

TDC Administration

FY 2018 Budget

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PALM BEACH COUNTY TOURIST DEVELOPMENT COUNCIL

The Palm Beach County Tourist Development Council (TDC) was established by the Board of County Commissioners (BCC) in 1981. Then in 1982 the Board of County Commissioners enacted its first tourist tax and created a Tourist Development Plan for spending the revenues generated by the tax. The tourist tax, referred to as the “bed tax”, is levied on the rental of room nights for six months or less. Currently the bed tax rate is 6 cents.

The TDC Board is an advisory board to the Board of County Commissioners and is made up of nine board members. Each County Commissioner has an appointment to the board with an additional at-large appointment from the entire Board of County Commissioners from the largest municipality. The Chairman, or his/her designee, from the BCC is the 9th member of the board and presides as chair of the TDC. The remaining eight (8) members of the council shall be appointed by the board and shall have the following representative classifications: Two (2) members who are elected municipal officials, one (1) of whom shall be from the most populous municipality in the County. Three (3) members, who are owners or operators of motels, hotels, recreational vehicle parks, or other tourist accommodations in the county and subject to the tax, and three (3) members who are involved in the tourist industry and who have demonstrated an interest in tourist development, but who are not owners or operators of motels, hotels, recreational vehicle parks, or other tourist accommodations in the county and subject to the tax. The TDC administrative office is located at 2195 Southern Boulevard, Suite 500, West Palm Beach, Florida 33406. The TDC employs a staff of 4.

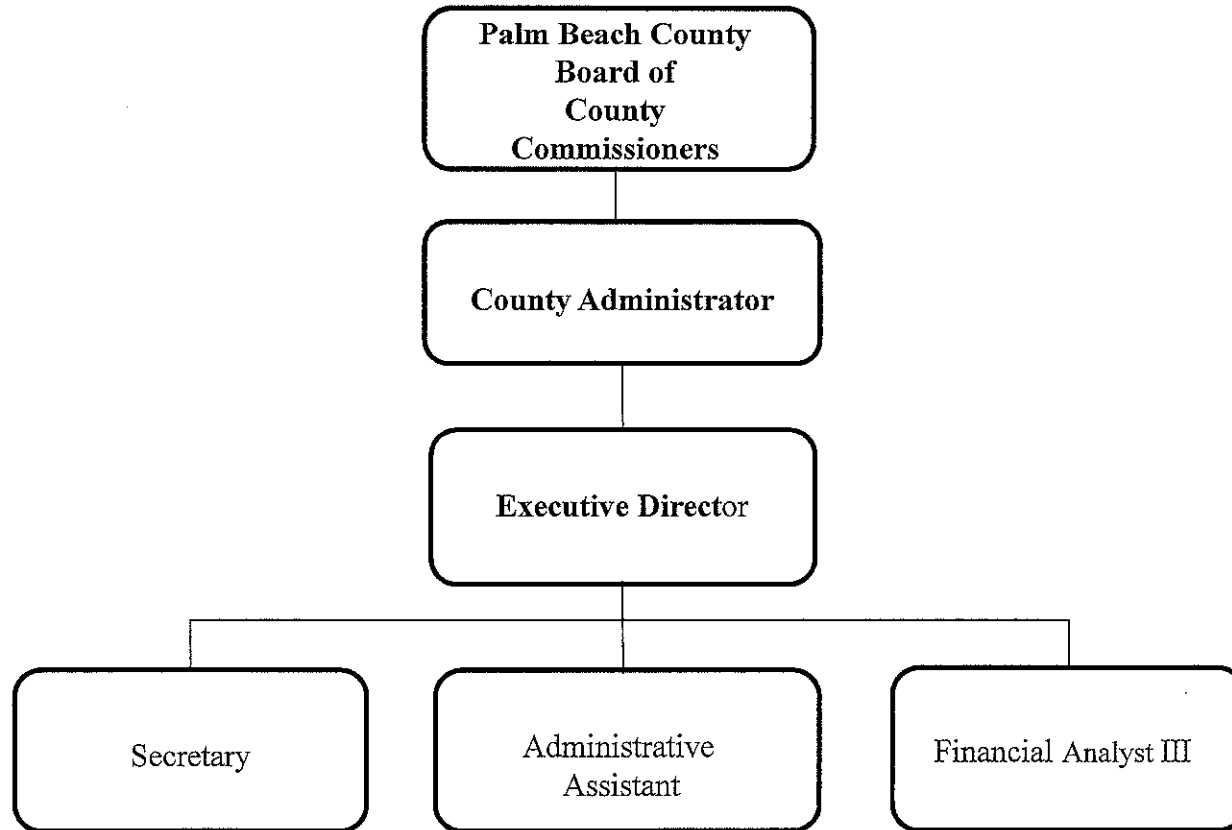
The TDC mission is the TDC and its agencies will lead the promotion of tourism in Palm Beach County by empowering collaborative partnerships, advocating appropriate designation-defining developments and ensuring the steady growth of high-value visitors. Its vision is Palm Beach County will be a globally recognized destination that visitors want to experience because of its culture, lifestyle and amenities.

The TDC has the responsibility for oversight of 4 agencies which include Discover The Palm Beaches (DTPB), the Cultural Council of Palm Beach County, the Palm Beach County Film & Television Commission (FTC) and the Palm Beach County Sports Commission (PBCSC) along with Palm Beach County Convention Center (PBBBB) and four funding programs which include 1st Cent, 4th Cent, Special Projects and the Beach Programs. These agencies and funding programs are further explained in their respective subsection of the budget book.

The agencies help market and promote: 47 miles of beaches, 170 golf courses, 200 attractions, 1200 tennis courts, fresh and saltwater fishing, boating, scuba diving, snorkeling, equestrian events, 40 cultural venues, approximately 16,000 hotel rooms, 12 major shopping destinations, 2864 restaurants, Lake Okeechobee, and the Glades region.

The 6 cents are allocated to the agencies and funding programs as follows: the 2nd, 3rd, 5th and 6th cents are allocated to the Discover (48.32%), Cultural Council (20.72%), FTC (4.31%), Sports Commission (8.16%), Beach Program (18.49%), and Special Projects (\$532,994). The first cent is allocated to the 1st Cent Fund; and the 4th cent is allocated to the 4th Cent Fund.

Palm Beach County Tourist Development Council Administration Table of Organization



Effective: December 12, 2016

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Adopted
TOURIST DEVELOPMENT COUNCIL-ADMIN CATEGORY A - FUND 1454	2015	2016	2016	BUDGET 2017	BUDGET 2017	2017	BUDGET 2018
BALANCE FORWARD	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TDC FUNDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 580,401	\$ 731,956
INTEREST INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
AIRPORT DEPARTMENTAL INCOME	\$ 129,092	\$ 18,858	\$ 20,000	\$ -	\$ -	\$ -	\$ -
OTHER MISC. INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL AVAILABLE FUNDS	\$ 129,092	\$ 18,858	\$ 20,000	\$ -	\$ -	\$ 580,401	\$ 731,956
TDC ADMINISTRATION	\$ 783,956	\$ 744,954	\$ 843,160	\$ 897,000	\$ 897,000	\$ 795,413	\$ 978,000
AIRLIFT RELATIONS	\$ 129,182	\$ 18,858	\$ 20,000	\$ -	\$ -	\$ -	\$ -
COLLECTION FEES	201,272	223,810	215,027	222,688	222,688	232,917	242,388
LESS TDC CHARGE-OFF	\$ (459,803)	\$ (419,334)	\$ (476,072)	\$ (508,041)	\$ (508,041)	\$ (447,929)	\$ (488,432)
TDC OPERATING EXPENSES	\$ 654,607	\$ 568,288	\$ 602,115	\$ 611,647	\$ 611,647	\$ 580,401	\$ 731,956
OVERALL EXPENSE BUDGET (1)	\$ 17,425,625	\$ 19,706,806	\$ 19,106,050	\$ 17,850,336	\$ 18,482,360	\$ 19,930,195	\$ 18,778,394

See Discover page for totals to agree with Overall Expense budget

PALM BEACH COUNTY

Tourist Development Council

TDC Administration

FY 2018 Program Budget

ACCOUNT	ACCOUNT NAME	FY 2015 (1)	FY 2016 (2)	FY 2017	FY 2017	FY 2017	FY 2018
		Actual	Actual	Budget	Modified Budget	Forecast	Budget
1201	SALARIES & WAGES REGULAR	\$ 395,655	\$ 333,149	\$ 330,235	\$ 330,235	\$ 330,235	\$ 340,123
1501	WAGES SPECIAL - NO FRS CONTRIB.	-	-	-	-	-	-
2101	FICA- TAXES	23,355	18,846	19,283	19,283	19,283	21,000
2105	FICA- MEDICARE	5,560	4,615	4,898	4,898	4,788	5,100
2201	RETIREMENT CONTRIBUTIONS	50,290	48,396	55,918	55,918	54,860	58,000
2301	INSURANCE- LIFE & HEALTH	45,906	49,920	59,030	59,030	55,279	60,000
2401	WORKERS COMPENSATION	927	841	836	836	836	812
2501	UNEMPLOYMENT COMPENSATION	-	-	1,500	1,500	1,500	1,500
3124	LEGAL SERVICES- COUNTY ATTORNEY	23,577	23,205	25,000	25,000	25,000	25,000
3125	LEGAL SERVICES- OUTSIDE	-	1,600	-	-	-	-
3134	ADMIN. SERVICES- COUNTY ADMIN.	110,203	114,134	117,558	117,558	46,712	61,999
3401	OTHER CONTRACTUAL SERVICES	-	-	5,000	5,000	5,000	5,000
3404	TEMP/SERV./CONTRACTUAL SERVICES	-	-	4,300	4,300	4,300	4,500
3413	ISS ENTERPRISE SERVICES	10,851	7,732	10,678	10,678	12,500	18,493
3421	CONTRACTUAL SERVICES-TRAINING	-	-	288	288	288	300
4001	TRAVEL & PER DIEM	13,302	9,919	12,000	12,000	12,000	12,000
4007	TRAVEL - MILEAGE	734	277	658	658	658	700
4008	TRAVEL- AUTO ALLOWANCE	-	-	-	-	-	-
4101	COMMUNICATION SERVICES	-	-	-	-	-	-
4103	COMM/SUNCOM-TOLL	-	-	-	-	-	-
4104	COMM/ COMMERCIAL-TOLL	-	-	-	-	-	-
4205	POSTAGE	1,234	1,443	3,815	3,815	3,500	3,800
4406	RENT- OFFICE EQUIPMENT	8,521	7,286	9,700	9,700	9,700	9,800
4407	RENT-DATA PROCESSING EQUIPMENT	-	-	-	6,000	6,000	6,000
4411	RENT- BLDG	63,499	63,499	66,000	66,000	66,000	66,000
4412	RENT-STORAGE/WAREHOUSE SPACE	808	221	700	700	700	700
4502	CASUALTY SELF INSURANCE	2,713	2,912	2,456	2,456	2,456	1,031
4620	REP/MAINT. EQUIPMENT	75	-	1,500	1,500	1,500	1,400
4622	REP/MAINT. TELEPHONES	349	349	500	500	500	500
4674	REP/MAINTENANCE DP EQUIPMENT	-	-	500	500	500	500
4703	GRAPHICS CHARGES	229	-	1,800	1,800	1,800	3,800
4801	PROMOTIONAL ACTIVITIES	1,337	170	432	432	432	435
4802	EMPLOYEE RECOGNITION	-	-	-	-	-	-
4803	SALES ENTERTAINMENT	-	-	-	-	-	-
4805	ADVERTISING	400	-	4,349	4,349	4,300	4,300
4807	RESEARCH	-	-	25,000	25,000	25,000	26,947
4809	CONSUMER TRADE SHOWS	1,845	-	-	-	-	42,207
4811	PROMOTIONAL ITEMS	-	-	-	3,000	3,000	3,000
4823	COLLATERAL	-	-	-	9,000	9,000	9,000
4909	LICENSES & PERMITS	-	-	150	150	150	150
4941	REGISTRATION FEES	21,451	2,930	4,200	4,200	4,200	4,200
4945	ADVERTISING	-	572	-	-	-	-
4979	INDIRECT COST BCC	124,326	59,189	68,385	68,385	68,385	119,711
4990	INSPECTOR GENERAL	806	1,400	801	801	801	283
5101	OFFICE SUPPLIES	1,398	3,163	3,100	3,100	3,100	3,100
5111	OFFICE FURNITURE	-	689	1,000	1,000	1,000	1,000
5112	TELEPHONE EQUIP. INSTALL.	-	-	300	300	300	300
5121	DATA PROCESSING SOFTWARE & ACC	584	2,784	500	6,500	6,000	1,189
5201	MATERIALS & SUPPLIES OPERATING	204	287	600	600	600	625
5220	PURCHASED WATER	-	-	600	600	600	650
5401	BOOKS, PUBLICATIONS, & SUBSCR.	729	2,039	850	850	850	900
5412	DUES & MEMBERSHIPS	2,270	2,245	1,800	1,800	1,800	1,945
6405	DATA PROCESSING EQUIPMENT	-	-	-	-	-	-
6411	COMMUNICATION EQUIPMENT	-	-	-	-	-	-
9901	CONTINGENCY	-	-	50,780	26,780	-	50,000
TOTAL	Total	\$ 913,138	\$ 763,812	\$ 897,000	\$ 897,000	\$ 795,413	\$ 978,000

Note: Excludes Tax Collector Commissions and TDC Chargeoff

PALM BEACH COUNTY

Tourist Development Council

TDC Actual Expenses

FY2000 to Present

ACCOUNT NAME	FY 2000 Actual	FY 2001 Actual	FY 2002 Actual	FY 2003 Actual	FY 2004 Actual	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Actual	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Actual	FY 2015 Actual	2016 Actual	2017 Actual
SALARIES & WAGES REGULAR	\$ 195,625	\$201,169	\$218,201	\$233,299	\$242,714	\$258,589	\$ 267,472	\$292,402	\$317,175	\$308,924	\$305,180	\$ 303,835	\$ 298,772	\$234,835	\$ 340,000	\$ 395,655	\$ 333,149	\$ 345,739
SALARIES & WAGES OVERTIME	-	46	133	-	2,476	-	-	-	-	-	-	-	-	-	-	-	-	-
WAGES SPECIAL - NO FRs CONTRIB.	-	-	-	-	-	-	-	-	-	-	-	1,320	(720)	-	-	-	-	-
FICA- TAXES	10,479	10,904	11,872	12,389	13,052	13,746	14,205	15,176	16,247	16,664	18,444	16,830	16,615	13,976	20,285	23,355	18,846	19,790
FICA- MEDICARE	2,796	2,896	3,133	3,338	3,509	3,710	3,842	4,198	4,568	4,401	4,982	4,428	4,276	3,269	4,744	5,560	4,615	4,803
RETIREMENT CONTRIBUTIONS	21,234	19,302	16,583	15,392	20,410	22,108	25,913	33,318	36,164	30,407	35,365	31,734	16,619	17,831	39,573	50,290	48,396	53,146
INSURANCE- LIFE & HEALTH	12,362	17,473	22,392	27,965	34,220	37,739	39,442	42,758	44,243	46,021	41,416	27,864	46,796	39,516	48,021	45,906	49,920	52,240
WORKERS COMPENSATION	713	816	-	1,000	1,136	1,215	1,300	1,000	1,400	1,400	1,549	1,612	841	1,956	800	927	841	836
UNEMPLOYMENT COMPENSATION	-	-	-	-	-	-	-	-	-	825	-	-	-	-	-	-	-	-
LEGAL SERVICES- COUNTY ATTORNEY	17,520	10,219	14,163	14,780	13,688	17,971	15,123	37,246	37,566	49,449	42,165	36,579	39,850	25,665	29,340	23,577	23,205	45,525
LEGAL SERVICES- OUTSIDE	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,600	-
ADMIN. SERVICES- COUNTY ADMIN.	28,600	18,098	21,462	21,547	24,394	28,079	28,328	50,686	96,724	97,951	104,061	109,865	102,856	97,024	105,738	110,203	114,134	127,743
OTHER CONTRACTUAL SERVICES	40,910	50,286	25,600	30,000	30,000	33,000	147,860	39,000	88,250	39,000	9,600	-	-	14,280	-	-	-	-
TEMP SERV./ CONTRACTED SALARIES	-	-	-	-	-	425	-	-	-	-	1,581	-	-	-	-	-	-	-
SECURITY SERVICES	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	656
FAA/FBI/AAAE FINGERPRINT COST	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ISS ENTERPRISE SERVICES	13,290	2,894	3,183	3,500	4,000	4,400	9,045	9,028	14,987	16,254	20,038	36,270	25,838	8,608	8,491	10,851	7,732	10,763
MOVING EXPENSE	-	-	528	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CONTRACTUAL SERVICES-TRAINING	223	148	132	15	55	90	-	759	53	50	240	96	-	25	-	-	-	-
TRAVEL & PER DIEM	6,074	7,820	15,346	6,465	5,784	4,849	6,008	1,534	7,735	2,106	2,651	5,906	8,154	5,461	10,866	13,302	9,919	9,109
TRAVEL - MILEAGE	91	312	254	164	290	371	209	484	95	201	157	471	550	808	361	734	277	204
TRAVEL- AUTO ALLOWANCE	4,800	4,800	4,800	4,800	4,800	5,600	6,000	6,000	6,000	4,239	6,000	5,500	6,000	-	-	-	-	-
COMMUNICATION SERVICES	7,033	7,906	9,619	9,812	9,532	9,635	3,473	3,578	10,271	12,710	5,878	5,428	2,223	-	-	-	-	-
COMM/SUNCOM-TOLL	1,010	3,971	1,304	1,074	1,613	945	465	57	-	-	10	16	18	-	-	-	-	-
COMM/ COMMERCIAL-TOLL	1,982	6,401	4,138	13,196	23,519	12,713	6,774	12,207	16,310	15,594	5,836	1,053	-	-	-	-	-	-
POSTAGE	-	-	1,401	2,309	2,497	2,586	2,564	2,781	2,614	2,448	1,970	1,707	1,570	460	559	1,234	1,443	998
RENT - OTHER	-	-	-	-	-	-	-	2,000	-	-	-	-	-	-	-	-	-	-
RENT- OFFICE EQUIPMENT	2,988	14,057	7,994	8,590	5,774	5,076	4,751	4,919	6,216	6,157	7,602	8,162	8,547	8,385	8,450	8,521	7,286	7,628
RENT	27,090	28,173	45,947	62,028	64,514	67,102	69,795	72,591	75,490	78,519	81,652	81,344	63,499	63,499	63,499	63,499	63,499	52,916
RENT-STORAGE/WAREHOUSE SPACE	191	187	172	302	620	246	162	233	178	524	142	168	236	229	153	808	221	277
CASUALTY SELF INSURANCE	1,000	1,404	1,500	2,000	2,300	3,500	3,000	1,000	3,000	3,150	2,904	1,937	-	2,491	2,298	2,713	2,912	1,842
REPAIR/MAINT. BLDGS	141	-	237	160	-	-	-	-	-	-	-	-	-	-	-	-	-	-
REP/MAINT-EQUIPMENT	1,701	943	975	-	-	-	-	-	-	-	-	-	85	350	-	75	-	634
REP/MAINT. TELEPHONES	5,235	1,140	10,775	-	286	130	-	-	7,851	-	10,344	5,727	349	349	349	349	349	-
REP/MAINTENANCE DP EQUIPMENT	-	-	460	-	-	84	-	-	-	-	-	-	-	-	-	-	-	-
PRINTING & BINDING OUTSIDE	-	1,610	2,695	4,472	-	3,770	4,416	-	-	-	-	-	-	-	-	-	-	-
GRAPHICS CHARGES	2,058	3,213	3,038	722	416	-	224	-	8,028	265	163	157	24	187	180	229	-	377
PROMOTIONAL ACTIVITIES	2,449	823	659	2,841	1,833	2,802	1,114	859	3,413	775	2,958	946	2,094	1,794	1,455	1,337	170	2,274
EMPLOYEE RECOGNITION	-	-	-	-	-	-	-	-	136	-	182	-	-	-	-	-	-	-
SALES ENTERTAINMENT	-	-	174	-	-	70	623	-	-	-	-	-	-	-	-	-	-	-
ADVERTISING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	400	-	6,105
RESEARCH-TOURIST DEVELOPMENT	66,700	93,300	77,286	66,913	79,087	101,814	80,000	70,000	70,000	70,000	-	-	-	-	-	-	-	-
TRADESHOWS	-	5,385	2,286	-	-	-	-	-	-	-	-	-	-	-	-	1,845	-	-
PROMOTIONAL ITEMS	-	-	-	5,000	937	27	630	105	-	-	-	-	-	-	-	-	-	1,236
FULFILLMENT	-	-	-	1,200	2,400	2,500	2,460	2,400	2,500	1,400	-	-	-	-	-	-	-	-
LICENSES AND PERMITS	-	-	-	-	-	-	-	-	-	-	-	-	50	-	-	-	-	200
REGISTRATION FEES	3,724	3,559	1,123	2,710	2,285	1,820	3,155	1,045	3,530	1,185	1,510	2,686	3,123	1,649	668	21,451	2,930	1,519
TUITION REIMBURSEMENT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ADVERTISING	-	600	17,336	-	150	-	-	-	3,000	-	6,416	-	-	-	572	-	572	-
INDIRECT COST BCC	119,217	122,795	108,060	164,777	136,982	150,680	163,035	167,927	176,322	185,138	194,395	76,891	70,301	25,880	48,181	124,326	59,189	68,385
INSPECTOR GENERAL	-	-	-	-	-	-	-	-	-	-	-	270	387	875	627	806	1,400	887
OFFICE SUPPLIES	3,524	3,345	2,497	4,013	1,870	2,813	2,670	3,265	2,931	1,751	1,642	2,270	1,706	1,872	1,270	1,398	3,163	3,607
OFFICE FURNITURE	2,548	847	15,256	11,704	-	1,843	-	2,520	4,124	-	1,388	994	884	2,553	2,000	-	689	7,595
TELEPHONE/EQUIP INSTALLATION	676	672	-	-	-	-	-	-	716	279	-	220	-	-	-	-	-	-
DATA PROCESSING SOFTWARE & ACC	215	-	4	-	171	-	807	188	472	36	-	606	1,047	4,143	539	584	2,784	1,102
MATERIALS & SUPPLIES OPERATING	469	1,122	-	105	120	53	479	182	-	-	519	514	181	160	226	204	287	-
PURCHASED WATER	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	234
BOOKS, PUBLICATIONS, & SUBSCRIPTION	2,318	3,115	1,927	2,384	2,524	3,202	3,084	3,337	3,740	3,214	218	332	358	477	580	729	2,039	1,215
DUES & MEMBERSHIPS	225	1,567	-	935	1,630	2,570	875	2,055	1,885	475	1,159	1,055	1,570	2,030	2,245	2,270	2,245	2,290
MACHINERY & EQUIPMENT	-	-	2,348	-	7,413	1,269	-	-	-	-	-	-	-	-	-	-	-	-
DATA PROCESSING EQUIPMENT	3,418	-	-	-	-	-	-	2,551	-	-	-	-	-	-	1,711	-	-	-
COMMUNICATION EQUIPMENT	-	70,650	-	-	-	-	-	-	-	-	-	-	-	3,804	-	-	-	-
	\$ 610,529	723,958	\$ 678,114	\$ 741,851	\$ 749,001	\$ 809,142	\$ 919,295	\$ 887,389	\$ 1,068,083	\$ 1,009,303	\$ 909,384	\$ 779,410	\$ 730,077	\$ 584,441	\$ 743,781	\$ 913,138	\$ 763,812	\$ 831,876

Note: Excludes TDC indirect and Tax Commission fees

FY 2014, 2015 and FY2016 included Airflit Relations and transferred back to Airports in early 2016

Discover Palm Beach, Inc.

FY 2018 Budget

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DISCOVER THE PALM BEACHES

The Official Tourism Marketing Corporation
for Palm Beach County

Mission

Increase visitation and contribute to the overall economic development in Palm Beach County

Vision

To be the premier global destination for visitors

Discover Palm Beach County, Inc., dba Discover The Palm Beaches (DTPB) (formerly known as the Palm Beach County Convention and Visitors Bureau), services as the official source of travel planning to visitors around the US and internationally. The corporation was formed in 1983 as a private, not-for-profit (501c6) entity contracted by Palm Beach County to promote, and market, Palm Beach County as a tourist destination. Its offices are located at 2195 Southern Blvd. Suite 400 West Palm Beach, FL 33406

DTPB is governed by a 25-member Board of Directors, which consists of seven members appointed by the Palm Beach County Board of Commissioners; ten elected at-large by the board; and six ex-officio members and the CEO.

