and above the estimate. This is to include, but is not limited to, hidden damages that are uncovered during the course of the job and additional work required by local building inspectors.

All elements of this agreement are contingent upon strikes, accidents, or delays beyond our control. The estimate does not include material price increases, or additional labor and materials which may be required should unforeseen problems arise after work has begun.

IMPORTANT NOTICE TO OWNER

I UNDERSTAND THAT EACH CONTRACTOR, SUBCONTRACTOR, LABORER, SUPPLIER, ARCHITECT, ENGINEER, SURVEYOR, APPRAISER, LANDSCAPER, ABSTRACTOR, OR TITLE INSURANCE AGENT SUPPLYING LABOR, SERVICES, MATERIAL, OR FIXTURES IS ENTITLED TO A LIEN AGAINST THE PROPERTY IF NOT PAID IN FULL FOR THE LABOR, SERVICES, MATERIALS, OR FIXTURES USED TO IMPROVE, CONSTRUCT, OR INSURE OR EXAMINE TITLE TO THE PROPERTY EVEN THOUGH HE FULL CONTRACT PRICE MAY HAVE BEEN PAID TOT HE CONTRACTOR.I REALIZE THAT THIS LIEN CAN BE ENFORCED BY THE SALE OF THE PROPERTY IF NECESSARY.I AM ALSO AWARE THAT PAYMENT MAY BE WITHHELD TO THE CONTRACTOR IN THE AMOUNT OF THE COST OF ANY SERVICES, FIXTURES, MATERIALS, OR LABOR NOT PAID FOR.I KNOW THAT IT IS ADVISABLE TO, AND I MAY, REQUIRE THE CONTRACTOR TO FURNISH TO ME A TRUE AND CORRECT FULL LIST OF ALL SUPPLIERS AND SERVICE PROVIDERS UNDER THE CONTRACT, AND I MAY CHECK WITH THEM TO DETERMINE IF ALL MATERIALS, LABOR, FIXTURES, AND SERVICES FURNISHED FOR THE PROPERTY HAVE BEEN PAID FOR.

I MAY ALSO REQUIRE THE CONTRACTOR TO PRESENT LIEN WAIVERS BY ALL SUPPLIERS AND SERVICE PROVIDERS, STATING THAT THEY HAVE BEEN PAID IN FULL FOR SUPPLIES AND SERVICES PROVIDED UNDER THE CONTRACT, BEFORE I PAY THE CONTRACTOR IN FULL. IF A SUPPLIER OR OTHER SERVICE PROVIDER HAS NOT BEEN PAID, I MAY PAY THE SUPPLIER OR OTHER SERVICE PROVIDER AND CONTRACTOR WITH A CHECK MADE PAYABLE TO THEM JOINTLY. A 75% DEPOSIT REQUIRED BEFORE ANY JOB IS STARTED.

ACCEPTANCE. I hereby have read the "Important Notice to Owner" and accept the proposal outlined above and authorize work to commence on, or about for the date specified. This estimate is an approximation based on a discounted price for cash payment and is not guaranteed. If other payment methods are specified, then the estimate will remove the previous cash discounts. The estimate is based on information provided from the client regarding project requirements. Any additional services requested by you and not covered by the estimate will incur additional charges. Actual cost may change once all project elements are finalized or negotiated. Prior to any changes of cost, the client will be notified. Any such changes may result in additional or increased charges, and you agree to pay such increased charges.

CUSTOMER _____ DATE _____
 OWNER _____ DATE _____

NOTES:

DEPOSIT REQUIRED:

Subtotal	\$84,773.60
Sales Tax (9.75%)	\$8,265.42
Total	\$93,039.02

- ESTIMATE PRICING IS VALID FOR TWO WEEKS -

Memo

To: Molly Rawn, CEO, Fayetteville Advertising and Promotion Commission;
Fayetteville Advertising and Promotion Commissioners

From: Tyler Wilson, General Manager, Fayetteville Town Center
Miletus Callahan-Barile, Facilities Manager, Fayetteville Town Center

Date: December 20, 2021

Re: In Floor Electrical Repair at Fayetteville Town Center

Background:

The Fayetteville Town Center continues to be in need of capital improvements. Many of the floor outlets in the ballroom are no longer functional and must be repaired or replaced.

Staff sought three quotes for upgrades to the electrical boxes, and received two responses.

Recommendation:

It is the recommendation of the CEO that the commission accept the quote provided by Multi-Craft Contractors and budget \$25,400 for replacement of the electrical boxes. This includes the estimate of \$23,375 plus a 10% contingency.

This expense is included in the proposed capital improvements in the 2022 budget.

We are bringing this forward in December in order to avoid price increases of 15-20% in January 2022.



November 3, 2021

Quote: 11S11030902

Fayetteville Town Center
15 West Mountain Street
Fayetteville, AR 72701

Attn: Miletus Callahan-Barlie
PH: 479-587-9944
miletus@twncenter.com

RE: Replace Floor Box Outlets

The Service division of Multi-Craft Contractors, Inc. is pleased to present the following proposal.

