FY2024 FINAL BUDGET - VISIT BELOIT, Inc., a 501(c)(6) corporation As of 11/15/23

				FY23 Budget	FY24 Budget	Percentage Chang							
rategic	Ordinary Income	Fynense											
Plan	Income	Expense											
		4000-01	Room Tax: City of Beloit Room Tax	996,255.96	946,194.10	-5.0							
		4000-02 4000-03	Room Tax: City of South Beloit Room Tax	15,757.69	15,445.71	-1.9							
		4000-03	Room Tax: Other Room Tax Assessment: Tourism Improvement District Assessment	0.00	200.00	0.0							
		4016	Donated Products & Services	0.00	0.00	0.							
		4018	Other Public Funds	5,000.00	5,000.00	0.							
		4019	Other Public Funds: Public Grants/Endowments	15,000.00	22,454.03	49							
		4042 4044	Advertising, Website: Website Advertising Advertising, Cooperative: Advertising	0.00	0.00	0							
		4052	Promotional Participation: Advertising	1,000.00	0.00	-100							
		4053	Promotional Participation: Sponsorships	29,700.00	24,600.00	-17							
		4062	Event Hosting: Community Meetings	100.00	1,600.00	1500							
		4064 4070	Event Hosting: Seminars Publication Sales	0.00	0.00	0							
		4070	Merchandise Sales, On-Site: On-Site Merchandise	1,350.00	1,350.00	0							
		4090	Merchandise Sales, Online: Online Merchandise	750.00	750.00	C							
		4100	Ticket Sales: Tickets	0.00	250.00	0							
		4140	Convention Services Other: Other Convention Services	0.00	0.00	0							
		4180 4190	Investment Income: Interest Income Other Private Funding: Other Private Funding:	150.00 3,250.00	150.00 9,419.35	0 189							
		4195	Other Private Funding: Private Grants/Endowments	52,475.00	52,475.00	C							
	Total Income			1,120,788.65	1,079,888.19	-3							
	Expense	A 14/2	an a film										
		A. Wages & E 5001	enefits Personnel Costs: Salary	200,666.46	203,676.46	1							
		5002	Personnel Costs: Salary-Hourly	133,728.29	115,044.80	-13							
		5003	Personnel Costs: Welcome Center-Hourly	51,145.50	53,313.50	4							
		5004	Personnel Costs: Receptiontists-Hourly	0.00	0.00	0							
		5005 5006	Personnel Costs: Salary-Commissions Personnel Costs: Salary-Bonus	816.00	730.50 0.00	-10 0							
		5006	Personnel Costs: Salary-Bonus Personnel Costs: Interns-Hourly	0.00	0.00	C							
		5008	Accrued Personnel Expense: FICA Tax	29,556.25	28,516.54	-3							
		5012	Accrued Personnel Expense: SUTA	1,043.16	447.32	-57							
		5014 5016	Accrued Personnel Expense: Retirement Benefit Expense	10,031.84	9,561.64 1,487.21	-4							
		5016	Accrued Personnel Expense: Life Insurance Accrued Personnel Expense: Health Insurance	55,741.32	60,301.08	-17 8							
		5018-01	Accrued Personnel Expense: Insurance Reimbursement	-3,573.96	-3,403.14	-4							
		5020	Accrued Personnel Expense: Dental	4,281.36	4,281.36	C							
		5020-01	Accrued Personnel Expense: Dental Insurance Reimbursement		-822.12	0							
		5021 5021-01	Accrued Personnel Expense: Vision Accrued Personnel Expense: Vision Insurance Reimbursement	772.20	-102.96	C							
		5022	Accrued Personnel Expense: Vision insurance keinbursenient	1,236.64	987.13	-20							
		5023	Accrued Personnel Expense: Short-Term Disability	1,956.58	1,713.28	-12							
		5024	Accrued Personnel Expense: AD&D	146.11	152.99	4							
		5025 5021-01	Accrued Personnel Expense: Accident	1,416.24	1,828.44 -205.92	29							
		3021-01	Accrued Personnel Expense: Accident Insurance Reimbursement		-205.92	0							
		5027	Personnel Training/Recruitment: Staff Training and Development	1,900.00	1,698.88	-10							
		5027 5032	Personnel Training/Recruitment: Staff Training and Development Telecommunications: Cellular Reimbursement	1,900.00 1,246.68	1,698.88 1,269.72								
		5032				-10 1 -2							
		5032 Total A. Wag	Telecommunications: Cellular Reimbursement	1,246.68	1,269.72	1							
		5032 Total A. Wag	Telecommunications: Cellular Reimbursement es & Benefits	1,246.68	1,269.72	1 -2							
