

|                       | 2020-21<br>BUDGET            | 2020-21<br>ACTUAL  | 2021-22<br>BUDGET  | 2021-22<br>PROJECTED | 2022-23<br>BUDGET  | COMMENTS           |                                  |
|-----------------------|------------------------------|--------------------|--------------------|----------------------|--------------------|--------------------|----------------------------------|
| <b>ITEM:</b>          |                              |                    |                    |                      |                    |                    |                                  |
| 32101                 | Merchandise Licenses         | \$8,500            | \$20,680           | \$20,000             | \$20,000           | \$20,000           |                                  |
| 32102                 | Liquor Licenses              | \$6,000            | \$11,800           | \$14,000             | \$12,000           | \$12,000           |                                  |
| 32103                 | Gaming Licenses - County     | \$4,000            | \$9,330            | \$6,000              | \$7,500            | \$8,000            |                                  |
| 32106                 | Cabaret Licenses             | \$800              | \$1,300            | \$2,000              | \$2,000            | \$2,000            |                                  |
| 33400                 | State Grants                 | \$0                | \$55,250           | \$22,000             | \$65,000           | \$70,000           | Airport Marketing                |
| 33504                 | Gaming Licenses - State      | \$2,000            | \$2,234            | \$2,000              | \$2,000            | \$2,000            |                                  |
| 33511                 | Room Tax                     | \$230,000          | \$341,900          | \$315,000            | \$415,000          | \$430,000          | New RV Park & Hotel Rooms        |
| 33512                 | Tourism Tax                  | \$475,000          | \$593,778          | \$500,000            | \$525,000          | \$540,000          |                                  |
| 34113                 | Misc. Special Events         | \$6,500            | \$3,124            | \$5,500              | \$5,500            | \$5,500            |                                  |
| 34113-203             | 4th of July                  | \$1,000            | \$0                | \$5,000              | \$800              | \$5,000            |                                  |
| 34113-204             | Street Vibrations            | \$3,000            | \$0                | \$2,000              | \$1,500            | \$1,500            |                                  |
| 34113-205             | Camel Races                  | \$165,000          | \$0                | \$150,000            | \$240,393          | \$178,000          | LBE, New contract                |
| 34113-207             | Oyster Fry                   | \$42,000           | \$29,838           | \$50,000             | \$50,000           | \$44,500           |                                  |
| 34113-208             | Chili Cook-Off               | \$70,000           | \$63,227           | \$40,000             | \$40,000           | \$38,000           |                                  |
| 34113-209             | Outhouse Races               | \$13,000           | \$0                | \$15,000             | \$15,000           | \$20,000           |                                  |
| 34113-216             | Rodeo                        | \$0                | \$0                | \$0                  | \$0                | \$0                |                                  |
| 34113-225             | Christmas on the Comstock    | \$8,500            | \$0                | \$7,800              | \$7,300            | \$4,000            |                                  |
| 34113-226             | Father Daughter              | \$15,000           | \$22,082           | \$15,000             | \$15,000           | \$14,500           |                                  |
| 34113-228             | Valentines Day (Devil)       | \$5,500            | \$10,128           | \$10,000             | \$10,000           | \$10,500           |                                  |
| 34113-230             | Hot August Nights            | \$0                | \$0                | \$0                  | \$0                | \$0                |                                  |
| 34113-231             | Halloween (NV 150)           | \$0                | \$4,652            | \$8,500              | \$8,300            | \$7,000            |                                  |
| 34700                 | CAP Ticket Sales             | \$135,000          | \$123,142          | \$110,000            | \$120,000          | \$120,000          | Attraction tickets               |
| 36100                 | Interest Earning             | \$1,500            | \$8,827            | \$1,500              | \$1,500            | \$1,500            |                                  |
| 36200                 | Transportation & Sponsorship | \$0                | \$0                | \$0                  | \$0                | \$5,000            | Income from sponsors & ridership |
| 36203                 | Payments & Royalties         | \$4,000            | \$3,051            | \$2,500              | \$3,500            | \$4,000            |                                  |