Scope of work:

- Complete JSA (Job Site Safety Analysis) before work begins.
- Replace existing floor box covers and devices with brushed aluminum metal covers and black devices.
 - (9) 3-gang with 3-duplex outlets
 - (7) 3-gang with 2-duplex outlets and 1-240v/50a plug
 - (14) 2-gang with 3 data jacks in each gang

Exclusions:

- Cost to troubleshoot non-working outlets and data jacks are not covered in scope, but can be done on a work order.

Total Price: \$23,735.00

This price is based upon all work being performed during normal daytime business hours. Above stated price is valid through December 3, 2021.

We appreciate this opportunity to be of service to you. If you have any questions, please contact us.

Sincerely,

Matt Karczmarczyk

Matt Karczmarczyk
Multi-Craft Contractors, LLC
Electrical Service Manager
PH: 479.287.7035
Email: tkarcz@multi-craft.net

Notice to Proceed

Please provide written acceptance of this proposal via approval signature below, or purchase order referencing the proposal number herein.

Payment Terms

On contracts exceeding \$5,000, a 25% down payment will be required upon acceptance. Monthly progress payments may be required depending on the length of the project at MCC’s discretion. Progress payments will not exceed 90% of the total contract amount. The final 10% will be invoiced upon completion. Purchaser agrees to pay Multi-Craft Contractors, Inc. (MCC) for the performance of the work as set forth herein, subject to revision via written change orders signed by both parties. Credit card payments will be subject to added 3% convenience fee. Payments due **in full** no later than 30 days from **invoice** date. Payments due and invoices unpaid shall bear interest at the maximum lawful rate. Terms as follows:

- Balance due net 30 days

Warranty and Exclusions

- A. Customer will provide and permit reasonable access to all necessary areas. MCC will be allowed to start and stop equipment as necessary to perform its services and be permitted access to existing facilities and building services covered under this Agreement.
- B. In the unlikely event of failure to perform its obligations, MCC’s liability is limited to repair or replacement at its option. Under no circumstances will MCC be responsible for loss of use, loss of profits, or increased operating claims of the customer, or any special, indirect or consequential damages.
- C. The agreement does not include responsibility for system design deficiencies, such as, but not limited to poor air distribution, water flow imbalances, etc. It does not include responsibility for system, equipment and component obsolescence, electrical failures, unserviceable equipment, and operating the system(s).
- D. MCC will not be liable for delays or failure to obligate due to fire, flood, freezing, unavailability of material, riots, acts of God, or any cause beyond reasonable control.
- E. This agreement does not include any services occasioned by improper operation, negligence except the negligence of MCC, vandalism, or alterations, modifications, abuse, or misuse, or repairs to equipment not performed by MCC. Also excluded is the furnishing of materials and supplies for painting or refurbishing equipment.
- F. MCC shall not be required to furnish any items of equipment, labor, or make special tests recommended or required by insurance companies, Federal, State, Municipal or other authorities except as otherwise included in this Agreement.
- G. In the event either party must commence a legal action in order to enforce any rights under this contract, the successful party shall be entitled to all court costs and reasonable attorney’s fees as determined by the court for prosecuting and defending the claim, as the case may be.
- H. MCC shall not be liable for the operation of the equipment nor for injuries to persons or damage to property, except those directly due to the negligent acts or omissions of its employees and in no event shall it be liable for consequential or speculative damages. MCC shall not be liable for expense incurred in removing, replacing or refinishing any part of the building structure necessary to the execution of this Agreement. MCC shall not be held liable for any loss by reason of delays in transportation, delays caused by priority or preference rating, or orders or regulations established by any government, authority, or agency.
- I. In the event of additional freight, labor, or material costs resulting from the customer’s request to avoid delays with respect to equipment warranties, or accelerated delivery of parts and supplies, the customer agrees to pay these additional costs.
- J. MCC’s service shall not include the identification, detection, abatement, encapsulation or removal of asbestos or products or materials containing asbestos or similar hazardous substances. In the event MCC encounters such material in performing its work, MCC will have the right to discontinue work and remove its employees until the hazard is corrected or its determined no hazard exists.
- K. This Agreement contains the entire Contract and the parties hereby agree that this Agreement has been agreed to and the entire Agreement is then accepted and approved by an authorized person for both parties, and no statement, remark, agreement or, understanding, oral or written, not contained herein, will be recognized or enforced.
- L. This agreement does not include the disposal of hazardous waste. Any charges incurred for their proper disposal will be borne by the customer as an extra to the contract price.

Disputes

Disputes arising out of or in relation to this document that cannot be resolved first through direct discussion between parties involved, shall be decided by arbitration at the location of the project or Multi-Craft Contractors Inc.’s office at Multi-Craft Contractors Inc.’s discretion, and shall be governed by Arkansas law. This agreement is severable, and any part deemed unenforceable shall not render the remaining parts unenforceable.