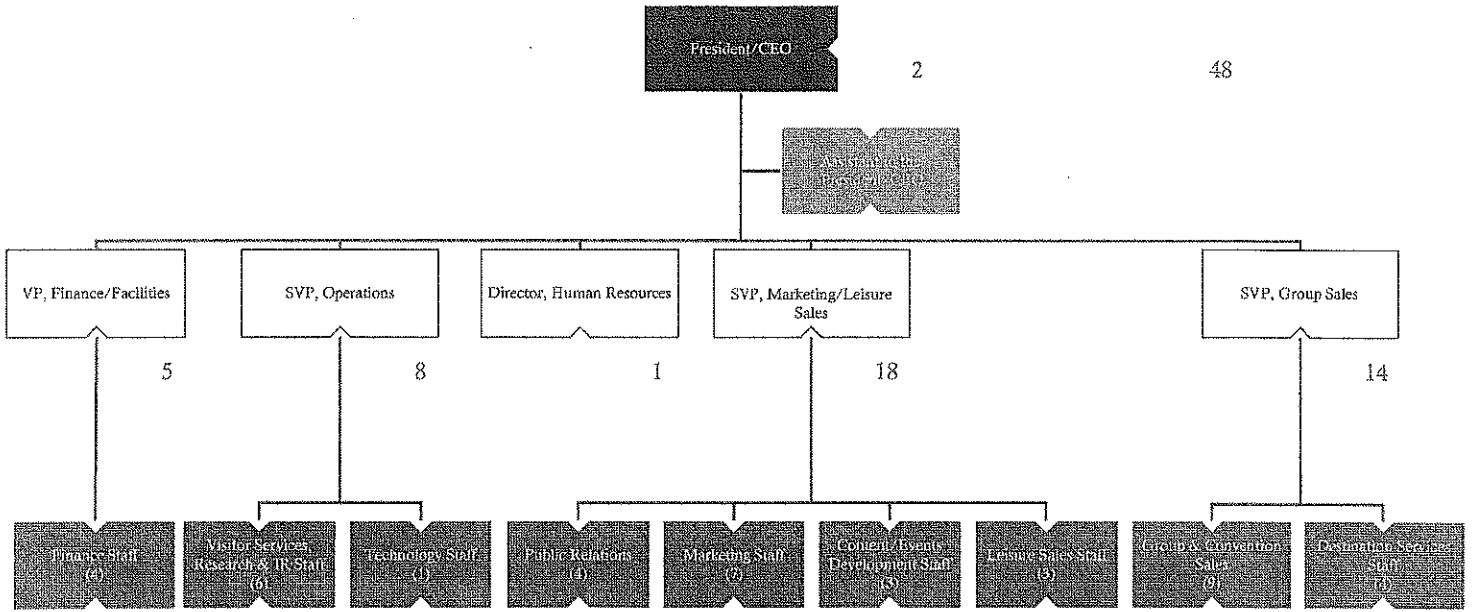
DTPB receives 48.32 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed tax to fund its program. Currently DTPB employs 48 staff members to implement a comprehensive marketing strategy covering a wide array of initiatives in sales, marketing, destination management and community engagement. The overall budget for fiscal year 2018 is approximately \$18 million.

DTPB was awarded accreditation in 2017 by the Destination International (DI) and performs its contractual duties to the Board of County Commissioners under the umbrella of the Palm Beach County Tourist Development Council.

Discover The Palm Beaches
2195 Southern Blvd., Suite 400
West Palm Beach, FL 33406
561.233.3000 Fax 561.233.3009
www.ThePalmBeachespalmbeachfl.com

Discover The Palm Beaches

FY2018 Organizational Chart



DISCOVER THE PALM BEACHES				Exhibit H	Palm Beach County, FL		
FY 2018 OBJECTIVES							
Marketing							
1	Consumer and Travel Industry database increases to 357,500 records						
2	Generate 1,600,000 unique visitors to the DPBC website						
3	Generate 500,000 Social Engagements						
4	Generate 630,000,000 Advertising Impressions - a universal performance measurement in advertising						
5	Generate 200,000,000 Earned Media Impressions - a universal performance measurement in PR						
Sales							
6	Book 145,000 DTPB only room nights (Hotel Meetings Leads)						
7	Generate 48,000 Group Level Booked Room Nights Convention Center Shared						
8	Generate 45,000 Group Level Actual FY Room Nights for Convention Center Shared						
9	Generate 40 participants in Destination Reviews						
10	Generate 60 Destination Site Participations						
PERFORMANCE MEASUREMENTS				Actual	Estimated	Projected	
DISCOVER THE PALM BEACHES				FY16	FY17	FY18	Category Obj.
Performance Measure Description							
Marketing							
Consumer & Travel Industry Data Base				343,150	275,000	357,500	Demand 1
Unique Visitors to Web Site				1,750,559	1,155,000	1,600,000	Demand 2
Social Engagement				495,977	375,000	500,000	Demand 3
Advertising Impressions				610,663,232	350,000,000	630,000,000	Output 4
Earned Media Impressions				622,481,034	268,000,000	200,000,000	Output 5
Sales							
DTPB Only Booked Room Nights (Hotel Meetings Leads)				132,673	135,000	145,000	Demand 6
Group Level Booked Room Nights Convention Center Shared				43,392	40,000	48,000	Demand 7
Group Level Actual FY Room Nights for Convention Center Shared				10,298	18,000	45,000	Input 8
Generate participants in Destination Reviews				127	30	40	Output 9
Destination Site Participations				89	30	60	Output 10

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Adopted BUDGET
DISCOVER CATEGORY A - FUND 1454	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 3,816,155	\$ 4,687,674	\$ 4,687,674	\$ 3,688,395	\$ 4,320,419	\$ 4,320,419	\$ 3,356,748
BED TAX REVENUES	\$ 13,418,121	\$ 14,920,643	\$ 14,335,143	\$ 14,845,887	\$ 14,845,887	\$ 15,527,771	\$ 16,159,184
INTEREST INCOME	\$ 62,224	\$ 79,608	\$ 63,080	\$ 61,419	\$ 61,419	\$ 82,005	\$ 74,128
INTER DEPARTMENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER MISC. INCOME	\$ 32	\$ 23	\$ 153	\$ -	\$ -	\$ -	\$ -
TDC FUNDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (580,401)	\$ (731,956)
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (745,365)	\$ (745,365)	\$ -	\$ (811,666)
TOTAL AVAILABLE FUNDS	\$ 17,296,532	\$ 19,687,948	\$ 19,086,050	\$ 17,850,336	\$ 18,482,360	\$ 19,349,794	\$ 18,046,438
DISCOVER CONTRACT	\$ 11,448,740	\$ 14,465,425	\$ 14,369,024	\$ 15,115,000	\$ 15,495,000	\$ 15,495,000	\$ 16,000,000
COUNTY DIRECT COST	\$ 308,704	\$ 309,047	\$ 381,976	\$ 387,456	\$ 387,456	\$ 387,456	\$ 343,735
MARKETING STIMULUS CAMPAIGN	\$ 325,900	\$ 43,627	\$ 64,540	\$ 110,560	\$ 130,474	\$ 110,590	\$ 19,884
SPECIAL EVENTS MARKETING BOCA BOWL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
TOTAL OPERATING EXPENSES	\$ 12,083,344	\$ 14,818,099	\$ 14,815,540	\$ 15,613,016	\$ 16,012,930	\$ 15,993,046	\$ 16,413,619
DISCOVER RESERVE (1)	\$ 4,687,674	\$ 4,320,419	\$ 3,688,395	\$ 1,625,672	\$ 1,857,783	\$ 3,356,748	\$ 1,632,819
TDC 1% CUMMULATIVE RESERVE	\$ (1,122,421)	\$ (1,276,096)	\$ (1,276,397)	\$ (1,438,644)	\$ (1,442,643)	\$ (1,441,831)	\$ (1,613,287)
DISCOVER RESERVE NET OF TDC RESERVE	\$ 3,565,253	\$ 3,044,323	\$ 2,411,998	\$ 187,029	\$ 415,140	\$ 1,914,917	\$ 19,533
OVERALL EXPENSE BUDGET	\$ 16,771,018	\$ 19,138,518	\$ 18,503,935	\$ 17,238,688	\$ 17,870,713	\$ 19,349,794	\$ 18,046,438

PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
DISCOVER FY 2018
PROGRAM BUDGET

	Actual FY 2015	Actual FY 2016	Adopted Budget FY 2017	Modified Budget FY 2017	Forecast FY 2017	Adopted Budget FY 2018
<u>Personnel Expense</u>						
Wages & Salaries	2,838,222	3,017,698	3,521,001	3,521,001	3,221,001	3,745,624
Payroll Taxes	218,077	230,613	285,208	285,208	265,208	298,734
Employee Benefits	753,681	804,421	1,026,562	1,026,562	1,006,562	1,073,528
<u>Total Personnel Expenses</u>	3,809,981	4,052,732	4,832,771	4,832,771	4,492,771	5,117,886
<u>Marketing & Promotion Expense</u>						
Travel & Entertainment	167,950	128,946	165,851	165,851	183,277	146,300
Trade Show Participation	177,010	359,790	277,620	277,621	327,549	344,147
Destination Reviews	218,219	242,900	228,948	228,948	232,183	286,550
Sales Missions / Media Missions	243,864	304,045	538,025	538,025	487,645	523,240
Event Hosting w/within PBC	350,205	458,968	357,596	357,596	357,596	450,900
Advertising, Traditional / Online Media	4,621,434	6,743,239	5,816,184	6,196,184	6,380,908	5,471,330
Contracted Marketing Services	758,718	679,313	771,626	771,626	771,626	827,622
Tourism Sponsorships / Grants	142,022	128,955	223,274	223,274	223,274	250,000
Advertising, Website (CVB)	142,844	409,014	197,527	197,527	197,527	894,320
Advertising, Printed marketing Collateral	197,905	211,616	518,639	518,639	518,639	258,000
Promotional Items	2,155	24,778	1,485	1,485	1,485	1,500
Research	82,431	122,598	133,971	133,971	133,971	205,946
Fulfillment	105,340	83,499	134,816	134,816	123,758	107,461
Other Promotional Activities	1,993	2,003	2,743	2,743	2,743	12,100
<u>Total Marketing & Promotion Expense</u>	7,212,091	9,899,664	9,368,305	9,748,306	9,942,181	9,779,415
<u>Administrative & General Operations</u>						
Dues & Subscriptions	54,764	72,937	74,976	74,976	74,976	81,967
Data Processing / Computer	44,688	38,874	83,325	83,325	78,462	85,396
Office Equipment & Fixtures, Computer Hardware	17,731	46,360	179,820	179,820	142,913	150,025
Professional Seminars & Conferences	47,539	54,173	96,867	96,867	89,761	104,100
Insurance	37,852	56,097	62,122	62,122	62,122	66,500
Professional Services	88,834	112,174	159,625	159,625	354,625	342,130
Office Supplies	31,723	22,290	46,286	46,286	46,286	47,924
Non- Collateral Printing / Photocopying	32,939	44,582	72,375	72,375	72,375	77,398
Rent / Utilities	2,371	2,280	8,660	8,660	8,660	9,986
Telecommunications	46,896	31,994	87,557	87,557	87,557	93,224
Postage	12,893	22,455	21,902	21,902	21,902	23,404
Bank Fees	4,086	3,658	9,268	9,268	9,268	9,505
Miscellaneous	4,354	5,155	11,140	11,140	11,140	11,140
<u>Total Administrative & General Operations</u>	426,669	513,029	913,923	913,923	1,060,047	1,102,699
<u>Total CVB Other Contractual Services</u>	11,448,740	14,465,425	15,115,000	15,495,000	15,495,000	16,000,000
<u>Marketing Stimulus Campaign</u>	325,900	43,627	110,560	130,474	110,590	19,884
<u>County Direct</u>						
Other Contractual Services	-	-	-	-	-	-
Telecommunication	-	-	-	-	-	-
Rent	291,920	291,920	291,920	291,920	291,920	241,920
Special Events Marketing -Boca Bowl	-	-	-	-	-	50,000
Coop Advertising	-	-	75,000	75,000	75,000	75,000
IG Fee	16,784	17,127	20,536	20,536	20,536	26,815
<u>Total County Direct</u>	308,704	309,047	387,456	387,456	387,456	393,735
<u>Transfers Out - Special Projects</u>	-	-	-	-	-	-
<u>Total Expense</u>	12,083,344	14,818,099	15,613,016	16,012,930	15,993,046	16,413,619
<u>CVB - Reserves</u>	4,687,674	4,320,419	1,625,672	1,857,783	3,356,748	1,632,819
<u>Overall Expense Budget</u>	16,771,018	19,138,518	17,238,688	17,870,713	19,349,794	18,046,438

PALM BEACH COUNTY
 Tourist Development Council
 Discover's History of Expenses
 FY2008 to Present

Staff (1)	50 Actual FY 2008	48 Actual FY 2009	49 Actual FY 2010	49 Actual FY 2011	49 Actual FY 2012	49 Actual FY 2013	48 Actual FY 2014	39 Actual FY 2015	44 Actual FY 2016	42 Actual FY 2017
Wages & Salaries	\$ 2,554,230	\$ 2,451,929	\$ 2,048,968	\$ 2,350,503	\$ 2,559,820	\$ 2,489,822	\$ 2,707,176	\$ 2,838,222	\$ 3,017,698	\$ 3,232,298
Benefits/Taxes	837,250	722,929	688,314	860,438	814,762	890,703	916,890	971,758	1,035,034	1,051,590
Total Personnel Expenses	3,391,480	3,174,858	2,737,282	3,210,941	3,374,582	3,380,525	3,624,066	3,809,980	4,052,732	4,283,888
Marketing & Promotion Expense										
Travel & Entertainment	118,261	118,340	99,837	128,139	220,694	159,743	154,326	167,950	128,946	167,246
Trade Show Participation	289,199	214,620	160,467	157,808	312,942	213,031	193,418	177,010	359,790	304,968
Destination Reviews	66,131	110,008	126,349	60,045	132,656	159,296	240,027	218,219	242,900	235,967
Sales Missions / Media Missions	69,033	101,945	98,514	127,002	176,096	248,153	162,468	243,864	304,045	281,512
Event Hosting within PBC	40,919	32,052	98,377	80,175	95,925	223,434	302,165	350,205	458,968	361,495
Advertising, Traditional / Online Media	1,966,344	1,419,854	1,251,459	2,277,754	3,646,153	3,320,820	2,938,841	4,621,434	6,743,239	6,066,236
Contracted Marketing Services	606,142	591,384	245,476	274,570	427,277	375,972	817,983	758,718	679,313	776,855
Tourism Sponsorships / Grants	98,905	147,341	94,576	75,827	116,310	43,350	120,868	142,022	128,955	169,183
Advertising, Website (CVB)	110,504	160,122	64,489	79,617	140,651	171,571	124,500	142,844	409,014	230,224
Advertising, Printed marketing Collateral	139,298	196,044	107,474	140,004	83,541	147,002	93,164	197,905	211,616	151,319
Promotional Items	35,050	18,870	45,202	18,337	44,934	5,336	1,990	2,155	24,778	1,489
Research	91,143	106,735	130,275	38,026	28,178	72,691	35,697	82,431	122,598	143,588
Fulfillment	27,769	59,554	62,686	30,836	112,666	30,641	37,643	105,340	83,499	49,311
Other Promotional Activities	3,929	3,737	-	551	-	-	-	1,993	2,003	1,251
Total Marketing & Promotion Expense	3,612,627	3,280,606	2,585,182	3,488,691	5,538,023	5,171,041	5,222,640	7,212,090	9,899,664	8,940,644
Administrative & General Operations										
Dues & Subscriptions	44,480	65,857	72,009	51,452	82,756	60,360	68,425	54,764	72,937	75,855
Data Processing / Computer	51,582	56,690	23,186	38,377	12,881	31,466	36,800	44,688	38,874	35,079
Office Equipment & Fixtures, Computer Hardware	77,125	25,310	8,874	91,573	119,261	34,526	33,206	17,731	46,360	81,655
Professional Seminars & Conferences	10,022	11,354	17,766	46,581	31,025	34,370	28,739	47,539	54,173	53,785
Insurance	35,089	39,551	38,543	33,147	44,328	29,847	48,098	37,852	56,097	32,832
Interest	-	-	634	-	-	-	-	-	-	-
Professional Services	186,631	99,455	125,409	77,904	103,216	75,120	74,253	88,834	112,174	297,922
Office Supplies	23,069	14,677	27,003	19,684	23,362	19,793	20,649	31,723	22,290	15,067
Non-Collateral Printing / Photocopying	37,515	30,187	28,557	30,057	24,303	24,580	29,430	32,939	44,582	50,009
Rent / Utilities	2,874	4,657	1,519	2,146	3,609	2,573	2,280	2,371	2,280	2,671
Telecommunications	82,696	69,663	50,734	49,638	53,403	57,128	50,812	46,896	31,994	27,667
Postage	62,764	41,863	24,781	54,054	54,546	24,790	46,707	12,893	22,455	22,030
Repair & Improvements	935	630	930	-	-	-	-	-	-	-
Bank Fees	13,612	7,795	11,067	6,426	5,704	6,206	3,842	4,086	3,658	4,649
Miscellaneous	647	2,634	5,012	10,887	6,163	2,341	3,423	4,354	5,155	3,018
Total Administrative & General Operations	629,021	470,323	436,025	511,926	564,557	403,102	446,664	426,670	513,029	702,239
Total CVB Other Contractual Services	7,633,128	6,925,786	5,758,489	7,211,558	9,477,162	8,954,668	9,293,370	11,448,740	14,465,425	13,926,771
Stimulus Funding										
Stimulus Eco-Tourism	-	-	246,700	-	-	-	200,000	-	-	-
Other Contractual Svcs. - Conv. Ctr. Incentives	-	-	-	-	-	-	-	25,900	43,627	97,514
Stimulus Marketing/Advertising CVB contract	-	227,862	1,523,703	178,995	41,509	6,818	521,480	300,000	-	-
Total Stimulus	-	227,862	1,770,403	178,995	41,509	6,818	721,480	325,900	43,627	97,514
County Direct										
Other Contractual Services	-	-	-	-	3,000	-	-	-	-	-
Moving Expenses	-	-	-	1,739	-	-	-	-	-	-
Telecommunication	34,616	31,580	27,079	24,541	7,655	-	-	-	-	-
Rent	449,086	467,104	485,739	374,759	291,920	291,920	291,920	291,920	291,920	243,266
Coop Advertising	29,780	21,000	15,000	39,923	-	45,000	-	-	-	-
IG Fee	-	-	-	7,763	13,075	18,208	13,041	16,784	17,127	22,733
Total County Direct	513,482	519,684	527,818	448,725	315,650	355,128	304,961	308,704	309,047	265,999
Transfer - Out	653,800	-	50,000	-	15,000	-	-	-	-	-
Total Expenditures/Transfers Out	8,800,410	7,673,333	8,106,710	7,839,278	9,849,321	9,316,614	10,319,811	12,083,344	14,818,099	14,290,284
CVB - Reserves	4,079,811	5,322,204	4,129,984	3,953,912	2,736,721	2,655,321	3,816,157	4,687,673	4,320,419	4,898,854
Total Convention & Visitors Bureau	\$ 12,880,221	\$ 12,995,537	\$ 12,236,694	\$ 11,793,190	\$ 12,586,042	\$ 11,971,935	\$ 14,135,968	\$ 16,771,017	\$ 19,138,518	\$ 19,189,138

(1) Staff not actual from 2008 to 2014. The number represents organizational positions

**PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
TOURISM PROMOTION
RESERVES**

<u>FUND1454-TOURISM PROMOTION</u>	2017 <u>ACTUAL</u>
BALANCE FORWARD	\$ 4,320,419
BED TAXES	\$ 15,376,996
INTERDEPARTMENTAL INCOME	3,395
INTEREST INCOME	78,087
OTHER INCOME	4,250
TRANSFER IN STIMULUS- 1ST CENT Fd-1458	-
TOTAL REVENUES	<u>\$ 15,462,728</u>
 TOTAL AVAILABLE FUNDS	 \$ 19,783,147
 TDC ADMIN	 \$ 831,876
OTHER CONTRACTUAL SERV. DISCOVER	13,926,771
OTHER CONTRACTUAL SERV. DISCOVER- STIMULUS	-
ADVERTISING-STIMULUS-ECO-TOURISM	-
OTHER CONTRACTUAL SERV. CONV. CTR. INCENT.-STIM.	97,514
RENT- OFFICE SPACE - CVB	243,265
TAX COLLECTOR COMMISSION - TDC	230,655
INSPECTOR GENERAL FEE	22,733
LESS OPERATING EXPENSE - CHARGE OFFS (TDC)	(468,522)
TOTAL EXPENDITURES	<u>\$ 14,884,293</u>
 RESERVES	 <u>\$ 4,898,854</u>

Cultural Council Of Palm Beach **County**

FY 2018 Budget

- **Overview**
- **Organizational Chart**
- **Performance Measures**
- **Budget Summary**
- **Program Budget**
- **Category “B” Grant Awards**
- **Category C II Grant Awards**
- **Historical**
- **Reserves**

CULTURAL COUNCIL OF PALM BEACH

CULTURAL COUNCIL'S MISSION

CHAMPION. ENGAGE. GROW.

Fulfilling the need for arts and cultural experiences in Palm Beach County.

The Cultural Council was established in 1978 as the Palm Beach Council of the Arts in order to promote economic development through arts and culture in Palm Beach County. The organization operates as a not-for-profit corporation (501c3) and has contracted with Palm Beach County for more than 30 years to promote and market the County as a major cultural tourism destination. Their Information Center, Galleries, store and offices are located at 601 Lake Avenue, Lake Worth, Florida 33460 in the Robert M. Montgomery, Jr. Building.

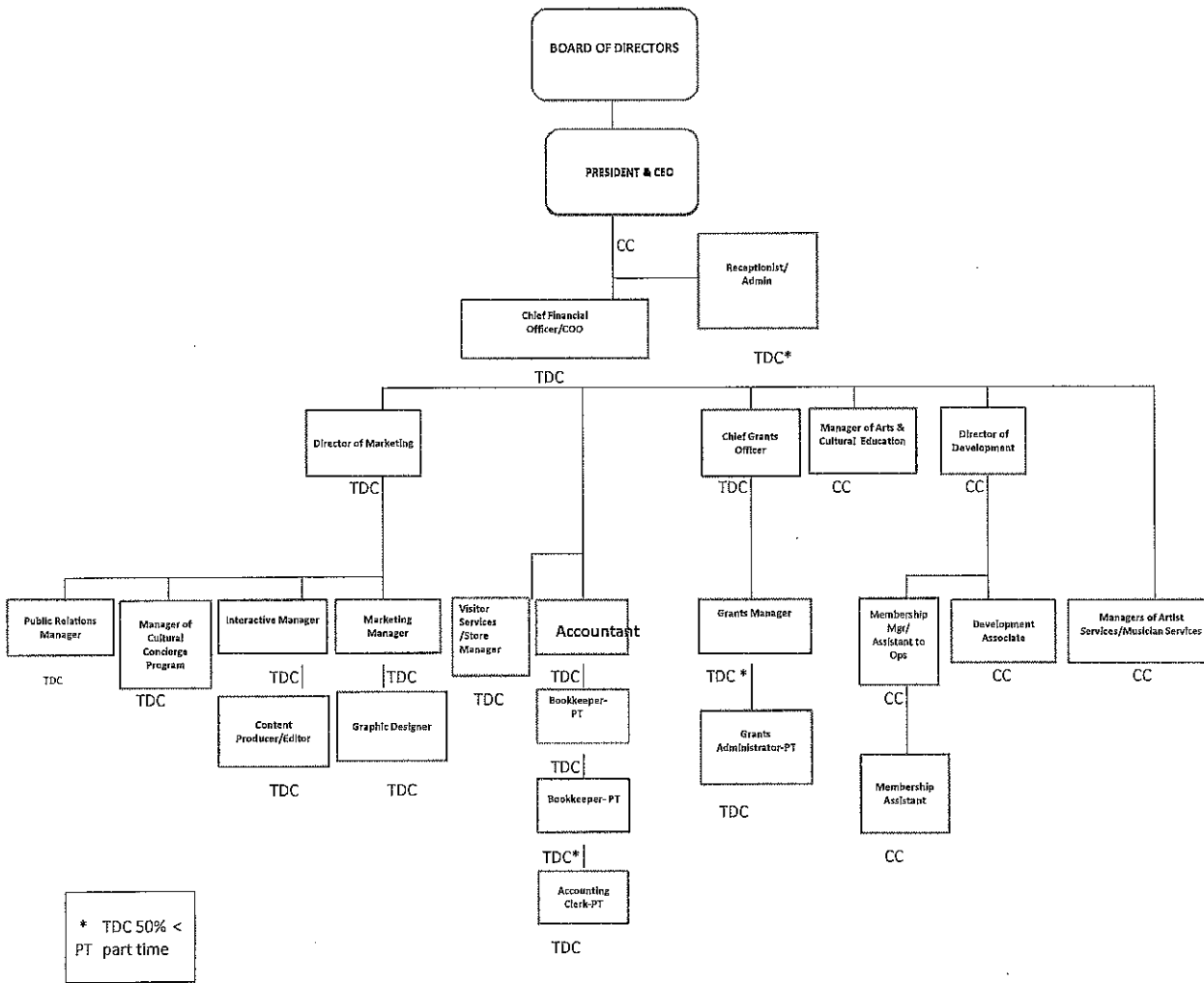
The Cultural Council receives 20.72 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed tax to fund cultural tourism programs including grants. Currently the Cultural Council has 22 employees.

The Cultural Council is responsible for administering the Category B grants for major cultural organizations and Category CII grants to mid size cultural organizations within their program. The Council has been innovative and influential in creating funding mechanisms for cultural organizations and artists in the county, and is an active member of the South Florida Cultural Consortium and Florida Cultural Alliance.