| 36203-108             | Gold Hill Depot              | \$2,500            | \$1,000            | \$2,500              | \$1,000            | \$3,000            |                                  |
| 36203-114             | Fairgrounds                  | \$4,000            | \$0                | \$4,000              | \$10,000           | \$15,000           | Increased rentals                |
| 36203-121             | Freight Depot                | \$0                | \$0                | \$0                  | \$0                | \$10,000           | New facility                     |
| 36400                 | Contributions / Donations    | \$3,500            | \$6,519            | \$5,000              | \$5,500            | \$5,500            |                                  |
| 365000-000            | Misc.                        | \$500              | \$1,697            | \$500                | \$250              | \$250              |                                  |
| 36516                 | Business License Penalties   | \$200              | \$81               | \$200                | \$250              | \$250              |                                  |
| 36700                 | Merchandise Sales            | \$36,000           | \$73,335           | \$65,000             | \$65,000           | \$75,000           |                                  |
| 36700-166             | Cemetery Gin                 | \$22,000           | \$24,264           | \$25,000             | \$16,500           | \$5,000            | Royalties per new contract       |
| <b>REVENUE TOTALS</b> |                              | <b>\$1,265,000</b> | <b>\$1,411,239</b> | <b>\$1,406,000</b>   | <b>\$1,665,793</b> | <b>\$1,657,000</b> |                                  |

|                                | 2020-21<br>BUDGET | 2020-21<br>ACTUAL | 2021-22<br>BUDGET | 2021-22<br>PROJECTED | 2022-23<br>BUDGET | COMMENTS                                   |
|--------------------------------|-------------------|-------------------|-------------------|----------------------|-------------------|--|
| <b>SALARIES &amp; BENEFITS</b> |                   |                   |                   |                      |                   |  |
| DENY DOTSON                    | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| KIM BURCIAGA                   | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| LEAH KRUSE                     | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| REBECCA CLARK                  | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| LIZA MCILWEE                   | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| JAMES WALTON                   | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| CHRIS PIZZUTO                  | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| RHEA BRUNSON                   | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| RENEE GRENNAN                  | \$0               | \$0               | \$0               | \$0                  | \$0               |  |
| <b>EMPLOYEE TOTALS</b>         | <b>\$418,661</b>  | <b>\$432,552</b>  | <b>\$443,000</b>  | <b>\$443,000</b>     | <b>\$484,800</b>  | Added staffing: facilities, transportation |

|   | 2020-21<br>BUDGET              | 2020-21<br>ACTUAL | 2021-22<br>BUDGET | 2021-22<br>PROJECTED | 2022-23<br>BUDGET | COMMENTS  |                                       |
|---|--------------------------------|-------------------|-------------------|----------------------|-------------------|-----------|---------------------------------------|
| <b>OPERATIONAL &amp; MARKETING EXPENSE:</b> |                                |                   |                   |                      |                   |           |                                       |
| <b>ITEM:</b>                                |                                |                   |                   |                      |                   |           |                                       |
| 53010                                       | Postage                        | \$11,000          | \$9,661           | \$10,000             | \$10,000          | \$1,000   | No Certified Folder (print)           |
| 53011                                       | Supplies                       | \$4,000           | \$4,550           | \$4,000              | \$4,000           | \$4,500   |                                       |
| 53012                                       | Telephone                      | \$4,500           | \$2,344           | \$3,500              | \$3,500           | \$3,500   |                                       |
| 53013                                       | Travel Expense                 | \$1,500           | \$0               | \$1,000              | \$1,000           | \$2,000   |                                       |
| 53014                                       | Dues , Fees & Subscript        | \$2,000           | \$1,358           | \$2,000              | \$2,000           | \$4,000   |                                       |
| 53022                                       | Utilities: Visitor Center      | \$8,000           | \$5,702           | \$8,000              | \$10,000          | \$9,000   |                                       |
| 53022-108                                   | Gold Hill                      | \$3,000           | \$1,181           | \$2,000              | \$1,500           | \$2,500   |                                       |
