

	<b>FY 08-09</b>	<b>FY 09-10</b>	<b>FY 10-11</b>	<b>FY 11-12</b>	
	<b>ACTUAL</b>	<b>ACTUAL</b>	<b>ACTUAL</b>	<b>APPROVED</b>	<b>% inc/dec</b>
<b>REVENUES</b>					
3% JC Occupancy Tax	545,269.32	518,450.50	545,104.09	525,000.00	-3.69%
Other Income	247.85	2,237.58	1,628.31	500.00	-69.29%
Reimbursements	51,261.25	20,550.75	23,872.09	20,000.00	-16.22%
Fund Balance (Kenly Reserves)	0.00	15,000.00	0.00	10,175.00	0.00%
State Grants	45,599.64	0.00	0.00	0.00	0.00%
Investment Income	4,386.64	1,383.05	3,303.96	2,000.00	-39.47%
Town of Selma	87,465.21	81,112.32	81,749.79	81,600.00	-0.18%
Town of Smithfield	97,590.74	86,761.48	102,472.40	102,850.00	.37%
Selma 15% Admin	15,435.03	14,313.93	13,015.30	14,400.00	10.64%
Smithfield 15% Admin	17,221.90	15,310.86	18,083.36	18,150.00	.37%
Web Advertising sales	1,200.00	300.00	200.00	1,000.00	400.00%
Town of Benson	9,075.57	9,120.14	9,467.16	9,350.00	-1.24%
Town of Kenly	21,099.04	19,893.04	18,452.53	18,700.00	1.34%
Benson 15% Admin	1,601.58	1,609.44	1,514.86	1,650.00	8.92%
Kenly 15% Admin	3,723.35	3,180.48	2,988.89	3,300.00	10.41%
<b>TOTAL REVENUES</b>	<b>901,177.12</b>	<b>789,223.57</b>	<b>821,852.74</b>	<b>800,675.00</b>	<b>-1.60%</b>
<b>HUMAN RESOURCES</b>					
Salaries - Full Time	178,423.38	173,850.04	179,900.04	178,000.00	-1.06%
Longevity Pay	750.00	450.00	450.00	600.00	0.00%
Travel Per-Diem	5,100.00	5,100.00	5,100	5,100.00	0.00%
FICA	13,058.07	12,553.25	12,888.48	13,625.00	5.71%
Health Insurance	23,100.00	25,200.00	25,200	25,200.00	0.00%
Life Insurance	356.18	378.12	380.28	400.00	5.19%
125 Administrative Fee	165.00	132.00	132.00	150.00	13.64%
Retirement	8,761.57	8,505.80	11,596.46	12,450.00	7.36%
401K	5,827.37	4,897.08	5,319.29	6,000.00	12.80%
<b>TOTAL HUMAN RESOURCES</b>	<b>235,541.57</b>	<b>231,066.29</b>	<b>240,966.33</b>	<b>241,525.00</b>	<b>1.73%</b>
<b>OPERATIONS</b>					
Contract Labor	0.00	0.00	0.00	3600.00	0%
Telephone	5,310.94	5,663.95	5,306.51	5,000.00	-5.78%
Postage	17,999.01	16,035.01	17,024.56	18,000.00	5.73%
Maintenance & Repairs	1,505.39	975.74	1,584.22	1,500.00	-5.32%
Building & Equipment Lease	37,798.87	38,484.12	38,658.81	39,750.00	2.82%
Office Supplies	2,410.65	1,594.59	2,440.68	2,500.00	2.43%
Departmental Supplies	1,716.36	287.97	-0-	2000.00	0%
Software Purchases	997.99	449.00	-0-	1,500.00	0%
Contract Services	12,000.00	12,600.00	12,600	13,000.00	3.17%
Insurance & Bonds	175.00	175.00	200.00	200.00	0%
Johnston County Fees	20,871.12	32,313.63	27,059.22	26,200.00	-3.18%
Worker's Compensation	118.13	0.00	-0-	1,000.00	0%
Non-Major Capital Assets	1,035.00	2,363.27	-0-	0.00	0%
<b>TOTAL OPERATIONS</b>	<b>101,938.46</b>	<b>110,942.28</b>	<b>104,874.00</b>	<b>114,250.00</b>	<b>3.57%</b>

<b>GRANTS</b>					
Special Event Grants	15,000.00	14,750.00	9,250	15,000.00	13.21%
Howell Woods Trail Grants	45,599.64	0.00	-0-	0.00	0%
Capital Grants	25,000.00	25,000.00	5,000	0.00	-100.00%
<b>TOTAL GRANTS</b>	<b>85,599.64</b>	<b>39,750.00</b>	<b>14,250.00</b>	<b>15,000.00</b>	<b>5.26%</b>
<b>MARKETING EXPENDITURES</b>					
Printed Material	46,939.47	35,188.20	41,160.22	45,000.00	9.33%
Travel & Trade Shows	18,628.61	18,607.10	16,295.04	19,000.00	16.6%
Advertising	121,207.83	105,329.32	118,418.78	127,500.00	7.67%
I-95 Tourism Marketing	52,897.65	26,061.00	11,471.47	20,000.00	74.35%
Prospect Development	4,285.02	2,832.58	3,485.45	4,000.00	14.76%
Town of Benson	9,967.65	6,474.66	10,486.65	9,350.00	10.84%
Town of Kenly	11,768.93	33,160.79	12,263.17	18,700.00	52.49%
Town of Selma	86,183.94	83,244.00	83,003.10	81,600.00	-1.69%
Town of Smithfield	88,634.92	88,182.22	92,409.05	102,850.00	11.30%
Dues & Subscriptions	5,478.00	5,469.00	4,996.00	4,900.00	-1.92%
Miscellaneous	5,808.73	4,967.19	5,186.71	5,000.00	-3.60%
<b>TOTAL MARKETING</b>	<b>451,800.75</b>	<b>409,516.06</b>	<b>399,175.64</b>	<b>437,900.00</b>	<b>9.70%</b>
<b>TOTAL EXPENDITURES</b>	<b>874,880.42</b>	<b>791,274.63</b>	<b>759,265.97</b>	<b>808,675.00</b>	<b>6.51%</b>
<b>NET PROFIT/LOSS</b>	<b>26,296.70</b>	<b>-2,051.06</b>	<b>62,586.77</b>		