		5032 Total A. Wag B. Travel/Tra 5100 5101	Telecommunications: Cellular Reimbursement es & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement	1,246.68 493,922.10 5,781.05 2,000.00	1,269.72 481,248.90 6,045.00 2,000.00	1 -2 4 0							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74	1 -2 4 -2 -13							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00	4 -2 4 -0 -13 3							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74	1 -2 4 0 -13 3 0							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00	1 -2 -4 0 -13 -3 -13 -0 -100							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 0.00 1,050.00	1 -2 -4 0 -13 3 0 -100 -100 0 -12							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120	Telecommunications: Cellular Reimbursement ass & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Offts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 1,200.00 2,000.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00	1 -2 -4 0 -13 3 0 -100 -100 0 -12 -25							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 0.00 1,050.00	1 -2 -2 -10 -10 -100 -100 -12 -25 -25 -25							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122	Telecommunications: Cellular Reimbursement es & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Offts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 1,2,00.00 2,000.00 1,2,00,00 0.00 0.00 0.00 0.00 0.00 0.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 0.00	1 -2 -2 -4 -0 -13 -3 -13 -13 -13 -10 -10 -10 -12 -25 -25 -0 -44							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122 5124 5126 5128	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Shipping Trade Show Participation: Other	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 2,000.00 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 7,160.00 0.00 0.00 0.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 3,985.00 0.00 0.00	1 -2 -2 -2 -13 -13 -13 -13 -13 -13 -13 -100 -12 -25 -0 -44 -44 0 0							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5110 5111 5120 5122 5124 5126 5128 5130	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Shipping Trade Show Participation: Cother FAM Tours/Site Visits: Transportation	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 1,200.00 2,000.00 1,200.00 2,000.00 0.00 7,160.00 0.00 0.00 0.00 6,750.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,550.00 0.00 3,985.00 0.00 0.00 0.00 1,750.00	1 -2 4 0 -13 3 0 0 -100 0 0 -12 -25 0 0 -44 0 0 0 -74							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5110 5111 5120 5122 5124 5126 5128 5130 5132	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Lodging	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 1,200.00 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00 0.00 7,160.00 0.00 6,750.00 6,500.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,050.00 1,500.00 3,985.00 0.00 3,985.00 0.00 1,750.00 1,750.00	1 -2 -2 -2 -2 -2 -2 -13 -3 -13 -3 -13 -13 -10 -10 -10 -12 -25 -25 -25 -25 -25 -25 -25 -27 -24 -44 -73 -2 -74 -73 -73 -73 -73 -73 -73 -73 -73 -73 -73							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5110 5111 5120 5122 5124 5126 5128 5130	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Shipping Trade Show Participation: Cother FAM Tours/Site Visits: Transportation	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 1,200.00 2,000.00 1,200.00 2,000.00 0.00 7,160.00 0.00 0.00 0.00 6,750.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,550.00 0.00 3,985.00 0.00 0.00 0.00 1,750.00	1 -2 -2 -2 -13 -13 -13 -13 -13 -13 -13 -10 -10 -10 -10 -10 -12 -25 -25 - -25 							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5111 5120 5121 5122 5124 5122 5124 5126 5128 5130 5132 5134 5136 5138	Telecommunications: Cellular Reimbursement as & Benefits as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Entertainment FAM Tours/Site Visits: Entertainment FAM Tours/Site Visits: Gifts	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00 2,000.00 0.00 7,160.00 0.00 6,750.00 6,750.00 6,000.00 4,000.00 1,000.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 0.00 3,985.00 0.00 1,750.00 1,750.00 1,750.00 1,700.00 1,900.00 1,050.00 3,900.00 1,050.00 1,050.00 1,050.00	1 -2 -2 -2 -13 -13 -13 -13 -13 -13 -100 -100 -100							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5110 5111 5120 5122 5124 5126 5128 5132 5132 5134 5136 5138 5138 5139	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Meals FAM Tours/Site Visits: Cother	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00 2,000.00 0.00 7,160.00 0.00 6,750.00 6,500.00 4,000.00 1,000.00 1,000.00 1,000.