The Cultural Council serves the Palm Beach County Community and the Board of Commissioners through the oversight of the Tourist Development Council in partnership with the Film and Television Commission, Discover Palm Beach County, PBC Department of Environmental Resource Management (Beach Programs) and the Sports Commission.

CULTURAL COUNCIL OF PALM BEACH COUNTY
Organizational Chart

Revised March 2017



FY 2018 OBJECTIVES

- 1 The Cultural Council will continue to expand its destination marketing efforts through grants to eligible nonprofit cultural organizations.
- 2 The Cultural Council will increase cultural tourism to Palm Beach County through a fully integrated marketing campaign that includes advertising, public relations, promotion, social media and event marketing.
- 3 The Cultural Council will target advertising to the NE markets from September through April and Florida drive market from June through August.
- 4 The Cultural Council will expand its co-op advertising opportunities for member organizations and grantees and offer high perceived value bundling.
- 5 The Cultural Council will continue to develop and promote the Cultural Concierge program, which includes refining the goals and increasing the number of hotel partners, implementing a content strategy and building on value proposition.
- 6 The Cultural Council will create two events in top feeder markets to further attract cultural tourists to The Palm Beaches.
- 7 The Cultural Council will continue the tourism content in art&culture magazine and cross-market this content online.
- 8 The Cultural Council will promote the Robert M. Montgomery, Jr. building as a cultural hub, where visitors to the county (as well as locals) can get information and advice from the Cultural Concierge and through our kiosk of brochures and other publications.
- 9 The Cultural Council will fully utilize social media – Facebook, Twitter, Instagram, YouTube -- to connect with cultural tourists.
- 10 The Cultural Council will provide both technical and professional development for the cultural industry in order to build capacity and sustainability within the industry.

PERFORMANCE MEASUREMENTS

Cultural Council	<u>Actual</u> FY 2016	<u>Estimated</u> FY 2017	<u>Projected</u> FY 2018	<u>Category</u>	<u>Obj.</u>
Performance Measure Description					
Advertising and social media leads:	8,250	9,000	10,500	Output	2,3,5,6,9
Website visits:	635,014	700,000	750,000	Demand	2,3,7,9
Visitors to the Cultural Council:	9,593	11,000	12,000	Outcome	8,9
Size of out-of-county audience:	1,320,162	1,500,000	1,525,000	Demand	1,2,3,4,5,6,7,10
Estimated number of cultural room nights- visitc	552,613	575,000	585,000	Demand	1,2,3,4,5,6,7,10
Direct room nights from Grantees	17,206	18,000	20,000	Demand	1,2,3,4,5,6,7,10
Number of cultural audiences	3,837,591	3,900,000	3,930,000	Demand	1,2,3,4,5,6,7,10

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Adopted
CATEGORY B - FUND 1455	2015	2016	2016	BUDGET	BUDGET	2017	BUDGET
	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 2,135,734	\$ 1,764,011	\$ 1,764,011	\$ 1,279,671	\$ 1,729,362	\$ 1,729,362	\$ 1,748,439
BED TAX REVENUES	\$ 5,754,727	\$ 6,398,090	\$ 6,147,023	\$ 6,366,034	\$ 6,366,034	\$ 6,658,432	\$ 6,929,187
INTEREST INCOME	\$ 38,903	\$ 32,797	\$ 38,622	\$ 38,084	\$ 38,083	\$ 38,279	\$ 33,162
OTHER INCOME	\$ -	\$ 1,472	\$ 1,472	\$ -	\$ -	\$ -	\$ -
TRANSFER IN- 1ST CENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (320,206)	\$ (320,206)	\$ -	\$ (348,117)
TOTAL AVAILABLE FUNDS	\$ 7,929,364	\$ 8,196,370	\$ 7,951,128	\$ 7,363,583	\$ 7,813,273	\$ 8,426,073	\$ 8,362,671
CULTURAL COUNCIL CONTRACT	\$ 2,198,526	\$ 2,123,922	\$ 2,315,828	\$ 2,372,986	\$ 2,372,986	\$ 2,372,986	\$ 2,534,638
CULTURAL ARTS GRANTS CAT B	\$ 3,018,000	\$ 3,650,000	\$ 3,650,000	\$ 3,600,000	\$ 3,600,000	\$ 3,600,000	\$ 3,888,000
CULTURAL ARTS GRANTS CII	\$ 397,500	\$ 449,620	\$ 449,620	\$ 445,000	\$ 445,000	\$ 445,000	\$ 480,600
COUNTY DIRECT COST	\$ 5,894	\$ 7,868	\$ 6,394	\$ 10,769	\$ 10,769	\$ 10,769	\$ 11,737
MARKETING STIMULUS CAMPAIGN	\$ 325,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 134,112	\$ 139,627	\$ 157,410	\$ 166,789	\$ 166,789	\$ 149,003	\$ 213,660
COLLECTION FEES	\$ 86,321	\$ 95,971	\$ 92,205	\$ 95,491	\$ 95,491	\$ 99,876	\$ 103,938
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 6,165,353	\$ 6,467,008	\$ 6,671,457	\$ 6,691,035	\$ 6,691,035	\$ 6,677,634	\$ 7,232,573
CULTURE RESERVES	\$ 1,764,011	\$ 1,729,362	\$ 1,279,671	\$ 672,549	\$ 1,122,239	\$ 1,748,439	\$ 1,130,098
TDC 1% CUMMULATIVE RESERVE	\$ (466,147)	\$ (530,817)	\$ (532,862)	\$ (599,772)	\$ (599,772)	\$ (597,593)	\$ (669,919)
CULTURE RESERVE NET OF TDC RESERVE	\$ 1,297,864	\$ 1,198,545	\$ 746,809	\$ 72,777	\$ 522,467	\$ 1,150,846	\$ 460,179
OVERALL EXPENSE BUDGET	\$ 7,929,364	\$ 8,196,370	\$ 7,951,128	\$ 7,363,583	\$ 7,813,273	\$ 8,426,073	\$ 8,362,671

PALM BEACH COUNTY
 Tourist Development Council
 Cultural Council of Palm Beach County, Inc.
 FY 2018 Program Budget

Department	Actual		Proposed	Amended	Forecast	Budget
	FY 2015	FY 2016	Budget FY 2017	Budget FY 2017	FY 2017	FY 2018
<u>Salaries & Related</u>						
Salary and Wages	551,980	712,952	742,427	742,427	720,000	790,118
PR Taxes & Benefits	121,716	165,811	224,708	224,708	175,000	223,821
Total Staffing*	673,696	878,763	967,135	967,135	895,000	1,013,938
<u>Marketing and Related</u>						
Advertising	1,191,175	849,883	850,000	850,000	850,000	1,025,000
Agency Services/Web Design	16,831	14,423	57,500	57,500	57,500	25,300
Events, Meetings & Conferences/Innovation	17,790	51,457	73,000	73,000	79,135	72,000
Freight & Delivery	28,662	5,601	31,000	31,000	31,000	6,000
Postage	3,779	2,168	7,000	7,000	7,000	5,000
Printing	17,743	9,173	70,000	70,000	70,000	10,000
Surveys & Studies	21,983	26,267	36,500	36,500	36,500	36,500
Travel	10,113	20,430	15,000	15,000	15,000	15,000
Video/Radio & Other	20,000	-	-	-	-	-
Public Relations		57,924	58,400	58,400	62,400	100,000
Total Marketing & Related*	1,328,077	1,037,326	1,198,400	1,198,400	1,208,535	1,294,800
<u>General & Administrative</u>						
Equipment Rental	1,394	1,394	5,500	5,500	5,500	5,500
Membership & Subscriptions	33,889	35,814	37,000	37,000	37,000	37,000
Outside Professional Services	55,324	55,971	48,000	48,000	110,000	52,500
Repairs & Maintenance	10,249	5,680	6,000	6,000	6,000	6,000
Supplies	12,430	15,851	14,000	14,000	14,000	15,250
Equipment	6,824	7,958	7,500	7,500	7,500	18,200
IT Service	9,805	9,807	13,000	13,000	13,000	13,000
Telephone/Internet	13,029	15,190	15,000	15,000	15,000	16,000
Insurance	8,840	14,112	10,750	10,750	10,750	11,750
Other Office Expense	2,739	3,828	4,500	4,500	4,500	4,500
Building Overhead	42,230	42,228	46,200	46,200	46,200	46,200
Total General & Administrative*	196,753	207,833	207,450	207,450	269,450	225,900
Total TDC Contract Expense	2,198,526	2,123,922	2,372,985	2,372,985	2,372,985	2,534,638
<u>Marketing Stimulus/Investment Plan</u>						
Other Contract Services	325,000					
Total Marketing Stimulus/Investment Plan	325,000	-	-	-	-	-
<u>County Direct</u>						
Category B Grants	3,018,000	3,650,000	3,600,000	3,600,000	3,600,000	3,888,000
Category C II Grants	397,500	449,620	445,000	445,000	445,000	480,600
TDC Chargeoff	134,112	139,627	166,789	166,789	149,003	213,660
Inspector General Fee	5,893	7,868	10,769	10,769	10,769	11,737
Transfers In/Out						
Tax Collector Fees	86,321	95,971	95,491	95,491	99,876	103,938
Total County Direct	3,641,826	4,343,086	4,318,049	4,318,049	4,304,648	4,697,935
	6,165,352	6,467,008	6,691,034	6,691,034	6,677,633	7,232,573
Reserves	1,764,011	1,729,362	1,122,239	1,122,239	1,748,439	1,130,098
Total Cultural Council	7,604,363	8,196,370	7,813,273	7,813,273	8,426,072	8,362,671

* Contract Line Items



EXECUTIVE SUMMARIES FOR CATEGORY B, MAJOR INSTITUTIONS 2017-2018 GRANT AWARDS

Adolph & Rose Levis Jewish Community Center

Amount Awarded: \$86,863.00

The mission of the Levis JCC's Sandler Center is to provide a welcoming environment and a sense of community for active adults of all ages to pursue high quality and enriching cultural, educational, social and recreational experiences. The Levis JCC embraces all individuals without regard to race, color, gender, sexual orientation, religion, disability, or national origin.

With 25 years of excellence in cultural arts programming, the Arts, Culture and Learning program at the Levis JCC Sandler Center offers high quality and enriching programs in the areas of literary arts, visual arts, theatrical performances, intellectual and stimulating lectures and courses, film screenings and discussions, and social activities for adults 50 and over.

Category B grant dollars will be used to support (delete: Levis JCC marketing staff) outside marketing personnel, advertising, PR and marketing campaigns, and artists fees.

Boca Raton Museum of Art, Inc.

Amount Awarded: \$209,453.00

The Boca Raton Museum of Art will present 10+ exhibitions in the 17/18 season that further the Museum's curatorial interests while holding special relevance for our community and promoting arts and culture. Exhibitions include Alex Katz, George Ohr/Ceramics, and Contemporary Photography Forum, all of which will greatly add to our community's national and international reputation as an important arts destination. In tandem with exhibitions, the BRMA will present an array of dynamic education, outreach, collaborative programs, and events that will benefit and attract visitors and residents to our Museum.

In addition to presenting Museum exhibitions and programs, the BRMA will contribute to the cultural, educational, and economic vitality of South Florida through our Art School, Artists' Guild Gallery, and Annual Juried Outdoor Art Festival.

Grant funds will be used to support the BRMA's marketing staff, outside artistic services, and direct marketing and advertising expenses.

FAU Foundation Inc. / Dorothy F. Schmidt College of Arts and Letters

Amount Awarded: \$137,067.00

FAU's Dorothy F. Schmidt College of Arts and Letters, including its School of the Arts, is a vibrant regional asset with a prolific schedule of public programming for PBC residents and visitors. A schedule of more than 150 events (more than 500 public activities) are presented annually featuring world renowned scholars, authors, performers, artists, and distinguished filmmakers, as well as emerging talent in dedicated venues on the Boca Raton and Jupiter campuses and in community based settings. Attendees will enjoy visiting professional, faculty and student exhibitions and performances within the Visual Arts, Theatre, Dance, Music, University Galleries (2), Living Room Theaters, as well as more than 90 public lectures, workshops and national/international conferences. Grant funding enhances marketing and publicity efforts, targeting programs that attract out-of-county visitors to Palm Beach County while enhancing the quality of life for residents and guests within our community.

Henry Morrison Flagler Museum

Amount Awarded: \$221,009.00

The Henry Morrison Flagler Museum is a National Historic Landmark and nationally accredited museum that interprets Whitehall and America's Gilded Age through exhibitions and tours, ongoing historic preservation and conservation, and cultural programming. Special Exhibitions for 2017-18 will focus on the untold story of the World War I Aviator and Ignaz Gaugengigl, who specialized in Gilded Age portraits, etchings, and historical paintings. The Music Series will present internationally acclaimed chamber music performances and the Lecture Series will host scholars and authors in the Grand Ballroom. Programs will include the Christmas Tree Lighting, Holiday Evening Tours, a new Spring Family Event, Easter Egg Hunt, and off-season Pop Up activities. Free admission will be provided on Founder's Day. Tourist Development grant dollars will be used to market and promote cultural programming and support marketing staff; performers, and lecturers; and outside services and supplies for programs.

Loggerhead Marinelife Center, Inc.

Amount Awarded: \$225,703.00

LMC's rapid growth has attracted a global gaze. With connections rooted locally, nationally and internationally, we constantly invite the world to visit us in Juno Beach, Florida. In 2016, we established new hotel, retail (Makai Clothing Co. and Wanderer Bracelets), and conservation (Iniciativa Carey Del Pacifico Oriental - ICAPO) partnerships. We have established a global audience through our strides to provide all guests with a global perspective on conservation issues facing sea turtles and oceanic environments. The funds acquired through this grant enable our marketing department to adequately provide LMC with substantial marketing support and high-quality materials in order to enhance our

programs and increase visitors. We plan to use grant dollars to cover the costs of traditional and non-traditional marketing and advertising such as magazine advertisements, camp guides, calendar listings, outside professional services, video advertisements and social media ad campaigns.

Loxahatchee River Historical Society, Inc.

Amount Awarded: \$93,055.00

Jupiter Inlet Lighthouse & Museum offers diverse visitor experiences for national & international tourists, visitors from throughout Florida, local residents, students, veterans, & seniors. We provide today's eco-heritage visitors with personal & active experiences to explore "History Shaped by Nature." Visitors are offered a variety of programs that illuminate 5,000 years of history & showcases rare Florida habitats. TDC Grant funding will help us successfully promote these unique programs.

Maltz Jupiter Theatre, Inc.

Amount Awarded: \$221,490.00

The Maltz Jupiter Theatre is an award-winning, professional, not-for-profit regional theater dedicated to the performing arts whose mission is to entertain, educate and inspire the community. The 2017/18 season will include five main season productions for a total of 104 performances. The season lineup includes: Born Yesterday, Newsies, Hairspray, An Inspector Calls, and South Pacific. The grant funds will be used to support marketing/advertising efforts for all performances as well as professional artist fees.

Miami City Ballet, Inc.

Amount Awarded: \$182,008.00

A grant from the Cultural Tourism Development Fund will support Miami City Ballet's 2017/18 Season in Palm Beach County, which will feature four Company premieres from America's most beloved dance masters, a special Jerome Robbins Festival hosted in celebration of the iconic choreographer's centennial, a world premiere commission from choreographer Brian Brooks, and an exciting new production of George Balanchine's The Nutcracker® that features new sets and costumes designed by Isabel and Ruben Toledo. In the community, MCB will launch a brand new two-week Summer Dance Camp in Palm Beach County, allowing young dancers to receive premier dance training in a fun and welcoming environment. Palm Beach County's investment in Miami City Ballet – a cultural anchor in Florida and an internationally-acclaimed ballet company – will sustain our ability to present exceptional artistry that inspires people of all ages and backgrounds through our belief that everyone deserves great art.

The Morikami, Inc.

Amount Awarded: \$181,365.00

Morikami Museum and Japanese Gardens proposes a marketing strategy to promote programs, exhibits, classes, lectures and festivals to our broadening customer base of out of area visitors, with particular focus on northern Palm Beach County. Morikami continues

to evolve and expand; Our newly renovated and technologically upgraded Morikami Theater, expanded galleries and gardens improvements are attracting a growing audience of sophisticated travelers. Our program documents past successes and presents future goals and reiterates our commitment to fully supporting the efforts of Palm Beach County to present itself as a premier tourist destination offering unique quality cultural experiences for discerning visitors and residents alike.

Norton Museum of Art, Inc.

Amount Awarded: \$226,305.00

In 2017-2018, the Norton will present diverse exhibitions and programming designed to engage a broad range of audiences. Special exhibitions will complement the Museum's world-class permanent collection, which today includes more than 7,000 works of art. A wide array of educational programming designed for students and art lovers of all ages and backgrounds will interpret the works on view. Admission will be free for all.

At the same time, the Museum will prepare for the future with The New Norton, a \$100 million expansion and renovation project, designed by internationally renowned architecture firm Foster + Partners and scheduled for completion in 2019.

Grant funding will support advertising expenses, the salaries of marketing personnel, and the hiring of Polskin Arts & Communications Counselors, a national cultural public relations firm. Together, these efforts will promote Palm Beach County to a broad audience that includes cultural tourists from around the world.

Old School Square Center for the Arts, Inc.

Amount Awarded: \$164,112.00

Old School Square is fundamentally committed to reaching into every corner of our community to understand the tastes, budgets, and priorities of the people who call Delray Beach home, and engineering a continual stream of cultural events, educational opportunities, and participatory activities to delight them. All our decisions are weighted by our expressed desire to establish programming and events that serve the interests of the local business community. Highly valued TDC grant dollars have historically been used to underwrite the costs of providing quality programming for residents, visitors, and tourists. This helps us to produce quality marketing deliverables and strategies with significant reach throughout the region and State, assuring our venues are enjoyed at full capacity. Our historic, true multi-disciplinary campus served as the catalyst for the renaissance of Delray Beach over the past 25 years and is preparing to embark on a bold new tack for its second quarter century.

Palm Beach Dramaworks, Inc.

Amount Awarded: \$169,328.00

Dramaworks currently attracts more than 40,000 residents and tourists to Downtown West Palm Beach annually and is recognized for playing a vitally important role in the cultural

and economic development of our community. We continue to create opportunities for visitors to engage in thought provoking theatre experiences through professional productions of new and seldom-seen works, as well as educational programs targeted to both youth and adult students. Our productions have been hailed by critics in South Florida, and nationally by The Wall Street Journal as one of the country's leading regional theatres.

Funding from the Cultural Tourism Development Fund will assist us in expanding our marketing efforts to reach new patrons, enhancing our programming to attract a more diverse audience, and increase our ability to attract nationally recognized, high-profile guest artists and directors.

Palm Beach Opera, Inc.

Amount Awarded: \$172,939.00

Funds provided by the Tourism Development Council will support Palm Beach Opera's (PBO) 17/18 season including mainstage opera productions, education and community engagement programs for children and adults, and marketing efforts that will positively impact 29,000 residents and visitors. PBO estimates that its 17/18 programming, including programs not funded as part of this grant, will engage 31,000+ audience members.

PBO aims to fulfill its mission and promote cultural vitality in Palm Beach County by presenting high quality opera programming that enriches the cultural fabric of our community. In 17/18, PBO will grow a diverse, sustainable audience through meaningful audience development programs, strategic marketing practices, and education and community engagement offerings that ensure opera is accessible for all audience members. PBO will sustain and advance the opera art form through artist development programs and co-production collaborations with national opera companies.

Palm Beach Photographic Centre, Inc.

Amount Awarded: \$173,741.00

The Palm Beach Photographic Centre is one of the most unique photographic institutions in the world. The series of seminars and workshops is recognized as the best of its kind because of the quality of master artists who teach at the Centre. The Centre presents year-round exhibitions in its museum gallery, 40 master photography and digital imaging workshops, 12 museum and gallery exhibitions and year-round community education programs. In addition, the Centre will present FOTOfusion 2018, the 23rd annual internationally recognized festival of photography that attracts worldwide participation. The grant dollars will be used for the marketing, promotion, and presentation of the Photographic Centre's programs and festival.

Palm Beach State College

Amount Awarded: \$136,425.00

Palm Beach State College's Theatres will present a season of high quality live performing arts experiences, outreach and visual art exhibits that are designed to serve a broad base of constituents through 4 venues in 3 regions of Palm Beach County – The Dolly Hand Cultural Arts Center in Belle Glade, the Duncan Theatre and Stage West in Lake Worth and the Eissey Campus Theatre in Palm Beach Gardens. Artists have been selected from around the globe to share their talents with residents, youth & visitors from the far western boundaries to the eastern seaboard of Palm Beach County & beyond, serving 7 South Florida counties. Grant funds will be used to enhance and expand the quality and scope of artists presented.

Raymond F. Kravis Center for the Performing Arts, Inc.

Amount Awarded: \$229,194.00

A premier performing arts center in the Southeast with a growing national and international reputation, the Raymond F. Kravis Center for the Performing Arts is an economic catalyst and magnet for cultural tourists and local audiences seeking artistic excellence. In 2015-2016, the Kravis Center welcomed nearly 430,000 people to its concert halls and education programs. The TDC grant funds will sustain excellence in performing arts programming by funding touring artist fees. Overall, the Kravis Center budgets \$7.273 million in outside artist fees and \$1.775 million to market these artists' performances. These touring artists have a significant economic impact: in 2015-2016 they booked 4,404 hotel rooms in Palm Beach County. The Center has also made a sustained commitment to community engagement and enrichment, and its non-TDC-grant-funded educational programs serve nearly 59,000 local young people and more than 4,000 adults each year.

South Florida Science Center and Aquarium, Inc.

Amount Awarded: \$184,976.00

The South Florida Science Center and Aquarium is a major Palm Beach County destination for top-rated museum exhibits, entertaining live events and cutting-edge science classes and computer/robotics clubs. In the coming two-year period covered by the grant, More than 450,000 walk-in visitors and students of all ages will view blockbuster exhibits like Astronaut, Butterfly Mazes and Mythbusters, and participate in more than 100 on-campus events like Science of Chocolate, Shark Week, Silver Science, Nights at the Museum, Molecubar, Nerd Night, Palm Beach Hackathon and much, much more.

Guests will have the opportunity to play our new miniature golf course – designed by Gary Nicklaus and Jim Fazio -- and catch a planetarium show in our newly refreshed theater. Our new permanent exhibit – A Journey through the Human Brain – will open early in 2018. This exhibit is designed as an immersive “walk through” experience that will be remembered by our guests long after exiting the facility.

SunFest of Palm Beach County, Inc.

Amount Awarded: \$221,009.00

SunFest, Florida's largest music, art and waterfront festival, extends 3/4 of a mile along the scenic, palm tree-lined waterfront in West Palm Beach from Banyan Street to Lakeview Avenue. The festival attendance is 170,000 with 30% of attendees from outside Palm Beach County. The 2018 event is scheduled for May 2-6. SunFest has established a national reputation for its outstanding culturally diverse entertainment lineup.

The grant dollars will be allocated towards the entertainer costs. The prestige of a national roster of entertainment provides a substantial marketing value across paid and unpaid marketing and media that drives tourism.

The Armory Art Center, Inc.

Amount Awarded: \$130,005.00

For thirty years, the Armory Art Center has provided high quality visual arts education, lectures and exhibitions to a diverse cultural and multigenerational student body. The Armory offers over 170 classes and 100 workshops year-round in ceramics, drawing, painting, jewelry, glass, photography & digital media, printmaking, fibers, and sculpture. For the entirety of its history, the Armory Art Center has been a champion of underrepresented and emerging artists, offering residencies, discounted studio spaces, and the opportunity to exhibit art in a professional setting. With the knowledge that the visual arts are, among many things, a form of communication, our 12 yearly exhibitions are an opportunity for the community to explore the work of our students alongside local and national artists. TDC grant dollars are used to promote Master Artist Workshops, the West Palm Beach Arts Festival, Summer Art Camp, exhibitions, art classes, and public programs.

The Boca Raton Historical Society, Inc.

Amount Awarded: \$81,862.00

The Welcome Center engages visitors with information on local businesses, hotels, restaurants, attractions and local history.

The outreach programs of the BRHS&M bring Florida's history to the community in ways which are both entertaining and educational. BRHS&M is well known for its tours for residents and visitors to the area. The Museum's exhibitions feature a wide variety of subjects relating to local and Florida history such as IBM, World War II and Addison Mizner. The BRHS&M greatly expands its outreach with its award-winning website, www.bocahistory.org.

The Mizner Festival Celebration in 2018, in collaboration with the Historical Society of PBC, will commemorate the 100th anniversary of Addison Mizner's arrival in Palm Beach.

Programs, events and tours will focus on his art and legacy.

BRHS&M special events, such as Boca Bacchanal, are designed to celebrate Boca's history and lifestyle for both residents and visitors.

The Society of the Four Arts, Inc.

Amount Awarded: \$216,675.00

The Society of the Four Arts will utilize funds from this grant to promote our robust schedule of concerts, art exhibitions, telecasts, sculpture garden, films and countless other programs to a broad out-of-county audience both regionally and in key markets throughout the nation. Throughout the year, the Four Arts offers hundreds of cultural programs and offers significant value to visitors who are seeking a unique cultural experience.

