

TDC Administration

FY 2017 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 1555 Palm Beach Lakes Boulevard, Suite 900, West Palm Beach, Florida 33401. The TDC employs a staff of 4.

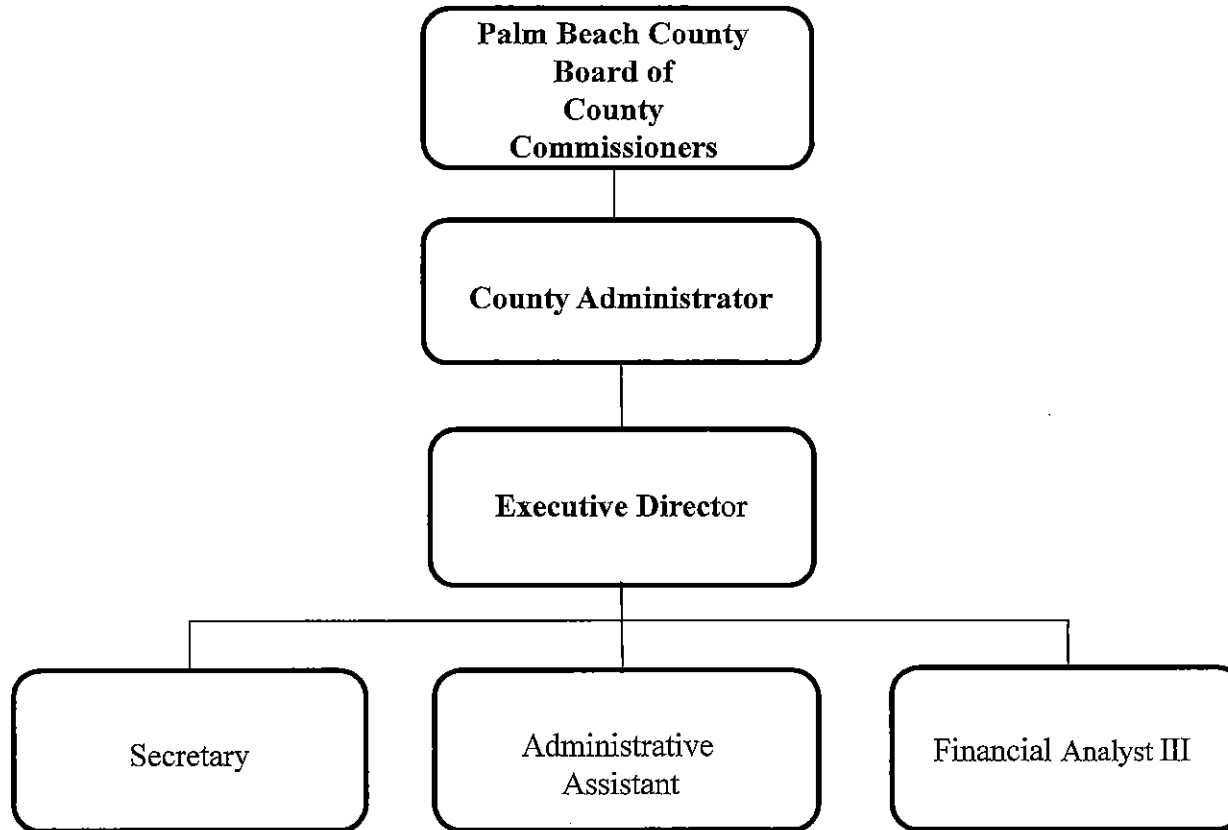
The TDC mission is the TDC and its agencies will lead the promotion of tourism in Palm Beach County by empowering collaborative partnerships, advocating appropriate designation-defining developments and ensuring the steady growth of high-value visitors. Its vision is Palm Beach County will be a globally 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 (PBCCC) 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



**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	ADOPTED	MODIFIED	FORECAST	PROPOSED
TOURIST DEVELOPMENT COUNCIL-ADMIN CATEGORY A - FUND 1454	2014	2015	2015	BUDGET 2016	BUDGET 2016	2016	BUDGET 2017
BALANCE FORWARD	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BED TAX REVENUES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
AIRPORT DEPARTMENTAL INCOME	\$ 210,247	\$ 129,092	\$ 222,633	\$ 263,158	\$ 263,158	\$ 20,000	\$ -
OTHER MISC. INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (13,158)	\$ (13,158)	\$ -	\$ -
TOTAL AVAILABLE FUNDS	\$ 210,247	\$ 129,092	\$ 222,633	\$ 250,000	\$ 250,000	\$ 20,000	\$ -
TDC ADMINISTRATION	\$ 743,781	\$ 783,956	\$ 863,000	\$ 855,000	\$ 855,000	\$ 843,160	\$ 897,000
AIRLIFT RELATIONS	\$ -	\$ 129,182	\$ 222,633	\$ 250,000	\$ 250,000	\$ 20,000	\$ -
COLLECTION FEES	156,617	201,272	193,473	220,781	220,781	215,027	222,688
LESS TDC CHARGE-OFF	\$ (383,647)	\$ (459,603)	\$ (480,874)	\$ (481,276)	\$ (481,276)	\$ (476,072)	\$ (508,041)
TDC OPERATING EXPENSES	\$ 516,751	\$ 654,607	\$ 798,232	\$ 844,505	\$ 844,505	\$ 602,115	\$ 611,647
OVERALL EXPENSE BUDGET (1)	\$ 14,652,717	\$ 17,425,624	\$ 16,992,893	\$ 17,615,642	\$ 18,977,821	\$ 19,106,050	\$ 17,850,336

See Discover page for totals to agree with Overall Expense budget

PALM BEACH COUNTY

Tourist Development Council

TDC Administration

FY 2017 Program Budget

ACCOUNT	ACCOUNT NAME	FY 2014 Actual	FY 2015 Actual	FY 2016 (1) Budget	FY 2016 Modified Budget	FY 2016 Forecast	FY 2017 Budget	Inc./Dec.) FY 17 Bud vs FY16 Modified Budget	Percent +/- FY 17 Bud vs FY16 Modified Bud.	Inc./Dec.) FY 17 Bud vs FY16 Forecast	Percent +/- FY 17 Bud vs FY16 Forecast
1201	SALARIES & WAGES REGULAR	\$ 340,000	\$ 395,655	\$ 420,824	\$ 420,824	\$ 330,824	\$ 347,673	\$ (73,151)	-17.38%	\$ 16,849	5.09%
1501	WAGES SPECIAL - NO FRS CONTRIB.	-	-	-	-	-	-	-	0.00%	-	0.00%
2101	FICA- TAXES	20,285	23,355	24,969	24,969	19,389	20,365	(4,604)	-18.44%	976	5.03%
2105	FICA- MEDICARE	4,744	5,560	5,102	5,102	4,797	5,150	(952)	-15.60%	353	7.36%
2201	RETIREMENT CONTRIBUTIONS	39,573	50,290	64,255	64,255	47,888	57,230	(7,025)	-10.93%	9,342	19.51%
2301	INSURANCE- LIFE & HEALTH	48,021	45,906	52,487	52,487	50,517	63,450	10,963	20.89%	12,933	25.60%
2401	WORKERS COMPENSATION	800	927	1,128	1,128	927	836	(292)	-25.89%	(91)	-9.82%
2501	UNEMPLOYMENT COMPENSATION	-	-	1,250	1,250	1,035	1,500	250	20.00%	465	44.93%
3124	LEGAL SERVICES- COUNTY ATTORNEY	29,340	23,577	45,000	45,000	45,000	25,000	(20,000)	-44.44%	(20,000)	-44.44%
3134	ADMIN. SERVICES- COUNTY ADMIN.	105,738	110,203	114,134	114,134	114,134	117,558	3,424	3.00%	3,424	3.00%
3401	OTHER CONTRACTUAL SERVICES	-	-	5,000	5,000	5,000	5,000	-	0.00%	-	0.00%
3404	TEMP/SERV./CONTRACTUAL SERVICES	-	-	3,000	3,000	3,000	4,300	1,300	43.33%	1,300	43.33%
3413	ISS ENTERPRISE SERVICES	8,491	10,851	7,941	7,941	7,941	10,740	2,799	35.25%	2,799	35.25%
3421	CONTRACTUAL SERVICES-TRAINING	-	-	270	270	270	288	18	6.67%	18	6.67%
4001	TRAVEL & PER DIEM	10,866	13,302	38,000	38,000	12,000	12,000	(26,000)	-68.42%	-	0.00%
4007	TRAVEL - MILEAGE	361	734	1,000	1,000	600	658	(342)	-34.20%	58	9.67%
4008	TRAVEL- AUTO ALLOWANCE	-	-	-	-	-	-	-	0.00%	-	0.00%
4101	COMMUNICATION SERVICES	-	-	-	-	-	-	-	0.00%	-	0.00%
4103	COMM/SUNCOM-TOLL	-	-	-	-	-	-	-	0.00%	-	0.00%
4104	COMM/ COMMERCIAL-TOLL	-	-	-	-	-	-	-	0.00%	-	0.00%
4205	POSTAGE	559	1,234	7,100	7,100	3,500	3,815	(3,285)	-46.27%	315	9.00%
4406	RENT- OFFICE EQUIPMENT	8,450	8,521	9,700	9,700	9,700	9,700	-	0.00%	-	0.00%
4411	RENT- BLDG	63,499	63,499	66,000	66,000	66,000	66,000	-	0.00%	-	0.00%
4412	RENT-STORAGE/WAREHOUSE SPACE	153	808	500	500	700	700	200	40.00%	-	0.00%
4502	CASUALTY SELF INSURANCE	2,298	2,713	2,930	2,930	2,912	2,456	(474)	-16.18%	(456)	-15.66%
4620	REP/MAINT. EQUIPMENT	-	75	1,500	1,500	1,500	1,500	-	0.00%	-	0.00%
4622	REP/MAINT. TELEPHONES	349	349	500	500	500	500	-	0.00%	-	0.00%
4674	REP/MAINTENANCE DP EQUIPMENT	-	-	500	500	500	500	-	0.00%	-	0.00%
4703	GRAPHICS CHARGES	180	229	1,800	1,800	800	1,800	-	0.00%	1,000	125.00%
4801	PROMOTIONAL ACTIVITIES	1,455	1,337	3,000	3,000	400	432	(2,568)	-85.60%	32	8.00%
4802	EMPLOYEE RECOGNITION	-	-	-	-	-	-	-	0.00%	-	0.00%
4803	SALES ENTERTAINMENT	-	-	11,188	11,188	-	-	(11,188)	-100.00%	-	0.00%
4805	ADVERTISING	-	400	64,000	64,000	23,765	4,349	(59,651)	-93.20%	(19,416)	-81.70%
4807	RESEARCH	-	-	25,000	25,000	25,000	25,000	-	0.00%	-	0.00%
4809	CONSUMER TRADE SHOWS	-	1,845	3,000	3,000	-	-	(3,000)	-100.00%	-	0.00%
4811	PROMOTIONAL ITEMS	-	-	3,000	3,000	-	-	(3,000)	-100.00%	-	0.00%
4823	COLLATERAL	-	-	2,000	2,000	-	-	(2,000)	-100.00%	-	0.00%
4909	LICENSES & PERMITS	-	-	150	150	150	150	-	0.00%	-	0.00%
4941	REGISTRATION FEES	668	21,451	33,200	33,200	4,000	4,200	(29,000)	-87.35%	200	5.00%
4945	ADVERTISING	572	-	-	-	572	-	572	0.00%	(572)	-100.00%
4979	INDIRECT COST BCC	48,181	124,326	59,189	59,189	59,189	68,383	9,196	15.54%	9,196	15.54%
4990	INSPECTOR GENERAL	627	806	671	671	700	801	130	19.37%	101	14.43%
5101	OFFICE SUPPLIES	1,270	1,398	3,671	3,671	2,900	3,100	(571)	-15.55%	200	6.90%
5111	OFFICE FURNITURE	2,000	-	1,000	1,000	1,000	1,000	-	0.00%	-	0.00%
5112	TELEPHONE EQUIP. INSTALL	-	-	300	300	300	300	-	0.00%	-	0.00%
5121	DATA PROCESSING SOFTWARE & ACC	539	584	500	500	500	500	-	0.00%	-	0.00%
5201	MATERIALS & SUPPLIES OPERATING	226	204	600	600	600	600	-	0.00%	-	0.00%
5220	PURCHASED WATER	-	-	-	-	-	600	600	0.00%	600	0.00%
5401	BOOKS, PUBLICATIONS, & SUBSCR.	580	729	1,850	1,850	850	850	(1,000)	-54.05%	-	0.00%
5412	DUES & MEMBERSHIPS	2,245	2,270	1,800	1,800	1,800	1,800	-	0.00%	-	0.00%
6405	DATA PROCESSING EQUIPMENT	1,711	-	-	-	-	-	-	0.00%	-	0.00%
6411	COMMUNICATION EQUIPMENT	-	-	-	-	-	-	-	0.00%	-	0.00%
9901	CONTINGENCY	-	-	14,991	14,991	12,000	26,214	11,223	74.86%	14,214	118.45%
TOTAL	Total	\$ 743,781	\$ 913,138	\$ 1,105,000	\$ 1,105,000	\$ 863,160	\$ 897,000	\$ (208,000)	-18.82%	\$ 33,840	3.92%

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
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
SALARIES & WAGES OVERTIME	-	46	133	-	2,476	-	-	-	-	-	-	-	-	-	-	-	-
WAGES SPECIAL - NO FR'S CONTRIB.	-	-	-	-	-	-	-	-	-	-	-	1,320	(720)	-	-	-	-
FICA- TAXES	10,479	10,904	11,872	12,389	13,052	13,746	14,205	15,176	16,247	16,654	18,444	16,830	16,515	13,976	20,285	23,355	18,846
FICA- MEDICARE	2,798	2,886	3,193	3,338	3,509	3,710	3,842	4,198	4,568	4,401	4,382	4,428	4,276	3,269	4,744	5,560	4,615
RETIREMENT CONTRIBUTIONS	21,234	19,302	18,583	15,392	20,410	22,108	25,913	33,318	36,154	30,407	35,366	31,734	16,619	17,831	39,573	50,290	48,395
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
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
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
LEGAL SERVICES- OUTSIDE	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,600
ADMIN. SERVICES- COUNTY ADMIN.	28,500	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
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	-	-	-	-	-	-
ISS ENTERPRISE SERVICES	13,290	2,894	3,183	3,500	4,000	4,400	9,045	9,028	14,987	15,254	20,038	36,270	25,838	8,608	8,491	10,851	7,732
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	3,154	5,461	10,866	13,302	9,919
TRAVEL - MILEAGE	91	312	254	164	290	371	209	484	95	201	157	471	550	808	361	734	277
TRAVEL- AUTO ALLOWANCE	4,800	4,800	4,800	4,800	4,800	5,500	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	15,534	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
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
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
RENT-STORAGE/WAREHOUSE SPACE	191	187	172	302	620	246	162	233	178	524	142	168	236	229	153	808	221
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
REPAIR/MAINT. BLDGS	141	-	237	160	-	-	-	-	-	-	-	-	-	-	-	-	-
REP/MAINT.-EQUIPMENT	1,701	943	975	-	-	-	-	-	-	-	-	-	85	350	-	75	-
REP/MAINT. TELEPHONES	5,235	1,140	10,775	-	286	130	-	-	-	7,851	-	10,344	5,727	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	-
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	1,453	1,337	170
EMPLOYEE RECOGNITION	-	-	-	-	-	70	623	-	136	-	-	182	-	-	-	-	-
SALES ENTERTAINMENT	-	-	174	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ADVERTISING	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	400	-
RESEARCH-TOURIST DEVELOPMENT	66,700	93,300	77,286	66,913	79,087	101,814	80,000	70,000	70,000	70,000	70,000	-	-	-	-	-	-
TRADESHOWS	-	5,385	2,286	-	-	-	-	-	-	-	-	-	-	-	-	1,845	-
PROMOTIONAL ITEMS	-	-	-	5,000	937	27	830	105	-	-	-	-	-	-	-	-	-
FULFILLMENT	-	-	-	1,200	2,400	2,500	2,450	2,400	2,500	1,400	-	-	-	-	-	-	-
LICENSES AND PERMITS	-	-	-	-	-	-	-	-	-	-	-	-	50	-	-	-	-
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
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	185,198	194,395	76,891	70,301	25,880	48,181	124,326	59,189
INSPECTOR GENERAL	-	-	-	-	-	-	-	-	-	-	-	270	387	875	627	806	1,400
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
OFFICE FURNITURE	2,548	847	15,256	11,704	-	1,843	-	2,520	4,124	-	1,398	994	884	2,553	2,000	-	689
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
MATERIALS & SUPPLIES OPERATING	469	1,122	-	105	120	53	479	182	-	-	519	514	181	160	226	204	287
BOOKS, PUBLICATIONS, & SUBSCRIPTION	2,318	3,115	1,927	2,334	2,524	3,202	3,084	3,337	3,740	3,214	218	332	358	477	580	729	2,039
DUES & MEMBERSHIPS	225	1,567	1,141	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
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

Note: Excludes TDC Indirect and Tax Commission fees

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

Discover Palm Beach, Inc.

FY 2017 Budget

- **Overview**
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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 1555 Palm Beach Lakes Boulevard, Suite 800, West Palm Beach, Florida.