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 0.00 1,500.00 1,750.00 1,750.00 1,750.00 1,750.00 1,750.00 1,050	1 -2 -2 -2 -13 -13 -13 -13 -13 -13 -100 -100 -100							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122 5124 5122 5124 5126 5128 5130 5132 5134 5136 5138 5139 5143	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Meals FAM Tours/Site Visits: Meals FAM Tours/Site Visits: Other FAM Tours/Site Visits: Other FAM Tours/Site Visits: Other FAM Tours/Site Visits: Other Event Hosting, Industry Sales/Marketing Events: Transportation	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 1,200.00 1,200.00 2,000.00 1,200.00 0.00 1,200.00 0.00 7,160.00 0.00 6,750.00 6,750.00 6,000.00 1,000.00 1,000.00 1,000.00 1,600.00 0.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 0.00 1,500.00 1,750.00 1,750.00 1,700.00 1,700.00 1,050.00 1,050.00 1,050.00 1,050.00 1,050.00 1,000 1,00	1 -2 -2 -2 -13 -3 -13 -3 -3 -12 -25 -0 -100 -100 -100 -100 -12 -25 -0 0 -144 -0 -73 -68 -73 -68 -73 -65 -93 -0 -93 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0 -0							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5110 5110 5111 5120 5122 5124 5126 5128 5132 5132 5134 5136 5138 5138 5139	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Meals FAM Tours/Site Visits: Cother	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 2,000.00 12,329.85 4,604.12 0.00 100.00 0.00 1,200.00 2,000.00 0.00 7,160.00 0.00 6,750.00 6,500.00 4,000.00 1,000.00 1,000.00 1,000.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 0.00 1,500.00 1,750.00 1,750.00 1,750.00 1,750.00 1,750.00 1,050	1 -2 -2 -2 -10 -13 -3 -3 -10 -10 -10 -10 -10 -10 -10 -10 -10 -10							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122 5124 5126 5122 5124 5126 5128 5130 5132 5134 5136 5138 5138 5139 5143 5144	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meage Reimbursement Travel and Entertainment: Lodging Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Registration Fees Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Meals FAM Tours/Site Visits: Other Event Hosting, Industry Sales/Marketing Events: Transportation Event Hosting, Industry Sales/Marketing Events: Lodging	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 1,200.00 2,000.00 100.00 0.00 1,200.00 2,000.00 0.00 7,160.00 0.00 6,750.00 6,750.00 6,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,300.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 0.00 1,500.00 1,750.00 1,750.00 1,700.00 1,700.00 1,050.00 1,750.00 1,050	1 -2 -2 -2 -10 -13 -3 -3 -10 -10 -10 -10 -10 -10 -10 -10 -10 -10							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122 5124 5122 5124 5126 5128 5130 5132 5134 5136 5132 5134 5136 5138 5138 5139 5143 5144 5145 5146 5147	Telecommunications: Cellular Reimbursement es & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Molage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Bentertainment Travel and Entertainment: Entertainment Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Intertainment FAM Tours/Site Visits: Entertainment FAM Tours/Site Visits: Gifts FAM Tours/Site Visits: Other Event Hosting, Industry Sales/Marketing Events: Transportation Event Hosting, Industry Sales/Marketing Events: Entertainment Event Hosting, Industry Sales/Marketing Events: Codging Event Hosting, Industry Sales/Marketing Events: Codging Event Hosting, Industry Sales/Marketing Events: Entertainment	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 1,200.00 1,200.00 2,000.00 100.00 0.00 1,200.00 2,000.00 0.00 7,160.00 0.00 6,750.00 6,750.00 6,750.00 1,000.00 1,000.00 1,000.00 1,000.00 1,000.00 1,300.00 500.00 0.00 2,500.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,050.00 1,500.00 1,500.00 1,750.00 1,750.00 1,750.00 1,700.00 1,050.00 3,985.00 0.00 2,755.78 3,700.00 0.00 3,000.00	1 							
