

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
FY26 Revenue:							\$6,296,895.75	1.71%		\$6,190,958.20
Opp. Fund							333,850.00			
FY26 Total:							\$6,630,745.75	7.10%		\$6,190,958.20
FY26 Expenses:							\$ 6,630,745.75	\$ 6,190,958.19	7.10%	Actual
FY26 Purposed Revenue :							\$6,630,745.75	\$ 6,190,958.20		
Operating deficit:							\$ -	\$ 0.00		

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%
	\$	2,700.00	Other	\$	-	Updated 11/2025	\$ 4,264,222.94 estimated increase for health insurance.
	\$	2,216,856.37	Total 6%	\$	2,083,607.21		
BNS / IRA	\$	183,234.16	6%	\$	172,407.58		
Total:	\$	2,400,090.53	6%	\$	2,256,014.79		

Analysis of Spending:		Funding	% of BDGT	DMO National Average
2026	Salary & Benefits	\$ 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%
	Total	\$ 6,630,745.74	100.00%	100.00%
2025	Salary & Benefits	\$ 2,256,014.79	36.44%	
	Sales & Marketing Programs	\$ 3,277,421.40	52.94%	
	General & Administration	\$ 657,522.02	10.62%	
	Total	\$ 6,190,958.20	100.00%	
Admin, Management, Research, AD Salary is 14% of the Budget in 2024. 15% in 2023, 17% in 2022.				

