

## VCOS 2026 Summary of Expenses and Revenue

FY26 Purposed Revenue							FY26 Proposed Expense						
Source	2026 Revenue			2025 Revenue			Departments	2026		2025		Inc/Dec	Notes
LART (CITY)	\$ 5,250,000.00	0%	\$ 5,250,000.00	OPS: Maint & Support	\$ 740,403.56	\$ 657,522.02	12.61%	Maint, Support, Tech - New for 2026; Symphony					
Partnership	\$ 623,854.00	6%	\$ 586,005.00	AD: Management & Admin	\$ 375,951.65	\$ 356,984.92	5.31%	FY26 includes \$139,500 ask from OPP fund					
County/State	\$ 49,000.00	-25%	\$ 65,000.00	DT: Domestic Tour	\$ 54,080.00	\$ 60,899.00	-11.20%						
Other:	\$ 374,041.75	29%	\$ 289,953.20	CV: Convention Sales	\$ 722,707.00	\$ 715,278.00	1.04%						
Parking Lot	\$ 9,250.00	-63%	\$ 25,000.00	FM: Film	\$ 20,000.00	\$ -	#DIV/0!						
Co-Op	\$ 35,000.00		\$ -	IN: International Sales	\$ 76,175.00	\$ 64,523.80	18.06%						
Tenant	\$ 138,600.00	0%	\$ 138,600.00	MC: Marketing & Com	\$ 1,577,748.00	\$ 1,590,586.96	-0.81%	FY26 includes \$127,250 ask from OPP fund					
OVG	\$ 60,200.00	0%	\$ 60,500.00	CM: Communications	\$ 115,705.00	\$ -	#DIV/0!						
VIC Sales	\$ 7,600.00	52%	\$ 5,000.00	PE: Partnership Sales MKT	\$ 167,820.00	\$ 73,653.72	127.85%	Includes 15k ask from OPP Fund					
Interest	\$ 93,801.75	162%	\$ 35,853.20	SP: Sports Sales, Events	\$ 211,075.00	\$ 260,850.00	-19.08%						
In-Kind	\$ 29,590.00	18%	\$ 25,000.00	VS: Visitor Services	\$ 168,990.00	\$ 154,645.00	9.28%	FY26 includes \$52,100 ask from OPP fund					
Other	\$ 0.00		\$ 0.00	Dep't / Operating Expenses:	\$ 4,230,655.21	\$ 3,934,943.41	7.52%	Operations					
				Salaries & Benefits:	\$ 2,400,090.53	\$ 2,256,014.79	6.39%	Staff					
<b>FY26 Revenue:</b>	<b>\$ 6,296,895.75</b>	<b>1.71%</b>		<b>FY26 Expenses:</b>	<b>\$ 6,630,745.75</b>	<b>\$ 6,190,958.20</b>	<b>7.10%</b>	<b>Actual</b>					
Opp. Fund	333,850.00			<b>FY26 Purposed Revenue :</b>	<b>\$ 6,630,745.75</b>	<b>\$ 6,190,958.20</b>							
<b>FY26 Total:</b>	<b>\$ 6,630,745.75</b>	<b>7.10%</b>		<b>Operating deficit:</b>	<b>\$ -</b>	<b>\$ 0.00</b>							

STAFF	2026	2025	Investments / Reserves	2026 Budget Notes			
Base	\$ 1,793,725.33	Salaries 6%	\$ 1,688,416.24	Opportunity	\$ 2,416,319.81	14%	No LART increase
	\$ 160,477.72	TAXES 8%	\$ 148,849.96	Emergency	\$ 1,535,897.04	\$ 1,574,223.94	Grants Subject to Award
	\$ 7,953.32	FAMLI 6%	\$ 7,524.43	Ent Money Market	\$ 8,653.82	\$ (38,326.90)	\$333,850 Opportunity Fund Ask
	\$ 252,000.00	Health 6%	\$ 238,816.58	Ent CD	\$ 303,352.27		Salary increase includes a 16% estimated increase for health insurance.
	\$ 2,700.00	Other	\$ -	Updated 11/2025	\$ 4,264,222.94		
	\$ 2,216,856.37	Total 6%	\$ 2,083,607.21				
BNS / IRA	\$ 183,234.16		\$ 172,407.58				
<b>Total:</b>	<b>\$ 2,400,090.53</b>	<b>6%</b>	<b>\$ 2,256,014.79</b>				

Analysis of Spending:		Funding	% of BDGT	DMO National Average
<b>2026</b>	<b>Salary &amp; Benefits</b>	\$ 2,400,090.53	36.20%	40.00%
	Sales & Marketing Programs	\$ 3,490,251.65	52.64%	48.00%
	General & Administration	\$ 740,403.56	11.17%	12.00%
	<b>Total</b>	<b>\$ 6,630,745.74</b>	<b>100.00%</b>	<b>100.00%</b>
<b>2025</b>	<b>Salary &amp; Benefits</b>	\$ 2,256,014.79	36.44%	
	Sales & Marketing Programs	\$ 3,277,421.40	52.94%	
	General & Administration	\$ 657,522.02	10.62%	
	<b>Total</b>	<b>\$ 6,190,958.20</b>	<b>100.00%</b>	

Admin, Management, Research, AD Salary is 14% of the Budget in 2024. 15% in 2023, 17% in 2022.