		5032 Total A. Wag B. Travel/Tra 5100 5101 5102 5104 5106 5108 5110 5111 5120 5122 5124 5122 5124 5126 5128 5130 5132 5134 5136 5138 5138 5138 5138 5138 5138 5143 5144 5145 5146 5147 5148	Telecommunications: Cellular Reimbursement es & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Meals Travel and Entertainment: Entertainment Travel and Entertainment: Entertainment Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Set Up/Decoration Trade Show Participation: Shipping Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Codging FAM Tours/Site Visits: Cother Event Hosting, Industry Sales/Marketing Events: Transportation Event Hosting, Industry Sales/Marketing Events: Meals Event Hosting, Industry Sales/Marketing Events: Codging Event Hosting, Industry Sales/Marketing Events: Cother Event Hosting, Industry Sales/Marketing Events: Entertainment Even	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 100.00 1,200.00 1,200.00 2,000.00 1,200.00 0.00 1,200.00 0.00 7,160.00 0,00 6,750.00 6,750.00 6,750.00 1,000.00 1,000.00 1,000.00 1,300.00 500.00 0,000 2,500.00 10,000.00	1,269.72 481,248.90 6,045.00 2,000.00 10,706.74 4,780.00 0.00 0.00 1,050.00 1,500.00 1,500.00 1,500.00 1,750.00 1,750.00 1,700.00 1,050.00 1,000	1 							
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Marketing 5160 5161 5162 5166 5166 5166 5166 5166 5170	Telecommunications: Cellular Reimbursement as & Benefits de Show/FAM/Events Travel and Entertainment: Transportation Travel and Entertainment: Mileage Reimbursement Travel and Entertainment: Meals Travel and Entertainment: Meals Travel and Entertainment: Meals Travel and Entertainment: Gifts Travel and Entertainment: Other Networking: Event Registration Trade Show Participation: Booth Space Fees Trade Show Participation: Booth Space Fees Trade Show Participation: Registration Fees Trade Show Participation: Other FAM Tours/Site Visits: Transportation FAM Tours/Site Visits: Indiging FAM Tours/Site Visits: Gifts Event Hosting, Industry Sales/Marketing Events: Entertainment Event Hosting, Industry Sales/Marketing Events: Entertainment Event Hosting, Industry Sales/Marketing Events: Codging Event Hosting, Industry Sales/Marketing Events: Codging Event Hosting, Industry Sales/Marketing Events: Entertainment Eve	1,246.68 493,922.10 5,781.05 2,000.00 12,329.85 4,604.12 0.00 100.00 1,200.00 1,200.00 1,200.00 1,200.00 1,200.00 0.00 1,200.00 0.00 1,200.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 1,000.00 1,000.00 1,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00	1,269,72 481,248.90 6,045.00 2,000.00 10,706,74 4,780.00 0,00 0,00 0,00 0,00 0,00 1,050.00 1,500.00 1,500.00 1,500.00 1,500.00 1,500.00 1,750.00 1,700.00 1,050.00 3,000.00 2,755.78 3,700.00 4,000.00 0,00 3,000.00 2,155.00 0,00 3,000.00 2,150.00 0,000 3,000.00 2,150.00 0,000 3,000.00 2,2150.00 3,000.00 3,000.00 2,250.00 58,944.00 2,250.00 59,786.00	1
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FY2024 FINAL BUDGET - VISIT BELOIT, Inc., a 501(c)(6) corporation As of 11/15/23

				FY23 Budget	FY24 Budget	Percentage Chang
				1 125 Dudget	T 124 Budget	r ercentage onan
		5180	Website: Website Maintenance	6,240.00	9,120.00	46.
		5182 5184	Website: Hosting Fees Website: Other	0.00	131.40 18,113.00	-4.
		5190	Printed Marketing Collateral: Publications/Magazines	10,000.00	10,000.00	0.0
		5191	Printed Marketing Collateral: Brochures	1,500.00	5,500.00	266.0
		5199 5200	Printed Marketing Collateral: Other Merchandise, Giveaways	3,650.00	3,050.00	-16.4
		5210	Merchandise, Resale: Merchandise, Resale	1,000.00	1,000.00	0.0
		5215	Merchandise, Staff: Logoed Apparel	1,800.00	1,700.00	-5.
		5230 5232	Research: Services Research: Products	5,200.00	0.00 21,000.00	-100.0
		5232	Research: Other	16,173.30	21,000.00	29.8
		5242	Fulfillment: Supplies	0.00	0.00	0.0
		5250	Donated Products & Services: Products	0.00	14,908.06	0.0
		5252 5253	Donated Products & Services Mobile Welcome Vehicle: Operation	100.00	100.00	0.0
		5254	Mobile Welcome Vehicle: Supplies	2,000.00	750.00	-62.
		5256	Sponsorships: Community Events	20,000.00	15,000.00	-25.0
		Total C. Mark	eting	266,513.30	259,852.46	-2.5
		D. Administra	tive & General			
		5260	Accounting and Legal Fees: Audit	8,100.00	20,250.00	150.0
		5261 5262	Accounting and Legal Fees: Accounting	5,589.96	7,500.00	34.
		5262	Accounting and Legal Fees: Legal Dues and Subscriptions: Dues	2,000.00	500.00 12,862.00	-75.0
		5272	Dues and Subscriptions: Subscriptions	2,500.00	2,500.00	0.0
		5300	Amortization: Leasehold Improvements	0.00	0.00	0.0
		5301 5302	Insurance: General Liability	1,812.00	2,342.00	29.3
		5302 5303	Insurance: Excess Liability Insurance: Automobiles	1,102.00	1,103.00	0.0
		5303 5304	Insurance: Workers Compensation	1,038.00	841.00	-21.