The Zoological Society of the Palm Beaches, Inc. d/b/a Palm Beach Zoo & Conservation Society

Amount Awarded: \$223,416.00

In the coming years, the Palm Beach Zoo will continue to reach a broad audience with its important animal and environmental conservation message. We will continue our fruitful social media marketing efforts; our array of print, outdoor and online advertising; and active event calendar to increase visitors from South Florida and beyond. Our new exhibits and renovations, recent and planned, will ensure our facilities meet and exceed the expectations of our visitors, and are accessible to all.



EXECUTIVE SUMMARIES FOR CATEGORY C-II, MID-SIZED INSTITUTIONS 2017-2018 GRANT AWARDS

Ann Norton Sculpture Gardens, Inc.

Amount Awarded: \$35,493.00

The Ann Norton Sculpture Gardens presents "A Season of Art in the Gardens" to include a minimum of four featured exhibitions and cultural activities. Additionally, cultural events featuring ANSG's unique venue as an outdoor setting within an urban preserve will be held among the more than 250 species of rare palm cycads and tropicals, multiple species of orchids, three ponds, butterfly garden, propagation house and Ann's monumental sculptures. TDC grant dollars will support an aggressive and robust marketing/public relations plan designed to reach out-of-county residents. Specifically: Print advertising in high-profile tourist publications such as the 2017 Discover the Palm Beaches Guide, web, social media and television advertising; contracting for brochure/rack card distribution to hotels and visitor locations; outsourcing public relations counsel; marketing dollars to promote exclusive partnership with Palm Beach Modern + Contemporary.

Boca Ballet Theatre Company

Amount Awarded: \$35,906.00

Boca Ballet Theatre presents at least 3 main-stage dance concerts each season combining the artistry of high-level professional dancers with aspiring dancers; provides outstanding concert dance training for all ages; and uses our knowledge and passion for dance to provide valuable community service outreach programs.

These programs include:

BBT4PD – Bi-weekly dance classes for people living with Parkinson's disease addressing concerns of balance, flexibility, coordination, isolation and depression.

College Dance Fair – annual 3-day event for college seeking students to interview and take master classes with 9 elite dance universities.

First Step – bi-weekly dance classes for under-served children, including transportation, uniforms and laundry service.

Grant dollars will be used for professional guest artists and marketing/advertising expenses for the important programming we provide to our community.

Centre for the Arts at Mizner Park, Inc

Amount Awarded: \$37,227.00

Festival of the Arts BOCA is a literary and performing arts festival. It is more than just programming; it is a unique way of bringing world class performers, authors and speakers to Boca Raton which would be unattainable but for the special qualities of a serious cultural arts festival in a great wintertime destination. The Festival is special, because of the venue, the season, the quality and diversity of its cultural offerings and because of the opportunity for young and old to celebrate the traditions of the great arts and to be exposed to the incredible diversity of the performing and literary arts, at the highest levels.

Grant dollars are used primarily used for marketing that expands into Miami and to the north through inserts in the New York Times and digital platforms that reach across the country. A small portion will be spent on artist fees. In order to keep the Festival as a tourist destination we much present artists of the highest quality.

Expanding and Preserving Our Cultural Heritage, Inc./Spady Museum

Amount Awarded: \$26,950.00

With grant support from the Cultural Council of Palm Beach County and the Tourism Development Council, the Spady Cultural Heritage Museum's "Promoting Cultural Tourism through Museum Programming" shares with residents and tourists the rich history and cultural heritage of Palm Beach County's black communities through our educational programs, events, exhibits, and archives. Programs include the Martin Luther King, Jr. Breakfast, the Spady Living Heritage Festival, Juneteenth, Shed Sessions, Ride & Remember Trolley Tours and Delray Speaks. The museum welcomes residents and tourist to visit our exhibits from our extensive archive collection; exhibits on loan from local and national institutions or collectors; and hear in-person narration of the exhibit that is filled with local charm. "Promoting Cultural Tourism through Museum Programming" is the fundamental component in our commitment to being a center for cultural and historical understanding and awareness.

Historical Society of Palm Beach County

Amount Awarded: \$36,484.00

This year the Historical Society of Palm Beach County (HSPBC) will invest funding from the CII grant in building and sustaining its audience within Palm Beach County and promoting the Johnson History Museum as a free destination open to all residents and visitors. Attention will be focused on the upcoming special exhibition, "Shipwreck!," 9/5/17-6/30/18. Additionally, the third-floor courtroom gallery will host a series of public lectures and exhibitions to draw a diverse audience to the Johnson History Museum, and increase public engagement with authors, photographers, historians, and one another to increase understanding of our shared past. Public exhibitions and programs hosted by the HSPBC are designed to engage both adults and children from a wide geographical range worldwide, and a wide social range, from affluent and sophisticated citizens and tourists, historians, authors, educators, and students, to the economically disadvantaged who may never have visited a museum.

Mandel Jewish Community Center of the Palm Beaches, Inc

Amount Awarded: \$35,184.00

The Mandel JCC Palm Beaches Arts & Culture Program brings together The Donald M. Ephraim Palm Beach Jewish Film Festival and JCC Book Festival under the direction of the VP of Arts & Culture. Grant dollars will be used for marketing and advertising, outside professional services for PR; space rental; travel/supplies/others for film fees, film transport, film guest/author travel, presenters & speakers.

The DMEPBFFF, offers a 3-week main program in Jan.-Feb., showcasing films from around the world. The festival's March-December year-round program includes the Spring Film Series, Hot Days, Cool Flicks and Reel Matters: Heroes, Happenings & Issues.

The Book Festival runs November-April, showcasing Jewish authors and/or books of Jewish content. It promotes awareness, appreciation, and pride in the diversity of the Jewish people; strengthens community consciousness of Jewish identity, history, and culture; and provides a community forum to stimulate dynamic and provocative dialogue.

Lake Worth Playhouse, Inc.

Amount Awarded: \$35,824.00

The Lake Worth Playhouse 2017-18 Season will offer a diverse array of programming including live theatre, independent films, children's programming, live music as well as educational and volunteer opportunities for all ages. Grant dollars will be used to help the Playhouse expand marketing and public relations efforts to reach a larger, more geographically diverse audience and promote our venue as a popular and historic cultural destination in Palm Beach County. Grant dollars will also be used to expand upon our programming to meet the needs of our current patrons as well as to attract new audience members from both in and out-of-county.

Lighthouse ArtCenter Inc.

Amount Awarded: \$36,154.00

The 2017-18 calendar of exhibitions for the Lighthouse ArtCenter includes nine exhibitions, twelve receptions, and a number of relevant community events. The exhibits feature local artwork created by the young and the young at heart – from the 47th Annual K-12 Community Student Exhibition and Sale, to the Members Only Show, from master works to experimental. Our 5th Annual Lighthouse ArtCenter Plein Air Festival brings talent and cultural tourists from around the country, while the high season exhibition features significant works borrowed from acclaimed collections such as the Yale University Art Galleries and the Detroit Institute of Art. Our galleries host over 20,000 visitors a year as we employ the arts to engage, educate, and interact with our community.

Friends of the Mounts Botanical Garden, Inc.

Amount Awarded: \$35,741.00

Mounts Botanical Garden 2017/2018 programming includes educational workshops, classes, exhibits and special events with the objective of serving the community and its tourists. The programming ties into the Garden's Mission to cultivate a tropical paradise that enriches, entertains, educates and inspires while fostering an understanding of the vital relationship between nature and people. Grant dollars will be used to support marketing and promotion of these programs including but not limited to outside PR consultation, printing of brochures, Mounts newsletter and advertising.

Palm Beach Poetry Festival, Inc.

Amount Awarded: \$23,904.00

The 14th Annual Palm Beach Poetry Festival, January 15-20, 2018, features some of America's finest poets and provides a nationally recognized learning opportunity for writers of poetry and a life-enriching series of cultural events for the audience. The festival consists of 9 poetry writing workshops, 42 optional one-hour, individual conferences, 4 craft talks, 4 faculty readings, 1 special guest interview and poetry reading; and performances by slam-champion, spoken-word artists. In addition, the Festival offers social events where featured poets, workshop participants, sponsors and diverse members of the public have the opportunity to enjoy each other's company, build a sense of community and share the love of poetry. The Festival will take place, for the 13th time, at Old School Square. Grant dollars will be used to defray part of the festival's national marketing costs and the honoraria costs of the nine featured faculty poets.

Street Painting Festival Inc

Amount Awarded: \$31,291.00

The Street Painting Festival is an interactive cultural event. Street painters use pastel chalks and the asphalt as canvas to transform the streets into a temporary outdoor museum of large scale paintings .

The Festival is non-competitive. No prizes, awards or special recognition is given to the participants. All street painters participate on equal ground. School age children draw side by side professional artists fostering positive self-esteem and a sense of accomplishment..

Funding supports the Street Painting Festival event by reaching out to the youth in the community and covers the costs of chalk and artist's supplies for participation.

Funding also allows the festival to host visiting, nationally recognized artists who offer festival visitors and fellow street painters the opportunity to view and experience the work of experienced professional street painters. Funding allows the festival to be free of charge to participants and visitors.

The Boca Raton Philharmonic Symphonia, Inc.

Amount Awarded: \$34,090.00

The SYMPHONIA, is requesting funding in order to fulfill its current marketing goals, including the launch and marketing of "Connoisseur After Dark," a new and innovative Saturday evening concert series, to premiere in the 2017-18 artistic season. Designed to appeal to those ranging in age from "Baby Boomers" to "Millennials," Connoisseur After Dark will use selected musical highlights from the Sunday afternoon Connoisseur Concert Series as the evening's focal point, and employ non-traditional interactive opportunities to ensure enhanced audience engagement. A cocktail and hors d'oeuvres hour will begin the evening, providing attendees with a 'meet & greet' opportunity with conductor and soloist, and end with dinner at a 'partnered' restaurant. Connoisseur After Dark is a quality series designed to attract a new demographic of residents and visitors to Palm Beach County. It reflects The SYMPHONIA's commitment to Palm Beach County's identity as a wellspring of culture at its finest.

The Palm Beach Symphony Society, Inc.

Amount Awarded: \$37,722.00

The Palm Beach Symphony Concert Series presents orchestral concerts, from December to April, featuring Florida's finest musicians, delivering spirited and inspiring classical programs to residents and visitors of Palm Beach. Performances will take place at different locations highlighting Palm Beach's significant historical and cultural venues. Traditional performance venues such as the Kravis Center for the Performing Arts will be complimented with historical locations including the Society of the Four Arts, Mar-a-Lago Club, and Bethesda-by-the-Sea. In addition to these venues, the symphony will continue its reach up north by performing at Benjamin Hall at the Benjamin Upper School in Palm Beach Gardens and present a free community concert at the Meyer Amphitheater. Funding will be used to support the concert series artists and the marketing efforts that promote the concert series as well as the outstanding musicians and world-renowned guest artist that perform during the concerts.

Young Singers of the Palm Beaches, Inc.

Amount Awarded: \$38,630.00

Young Singers of the Palm Beaches is Palm Beach County's award winning children and youth community choir based at the Kravis Center for the Performing Arts. Our 360 singers rehearse weekly, from September through May. We also have over 1,000 children in after school programs, in addition to a program in Belle Glade, Florida. Funds from the TDC will be used for marketing staff, advertising for auditions and concerts, and rental of concert space.

Cultural Council of Palm Beach

Line Item History
2003 to Present

Staff	6	6	8	8	9	10	10	10	10	10	11	12	19	23	21	
	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	
Salaries & Related																
Salary and Wages	124,205	124,478	200,497	273,220	318,292	346,998	432,993	401,351	416,678	440,036	460,444	504,561	551,980	712,952	719,654	
PR Taxes & Benefits	28,164	30,479	41,854	60,294	77,537	71,328	93,977	78,476	95,734	97,669	102,243	109,936	121,716	165,811	174,557	
Contract Staff	76,351	103,244	39,562	-	-	-	-	-	3,981	-	-	-	-	-	-	
Total Staffing	228,720	258,201	281,913	333,514	395,829	418,326	526,970	479,827	516,393	537,705	562,687	614,497	673,696	878,763	894,211	
Marketing and Related																
Advertising	35,393	71,469	134,567	134,688	124,431	121,214	25,498	24,964	35,217	79,623	261,403	153,203	1,191,176	849,883	916,773	
Agency Services/Web Design	29,908	37,405	42,628	58,564	54,828	42,175	8,953	12,838	9,328	21,789	28,497	59,586	16,831	14,423	17,177	
Events, Meetings & Conferences	2,430	7,055	14,632	18,827	33,793	37,871	2,448	1,700	5,120	10,247	8,623	6,595	17,790	51,457	46,889	
Freight & Delivery	30,779	22,121	32,440	40,158	58,931	71,580	15,450	9,648	13,328	18,217	17,134	20,907	28,662	5,601	0	
Postage	6,421	7,866	8,749	13,154	7,915	8,698	5,273	11,316	1,650	1,783	8,028	5,590	3,779	2,168	1,897	
Printing	71,498	117,043	96,624	120,135	53,807	62,795	69,317	44,302	42,669	58,679	77,949	67,584	17,743	9,173	31,144	
PR Expense/Media Events	1,550	6,831	8,280	-	-	-	-	-	-	-	-	-	-	-	93,705	
Natl. Media Events	5,179	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Surveys & Studies	9,644	3,250	112	9,021	5,025	1,950	1,500	1,050	1,500	3,767	2,938	10,597	21,983	26,267	27,201	
Travel	8,295	9,099	10,368	16,014	18,110	16,052	4,280	1,925	12,158	9,960	14,232	10,655	10,113	20,430	18,686	
Video/Radio & Other	226	5,001	11,052	11,416	12,970	20,751	16,900	11,600	10,900	14,435	9,600	12,911	20,000	57,924	0	
Total Marketing & Related	201,323	287,140	359,452	421,977	369,810	383,086	149,619	119,343	131,870	218,500	428,404	347,628	1,328,077	1,037,326	1,153,472	
General & Administrative																
Equipment Rental	10,646	9,713	10,667	6,639	7,444	6,974	7,656	5,798	5,838	5,382	5,826	2,361	1,394	1,394	1,732	
Membership & Subscriptions	909	1,980	4,717	5,837	28,225	29,802	27,448	6,452	26,054	40,409	28,190	30,954	33,889	35,814	45,199	
Outside Professional Services	1,566	9,151	19,072	16,999	20,755	16,768	16,704	17,412	23,970	34,780	37,873	43,702	55,324	55,971	111,379	
Repairs & Maintenance	788	1,838	-	60	939	1,898	3,359	3,161	3,095	2,687	2,698	3,288	10,249	5,680	1,863	
Supplies	5,405	5,415	6,873	18,546	14,348	13,501	10,615	6,469	12,165	17,505	11,155	15,719	12,430	15,851	14,803	
Equipment	-	-	-	-	15,820	2,387	-	70	16,513	15,379	6,958	3,394	13,029	7,958	9,400	
IT Service	-	-	-	-	-	-	-	-	1,568	17,088	8,215	9,184	8,840	9,807	12,631	
Telephone/Internet	8,909	7,049	14,558	16,774	14,079	11,749	5,621	5,325	16,141	12,942	16,000	15,405	2,739	15,190	14,633	
Insurance	-	-	-	-	-	-	-	5,684	6,866	7,083	9,844	9,805	14,112	16,733		
Other Office Expense	698	-	1,567	8,381	8,151	10,481	5,770	10,801	5,644	4,411	2,134	2,430	6,824	3,828	2,085	
Office Rent	-	-	-	37,045	40,419	40,558	39,983	38,975	39,417	41,664	41,000	42,230	42,230	42,228	46,200	
Total General & Administrative	28,921	35,146	57,454	110,281	150,180	134,118	117,156	94,463	156,089	199,113	167,132	178,511	196,753	207,833	276,658	
Total TDC Contract Expense	458,964	580,487	698,819	865,772	915,819	935,530	793,745	693,633	804,352	955,318	1,158,223	1,140,636	2,198,526	2,123,922	2,324,341	
Stimulus	-	-	-	-	-	-	36,989	57,711	-	-	-	-	325,000	-	-	
County Direct																
Category B Grants	1,783,705	2,110,099	2,600,000	2,990,000	3,196,783	2,803,218	1,862,795	1,564,000	1,612,472	2,064,892	2,423,000	2,679,754	3,018,000	3,650,000	3,600,000	
Category B Stimulus Grants	-	-	-	-	-	-	109,316	206,138	-	-	-	-	-	-	-	
Category C II Grants	-	-	-	-	-	400,000	251,592	197,936	222,600	280,000	322,000	385,000	397,500	449,620	445,000	
Category CII Stimulus Grants	-	-	-	-	-	-	11,409	31,068	-	-	-	-	-	-	-	
TDC Indirect Cost	179,388	172,407	189,411	184,620	206,647	233,809	231,740	209,177	102,444	93,830	111,524	132,555	134,112	139,627	153,814	
Inspector General Fee	-	-	-	-	-	-	-	-	3,381	4,877	6,393	4,579	5,893	7,868	11,920	
Tax Collector Fees	42,738	49,252	55,635	58,179	56,085	54,977	43,901	45,669	50,250	54,313	60,468	67,190	86,321	95,971	98,907	
Total County Direct	2,005,831	2,331,758	2,845,046	3,232,799	3,459,515	3,492,004	2,510,753	2,253,988	1,991,147	2,497,912	2,923,385	3,269,078	3,641,826	4,343,086	4,309,641	
Transfer Out- Special Projects	-	-	-	-	-	-	-	-	-	5,000	-	-	-	-	-	
Total Expenditures/Transfers Out	2,464,795	2,912,245	3,543,865	4,098,571	4,375,334	4,427,534	3,341,487	3,005,332	2,795,499	3,458,230	4,081,608	4,409,714	6,165,352	6,467,008	6,633,982	
Reserves	946,990	1,352,010	1,565,848	1,429,193	881,358	567,745	690,887	768,108	1,381,862	1,770,287	1,712,868	2,135,734	1,764,011	1,729,362	1,731,206	
Total Cultural Council	3,411,785	4,264,255	5,109,713	5,527,764	5,256,692	4,995,279	4,032,374	3,773,440	4,177,361	5,228,517	5,794,475	6,545,448	7,929,363	8,196,370	8,365,188	

**PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 CULTURAL COUNCIL
 RESERVES**

<u>FUND 1455-CULTURAL COUNCIL</u>	<u>2017 ACTUAL</u>
BALANCE FORWARD	\$ 1,729,362
BED TAXES	\$ 6,593,778
INTEREST INCOME	41,665
OTHER INCOME- REBATE	382
TOTAL REVENUES	<u>\$ 6,635,826</u>
TOTAL AVAILABLE FUNDS	\$ 8,365,188
OTHER CONTRACTUAL SERVICES	\$ 2,324,341
CATEGORY "B" GRANTS	3,600,000
CATEGORY "CII" GRANTS	445,000
TDC INDIRECT	153,814
TAX COLLECTORS COMMISSION	98,907
INSPECTOR GENERAL FEE	11,920
OTHER CONTRACTUAL SERVICES-STIMULUS	-
TOTAL EXPENDITURES	<u><u>\$ 6,633,982</u></u>
RESERVES	<u><u>\$ 1,731,206</u></u>

PALM BEACH COUNTY
Sports Commission

FY 2018 Budget

- **Overview**
- **Organizational Chart**
- **Performance Measures**
- **Budget Summary**
- **Program Budget**
- **Historical**
- **Reserves**

PALM BEACH COUNTY SPORTS COMMISSION

SPORTS COMMISSION MISSION

Promote and market PBC as a sports tourism destination on a national and international level. Develop and attract sporting events and activities to PBC that stimulate bed tax revenue and create economic impact (focus on the off-season). Maximize utilization of County facilities and improve the quality of life through sports.

The Sports Commission (PBCSC) is a 501c.3 organization contracted by Palm Beach County to promote and market County as a major sports tourism destination. Their office is located at 2195 Southern Blvd. Suite 550, West Palm Beach, Florida 33406.

The Sports Commission Board of Directors consists of 17 members (7 appointed by County Commissioners and 10 elected from general membership). The Sports Commission receives 8.16 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed tax to fund their program. The Commission employs approximately 8 full time employees.

The PBCSC contracts with the County to attract sporting events and other sports-related activities to Palm Beach County to enhance occupancy of hotel room nights, especially in the off season; to maximize the positive economic impact of these events and activities on the Palm Beach County economy; to maximize utilization of County facilities; and to utilize the events and activities to promote the image of Palm Beach County as a tourist destination on a national and international level. This is largely accomplished by the Category G grants allocated by the PBCSC.

In addition, the PBCSC execution of annual self-produced programs that expand the exposure of the PBCSC and involve the local Palm Beach County community

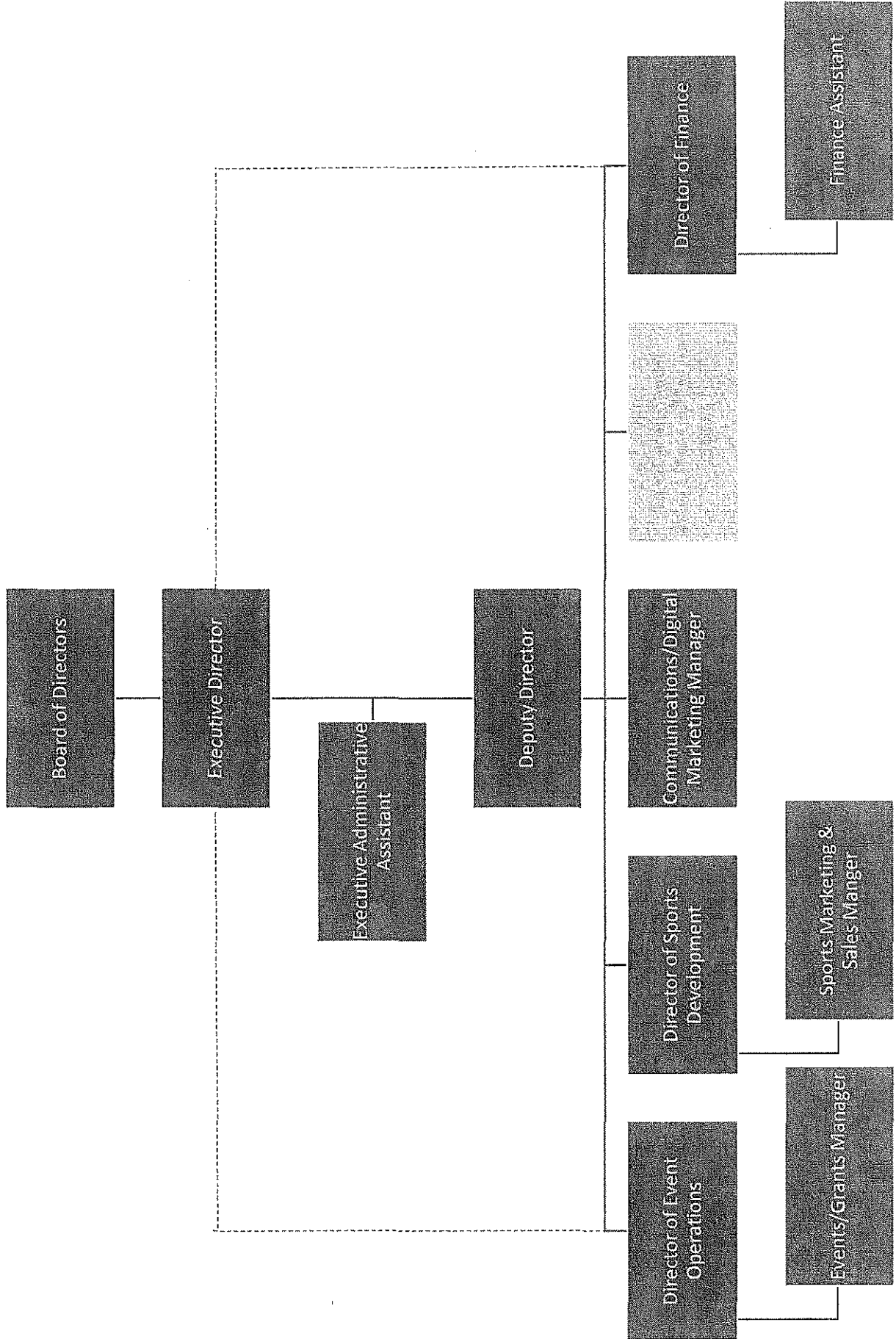
Lou Groza Collegiate Place-Kicker Award – Presented for the past 26 years, this award is recognized nationally as the most prestigious college football award for kickers.

Palm Beach County Sports Hall of Fame -- The Palm Beach County Sports Hall of Fame inducts 10 individuals annually, who have achieved excellence in sports. To be eligible, the inductees must have lived in Palm Beach County, attended school in Palm Beach County, or conducted their major sports accomplishments in Palm Beach County.

Kids Fitness Festival – Known as Palm Beach County's Interactive Youth Sports Experience. This two-day event targets children under the age of 13 who are in summer camp or recreational programs. The PBCSC partners with sports organizations, national governing bodies, sport facilities, colleges and universities, professional sports teams, and constituents from the local sports community to conduct basic, introductory sports clinics and activities. Approximately 5,000 youth attend the event and are exposed to over 40 different sports that are prominent in Palm Beach County.

As with all agencies, the Sports Commission falls under the umbrella and oversight of the Palm Beach County Tourist Development Council.

