

| 2020 CVB BUDGET - FINAL          | JANUARY               | FEBRUARY            | MARCH               | APRIL                | MAY                 | JUNE                 | JULY                 | AUGUST              | SEPTEMBER            | OCTOBER             | NOVEMBER            | DECEMBER            | 2020 BUDGET          | 2019 Projected        | 2018 BUDGET          |
|----------------------------------|-----------------------|---------------------|---------------------|----------------------|---------------------|----------------------|----------------------|---------------------|----------------------|---------------------|---------------------|---------------------|----------------------|-----------------------|----------------------|
| Actual/Budget                    | ACTUAL                | ACTUAL              | ACTUAL              | ACTUAL               | ACTUAL              | ACTUAL               | ACTUAL               | ACTUAL              | ACTUAL               | Budget              | Budget              | Budget              |                      |                       |                      |
| 2010 ACTUAL                      | \$ 1,184.25           | \$ 10,577.45        | \$ 2,213.31         | \$ 3,872.35          | \$ 3,404.93         | \$ 4,647.78          | \$ 1,572.79          | \$ 3,766.76         | \$ 6,177.93          | \$ 14,266.28        | \$ 11,084.13        | \$ 16,765.01        | \$ 79,532.97         |                       |                      |
| 2011 ACTUAL                      | \$ 2,714.56           | \$ 2,943.07         | \$ 3,394.12         | \$ 2,395.93          | \$ 3,672.80         | \$ 3,646.25          | \$ 4,132.29          | \$ 11,289.92        | \$ 6,309.47          | \$ 16,055.09        | \$ 8,195.53         | \$ 13,507.79        | \$ 78,256.82         |                       |                      |
| 2012 ACTUAL                      | \$ 5,298.34           | \$ 4,920.48         | \$ 5,992.71         | \$ 2,416.21          | \$ 5,315.17         | \$ 5,022.96          | \$ 9,680.36          | \$ 7,673.20         | \$ 8,848.80          | \$ 5,739.39         | \$ 10,026.33        | \$ 3,786.33         | \$ 74,720.28         |                       |                      |
| 2013 ACTUAL                      | \$ 9,990.84           | \$ 6,013.40         | \$ 3,337.74         | \$ 5,307.84          | \$ 4,448.28         | \$ 3,715.74          | \$ 10,457.58         | \$ 5,210.49         | \$ 4,381.94          | \$ 12,993.20        | \$ 9,799.11         | \$ 3,200.62         | \$ 78,856.78         |                       |                      |
| 2014 ACTUAL                      | \$ 4,089.61           | \$ 5,291.39         | \$ 6,023.06         | \$ 6,446.33          | \$ 4,361.48         | \$ -                 | \$ 13,676.33         | \$ 8,782.08         | \$ 12,571.58         | \$ 5,217.16         | \$ 6,686.50         | \$ 8,449.18         | \$ 81,594.70         |                       |                      |
| 2015 ACTUAL                      | \$ 7,697.14           | \$ 3,561.18         | \$ 7,417.00         | \$ 3,466.11          | \$ 1,645.20         | \$ 10,124.46         | \$ 9,562.90          | \$ 4,200.53         | \$ 6,843.00          | \$ 8,479.94         | \$ 9,626.82         | \$ 8,831.13         | \$ 81,455.41         |                       |                      |
| 2016 ACTUAL                      | \$ 10,701.63          | \$ 6,701.35         | \$ 27,798.81        | \$ 3,293.02          | \$ 4,614.33         | \$ 8,305.85          | \$ -                 | \$ 11,456.83        | \$ 5,262.19          | \$ 13,819.41        | \$ 28,121.89        | \$ 2,493.21         | \$ 122,568.52        |                       |                      |
| 2017 ACTUAL                      | \$ 15,402.20          | \$ 4,557.73         | \$ 7,272.87         | \$ 5,392.97          | \$ 4,388.39         | \$ -                 | \$ 17,334.15         | \$ 8,716.54         | \$ 4,066.09          | \$ 13,563.06        | \$ 13,270.12        | \$ 10,674.75        | \$ 104,638.87        |                       |                      |
| 2018 ACTUAL                      | \$ 8,426.72           | \$ 8,932.83         | \$ 8,502.21         | \$ 3,662.48          | \$ 6,824.18         | \$ -                 | \$ 11,589.63         | \$ 10,042.61        | \$ 11,300.00         | \$ 13,300.00        | \$ 12,200.00        | \$ 10,300.00        | \$ 105,080.66        |                       |                      |
| 2019 ACTUAL                      | \$ 8,353.96           |                     | \$ 15,086.68        | \$ 9,099.02          | \$ 8,474.56         | \$ 7,634.73          | \$ 20,088.07         | \$ 14,678.24        | \$ 9,575.55          | \$ 17,300.00        | \$ 16,200.00        | \$ 12,694.75        |                      | \$ 139,185.56         |                      |
