

WORKING DRAFT
Experience Scottsdale
Budgets

	Approved 2019-2020 Budget	Reforecasted 2019-2020 Budget	Proposed Budget FY 2020-2021 with Initial Cuts	Proposed Budget FY 2020-2021 with COS as of 5-12-2020	Proposed Budget FY 2020-2021 with COS Amount	Percentage Change over 2019-2020 Approved Budget
REVENUE						
Contracts						
City of Scottsdale - Contract	10,765,114	8,595,835	11,834,479	7,510,187	9,259,500	-30%
City of Scottsdale - Fiesta Bowl	174,833	174,833	181,826	181,826	181,826	4%
True-Up Payment *	275,000	275,000				-100%
Total City of Scottsdale Revenue	11,214,947	9,045,668	12,016,305	7,692,013	9,441,326	-31%
Carryover	125,000	125,000				-100%
Town of Paradise Valley	1,797,056	1,797,056	1,797,056	900,000	900,000	-50%
Salt River Pima	-	75,000				
State of Arizona - Prop 302	2,088,123	1,845,977	1,100,000	1,100,000	1,100,000	-47%
Total Contracts	15,225,126	12,888,701	14,913,361	9,692,013	11,441,326	-36%
Carryover- Private Sector	60,000	60,000				-100%
Total Private Sector Revenue	952,000	855,000	300,000	300,000	300,000	-68%
TOTAL ALL REVENUE	16,237,126	13,803,701	15,213,361	9,992,013	11,741,326	-38%
EXPENSE						
Personnel:						
Salaries	4,363,170	4,124,870	3,573,235	3,191,070	3,191,070	-27%
Taxes	292,500	265,800	248,000	230,954	230,954	-21%
Benefits	731,000	707,000	680,000	680,000	680,000	-7%
TOTAL Personnel	5,386,670	5,097,670	4,501,235	4,102,024	4,102,024	-24%
Operating/Administration Expense	1,165,000	1,089,000	1,090,000	1,070,000	1,070,000	-8%
Membership Development	5,000	5,000	20,000	20,000	20,000	300%
Marketing	7,010,790	7,095,507	6,300,000	2,232,337	3,481,650	-68%
City of Scottsdale Pass Through - Fiesta Bowl	174,833	174,833	181,826	181,826	181,826	4%
Experience Scottsdale - Fiesta Bowl	174,833	174,833	181,826	181,826	181,826	4%
Communications	590,000	494,750	650,000	535,000	535,000	-9%
Community & Government Affairs	200,000	169,125	117,850	108,000	108,000	-46%
Convention Sales	1,125,000	890,000	1,090,000	800,000	800,000	-29%
Tourism Sales	405,000	284,100	365,000	261,000	261,000	-36%
Private Sector Reserve						
Contingency			715,624	500,000	1,000,000	
TOTAL ALL EXPENSE	16,237,126	15,474,818	15,213,361	9,992,013	11,741,326	-28%
Net	-	(1,671,117)	-	-	-	
Cash Balance March 31, 2020		3,075,064				
Net Cash Estimated at June 30, 2020		1,403,947				