

	<u>2023 Actual</u>	<u>2023 Budget</u>
Income		
<u>CBJF Income</u>		
Ticket Sales	\$140,522.49	\$130,000
Beverage Sales	\$93,366.00	\$69,000
Vendor Fees	\$33,472.80	\$26,130.00
Partners/Sponsors	\$73,750.00	\$80,000.00
Merchandise Sales	\$2,934.00	\$1,500.00
Misc. Income	\$1,243.00	\$1,000.00
Total	\$345,288.29	\$307,630.00
<u>CBJF Expense</u>		
Entertainment, etc (bands/artists)	\$50,450.00	\$54,500.00
Stages, sound, backline	\$32,009.50	\$30,000.00
Hospitality/hotel accommodations	\$3,852.89	\$4,000.00
Advertising/PR/Website	\$21,000.75	\$22,200.00
Printing/Graphic Design/Signage	\$15,923.79	\$15,000.00
Beverages/Ice	\$24,891.27	\$24,000.00
Logistics (Fencing, tents, chairs, etc)	\$89,431.08	\$86,300.00
Photography/Cinematography	\$2,150.00	\$1,000.00
Supplies	\$3,898.06	\$6,300.00
Volunteers and Tips paid out	\$18,328.17	\$9,000.00
Merchandise	\$1,376.00	\$1,400.00
Sales tax	\$4,445.41	\$3,000.00
Miscellaneous	\$1,858.86	\$6,505.00
Total	\$269,615.78	\$263,205.00

	<u>2023 Actual</u>	<u>2023 Budget</u>
Income		
<u>CVB Income</u>		
Lodging Tax	\$178,677.15	\$260,000
Interest Income	\$2,242.03	\$1,000.00
Meetings	\$1,275.00	\$1,000.00
Total	\$182,294.18	\$262,000.00
<u>CVB Expense</u>		
Salaries & Benefits (inc. payroll taxes/processing)	\$155,782.76	\$201,600.00
Rent, Utilities, Storage & Insurance	\$16,353.11	\$19,245.00
Operations	\$6,618.10	\$11,330.00
Marketing/Advertising/Promotions	\$24,058.10	\$41,450.00
Meetings & Professional Development	\$237.93	\$1,000.00
Supplies & Equipment	\$2,046.65	\$4,150.00
Community Sponsorships	\$400.00	\$2,000.00
Accounting	\$4,348.27	\$5,000.00
Annual Meeting	\$3,370.64	\$4,500.00
Dues & Memberships	\$7,320.30	\$6,500.00
Total	\$220,535.86	\$297,025.00