Authorized Purchaser & Title

Acceptance Date

Purchase Order Number

Fayetteville Town Center 11S11030902

If accepted please sign and fax to 479-751-0316

EXPERIENCE **FAYETTEVILLE**

2022 Budget Snapshot

PROPOSED 2022 BUDGET

Revenue: \$4,845,350

Expense: \$4,636,016

Comparison to 2021 budget

Revenue Decrease 19%
(~\$778,000)

Expense Decrease 10%
(~\$419,000)

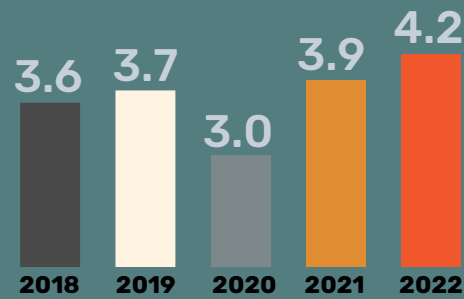
Assumptions

- Continued economic recovery from pandemic
- Tax Revenue growth 7% over 2021 actual
- Cyclocross presented separately
- Minimal support CHM expenses included in the EF budget

HMR TAX

\$ in millions

To represent 1/2 of the HMR tax for the City of Fayetteville

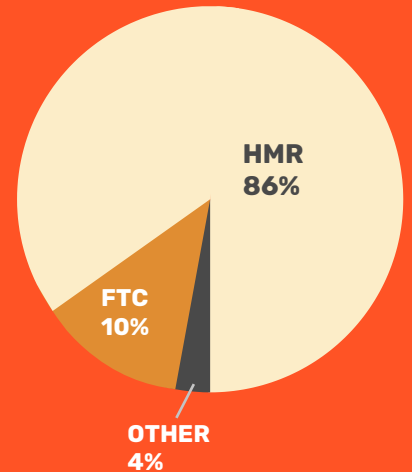


Revenue Breakdown

Hotel Motel Restaurant Tax: \$4,154,500

Fayetteville Town Center: \$494,000

Other: \$196,850



Expenses Breakdown

Tourism Initiatives: \$1,534,473

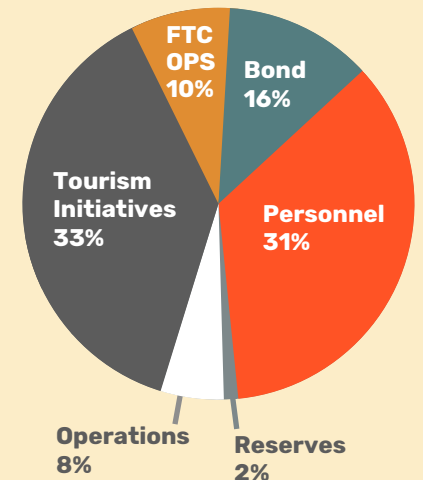
Town Center Ops: \$475,395

Bond: \$707,000

Personnel: \$1,439,625

Operations: \$ 379,523

Reserves: \$100,000



Grant Spending Cyclocross

2021: \$1,344,589
58% of total grant



Fayetteville A&P Commission
Consolidated Budget
2022 Proposed Budget Summary

Account Number	Account Name	Consolidated Budget 2021	Consolidated Budget 2022	Experience Fayetteville Budget 2021	Experience Fayetteville Budget 2022	EF % Change vs Actual 2021	Town Center Budget 2021	Town Center Budget 2022	FTC % Change vs Actual 2021
REVENUE									
40000	Revenue								
41000	Hotel, Motel, Restaurant Taxes	3,460,576	4,154,500	3,460,576	4,154,500	20%	-	-	0%
42000	Rental Income	350,250	478,800	-	10,800	0%	350,250	468,000	34%
43000	Event Income	37,500	33,550	26,500	33,550	27%	11,000	-	-100%
44000	Sales	45,258	42,000	45,258	42,000	-7%	-	-	0%
45000	Parking Revenue	21,500	23,000	-	-	0%	21,500	23,000	7%
46000	Advertising Income	8,000	5,000	8,000	5,000	-38%	-	-	0%
48000	Other Revenue	122,420	86,500	122,420	86,500	-29%	-	-	0%
49000	Interest Income	21,500	22,000	19,000	19,000	0%	2,500	3,000	20%
	TOTAL REVENUE	4,067,004	4,845,350	3,681,754	4,351,350	18%	385,250	494,000	28%
EXPENSE									
50000	Rental/and Event Expenses	184,050	238,150	104,360	132,150	27%	79,690	106,000	33%
51000	Rental Expenses	68,690	106,000	-	-	0%	68,690	106,000	54%
52000	Event Expenses	73,800	88,450	62,800	88,450	41%	11,000	-	-100%
53000	Visitors Center & Museum Store	31,560	31,700	31,560	31,700	0%	-	-	0%
54000	Museum Activities	10,000	12,000	10,000	12,000	0%	-	-	0%
60000	Payroll and Related Expenses	1,329,680	1,439,625	910,718	1,020,194	12%	418,962	419,431	0%
70000	Operating Expenses	1,705,045	1,875,271	1,395,175	1,505,876	8%	309,870	369,395	19%
71000	Marketing	924,860	971,475	912,960	956,175	5%	11,900	15,300	29%
72000	Sales and Development	186,815	180,978	179,415	170,178	-5%	7,400	10,800	46%
73000	Office and Administrative	151,490	173,644	126,940	147,534	16%	24,550	26,110	6%
74000	Travel	18,250	55,740	14,400	51,490	258%	3,850	4,250	10%
75000	IT Expenses	77,750	128,601	64,950	75,601	16%	12,800	53,000	314%
76000	Insurance	16,700	26,415	13,850	22,250	61%	2,850	4,165	46%
77000	Facilities	329,180	338,418	82,660	82,648	0%	246,520	255,770	4%
80000	Tourism Support	291,230	275,970	291,230	275,970	-5%	-	-	0%
90000	Other Expenses	707,000	807,000	707,000	807,000	14%	-	-	0%
	TOTAL EXPENSE	4,217,005	4,636,016	3,408,483	3,741,190	10%	808,522	894,826	11%
	Net Revenue/(Loss)	(150,001)	209,334	273,271	610,160	123%	(423,272)	(400,826)	-5%
77800	Capital Expenditures	218,250	595,000	15,000	90,000	500%	203,250	505,000	148%
	Funded by 2021 Surplus		114,630		114,630	0%			
	Adjusted Net Revenue/(Loss)	(368,251)	(500,296)	258,271	405,530	57%	(626,522)	(905,826)	45%