Palm Beach County Sports Commission 2018



Legend: Direct Report to Executive Director

Sports Commission

FY 2018 OBJECTIVES

- 1 Achieve 215,000 sports related room nights.
- 2 Submit or assist in the submission of 60 event/activity bids.
- 3 Organize 35 site visits to recruit events/activities to Palm Beach County
- 4 Provide funding to 85 events/activities
- 5 Host or support 155 events/activities
- 6 Assist 13 events/activities that promote Palm Beach County as a tourist destination through national or international television coverage.
- 7 New Sporting Event Grants - 25,000 actual room nights

<u>PERFORMANCE MEASUREMENTS</u>	<u>Actual FY 2016</u>	<u>Estimated FY 2017</u>	<u>Projected FY 2018</u>	<u>Type</u>	<u>Obj</u>
Number of supported sports related room nights	203,262	205,000	215,000	Demand	1
Number of submitted or assisted bids	66	55	60	Input	2
Number of organized site visits to recruit sporting events to PB County	31	28	35	Output	3
Number of events provided funding	89	80	85	Demand	4
Number of events hosted or supported	152	150	155	Demand	5
Number of assisted events providing TV coverage/webcasting	11	12	13	Outcome	6
New Sporting Event Grants - Actual Room Nights	33,205	21,000	25,000	Output	7

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Adopted BUDGET
SPORTS COMMISSION CATEGORY G - FUND 1457	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 917,411	\$ 1,344,480	\$ 1,344,480	\$ 1,466,263	\$ 1,691,376	\$ 1,691,376	\$ 1,733,521
BED TAX REVENUES	\$ 2,100,420	\$ 2,519,711	\$ 2,420,835	\$ 2,507,087	\$ 2,507,087	\$ 2,622,239	\$ 2,728,869
INTEREST INCOME	\$ 12,827	\$ 19,308	\$ 14,937	\$ 15,020	\$ 15,020	\$ 21,620	\$ 21,827
MISCELLANEOUS INCOME	\$ -	\$ 225	\$ 226	\$ -	\$ -	\$ -	\$ -
TRANSFERS IN: 1ST CENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (126,105)	\$ (126,105)	\$ -	\$ (137,535)
TOTAL AVAILABLE FUNDS	\$ 3,030,658	\$ 3,883,724	\$ 3,780,478	\$ 3,862,265	\$ 4,087,378	\$ 4,335,235	\$ 4,346,682
SPORTS COMMISSION CONTRACT	\$ 862,866	\$ 1,221,834	\$ 1,278,181	\$ 1,480,206	\$ 1,480,206	\$ 1,480,206	\$ 1,681,200
SPORTS COMMISSION GRANTS	\$ 423,978	\$ 739,759	\$ 800,000	\$ 885,000	\$ 885,000	\$ 885,000	\$ 920,000
COUNTY DIRECT COST	\$ 87,457	\$ 87,968	\$ 87,729	\$ 88,492	\$ 88,492	\$ 88,492	\$ 96,129
MARKETING STIMULUS CAMPAIGN	\$ 166,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 64,151	\$ 54,992	\$ 61,992	\$ 65,685	\$ 65,685	\$ 58,682	\$ 72,435
COLLECTION FEES	\$ 31,506	\$ 37,796	\$ 36,313	\$ 37,606	\$ 37,606	\$ 39,334	\$ 40,933
TRANSFERS OUT- SPECIAL PROJECTS	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ -
TOTAL OPERATING EXPENSES	\$ 1,686,178	\$ 2,192,349	\$ 2,314,215	\$ 2,606,989	\$ 2,606,989	\$ 2,601,714	\$ 2,810,697
SPORTS RESERVE	\$ 1,344,480	\$ 1,691,376	\$ 1,466,263	\$ 1,255,276	\$ 1,480,389	\$ 1,733,521	\$ 1,535,985
TDC 1% CUMMULATIVE RESERVE	\$ (137,494)	\$ (159,417)	\$ (160,636)	\$ (186,706)	\$ (186,706)	\$ (185,435)	\$ (213,542)
SPORTS RESERVE NET OF TDC RESERVE	\$ 1,206,986	\$ 1,531,958	\$ 1,305,627	\$ 1,068,569	\$ 1,293,682	\$ 1,548,087	\$ 1,322,444
OVERALL EXPENSE BUDGET	\$ 3,030,658	\$ 3,883,724	\$ 3,780,478	\$ 3,862,265	\$ 4,087,378	\$ 4,335,235	\$ 4,346,682

Palm Beach County Sports Commission

Program Budget

	FY 15 Actual	FY 16 Actual	FY 17 Adopted Budget	FY 17 Modified Budget	FY 17 Forecast	FY 18 Budget
Personnel						
Wages & Salaries	444,821	503,098	562,361	562,361	562,361	671,525
Employee Benefits	117,181	126,151	147,746	147,746	147,746	170,625
Payroll Taxes	34,705	37,786	43,099	43,099	43,099	51,450
Salary & Overhead Reimbursement	0	0	0	0	0	-90,000
Total Personnel	596,707	667,035	753,206	753,206	753,206	803,600
Marketing & Promotion						
Digital Media	0	113,460	115,200	115,200	115,200	115,200
Advertising	71,461	86,797	84,600	84,600	84,600	84,600
Business Development & Sponsorships	43,700	91,886	86,400	86,400	86,400	120,000
Coop Marketing	0	20,250	51,000	51,000	51,000	48,000
Event Servicing	17,838	40,867	66,000	66,000	66,000	96,000
Event Hosting	0	0	12,000	12,000	12,000	54,000
Trade Show	2,995	29,799	40,200	40,200	40,200	40,200
Travel & Per Diem	13,122	22,565	21,900	21,900	21,900	30,000
Website Design & Hosting	5,988	5,247	48,000	48,000	48,000	48,480
Registration Fees	10,273	13,417	13,200	13,200	13,200	14,400
Promotional Items	6,081	13,104	18,000	18,000	18,000	18,000
Familiarization Tours	3,177	12,323	9,300	9,300	9,300	12,000
Sales Entertainment	2,948	9,007	5,200	5,200	5,200	6,000
Dues & Memberships	5,145	5,642	5,400	5,400	5,400	5,880
Total Marketing & Promotion	182,728	464,364	576,400	576,400	576,400	692,760
General & Administrative						
Insurance	11,009	3,387	18,000	18,000	18,000	18,000
Contracted Services	0	0	18,000	18,000	18,000	33,000
Audit & Tax	13,750	14,815	15,000	15,000	15,000	16,000
Professional Services	667	7,787	19,800	19,800	19,800	19,800
Rent - Office Equipment	8,928	8,129	12,000	12,000	12,000	13,080
Network Maintenance	4,095	11,385	8,400	8,400	8,400	22,500
Computer Hardware	2,787	9,137	7,800	7,800	7,800	7,800
Repair & Maintenance - Equipment	4,679	4,778	6,300	6,300	6,300	6,840
Office Supplies	6,770	4,352	6,000	6,000	6,000	6,480
Travel - Mileage Reimbursement	3,101	7,303	5,100	5,100	5,100	5,520
Publications & Subscriptions	5,130	5,005	4,800	4,800	4,800	5,220
Printing	6,415	2,140	9,600	9,600	9,600	10,440
Rent - Offsite Storage	3,527	3,527	3,840	3,840	3,840	4,200
Computer Software	4,384	633	3,180	3,180	3,180	6,000
Telephone & Internet	2,847	2,639	3,180	3,180	3,180	0
Postage	1,609	1,564	2,100	2,100	2,100	2,280
Office Furniture & Equipment	382	74	3,600	3,600	3,600	3,600
Continuing Education - Seminars	2,300	1,200	2,100	2,100	2,100	2,280
Bank Fees	995	1,140	1,200	1,200	1,200	1,200
Rent - Facility/Board Meetings	75	1,440	600	600	600	600
Total General & Administrative	83,450	90,435	150,600	150,600	150,600	184,840
Total Contractual Expenses	862,886	1,221,834	1,480,206	1,480,206	1,480,206	1,681,200
Marketing Stimulus/Investment Plan						
Other Contractual Services	36,400	0	0	0	0	0
Contributions - Non Government Agencies	129,800	0	0	0	0	0
Total Marketing Stimulus/Investment Plan	166,200	0	0	0	0	0
Indirect Expenses						
Grants	423,978	739,759	885,000	885,000	885,000	920,000
County Direct Cost	85,634	85,634	85,634	85,634	85,634	92,241
TDC Charge-off	64,150	54,992	65,685	65,685	58,682	72,435
Tax Collector Collection Fees	31,506	37,796	37,606	37,606	39,334	40,933
Inspector General Fee	1,823	2,333	2,858	2,858	2,858	3,888
Transfer Out - Special Projects	50,000	50,000	50,000	50,000	50,000	0
Total Indirect Expense	657,092	970,514	1,126,783	1,126,783	1,121,508	1,129,497
Total Sports Commission Expense	1,686,178	2,192,348	2,606,989	2,606,989	2,601,714	2,810,697
Total Sports Commission Reserve	1,344,480	1,691,376	1,255,276	1,480,389	1,733,521	1,535,985
Total Sports Commission Available Funds	3,030,658	3,883,724	3,862,265	4,087,378	4,335,235	4,346,682

PALM BEACH COUNTY
Sports Commission
History of Expenses FY2007 to Present

Staff	12 FY 2007 Actual	13 FY 2008 Actual	12 FY 2009 Actual	10 FY 2010 Actual	8 FY 2011 Actual	8 FY 2012 Actual	8 FY 2013 Actual	9 FY 2014 Actual	10 FY 2015 Actual	10 FY 2016 Actual	10 FY 2017 Actual
Personnel											
Wages & Salaries	\$ 405,529	\$ 390,549	\$ 439,501	\$ 356,655	\$ 346,524	\$ 349,375	\$ 401,456	\$ 414,484	\$ 444,821	\$ 503,098	\$ 541,423
Employee Benefits	\$ 61,679	\$ 59,400	\$ 56,433	\$ 53,791	\$ 63,573	\$ 83,492	\$ 93,526	\$ 104,632	\$ 117,181	\$ 126,151	\$ 115,294
Payroll Taxes	\$ 35,033	\$ 33,740	\$ 38,188	\$ 30,895	\$ 29,632	\$ 31,375	\$ 33,783	\$ 34,311	\$ 34,705	\$ 37,786	\$ 40,830
Contract Labor	\$ 4,229	\$ 18,421	\$ 1,998	\$ 30,507	\$ 1,500	\$ -	\$ 2,400	\$ 3,500	\$ -	\$ -	\$ 5,600
Total Personnel	\$ 506,470	\$ 502,110	\$ 536,120	\$ 471,848	\$ 441,229	\$ 464,242	\$ 531,165	\$ 556,927	\$ 596,707	\$ 667,035	\$ 703,147
Marketing & Promotion											
Digital Media	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 113,460	\$ 139,840
Advertising	\$ 7,130	\$ 3,267	\$ 25,337	\$ 8,167	\$ 15,957	\$ 22,162	\$ 35,680	\$ 38,230	\$ 71,461	\$ 86,797	\$ 90,789
Business Development	\$ 3,948	\$ 14,775	\$ 7,108	\$ 4,716	\$ 13,205	\$ 16,561	\$ 29,608	\$ 37,654	\$ 43,700	\$ 91,886	\$ 99,745
Co-op Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,250	\$ 50,000
Event Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,838	\$ 40,867	\$ 71,998
Trade Show	\$ 1,790	\$ -	\$ -	\$ -	\$ -	\$ 6,108	\$ -	\$ 2,360	\$ 2,995	\$ 29,799	\$ 2,402
Travel & Per Diem	\$ 7,215	\$ 3,897	\$ 3,855	\$ 2,963	\$ 6,890	\$ 9,590	\$ 6,353	\$ 11,302	\$ 13,122	\$ 22,565	\$ 21,325
Website Design	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,988	\$ 5,247	\$ 12,722
Website Hosting & Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,903
Registration Fees	\$ 1,831	\$ 1,711	\$ 1,550	\$ 901	\$ 1,886	\$ 3,426	\$ 3,076	\$ 10,164	\$ 10,273	\$ 13,417	\$ 9,779
Promotional Items	\$ 4,852	\$ 203	\$ 6,502	\$ -	\$ 1,422	\$ 1,954	\$ 1,532	\$ 5,507	\$ 6,081	\$ 13,104	\$ 13,008
Familiarization Tours	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,608	\$ 1,492	\$ 3,291	\$ 3,177	\$ 12,323	\$ 11,004
Sales Entertainment	\$ 521	\$ 513	\$ 1,683	\$ 666	\$ 532	\$ 2,108	\$ 1,733	\$ 2,130	\$ 2,948	\$ 9,007	\$ 8,055
Dues & Memberships	\$ -	\$ -	\$ -	\$ 740	\$ 1,560	\$ 960	\$ 2,045	\$ 3,390	\$ 5,145	\$ 5,642	\$ 6,258
Total Marketing & Promotion	\$ 27,287	\$ 24,366	\$ 46,035	\$ 17,413	\$ 39,892	\$ 63,517	\$ 79,473	\$ 110,638	\$ 177,583	\$ 464,364	\$ 545,828
General & Administrative											
Insurance	\$ 9,637	\$ 9,593	\$ 9,482	\$ 12,741	\$ 15,001	\$ 16,319	\$ 11,691	\$ 14,888	\$ 11,009	\$ 3,387	\$ 11,013
Contracted Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Audit & Tax	\$ 10,000	\$ 12,900	\$ 12,600	\$ 19,750	\$ 12,350	\$ 12,350	\$ 13,350	\$ 13,250	\$ 13,750	\$ 14,815	\$ 14,117
Professional Services	\$ -	\$ -	\$ -	\$ -	\$ 8,950	\$ -	\$ 2,500	\$ 10,000	\$ 667	\$ 7,787	\$ 21,704
Legal Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,350
Rent - Office Equipment	\$ 17,576	\$ 13,873	\$ 16,647	\$ 8,104	\$ 5,552	\$ 6,016	\$ 6,165	\$ 8,773	\$ 8,928	\$ 8,129	\$ 7,993
Network Maintenance	\$ 3,294	\$ 27,789	\$ 38,426	\$ 8,643	\$ 7,926	\$ 7,340	\$ 7,680	\$ 7,605	\$ 4,095	\$ 11,385	\$ 7,440
Computer Hardware	\$ 7,717	\$ 7,442	\$ 783	\$ 1,490	\$ 4,340	\$ 10,453	\$ 12,776	\$ 1,808	\$ 2,787	\$ 9,137	\$ 17,475
Repair & Maintenance - Equipment	\$ 7,924	\$ 6,197	\$ 4,475	\$ 3,334	\$ 3,781	\$ 5,442	\$ 4,930	\$ 4,418	\$ 4,679	\$ 4,778	\$ 4,860
Office Supplies	\$ 10,823	\$ 10,371	\$ 5,056	\$ 4,103	\$ 4,510	\$ 3,993	\$ 3,891	\$ 4,520	\$ 6,770	\$ 4,352	\$ 5,941
Travel - Mileage Reimbursement	\$ -	\$ -	\$ -	\$ 1,921	\$ 3,191	\$ 3,710	\$ 3,122	\$ 3,421	\$ 3,101	\$ 7,303	\$ 5,604
Publications & Subscriptions	\$ 470	\$ 1,545	\$ 1,319	\$ 1,014	\$ 631	\$ 1,274	\$ 1,261	\$ 4,041	\$ 5,130	\$ 5,005	\$ 5,084
Printing	\$ 9,926	\$ 13,784	\$ 4,220	\$ 2,282	\$ 3,590	\$ 1,873	\$ 1,782	\$ 713	\$ 6,415	\$ 2,140	\$ 6,245
Rent - Offsite Storage	\$ 8,324	\$ 7,220	\$ 1,230	\$ -	\$ 2,718	\$ 3,164	\$ 2,859	\$ 3,395	\$ 3,527	\$ 3,527	\$ 3,672
Computer Software	\$ 1,412	\$ 16,908	\$ 12,254	\$ 5,812	\$ 5,338	\$ 8,791	\$ 10,750	\$ 8,165	\$ 4,384	\$ 633	\$ 1,046
Telephone & Internet	\$ 1,548	\$ 2,712	\$ 2,205	\$ 1,439	\$ 1,026	\$ 1,390	\$ 1,480	\$ 2,423	\$ 2,847	\$ 2,639	\$ 2,223
Postage	\$ 5,338	\$ 3,419	\$ 2,700	\$ 1,958	\$ 1,594	\$ 1,663	\$ 1,434	\$ 1,720	\$ 1,609	\$ 1,564	\$ 2,213
Office Furniture & Equipment	\$ 4,267	\$ 327	\$ -	\$ -	\$ 803	\$ 2,937	\$ 3,212	\$ 709	\$ 382	\$ 74	\$ 3,485
Continuing Education - Seminars	\$ 149	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 698	\$ -	\$ 2,300	\$ 1,200	\$ 2,000
Bank Fees	\$ 209	\$ 688	\$ 1,067	\$ 1,198	\$ 744	\$ 1,053	\$ 593	\$ 923	\$ 995	\$ 1,140	\$ 1,176
Rent - Facility/Board Meetings	\$ 2,084	\$ 2,973	\$ 1,814	\$ 672	\$ 244	\$ 78	\$ 388	\$ 315	\$ 75	\$ 1,440	\$ -
Promotional Memberships	\$ 2,444	\$ 3,930	\$ 2,200	\$ 1,825	\$ 2,670	\$ 2,180	\$ 825	\$ -	\$ -	\$ -	\$ -
Purchased Water	\$ -	\$ -	\$ -	\$ 468	\$ 426	\$ 374	\$ 481	\$ -	\$ -	\$ -	\$ -
Telephone Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,217	\$ 698	\$ -	\$ -	\$ -	\$ -
Legal	\$ 4,829	\$ 527	\$ 5,031	\$ -	\$ 52	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total General & Administrative	\$ 103,142	\$ 141,611	\$ 116,478	\$ 76,754	\$ 85,385	\$ 97,557	\$ 92,566	\$ 91,087	\$ 83,452	\$ 90,435	\$ 136,641
Contract Stimulus											
Stimulus Travel & Per Diem	\$ -	\$ -	\$ 5,352	\$ (518)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Stimulus Printing & Blinding	\$ -	\$ -	\$ -	\$ 1,326	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Stimulus Advertising	\$ -	\$ -	\$ 20,220	\$ 16,058	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Stimulus Business Development	\$ -	\$ -	\$ 3,000	\$ 8,950	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Contract Stimulus	\$ -	\$ -	\$ 28,572	\$ 25,816	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Institute	\$ (10,968)	\$ (10,186)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Contract (Institute Adjusted)	\$ 625,931	\$ 657,901	\$ 727,205	\$ 591,831	\$ 566,506	\$ 625,316	\$ 703,205	\$ 758,652	\$ 857,741	\$ 1,221,834	\$ 1,385,616
Marketing Stimulus/Investment Plan											
Other Contractual Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,600	\$ 36,400	\$ -	\$ -
Contributions - Non - Govts Agencies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 129,800	\$ -	\$ -
Total Marketing Stimulus/Investment Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,600	\$ 166,200	\$ -	\$ -
County Direct/Grants											
Grants	\$ 197,700	\$ 249,680	\$ 249,350	\$ 279,749	\$ 238,100	\$ 306,366	\$ 416,700	\$ 383,605	\$ 423,978	\$ 739,759	\$ 712,632
Rent	\$ 109,520	\$ 113,894	\$ 118,464	\$ 123,190	\$ 109,688	\$ 85,634	\$ 85,634	\$ 85,634	\$ 85,634	\$ 85,634	\$ 71,362
Indirect Cost	\$ 44,923	\$ 50,828	\$ 72,065	\$ 65,048	\$ 31,877	\$ 29,156	\$ 34,661	\$ 41,218	\$ 64,150	\$ 54,992	\$ 60,577
Tax Collector Commissions	\$ 17,441	\$ 17,096	\$ 13,652	\$ 14,202	\$ 15,626	\$ 16,890	\$ 18,804	\$ 20,894	\$ 31,506	\$ 37,796	\$ 38,952
Inspector General Fee	\$ -	\$ -	\$ -	\$ -	\$ 1,201	\$ 1,752	\$ 1,979	\$ 1,415	\$ 1,823	\$ 2,333	\$ 3,164
Communication Services	\$ 6,546	\$ 2,563	\$ 1,516	\$ 5,294	\$ 5,294	\$ 2,834	\$ -	\$ -	\$ -	\$ -	\$ -
Comm/Suncom - Toll	\$ 165	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Telephone Maintenance	\$ 315	\$ 75	\$ 113	\$ -	\$ 400	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Blum Stadium Payments	\$ 30,000	\$ 19,559	\$ 30,000	\$ 26,542	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Moving Expense	\$ -	\$ -	\$ -	\$ -	\$ 2,564	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total County Direct/Grants	\$ 406,610	\$ 453,695	\$ 485,160	\$ 514,025	\$ 404,750	\$ 442,632	\$ 557,778	\$ 532,765	\$ 607,091	\$ 920,514	\$ 886,687
Transfer Out - Special Projects	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 50,000	\$ 50,000	\$ 50,000
Total Expenditures/Transfers Out	\$ 1,032,541	\$ 1,111,596	\$ 1,212,365	\$ 1,105,856	\$ 971,256	\$ 1,082,948	\$ 1,260,983	\$ 1,304,018	\$ 1,681,033	\$ 2,192,348	\$ 2,322,303
Reserves	\$ 658,888	\$ 716,886	\$ 597,884	\$ 459,994	\$ 547,930	\$ 659,780	\$ 648,142	\$ 917,413	\$ 1,344,480	\$ 1,691,376	\$ 2,004,460
Total Sports Commission	\$ 1,691,429	\$ 1,828,482	\$ 1,810,249	\$ 1,565,850	\$ 1,519,186	\$ 1,742,728	\$ 1,909,125	\$ 2,221,431	\$ 3,025,513	\$ 3,883,724	\$ 4,326,763

**PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 SPORTS COMMISSION
 RESERVES**

	2017 ACTUAL
FUND 1457- SPORTS COMMISSION	
BALANCE FORWARD	<u>\$ 1,691,376</u>
BED TAXES	\$ 2,596,778
INTEREST INCOME	30,202
REBATE - VIRTUAL CREDIT CARD	8,407
TOTAL REVENUES	<u>\$ 2,635,387</u>
TOTAL AVAILABLE FUNDS	\$ 4,326,763
TDC INDIRECT	\$ 60,577
OTHER CONTRACTUAL SERVICES	1,385,616
RENT- OFFICE SPACE	71,362
GRANTS	712,632
TAX COLL. COMMISSION	38,952
INSPECTOR GENERAL FEE	3,164
TRANSFER OUT- SPECIAL PROJECTS-B.BOWL	50,000
TOTAL EXPENDITURES	<u><u>\$ 2,322,303</u></u>
RESERVES	<u><u>\$ 2,004,460</u></u>

PALM BEACH COUNTY
Film & Television Commission

FY 2018 Budget

- **Overview**
- **Organizational Chart**
- **Performance Measures**
- **Budget Summary**
- **Program Budget**
- **Historical**
- **Reserves**

PALM BEACH COUNTY FILM & TELEVISION COMMISSION

FILM & TELEVISION COMMISSION'S MISSION

To generate a positive impact on business tourism and the economy in Palm Beach County through the growth of the film, television, digital media and still photography industry by attracting on-location production, educating our local workforce and providing superior services to both the visiting and the indigenous production community.

The Film & Television Commission is the official agency that issues permits for filming on public property. The office offers free one-stop permitting for over 50 municipalities, taxing districts, county departments and other community entities within Palm Beach County. The Film & Television serves as a production hub for all location and production information in the county and maintains 24-hours client services, production and location assistance, lead responses and other support mechanisms. The Film & Television has diversified its portfolio of services to include actively pursuing and sponsoring tourism branded content to drive and increase tourism in The Palm Beaches. The FTC's will utilize this content to launch and program of a first of its kind Tourism TV Channel.

The Film & Television Commission began operations in 1989 as a County Department. In 1996 the organization privatized as a non-for-profit (501 c6) organization under contract with the Palm Beach County Board of County Commissioners. The Film & Television Commission's governed by a Board of Directors made-up of local and national production professionals, members-at-large, and agency representatives. The Film & Television Commission receives 4.31 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed taxes to fund their program. The office is located at 2195 Southern Blvd., Suite 520 West Palm Beach, Florida.

The Film & Television Commission holds a second contract with the Office of Housing & Economic Sustainability to enhance and utilize programs that will help build a solid workforce to sustain a growing industry. This program funds Florida's largest statewide student film competition and awards show, the Student Showcase of Films. Currently the Film & Television has 10 fulltime staff members.