| 53022-114                                   | Fairgrounds                    | \$1,000           | \$0               | \$250                | \$250             | \$1,000   |                                       |
| 53022-121                                   | Freight Depot                  | \$0               | \$0               | \$0                  | \$0               | \$2,800   |                                       |
| 53027                                       | Lease; Office Equip            | \$2,000           | \$820             | \$1,000              | \$750             | \$1,000   |                                       |
| 53029                                       | Training                       | \$500             | \$0               | \$500                | \$500             | \$500     |                                       |
| 53030                                       | Vehicle Repairs & Maint        | \$500             | \$0               | \$500                | \$300             | \$3,000   |                                       |
| 53031                                       | Bank Charge / Credit Card Fees | \$5,500           | \$3,746           | \$5,000              | \$5,000           | \$5,000   |                                       |
| 53033                                       | Computer Equip                 | \$2,500           | \$1,743           | \$2,500              | \$3,000           | \$3,000   |                                       |
| 53034                                       | Computer Software              | \$0               | \$0               | \$2,000              | \$2,000           | \$5,000   | Combined object codes (53016 deleted) |
| 53039                                       | Uniforms                       | \$1,000           | \$1,964           | \$1,500              | \$1,500           | \$1,500   |                                       |
| 53040                                       | Gas & Diesel                   | \$500             | \$122             | \$500                | \$200             | \$2,000   |                                       |
| 53057                                       | Building Repairs & Maint       | \$2,500           | \$3,552           | \$3,500              | \$2,500           | \$3,500   |                                       |
| 53057-108                                   | Gold Hill Depot                | \$1,000           | \$1,654           | \$1,500              | \$500             | \$1,000   |                                       |
| 53057-114                                   | Fairgrounds                    | \$1,000           | \$219             | \$1,000              | \$750             | \$1,000   |                                       |
| 53057-121                                   | Freight Depot                  | \$0               | \$0               | \$0                  | \$0               | \$2,500   |                                       |
| 53060                                       | Special Event Funding          | \$45,000          | \$11,328          | \$18,500             | \$16,000          | \$45,000  | Includes local events, parades and SO |
| 53060-203                                   | 4th of July                    | \$20,000          | \$1,016           | \$18,000             | \$18,100          | \$24,000  |                                       |
| 53060-204                                   | Street Vibrations              | \$10,000          | \$2,385           | \$10,000             | \$7,500           | \$10,000  |                                       |
| 53060-205                                   | Camel Races                    | \$140,000         | \$0               | \$147,000            | \$229,231         | \$170,000 |                                       |
| 53060-207                                   | Oyster Fry                     | \$35,000          | \$29,353          | \$48,000             | \$48,000          | \$42,000  |                                       |
| 53060-208                                   | Chili Cook-Off                 | \$55,000          | \$28,812          | \$38,000             | \$38,000          | \$33,500  |                                       |
| 53060-209                                   | Outhouse Races                 | \$15,500          | \$0               | \$15,000             | \$22,600          | \$24,000  |                                       |
| 34113-216                                   | Rodeo                          | \$12,500          | \$0               | \$0                  | \$0               | \$0       |                                       |
| 53060-225                                   | Christmas on the Comstock      | \$20,000          | \$17,302          | \$24,000             | \$26,300          | \$26,500  | Includes fireworks and marketing      |
| 53060-226                                   | Father Daughter Day            | \$10,000          | \$11,310          | \$15,000             | \$15,000          | \$13,000  |                                       |
| 53060-228                                   | Valentines Day (Devil)         | \$3,500           | \$9,566           | \$6,000              | \$9,000           | \$10,000  |                                       |
| 53060-230                                   | Hot August Nights              | \$31,000          | \$0               | \$31,000             | \$31,000          | \$31,000  | Annual sponsorship                    |