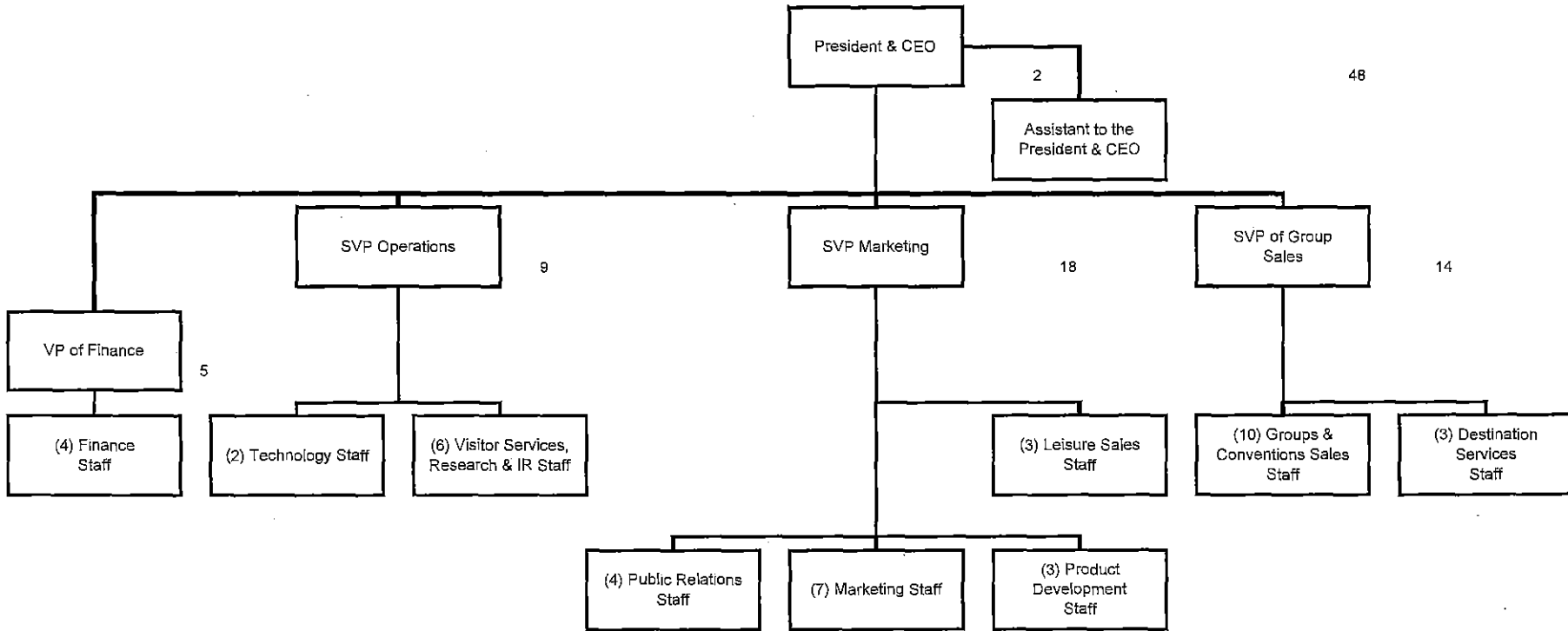
DTPB is governed by a 22-member Board of Directors, which consists of seven members appointed by the Palm Beach County Board of Commissioners; ten elected at-large by the board; and five ex-officio members.

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 and community engagement. The overall budget for fiscal year 2017 is approximately \$17.2 million.

DTPB was awarded accreditation in 2009 by the Destination Marketing Association International (DMAI) 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

FY 2017 Organizational Chart



DISCOVER THE PALM BEACHES		Exhibit H	Palm Beach County, FL			
FY 2017 OBJECTIVES						
Marketing						
1	Consumer and Travel Industry database increases to 275,000 records					
2	Generate 1,155,000 unique visitors to the DPBC website					
3	Generate 375,000 Social Engagements					
4	Generate 350,000,000 Advertising Impressions - a universal performance measurement in advertising					
5	Generate 268,000,000 Earned Media Impressions - a universal performance measurement in PR					
Sales						
6	Book 135,000 DTPB only room nights (Hotel Meetings Leads)					
7	Generate 40,000 Group Level Booked Room Nights Convention Center Shared					
8	Generate 18,000 Group Level Actual FY Room Nights for Convention Center Shared					
9	To generate 30 participants in Destination Reviews					
10	Destination Site Participations					
		Actual	Estimated	Projected		
		FY15	FY16	FY17	Category	Obj.
PERFORMANCE MEASUREMENTS						
DISCOVER THE PALM BEACHES						
Performance Measure Description						
Marketing						
	Consumer & Travel Industry Data Base	294,618	310,000	275,000	Demand	1
	Unique Visitors to Web Site	1,446,356	1,050,000	1,155,000	Demand	2
	Social Engagement	NA	300,000	375,000	Demand	3
	Advertising Impressions	NA	300,000,000	350,000,000	Output	4
	Earned Media Impressions	NA	NA	268,000,000	Output	5
Sales						
	DTPB Only Booked Room Nights (Hotel Meetings Leads)	129,394	120,000	135,000	Demand	6
	Group Level Booked Room Nights Convention Center Shared	16,142	19,500	40,000	Input	7
	Group Level Actual FY Room Nights for Convention Center Shared	11,894	7,000	18,000	Input	8
	To generate 30 participants in Destination Reviews	90	90	30	Output	9
	Destination Site Participations	NA	NA	30	Output	10
Discontinued						
	Advertising Equivalent Value of Press Coverage	\$62,731,685	\$20,000,000	NA	Cost	
	DTPB/Convention Center Joint Activities	7	30	NA	Input	
	Actualized Room Nights for Convention Center	NA	8,000	NA	Demand	
	Actualized Room Nights for Hotels Participating in incentive Program - non convention Center	NA	8,000	NA	Demand	
	Press Releases	61	NA	NA	Demand	
	Advertising Inquiries	983,524	875,000	NA	Cost	

**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Proposed
DISCOVER CATEGORY A - FUND 1454	2014	2015	2015	BUDGET 2016	BUDGET 2016	2016	BUDGET 2017
BALANCE FORWARD	\$ 2,655,322	\$ 3,816,155	\$ 3,816,155	\$ 3,325,495	\$ 4,687,674	\$ 4,687,674	\$ 3,688,395
BED TAX REVENUES	\$ 10,441,146	\$ 13,418,121	\$ 12,898,208	\$ 14,718,758	\$ 14,718,758	\$ 14,335,143	\$ 14,845,887
INTEREST INCOME	\$ 46,002	\$ 62,224	\$ 55,897	\$ 60,344	\$ 60,344	\$ 63,080	\$ 61,419
INTER DEPARTMENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER MISC. INCOME	\$ -	\$ 32	\$ -	\$ -	\$ -	\$ 153	\$ -
TRANSFER IN- 1ST CENT	\$ 1,300,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (738,955)	\$ (738,955)	\$ -	\$ (745,365)
TOTAL AVAILABLE FUNDS	\$ 14,442,470	\$ 17,298,532	\$ 16,770,260	\$ 17,365,642	\$ 18,727,821	\$ 19,086,050	\$ 17,850,336
DISCOVER CONTRACT	\$ 9,293,370	\$ 11,448,740	\$ 12,163,006	\$ 14,518,024	\$ 14,518,024	\$ 14,369,024	\$ 15,115,000
COUNTY DIRECT COST	\$ 304,961	\$ 308,704	\$ 381,259	\$ 381,976	\$ 381,976	\$ 381,976	\$ 387,456
MARKETING STIMULUS CAMPAIGN	\$ 721,480	\$ 325,900	\$ 324,900	\$ 175,100	\$ 175,100	\$ 64,540	\$ 110,560
TRANSFERS OUT-SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 10,319,811	\$ 12,083,344	\$ 12,869,165	\$ 15,075,100	\$ 15,075,100	\$ 14,815,540	\$ 15,613,016
DISCOVER RESERVE	\$ 3,816,155	\$ 4,687,674	\$ 3,325,496	\$ 1,696,037	\$ 3,058,215	\$ 3,688,395	\$ 1,625,673
TDC 1% CUMMULATIVE RESERVE	\$ (996,333)	\$ (1,122,421)	\$ (1,130,780)	\$ (1,287,476)	\$ (1,287,476)	\$ (1,276,397)	\$ (1,438,644)
DISCOVER RESERVE NET OF TDC RESERVE	\$ 2,819,822	\$ 3,565,253	\$ 2,194,716	\$ 408,561	\$ 1,770,738	\$ 2,411,998	\$ 187,029
OVERALL EXPENSE BUDGET (1)	\$ 14,135,966	\$ 16,771,018	\$ 16,194,661	\$ 16,771,137	\$ 18,133,315	\$ 18,503,935	\$ 17,238,689

(1) See TDC page on Fund 1454. Discover Overall Expense Budget plus TDC Operating Expenses

PALM BEACH COUNTY
Tourist Development Council
Discover FY 2017 Program Budget

	Actual FY 2014	Actual FY 2015	Budget FY 2016	Modified Budget FY 2016	Forecast FY 2016	Budget FY 2017	FY 2017 Budget vs. FY 16 Modified Budget	% Inc (Dec) FY 2017 Budget vs. FY 16 Modified Budget	FY 2017 Budget vs. FY 16 Forecast	% Inc (Dec) FY 2017 Budget vs. FY 16 Forecast
Personnel Expense										
Wages & Salaries	2,707,176	2,838,222	3,287,215	3,287,215	3,255,052	3,521,001	233,787	7.1%	265,949	8.2%
Payroll Taxes	210,422	218,077	267,651	267,651	265,033	285,208	17,557	6.6%	20,175	7.6%
Employee Benefits	706,468	753,681	949,203	949,203	938,275	1,026,562	77,359	8.1%	88,287	9.4%
Total Personnel Expenses	3,624,066	3,809,981	4,504,069	4,504,069	4,458,359	4,832,771	328,703	7.3%	374,412	8.4%
Marketing & Promotion Expense										
Travel & Entertainment	154,326	167,950	192,652	192,652	149,178	165,851	(26,801)	-13.9%	16,673	11.2%
Trade Show Participation	193,418	177,010	263,286	263,286	239,915	277,620	14,334	5.4%	37,705	15.7%
Destination Reviews	240,027	218,219	216,100	216,100	242,900	228,948	12,848	5.9%	(13,952)	-5.7%
Sales Missions / Media Missions	162,468	243,864	285,306	285,306	439,074	538,025	252,719	88.6%	98,951	22.5%
Event Hosting within PBC	302,165	350,205	364,549	364,549	394,241	357,596	(6,953)	-1.9%	(36,645)	-9.3%
Advertising, Traditional / Online Media	2,938,841	4,621,434	5,599,883	5,599,883	5,575,779	5,816,184	216,301	3.9%	240,405	4.3%
Contracted Marketing Services	817,983	758,718	1,276,845	1,276,845	894,363	771,626	(505,219)	-39.6%	(122,737)	-13.7%
Tourism Sponsorships / Grants	120,868	142,022	132,000	132,000	230,238	223,274	91,274	69.1%	(6,964)	-3.0%
Advertising, Website (CVB)	124,050	142,844	298,725	298,725	310,829	197,527	(101,198)	-33.9%	(113,302)	-36.5%
Advertising, Printed marketing Collateral	93,164	197,905	300,000	300,000	331,722	518,639	218,639	72.9%	186,917	56.3%
Promotional Items	1,990	2,155	1,000	1,000	1,485	1,485	485	48.5%	(0)	0.0%
Research	35,697	82,431	157,050	157,050	155,513	133,971	(23,079)	-14.7%	(21,543)	-13.9%
Fulfillment	37,643	105,340	208,068	208,068	206,032	134,816	(73,252)	-35.2%	(71,216)	-34.6%
Other Promotional Activities	-	1,993	3,000	3,000	2,971	2,743	(257)	-8.6%	(227)	-7.6%
Total Marketing & Promotion Expense	5,222,640	7,212,091	9,298,464	9,298,464	9,174,240	9,368,306	69,842	0.8%	194,066	2.1%
Administrative & General Operations										
Dues & Subscriptions	68,425	54,764	55,267	55,267	68,336	74,976	19,710	35.7%	6,640	9.7%
Data Processing / Computer	36,800	44,688	95,660	95,660	84,822	83,325	(12,335)	-12.9%	(1,497)	-1.8%
Office Equipment & Fixtures, Computer Hardware	33,206	17,731	57,650	57,650	61,542	179,820	122,170	211.9%	118,278	192.2%
Professional Seminars & Conferences	28,739	47,539	91,983	91,983	94,252	96,867	4,884	5.3%	2,615	2.8%
Insurance	48,098	37,852	54,032	54,032	58,455	62,122	8,090	15.0%	3,667	6.3%
Professional Services	74,253	88,834	138,000	138,000	144,645	159,625	21,625	15.7%	14,980	10.4%
Office Supplies	20,649	31,723	35,770	35,770	42,352	46,286	10,516	29.4%	3,934	9.3%
Non- Collateral Printing / Photocopying	29,430	32,939	49,705	49,705	50,229	72,375	22,670	45.6%	22,146	44.1%
Rent / Utilities	2,280	2,371	5,000	5,000	8,120	8,660	3,660	73.2%	540	6.7%
Telecommunications	50,812	46,896	87,629	87,629	84,256	87,557	(72)	-0.1%	3,301	3.9%
Postage	46,707	12,893	26,619	26,619	19,922	21,902	(4,717)	-17.7%	1,980	9.9%
Bank Fees	3,842	4,086	8,800	8,800	8,659	9,268	468	5.3%	609	7.0%
Miscellaneous	3,423	4,354	9,376	9,376	10,834	11,140	1,764	18.8%	306	2.8%
Total Administrative & General Operations	446,664	426,669	715,491	715,491	736,424	913,923	198,432	27.7%	177,499	24.1%
Total CVB Other Contractual Services	9,293,370	11,448,740	14,518,024	14,518,024	14,369,024	15,115,000	596,976	4.1%	745,976	5.2%
Marketing Stimulus Campaign	721,480	825,900	175,100	175,100	64,540	110,560	(64,540)	-36.9%	46,020	71.3%
County Direct										
Other Contractual Services	-	-	-	-	-	-	-	0.0%	-	0.0%
Telecommunication	-	-	-	-	-	-	-	0.0%	-	0.0%
Rent	291,920	291,920	291,920	291,920	291,920	291,920	-	0.0%	-	0.0%
Coop Advertising	-	-	75,000	75,000	75,000	75,000	-	0.0%	-	0.0%
iG Fee	13,041	16,784	15,056	15,056	15,056	20,536	5,480	36.4%	5,480	36.4%
Total County Direct	304,961	308,704	381,976	381,976	381,976	387,456	5,480	1.4%	5,480	1.4%
Transfers Out - Special Projects	-	-	-	-	-	-	-	0.0%	-	0.0%
Total Expense	10,319,811	12,083,344	15,075,100	15,075,100	14,815,540	15,613,016	537,917	3.6%	797,476	5.4%
CVB - Reserves	3,816,155	4,667,674	1,681,742	3,058,215	3,688,395	1,625,673	(1,432,542)	-46.8%	(2,062,722)	-55.9%
Overall Expense Budget	14,135,966	16,771,018	16,756,842	18,133,315	18,503,935	17,238,689	(894,626)	-4.9%	(1,265,246)	-6.8%

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
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
Benefits/Taxes	837,250	722,929	688,314	860,438	814,762	890,703	916,890	971,758	1,035,034
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
Marketing & Promotion Expense									
Travel & Entertainment	118,261	118,340	99,837	128,139	220,694	159,743	154,326	167,950	128,946
Trade Show Participation	239,199	214,620	160,467	157,808	312,942	213,031	193,418	177,010	359,790
Destination Reviews	66,131	110,008	126,349	60,045	132,556	159,296	240,027	218,219	242,900
Sales Missions / Media Missions	69,033	101,945	98,514	127,002	176,096	248,153	162,468	243,864	304,045
Event Hosting within PBC	40,919	32,052	98,377	80,175	95,925	223,434	302,165	350,205	458,968
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
Contracted Marketing Services	606,142	591,384	245,476	274,570	427,277	375,972	817,983	758,718	679,313
Tourism Sponsorships / Grants	98,905	147,341	94,576	75,827	116,310	43,350	120,868	142,022	128,955
Advertising, Website (CVB)	110,504	160,122	64,489	79,617	140,651	171,571	124,050	142,844	409,014
Advertising, Printed marketing Collateral	139,298	196,044	107,474	140,004	83,541	147,002	93,164	197,905	211,616
Promotional Items	35,050	18,870	45,202	18,337	44,934	5,336	1,990	2,155	24,778
Research	91,143	106,735	130,275	38,026	28,178	72,691	35,697	82,431	122,598
Fulfillment	27,769	59,554	62,686	30,836	112,666	30,641	37,643	105,340	83,499
Other Promotional Activities	3,929	3,737	-	551	-	-	-	1,993	2,003
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
Administrative & General Operations									
Dues & Subscriptions	44,480	65,857	72,009	51,452	82,756	60,360	68,425	54,764	72,937
Data Processing / Computer	51,582	56,690	23,186	38,377	12,881	31,466	36,800	44,688	38,874
Office Equipment & Fixtures, Computer Hardware	77,125	25,310	8,874	91,573	119,261	34,526	33,206	17,731	46,360
Professional Seminars & Conferences	10,022	11,354	17,766	46,581	31,025	34,370	28,739	47,539	54,173
Insurance	35,069	39,551	38,543	33,147	44,328	29,847	48,098	37,852	56,097
Interest	-	-	634	-	-	-	-	-	-
Professional Services	186,631	99,455	125,409	77,904	103,216	75,120	74,253	88,834	112,174
Office Supplies	23,069	14,677	27,003	19,684	23,362	19,793	20,649	31,723	22,290
Non- Collateral Printing / Photocopying	37,515	30,187	28,557	30,057	24,303	24,580	29,430	32,939	44,582
Rent / Utilities	2,874	4,657	1,519	2,146	3,609	2,573	2,280	2,371	2,280
Telecommunications	82,696	69,663	50,734	49,638	53,403	57,128	50,812	46,896	31,994
Postage	62,764	41,863	24,781	54,054	54,546	24,790	46,707	12,893	22,455
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
Miscellaneous	647	2,634	5,012	10,887	6,163	2,341	3,423	4,354	5,155
Total Administrative & General Operations	629,021	470,323	436,025	511,926	564,557	403,102	446,664	426,670	513,029
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
Stimulus Funding									
Stimulus Eco-Tourism	-	-	246,700	-	-	-	200,000	-	-
Other Contractual Svcs. - Conv. Ctr. Incentives	-	-	-	-	-	-	-	25,900	43,627
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
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
Coop Advertising	29,780	21,000	15,000	38,923	-	45,000	-	-	-
JG Fee	-	-	-	7,763	13,075	18,208	13,041	16,784	17,127
Total County Direct	513,482	519,684	527,818	448,725	315,650	355,128	304,961	308,704	309,047
Transfer - Out	653,800	-	50,000	-	15,000	-	-	-	-
Total Expenditures/Transfers Out	8,800,410	7,673,333	6,106,710	7,839,278	9,849,321	9,316,614	10,319,811	12,083,344	14,818,099
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
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