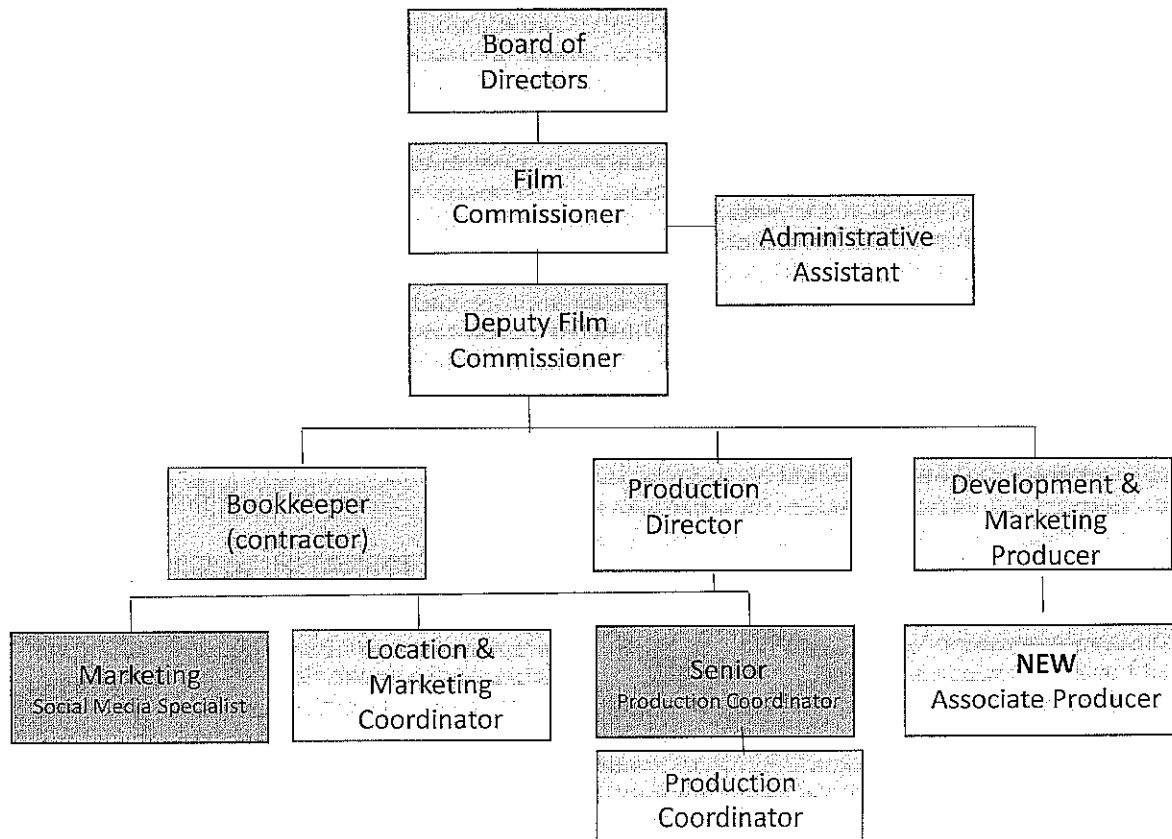
The Film & Television Commission serves the Palm Beach County Community and the Board of County Commissioners through the oversight of the Tourist Development Council in partnership with the Cultural Council, Discover The Palm Beaches, the Department of Environmental Resources Management and the Sports Commission.



FILM AND
TELEVISION
COMMISSION

Exhibit "J"

FTC ORGANIZATIONAL CHART



Film & Television Commission

FY 2018 OBJECTIVES

- 1 Collect and monitor production revenue (dollars spent in PBC).
- 2 Generate hotel room nights.
- 3 Issue film permits.
- 4 Provide professional assistance to other projects not required to pull a film permit.
- 5 Generate production leads.
- 6 Respond to leads.
- 7 Develop content marketing programs. Projects within this category include in-development, in-production and/or aired.
- 8 Generate unique visitors to the website.

<u>PERFORMANCE MEASUREMENTS</u>	<u>Actual FY 2016</u>	<u>Estimated FY 2017</u>	<u>Projected FY 2018</u>	<u>Category</u>	<u>Obj</u>
1. Production Revenue (in the millions)	\$206.11	\$170.00	\$215.00	Demand	1
2. Hotel Room Nights	12,450	15,000	16,000	Demand	2
3. Permits Issued	318	341	350	Demand	3
4. Non-Permitted Productions	155	133	170	Demand	4
5. Total Leads	230	221	243	Output	5
6. Lead Responses	229	221	243	Output	6
7. Develop Content Marketing Programs	9	9	11	Output	7
8. Website Unique Visitors	26,927	26,620	29,300	Demand	8

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Adopted BUDGET
FILM & TELEVISION COMM. CATEGORY D - FUND 1451	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 697,286	\$ 982,611	\$ 982,611	\$ 967,771	\$ 1,101,542	\$ 1,101,542	\$ 1,196,786
BED TAX REVENUES	\$ 1,129,226	\$ 1,330,877	\$ 1,278,652	\$ 1,324,209	\$ 1,324,209	\$ 1,385,031	\$ 1,441,351
INTEREST INCOME	\$ 9,688	\$ 12,959	\$ 11,082	\$ 11,391	\$ 11,391	\$ 12,435	\$ 13,098
TRANSFERS IN: STIMULUS (CVB)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TRANSFERS IN: 1ST CENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (66,780)	\$ (66,780)	\$ -	\$ (72,723)
TOTAL AVAILABLE FUNDS	\$ 1,836,200	\$ 2,326,447	\$ 2,272,345	\$ 2,236,591	\$ 2,370,362	\$ 2,499,008	\$ 2,578,512
FILM COMMISSION CONTRACT	\$ 661,195	\$ 1,129,667	\$ 1,206,501	\$ 1,600,000	\$ 1,600,000	\$ 1,203,937	\$ 2,111,256
COUNTY DIRECT COST	\$ 45,967	\$ 46,229	\$ 46,150	\$ 46,516	\$ 46,516	\$ 46,516	\$ 47,248
MARKETING STIMULUS CAMPAIGN	\$ 96,935	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 32,554	\$ 29,046	\$ 32,743	\$ 34,694	\$ 34,694	\$ 30,994	\$ 40,467
COLLECTION FEES	\$ 16,938	\$ 19,963	\$ 19,180	\$ 19,863	\$ 19,863	\$ 20,775	\$ 21,620
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 853,589	\$ 1,224,905	\$ 1,304,574	\$ 1,701,073	\$ 1,701,073	\$ 1,302,222	\$ 2,220,591
FILM RESERVE	\$ 982,611	\$ 1,101,542	\$ 967,771	\$ 535,518	\$ 669,289	\$ 1,196,786	\$ 357,921
TDC 1% CUMMULATIVE RESERVE	\$ (76,011)	\$ (88,260)	\$ (89,057)	\$ (106,067)	\$ (106,067)	\$ (101,282)	\$ (123,488)
FILM RESERVE NET OF TDC RESERVE	\$ 906,600	\$ 1,013,282	\$ 878,714	\$ 429,450	\$ 563,221	\$ 1,095,504	\$ 234,433
OVERALL EXPENSE BUDGET	\$ 1,836,200	\$ 2,326,447	\$ 2,272,345	\$ 2,236,591	\$ 2,370,362	\$ 2,499,008	\$ 2,578,512

PALM BEACH COUNTY

Tourist Development Council
 Film Television Commission
 Program Budget

	FY15 Actual	FY16 Actual	FY17 Budget	FY17 Modified Budget	FY17 Forecast	FY18 Budget
Personnel						
Wages & Salaries	418,419	512,927	543,159	543,159	543,159	596,960
Employee Benefits	77,132	106,113	121,920	121,920	121,920	141,758
Payroll Taxes	31,286	38,061	39,858	39,858	39,858	44,287
Bookkeeping/Contract Labor	5,680	20,800	25,063	25,063	34,000	30,000
Total Personnel	532,517	677,901	730,000	730,000	738,937	813,006
Marketing & Promotion						
Fulfillment	553	2,406	2,000	2,000	2,000	2,200
Printing & Binding Outside	5,824	4,429	8,000	8,000	5,000	8,000
Sales & Promotion	15,948	3,249	25,000	25,000	25,000	10,000
Consumer Trade Shows	6,449	11,477	15,000	15,000	10,000	35,000
Fam Tour	0	0	2,000	2,000	0	2,000
Promotional Items	3,729	1,380	8,000	8,000	5,000	8,000
Advertising	15,380	21,862	45,000	45,000	25,000	50,000
Collateral	319	0	4,000	4,000	4,000	7,000
Public Relations/Website/Social Media	5,423	3,988	25,000	25,000	10,000	7,000
Development & Sponsorships	11,025	340,615	625,000	625,000	276,500	1,052,550
Total Marketing & Promotion	64,650	389,406	759,000	759,000	362,500	1,181,750
General & Administrative						
Legal	0	0	3,000	3,000	0	3,000
Insurance	5,799	5,685	10,000	10,000	7,000	10,000
Audit & Tax	9,000	9,000	13,000	13,000	11,000	13,000
Other Administration Expense	17,468	2,869	4,000	4,000	4,000	4,000
Communication Services	3,456	4,015	7,000	7,000	7,000	7,000
Network Expense	0	10,800	11,000	11,000	11,000	12,000
Office Supplies	3,449	2,437	6,000	6,000	6,000	6,000
Office Furniture & Equipment	1,796	223	15,000	15,000	15,000	15,000
DP Software & Accessories	2,389	3,533	6,000	6,000	6,000	6,000
Books Publications & Subscriptions	289	525	500	500	500	1,000
Dues & Memberships	15,555	20,475	18,000	18,000	18,000	22,000
Machinery & Equipment	1,887	1,068	14,000	14,000	14,000	14,000
Travel & Per Diem	2,940	1,730	3,500	3,500	3,000	3,500
Total General & Administrative	64,028	62,360	111,000	111,000	102,500	116,500
Total Film & Television Commission Contract	661,195	1,129,667	1,600,000	1,600,000	1,203,937	2,111,256
Marketing Stimulus/Investment Plan						
Other Contractual Services	96,935	0	0	0	0	0
Total Marketing Stimulus/Investment Plan	96,935	0	0	0	0	0
County Direct						
TDC Charge-Off	32,554	29,046	34,694	34,694	30,994	40,467
Communication Services	0	0	0	0	0	0
Communication/Suncom	0	0	0	0	0	0
Rent	45,026	45,026	45,026	45,026	45,026	45,026
Tax Collector Commissions	16,938	19,963	19,863	19,863	20,775	21,620
Inspector General Fee	941	1,204	1,490	1,490	1,490	2,223
Total County Direct	95,459	95,239	101,073	101,073	98,285	109,336
Transfer Out- Special Projects	0	0	0	0	0	0
Total Film & Television Commission Expense	853,589	1,224,906	1,701,073	1,701,073	1,302,222	2,220,592
Total Film & Television Commission Reserve	982,611	1,101,542	535,518	669,289	1,196,786	357,921
Total Film & Television Commission Available Funds	1,836,200	2,326,448	2,236,591	2,370,362	2,499,008	2,578,512

PALM BEACH COUNTY
 Film Television Commission
 History of Expenses FY2007 to Present

Staff	7 Actual FY2007	7 Actual FY2008	7 Actual FY2009	4 Actual FY2010	4 Actual FY2011	4 Actual FY2012	4 Actual FY2013	8 Actual FY2014	8 Actual FY2015	8 Actual 2016	9 Actual 2017
Personnel											
Wages & Salaries	\$315,415	\$320,720	\$277,608	\$244,278	\$276,327	\$271,699	\$319,477	\$371,240	\$418,419	\$512,927	\$522,401
Employee Benefits	\$68,864	\$73,747	\$68,568	\$62,698	\$67,633	\$50,763	\$61,787	\$76,323	\$77,132	\$106,113	\$121,498
Payroll Taxes	\$24,555	\$23,644	\$20,328	\$19,235	\$19,095	\$19,863	\$24,978	\$27,703	\$31,286	\$38,061	\$38,558
Contract Labor	\$0	\$0	\$0	\$0	\$0	\$31,391	\$22,562	\$4,106	\$5,680	\$20,800	\$22,063
Total Personnel	\$408,834	\$418,111	\$366,504	\$326,211	\$363,055	\$373,716	\$428,804	\$479,372	\$532,517	\$677,901	\$704,520
Marketing & Promotion											
Fulfillment	\$9,683	\$4,712	\$647	\$1,455	\$1,101	\$523	-\$189	\$510	\$553	\$2,406	\$2,015
Printing & Binding Outside	\$16,832	\$7,710	\$5,479	\$0	\$5,259	\$3,924	\$1,241	\$1,753	\$5,824	\$4,429	\$4,093
Sales & Promotion	\$35,231	\$34,860	\$1,284	\$2,055	\$12,330	\$7,595	\$10,748	\$18,233	\$15,948	\$3,249	\$5,233
Consumer Trade Shows	\$10,213	\$2,644	\$1,548	\$0	\$3,412	\$4,144	\$3,641	\$10,635	\$6,449	\$11,477	\$10,261
Fam Tour	\$1,474	\$496	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Promotional Items	\$9,717	\$1,482	\$61	\$0	\$0	\$0	\$5,425	\$100	\$3,729	\$1,380	\$2,809
Advertising	\$23,083	\$40,837	\$4,158	\$0	\$12,264	\$14,665	\$6,906	\$5,170	\$15,380	\$21,862	\$21,013
Collateral	\$21,287	\$2,378	\$447	\$0	\$222	\$7,382	\$756	\$275	\$319	\$0	\$1,261
Public Relations/Website	\$0	\$0	\$0	\$0	\$0	\$965	\$12,335	\$12,875	\$5,423	\$3,988	\$3,834
Development & Sponsorships	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,025	\$340,615	\$295,305
Total Marketing & Promotion	\$127,520	\$94,919	\$13,624	\$3,510	\$34,588	\$39,198	\$40,863	\$49,551	\$64,650	\$389,406	\$345,824
General & Administrative											
Legal	\$1,063	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$7,533	\$6,499	\$5,979	\$5,046	\$9,670	\$4,722	\$5,403	\$5,921	\$5,799	\$5,685	\$6,955
Audit & Tax	\$8,250	\$9,750	\$10,500	\$13,000	\$7,500	\$7,600	\$8,727	\$9,000	\$9,000	\$9,000	\$9,000
Other Administration Expense	\$18,200	\$17,608	\$17,983	\$17,957	\$15,696	\$15,809	\$16,695	\$16,962	\$17,468	\$2,869	\$3,196
Communication Services	\$5,529	\$3,893	\$3,321	\$4,153	\$3,315	\$8,536	\$6,104	\$3,939	\$3,456	\$4,015	\$2,497
Network Expense	\$10,875	\$3,375	\$0	\$0	\$0	\$7,800	\$6,035	\$4,325	\$0	\$10,800	\$10,125
Office Supplies	\$3,396	\$3,089	\$1,053	\$1,629	\$1,289	\$3,007	\$2,483	\$2,133	\$3,449	\$2,437	\$1,849
Office Furniture & Equipment	\$375	\$863	\$0	\$0	\$0	\$448	\$1,537	\$18	\$1,796	\$223	\$1,869
DP Software & Accessories	\$199	\$199	\$339	\$0	\$249	\$1,734	\$93	\$322	\$2,389	\$3,533	\$2,718
Books Publications & Subscriptions	\$1,181	\$1,004	\$794	\$183	\$158	\$283	\$757	\$204	\$289	\$525	\$1,195
Dues & Memberships	\$2,533	\$1,258	\$1,705	\$2,519	\$780	\$1,230	\$5,170	\$16,089	\$15,555	\$20,475	\$20,590
Machinery & Equipment	\$4,295	\$4,732	\$2,699	\$3,778	\$6,080	\$11,255	\$6,524	\$3,634	\$1,887	\$1,068	\$14,733
Travel & Per Diem	\$2,883	\$3,303	\$1,244	\$1,704	\$1,990	\$2,085	\$2,114	\$2,450	\$2,940	\$1,730	\$1,966
Total General & Administrative	\$66,312	\$55,573	\$44,617	\$47,969	\$46,727	\$64,509	\$61,642	\$64,987	\$64,028	\$62,360	\$76,693
Total Film & Television Commission Contract	\$602,666	\$568,603	\$424,745	\$377,690	\$444,370	\$477,423	\$531,309	\$593,920	\$661,195	\$1,129,667	\$1,127,037
Marketing Stimulus/Investment Plan											
Other Contractual Services	\$0	\$0	\$0	\$98,633	\$0	\$0	\$0	\$0	\$96,935	\$0	\$0
Total Marketing Stimulus/Investment Plan	\$0	\$0	\$0	\$98,633	\$0	\$0	\$0	\$0	\$96,935	\$0	\$0
County Direct											
TDC Indirect Cost	\$35,939	\$40,663	\$40,356	\$36,426	\$17,853	\$16,332	\$19,406	\$23,085	\$32,554	\$29,046	\$31,997
Communication Services	\$3,440	\$1,271	\$1,254	\$4,150	\$4,215	\$1,664	\$0	\$0	\$0	\$0	\$0
Communication/Suncom	\$166	\$50	\$53	\$41	\$52	\$60	\$48	\$61	\$0	\$0	\$0
Rent	\$51,464	\$53,520	\$55,668	\$57,889	\$57,672	\$45,026	\$45,026	\$45,025	\$45,026	\$45,026	\$37,521
Tax Collector Commissions	\$9,767	\$9,574	\$7,645	\$7,953	\$8,751	\$9,458	\$10,530	\$11,701	\$16,938	\$19,963	\$20,574
Inspector General Fee	\$0	\$0	\$0	\$0	\$536	\$946	\$1,021	\$730	\$941	\$1,204	\$1,650
Total County Direct	\$100,776	\$105,078	\$104,976	\$106,459	\$89,079	\$73,486	\$76,031	\$80,602	\$95,459	\$95,239	\$91,742
Transfer Out- Special Projects	\$0	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0
Total Expenditures/Transfers Out	\$703,442	\$673,681	\$529,721	\$582,782	\$533,449	\$565,909	\$607,340	\$674,522	\$853,589	\$1,224,906	\$1,218,779
Reserves	\$125,138	\$91,958	\$74,310	\$159,589	\$216,492	\$317,822	\$410,933	\$697,286	\$982,611	\$1,101,542	\$1,273,773
Total Film & Television Commission	\$828,580	\$765,639	\$604,031	\$742,371	\$749,941	\$883,731	\$1,018,273	\$1,371,808	\$1,836,200	\$2,326,448	\$2,492,552

**PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 FILM TELEVISION COMMISSION
 RESERVES**

<u>FUND 1451- FILM & TV COMMISSION</u>	<u>2017 ACTUAL</u>
BALANCE FORWARD	\$ 1,101,542
BED TAXES	\$ 1,371,582
INTEREST INCOME	19,428
INTEREST INCOME - BED TAX	-
TOTAL REVENUES	<u>\$ 1,391,010</u>
TOTAL AVAILABLE FUNDS	\$ 2,492,552
TDC INDIRECT	\$ 31,997
OTHER CONTRACTUAL SERVICES	1,127,037
RENT-OFFICE SPACE	37,521
TAX COLL. COMMISSION	20,574
INSPECTOR GENERAL FEE	1,650
OTHER CONTRACTUAL SERVICES- TOURISM STIMULUS	-
TOTAL EXPENDITURES	<u><u>\$ 1,218,779</u></u>
RESERVES	<u><u>\$ 1,273,773</u></u>

PALM BEACH COUNTY **Convention Center Operations**

FY 2018 Budget

- **Overview**
- **Organizational Chart**
- **Performance Measures**
- **Budget Summary**
- **Operational Budget**
- **Convention Center History**
- **Reserves**
- **Convention Center Fact Sheet**

PALM BEACH COUNTY CONVENTION CENTER

MISSION STATEMENT:

The mission of the Palm Beach County Convention Center is to work harmoniously with Discover Palm Beach County and its affiliated agencies to attract regional, national and international tradeshows, conventions and meetings to the facility that will create a profound economic impact on the surrounding community. Our staff is dedicated to exceeding the expectations of our clients by offering state-of-the-art accommodations, detail-oriented sales and events teams, expertly trained service staff and an award-winning culinary department.

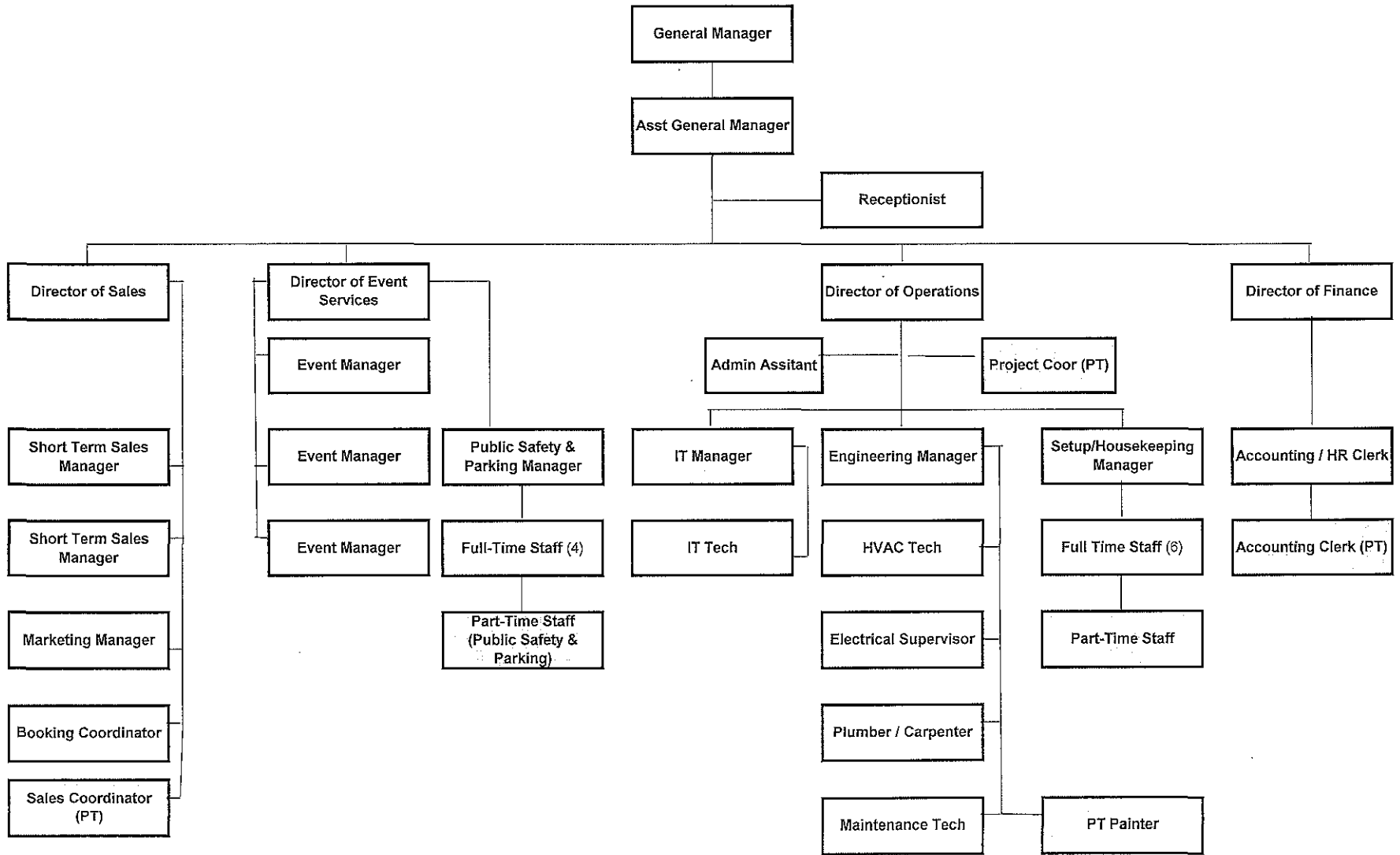
The Convention Center opened on January 1, 2004. The 350,000 square foot facility includes 100,000 square feet of exhibit space, 22,000 square feet of ballroom space and 21,000 square feet of meeting space. The building is owned by Palm Beach County and financed with revenue bonds. The Convention Center is located at 650 Okeechobee Boulevard, West Palm Beach, Florida.

Palm Beach County has contracted with Spectra Venue Management (SVM) as the management and operational team for the building as well as, Spectra Food Services & Hospitality (SFSH) to handle all food and beverage operations. SVM employs approximately 35 full time employees and SFSH employs approximately 10 full time employees.

SVM has the task of overseeing the daily operations and management of the entire facility. Their main responsibilities include; sales, marketing, event management and facility operations. The types of business they pursue include, but not limited to; conventions, conferences, tradeshows, consumer shows, sporting events and meetings. SFSH, provides food and beverage support for these events as well as contracts stand-alone social food and beverage events.

Operating costs are offset by the generation of revenue through space rentals, food and beverage sales and building services and equipment. Other means of financing the Convention Center include the inter-local agreement with the City of West Palm Beach, Transfer In, miscellaneous advertising revenue, and interest.

Palm Beach County Convention Center Organizational Chart (FY18)



FY 2018 OBJECTIVES

- 1 Achieve Total Rental Revenue of \$1,904,484 in fiscal year 2018.
- 2 Realize food & beverage net sales of \$1,493,013 for FY 2018.
- 3 Actualize 45,000 Room Nights during 2018 fiscal year shared Goal
- 4 Book 48,000 Room Nights during 2018 fiscal year shared Goal
- 5 Maintain PBCCC total operating deficit under \$450,000.