2022 Proposed Budget Appropriation Document



Fayetteville A&P Commission
Consolidated Budget
2022 Proposed Budget for Adoption

Account Number	Account Name	Consolidated Budget 2022	Experience Fayetteville Budget 2022	Town Center Budget 2022
REVENUE				
40000	Revenue			
41000	Hotel, Motel, Restaurant Taxes	4,154,500	4,154,500	-
42000	Rental Income	478,800	10,800	468,000
42100	Facility Rental	225,000	-	225,000
42200	Rental Items	68,000	-	68,000
42300	Alcohol Sales	135,800	10,800	125,000
42400	Rental Services	50,000	-	50,000
43000	Event Income	33,550	33,550	-
43100	1st Thursday Income	22,350	22,350	-
43200	LOTO Income	11,200	11,200	-
43400	Other Event Income	-	-	-
44000	Sales	42,000	42,000	-
44200	Visitor Store Sales	42,000	42,000	-
44210	Regular Store Sales	40,000	40,000	-
44220	Consignment Sales	2,000	2,000	-
45000	Parking Revenue	23,000	-	23,000
45100	Parking Machine Revenue	12,500	-	12,500
45200	Parking Lease Revenue	10,500	-	10,500
46000	Advertising Income	5,000	5,000	-
46200	Banner Income	5,000	5,000	-
48000	Other Revenue	86,500	86,500	-
48200	Other Revenue	-	-	-
48300	Cycling Coordinator Grant	10,530	10,530	-
48500	Other Grants / DSAC	75,970	75,970	-
49000	Interest Income	22,000	19,000	3,000
49001	Investment Account Interest	14,000	14,000	-
49002	Checking Account Interest	8,000	5,000	3,000
	TOTAL REVENUE	4,845,350	4,351,350	494,000
EXPENSE				
50000	Rental/and Event Expenses	238,150	132,150	106,000
51000	Rental Expenses	106,000	-	106,000
51200	Linens	16,500	-	16,500
51300	Alcohol and Bar Supply	46,500	-	46,500
51310	Alcohol	40,000	-	40,000
51320	Bar Supplies	6,500	-	6,500
51400	Rental Services	43,000	-	43,000
52000	Event Expenses	88,450	88,450	-
52100	1st Thursday Expenses	50,000	50,000	-

Fayetteville A&P Commission
Consolidated Budget
2022 Proposed Budget for Adoption

Account Number	Account Name	Consolidated Budget 2022	Experience Fayetteville Budget 2022	Town Center Budget 2022
52200	LOTO Expenses	35,100	35,100	-
52400	Other Event Expenses	3,350	3,350	-
53000	Visitors Center & Museum Store	31,700	31,700	-
53200	Visitors Center	29,700	29,700	-
53210	Goods for Sale	28,000	28,000	-
53220	Store Supplies	1,700	1,700	-
53300	Consignment Sales Expenses	2,000	2,000	-
54150	First Ladies Garden	12,000	12,000	-
60000	Payroll and Related Expenses	1,439,625	1,020,194	419,431
61000	Wages	1,103,257	803,931	299,326
62000	Payroll Tax Expense	100,361	71,848	28,513
62100	Federal (941) Payroll Taxes	81,111	58,938	22,173
62300	SUTA	19,250	12,910	6,340
63000	Benefits	179,067	135,827	43,240
63100	Health and Other Employee Insurance	142,657	107,467	35,190
63200	Company Retirement Contributions	31,410	23,360	8,050
63300	Car Allowance	5,000	5,000	-
64000	Contract Labor	49,900	3,900	46,000
65000	Payroll Processing Fees	7,040	4,688	2,352
70000	Operating Expenses	1,875,271	1,505,876	369,395
71000	Marketing	971,475	956,175	15,300
71100	Advertising Expenses	421,575	416,575	5,000
71110	Agency Advertising	400,000	400,000	-
71120	Non-Agency Advertising	21,575	16,575	5,000
71200	Agency Retainer and PR	175,000	175,000	-
71300	Promotion	287,500	280,000	7,500
71310	Promotion Expenses	282,500	275,000	7,500
71350	Banners	5,000	5,000	-
71400	Printing	67,000	65,000	2,000
71410	Visitors Guide	20,000	20,000	-
71420	Other Brochures	47,000	45,000	2,000
71500	Website	9,900	9,100	800
71600	Mailings	10,500	10,500	-
72000	Sales and Development	180,978	170,178	10,800
72100	Promotional Items	12,000	10,000	2,000
72300	Groups	3,795	3,795	-
72400	Sports and Cycling	90,000	90,000	-
72500	Meetings	20,845	20,845	-