| <b>Revenues</b>                  |                       |                     |                     |                      |                     |                      |                      |                     |                      |                     |                     |                     |                      |                       |                      |
| Interest Income                  | \$ -                  | \$ -                | \$ 20.00            | \$ -                 | \$ -                | \$ 20.00             | \$ -                 | \$ -                | \$ 20.00             |                     | \$ -                | \$ 20.00            | \$ 80.00             | \$ 92.72              | \$ 16.00             |
| Lodging Tax 2020                 | \$ 12,400.00          | \$ 12,900.00        | \$ 12,500.00        | \$ 7,700.00          | \$ 10,800.00        | \$ 9,000.00          | \$ 10,600.00         | \$ 14,000.00        | \$ 10,000.00         | \$ 17,300.00        | \$ 16,200.00        | \$ 12,700.00        | \$ 146,100.00        | \$ 104,038.05         | \$ 100,000.00        |
| Miscellaneous/Other Revenue      | \$ -                  | \$ -                | \$ -                | \$ -                 | \$ -                | \$ -                 | \$ -                 | \$ -                | \$ -                 | \$ -                | \$ -                | \$ -                | \$ -                 | \$ 697.12             | \$ 7,000.00          |
| Special Projects Income          |                       |                     |                     |                      |                     |                      | \$ -                 |                     |                      |                     |                     |                     | \$ -                 | \$ 2,819.00           |                      |
| EMT Grants                       | \$ -                  |                     | \$ 7,000.00         | \$ -                 | \$ -                | \$ -                 | \$ -                 | \$ -                | \$ -                 | \$ -                | \$ -                | \$ -                | \$ 7,000.00          | \$ 608.00             | \$ 7,000.00          |
| <b>TOTAL REVENUES</b>            | <b>\$ 12,400.00</b>   | <b>\$ 12,900.00</b> | <b>\$ 19,520.00</b> | <b>\$ 7,700.00</b>   | <b>\$ 10,800.00</b> | <b>\$ 9,020.00</b>   | <b>\$ 10,600.00</b>  | <b>\$ 14,000.00</b> | <b>\$ 10,020.00</b>  | <b>\$ 17,300.00</b> | <b>\$ 16,200.00</b> | <b>\$ 12,720.00</b> | <b>\$ 153,180.00</b> | <b>\$ 108,254.89</b>  | <b>\$ 114,016.00</b> |
| <b>EXPENSES</b>                  |                       |                     |                     |                      |                     |                      |                      |                     |                      |                     |                     |                     |                      |                       |                      |
| <b>Total Personnel Expenses</b>  | <b>\$ 5,260.25</b>    | <b>\$ 5,260.25</b>  | <b>\$ 5,260.25</b>  | <b>\$ 5,260.25</b>   | <b>\$ 5,260.25</b>  | <b>\$ 5,260.25</b>   | <b>\$ 5,260.25</b>   | <b>\$ 5,260.25</b>  | <b>\$ 5,260.25</b>   | <b>\$ 5,260.25</b>  | <b>\$ 5,260.25</b>  | <b>\$ 6,260.25</b>  | <b>\$ 64,123.00</b>  | <b>\$ 56,013.81</b>   | <b>\$ 55,885.86</b>  |
| <b>Total Operations Expenses</b> | <b>\$ 4,200.00</b>    | <b>\$ 1,350.00</b>  | <b>\$ 2,380.00</b>  | <b>\$ 1,350.00</b>   | <b>\$ 1,350.00</b>  | <b>\$ 1,350.00</b>   | <b>\$ 1,350.00</b>   | <b>\$ 1,350.00</b>  | <b>\$ 1,350.00</b>   | <b>\$ 3,350.00</b>  | <b>\$ 1,350.00</b>  | <b>\$ 1,350.00</b>  | <b>\$ 22,080.00</b>  | <b>\$ 17,769.45</b>   | <b>\$ 18,197.50</b>  |
| <b>Advertising Expenses</b>      | <b>\$ 14,400.00</b>   | <b>\$ 4,020.00</b>  | <b>\$ 4,200.00</b>  | <b>\$ 5,575.00</b>   | <b>\$ 3,320.00</b>  | <b>\$ 8,350.00</b>   | <b>\$ 12,625.00</b>  | <b>\$ 2,525.00</b>  | <b>\$ 4,800.00</b>   | <b>\$ 2,345.00</b>  | <b>\$ 1,725.00</b>  | <b>\$ 1,550.00</b>  | <b>\$ 65,435.00</b>  | <b>\$ 47,414.40</b>   | <b>\$ 36,839.54</b>  |
| <b>Total Expenses</b>            | <b>\$ 23,860.25</b>   | <b>\$ 10,630.25</b> | <b>\$ 11,840.25</b> | <b>\$ 12,185.25</b>  | <b>\$ 9,930.25</b>  | <b>\$ 14,960.25</b>  | <b>\$ 19,235.25</b>  | <b>\$ 9,135.25</b>  | <b>\$ 11,410.25</b>  | <b>\$ 10,955.25</b> | <b>\$ 8,335.25</b>  | <b>\$ 9,160.25</b>  | <b>\$ 151,638.00</b> | <b>\$ 121,197.66</b>  | <b>\$ 110,922.90</b> |
| <b>NET INCOME/(LOSS)</b>         | <b>\$ (11,460.25)</b> | <b>\$ 2,269.75</b>  | <b>\$ 7,679.75</b>  | <b>\$ (4,485.25)</b> | <b>\$ 869.75</b>    | <b>\$ (5,940.25)</b> | <b>\$ (8,635.25)</b> | <b>\$ 4,864.75</b>  | <b>\$ (1,390.25)</b> | <b>\$ 6,344.75</b>  | <b>\$ 7,864.75</b>  | <b>\$ 3,559.75</b>  | <b>\$ 1,542.00</b>   | <b>\$ (12,942.77)</b> | <b>\$ 3,093.10</b>   |