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

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

	2016 ACTUAL
<u>FUND1454-TOURISM PROMOTION</u>	
BALANCE FORWARD	\$ 4,687,674
BED TAXES	\$ 14,920,643
INTERDEPARTMENTAL INCOME	18,858
INTEREST INCOME	79,608
OTHER INCOME	23
TRANSFER IN STIMULUS- 1ST CENT Fd-1458	-
TOTAL REVENUES	<u>\$ 15,019,132</u>
 TOTAL AVAILABLE FUNDS	 \$ 19,706,806
 TDC ADMIN	 \$ 744,954
OTHER CONTRACTUAL SERV. DISCOVER	14,465,425
OTHER CONTRACTUAL SERV. DISCOVER- STIMULUS	-
ADVERTISING-STIMULUS-ECO-TOURISM	-
OTHER CONTRACTUAL SERV. CONV. CTR. INCENT.-STIM.	43,627
RENT- OFFICE SPACE - CVB	291,920
TAX COLLECTOR COMMISSION - TDC	223,810
AIR SERVICE DEVELOPMENT	18,858
INSPECTOR GENERAL FEE	17,127
LESS OPERATING EXPENSE - CHARGE OFFS (TDC)	(419,334)
TOTAL EXPENDITURES	<u>\$ 15,386,387</u>
 RESERVES	 <u>\$ 4,320,419</u>

Cultural Council Of Palm Beach **County**

FY 2017 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

The Cultural Council of Palm Beach County, a community-based organization, enhances the quality of life by creating a cultural destination through support, education and promotion of arts and culture within 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 art and cultural tourist destination. Their offices are located at 601 Lake Avenue, Lake Worth, Florida 33460 in the Robert M. Montgomery Building.

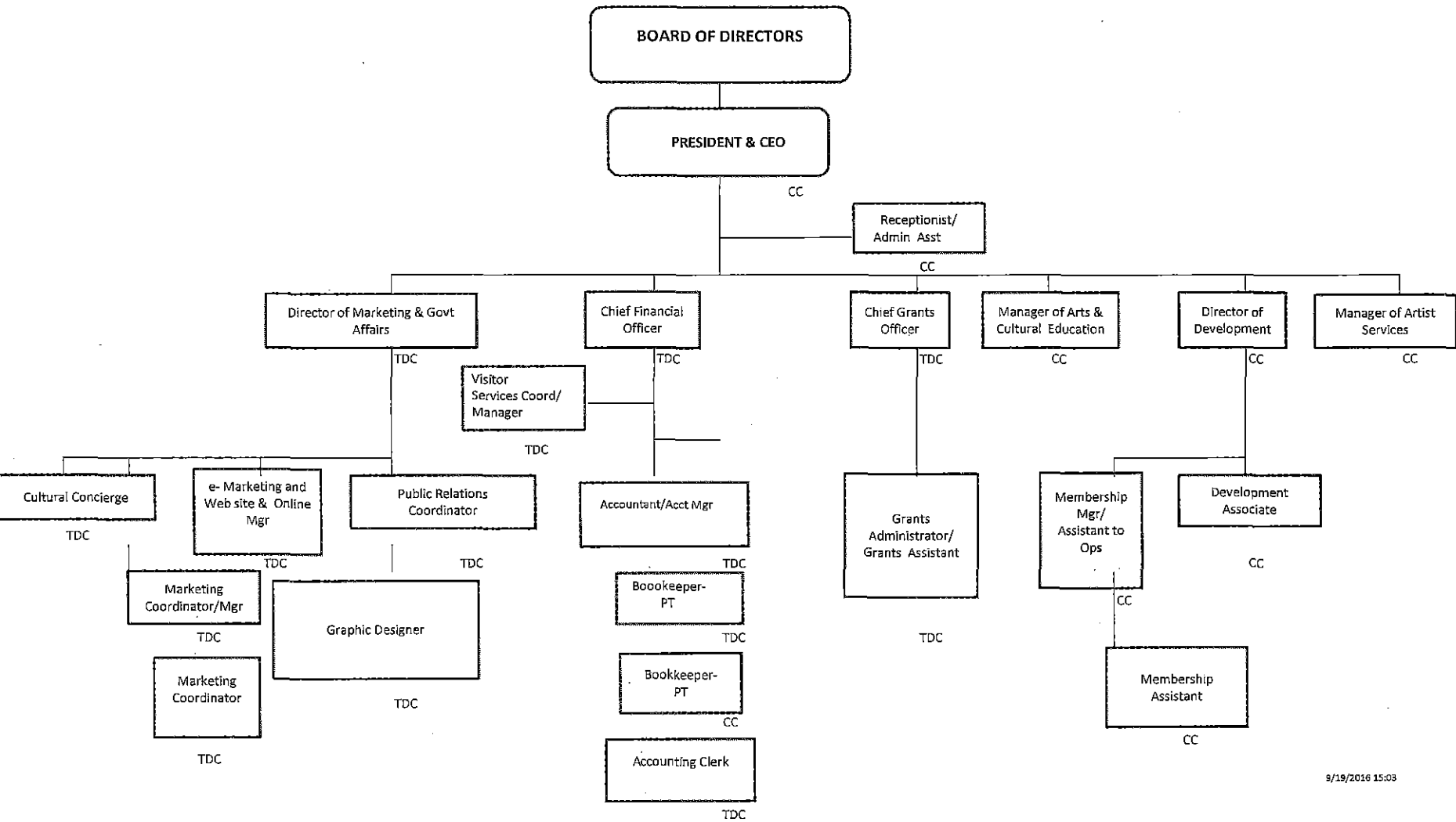
The Cultural Council receives 20.72 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed tax to fund cultural tourism programs including grants. Currently the Cultural Council has 22 employees.

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 2016



9/19/2016 15:03

FY 2017 OBJECTIVES

- 1 The Cultural Council will continue to expand its destination marketing efforts through grants to eligible non-profit 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 all marketing activities to New York and Boston from September through April and Florida cultural hubs (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 (e.g. print ad with digital component and event participation).
- 5 The Cultural Council will continue to roll out the Cultural Concierge activation plan, which includes refining the foundational message and brand assets, implementing a marketing strategy to promote the service and otherwise solidify the value proposition.
- 6 The Cultural Council will create two events to further attract cultural tourists to The Palm Beaches.
- 7 The Cultural Council will expand 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, Google+-- 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	Actual FY 2015	Estimated FY 2016	Projected FY 2017	Category	Obj.
Performance Measure Description					
Advertising and social media leads:	4,207	5,000	6,000	Output	2,3,5,6,9
Website visits:	341,522	400,000	500,000	Outcome	2,3,7,9
Visitors to the Cultural Council:	9,094	10,000	11,000	Outcome	8,9
Size of out-of-county audience:	1,147,027	1,225,000	1,286,250	Demand	1,2,3,4,5,6,7,10
Estimated number of cultural room nights- visitors	514,442	532,500	551,000	Demand	1,2,3,4,5,6,7,10
Direct room nights from Grantees	17,348	14,500	15,000	Demand	1,2,3,4,5,6,7,10
Number of cultural audiences	3,404,268	3,411,076	3,480,000	Demand	1,2,3,4,5,6,7,10
Number of reimbursements for Grantee advertising:	87	N/A	N/A	Outcome	2,10

**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Proposed
CATEGORY B - FUND 1455	2014	2015	2015	BUDGET	BUDGET	2016	BUDGET
	2014	2015	2015	2016	2016	2016	2017
CULTURAL ARTS							
CATEGORY B - FUND 1455							
BALANCE FORWARD	\$ 1,712,868	\$ 2,135,734	\$ 2,135,734	\$ 1,434,983	\$ 1,764,011	\$ 1,764,011	\$ 1,279,671
BED TAX REVENUES	\$ 4,479,325	\$ 5,754,727	\$ 5,532,403	\$ 6,311,520	\$ 6,311,520	\$ 6,147,023	\$ 6,366,034
INTEREST INCOME	\$ 28,255	\$ 38,903	\$ 33,828	\$ 34,174	\$ 34,174	\$ 38,622	\$ 38,084
OTHER INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,472	\$ -
TRANSFER IN- 1ST CENT	\$ 325,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (317,285)	\$ (317,285)	\$ -	\$ (320,206)
TOTAL AVAILABLE FUNDS	\$ 6,545,448	\$ 7,929,364	\$ 7,701,965	\$ 7,463,392	\$ 7,792,420	\$ 7,951,128	\$ 7,363,583
CULTURAL COUNCIL CONTRACT	\$ 1,140,636	\$ 2,198,526	\$ 2,273,211	\$ 2,315,828	\$ 2,315,828	\$ 2,315,828	\$ 2,372,886
CULTURAL ARTS GRANTS CAT B	\$ 2,679,754	\$ 3,018,000	\$ 3,018,000	\$ 3,650,000	\$ 3,650,000	\$ 3,650,000	\$ 3,600,000
CULTURAL ARTS GRANTS CII	\$ 385,000	\$ 397,500	\$ 397,500	\$ 480,000	\$ 480,000	\$ 449,620	\$ 445,000
COUNTY DIRECT COST	\$ 4,579	\$ 5,894	\$ 6,394	\$ 6,394	\$ 6,394	\$ 6,394	\$ 10,769
MARKETING STIMULUS CAMPAIGN	\$ -	\$ 325,000	\$ 325,000	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 132,555	\$ 134,112	\$ 163,891	\$ 160,256	\$ 160,256	\$ 157,410	\$ 166,789
COLLECTION FEES	\$ 67,190	\$ 86,321	\$ 82,986	\$ 94,673	\$ 94,673	\$ 92,205	\$ 95,491
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 4,409,714	\$ 6,165,353	\$ 6,266,982	\$ 6,707,151	\$ 6,707,151	\$ 6,671,457	\$ 6,691,035
CULTURE RESERVES	\$ 2,135,734	\$ 1,764,011	\$ 1,434,983	\$ 756,242	\$ 1,085,270	\$ 1,279,671	\$ 672,548
TDC 1% CUMMULATIVE RESERVE	\$ (404,493)	\$ (466,147)	\$ (467,163)	\$ (534,234)	\$ (534,234)	\$ (532,861)	\$ (599,771)
CULTURE RESERVE NET OF TDC RESERVE	\$ 1,731,241	\$ 1,297,864	\$ 967,820	\$ 222,007	\$ 551,035	\$ 746,810	\$ 72,777
OVERALL EXPENSE BUDGET	\$ 6,545,448	\$ 7,929,364	\$ 7,701,965	\$ 7,463,392	\$ 7,792,420	\$ 7,951,128	\$ 7,363,583

PALM BEACH COUNTY
 Tourist Development Council
 Cultural Council of Palm Beach County
 2017 Program Budget

Department	Actual	Actual	Actual	Budget	Modified	Forecast	Proposed	Budget Var	% inc(dec)	Budget Var	% inc(dec)
	FY2013	FY 2014	FY 2015	FY 2016	Budget FY 2016	FY 2016	Budget FY 2017	FY 17 vs 16 Modified	FY 17 vs 16 Modified	FY 17 vs 16 Forecast	FY 17 vs 16 Forecast
Salaries & Related											
Salary and Wages	460,444	504,561	551,980	732,234	732,234	732,234	742,427	10,193	1.39%	10,193	1.39%
PR Taxes & Benefits	102,243	109,936	121,716	195,214	195,214	195,214	224,708	29,494	15.11%	29,494	15.11%
Contract Staff	0							-		-	
Total Staffing*	562,687	614,497	673,696	927,448	927,448	927,448	967,136	39,687	4.28%	39,687	4.28%
Marketing and Related											
Advertising	261,403	153,203	1,191,175	850,000	850,000	850,000	850,000	-	0.00%	-	0.00%
Agency Services/Web Design	28,497	59,586	16,831	22,000	22,000	22,000	57,500	35,500	161.36%	35,500	161.36%
Events, Meetings & Conferences/Inr	8,623	6,595	17,790	108,500	108,500	108,500	73,000	(35,500)	-32.72%	(35,500)	-32.72%
Freight & Delivery	17,134	20,907	28,662	31,000	31,000	31,000	31,000	-	0.00%	-	0.00%
Postage	8,028	5,590	3,779	7,000	7,000	7,000	7,000	-	0.00%	-	0.00%
Printing	77,949	67,584	17,743	70,000	70,000	70,000	70,000	-	0.00%	-	0.00%
Surveys & Studies	2,938	10,597	21,983	36,500	36,500	36,500	36,500	-	0.00%	-	0.00%
Travel	14,232	10,655	10,113	15,000	15,000	15,000	15,000	-	0.00%	-	0.00%
Video/Radio & Other	9,600	12,910	20,000	-	-	-	-	-	-	-	-
Public Relations				58,400	58,400	58,400	58,400	-	-	-	-
Total Marketing & Related*	428,404	347,628	1,328,077	1,198,400	1,198,400	1,198,400	1,198,400	-	0.00%	-	0.00%
General & Administrative											
Equipment Rental	5,826	2,361	1,394	6,000	6,000	6,000	5,500	(500)	-8.33%	(500)	-8.33%
Membership & Subscriptions	28,190	30,954	33,889	37,000	37,000	37,000	37,000	-	0.00%	-	0.00%
Outside Professional Services	37,873	43,702	55,324	30,000	30,000	30,000	48,000	18,000	60.00%	18,000	60.00%
Repairs & Maintenance	2,698	3,288	10,249	4,000	4,000	4,000	6,000	2,000	50.00%	2,000	50.00%
Supplies	11,155	15,719	12,430	16,000	16,000	16,000	14,000	(2,000)	-12.50%	(2,000)	-12.50%
Equipment	6,958	3,394	6,824	10,000	10,000	10,000	7,500	(2,500)	-25.00%	(2,500)	-25.00%
IT Service	8,214	9,184	9,805	13,000	13,000	13,000	13,000	-	0.00%	-	0.00%
Telephone/Internet	16,000	15,405	13,029	15,000	15,000	15,000	15,000	-	0.00%	-	0.00%
Insurance	7,083	9,844	8,840	10,000	10,000	10,000	10,750	750	7.50%	750	7.50%
Other Office Expense	2,134	2,430	2,739	6,750	6,750	6,750	4,500	(2,250)	-33.33%	(2,250)	-33.33%
Building Overhead	41,000	42,230	42,230	42,230	42,230	42,230	46,200	3,970	9.40%	3,970	9.40%
Total General & Administrative*	167,131	178,511	196,753	189,980	189,980	189,980	207,450	17,470	9.20%	17,470	9.20%
Total TDC Contract Expense	1,158,222	1,140,636	2,198,526	2,315,828	2,315,828	2,315,828	2,372,986	57,157	2.47%	57,157	2.47%
Marketing Stimulus/Investment Plan											
Other Contract Services			325,000								
Total Marketing Stimulus/Investment	-	-	325,000	-	-	-	-	-	-	-	-
County Direct											
Category B Grants	2,423,000	2,679,754	3,018,000	3,650,000	3,650,000	3,650,000	3,600,000	(50,000)	-1.37%	(50,000)	-1.37%
Category C II Grants	322,000	385,000	397,500	480,000	480,000	449,620	445,000	(35,000)	-7.29%	(4,620)	-1.03%
TDC Chargeoff	111,524	132,555	134,112	160,256	160,256	157,410	166,789	6,533	4.08%	9,379	5.96%
Inspector General Fee	6,393	4,579	5,893	6,393	6,393	6,394	10,769	4,376	68.45%	4,375	68.42%
Transfers In/Out											
Tax Collector Fees	60,467	67,190	86,321	94,673	94,673	92,205	95,491	818	0.86%	3,286	3.56%
Total County Direct	2,923,384	3,269,078	3,641,826	4,391,322	4,391,322	4,355,629	4,318,049	(73,273)	-1.67%	(37,580)	-0.86%
Total Cultural Council Expenditures	4,081,606	4,409,714	6,165,352	6,707,150	6,707,150	6,671,457	6,691,035	(16,116)	-0.24%	19,577	0.29%
Reserves	1,712,867	2,135,734	1,764,011	1,278,200	1,085,270	1,279,671	672,548	(412,722)	-38.03%	(607,123)	-47.44%
Total Cultural Council	5,794,473	6,545,448	7,929,363	7,985,350	7,792,420	7,951,128	7,363,583	(428,838)	-5.50%	(587,546)	-7.39%

* Contract Line Items



EXECUTIVE SUMMARY FOR CATEGORY B 2016-2017 GRANT AWARDS

Armory Art Center, Inc.