Fayetteville A&P Commission
Consolidated Budget
2022 Proposed Budget for Adoption

Account Number	Account Name	Consolidated Budget 2022	Experience Fayetteville Budget 2022	Town Center Budget 2022
72600	Memberships	30,838	25,538	5,300
72700	Tourism & Client Devel.	23,500	20,000	3,500
73000	Office and Administrative	173,644	147,534	26,110
73100	Office Expenses	42,654	27,144	15,510
73110	Office Supplies	10,800	5,000	5,800
73120	Office Equipment Leases	7,870	4,020	3,850
73130	Office Equipment Purchases	1,300	500	800
73140	Subscriptions	2,390	1,330	1,060
73150	Employee Relations	7,000	6,000	1,000
73160	Training	11,919	9,119	2,800
73170	Postage & Shipping	1,375	1,175	200
73200	Fees	8,100	4,000	4,100
73210	Bank Service Charges	500	500	-
73220	Credit Card Fees	7,600	3,500	4,100
73400	Business Taxes & Licenses	9,200	2,700	6,500
73500	Accounting, Audit & Legal	31,300	31,300	-
73520	Audit Fees	27,800	27,800	-
73530	Legal Fees	3,000	3,000	-
73900	Collection Expenses	82,390	82,390	-
74000	Travel	55,740	51,490	4,250
74100	Lodging	14,745	12,945	1,800
74200	Mileage	1,430	1,130	300
74300	Transportation	33,875	32,325	1,550
74400	Meals Out of Town	5,690	5,090	600
75000	IT Expenses	128,601	75,601	53,000
75100	Computer Hardware	12,700	6,700	6,000
75200	Software	73,310	30,210	43,100
75300	IT Support and Consulting	42,591	38,691	3,900
76000	Insurance	26,415	22,250	4,165
76100	Insurance - Building	25,015	20,850	4,165
76200	Insurance - W/C	1,400	1,400	-
77000	Facilities	338,418	82,648	255,770
77100	Rent	39,600	15,600	24,000
77200	Internet & Telephone	33,300	16,500	16,800
77300	Utilities	106,580	22,480	84,100
77310	Electric	74,800	13,800	61,000
77320	Gas	15,850	4,450	11,400
77330	Water	15,930	4,230	11,700

Fayetteville A&P Commission
Consolidated Budget
2022 Proposed Budget for Adoption

Account Number	Account Name	Consolidated Budget 2022	Experience Fayetteville Budget 2022	Town Center Budget 2022
77400	Repairs and Maintenance	76,000	21,000	55,000
77500	Janitorial Supplies	35,500	2,500	33,000
77600	Maintenance Contracts	47,438	4,568	42,870
80000	Tourism Support	275,970	275,970	-
80300	Theatre Squared Contribution	200,000	200,000	-
90000	Other Expenses	807,000	807,000	-
90100	Bond Payments	707,000	707,000	-
90200	Contribution to Capital Reserve	100,000	100,000	-
	TOTAL EXPENSE	4,636,016	3,741,190	894,826
	Net Revenue/(Loss)	209,334	610,160	(400,826)
77800	Capital Expenditures	595,000	90,000	505,000
49999	Funded by 2021 Surplus			
71250	Mobile VC Buildout	35,000	35,000	-
80400	Other Grants / DSAC	79,630	79,630	-
	Adjusted Net Revenue/(Loss)	(500,296)	405,530	(905,826)

2022 Proposed Budget

Experience Fayetteville Detail



Fayetteville A&P Commission
Experience Fayetteville - Detail
2022 Proposed Budget