| 53060-231                                   | Halloween                      | \$0               | \$5,762           | \$5,000              | \$4,200           | \$6,500   |                                       |

|                             |                              |             |             |             |             |             |                                       |
|-----------------------------|------------------------------|-------------|-------------|-------------|-------------|-------------|---------------------------------------|
| 53061                       | Merchandise Expense (COGS)   | \$25,000    | \$51,980    | \$40,000    | \$40,000    | \$40,000    |                                       |
| 53061-166                   | Cemetery Gin                 | \$2,500     | \$1,378     | \$40,000    | \$2,500     | \$1,000     |                                       |
| 53064                       | Docent Program               | \$4,000     | \$250       | \$3,000     | \$2,500     | \$5,000     | New focus                             |
| 53065                       | Entertainment                | \$500       | \$268       | \$500       | \$500       | \$750       |                                       |
| 53065-401                   | FAM Tours - Hospitality      | \$4,000     | \$2,025     | \$4,000     | \$4,000     | \$4,000     |                                       |
| 53066                       | Trade Show Expenses          | \$1,000     | \$0         | \$500       | \$0         | \$500       |                                       |
| 53070                       | Professional Services & Fees | \$99,000    | \$85,613    | \$94,000    | \$100,000   | \$140,000   | LBE, RAD, Antos                       |
| 53073                       | Website Design               | \$1,000     | \$0         | \$5,000     | \$3,500     | \$4,000     |                                       |
| 53090                       | Audit /                      | \$10,000    | \$3,500     | \$10,000    | \$7,500     | \$8,000     |                                       |
| 53511                       | State Room Tax Fee           | \$1,000     | \$1,364     | \$1,000     | \$1,000     | \$1,200     |                                       |
| 53602                       | Print Advertising            | \$28,000    | \$25,227    | \$28,000    | \$20,000    | \$10,500    | Strategic move to trim back print ads |
| 53604                       | TV / Video Advertising       | \$44,500    | \$27,870    | \$15,000    | \$15,000    | \$17,000    |                                       |
| 53606                       | Radio Advertising            | \$29,000    | \$38,245    | \$20,000    | \$20,000    | \$15,000    |                                       |
| 53608                       | Billboard Advertising        | \$60,000    | \$76,657    | \$85,000    | \$85,000    | \$137,300   | Added airport and TRI 180             |
| 53609                       | Online Advertising           | \$40,000    | \$42,100    | \$38,000    | \$75,000    | \$75,000    | Added grant related project / revenue |
| 56500                       | Misc                         | \$0         | \$743       | \$250       | \$250       | \$250       |                                       |
| 56504                       | Meeting Expense              | \$10,000    | \$411       | \$10,000    | \$10,000    | \$3,900     |                                       |
| 56600                       | Insurance Premium            | \$8,000     | \$8,703     | \$9,000     | \$9,000     | \$9,000     |                                       |
| 56700                       | CAP Venue Reimbursement      | \$121,000   | \$114,058   | \$100,000   | \$110,000   | \$110,000   | Attractions                           |
| 64010                       | Capital Projects             | \$10,000    | \$282       | \$326,000   | \$125,000   | \$95,000    | Water, bus purchase, decorations      |
| <b>OPERATING TOTALS</b>     |                              | \$948,000   | \$636,124   | \$1,255,000 | \$1,144,931 | \$1,172,200 |                                       |
| <b>EXPENSE TOTAL</b>        |                              | \$1,366,661 | \$1,068,676 | \$1,698,000 | \$1,587,931 | \$1,657,000 |                                       |
| <b>REVENUE VS. EXPENSE</b>  |                              | -\$101,661  | \$342,563   | -\$292,000  | \$77,862    | \$0         |                                       |
| <b>INVENTORY ADJUSTMENT</b> |                              |             | \$43,522    |             | \$20,000    | \$10,000    | Cem. Gin + Visitor Center inventory   |
| <b>ENDING FUND BALANCE</b>  |                              |             | \$1,265,200 |             | \$1,343,062 |             |                                       |
|                             |                              |             | 6/30/21     |             | 6/30/22     |             |                                       |

COMMENTS

|   |  |
|---|--|
| PROJECTED BEGINNING FUND BALANCE 7/1/22 | \$1,343,062                              |
| PROJECTED FY 2022-23 REVENUES           | \$1,657,000                              |
| PROJECTED FY 2022-23 OPERATING EXPENSES | \$1,657,000                              |
| FY 2022-23 OPERATING DIFFERENCE         | \$0                                      |
| <b>INVENTORY ADJUSTMENT</b>             | <b>\$10,000</b> Visitor Center inventory |
| PROJECTED ENDING FUND BALANCE 6/30/23   | \$1,343,062                              |