\$132,092

The Armory Arts Center is a visual arts education and exhibition center providing opportunities for individual growth, self-expression and increased awareness and appreciation of the arts through participation in studio, exhibit, lecture and other educational programs. The Pop-Up Workshops are a variety of short courses, from one time three hour classes to workshops of two or three days. These short courses are especially good opportunities for out-of-town visitors other reasons that are in Palm Beach County for business or other reasons. The grant funding for this program will be used to promote the Master Artist Workshops, West Palm Beach Arts Festival, Summer Art Camp for Youth, gallery exhibitions, visual art classes and public programs and events.

Boca Raton Historical Society, Inc.

\$85,987

Boca Raton Historical Society brings history to the community through heritage education programs, archival research, publications and events. For the 2016-2017 season, the Society will present at least 5 exhibitions, 2 lectures, 5 tours, 3 festivals as well as educational programs. The annual Boca Bacchanal Wine Festival is a large community event featuring a wine and food tasting, activities and auction, plus vintner dinners in private homes and historic locations. The grant funds will be used for program development and education, advertising and PR for all programs and events, travel expenses, space rental, and event coordination.

Boca Raton Museum of Art, Inc.

\$180,016

The Boca Raton Museum of Art's mission is to enhance the appreciation and understanding of visual arts by enriching lives of visitors to and residents of our diverse community through the acquisition and maintenance of a permanent collection from antiquity to present reflecting the art of world cultures. The Museum will present at least 13 exhibitions that exemplify the institution's areas of curatorial focus and hold cultural and/or social relevance to the community. The Museum also offers guest lectures, gallery talks, family activities, art history courses, studio art classes, and outreach programs. Grant funds will be used to support the Museum's marketing staff, exhibition fees, and direct marketing expenses.

Old School Square Center for the Arts

\$144,335

Located in the heart of Delray Beach, Old School Square Center for the Art's (formerly Delray Beach Center for the Arts) goal is to be the community's cultural center and gathering place for enriching the lives of all people by providing a total arts experience. For the 2016-2017 season, Old School Square will present 5 Main Stage Broadway performances including Neil Simon's *Barefoot in the Park*, 6 performances for its Main Stage Family Programming, 4 Robert D. Chapin Lecture series, and 5 Broadway Cabaret performances. The grant dollars will be used for programming support for outside artistic professional services.

Florida Atlantic University: Schmidt College of Arts and Letters **\$117,241**

Nationally and internationally recognized scholars and authors, world-renowned performers and artists, distinguished filmmakers, and emerging talent are presented annually to public audiences in several dedicated venues. The Dorothy F. Schmidt College of Arts and Letters offers diverse intellectual, cultural and artistic offerings that enhance Palm Beach County's cultural reputation for local and out-of-county patrons. The College will use the funding to enhance marketing and publicity effort, primarily targeting Featured Programs, such as the always sold out, *352 Keys: Piano Gala Extravaganza*. Grant funding leverages opportunities to invite prestigious visiting scholars, filmmakers, authors, and artist with reputations that enhance efforts to attract out-of-county patrons.

Henry Morrison Flagler Museum **\$230,034**

The Museum's Permanent Exhibits include Whitehall, Henry Flagler's 1902 Beaux Arts mansion designed by Carrère and Hastings, 25 furnished rooms, three Exhibit Galleries, the Flagler Kenan Pavilion (housing Henry Flagler's private railcar), and 8½ acres of outdoor grounds. The Collections include more than 10,000 objects, the Henry Flagler Harris Research Library, and the Museum Archives. The Museum provides daily Docent-Led Tours; Audio Tours in English, Spanish, French, German, and Portuguese; Self-Guided Tours in five languages; and the Tour and Activity Guide for Kids – all free with Museum admission. Grant funding will be used to promote the Museum's year-round cultural programming, paying for marketing staff, fees and travel for artists, performers, and lecturers, program supplies and outside marketing support.

The Raymond J. Kravis Center for the Performing Arts, Inc. **\$220,852**

Since 1992, The Kravis Center has set the standard for excellence in the region, having established itself as a critical venue presenting major attractions and artists in the Southeast. The Kravis Center continues to ensure that Palm Beach County is a priority destination for artists seeking to reach audiences in South Florida. The 2016-17 season, its 25th anniversary season, will showcase an exemplary mix of world-renowned as well as local performers across many disciplines - in keeping with the Center's mission of offering something for everyone. Funds will be used to support artists' fees.

Loggerhead Marinelife Center, Inc. **\$144,657**

Loggerhead Marinelife Center (LMC) promotes conservation of Florida's coastal ecosystem through education, research and rehabilitation with an emphasis on sea

turtles. The LMC operates a fully equipped veterinarian hospital and conducts sea turtle nesting studies on North County beaches which are among the most active sea turtle nesting beaches in the world. LMC offers Turtlefest, a signature event for families, turtle walks, junior marine biology summer camp, lecture series and research and rehabilitation programs. Grant dollars will be used to support marketing and advertising expenses to attract out of county visitors.

Maltz Jupiter Theatre, Inc.

\$227,134

Maltz Jupiter Theatre is a state-of-the art premier regional theatre whose mission is to entertain, educate and inspire the community. The 2016-2017 season will include 19 performances. Some of the shows presented at the Maltz this year include: *The Producers*, *Gypsy*, and *Face 2 Face: A Tribute to Sir Elton John and Billy Joel*. Grant funds will be used to support artist fees, marketing and advertising, and community outreach.

Miami City Ballet, Inc.

\$198,622

Miami City Ballet is recognized as one of the nation's leading ballet companies and maintains annual seasons in Palm Beach, Miami-Dade, Broward and Collier counties and tours to national and international venues. Palm Beach County performances at the Kravis Center have the highest attendance of all the company's venues in South Florida. The 2016-2017 Season marks the 31st year of Miami City Ballet's exceptional programming in Palm Beach County, sharing the timeless Balanchine masterpieces for which we are most recognized and presenting groundbreaking new works that reflect the revitalized direction in which the Ballet is moving. Grant funds will help pay for artistic, marketing and space rental expenses.

The Morikami, Inc.

\$180,419

The only museum in the U.S. dedicated exclusively to Japanese humanities, the Morikami offers the Japanese Gardens and Bonsai Collection in addition to several exhibits, education programs, workshops, lectures and festivals. The Museum's Bonsai Exhibit features a collection of more than 50 tropical trees and plants in the Japanese Gardens as old as 400 years. The Morikami offers some very unique festivals: The Lantern Festival, Oshogatsu (a new Year's celebration), Hatsume Fair (a celebration of Spring), as well as Sushi & Stroll, a monthly sunset walk throughout the summer. The grant funds will support programming marketing efforts as well as fees for professional artists.

Norton Museum of Art, Inc.

\$220,489

Founded in 1941, the Norton Museum of Art is internationally known for its distinguished permanent collection featuring European, American and Chinese art as well as contemporary art and photography. The Norton offers a full range of educational programming, family festivals, hands-on art activities, lectures with artists, curators and authors, and musical performances. In 2016-2017, the Norton Museum of Art will present special exhibitions and highlights from its permanent collection. In an effort to maximize both the impact of its advertising dollars and total attendance, the Museum will present

major exhibitions during the height of season. The grant funds will be used to advertise and market these exhibitions and thereby promote Palm Beach County.

Palm Beach Dramaworks, Inc.

\$182,030

This professional nonprofit theatre company engages and entertains audiences with provocative and timeless productions that personally impact each individual. The organization is dedicated to its mission to enhance the quality of life through the transformative power of live theatre. In 2016-2017, Dramaworks will present 6 plays and concerts including *The Night of the Iguana* on its main stage. Dramaworks is also putting on Dramalogue Talking Theatre, a series that explores working in the theatre through conversations with and about the artists who create the magic. Grant dollars will be used for costs related to engaging artists, designers and directors, as well as marketing and advertising costs related to production.

Palm Beach Opera, Inc.

\$180,016

The Palm Beach Opera's 2016-2017 season will feature 3 fully staged opera productions including *Madam Butterfly*, as well as various cultural events such as: Opera @ the Waterfront, a Children's Performance of *The Pirates of Penzance*, Lunch & Learn, Educational Activities, and a Young Artist Program. The grant funds will be used for marketing expenses and space rental associated with these programs.

Palm Beach Photographic Centre, Inc.

\$181,627

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 organization will present year-round exhibitions in its museum gallery, 40 master photography workshops and digital imaging workshops, 12 museum and gallery exhibitions and year-round community education programs. *FOTOfusion* is an 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.

Palm Beach State College

\$131,033

The Palm Beach Stage College theatres' (Dolly Hand Cultural Arts Center in Belle Glade and the Duncan Theatre in Lake Worth) mission is to foster, develop and inspire the artistic awareness and appreciation of students, residents and visitors by engaging, exposing, educating and entertaining through accessible and diverse cultural arts. For the 2016-2017 season, there are seven distinct series that celebrate a variety of disciplines and offer complete series of performances that are fresh to attract tourists and to feed and invigorate the community's passion for the arts, including Friday and Saturday Night Dance, The Dancers Space Partnership, Classical Café, Jukebox Generation, and Mix Tape Music. Grant dollars will be used to support artist fees.

Society of the Four Arts

\$220,489

For more than 70 years, the Society of the Four Arts has been a cultural destination of Palm Beach. The Society's mission is sharing the finest art and cultural programming within the community. For its 2016-2017 season, the Society will present a robust schedule of cultural events, including art exhibits, concerts, lecture, art telecasts, films, and more. Tourist Development grant dollars will be used to offset the cost of marketing, professional services and program costs.

South Florida Science Center and Aquarium, Inc.

\$183,640

The South Florida Science Museum is living up to its mission to excite curiosity and further the understanding and appreciation of science and technology. The 2016-2017 programming schedule is designed to further its mission and provide guests of all ages with exciting and educational experiences that will enrich their understanding of scientific topics, including Nights at the Museum, Silver Science Days, Nerd Night, and Festival del Mar. TDC grant dollars will be used to support event and attraction marketing and advertising.

SunFest of Palm Beach County, Inc.

\$215,536

SunFest, Florida's largest music, art and waterfront festival extends $\frac{3}{4}$ mile along the waterfront in West Palm Beach from Banyan Street to Lakeview Avenue. The 2017 Festival is scheduled for May 3-7. The festival includes a line-up of national, regional and local musicians who perform on three main stages for five days, a craft marketplace featuring the work of more than 150 artisans, and a variety of family activities. Past performers include: Fall out Boy, Ed Sheeran, Carrie Underwood, James Taylor, Lenny Kravitz, Patti LaBelle, Jonathan Taylor, the Northern Lights, Marcus Miller, Ziggy Marley, Santana and Herbie Hancock. Grant dollars will be used to support artist fees.

The Zoological Society of the Palm Beaches, Inc.

\$223,751

The Palm Beach Zoo is nationally accredited by the Association of Zoos and Aquariums (AZA) and has been named one of the "Top Ten Zoos in the USA" by Trip Advisor. The Zoo cares for more than 1,400 animals on 23 acres of lush tropical habitat. Some of the Zoo's cultural events include: Keeper Talks, Conservation Leadership Lectures, Breakfast with Santa, DragonFest, Boo at the Zoo, Party for the Planet, and Safari Nights. The grant dollars will be used to advertise and promote cultural events and cover artists fees to help make Palm Beach County a destination for regional, national, and international tourists.



EXECUTIVE SUMMARY FOR CATEGORY CII 2016-2017 GRANT AWARDS

Boca Ballet Theatre Company **\$36,059**
Boca Ballet is among the ten largest dance companies in Florida and one of the most respected civic ballet companies in the nation. The Company has established a tradition of combining the talents of internationally acclaimed professionals with local artists and aspiring young dancers. This year, Boca Ballet Theatre Company will continue to offer performance opportunities to its students, present professional productions to the general public, and support the community with outstanding outreach programs, such as dance classes for those living with Parkinson's Disease. The grant funds will be used towards marketing/advertising expenses and professional artist services.

The Boca Raton Philharmonic Symphonia, Inc. **\$33,752**
The Symphonia has planned an extraordinary 2016-17 artistic season, bound to please a wide variety of attendees. It's acclaimed Sunday afternoon Connoisseur Concert Series at the Roberts Theatre in Boca Raton will be enhanced in the coming season with the addition of a fifth concert, featuring works by Mahler and Beethoven. The centerpiece of the concert will be the Florida premiere of a contemporary violin concerto titled "I Will Not Remain Silent," composed by Bruce Adolphe, who will be on hand for the concert. Grant dollars will be used for marketing and advertising initiatives.

Center for Creative Education, Inc. **\$34,680**
The main focus of the Center for Creative Education (CCE) is to educate children and adults through art. In the 2016-2017 season, CCE is scheduling a minimum of seven gallery openings including one opening curated by CCE board member, Bruce Helander, a collage artist who is a member of the Florida Hall of Fame. To make these shows even more impactful, we will request that the artists provide a learning opportunity of their choosing for artists, adults or children. CCE will continue to

provide lecture presentations for a reasonable fee, as well as providing the free-of-charge LOT23 classes, so that it may better serve all members of the community and visitors to the area. Grant dollars will offset program related marketing and advertising costs.

Centre for the Arts at Mizner Park, Inc.

\$34,860

Centre for the Arts at Mizner Park anticipates expansion and continued diversification of the programming at the Annual Festival of the Arts BOCA, celebrating its 11th year. The Centre expects to have at least 5 major concerts, 4 authors/lecturers, and 2 - 3 smaller events which would include soloists, chamber music, and dance. Its eleventh annual festival will be held March 3-12, 2017. Tourist Development grant dollars will be used to enhance marketing efforts which usually commence in the fall, and to help with artist funding.

Expanding and Preserving Our Cultural Heritage, Inc.

\$21,079

Expanding and Preserving Our Cultural Heritage/The Spady Museum (EPOCH) brings Black history to life through exhibits, lectures, family events, cultural education and enrichment programs. For the 2016-2017 season, EPOCH will present exhibitions, lectures, access to archives, Ride & Remember Trolley Tours, the Spady Living Heritage Festival, and Juneteenth. Juneteenth Sunset Celebration is an intergenerational education program to commemorate the ending of slavery in the United States. This educational celebration teaches the community about the historic significance of Juneteenth through music (jazz and blues and old Negro spirituals) oral history recordings, and the storytelling. Grant dollars will be used for marketing and promoting these events as well as covering artistic costs.

Historical Society of Palm Beach County

\$34,920

The Historical Society of Palm Beach County gathers, preserves and shares local history. In its collections are thousands of books on state, local and Caribbean history, plus nearly 2,000,000 photographs, maps, periodicals, architectural drawings and research files. This year there will be a special exhibition running for 10 months titled, "For the Love of the Game: Baseball in the Palm Beaches." This exhibition will highlight the impact of America's pastime in Palm Beach County. The subject lends itself to confronting issues such as segregation and integration, business growth, technological development, and popular culture. A traveling exhibit celebrating the 800th anniversary of the Magna Carta will visit in April 2017. The Historical Society also hosts a Public Program Series, Historic Walking Tours, Distinguished Lecture Series and a Speakers Bureau. Grant dollars will be used to support the marketing of these programs.

Jewish Community Center of the Greater Palm Beaches, Inc. **\$27,025**

For the past 26 years, the JCC of the Greater Palm Beaches has held the Donald M Ephraim Palm Beach Jewish Film Festival. The Film Festival has brought highly acclaimed films from all over the world to Palm Beach County. In the 2016-2017 season the Festival continues to expand its role as a significant cultural arts presenter in Palm Beach. Based on audience and member feedback, the 2017 festival will be a full three weeks in each area of the county. They hope to expand Reel Issues as a monthly series beginning in November. The series is called *Reel Matters: Heroes, Happenings & Issues*. They hope with these film programs to further open the door to thought-provoking, meaningful discussions among Palm Beach county residents and visitors alike. Grant dollars will be used towards space rental for the festival, marketing the events, and supplies.

The Lake Worth Playhouse **\$35,719**

The Lake Worth Playhouse will produce a full season of plays, musicals, and other activities on the stage of its historical facility in downtown Lake Worth. All programming addresses the playhouse policy of presenting programs 365 days a year. For the 2016-2017 season, the Lake Worth Playhouse will feature 4 musicals, including *Evita*, 2 comedies, 6 short-run productions, 3 live bands, independent and foreign films, children's theatre, arts education programs, as well as special events, such as their Cabaret Series. Grant dollars will be used to expand marketing efforts to reach a larger, more geographically diverse audience and promote the Playhouse as a popular cultural destination in Palm Beach County.

