

Hattiesburg Convention Commission Fiscal Year 2020 Budget Analysis		BUDGET		
Classification	Category	FYE 2019 Totals	FYE 2020 Totals	\$\$\$ Variation
Income	Special Sales Tax (2% Food & Beverage Tax Revenue)	\$ 5,225,691	\$ 5,486,975	\$ 261,284
	Saenger Theater/ Convention Center / USO / Zoo Revenue	\$ 1,888,045	\$ 1,993,045	\$ 105,000
	F&B Revenue	\$ 1,180,500	\$ 1,204,700	\$ 24,200
	Interest	\$ 52,215	\$ 62,540	\$ 10,325
	Estimated Total Income	\$ 8,346,451	\$ 8,747,260	\$ 400,809
Expenditures	Facilities Operations			
<i>Convention Center</i>	Electricity, Natural Gas, Telecommunications, Janitorial Supplies,	\$ 2,088,209	\$ 2,092,859	\$ 4,650
<i>Visitors Center</i>	Safety Equipment, Training, Contracted Services, Animal Feed			
<i>Saenger Theater</i>				
<i>USO</i>	Repairs, Refurbishment, Fixed Assets			
<i>Eureka</i>	Refurbishment of Facilities/ Replacement of Equipment, Fixtures	\$ 478,756	\$ 411,756	-\$ 67,000
<i>Zoo</i>				
<i>Oseola McCarty House</i>	Insurance, Professional Services, Marketing			
	Trustee Fees, Insurance, Surety Bonds, Audit, Legal Fees, Saenger Talent Buying, Marketing, Show Production, etc.	\$ 863,250	\$ 924,450	\$ 61,200
	Staffing Costs (including benefits)			
	Full-time + benefits, Part-time & Event Based Staff	\$ 4,482,213	\$ 4,588,482	\$ 106,269
	Sub-total Estimated Expenditures	\$ 7,912,428	\$ 8,017,547	\$ 105,119
	Projected Funds On Hand	\$ 6,655,240	\$ 6,717,004	
	<i>Bond Money on Hand</i>			
	<i>Bond Money - State and/or Local</i>		(\$340,000)	Projected State Bond Proceeds
	<i>Special Projects Sponsorships</i>	(\$15,000)	(\$15,000)	Corporate Sponsorships
Project Expenses	Historic USO Club Expansion & Repairs	\$ 20,000	\$ 20,000	
	Historic Eureka School Museum Development	\$ 500,000	\$ 500,000	Museum Components, Consultants
	Sixth Street Museum District Development		\$ 200,000	Pavilion, Outdoor Exhibits, District Entry, Historic Structures
	Saenger Theater Improvements	\$ 50,000	\$ 75,000	Alley Project, Plaster Repairs, Etc.
	Zoo Development	\$ 2,400,000	\$ 2,150,000	NW Quad Completion, Zoo Entrance, etc.
	Kamper Park Playground and Water Play Area		\$ 1,000,000	Phase 1
	Longleaf Trace to Museum Extension Match	\$ 200,000	\$ 200,000	
	Science Exploration Center Project	\$ 200,000	\$ 400,000	Access Improvements, Feasibility Study
	Convention Center Improvements		\$ 150,000	LED conversion, Wayfinding Signage Replacements
	City/Facility Improvement Partnership	\$ 200,000	\$ 200,000	Hardy Street Beautification/Zoo Front Fence
	Oseola McCarty House	\$ 60,000	\$ 90,000	Museum, Renovation, Memorial Garden, Etc.
	Designated Reserve Fund (All Facilities) and Estimated Residual	\$ 3,040,240	\$ 2,087,004	