Account Number	Account Name	Experience Fayetteville 2021 Budget	Experience Fayetteville 2021 Projected	Experience Fayetteville 2022 Proposed Budget	EF % Change vs 2021 Budget	EF % Change vs 2021 PROJECTED
REVENUE						
40000	Revenue					
41000	Hotel, Motel, Restaurant Taxes	3,460,576	3,931,450	4,154,500	20%	6%
42000	Rental Income	0	2,450	10,800	0%	341%
42300	Alcohol Sales	0	2,450	10,800	0%	341%
43000	Event Income	26,500	23,685	33,550	27%	42%
43100	1st Thursday Income	18,000	16,580	22,350	24%	35%
43200	LOTO Income	7,500	6,800	11,200	49%	65%
43400	Other Event Income	1,000	305	0	-100%	0%
44000	Sales	45,258	38,300	42,000	-7%	10%
44200	Visitor Store Sales	45,258	38,300	42,000	-7%	10%
44210	Regular Store Sales	42,558	37,000	40,000	-6%	8%
44220	Consignment Sales	2,700	1,300	2,000	-26%	54%
46000	Advertising Income	8,000	500	5,000	-38%	900%
46200	Banner Income	8,000	500	5,000	-38%	900%
48000	Other Revenue	31,190	258,930	10,530	-66%	-96%
48200	Other Revenue	0	248,400	0	0%	-100%
48300	Cycling Coordinator Grant	31,190	10,530	10,530	-66%	0%
48500	Other Grants / DSAC	91,230	79,630	75,970	-17%	-5%
49000	Interest Income	19,000	17,300	19,000	0%	10%
49001	Investment Account Interest	14,000	13,000	14,000	0%	8%
49002	Checking Account Interest	5,000	4,300	5,000	0%	16%
	TOTAL REVENUE	3,681,754	4,352,245	4,351,350	18%	0%
EXPENSE						
50000	Rental/and Event Expenses	104,360	104,253	132,150	27%	27%
51000	Rental Expenses	0	1,600	0	0%	0%
51310	Alcohol	0	1,600	0	0%	0%
52000	Event Expenses	62,800	61,753	88,450	41%	43%
52100	1st Thursday Expenses	35,500	20,700	50,000	41%	142%
52200	LOTO Expenses	25,500	30,000	35,100	38%	17%
52400	Other Event Expenses	1,800	11,053	3,350	86%	-70%
53000	Visitors Center & Museum Store	31,560	27,900	31,700	0%	14%
53200	Visitors Center	31,560	27,900	31,700	0%	14%
53210	Goods for Sale	25,610	25,000	28,000	9%	12%
53220	Store Supplies	3,950	1,700	1,700	-57%	0%
53300	Consignment Sales Expenses	2,000	1,200	2,000	0%	67%
54000	Museum Activities	10,000	13,000	12,000	0%	0%
54150	First Ladies Garden	10,000	13,000	12,000	0%	0%
60000	Payroll and Related Expenses	910,718	879,700	1,020,194	12%	16%
61000	Wages	713,354	700,000	803,931	13%	15%
62000	Payroll Tax Expense	57,248	55,900	71,848	26%	29%
62100	Federal (941) Payroll Taxes	52,543	50,500	58,938	12%	17%
62300	SUTA	4,705	5,400	12,910	174%	139%
63000	Benefits	128,769	117,000	135,827	5%	16%
63100	Health and Other Employee Insurance	103,397	93,000	107,467	4%	16%
63200	Company Retirement Contributions	20,372	19,000	23,360	15%	23%

Fayetteville A&P Commission
Experience Fayetteville - Detail
2022 Proposed Budget

Account Number	Account Name	Experience Fayetteville 2021 Budget	Experience Fayetteville 2021 Projected	Experience Fayetteville 2022 Proposed Budget	EF % Change vs 2021 Budget	EF % Change vs 2021 PROJECTED
63300	Car Allowance	5,000	5,000	5,000	0%	0%
64000	Contract Labor	7,300	3,000	3,900	-47%	30%
65000	Payroll Processing Fees	4,047	3,800	4,688	16%	23%
70000	Operating Expenses	1,395,175	1,274,179	1,505,876	8%	18%
71000	Marketing	912,960	845,900	956,175	5%	13%
71100	Advertising Expenses	370,000	370,000	416,575	13%	13%
71110	Agency Advertising	355,000	355,000	400,000	13%	13%
71120	Non-Agency Advertising	15,000	15,000	16,575	11%	11%
71200	Agency Retainer and PR	180,000	179,600	175,000	-3%	-3%
71250	Mobile VC Buildout	150,000	115,000	0	-100%	-100%
71300	Promotion	142,360	134,500	280,000	97%	108%
71310	Promotion Expenses	138,000	130,000	275,000	99%	112%
71350	Banners	4,360	4,500	5,000	15%	11%
71400	Printing	50,000	34,000	65,000	30%	91%
71410	Visitors Guide	15,000	10,000	20,000	33%	100%
71420	Other Brochures	35,000	24,000	45,000	29%	88%
71500	Website	9,100	6,800	9,100	0%	34%
71600	Mailings	11,500	6,000	10,500	-9%	75%
72000	Sales and Development	179,415	164,000	170,178	-5%	4%
72100	Promotional Items	6,490	3,500	10,000	54%	186%
72300	Groups	1,500	500	3,795	153%	659%
72400	Sports and Cycling	113,000	110,000	90,000	-20%	-18%
72500	Meetings	12,825	10,000	20,845	63%	108%
72600	Memberships	27,000	25,000	25,538	-5%	2%
72700	Tourism & Client Devel.	18,600	15,000	20,000	8%	33%
73000	Office and Administrative	126,940	122,429	147,534	16%	21%
73100	Office Expenses	24,775	16,500	27,144	10%	65%
73110	Office Supplies	5,600	5,000	5,000	-11%	0%
73120	Office Equipment Leases	4,500	4,500	4,020	-11%	-11%
73130	Office Equipment Purchases	1,000	200	500	-50%	150%
73140	Subscriptions	575	600	1,330	131%	122%
73150	Employee Relations	3,500	3,600	6,000	71%	67%
73160	Training	8,200	1,500	9,119	11%	508%
73170	Postage & Shipping	1,400	1,100	1,175	-16%	7%
73200	Fees	1,350	2,500	4,000	196%	60%
73210	Bank Service Charges	350	500	500	43%	0%
73220	Credit Card Fees	1,000	2,000	3,500	250%	75%
73400	Business Taxes & Licenses	2,600	2,600	2,700	4%	4%
73500	Accounting, Audit & Legal	29,000	22,200	31,300	8%	41%
73510	Accounting Fees	0	200	500	0%	150%
73520	Audit Fees	24,000	21,000	27,800	16%	32%
73530	Legal Fees	5,000	1,000	3,000	-40%	200%
73900	Collection Expenses	69,215	78,629	82,390	19%	5%
74000	Travel	14,400	6,400	51,490	258%	705%
74100	Lodging	6,800	1,800	12,945	90%	619%
74200	Mileage	800	1,100	1,130	41%	3%