Lighthouse ArtCenter **\$35,360**

As northern Palm Beach County's oldest and largest visual arts museum, the Lighthouse ArtCenter is a two-building operation featuring a stand-alone art school with classes for children and adults, beginner through professional levels, a summer camp for kids ages 4-16 and diverse educational exhibits. Other programs include art exhibitions, Master Workshops, and the expanded outreach programming which provides art experiences for underserved populations. Eight special exhibits are planned for 2016-2017, including the Tibetan Monks Sacred Art Tour in April 2017. The public can watch the monks from Drepung Monastery create a large and powerful work of art sculptured from colored sand. Grant dollars will be used to offset exhibition costs, market the events and fund artist fees.

Loxahatchee River Historical Society

\$37,757

The Loxahatchee River Historical Society (LRHS) aims to create diverse visitor experiences for a broad audience of national and international tourists, visitors from throughout Florida, local residents, students, veterans, and seniors. Their expanding role in managing the Jupiter Inlet Lighthouse Outstanding Natural Area has positioned LRHS to launch the "Experience and Explore" initiative. Today's eco-heritage audience visitor finds more personal and active experiences beyond traditional educational programs. They now explore "History Shaped by Nature" according to their preferred learning styles, level of adventurousness and physical abilities. Programs for the 2016-2017 season include: guided tours of the Jupiter Inlet Lighthouse grounds, Paddleboard- Lighthouse Tours, the Wild and Scenic Film Festival, Kayak through History, Lighting for Awareness, Hands on History, Lighthouse Lectures, Hikes through History as well as Moonrise Tours. Grant dollars will be used to successfully promote the Lighthouse and Museum programs to a diverse audience.

Palm Beach Poetry Festival, Inc.

\$18,026

This annual festival 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. 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 13th Annual Palm Beach Poetry Festival, January 16-21, 2017, in Delray Beach, features 12 critically acclaimed poets in workshops and at public events, plus 3 individual conference poets, renowned as great writers, teachers and readers. Grant dollars will be used to defray part of the honoraria, lodging, and travel costs of the featured poets.

The Palm Beach Symphony Society, Inc.

\$32,603

Celebrating its 43rd season, The Palm Beach Symphony will present a series of five orchestral concerts featuring world-class musicians. The concert series will be designed by internationally acclaimed, Artistic and Music Director of PBS, Maestro Ramon Tebar and will run from December through April to showcase the outstanding orchestra in which a vast array of artists are joined to bring inspiring, cultural performances to residents and visitors of Palm Beach County. Maestro Tebar innovatively crafts the concert series to offer a variety of musical programs, some of which feature world-renowned guest artists or promote emerging young performers. The grant funds will be used to pay for professional artists and marketing efforts.

Street Painting Festival, Inc.

\$26,602

The Festival's mission is to bring an interactive cultural and education experience for Palm Beach County and beyond. Street painters use pastel chalks with the asphalt as their canvas, transforming the streets of Lake Worth into a temporary art gallery, to showcase the Master Artists and large-scale original art. The Festival features a special section where children are given space and chalk to create their own masterpieces. The grant dollars allows the festival to provide a quality, cultural event, free of admission by covering supplies, outreach and artist fees.

Young Singers of the Palm Beaches

\$36,558

Young Singers of the Palm Beaches offers a choral music education program to children of Palm Beach County in grades 3 through 12 without regard to cultural, racial, educational, religious or economic background. Singers learn all aspects of proper choral singing, history and performance. Young Singers is committed to increasing opportunities for Palm Beach County children and youth to participate in high-quality music experiences and to make the program available to all children by keeping program costs low and offering financial assistance to qualifying children. For the 2016-2017 season, YSPB will present a Kravis Center 25th Anniversary performance, the Winter Tapestry Concert, an annual Talent Show, Choir in the Glades Winter Concert, a Spring Concert, as well as other performances. Grant dollars will be used to broaden the exposure of the Young Singers by enhancing marketing efforts to its programs as well as offset the cost of space rental.

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
	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
	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
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
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	516,399	537,705	562,687	614,497	673,696	878,763
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
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
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
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
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
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
PR Expense/Media Events	1,550	6,831	8,280	-	-	-	-	-	-	-	-	-	-	-
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
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
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
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
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
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
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
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
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
Equipment	-	-	-	-	15,820	2,387	-	70	16,513	15,379	6,958	3,394	13,029	7,958
IT Service	-	-	-	-	-	-	-	-	1,568	17,088	8,215	9,184	8,840	9,807
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
Insurance	-	-	-	-	-	-	-	-	5,684	6,866	7,083	9,844	9,805	14,112
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
Office Rent	-	-	-	37,045	40,419	40,558	39,983	38,975	39,417	41,664	41,000	42,230	42,230	42,228
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
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
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	1,852,795	1,564,000	1,612,472	2,064,892	2,423,000	2,679,754	3,018,000	3,650,000
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
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
Inspector General Fee	-	-	-	-	-	-	-	-	3,381	4,877	6,393	4,579	5,893	7,868
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	85,321	95,971
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
Transfer Out- Special Projects	-	-	-	-	-	-	-	-	-	5,000	-	-	-	-
Total Expenditures/Transfers Out	2,464,795	2,912,245	3,545,865	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
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
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

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

<u>FUND 1455-CULTURAL COUNCIL</u>	<u>2016 ACTUAL</u>
BALANCE FORWARD	\$ 1,764,011
BED TAXES	\$ 6,398,090
INTEREST INCOME	32,797
OTHER INCOME- REBATE	1,472
TOTAL REVENUES	<u>\$ 6,432,359</u>
TOTAL AVAILABLE FUNDS	\$ 8,196,370
OTHER CONTRACTUAL SERVICES	\$ 2,123,922
CATEGORY "B" GRANTS	3,650,000
CATEGORY "CII" GRANTS	449,620
TDC INDIRECT	139,627
TAX COLLECTORS COMMISSION	95,971
INSPECTOR GENERAL FEE	7,868
OTHER CONTRACTUAL SERVICES-STIMULUS	-
TOTAL EXPENDITURES	<u><u>\$ 6,467,008</u></u>
RESERVES	<u><u>\$ 1,729,362</u></u>

PALM BEACH COUNTY
Sports Commission

FY 2017 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) was created in 1991 as a not-for-profit (501c4) organization contracted by Palm Beach County to promote and market County as a major sports tourism destination. Their office is located at 1555 Palm Beach Lakes Blvd. Suite 930, West Palm Beach, Florida 33401.

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

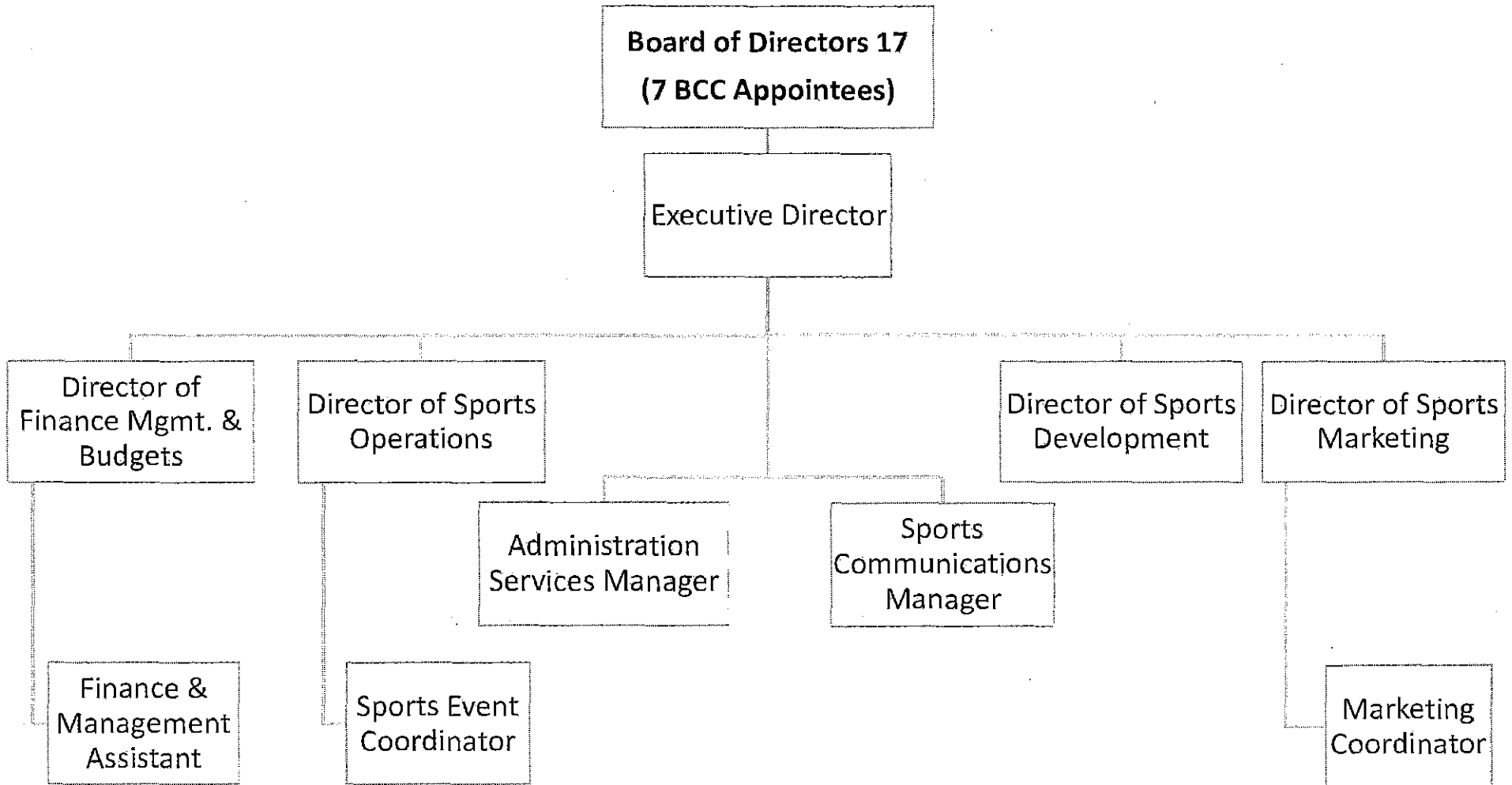
Lou Groza Collegiate Place-Kicker Award – Presented for the past 18 years, this award is recognized nationally as the most prestigious college football award for kickers.

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
ORGANIZATION CHART 2017



FY 2017 OBJECTIVES

- 1 Achieve 205,000 sports related room nights.
- 2 Submit or assist in the submission of 55 event/activity bids.
- 3 Organize 28 site visits to recruit events/activities to Palm Beach County
- 4 Provide funding to 80 events/activities
- 5 Host or support 150 events/activities
- 6 Assist 12 events/activities that promote Palm Beach County as a tourist destination through national or international television coverage.
- 7 New Sporting Events - 21,000 actual room nights

	<u>Actual FY 2015</u>	<u>Estimated FY 2016</u>	<u>Projected FY 2017</u>	<u>Type</u>	<u>Obj</u>
<u>PERFORMANCE MEASUREMENTS</u>					
Number of supported sports related room nights	183,896	195,000	205,000	Output	1
Number of submitted or assisted bids	50	50	55	Input	2
Number of organized site visits to recruit sporting events to PB County	26	25	28	Output	3
Number of events provided funding	70	74	80	Demand	4
Number of events hosted or supported	138	142	150	Demand	5
Number of assisted events providing TV coverage	12	11	12	Outcome	6
New Sporting Events - Actual Room Nights		20,000	21,000	Output	7

**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
SPORTS COMMISSION CATEGORY G - FUND 1457	2014	2015	2015	2016	2016	2016	2017
BALANCE FORWARD	\$ 648,142	\$ 917,411	\$ 917,411	\$ 1,274,395	\$ 1,344,480	\$ 1,344,480	\$ 1,466,263
BED TAX REVENUES	\$ 1,392,949	\$ 2,100,420	\$ 2,026,360	\$ 2,485,618	\$ 2,485,618	\$ 2,420,835	\$ 2,507,087
INTEREST INCOME	\$ 8,727	\$ 12,827	\$ 12,984	\$ 18,584	\$ 18,584	\$ 14,937	\$ 15,020
MISCELLANEOUS INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 226	\$ -
TRANSFERS IN: 1ST CENT	\$ 175,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (125,110)	\$ (125,110)	\$ -	\$ (126,105)
TOTAL AVAILABLE FUNDS	\$ 2,224,818	\$ 3,030,658	\$ 2,956,755	\$ 3,651,487	\$ 3,721,572	\$ 3,780,478	\$ 3,862,265
SPORTS COMMISSION CONTRACT	\$ 762,042	\$ 862,886	\$ 863,325	\$ 1,297,181	\$ 1,297,181	\$ 1,278,181	\$ 1,480,206
SPORTS COMMISSION GRANTS	\$ 383,605	\$ 423,978	\$ 430,000	\$ 800,000	\$ 800,000	\$ 800,000	\$ 885,000
COUNTY DIRECT COST	\$ 87,049	\$ 87,457	\$ 87,629	\$ 87,729	\$ 87,729	\$ 87,729	\$ 88,492
MARKETING STIMULUS CAMPAIGN	\$ 12,600	\$ 166,200	\$ 162,400	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 41,218	\$ 64,151	\$ 58,611	\$ 63,112	\$ 63,112	\$ 61,992	\$ 65,685
COLLECTION FEES	\$ 20,893	\$ 31,506	\$ 30,395	\$ 37,284	\$ 37,284	\$ 36,313	\$ 37,606
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
TOTAL OPERATING EXPENSES	\$ 1,307,407	\$ 1,686,178	\$ 1,682,360	\$ 2,335,306	\$ 2,335,306	\$ 2,314,215	\$ 2,606,989
SPORTS RESERVE	\$ 917,411	\$ 1,344,480	\$ 1,274,395	\$ 1,316,181	\$ 1,386,265	\$ 1,466,263	\$ 1,255,276
TDC 1% CUMMULATIVE RESERVE	\$ (120,632)	\$ (137,494)	\$ (137,456)	\$ (160,809)	\$ (160,809)	\$ (160,636)	\$ (166,706)
SPORTS RESERVE NET OF TDC RESERVE	\$ 796,779	\$ 1,206,986	\$ 1,136,939	\$ 1,155,372	\$ 1,225,457	\$ 1,305,627	\$ 1,068,570
OVERALL EXPENSE BUDGET	\$ 2,224,818	\$ 3,030,658	\$ 2,956,755	\$ 3,651,487	\$ 3,721,572	\$ 3,780,478	\$ 3,862,265