		5305	Insurance: Directors and Officers	546.00	563.00	3.
		5306	Insurance: Employment Practices Liability	1,093.00	1,093.00	0.0
		5307 5310	Insurance: Other	2,946.00 19,524.00	1,496.00 19,524.00	-49.2
		5310 5311	Data Processing/Computer: Hardware Maintenance Data Processing/Computer: Software Maintenance	19,524.00	19,524.00 5,500.00	0.0
		5316	Customer Agreements: Sponsorships	6,850.00	7,087.50	3.4
		5330	Bank Fees: Credit Card Processing	100.00	100.00	0.0
		5332	Bank Fees: Lockboxes	87.00	87.00	0.0
		5336 5337	Bank Fees: Other Fees: Sales Tax	250.00 50.00	250.00 50.00	0.0
		5360	Postage: In-House Postage Meter	5,500.00	0.00	-100.
		5363	Postage: US Post Office	150.00	5,800.00	3766.0
		5365	Postage: Overnight/Air	0.00	0.00	0.
		5366	Postage: Ground/Shipping	950.00	1,000.00	5.2
		5400 5401	Office Supplies: Office Supplies Office Supplies: Paper	4,250.00	3,750.00 276.00	-11. ⁻ 10.4
		5402	Office Supplies: Envelopes & Letterhead	300.00	187.50	-37.
		5403	Office Supplies: Other	2,200.00	3,443.00	56.
		5425	Personnel: Volunteer Expense	3,300.00	200.00	-93.
		5426 5427	Fees: Licensing & Registration	250.00	250.00 5,250.00	0.
		5427	Board: Board Expenses Board: Strategic Plan	0.00	0.00	0.
		Total D. Adm	inistrative & General	96,892.96	105,574.00	8.
		F. Occupanc 5320		27 202 84	27 202 94	0.
		5320 5320-01	Rent/Occupancy: Primary Office Construction Loan Rent/Occupancy: Primary Office Rent Reimbursements	37,302.84	37,302.84	0.
		Subtotal		37,302.84	37,302.84	0.
		5323	Rent/Occupancy: Pest Control	3,026.96	2,324.16	-23.
		5324	Rent/Occupancy: Landscaping Services	5,695.83	6,600.60	15.
		5325 5326	Rent/Occupancy: Snow Removal	3,504.33	6,429.21 501.60	83. 916.
		5326	Rent/Occupancy: Fire Protection & Inspection Rent/Occupancy: Cleaning & Supplies	6,633.48	6,917.25	910.
		5328	Rent/Occupancy: Utilities	7,281.55	7,566.90	3.
		5329	Rent/Occupancy: Trash Removal	1,525.92	1,525.92	0.
		5350	Telecommunications: Local	1,150.40	1,292.24	12.
		5353 5367	Telecommunications: Internet Services/TI Connections/DSL Postage: Maintenance Contracts	7,032.56	8,659.55 0.00	-100
		5367 5371	Postage: Maintenance Contracts Photocopying: Photocopy Maintenance Contract	2,811.51	727.29	- 100.
		5410	Repairs and Improvements	2,500.00	0.00	-100.
		5415	Rent/Occupancy: Expense Reimbursements	0.00	0.00	0.
		Subtotal	nancy	41,581.55 78,884.39	42,544.72	2.
		Total F. Occu	puncy	10,884.39	79,847.56	1.
		G. Capital Ex	penditures			
		1250	Furniture & Fixtures	0.00	0.00	0
		1252	Equipment	3,500.00	0.00	-100
		1254 1256	Leasehold Improvements Vebsite	0.00	0.00	0.
_		1258	Vehicles	0.00	0.00	0.
_		Total G. Capi	tal Expenditures	3,500.00	0.00	-100.
		.				
		Transfer to B	eloit Convention & Visitors Bureau Charitable Foundation, Inc.	78,500.00	83,500.00	6.
	Total Expense			1,120,527.77	1,079,665.44	-3.
	Net Ordinary Inco	ome		\$ 260.88		-3. -14.
	-	ng Reserve Po	licy sets these desginated fund balance targets for FY2024.			
iimum ximum	\$ 249,041.36 \$ 498,082.72					
smull	Ψ 4 30,002.72					
		Miscellaneou	s GL Codes			
		2088	Credit Card			
		4046	Prepaid Insurance	1		
		1016 1017	Prepaid Dues/Tradeshow			