Fayetteville A&P Commission
Experience Fayetteville - Detail
2022 Proposed Budget

Account Number	Account Name	Experience Fayetteville 2021 Budget	Experience Fayetteville 2021 Projected	Experience Fayetteville 2022 Proposed Budget	EF % Change vs 2021 Budget	EF % Change vs 2021 PROJECTED
74300	Transportation	4,600	2,500	32,325	603%	1193%
74400	Meals Out of Town	2,200	1,000	5,090	131%	409%
75000	IT Expenses	64,950	56,500	75,601	16%	34%
75100	Computer Hardware	13,500	3,500	6,700	-50%	91%
75200	Software	14,500	16,000	30,210	108%	89%
75300	IT Support and Consulting	36,950	37,000	38,691	5%	5%
76000	Insurance	13,850	15,250	22,250	61%	46%
76100	Insurance - Building	12,350	14,000	20,850	69%	49%
76200	Insurance - W/C	1,500	1,250	1,400	-7%	12%
77000	Facilities	82,660	63,700	82,648	0%	30%
77100	Rent	15,760	15,600	15,600	-1%	0%
77200	Internet & Telephone	16,400	14,000	16,500	1%	18%
77300	Utilities	15,600	14,500	22,480	44%	55%
77310	Electric	8,800	11,500	13,800	57%	20%
77320	Gas	3,000	1,500	4,450	48%	197%
77330	Water	3,800	1,500	4,230	11%	182%
77400	Repairs and Maintenance	30,000	14,000	21,000	-30%	50%
77500	Janitorial Supplies	1,200	2,100	2,500	108%	19%
77600	Maintenance Contracts	3,700	3,500	4,568	23%	31%
80000	Tourism Support	291,230	200,000	275,970	-5%	38%
80100	Current Year grants	0	0	0	0%	0%
80200	Prior Year Grants	0	0	0	0%	0%
80300	Theatre Squared Contribution	200,000	200,000	200,000	0%	0%
80400	Dickson Street Art Court	91,230	0	75,970	-17%	0%
90000		707,000	707,000	807,000	14%	14%
90100	Bond Payments	707,000	707,000	707,000	0%	0%
90200	Contribution to Capital Reserves	0	0	100,000	0%	0%
TOTAL EXPENSE		3,408,483	3,165,132	3,741,190	10%	18%
Net Revenue/(Loss)		273,271	1,187,113	610,160	123%	-49%

Funded out of Operating Reserves:

77800	Capital Expenditures	15,000	0	90,000	500%	0%
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Funded out of 2021 Surplus:

71250	Mobile VC Buildout	0	0	35,000	0%	0%
80400	Other Grants / DSAC	0	0	79,630	0%	0%

2022 Proposed Budget

Fayetteville Town Center Detail



Fayetteville A&P Commission
Fayetteville Town Center - Detail
2022 Proposed Budget

Account Number	Account Name	Town Center 2021 Budget	Town Center 2021 Projected	Town Center 2022 Proposed Budget	FTC % Change vs 2021 Budget	FTC % Change vs 2021 PROJECTED
REVENUE						
42000	Rental Income	350,250	145,000	468,000	34%	223%
42100	Facility Rental	220,050	85,000	225,000	2%	165%
42200	Rental Items	24,500	7,000	68,000	178%	871%
42300	Alcohol Sales	70,700	18,000	125,000	77%	594%
42400	Rental Services	35,000	35,000	50,000	43%	43%
43000	Event Income	11,000	2,300	0	-100%	-100%
43400	Other Event Income	11,000	2,300	0	-100%	-100%
45000	Parking Revenue	21,500	21,000	23,000	7%	10%
45100	Parking Machine Revenue	11,500	9,000	12,500	9%	39%
45200	Parking Lease Revenue	10,000	12,000	10,500	5%	-13%
49000	Interest Income	2,500	850	3,000	20%	253%
49002	Checking Account Interest	2,500	850	3,000	20%	253%
TOTAL REVENUE		385,250	169,150	494,000	28%	192%
EXPENSE						
50000	Rental/and Event Expenses	79,690	27,500	106,000	33%	285%
51000	Rental Expenses	68,690	20,000	106,000	54%	430%
51100	Facility Rental Expenses					
51200	Linens	15,000	3,400	16,500	10%	385%
51300	Alcohol and Bar Supply	28,690	8,600	46,500	62%	441%
51310	Alcohol	26,390	7,500	40,000	52%	433%
51320	Bar Supplies	2,300	1,100	6,500	183%	491%
51400	Rental Services	25,000	8,000	43,000	72%	438%
52000	Event Expenses	11,000	7,500	0	-100%	0%
52400	Other Event Expenses	11,000	7,500	0	-100%	0%
60000	Payroll and Related Expenses	418,962	321,200	419,431	0%	31%
61000	Wages	299,870	235,000	299,326	0%	27%
62000	Payroll Tax Expense	25,499	20,500	28,513	12%	39%
62100	Federal (941) Payroll Taxes	22,226	17,000	22,173	0%	30%
62300	SUTA	3,273	3,500	6,340	94%	81%
63000	Benefits	42,956	35,400	43,240	1%	22%
63100	Health and Other Employee Insura	34,984	30,900	35,190	1%	14%
63200	Company Retirement Contribution	7,972	4,500	8,050	1%	79%
64000	Contract Labor	48,000	28,500	46,000	-4%	61%
65000	Payroll Processing Fees	2,637	1,800	2,352	-11%	31%
70000	Operating Expenses	309,870	254,667	369,395	19%	45%
71000	Marketing	11,900	1,900	15,300	29%	705%
71100	Advertising Expenses	2,500	600	5,000	100%	733%
71120	Non-Agency Advertising	2,500	600	5,000	100%	733%
71300	Promotion	6,500	500	7,500	15%	1400%
71310	Promotion Expenses	6,500	500	7,500	15%	1400%
71400	Printing	2,100	0	2,000	-5%	0%
71420	Other Brochures	2,100	0	2,000	-5%	0%