Palm Beach County Sports Commission
2017 Program Budget

	FY 14 Actual	FY 15 Actual	FY 16 Adopted Budget	FY 16 Modified Budget	FY 16 Forecast	FY 17 Budget	FY 17 Budget vs FY 16 Modified Budget	% +/- vs FY 16 Modified Budget	FY 17 Budget vs FY 16 Forecast	% +/- vs FY 16 Forecast
Personnel										
Wages & Salaries	414,484	444,821	493,064	493,064	493,064	562,361	69,297	14.1%	69,297	14.1%
Employee Benefits	104,631	117,181	150,172	150,172	150,172	147,746	-2,426	-1.6%	-2,426	-1.6%
Payroll Taxes	34,311	34,705	37,885	37,885	37,885	43,099	5,214	13.8%	5,214	13.8%
Total Personnel	553,426	596,707	681,121	681,121	681,121	753,206	72,085	10.6%	72,085	10.6%
Marketing & Promotion										
Digital Media	0	0	105,600	105,600	105,600	115,200	9,600	9.1%	9,600	9.1%
Advertising	38,230	71,461	75,000	75,000	75,000	84,600	9,600	12.8%	9,600	12.8%
Business Development & Sponsorships	37,654	43,700	75,000	75,000	75,000	86,400	11,400	15.2%	11,400	15.2%
Coop Marketing	0	0	50,000	50,000	50,000	51,000	1,000	2.0%	1,000	2.0%
Event Servicing	0	17,838	50,000	50,000	50,000	66,000	16,000	32.0%	16,000	32.0%
Event Hosting	0	0	0	0	0	12,000	12,000	NA	12,000	NA
Trade Show	2,360	2,995	30,000	30,000	30,000	40,200	10,200	34.0%	10,200	34.0%
Travel & Per Diem	11,302	13,122	20,000	20,000	20,000	21,900	1,900	9.5%	1,900	9.5%
Website Design & Hosting	0	5,988	20,000	20,000	20,000	48,000	28,000	140.0%	28,000	140.0%
Registration Fees	10,164	10,273	12,000	12,000	12,000	13,200	1,200	10.0%	1,200	10.0%
Promotional Items	5,507	6,081	9,000	9,000	9,000	18,000	9,000	100.0%	9,000	100.0%
Familiarization Tours	3,291	3,177	7,200	7,200	7,200	9,300	2,100	29.2%	2,100	29.2%
Sales Entertainment	2,130	2,948	3,600	3,600	3,600	5,200	1,600	44.4%	1,600	44.4%
Dues & Memberships	3,390	5,145	3,000	3,000	3,000	5,400	2,400	80.0%	2,400	80.0%
Total Marketing & Promotion	114,028	182,728	460,400	460,400	460,400	576,400	116,000	25.2%	116,000	25.2%
General & Administrative										
Insurance	14,888	11,009	30,000	30,000	18,000	18,000	-12,000	-40.0%	0	0.0%
Contracted Services	3,500	0	25,000	25,000	25,000	18,000	-7,000	-28.0%	-7,000	-28.0%
Audit & Tax	13,250	13,750	20,000	20,000	14,000	15,000	-5,000	-25.0%	1,000	7.1%
Professional Services	10,000	667	15,000	15,000	15,000	19,800	4,800	32.0%	4,800	32.0%
Rent - Office Equipment	8,773	8,928	10,000	10,000	9,000	12,000	3,000	33.3%	3,000	33.3%
Network Maintenance	7,605	4,095	8,200	8,200	8,200	8,400	200	2.4%	200	2.4%
Computer Hardware	1,808	2,787	7,200	7,200	7,200	7,800	600	8.3%	600	8.3%
Repair & Maintenance - Equipment	4,418	4,679	6,000	6,000	6,000	6,300	300	5.0%	300	5.0%
Office Supplies	4,520	6,770	5,400	5,400	5,400	6,000	600	11.1%	600	11.1%
Travel - Mileage Reimbursement	3,421	3,101	4,500	4,500	4,500	5,100	600	13.3%	600	13.3%
Publications & Subscriptions	4,041	5,130	4,200	4,200	4,200	4,800	600	14.3%	600	14.3%
Printing	713	6,415	4,200	4,200	4,200	9,600	5,400	128.6%	5,400	128.6%
Rent - Offsite Storage	3,395	3,527	3,840	3,840	3,840	3,840	0	0.0%	0	0.0%
Computer Software	8,165	4,384	3,000	3,000	3,000	3,180	180	6.0%	180	6.0%
Telephone & Internet	2,423	2,847	3,000	3,000	3,000	3,180	180	6.0%	180	6.0%
Postage	1,720	1,609	2,100	2,100	2,100	2,100	0	0.0%	0	0.0%
Office Furniture & Equipment	710	382	1,200	1,200	1,200	3,600	2,400	200.0%	2,400	200.0%
Continuing Education - Seminars	0	2,300	1,200	1,200	1,200	2,100	900	75.0%	900	75.0%
Bank Fees	923	995	1,020	1,020	1,020	1,200	180	17.6%	180	17.6%
Rent - Facility/Board Meetings	315	75	600	600	600	600	0	0.0%	0	0.0%
Total General & Administrative	94,588	83,450	155,660	155,660	136,660	150,600	-5,060	-3.3%	13,940	10.2%
Total Contractual Expenses	762,042	862,886	1,297,181	1,297,181	1,278,181	1,480,206	183,025	14.1%	202,025	15.8%
Marketing Stimulus/Investment Plan										
Other Contractual Services	12,600	36,400	0	0	0	0	0	0.0%	0	0.0%
Contributions - Non Government Agencies	0	129,800	0	0	0	0	0	0.0%	0	0.0%
Total Marketing Stimulus/Investment Plan	12,600	166,200	0	0	0	0	0	0.0%	0	0.0%
Indirect Expenses										
Grants	383,605	423,978	800,000	800,000	800,000	885,000	85,000	10.6%	85,000	10.6%
Rent	85,634	85,634	85,634	85,634	85,634	85,634	0	0.0%	0	0.0%
Indirect Cost	41,218	64,150	63,112	63,112	61,992	65,685	2,573	4.1%	3,693	6.0%
Tax Collector Commissions	20,894	31,506	37,284	37,284	36,313	37,606	322	0.9%	1,293	3.6%
Inspector General Fee	1,415	1,823	2,095	2,095	2,095	2,858	763	36.4%	763	36.4%
Transfer Out - Special Projects	0	50,000	50,000	50,000	50,000	50,000	0	0.0%	0	0.0%
Total Indirect Expense	532,766	657,092	1,038,125	1,038,125	1,036,034	1,126,783	88,658	8.5%	90,749	8.8%
Total Sports Commission Expense	1,307,408	1,686,178	2,335,306	2,335,306	2,314,215	2,606,989	271,683	11.6%	292,774	12.7%
Total Sports Commission Reserve	917,415	1,344,480	1,316,179	1,386,265	1,466,263	1,255,276	-130,989	-10.0%	-210,987	-14.4%
Total Sports Commission Available Funds	2,224,823	3,030,658	3,651,485	3,721,571	3,780,478	3,862,265	140,694	3.9%	81,787.6	2.2%

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
Personnel										
Wages & Salaries	\$ 405,529	\$ 390,549	\$ 439,501	\$ 356,655	\$ 346,524	\$ 349,375	\$ 401,456	\$ 414,484	\$ 444,821	\$ 503,098
Employee Benefits	\$ 61,679	\$ 59,400	\$ 56,433	\$ 53,791	\$ 63,573	\$ 83,492	\$ 93,526	\$ 104,632	\$ 117,181	\$ 126,151
Payroll Taxes	\$ 35,033	\$ 33,740	\$ 38,188	\$ 30,895	\$ 29,632	\$ 31,375	\$ 33,783	\$ 34,311	\$ 34,705	\$ 37,785
Contract Labor	\$ 4,229	\$ 18,421	\$ 1,998	\$ 30,507	\$ 1,500	\$ -	\$ 2,400	\$ 3,500	\$ -	\$ -
Total Personnel	\$ 506,470	\$ 502,110	\$ 536,120	\$ 471,848	\$ 441,229	\$ 464,242	\$ 531,165	\$ 556,927	\$ 596,707	\$ 667,035
Marketing & Promotion										
Digital Media	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 113,460
Advertising	\$ 7,130	\$ 3,267	\$ 25,337	\$ 8,167	\$ 15,957	\$ 22,162	\$ 35,680	\$ 38,230	\$ 71,461	\$ 86,797
Business Development	\$ 3,948	\$ 14,775	\$ 7,108	\$ 4,716	\$ 13,205	\$ 16,561	\$ 29,608	\$ 37,654	\$ 43,700	\$ 91,886
Co-op Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,250
Event Servicing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,838	\$ 40,867
Trade Show	\$ 1,790	\$ -	\$ -	\$ -	\$ -	\$ 6,108	\$ -	\$ 2,960	\$ 2,995	\$ 29,799
Travel & Per Diem	\$ 7,215	\$ 3,897	\$ 3,855	\$ 2,963	\$ 6,890	\$ 9,590	\$ 6,353	\$ 11,302	\$ 13,122	\$ 22,565
Website Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,988	\$ 5,247
Registration Fees	\$ 1,831	\$ 1,711	\$ 1,550	\$ 901	\$ 1,886	\$ 3,426	\$ 3,076	\$ 10,164	\$ 10,273	\$ 13,417
Promotional Items	\$ 4,852	\$ 203	\$ 6,502	\$ -	\$ 1,422	\$ 1,954	\$ 1,532	\$ 5,507	\$ 6,081	\$ 13,104
Familiarization Tours	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,608	\$ 1,492	\$ 3,291	\$ 3,177	\$ 12,323
Sales Entertainment	\$ 521	\$ 513	\$ 1,683	\$ 666	\$ 532	\$ 2,108	\$ 1,733	\$ 2,130	\$ 2,948	\$ 9,007
Dues & Memberships	\$ -	\$ -	\$ -	\$ 740	\$ 1,560	\$ 960	\$ 2,045	\$ 3,390	\$ 5,145	\$ 5,642
Total Marketing & Promotion	\$ 27,287	\$ 24,366	\$ 46,035	\$ 17,413	\$ 39,892	\$ 63,517	\$ 79,473	\$ 110,638	\$ 177,583	\$ 464,364
General & Administrative										
Insurance	\$ 9,637	\$ 9,533	\$ 9,482	\$ 12,741	\$ 15,001	\$ 16,319	\$ 11,691	\$ 14,888	\$ 11,009	\$ 3,387
Audit & Tax	\$ 10,000	\$ 12,900	\$ 12,600	\$ 19,750	\$ 12,350	\$ 12,350	\$ 13,350	\$ 13,250	\$ 13,750	\$ 14,815
Professional Services	\$ -	\$ -	\$ -	\$ -	\$ 8,950	\$ -	\$ 2,500	\$ 10,000	\$ 667	\$ 7,787
Rent - Office Equipment	\$ 17,576	\$ 13,873	\$ 16,647	\$ 8,104	\$ 5,552	\$ 6,016	\$ 6,165	\$ 8,773	\$ 8,928	\$ 8,129
Network Maintenance	\$ 3,294	\$ 27,789	\$ 38,426	\$ 8,643	\$ 7,926	\$ 7,340	\$ 7,680	\$ 7,605	\$ 4,095	\$ 11,385
Computer Hardware	\$ 7,717	\$ 7,442	\$ 783	\$ 1,490	\$ 4,340	\$ 10,453	\$ 12,776	\$ 1,808	\$ 2,787	\$ 9,137
Repair & Maintenance - Equipment	\$ 7,924	\$ 6,197	\$ 4,475	\$ 3,334	\$ 3,781	\$ 5,442	\$ 4,930	\$ 4,418	\$ 4,679	\$ 4,778
Office Supplies	\$ 10,823	\$ 10,371	\$ 5,056	\$ 4,103	\$ 4,510	\$ 3,993	\$ 3,891	\$ 4,520	\$ 6,770	\$ 4,352
Travel - Mileage Reimbursement	\$ -	\$ -	\$ -	\$ 1,921	\$ 3,191	\$ 3,710	\$ 3,122	\$ 3,421	\$ 3,101	\$ 7,303
Publications & Subscriptions	\$ 470	\$ 1,545	\$ 1,319	\$ 1,014	\$ 631	\$ 1,274	\$ 1,261	\$ 4,041	\$ 5,130	\$ 5,005
Printing	\$ 9,926	\$ 13,784	\$ 4,220	\$ 2,282	\$ 3,590	\$ 1,873	\$ 1,782	\$ 713	\$ 6,415	\$ 2,140
Rent - Offsite Storage	\$ 8,324	\$ 7,220	\$ 1,230	\$ -	\$ 2,718	\$ 3,164	\$ 2,859	\$ 3,395	\$ 3,527	\$ 3,527
Computer Software	\$ 1,412	\$ 16,908	\$ 12,254	\$ 5,812	\$ 5,338	\$ 8,791	\$ 10,750	\$ 8,165	\$ 4,384	\$ 633
Telephone & Internet	\$ 1,548	\$ 2,712	\$ 2,205	\$ 1,439	\$ 1,026	\$ 1,330	\$ 1,480	\$ 2,423	\$ 2,847	\$ 2,639
Postage	\$ 5,338	\$ 3,419	\$ 2,700	\$ 1,958	\$ 1,594	\$ 1,663	\$ 1,434	\$ 1,720	\$ 1,609	\$ 1,564
Office Furniture & Equipment	\$ 4,267	\$ 327	\$ -	\$ -	\$ 803	\$ 2,937	\$ 3,212	\$ 709	\$ 382	\$ 74
Continuing Education - Seminars	\$ 149	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 698	\$ -	\$ 2,300	\$ 1,200
Bank Fees	\$ 209	\$ 688	\$ 1,067	\$ 1,198	\$ 744	\$ 1,053	\$ 593	\$ 923	\$ 995	\$ 1,140
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
Contract Stimulus										
Stimulus Travel & Per Diem	\$ -	\$ -	\$ 5,352	\$ (518)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Stimulus Printing & Binding	\$ -	\$ -	\$ -	\$ 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
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
Rent	\$ 109,520	\$ 113,894	\$ 118,464	\$ 123,190	\$ 109,688	\$ 85,634	\$ 85,634	\$ 85,634	\$ 85,634	\$ 85,634
Indirect Cost	\$ 44,923	\$ 50,828	\$ 72,065	\$ 65,048	\$ 31,877	\$ 29,156	\$ 34,661	\$ 41,218	\$ 64,150	\$ 54,992
Tax Collector Commissions	\$ 17,441	\$ 17,096	\$ 13,652	\$ 14,202	\$ 15,626	\$ 16,890	\$ 18,804	\$ 20,894	\$ 31,506	\$ 37,796
Inspector General Fee	\$ -	\$ -	\$ -	\$ -	\$ 1,201	\$ 1,752	\$ 1,979	\$ 1,415	\$ 1,823	\$ 2,333
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	\$ 532,756	\$ 607,091	\$ 920,514
Transfer Out - Special Projects	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 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
Reserves	\$ 658,888	\$ 716,886	\$ 597,884	\$ 459,994	\$ 547,930	\$ 659,780	\$ 648,142	\$ 917,413	\$ 1,344,480	\$ 1,691,376
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

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

	2016 ACTUAL
FUND 1457- SPORTS COMMISSION	
BALANCE FORWARD	\$ 1,344,480
BED TAXES	\$ 2,519,711
INTEREST INCOME	19,308
REBATE - VIRTUAL CREDIT CARD	225
TOTAL REVENUES	<u>\$ 2,539,245</u>
TOTAL AVAILABLE FUNDS	\$ 3,883,725
TDC INDIRECT	\$ 54,992
OTHER CONTRACTUAL SERVICES	1,221,834
RENT- OFFICE SPACE	85,634
GRANTS	739,759
TAX COLL. COMMISSION	37,796
INSPECTOR GENERAL FEE	2,333
TRANSFER OUT- SPECIAL PROJECTS-B.BOWL	50,000
TOTAL EXPENDITURES	<u><u>\$ 2,192,349</u></u>
RESERVES	<u><u>\$ 1,691,376</u></u>

PALM BEACH COUNTY
Film & Television Commission

FY 2017 Budget

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

PALM BEACH COUNTY FILM & TELEVISION COMMISSION

FILM AND 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 FTC serves as a production hub for all location and production information in the county and maintains 24-hours client services, free and easy One-Stop permitting, production and location assistance, lead responses and other support mechanisms.

The Palm Beach County Film & Television Commission (FTC) 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 FTC is governed by a Board of Directors made-up of local and national production professionals, members-at-large, and agency representatives. The FTC receives 4.31 percent of the 2nd, 3rd, 5th and 6th Cent of the Palm Beach County bed taxes to fund their program. Their office is located at 1555 Palm Beach Lakes Boulevard, Suite 900, West Palm Beach, Florida.

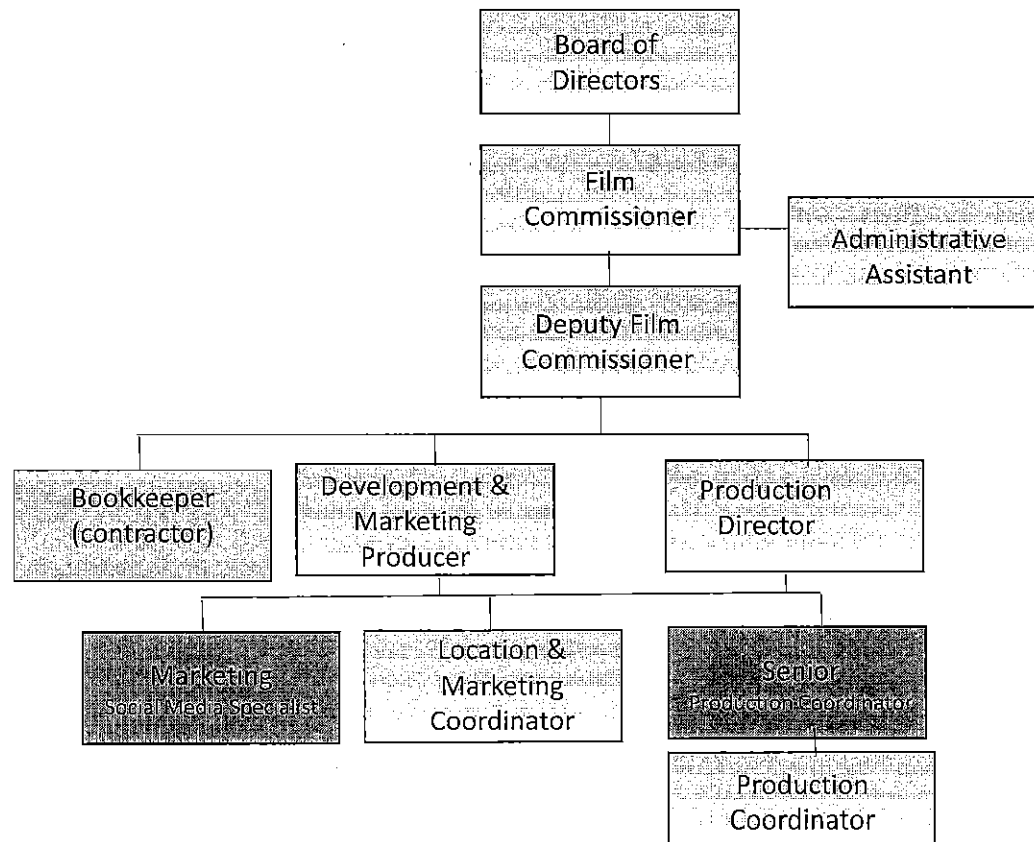
The FTC holds a second contract with the Office of Economic Sustainability to enhance and utilize programs that will help build a solid workforce to sustain a growing industry. This program funds Florida's largest statewide student film competition, the Student Showcase of Films. Currently the FTC has 9 full time staff members.