<u>PERFORMANCE MEASUREMENTS</u>	<u>Actual FY 2016</u>	<u>Budget FY 2017</u>	<u>Budget FY 2018</u>	<u>Type</u>	<u>Obj</u>
Division Name					
Gross Rental Revenue	\$ 1,857,836	\$ 1,849,596	\$ 1,904,484	Output	1
Food and Beverage sales (net) millions	\$ 1,018,867	\$ 664,492	\$ 1,493,013	Output	2
Actualized room nights CC Shared Goal	13,106	18,000	45,000	Output	3
Booked/contracted room nights Shared Goal	23,902	40,000	48,000	Output	4
Total number of events	214	315	305	Output	1
Number of events Food & Beverage/Banquets	57	71	68	Output	1
No of events Meetings, Conventions, and Show	157	244	237	Output	1

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	28.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Adopted BUDGET
CONVENTION CENTER OPERATIONS CATEGORY F - FUND 1450	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 1,972,860	\$ 1,360,382	\$ 1,360,382	\$ 1,928,491	\$ 1,582,623	\$ 1,582,623	\$ 1,370,841
RENTAL REVENUE	\$ 1,671,231	\$ 1,857,836	\$ 1,819,730	\$ 1,849,596	\$ 1,849,596	\$ 1,849,596	\$ 1,904,484
FOOD & BEVERAGE (NET)	\$ 407,867	\$ 1,018,867	\$ 596,667	\$ 664,492	\$ 664,492	\$ 1,107,594	\$ 1,493,013
CITY OF WEST PALM BEACH ILA	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
NET BLDG. SERVICE REVENUE	\$ 1,077,961	\$ 970,557	\$ 832,704	\$ 988,717	\$ 988,717	\$ 1,059,418	\$ 1,255,239
INTEREST INCOME	\$ 12,941	\$ 1,712	\$ 9,632	\$ 10,433	\$ 10,433	\$ 6,269	\$ 7,287
ADVERTISING AND OTHER MISC. INCOME	\$ 10,250	\$ 12,254	\$ 11,746	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
TRANSFERS IN FUND 1458	\$ 1,100,000	\$ 800,000	\$ 1,900,000	\$ 1,600,000	\$ 1,600,000	\$ 800,000	\$ 1,400,000
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (188,662)	\$ (188,662)	\$ -	\$ (246,002)
TOTAL AVAILABLE FUNDS	\$ 6,503,110	\$ 6,271,608	\$ 6,780,861	\$ 7,113,067	\$ 6,767,199	\$ 6,665,500	\$ 7,444,862
CONVENTION CENTER OPERATING EXPENSE	\$ 3,957,986	\$ 4,317,934	\$ 4,375,023	\$ 4,712,254	\$ 4,712,254	\$ 4,694,442	\$ 5,112,736
INSURANCE	\$ 388,170	\$ 280,980	\$ 268,194	\$ 431,450	\$ 431,450	\$ 431,450	\$ 363,096
LEGAL	\$ 975	\$ 10,740	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
CAPITAL OUTLAY	\$ 674,308	\$ -	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
OTHER	\$ 7,555	\$ 8,262	\$ 11,695	\$ 12,484	\$ 12,484	\$ 12,484	\$ 13,510
TDC CHARGE-OFF ADMIN.	\$ 113,734	\$ 71,069	\$ 83,458	\$ 92,035	\$ 92,035	\$ 76,283	\$ 154,918
NEW INCENTIVE	\$ -	\$ -	\$ -	\$ 312,000	\$ 312,000	\$ -	\$ 612,000
TOTAL OPERATING EXPENSES	\$ 5,142,728	\$ 4,688,985	\$ 4,818,370	\$ 5,640,223	\$ 5,640,223	\$ 5,294,659	\$ 6,336,260
CONV. CTR. RESERVE	\$ 1,360,382	\$ 1,582,623	\$ 1,962,491	\$ 1,472,844	\$ 1,126,976	\$ 1,370,841	\$ 1,108,602
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CONV. CTR. RESERVE	\$ 1,360,382	\$ 1,582,623	\$ 1,962,491	\$ 1,472,844	\$ 1,126,976	\$ 1,370,841	\$ 1,108,602
OVERALL EXPENSE BUDGET	\$ 6,503,110	\$ 6,271,608	\$ 6,780,861	\$ 7,113,067	\$ 6,767,199	\$ 6,665,500	\$ 7,444,862

PALM BEACH COUNTY CONVENTION CENTER
Financial Operations Budget
BUDGET DRAFT- FISCAL YEAR 2018

	FY15 Actual	FY16 Actual	FY 17 Budget	FY17 Forecast	FY18 Budget	FY18 Budget vs FY17 Budget	% Inc (Dec) FY18 Budget vs FY17 Budget	FY18 Budget vs FY17 Forecast	% Inc (Dec) FY18 Budget vs FY17 Forecast
Operating Revenue									
Gross Rent Revenue	\$ 1,671,231	\$ 1,857,836	\$ 1,849,596	\$ 1,849,596	\$ 1,904,484	\$ 54,888	2.97%	\$ 54,888	2.97%
Net F&B Revenue	\$ 407,866	\$ 1,018,867	\$ 664,492	\$ 1,107,594	\$ 1,493,013	\$ 828,521	124.66%	\$ 385,419	34.80%
Advertising Revenue	\$ 10,250	\$ 10,500	\$ 10,000	\$ 10,000	\$ 10,000	\$ -	0.00%	\$ -	0.00%
Net Building Services Revenue	\$ 1,077,962	\$ 970,558	\$ 988,717	\$ 1,059,418	\$ 1,255,239	\$ 266,522	26.96%	\$ 195,821	18.48%
Total Operating Revenue	\$ 3,167,309	\$ 3,857,761	\$ 3,512,805	\$ 4,026,608	\$ 4,662,736	\$ 1,149,931	32.74%	\$ 636,128	15.80%
Operating Expenses									
Executive	\$ 368,681	386,430	\$ 406,173	\$ 388,140	\$ 407,145	\$ 972	0.24%	\$ 19,005	4.90%
Sales & Marketing	\$ 424,535	437,069	\$ 561,674	\$ 474,398	\$ 541,619	\$ (20,054)	-3.57%	\$ 67,221	14.17%
Finance	\$ 190,750	198,804	\$ 213,361	\$ 210,720	\$ 225,052	\$ 11,691	5.48%	\$ 14,332	6.80%
Event Services	\$ 288,972	275,109	\$ 307,756	\$ 289,921	\$ 312,918	\$ 5,162	1.68%	\$ 22,997	7.93%
Operations - Administrative	\$ 258,059	268,934	\$ 275,007	\$ 294,982	\$ 308,604	\$ 33,597	12.22%	\$ 13,622	4.62%
Operations - Setup & Housekeeping	\$ 326,917	359,823	\$ 393,450	\$ 443,634	\$ 495,234	\$ 101,784	25.87%	\$ 51,600	11.63%
Operations - Engineering & Maintenance	\$ 1,373,764	1,419,309	\$ 1,560,219	\$ 1,581,096	\$ 1,694,873	\$ 134,654	8.63%	\$ 113,777	7.20%
Operations - Security	\$ 269,072	305,004	\$ 332,460	\$ 352,342	\$ 330,772	\$ (1,688)	-0.51%	\$ (21,570)	-6.12%
Operations - Information Technology	\$ 180,791	173,423	\$ 190,572	\$ 156,534	\$ 188,290	\$ (2,282)	-1.20%	\$ 31,756	20.29%
Parking Operations	\$ 1,521	8,870	\$ 77,104	\$ 121,507	\$ 214,418	\$ 137,314	178.09%	\$ 92,911	76.47%
Overhead	\$ 380,392	377,897	\$ 394,479	\$ 381,167	\$ 393,812	\$ (667)	-0.17%	\$ 12,644	3.32%
			\$ -	\$ -					
Total Operating Expenses	\$ 4,063,454	\$ 4,210,672	\$ 4,712,254	\$ 4,694,442	\$ 5,112,736	\$ 400,482	8.50%	\$ 418,295	8.91%
Operating Income (Loss) Before Cap-X	\$ (896,145)	\$ (352,909)	\$ (1,199,449)	\$ (667,834)	\$ (450,000)	\$ 749,449	62.48%	\$ 217,833	32.62%
Capital Expenditures	\$ 99,678	\$ 70,321	\$ 75,000	\$ 75,000	\$ 75,000	\$ -	0.00%	\$ -	0.00%
Operating Income (Loss) After Cap-X	\$ (995,823)	\$ (423,232)	\$ (1,274,449)	\$ (742,834)	\$ (525,000)	\$ 749,449	58.81%	\$ 217,833	29.32%
Direct County Revenue									
Bed Tax Revenue									
City of WPB Contributions	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ -	0.00%	\$ -	0.00%
Pool Investment Interest Income	\$ 12,941	\$ 1,712	\$ 10,433	\$ 6,269	\$ 7,287	\$ (3,146)	-30.15%	\$ 1,018	16.24%
Miscellaneous Income	\$ -	\$ 1,753	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%
Transfers In 1st Cent Fund	\$ 1,100,000	\$ 800,000	\$ 1,600,000	\$ 800,000	\$ 1,400,000	\$ (200,000)	-12.50%	\$ 600,000	75.00%
Statutory Holdback Return PYF						\$ -	0.00%	\$ -	0.00%
Statutory Holdback			\$ (188,662)		\$ (246,002)	\$ (57,340)	30.39%	\$ (246,002)	0.00%
Total Direct County Revenue*	\$ 1,362,941	\$ 1,053,465	\$ 1,671,771	\$ 1,056,269	\$ 1,411,285	\$ (260,486)	\$ (D)	\$ 355,016	33.61%
Direct County Expenses									
Legal Services	\$ 975	\$ 10,740	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	0.00%	\$ -	0.00%
Insurance & Surety Bonds	\$ 388,170	\$ 280,980	\$ 431,450	\$ 431,450	\$ 363,096	\$ (68,354)	-15.84%	\$ (68,354)	-15.84%
TDC Charge-Off Admin	\$ 113,734	\$ 71,069	\$ 92,035	\$ 76,283	\$ 154,918	\$ 62,883	68.33%	\$ 78,635	103.08%
Materials/Supplies Operating/Other	\$ 7,555	\$ 8,262	\$ 12,484	\$ 12,484	\$ 13,510	\$ 1,026	8.22%	\$ 1,026	8.22%
Machinery & Equipment	\$ 574,630	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%
PBCCC Incentive Funding		\$ -	\$ 312,000	\$ -	\$ 612,000	\$ 300,000	96.15%	\$ 612,000	0.00%
Total Direct County Expenses*	\$ 1,085,064	\$ 371,051	\$ 852,969	\$ 525,217	\$ 1,148,524	\$ 295,555	\$ 1	\$ 1,148,524	218.68%
Cash vs Accrual Basis	\$ (105,468)	\$ 36,941	\$ -	\$ -	\$ -	\$ -	-	\$ -	0.00%
Overall Net Income/(Loss)	\$ (612,478)	\$ 222,241	\$ (455,647)	\$ (211,782)	\$ (262,239)	\$ 193,408	42.45%	\$ (575,675)	-271.82%

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County Note: County Revenue & Expenses are recorded on Cash Basis Accounting

11/15/2017

PALM BEACH COUNTY

Convention Center Actuals
FY 2003 to Present

Staff	8 Actual FY 03	32 Actual FY 04	35 Actual FY 05	39 Actual FY 06	38 Actual FY 07	40 Actual FY 08	35 Actual FY 09	34 Actual FY 10	53 Actual FY 11	63 Actual FY 12	60 Actual FY 13	67 Actual FY 14	60 Actual FY 15	61 Actual FY 16	70 Actual FY 17
BALANCE FORWARD	-	1,720,984	2,192,829	1,927,277	1,374,870	2,033,383	2,368,087	1,797,870	1,526,480	1,551,227	1,440,485	2,013,581	1,972,860	1,360,382	1,582,623
REVENUES															
Convention Center Sales		1,689,704	2,750,771	2,737,289	2,905,485	3,027,161	3,070,364	3,168,186	2,713,238	2,937,819	3,287,888	3,264,577	3,167,310	3,847,260	4,584,653
Refund Prior Yr Exp	-	-	-	-	-	62,757	3,093	-	-	-	-	-	-	-	-
Other Miscellaneous	-	-	-	-	-	-	-	-	-	8,666	-	459	-	12,254	13,855
Interest	45,942	49,642	38,266	45,626	98,309	71,480	105,649	52,768	9,070	25,299	(4,601)	21,427	12,941	1,712	17,831
City of WPB	-	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Bed Taxes	253,807	253,807	253,807	253,807	253,807	253,807	253,807	253,807	253,807	268,186	253,807	253,807	-	-	-
Transfer In 4th Cent	1,000,000	1,700,000	700,000	270,000	1,350,000	900,000	500,000	500,000	-	-	-	-	-	-	-
Transfer In 1st Cent	-	-	-	-	-	-	-	-	1,350,000	825,000	880,000	800,000	1,100,000	800,000	-
Transfer In Special Prj	1,157,516	4,341	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer In CVB	-	-	-	-	-	253,800	-	-	-	-	-	-	-	-	-
Total Revenues	2,457,265	3,947,494	3,992,844	3,556,722	4,857,601	4,819,005	4,182,913	4,224,761	4,576,115	4,314,970	4,667,094	4,590,269	4,530,251	4,911,226	4,866,339
Total Sources of Funds	2,457,265	5,668,478	6,185,673	5,483,999	6,232,471	6,852,388	6,551,000	6,022,631	6,102,595	5,866,197	6,107,579	6,603,850	6,503,111	6,271,608	6,448,962
EXPENDITURES															
Contract/Operating Expense	413,843	2,858,941	3,633,865	3,745,114	3,938,533	4,094,953	4,302,111	4,026,483	3,991,894	3,930,249	3,797,890	4,129,305	4,033,992	4,317,934	4,524,933
Insurance/ Audit	29,700	373,769	415,728	144,279	186,661	379,517	438,649	440,000	440,000	388,170	194,085	388,170	388,170	280,980	263,275
Legal Fees	-	4,338	3,813	4,018	19,800	5,973	7,980	25,605	2,520	12,039	855	75	975	10,740	5,031
TDC Indirect	-	-	-	-	-	-	-	-	107,964	84,112	89,138	103,755	113,734	71,069	84,874
Machinery & Equipment	-	-	-	-	-	-	-	-	-	-	-	-	598,302	-	-
Other	-	-	-	-	-	52	583	256	5,183	7,335	8,223	5,878	7,556	8,263	9,943
Tax Collectors Fees	3,807	3,807	3,807	3,807	3,807	3,807	3,807	3,807	3,807	3807	3807	3,807	-	-	-
Transfers Out - CVB	288,931	234,795	201,184	211,911	50,287	-	-	-	-	-	-	-	-	-	-
Total Expenditures	736,281	3,475,649	4,258,396	4,109,129	4,199,088	4,484,302	4,753,130	4,496,151	4,551,368	4,425,712	4,093,998	4,630,990	5,142,729	4,688,986	4,888,056
Profit/ (Loss) before subsidies*	(690,339)	(1,736,303)	(1,469,359)	(1,326,214)	(1,195,294)	(1,322,903)	(1,574,024)	(1,275,197)	(1,829,060)	(1,453,928)	(810,711)	(1,344,528)	(1,962,478)	(827,760)	(271,717)
Ending Reserve Balance	1,720,984	2,192,829	1,927,277	1,374,870	2,033,383	2,368,087	1,797,870	1,526,480	1,551,227	1,440,485	2,013,581	1,972,860	1,360,382	1,582,622	1,560,906

* Profit/(Loss) before other revenue subsidies. Subsidies include funds from the City of West Palm Beach, Transfers In and bed taxes .

Number of Events	-	144	288	309	311	359	265	253	294	354	307	315	253	214	206
Number of Attendees at Event	-	223,913	241,675	199,057	218,119	224,285	225,336	287,056	278,986	238,355	225,493	196,013	205,390	190,847	176,938
Actual Room Nights (1) (1) Room nights actual shared beginning 2017	-	798	883	2,124	2,983	3,891	6,329	10,958	8,411	9,289	13,773	11,150	11,894	13,106	27,316

**PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
CONVENTION CENTER OPERATIONS
RESERVES**

<u>FUND1450-CONVENTION CENTER</u>	2017 <u>ACTUAL</u>
BALANCE FORWARD	\$ 1,582,623
BED TAXES	\$ -
RENTAL REVENUE	1,924,668
FOOD & BEVERAGE (NET)	1,603,602
CITY OF WEST PALM BEACH	250,000
NET BLDG SERVICE REVENUE	1,056,383
ADVERTISING REVENUE	13,855
INTEREST INCOME	17,831
OTHER MISCELLANEOUS INCOME	-
TRANSFERS IN 1ST CENT	-
TOTAL REVENUES	<u>\$ 4,866,339</u>
TOTAL AVAILABLE FUNDS	\$ 6,448,962
OPERATING EXPENSE - INDIRECT	\$ 84,874
LEGAL SERVICES - COUNTY ATTORNEY	5,031
OTHER CONTRACTUAL SERVICES -CONV. CTR. OPERATIONS	4,524,933
CAPITAL OPERATING EXPENSE	-
MACHINERY & EQUIPMENT- RISERS	-
INSURANCE	263,275
INSPECTOR GENERAL FEE	9,943
TOTAL EXPENDITURES	<u><u>\$ 4,888,056</u></u>
RESERVES	<u><u>\$ 1,560,906</u></u>



Palm Beach County Convention Center

THE BEST OF EVERYTHING FOR EVERY EVENT™

FACT SHEET

Description

A 350,000 square feet, two level, \$83 million multi-purpose venue includes a 100,000 square foot exhibition hall, a 22,000 square foot ballroom and 20,000 total square feet of flexible meeting room space with a new 2500 spot parking garage which is scheduled to open in the spring of 2017. The PBCCC is constructed on a historical ocean shoreline that is millions of years old. The building's ground elevation is one of the highest in South Florida; more than 40 feet above sea level. The facility is one mile from I-95, less than 3 miles from the Palm Beach International Airport, and directly across the street from CityPlace, a \$600 million downtown development project with various shopping, dining and entertainment options.

Open Date

January 10, 2004

Management

Building Operations: Spectra Facility Management

Food & Beverage: Spectra Food and Hospitality Services

Location

The Palm Beach County Convention Center is located on a 19 acre site at 650 Okeechobee Boulevard, West Palm Beach.

Events

The PBCCC hosts approximately 250 events per year including tradeshow, conferences, conventions, consumer shows, meetings and banquets.

Hotel Accommodations

The brand new Hilton hotel with 400 rooms connected via enclosed walkway to the PBCCC opened in January of 2016. There are over 3,000 additional hotel rooms located within a 3 mile radius of the Convention Center.

4th CENT FUND (DEBT SERVICE)

FY 2018 BUDGET

- **Overview**
- **Budget Summary**
- **Amortization Schedule**
- **Reserves**
- **Roger Dean Stadium Fact Sheet**

FOURTH CENT FUND

The Board of County commissioners approved collection of the Fourth Cent in fiscal year 1994. The Fourth Cent has been designated to make payments on Roger Dean Stadium and the Convention Center bonds.

Under Palm Beach County Code 17-116 (b) (1) category I; (4th Cent) allows use for

1. Debt service relating to bonds issued to finance the construction of professional sports franchise facilities and a convention center;

2. The planning and design costs incurred prior to the issuance of such bonds; and

3. The operation and maintenance cost of a convention center for ten years.

The debt service schedules for both the Roger Dean Stadium and the Convention Center are included within the Fourth Cent Fund section of the budget book.

Roger Dean Stadium bond payment ends in FY 2017 and Convention Center bond payment ends in FY 2031.

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Adopted
4TH CENT CAPITAL PROJECTS	2015	2016	2016	BUDGET	BUDGET	2017	BUDGET
CATEGORY I -DEBT/CONV. CTR. - FUND 1453	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 3,057,369	\$ 2,569,424	\$ 2,569,424	\$ 2,392,225	\$ 2,710,795	\$ 2,710,795	\$ 1,371,421
BED TAX REVENUES	\$ 7,625,554	\$ 7,853,188	\$ 7,550,250	\$ 7,814,509	\$ 7,814,509	\$ 8,167,315	\$ 8,494,008
INTEREST INCOME	\$ (1,415)	\$ (835)	\$ 1,462	\$ 1,480	\$ 1,479	\$ 1,088	\$ 100
TRANSFERS IN- FIRST CENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (390,799)	\$ (390,799)	\$ -	\$ (424,705)
TOTAL AVAILABLE FUNDS	\$ 10,681,508	\$ 10,421,777	\$ 10,121,136	\$ 9,817,415	\$ 10,135,984	\$ 10,879,198	\$ 9,440,824
INSURANCE- ROGER DEAN STADIUM	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90,805
DEBT-ROGER DEAN BASEBALL STADIUM	\$ 2,038,348	\$ 2,035,080	\$ 2,034,652	\$ 2,028,612	\$ 2,085,658	\$ 2,085,658	\$ -
DEBT-CONVENTION CENTER	\$ 5,959,212	\$ 5,557,923	\$ 5,580,695	\$ 5,700,300	\$ 5,699,300	\$ 5,699,300	\$ 5,577,908
DEBT-NEW TEAMS BASEBALL STADIUM	\$ -	\$ -	\$ -	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 2,075,598
CONVENTION CENTER -LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INSPECTOR GENERAL	\$ 141	\$ 181	\$ 309	\$ 309	\$ 309	\$ 309	\$ 214
COLLECTION FEES	\$ 114,383	\$ 117,798	\$ 113,254	\$ 117,218	\$ 117,218	\$ 122,510	\$ 127,410
TRANSFER OUT -FUND 1450	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 8,112,084	\$ 7,710,982	\$ 7,728,910	\$ 9,446,439	\$ 9,502,485	\$ 9,507,777	\$ 7,871,935
4TH CENT RESERVE	\$ 2,569,424	\$ 2,710,795	\$ 2,392,226	\$ 370,976	\$ 633,499	\$ 1,371,421	\$ 1,568,889
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4TH CENT RESERVE	\$ 2,569,424	\$ 2,710,795	\$ 2,392,226	\$ 370,976	\$ 633,499	\$ 1,371,421	\$ 1,568,889
OVERALL EXPENSE BUDGET	\$ 10,681,508	\$ 10,421,777	\$ 10,121,136	\$ 9,817,415	\$ 10,135,984	\$ 10,879,198	\$ 9,440,824

PALM BEACH COUNTY
Convention Center Debt Schedule

\$81,340,000 REFUNDING BONDS Series 2004 CONVENTION CENTER				\$62,775,000 PUB. IMPROVE. REFUND REV BONDS, 2011 (CONVENTION CENTER)			TOTAL CONVENTION CENTER DEBT SERVICE		
YEAR	PRINCIPAL	INTEREST	TOTA P&I	PRINCIPAL	INTEREST	TOTA P&I	PRINCIPAL	INTEREST	TOTA P&I
2018				2,905,000	2,796,875	\$5,701,875	2,905,000	2,796,875	5,701,875
2019				3,050,000	2,648,000	\$5,698,000	3,050,000	2,648,000	5,698,000
2020				3,210,000	2,491,500	\$5,701,500	3,210,000	2,491,500	5,701,500
2021				3,370,000	2,327,000	\$5,697,000	3,370,000	2,327,000	5,697,000
2022				3,545,000	2,154,125	\$5,699,125	3,545,000	2,154,125	5,699,125
2023				3,725,000	1,972,375	\$5,697,375	3,725,000	1,972,375	5,697,375
2024				3,920,000	1,781,250	\$5,701,250	3,920,000	1,781,250	5,701,250
2025				4,120,000	1,580,250	\$5,700,250	4,120,000	1,580,250	5,700,250
2026				4,330,000	1,369,000	\$5,699,000	4,330,000	1,369,000	5,699,000
2027				4,550,000	1,147,000	\$5,697,000	4,550,000	1,147,000	5,697,000
2028				4,785,000	913,625	\$5,698,625	4,785,000	913,625	5,698,625
2029				5,030,000	668,250	\$5,698,250	5,030,000	668,250	5,698,250
2030				5,290,000	410,250	\$5,700,250	5,290,000	410,250	5,700,250
2031				5,560,000	139,000	\$5,699,000	5,560,000	139,000	5,699,000
2032									
2033									
2034									
2035									
2036									
2037									
2038									
2039									
2040									
2041									
2042									
2043									
TOTAL	-	-	-	57,390,000	22,398,500	79,788,500	57,390,000	22,398,500	79,788,500

PALM BEACH COUNTY
DEBT SERVICE SCHEDULE 1 of 2

The BallPark of the Palm Beaches

	Principal	Interest	Total
2016	\$0	\$ 1,216,605	\$ 1,216,605
2017	0	2,546,382	2,546,382
2018	420,000	2,543,640	2,963,640
2019	2,495,000	2,519,228	5,014,228
2020	2,535,000	2,471,524	5,006,524
2021	2,590,000	2,415,006	5,005,006
2022	2,650,000	2,350,230	5,000,230
2023	2,715,000	2,277,142	4,992,142
2024	2,795,000	2,196,476	4,991,476
2025	2,880,000	2,109,304	4,989,304
2026	1,440,000	2,040,486	3,480,486
2027	1,425,000	1,992,276	3,417,276
2028	1,470,000	1,940,636	3,410,636
2029	1,525,000	1,884,975	3,409,975
2030	1,585,000	1,825,225	3,410,225
2031	1,645,000	1,761,323	3,406,323
2032	1,710,000	1,689,998	3,399,998
2033	1,790,000	1,611,283	3,401,283
2034	1,870,000	1,528,970	3,398,970
2035	1,955,000	1,442,946	3,397,946
2036	2,040,000	1,353,098	3,393,098
2037	2,130,000	1,257,185	3,387,185
2038	2,230,000	1,154,768	3,384,768
2039	2,485,000	1,044,013	3,529,013
2040	2,600,000	924,566	3,524,566
2041	2,725,000	799,482	3,524,482
2042	2,850,000	668,525	3,518,525
2043	2,985,000	531,461	3,516,461
2044	3,125,000	387,937	3,512,937
2045	3,270,000	237,719	3,507,719
2046	3,425,000	80,453	3,505,453
	<u>\$ 65,360,000</u>	<u>\$ 48,802,863</u>	<u>\$ 114,162,863</u>

Debt Service Schedule #1 bond payment for The BallPark of the Palm Beaches are shared by both the 4th Cent (70%) and 1st Cent (30%).

**PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 FOURTH CENT FUND
 RESERVES**

<u>FUND 1453 - 4TH CENT DEBT SERVICE</u>	<u>2017 ACTUAL</u>
BALANCE FORWARD	\$ 2,710,795
BED TAXES	\$ 8,089,305
INTEREST INCOME	(14,807)
INTEREST INCOME	-
TRANSFER IN 1ST CENT	-
TOTAL REVENUES	<u>\$ 8,074,497</u>
TOTAL AVAILABLE FUNDS	\$ 10,785,292
BASEBALL DEBT	\$ 2,085,945
CONVENTION CENTER DEBT	7,205,241
TAX COLL. COMMISSION	121,340
INSPECTOR GENERAL FEE	221
TOTAL EXPENDITURES	<u>\$ 9,412,746</u>
RESERVES	<u><u>\$ 1,372,546</u></u>

PALM BEACH COUNTY

Roger Dean Stadium

FACT SHEET

Description

A \$28 million Spring Training Complex/Stadium specially designed to house two Major League Baseball teams. The complex is a state-of-the-art facility. Roger Dean Stadium is the only stadium in the country to host two minor league teams as well as the only stadium in Florida to host two spring training teams. The stadium features luxury sky-box seating, permanent seating, parking and concessions.

Open Date

February 28, 1998

Management

Miami Marlins & St. Louis Cardinals

Location

Roger Dean Stadium is located on approximately 110 acres within the Abacoa Community. Abacoa is located on Donald Ross Road, approximately ¼ mile east of Interstate 95.

Baseball

Spring Training is held during the months of February and March. The Miami Marlins and St. Louis Cardinals share the facility during this time. The stadium is one of only four facilities in the country that has two Major League teams during Spring Training. The Jupiter Hammerheads and Palm Beach Cardinals of the Florida State League (A) make their home at Roger Dean Stadium from April through August.

Capacity

The ballpark features field box, loge box, bleacher, grass berm, and luxury skybox seating. The stadium can accommodate approximately 7,000 fans. It seats approximately 6,600 and another 200 fans can spread out on a blanket and catch a closer glimpse of the game from the Grass Berm, located just in front of the Party Deck in right field.

Dimensions

Left Field – 335 feet

Left-Center Field – 380 feet

Center Field – 400 feet

Right-Center Field – 375 feet

Right Field – 325 feet

Special Events

Roger Dean Stadium is more than just a stadium...It can be rented out for the day to host a company picnic, meeting, fund-raiser, graduation ceremony or a private function. The stadium regularly hosts over 20 outside events each year. The facility is also the host to two of the largest high school baseball tournaments in the country each year, the USA Baseball Junior Olympic Tournament in June and the Perfect Game Baseball Wood Bat Championship in October.

1st CENT FUND (DEBT SERVICE)
FY 2018 BUDGET

- **Overview**
- **Budget Summary**
- **Amortization Schedules**
- **Reserves**

FIRST CENT FUND

Under Palm Beach County Code 17-116 (b) (1) category H: (First Cent) authorizes use for:

1. Plan, design and construct, extend, enlarge, remodel, repair, and/or improve a convention center and professional sports franchise facilities.
2. Debt service relating to bonds issued to finance the construction of professional sports franchise facilities and a convention center.
3. The planning and design cost incurred prior to the issuance of such bonds.
4. Operational and maintenance cost of a convention center.

The debt service schedules for both the Ballpark of the Palm Beaches and Palm Beach County Convention Center Parking garage are included within the First Cent section of the Palm Beach Tourist Development's Budget Book.

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Adopted BUDGET
1ST CENT PARK.GAR./CONV.CTR. - FUND 1458	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD	\$ 17,886,135	\$ 7,720,941	\$ 7,720,941	\$ 9,161,061	\$ 10,946,916	\$ 10,946,916	\$ 9,007,130
BED TAX REVENUES	\$ 7,625,554	\$ 7,853,188	\$ 7,550,250	\$ 7,814,509	\$ 7,814,509	\$ 8,167,315	\$ 8,494,008
INTEREST INCOME	\$ 263,256	\$ 152,266	\$ 91,597	\$ 101,819	\$ 101,819	\$ 196,839	\$ 180,228
TRANSFERS IN- PBC GENERAL FD	\$ -	\$ 214,684	\$ -	\$ -	\$ -	\$ -	\$ -
TRANSFERS IN- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (395,816)	\$ (395,816)	\$ -	\$ (433,712)
TOTAL AVAILABLE FUNDS	\$ 25,574,945	\$ 15,941,079	\$ 15,362,788	\$ 16,681,573	\$ 18,467,428	\$ 19,311,070	\$ 17,247,654
INSPECTOR GENERAL	\$ 141	\$ 182	\$ 153	\$ 200	\$ 200	\$ 153	\$ 214
INSURANCE- BALL PARK OF THE PALM BEACHES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 229,515
INSURANCE- PARKING GARAGE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
COLLECTION FEES	\$ 114,383	\$ 117,798	\$ 113,253	\$ 117,218	\$ 117,218	\$ 122,509	\$ 127,410
DEBT-CONV. CTR. PARKING GARAGE	\$ -	\$ 2,006,392	\$ 2,118,529	\$ 4,034,646	\$ 4,034,646	\$ 4,034,646	\$ 3,920,120
TRANSFER OUT - RENEWAL & REPLACEMENT	\$ -	\$ -	\$ -	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000
TRANSFER OUT -CONVENTION CENTER	\$ 1,100,000	\$ 800,000	\$ 1,900,000	\$ 1,600,000	\$ 1,600,000	\$ 800,000	\$ 1,400,000
TRANSFER OUT - OFFICE RENOVATION	\$ 6,900,000	\$ -	\$ -	\$ 565,000	\$ 565,000	\$ 565,000	\$ -
TRANSFER OUT - PLAN & DESIGN NEW BALLPARK	\$ 5,014,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TRANSFER OUT - NEW BASEBALL STAD. LAND	\$ 4,725,480	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NEW BASEBALL STAD. DEBT FD 2078	\$ -	\$ -	\$ -	\$ 947,882	\$ 947,882	\$ 947,882	\$ 889,542
NEW BASEBALL STAD. DEBT FD 2079	\$ -	\$ 2,069,791	\$ 2,069,791	\$ 833,750	\$ 833,750	\$ 833,750	\$ 833,750
TOTAL OPERATING EXPENSES	\$ 17,854,004	\$ 4,994,163	\$ 6,201,726	\$ 11,098,696	\$ 11,098,696	\$ 10,303,940	\$ 10,400,551
1ST CENT RESERVE	\$ 7,720,941	\$ 10,946,916	\$ 9,161,062	\$ 5,582,877	\$ 7,368,732	\$ 9,007,130	\$ 6,847,103
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1ST CENT RESERVE	\$ 7,720,941	\$ 10,946,916	\$ 9,161,062	\$ 5,582,877	\$ 7,368,732	\$ 9,007,130	\$ 6,847,103
OVERALL EXPENSE BUDGET	\$ 25,574,945	\$ 15,941,079	\$ 15,362,788	\$ 16,681,573	\$ 18,467,428	\$ 19,311,070	\$ 17,247,654

**PALM BEACH COUNTY
DEBT SERVICE SCHEDULE**

Combined Convention Center Parking Garage and Airport Center Renovations

	Principal	Interest	Total	TDC Share 89.30%
2016	\$0	\$ 2,005,488	\$ 2,005,488	\$ 1,790,901
2017	2,320,000	2,082,431	4,402,431	\$ 3,931,371
2018	2,390,000	1,999,831	4,389,831	\$ 3,920,119
2019	2,485,000	1,927,181	4,412,181	\$ 3,940,078
2020	2,535,000	1,876,981	4,411,981	\$ 3,939,899
2021	2,585,000	1,825,781	4,410,781	\$ 3,938,828
2022	2,640,000	1,760,331	4,400,331	\$ 3,929,496
2023	2,715,000	1,680,006	4,395,006	\$ 3,924,741
2024	2,800,000	1,597,281	4,397,281	\$ 3,926,772
2025	2,880,000	1,497,681	4,377,681	\$ 3,909,269
2026	3,000,000	1,380,081	4,380,081	\$ 3,911,413
2027	3,120,000	1,257,681	4,377,681	\$ 3,909,269
2028	3,240,000	1,130,481	4,370,481	\$ 3,902,840
2029	3,370,000	998,281	4,368,281	\$ 3,900,875
2030	3,505,000	878,306	4,383,306	\$ 3,914,292
2031	3,610,000	769,325	4,379,325	\$ 3,910,737
2032	3,725,000	653,319	4,378,319	\$ 3,909,839
2033	3,845,000	531,238	4,376,238	\$ 3,907,980
2034	3,970,000	389,356	4,359,356	\$ 3,892,905
2035	4,125,000	227,456	4,352,456	\$ 3,886,743
2036	4,295,000	72,478	4,367,478	\$ 3,900,158
	<u>\$ 63,155,000</u>	<u>\$ 26,540,998</u>	<u>\$ 89,695,998</u>	<u>\$ 80,098,526</u>

Combined Debt Service for Convention Center Parking Garage (89.3%) and
Airport Center Renovation(10.7% County General Fd)
68M Nav 15DS, Pub Imp Rev Bd, Conv. Center Fund 2076

PALM BEACH COUNTY
DEBT SERVICE SCHEDULE 1 of 2

The BallPark of the Palm Beaches

	Principal	Interest	Total
2016	\$0	\$ 1,216,605	\$ 1,216,605
2017	0	2,546,382	2,546,382
2018	420,000	2,543,640	2,963,640
2019	2,495,000	2,519,228	5,014,228
2020	2,535,000	2,471,524	5,006,524
2021	2,590,000	2,415,006	5,005,006
2022	2,650,000	2,350,230	5,000,230
2023	2,715,000	2,277,142	4,992,142
2024	2,795,000	2,196,476	4,991,476
2025	2,880,000	2,109,304	4,989,304
2026	1,440,000	2,040,486	3,480,486
2027	1,425,000	1,992,276	3,417,276
2028	1,470,000	1,940,636	3,410,636
2029	1,525,000	1,884,975	3,409,975
2030	1,585,000	1,825,225	3,410,225
2031	1,645,000	1,761,323	3,406,323
2032	1,710,000	1,689,998	3,399,998
2033	1,790,000	1,611,283	3,401,283
2034	1,870,000	1,528,970	3,398,970
2035	1,955,000	1,442,946	3,397,946
2036	2,040,000	1,353,098	3,393,098
2037	2,130,000	1,257,185	3,387,185
2038	2,230,000	1,154,768	3,384,768
2039	2,485,000	1,044,013	3,529,013
2040	2,600,000	924,566	3,524,566
2041	2,725,000	799,482	3,524,482
2042	2,850,000	668,525	3,518,525
2043	2,985,000	531,461	3,516,461
2044	3,125,000	387,937	3,512,937
2045	3,270,000	237,719	3,507,719
2046	3,425,000	80,453	3,505,453
	<u>\$ 65,360,000</u>	<u>\$ 48,802,863</u>	<u>\$ 114,162,863</u>

Debt Service Schedule #1 bond payment for The BallPark of the Palm Beaches are shared by both the 4th Cent (70%) and 1st Cent (30%).

65.360M Nav Pub Imp Tax Rev Bond 15C DS, Prof Sports
Fund 2078

PALM BEACH COUNTY
DEBT SERVICE SCHEDULE 2 OF 2

The BallPark of the Palm Beaches

	Principal	Interest	Total
2016	\$0	\$ 1,353,186	\$ 1,353,186
2017	0	2,832,250	2,832,250
2018	0	2,832,250	2,832,250
2019	0	2,832,250	2,832,250
2020	0	2,832,250	2,832,250
2021	0	2,832,250	2,832,250
2022	0	2,832,250	2,832,250
2023	0	2,832,250	2,832,250
2024	0	2,832,250	2,832,250
2025	0	2,832,250	2,832,250
2026	1,530,000	2,794,000	4,324,000
2027	1,965,000	2,706,625	4,671,625
2028	2,065,000	2,605,875	4,670,875
2029	2,170,000	2,500,000	4,670,000
2030	2,275,000	2,388,875	4,663,875
2031	2,390,000	2,272,250	4,662,250
2032	2,510,000	2,149,750	4,659,750
2033	2,635,000	2,021,125	4,656,125
2034	2,765,000	1,886,125	4,651,125
2035	2,905,000	1,744,375	4,649,375
2036	3,050,000	1,595,500	4,645,500
2037	3,215,000	1,438,875	4,653,875
2038	3,380,000	1,274,000	4,654,000
2039	3,545,000	1,100,875	4,645,875
2040	3,725,000	919,125	4,644,125
2041	3,910,000	728,250	4,638,250
2042	3,075,000	553,625	3,628,625
2043	2,210,000	421,500	2,631,500
2044	2,325,000	308,125	2,633,125
2045	2,440,000	189,000	2,629,000
2046	2,560,000	64,000	2,624,000
	<u>\$ 56,645,000</u>	<u>\$ 58,505,311</u>	<u>\$ 115,150,311</u>

Debt Service Schedule# 1 bond payment for The BallPark of the Palm Beaches are shared by both the 4th Cent (70%) and 1st Cent (30%).

State of Florida \$2,000,000 committed annually towards
debt service. Balance covered by TDC
56.645 Nav Pub Imp Rev Bond 15D DS, Prof Sports
Fund 2079

**PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
1ST CENT FUND
RESERVES**

<u>FUND 1458 - 1ST CENT</u>	<u>2017 ACTUAL</u>
BALANCE FORWARD	\$ 10,946,916
BED TAXES	8,089,305
INTEREST INCOME	166,132
TOTAL REVENUES	<u>\$ 8,255,437</u>
TOTAL AVAILABLE FUNDS	\$ 19,202,353
TFR OUT STIMULUS FUNDS - CONVENTION CENTER Fd-1450	\$ -
TFR OUT 68M PUB IMP REV BD 15A FD2076	-
TFR OUT 65.36M PUB IMP TAX REV BD 15C FD 2078	-
TFR OUT BLDG R&R FD 3807	8,142,209
TFR OUT 56.645M NAV PUB IMP REV BD 15D FD 2079	674,069
TAX COLL. COMMISSION	121,340
INSPECTOR GENERAL FEE	221
TOTAL EXPENDITURES	<u><u>\$ 8,937,839</u></u>
RESERVES	<u><u>\$ 10,264,513</u></u>

PALM BEACH COUNTY **BEACH PROGRAMS**

FY 2018 Budget

- **Overview**
- **Budget Summary**
- **Reserves**

BEACH PROGRAMS

The Beach Programs is administered by Palm Beach County Environment Resources Management (ERM) which was created in October 1987. These programs provide beach improvement, maintenance, renourishment, restoration, and erosion control with emphasis on dune restoration when possible.

Funding for these programs involves various resources, one of which is supported by bed tax. The Beach Programs receives 18.49 percent from the 2, 3rd, 5, and 6th Cent of the Palm Beach County bed taxes to fund Beach Programs. These funds are transferred to ERM's programs on a monthly basis. ERM's offices are located at 2300 North Jog Road, West Palm Beach, Florida 33411.

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Adopted
CATEGORY C - FUND 1456	2015	2016	2016	BUDGET 2017	BUDGET 2017	2017	BUDGET 2018
BEACH PROGRAMS							
BALANCE FORWARD	\$ 393,367	\$ 1,916,170	\$ 1,916,169	\$ 148,977	\$ 392,299	\$ 392,299	\$ 663,535
BED TAX REVENUES	\$ 4,602,689	\$ 5,709,493	\$ 5,485,447	\$ 5,680,887	\$ 5,680,887	\$ 5,941,815	\$ 6,183,429
INTEREST INCOME	\$ 15,242	\$ 23,953	\$ 17,164	\$ 14,103	\$ 14,103	\$ 16,588	\$ 17,900
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (284,749)	\$ (284,749)	\$ -	\$ (310,066)
TOTAL AVAILABLE FUNDS	\$ 5,011,298	\$ 7,649,616	\$ 7,418,780	\$ 5,559,218	\$ 5,802,540	\$ 6,350,702	\$ 6,554,798
BEACH PROGRAMS	\$ 2,910,602	\$ 7,046,849	\$ 7,046,849	\$ 5,225,342	\$ 5,468,665	\$ 5,468,665	\$ 6,354,713
TDC CHARGE-OFF ADMIN.	\$ 115,252	\$ 124,601	\$ 140,469	\$ 148,838	\$ 148,838	\$ 132,967	\$ 6,952
COLLECTION FEES	\$ 69,040	\$ 85,642	\$ 82,282	\$ 85,213	\$ 85,213	\$ 85,213	\$ 92,751
INSPECTOR GENERAL	\$ 234	\$ 224	\$ 204	\$ 322	\$ 322	\$ 322	\$ 382
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 3,095,128	\$ 7,257,316	\$ 7,269,804	\$ 5,459,715	\$ 5,703,038	\$ 5,687,167	\$ 6,454,798
BEACH PROGRAMS	\$ 1,916,170	\$ 392,299	\$ 148,976	\$ 99,502	\$ 99,501	\$ 663,535	\$ 100,000
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BEACH PROGRAMS RESERVES	\$ 1,916,170	\$ 392,299	\$ 148,976	\$ 99,502	\$ 99,501	\$ 663,535	\$ 100,000
OVERALL EXPENSE BUDGET	\$ 5,011,298	\$ 7,649,616	\$ 7,418,780	\$ 5,559,218	\$ 5,802,540	\$ 6,350,702	\$ 6,554,798

PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 ERM- BEACH PROGRAMS
 RESERVES

<u>FUND 1456 - ERM/BEACH PROGRAMS</u>	2017 <u>ACTUAL</u>
BALANCE-FORWARD	\$ 392,299
BED TAXES	\$ 5,884,120
INTEREST INCOME	26,941
INTEREST INCOME - BED TAX	-
TOTAL REVENUES	<u>\$ 5,911,060</u>
TOTAL AVAILABLE FUNDS	\$ 6,303,359
OPERATING EXPENSE- INDIRECT	\$ 137,261
TRANSFER OUT	5,468,665
TRANSFER OUT	-
TAX COLL. COMMISSION	88,262
INSPECTOR GENERAL FEE	357
TOTAL EXPENDITURES	<u><u>\$ 5,694,545</u></u>
RESERVES	<u><u>\$ 608,815</u></u>

PALM BEACH COUNTY
TDC SPECIAL PROJECTS FUND

FY 2018 Budget

- **Overview**
- **Budget Summary**
- **Reserves**
- **History of Funded Projects**

SPECIAL PROJECTS FUND

The Special Projects was established in 1995 and amended to provide for special major projects and events which may arise from time- to-time which directly further, advance, improve, promote and generate county tourism.

Currently, the Special Projects Fund is funded \$532,992 from the allocation of the 2nd, 3rd, 5th, and 6th Cent before distribution to the agencies/programs.

**TOURIST DEVELOPMENT COUNCIL FY 2018
PROPOSED BUDGET**

	26.28%	10.25%	6.00%	3.50%	3.50%	4.00%	4.00%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Adopted
CATEGORY E - FUND 1452	2015	2016	2016	BUDGET	BUDGET	2017	BUDGET
	2015	2016	2016	2017	2017	2017	2018
BALANCE FORWARD/SPECIAL PROJ.	\$ 408,069	\$ 838,937	\$ 838,937	\$ 1,324,883	\$ 1,327,472	\$ 1,327,472	\$ 1,830,618
BED TAX REVENUES SPEC. PROJ	\$ 480,118	\$ 532,995	\$ 532,994	\$ 532,994	\$ 532,994	\$ 532,994	\$ 532,994
INTEREST INCOME -SPECIAL PROJ.	\$ 8,097	\$ 13,539	\$ 11,727	\$ 15,881	\$ 15,881	\$ 28,927	\$ 41,477
TRANSFERS IN: SPORTS COMMISSION	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ -
TRANSFERS IN: DISCOVER							
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (27,444)	\$ (27,444)	\$ -	\$ (28,724)
TOTAL AVAILABLE FUNDS	\$ 946,284	\$ 1,435,471	\$ 1,433,658	\$ 1,898,314	\$ 1,898,903	\$ 1,939,393	\$ 2,376,365
SPECIAL PROJECTS	\$ 100,000	\$ 100,000	\$ 100,000	\$ 600,000	\$ 600,000	\$ 100,000	\$ 300,000
INSPECTOR GENERAL	\$ 145	\$ 4	\$ 780	\$ 780	\$ 780	\$ 780	\$ 196
COLLECTION FEES/SPECIAL PROJ.	\$ 7,202	\$ 7,995	\$ 7,995	\$ 7,995	\$ 7,995	\$ 7,995	\$ 7,995
CONVENTION CENTER PEDESTRIAN OVERPASS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,000
TOTAL OPERATING EXPENSES	\$ 107,347	\$ 107,999	\$ 108,775	\$ 608,775	\$ 608,775	\$ 108,775	\$ 608,191
SPEC. PROJ. RESERVE	\$ 838,937	\$ 1,327,472	\$ 1,324,883	\$ 1,287,539	\$ 1,290,128	\$ 1,830,618	\$ 1,768,174
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SPEC. PROJ. RESERVE	\$ 838,937	\$ 1,327,472	\$ 1,324,883	\$ 1,287,539	\$ 1,290,128	\$ 1,830,618	\$ 1,768,174
OVERALL EXPENSE BUDGET	\$ 946,284	\$ 1,435,471	\$ 1,433,658	\$ 1,898,314	\$ 1,898,903	\$ 1,939,393	\$ 2,376,365

PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
SPECIAL PROJECTS FUND
RESERVES

	2017 <u>ACTUAL</u>
FUND 1452- SPECIAL PROJECTS	
BALANCE FORWARD	\$ 1,327,472
BED TAXES - SPEC. PROJECTS	\$ 532,995
INTEREST INCOME	27,379
TRANSFER IN - SPORTS COMMISSION	50,000
TOTAL REVENUES	<u>\$ 610,374</u>
TOTAL AVAILABLE FUNDS	\$ 1,937,846
SPECIAL PROJECTS	\$ 100,000
TAX COLL. COMMISSION	7,995
INSPECTOR GENERAL FEE	208
TOTAL EXPENDITURES	<u>\$ 108,203</u>
RESERVES	<u><u>\$ 1,829,643</u></u>

PALM BEACH COUNTY
 Tourist Development Council
 Special Projects
 History of Funded Projects and Events

EVENT	Actual FY 1996	Actual FY 1997	Actual FY 1998	Actual FY 1999	Actual FY 2000	Actual FY 2001	Actual FY 2002	Actual FY 2003	Actual FY 2004	Actual FY 2005	Actual FY 2006	Actual FY 2007	Actual FY 2008	Actual FY 2009	Actual FY 2010	Actual FY 2011	Actual FY 2012	Actual FY 2013	Actual FY 2014	Actual FY 2015	Actual FY 2016	Actual FY 2017	TOTAL	
PBIF	100,000	125,000	150,000	100,000	65,000	60,000	54,000	60,000	60,000															774,000
1999 Super Bowl			50,000	50,000																				100,000
ERM Reef Study					30,000																			30,000
Cultural Amex						40,000																		40,000
Sports Grant Program							40,000																	40,000
Cultural PR Firm								20,000																20,000
Intl. Tennis & Davis Cup									40,000															40,000
International Tennis										15,000														15,000
Fashion Week										25,000														25,000
Federation Cup										40,000														40,000
Jazz & Blues Fest.										50,000														50,000
Fashion Week											20,000	15,000												35,000
2007 Super Bowl											100,000	50,000												150,000
Boca Arts Festival												50,000	50,000											150,000
Delray Beach Film Festival												7,000	0	7,500										14,500
Spring Bling													75,000	58,111	58,782									191,893
2010 Super Bowl														50,000	100,000									150,000
ATP World Champ. Tour																	30,000	30,000						85,000
Latin American Vinofest																								15,000
Fashion Rocks Palm Bch																	25,000							25,000
Fashion Series																		30,000						30,000
Downtown Boca Film (formally Delray Bch Film Fest)																			7,516					7,516
The Battle of Florida Group																				5,000				5,000
Palm Beach Ultimate Diver Challenge																		39,966	90,000					129,966
Presidential Debate-Lynn University																			150,000					150,000
Boca Bowl																					100,000	100,000	100,000	300,000
Total	100,000	175,000	200,000	100,000	95,000	100,000	94,000	80,000	100,000	130,000	120,000	122,000	125,000	165,611	223,782	30,000	82,482	270,000	0	100,000	100,000	100,000	2,612,875	