Fayetteville A&P Commission
Fayetteville Town Center - Detail
2022 Proposed Budget

Account Number	Account Name	Town Center 2021 Budget	Town Center 2021 Projected	Town Center 2022 Proposed Budget	FTC % Change vs 2021 Budget	FTC % Change vs 2021 PROJECTED
71500	Website	800	800	800	0%	0%
72000	Sales and Development	7,400	4,500	10,800	46%	140%
72100	Promotional Items	1,500	500	2,000	33%	300%
72600	Memberships	3,400	3,400	5,300	56%	56%
72700	Tourism & Client Devel.	2,500	600	3,500	40%	483%
73000	Office and Administrative	24,550	11,057	26,110	6%	136%
73100	Office Expenses	12,550	4,807	15,510	24%	223%
73110	Office Supplies	3,500	2,000	5,800	66%	190%
73120	Office Equipment Leases	3,000	2,107	3,850	28%	83%
73130	Office Equipment Purchases	500	150	800	60%	433%
73140	Subscriptions	200	0	1,060	430%	0%
73150	Employee Relations	1,500	500	1,000	-33%	100%
73160	Training	3,500	0	2,800	-20%	0%
73170	Postage & Shipping	350	50	200	-43%	300%
73200	Fees	3,500	1,250	4,100	17%	228%
73220	Credit Card Fees	3,500	1,250	4,100	17%	228%
73400	Business Taxes & Licenses	8,500	5,000	6,500	-24%	30%
74000	Travel	3,850	160	4,250	10%	2556%
74100	Lodging	800	0	1,800	125%	0%
74200	Mileage	500	150	300	-40%	100%
74300	Transportation	1,750	10	1,550	-11%	15400%
74400	Meals Out of Town	800	0	600	-25%	0%
75000	IT Expenses	12,800	9,700	53,000	314%	446%
75100	Computer Hardware	4,200	2,000	6,000	43%	200%
75200	Software	6,500	6,500	43,100	563%	563%
75300	IT Support and Consulting	2,100	1,200	3,900	86%	225%
76000	Insurance	2,850	4,150	4,165	46%	0%
76100	Insurance - Building	2,850	4,150	4,165	46%	0%
77000	Facilities	246,520	223,200	255,770	4%	15%
77100	Rent	24,000	24,000	24,000	0%	0%
77200	Internet & Telephone	21,420	23,200	16,800	-22%	-28%
77300	Utilities	84,100	84,000	84,100	0%	0%
77310	Electric	61,000	65,000	61,000	0%	-6%
77320	Gas	11,400	12,000	11,400	0%	-5%
77330	Water	11,700	7,000	11,700	0%	67%
77400	Repairs and Maintenance	55,000	40,000	55,000	0%	38%
77500	Janitorial Supplies	25,000	15,000	33,000	32%	120%
77600	Maintenance Contracts	37,000	37,000	42,870	16%	16%
TOTAL EXPENSE		808,522	603,367	894,826	11%	48%
Net Revenue/(Loss)		(423,272)	(434,217)	(400,826)	-5%	-8%
Funded out of Reserves:						
77800	Capital Expenditures	203,250	200,000	505,000	148%	153%

2022 Proposed Budget Supplement

Cyclocross Grant Program



**Fayetteville A&P Commission
Cyclocross Grant Program
2022 Proposed Budget**

Account Number	Account Name	Cyclocross 2021 Budget	Cyclocross 2021 Projected	Cyclocross 2022 Budget
REVENUE				
40000	Revenue			
48400	Cyclocross	963,500	2,748,000	300,000
48401	Cyclocross Grant Funds	675,000	2,600,000	-
48402	Cyclocross Event Revenue	288,500	148,000	300,000
49000	Interest Income	3,000	2,700	500
49002	Checking Account Interest	3,000	2,700	500
TOTAL REVENUE		966,500	2,750,700	300,500
EXPENSE				
80000	Tourism Support	1,344,589	1,600,000	1,715,000
80500	Cyclocross Event	1,344,589	1,600,000	1,715,000
TOTAL EXPENSE		1,344,589	1,600,000	1,715,000
Net Revenue/(Loss)		(378,089)	1,150,700	(1,414,500)
Beginning Fund Balance		760,030	761,944	1,912,644
Ending Fund Balance		381,941	1,912,644	498,144