The FTC 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 Palm Beach County, PBC Department of Environmental Resources Management (Beach Programs) and the Sports Commission.



FILM AND
TELEVISION
COMMISSION

FTC ORGANIZATIONAL CHART



Film & Television Commission

FY 2017 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 2015</u>	<u>Estimated FY 2016</u>	<u>Projected FY 2017</u>	<u>Category</u>	<u>Obj</u>
1. Production Revenue (in the millions)	\$165.44	\$155.00	\$170.00	Demand	1
2. Hotel Room Nights	11,279	13,125	15,000	Demand	2
3. Permits Issued	294	330	341	Demand	3
4. Non-Permitted Productions	129	121	133	Demand	4
5. Total Leads	215	204	221	Output	5
6. Lead Responses	214	204	221	Output	6
7. Develop Content Marketing Programs	6	8	9	Output	7
8. Website Unique Visitors	33,672	24,200	26,620	Demand	8

**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
CATEGORY D - FUND 1451	2014	2015	2015	2016	2016	2016	2017
FILM & TELEVISION COMM.							
BALANCE FORWARD	\$ 410,933	\$ 697,286	\$ 697,286	\$ 704,007	\$ 982,611	\$ 982,611	\$ 967,771
BED TAX REVENUES	\$ 780,051	\$ 1,129,226	\$ 1,088,373	\$ 1,312,869	\$ 1,312,869	\$ 1,278,652	\$ 1,324,209
INTEREST INCOME	\$ 5,824	\$ 9,688	\$ 7,635	\$ 8,624	\$ 8,624	\$ 11,082	\$ 11,391
TRANSFERS IN: STIMULUS (CVB)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TRANSFERS IN: 1ST CENT	\$ 175,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (66,075)	\$ (66,075)	\$ -	\$ (66,781)
TOTAL AVAILABLE FUNDS	\$ 1,371,808	\$ 1,836,200	\$ 1,793,294	\$ 1,959,425	\$ 2,238,029	\$ 2,272,345	\$ 2,236,590
FILM COMMISSION CONTRACT	\$ 593,920	\$ 661,195	\$ 820,250	\$ 1,206,501	\$ 1,206,501	\$ 1,206,501	\$ 1,600,000
COUNTY DIRECT COST	\$ 45,816	\$ 45,967	\$ 46,045	\$ 46,150	\$ 46,150	\$ 46,150	\$ 46,516
MARKETING STIMULUS CAMPAIGN	\$ -	\$ 96,935	\$ 175,000	\$ -	\$ -	\$ -	\$ -
TDC CHARGE-OFF ADMIN.	\$ 23,085	\$ 32,554	\$ 31,666	\$ 33,335	\$ 33,335	\$ 32,743	\$ 34,694
COLLECTION FEES	\$ 11,701	\$ 16,938	\$ 16,326	\$ 19,693	\$ 19,693	\$ 19,180	\$ 19,863
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 674,522	\$ 853,589	\$ 1,089,267	\$ 1,305,679	\$ 1,305,679	\$ 1,304,574	\$ 1,701,073
FILM RESERVE	\$ 697,286	\$ 982,611	\$ 704,007	\$ 653,746	\$ 932,350	\$ 967,771	\$ 535,517
TDC 1% CUMMULATIVE RESERVE	\$ (67,475)	\$ (76,011)	\$ (78,368)	\$ (91,425)	\$ (91,425)	\$ (89,057)	\$ (106,067)
FILM RESERVE NET OF TDC RESERVE	\$ 629,811	\$ 906,600	\$ 625,639	\$ 562,322	\$ 840,925	\$ 878,714	\$ 429,449
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OVERALL EXPENSE BUDGET	\$ 1,371,808	\$ 1,836,200	\$ 1,793,294	\$ 1,959,425	\$ 2,238,029	\$ 2,272,345	\$ 2,236,590

PALM BEACH COUNTY

Tourist Development Council
 Film Television Commission
 FY 2017 Program Budget

	FY 14 Actual	FY 15 Actual	FY 16 Budget	FY16 Modified Budget	FY 16 Forecast	FY 17 Budget Draft	FY17 Budget vs FY16 Modified Budget	% Inc. (Dec) FY17 Budget vs. Modified FY16 Budget	FY17 Budget vs FY16 Forecast	% Inc. (Dec) FY17 Budget vs. FY16 Forecast
Personnel										
Wages & Salaries	371,240	418,419	499,814	499,814	499,814	543,159	43,345	8.67%	43,345	8.67%
Employee Benefits	76,323	77,132	103,992	103,992	103,992	121,920	17,928	17.24%	17,928	17.24%
Payroll Taxes	27,703	31,286	37,194	37,194	37,194	39,858	2,664	7.16%	2,664	7.16%
Bookkeeping/Contract Labor	4,106	5,680	25,000	25,000	25,000	25,063	63	0.25%	63	0.25%
Total Personnel	479,373	532,517	666,000	666,000	666,000	730,000	64,000	9.61%	64,000	9.61%
Marketing & Promotion										
Fulfillment	510	553	2,000	2,000	2,000	2,000	0	0.00%	0	0.00%
Printing & Binding Outside	1,753	5,824	5,000	5,000	5,000	8,000	3,000	60.00%	3,000	60.00%
Sales & Promotion	18,233	15,948	20,000	20,000	20,000	25,000	5,000	25.00%	5,000	25.00%
Consumer Trade Shows	10,635	6,449	12,000	12,000	12,000	15,000	3,000	25.00%	3,000	25.00%
Fam Tour	0	0	2,000	2,000	2,000	2,000	0	0.00%	0	0.00%
Promotional Items	100	3,729	7,000	7,000	7,000	8,000	1,000	14.29%	1,000	14.29%
Advertising	5,170	15,380	38,500	38,500	38,500	45,000	6,500	16.88%	6,500	16.88%
Collateral	275	319	3,500	3,500	3,500	4,000	500	14.29%	500	14.29%
Public Relations/Website/Social Media	12,875	5,423	20,000	20,000	20,000	25,000	5,000	25.00%	5,000	25.00%
Development & Sponsorships	0	11,025	350,000	350,000	350,000	625,000	275,000	78.57%	275,000	78.57%
Total Marketing & Promotion	49,550	64,650	460,000	460,000	460,000	759,000	299,000	65.00%	299,000	65.00%
General & Administrative										
Legal	0	0	3,000	3,000	3,000	3,000	0	0.00%	0	0.00%
Insurance	5,921	5,799	9,000	9,000	9,000	10,000	1,000	11.11%	1,000	11.11%
Audit & Tax	9,000	9,000	12,000	12,000	12,000	13,000	1,000	8.33%	1,000	8.33%
Other Administration Expense	16,962	17,468	4,001	4,001	4,001	4,000	-1	-0.02%	-1	-0.02%
Communication Services	3,939	3,456	7,000	7,000	7,000	7,000	0	0.00%	0	0.00%
Network Expense	4,325	0	10,000	10,000	10,000	11,000	1,000	10.00%	1,000	10.00%
Office Supplies	2,133	3,449	2,500	2,500	2,500	6,000	3,500	140.00%	3,500	140.00%
Office Furniture & Equipment	18	1,796	3,500	3,500	3,500	15,000	11,500	328.57%	11,500	328.57%
DP Software & Accessories	322	2,389	1,500	1,500	1,500	6,000	4,500	300.00%	4,500	300.00%
Books Publications & Subscriptions	204	289	500	500	500	500	0	0.00%	0	0.00%
Dues & Memberships	16,089	15,555	18,000	18,000	18,000	18,000	0	0.00%	0	0.00%
Machinery & Equipment	3,634	1,887	6,000	6,000	6,000	14,000	8,000	133.33%	8,000	133.33%
Travel & Per Diem	2,450	2,940	3,500	3,500	3,500	3,500	0	0.00%	0	0.00%
Total General & Administrative	64,997	64,028	80,501	80,501	80,501	111,000	30,499	37.89%	30,499	37.89%
Total Film & Television Commission Contract	593,920	661,195	1,206,501	1,206,501	1,206,501	1,600,000	393,499	32.61%	393,499	32.61%
Marketing Stimulus/Investment Plan										
Other Contractual Services	0	96,935	0	0	0	0	0	0	0	0
Total Marketing Stimulus/Investment Plan	0	96,935	0	0	0	0	0	0	0	0
County Direct										
TDC Charge-Off	23,085	32,554	33,335	33,335	32,743	34,694	1,359	-100.00%	1,951	5.96%
Rent	45,026	45,026	45,025	45,025	45,025	45,025	0	0.00%	0	0.00%
Tax Collector Commissions	11,701	16,938	19,693	19,693	19,180	19,863	170	0.86%	683	3.56%
Inspector General Fee	730	941	1,125	1,125	1,125	1,491	366	32.53%	366	32.53%
Total County Direct	80,542	95,459	99,178	99,178	98,073	101,073	1,895	1.91%	3,000	3.06%
Total Film & Television Commission Expense	674,462	853,589	1,305,679	1,305,679	1,304,574	1,701,073	395,394	30.28%	396,499	30.39%
Total Film & Television Commission Reserve	697,286	982,611	653,746	932,350	967,771	535,517	-396,833	-42.56%	-432,254	-44.66%
Total Film & Television Commission Available Funds	1,371,748	1,836,200	1,959,425	2,238,029	2,272,345	2,236,590	-1,439	-0.06%	-35,755	-1.57%

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
Personnel										
Wages & Salaries	\$315,415	\$320,720	\$277,608	\$244,278	\$276,327	\$271,699	\$319,477	\$371,240	\$418,419	\$512,927
Employee Benefits	\$68,864	\$73,747	\$68,568	\$62,698	\$67,633	\$50,763	\$61,787	\$76,323	\$77,132	\$106,113
Payroll Taxes	\$24,555	\$23,544	\$20,328	\$19,235	\$19,095	\$19,863	\$24,978	\$27,703	\$31,286	\$38,061
Contract Labor	\$0	\$0	\$0	\$0	\$0	\$31,391	\$22,562	\$4,106	\$5,680	\$20,800
Total Personnel	\$408,834	\$418,111	\$366,504	\$326,211	\$363,055	\$373,716	\$428,804	\$479,372	\$532,517	\$677,901
Marketing & Promotion										
Fulfillment	\$9,683	\$4,712	\$647	\$1,455	\$1,101	\$523	-\$189	\$510	\$553	\$2,406
Printing & Binding Outside	\$16,832	\$7,710	\$5,479	\$0	\$5,259	\$3,924	\$1,241	\$1,753	\$5,824	\$4,429
Sales & Promotion	\$35,231	\$34,860	\$1,284	\$2,055	\$12,330	\$7,595	\$10,748	\$18,233	\$15,948	\$3,249
Consumer Trade Shows	\$10,213	\$2,644	\$1,548	\$0	\$3,412	\$4,144	\$3,641	\$10,635	\$6,449	\$11,477
Farm Tour	\$1,474	\$496	\$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
Advertising	\$23,083	\$40,837	\$4,158	\$0	\$12,264	\$14,665	\$6,906	\$5,170	\$15,380	\$21,862
Collateral	\$21,287	\$2,178	\$447	\$0	\$222	\$7,382	\$756	\$275	\$319	\$0
Public Relations/Website	\$0	\$0	\$0	\$0	\$0	\$965	\$12,335	\$12,875	\$5,423	\$3,988
Development & Sponsorships	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,025	\$340,615
Total Marketing & Promotion	\$127,520	\$94,919	\$13,624	\$3,510	\$34,588	\$39,198	\$40,863	\$49,551	\$64,650	\$389,406
General & Administrative										
Legal	\$1,063	\$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
Audit & Tax	\$8,250	\$9,750	\$10,500	\$11,000	\$7,500	\$7,600	\$8,727	\$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
Communication Services	\$5,529	\$3,893	\$3,321	\$4,153	\$3,315	\$8,536	\$6,104	\$3,939	\$3,456	\$4,015
Network Expense	\$10,875	\$3,375	\$0	\$0	\$0	\$7,800	\$6,035	\$4,325	\$0	\$10,800
Office Supplies	\$3,396	\$3,089	\$1,053	\$1,629	\$1,289	\$3,007	\$2,483	\$2,133	\$3,449	\$2,437
Office Furniture & Equipment	\$375	\$863	\$0	\$0	\$0	\$448	\$1,537	\$18	\$1,796	\$223
DP Software & Accessories	\$199	\$199	\$339	\$0	\$249	\$1,734	\$93	\$322	\$2,389	\$3,533
Books Publications & Subscriptions	\$1,181	\$1,004	\$794	\$183	\$158	\$283	\$757	\$204	\$289	\$525
Dues & Memberships	\$2,533	\$1,258	\$1,705	\$2,519	\$780	\$1,230	\$5,170	\$16,089	\$15,555	\$20,475
Machinery & Equipment	\$4,295	\$4,732	\$1,699	\$3,778	\$6,080	\$11,255	\$6,524	\$3,634	\$1,887	\$1,068
Travel & Per Diem	\$2,883	\$3,303	\$1,244	\$1,704	\$1,990	\$2,085	\$2,114	\$2,450	\$2,940	\$1,730
Total General & Administrative	\$66,312	\$55,573	\$44,617	\$47,969	\$46,727	\$64,509	\$61,642	\$64,997	\$64,028	\$62,360
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
Marketing Stimulus/Investment Plan										
Other Contractual Services	\$0	\$0	\$0	\$98,633	\$0	\$0	\$0	\$0	\$96,935	\$0
Total Marketing Stimulus/Investment Plan	\$0	\$0	\$0	\$98,633	\$0	\$0	\$0	\$0	\$96,935	\$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
Communication Services	\$3,440	\$1,271	\$1,254	\$4,150	\$4,215	\$1,664	\$0	\$0	\$0	\$0
Communication/Suncom	\$166	\$50	\$53	\$41	\$52	\$60	\$48	\$61	\$0	\$0
Rent	\$51,464	\$53,520	\$55,668	\$57,889	\$57,672	\$45,026	\$45,026	\$45,025	\$45,026	\$45,026
Tax Collector Commissions	\$9,767	\$9,574	\$7,545	\$7,953	\$8,751	\$9,458	\$10,530	\$11,701	\$16,998	\$19,963
Inspector General Fee	\$0	\$0	\$0	\$0	\$536	\$946	\$1,021	\$730	\$941	\$1,204
Total County Direct	\$100,776	\$105,078	\$104,976	\$106,459	\$89,079	\$73,486	\$76,031	\$80,602	\$95,459	\$95,239
Transfer Out- Special Projects	\$0	\$0	\$0	\$0	\$0	\$15,000	\$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
Reserves	\$125,138	\$91,958	\$74,310	\$159,589	\$216,492	\$317,822	\$410,933	\$697,286	\$982,611	\$1,101,542
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

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

<u>FUND 1451- FILM & TV COMMISSION</u>	<u>2016 ACTUAL</u>
BALANCE FORWARD	\$ 982,611
BED TAXES	\$ 1,330,877
INTEREST INCOME	12,959
INTEREST INCOME - BED TAX	-
TOTAL REVENUES	<u>\$ 1,343,836</u>
 TOTAL AVAILABLE FUNDS	 \$ 2,326,447
 TDC INDIRECT	 \$ 29,046
OTHER CONTRACTUAL SERVICES	1,129,667
RENT-OFFICE SPACE	45,026
TAX COLL. COMMISSION	19,963
INSPECTOR GENERAL FEE	1,204
OTHER CONTRACTUAL SERVICES- TOURISM STIMULUS	-
TOTAL EXPENDITURES	<u>\$ 1,224,905</u>
 RESERVES	 <u>\$ 1,101,542</u>

PALM BEACH COUNTY
Convention Center Operations

FY 2017 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.

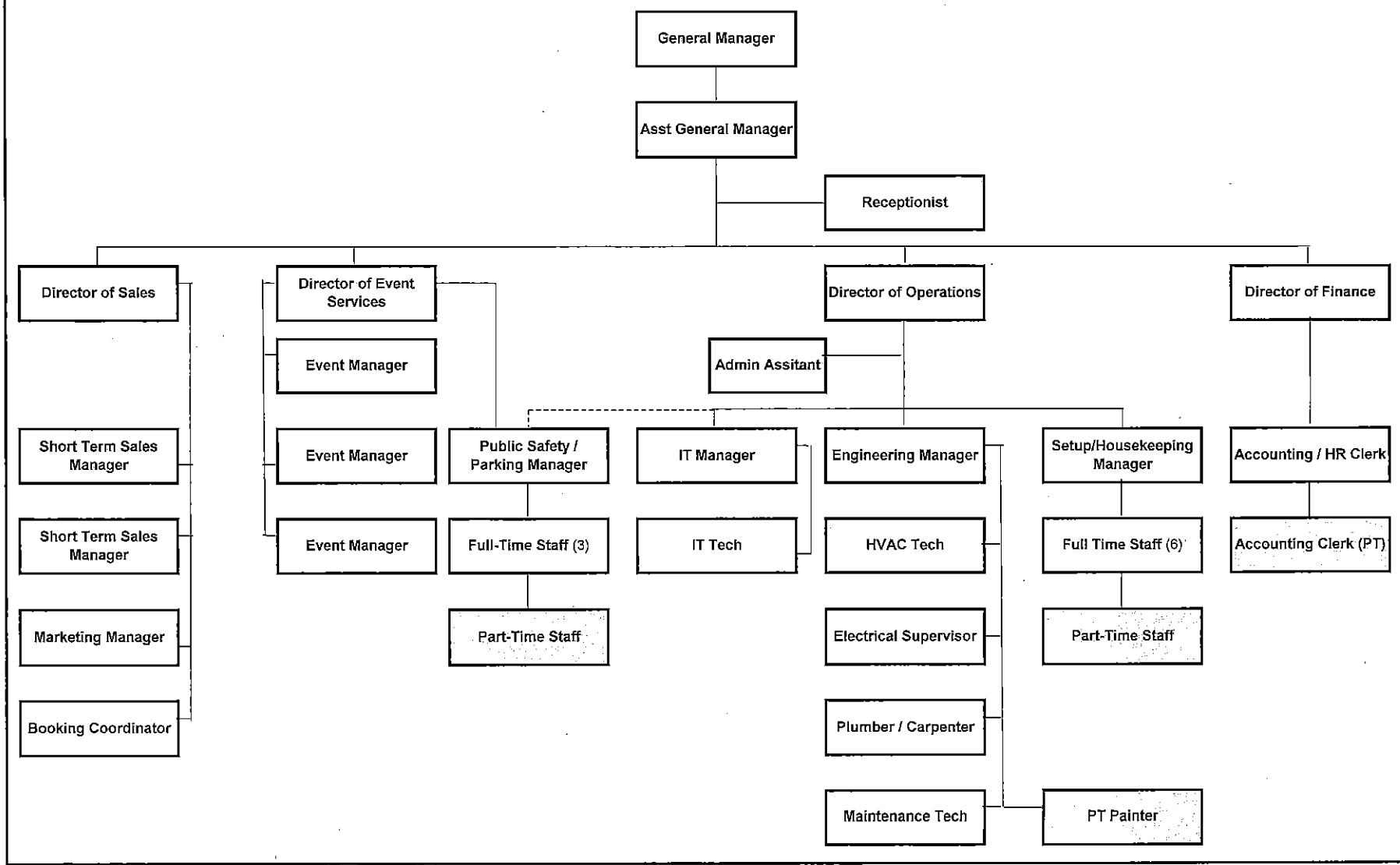
The Convention Center opened on January 1, 2004. The 350,000 square foot facility includes 100,000 square feet of exhibit space, 22,000 square feet of ballroom space and 21,000 square feet of meeting space. The building is owned by Palm Beach County and financed with revenue bonds. The Convention Center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



FY 2017 OBJECTIVES

- 1 Achieve targeted gross rental revenue of \$1,849,596 million amidst garage construction project.
- 2 Realize food & beverage net sales of \$664,492 for FY 2017.
- 3 Achieve 315 events upon garage opening, allowing for additional booked events due to increased parking spaces.
- 4 Generate 40,000 Group Level Booked Room Nights Convention Center Shared
- 5 Generate 18,000 Group Level Actual FY Room Nights for Convention Center Shared

<u>PERFORMANCE MEASUREMENTS</u>	<u>Actual FY 2015</u>	<u>Estimated FY 2016</u>	<u>Projected FY 2017</u>	<u>Type</u>	<u>Obj</u>
Division Name					
Gross Rental Revenue	\$ 1,671,231	\$ 1,819,730	\$ 1,849,596	Output	1
Food and Beverage sales (net) millions	\$ 407,866	\$ 596,667	\$ 664,492	Output	2
Total number of events	253	252	315	Output	3
Number of events F&B/Banquets	69	74	71	Output	3
Number of events Meetings, Conventions, and Shows	184	178	244	Output	3
Group Level Booked Room Nights Conv. Ctr. Shared	N/A	N/A	40,000	Output	4
Group Level Actual FY Room Nights for Conv. Ctr. Shared	N/A	N/A	18,000	Output	5
Current fiscal year actual room nights	11,894	7,000	N/A		
Booked/contracted room nights	N/A	10,000	N/A		

**TOURIST DEVELOPMENT COUNCIL FY 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
CATEGORY F - FUND 1450	2014	2015	2015	2016	2016	2016	2017
CONVENTION CENTER OPERATIONS							
BALANCE FORWARD	\$ 2,013,581	\$ 1,972,860	\$ 1,972,860	\$ 1,151,961	\$ 1,360,382	\$ 1,360,382	\$ 1,928,491
BED TAX REVENUE	\$ 253,807	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RENTAL REVENUE	\$ 1,781,170	\$ 1,871,231	\$ 1,780,560	\$ 1,776,876	\$ 1,776,876	\$ 1,819,730	\$ 1,849,596
FOOD & BEVERAGE (NET)	\$ 471,959	\$ 407,867	\$ 518,786	\$ 560,605	\$ 560,605	\$ 596,667	\$ 664,492
CITY OF WEST PALM BEACH ILA	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
NET BLDG. SERVICE REVENUE	\$ 1,001,448	\$ 1,077,961	\$ 1,078,553	\$ 855,092	\$ 855,092	\$ 832,704	\$ 988,717
INTEREST INCOME	\$ 21,426	\$ 12,941	\$ 22,238	\$ 20,557	\$ 20,557	\$ 9,632	\$ 10,433
ADVERTISING AND OTHER MISC. INCOME	\$ 10,459	\$ 10,250	\$ 10,000	\$ 20,000	\$ 20,000	\$ 11,746	\$ 10,000
TRANSFERS IN FUND 1458	\$ 800,000	\$ 1,100,000	\$ 1,100,000	\$ 1,600,000	\$ 1,900,000	\$ 1,900,000	\$ 1,600,000
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (174,147)	\$ (174,147)	\$ -	\$ (188,662)
TOTAL AVAILABLE FUNDS	\$ 6,603,850	\$ 6,503,110	\$ 6,732,997	\$ 6,060,744	\$ 6,569,165	\$ 6,780,861	\$ 7,113,067
CONVENTION CENTER OPERATING EXPENSE	\$ 4,029,627	\$ 3,957,986	\$ 4,302,071	\$ 4,598,507	\$ 4,598,507	\$ 4,375,023	\$ 4,712,254
INSURANCE	\$ 388,170	\$ 388,170	\$ 388,170	\$ 388,170	\$ 388,170	\$ 268,194	\$ 431,450
LEGAL	\$ 75	\$ 975	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
CAPITAL OUTLAY	\$ 99,678	\$ 674,308	\$ 775,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
OTHER	\$ 5,878	\$ 7,555	\$ 11,294	\$ 11,695	\$ 11,695	\$ 11,695	\$ 12,484
TDC CHARGE-OFF ADMIN.	\$ 103,755	\$ 113,734	\$ 99,501	\$ 81,565	\$ 81,565	\$ 83,458	\$ 92,035
COLLECTION FEES	\$ 3,807	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INCENTIVE FUNDING	\$ -	\$ -	\$ -	\$ -	\$ 300,000	\$ 34,000	\$ 312,000
TOTAL OPERATING EXPENSES	\$ 4,630,890	\$ 5,142,728	\$ 5,581,036	\$ 5,159,937	\$ 5,459,937	\$ 4,852,370	\$ 5,640,223
CONV. CTR. RESERVE	\$ 1,972,860	\$ 1,360,382	\$ 1,151,961	\$ 900,807	\$ 1,109,228	\$ 1,928,491	\$ 1,472,844
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CONV. CTR. RESERVE	\$ 1,972,860	\$ 1,360,382	\$ 1,151,961	\$ 900,807	\$ 1,109,228	\$ 1,928,491	\$ 1,472,844
OVERALL EXPENSE BUDGET	\$ 6,603,850	\$ 6,503,110	\$ 6,732,997	\$ 6,060,744	\$ 6,569,165	\$ 6,780,861	\$ 7,113,067

PALM BEACH COUNTY CONVENTION CENTER
Financial Operations Budget
BUDGET DRAFT- FISCAL YEAR 2017

	FY14 Actual	FY15 Actual	FY 16 Budget	FY16 Forecast	FY17 Budget	FY17 Budget vs FY16 Budget	% Inc (Dec) vs FY16 Budget	FY17 Budget vs FY16 Forecast	% Inc (Dec) vs FY16 Forecast
Operating Revenue									
Gross Rent Revenue	\$ 1,781,170	\$ 1,671,231	\$ 1,776,676	\$ 1,819,730	\$ 1,849,596	\$ 72,920	4.10%	\$ 29,866	1.64%
Net F&B Revenue	\$ 471,958	\$ 407,866	\$ 560,605	\$ 596,867	\$ 664,492	\$ 103,886	18.53%	\$ 67,825	11.37%
Advertising Revenue	\$ 10,000	\$ 10,250	\$ 20,000	\$ 10,000	\$ 10,000	\$ (10,000)	-50.00%	\$ -	0.00%
Net Building Services Revenue	\$ 1,001,449	\$ 1,077,962	\$ 855,092	\$ 832,704	\$ 988,717	\$ 133,626	15.63%	\$ 156,013	18.74%
Total Operating Revenue	\$ 3,264,577	\$ 3,167,309	\$ 3,212,373	\$ 3,259,101	\$ 3,512,805	\$ 300,432	9.35%	\$ 253,704	7.78%
Operating Expenses									
Executive	\$ 353,443	\$ 368,681	\$ 398,147	\$ 394,321	\$ 406,173	\$ 8,026	2.02%	\$ 11,852	3.01%
Sales & Marketing	\$ 403,559	\$ 424,535	\$ 602,273	\$ 516,597	\$ 561,674	\$ (40,599)	-6.74%	\$ 45,077	8.73%
Finance	\$ 194,353	\$ 190,750	\$ 213,402	\$ 199,576	\$ 213,361	\$ (41)	-0.02%	\$ 13,785	6.91%
Event Services	\$ 250,051	\$ 288,972	\$ 307,116	\$ 274,283	\$ 307,756	\$ 640	0.21%	\$ 33,473	12.20%
Operations - Administrative	\$ 253,692	\$ 258,059	\$ 270,740	\$ 271,630	\$ 275,007	\$ 4,267	1.58%	\$ 3,377	1.24%
Operations - Setup & Housekeeping	\$ 331,657	\$ 326,917	\$ 367,058	\$ 351,203	\$ 393,450	\$ 26,392	7.19%	\$ 42,247	12.03%
Operations - Engineering & Maintenance	\$ 1,391,121	\$ 1,373,764	\$ 1,507,193	\$ 1,499,413	\$ 1,560,219	\$ 53,026	3.52%	\$ 60,806	4.06%
Operations - Security	\$ 302,880	\$ 269,072	\$ 334,359	\$ 307,747	\$ 332,460	\$ (1,899)	-0.57%	\$ 24,713	8.03%
Operations - Information Technology	\$ 181,679	\$ 180,791	\$ 203,644	\$ 175,750	\$ 190,572	\$ (13,072)	-6.42%	\$ 14,822	8.43%
Parking Operations	\$ 5,304	\$ 1,521	\$ 2,400	\$ 3,337	\$ 77,104	\$ 74,704	3112.67%	\$ 73,767	2210.58%
Overhead	\$ 359,503	\$ 380,392	\$ 392,174	\$ 381,167	\$ 394,479	\$ 2,305	0.59%	\$ 13,311	3.49%
Total Operating Expenses	\$ 4,027,242	\$ 4,063,454	\$ 4,598,507	\$ 4,375,023	\$ 4,712,254	\$ 113,748	2.47%	\$ 337,231	7.71%
Net Operating Income (Loss) Before Cap-X	\$ (762,665)	\$ (896,143)	\$ (1,386,134)	\$ (1,115,922)	\$ (1,199,449)	\$ 186,684	13.47%	\$ (83,527)	-7.49%
Incentive Funding	\$ -	\$ -	\$ 300,000	\$ 34,000	\$ 312,000	\$ 12,000	4.00%	\$ 278,000	817.65%
Capital Expenditures	\$ 99,678	\$ 76,006	\$ 75,000	\$ 75,000	\$ 75,000	\$ -	0.00%	\$ -	0.00%
Net Operating Income (Loss) After Cap-X	\$ (862,343)	\$ (972,149)	\$ (1,761,134)	\$ (1,224,922)	\$ (1,586,449)	\$ 174,684	9.92%	\$ (361,527)	-29.51%
Direct County Revenue									
Bed Tax Revenue	\$ 253,807				\$ -	\$ -	0.00%	\$ -	0.00%
City of WPB Contributions	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ -	0.00%	\$ -	0.00%
Pool Investment Interest Income	\$ 21,426	\$ 12,941	\$ 20,557	\$ 9,632	\$ 10,432	\$ (10,125)	-49.25%	\$ 800	8.31%
Miscellaneous Income	\$ 459	\$ -	\$ -	\$ 1,746	\$ -	\$ -	0.00%	\$ -	0.00%
Transfers In 1st Cent Fund	\$ 800,000	\$ 1,100,000	\$ 1,900,000	\$ 1,900,000	\$ 1,600,000	\$ (300,000)	-15.79%	\$ (300,000)	-15.79%
Statutory Holdback Return PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%
Statutory Holdback	\$ -	\$ -	\$ (174,147)	\$ -	\$ (188,661)	\$ (14,514)	0.00%	\$ (188,661)	0.00%
Total Direct County Revenue*	\$ 1,325,692	\$ 1,362,941	\$ 1,996,410	\$ 2,161,378	\$ 1,871,771	\$ (324,639)	-0.162611387	\$ (489,607)	-22.65%
Direct County Expenses									
Legal Services	\$ 75	\$ 975	\$ 5,000	\$ 5,000	\$ 5,000	\$ -	0.00%	\$ -	0.00%
Insurance & Surety Bonds	\$ 388,170	\$ 388,170	\$ 388,170	\$ 268,194	\$ 431,450	\$ 43,280	11.15%	\$ 163,256	60.87%
Tax Collector Commissions	\$ 3,807				\$ -	\$ -	0.00%	\$ -	0.00%
TDC Charge-Off Admin	\$ 103,755	\$ 113,734	\$ 81,565	\$ 83,458	\$ 92,035	\$ 10,470	12.84%	\$ 8,577	10.28%
Inspector General Fee	\$ 5,868	\$ 7,555	\$ 8,194	\$ 8,194	\$ 8,983	\$ 789	9.63%	\$ 789	9.63%
Materials/Supplies Operating	\$ 10		\$ 3,501	\$ 3,501	\$ 3,501	\$ -	0.00%	\$ -	0.00%
Machinery & Equipment	\$ -	\$ 598,302	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%
Total Direct County Expenses*	\$ 501,685	\$ 1,108,736	\$ 486,430	\$ 368,347	\$ 540,969	\$ 54,539	11.21%	\$ 172,622	46.86%
Net Income (Loss)	\$ (38,336)	\$ (717,944)	\$ (251,154)	\$ 568,109	\$ (455,647)	\$ (204,494)	-81.42%	\$ (1,023,756)	180.20%

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

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
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
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
Refund Prior Yr Exp	-	-	-	-	-	62,757	3,093	-	-	-	-	-	-	-
Other Miscellaneous	-	-	-	-	-	-	-	-	-	8,666	-	459	-	12,254
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
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
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
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
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
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
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
TDC Indirect	-	-	-	-	-	-	-	-	107,964	84,112	89,138	103,755	113,734	71,069
Machinery & Equipment	-	-	-	-	-	-	-	-	-	-	-	-	598,302	-
Other	-	-	-	-	-	52	583	256	5,183	7,335	8,223	5,878	7,556	8,263
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
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)
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

* 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
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
Actual Room Nights	-	798	883	2,124	2,983	3,891	6,329	10,958	8,411	9,289	13,773	11,150	11,894	13,106

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

<u>FUND1450-CONVENTION CENTER</u>	<u>2016 ACTUAL</u>
BALANCE FORWARD	\$ 1,360,382
BED TAXES	\$ -
RENTAL REVENUE	1,857,836
FOOD & BEVERAGE (NET)	1,018,867
CITY OF WEST PALM BEACH	250,000
NET BLDG SERVICE REVENUE	970,557
ADVERTISING REVENUE	10,500
INTEREST INCOME	1,712
OTHER MISCELLANEOUS INCOME	1,754
TRANSFERS IN 1ST CENT	800,000
TOTAL REVENUES	<u>\$ 4,911,226</u>
TOTAL AVAILABLE FUNDS	\$ 6,271,608
OPERATING EXPENSE - INDIRECT	\$ 71,069
LEGAL SERVICES - COUNTY ATTORNEY	10,740
OTHER CONTRACTUAL SERVICES -CONV. CTR. OPERATIONS	4,317,934
CAPITAL OPERATING EXPENSE	-
MACHINERY & EQUIPMENT- RISERS	-
INSURANCE	280,980
INSPECTOR GENERAL FEE	8,263
TOTAL EXPENDITURES	<u><u>\$ 4,688,986</u></u>
RESERVES	<u><u>\$ 1,582,623</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.

Other TDC Funds

FY 2017 Budget

- **4th Cent Fund**
- **1ST Cent**
- **Beach Programs**
- **Special Projects Fund**

4th CENT FUND (DEBT SERVICE)
FY 2017 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 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
4TH CENT CAPITAL PROJECTS CATEGORY I -DEBT/CONV. CTR. - FUND 1463	2014	2015	2015	2016	2016	2016	2017
BALANCE FORWARD	\$ 4,337,373	\$ 3,057,369	\$ 3,057,369	\$ 2,260,512	\$ 2,569,424	\$ 2,569,424	\$ 2,392,225
BED TAX REVENUES	\$ 6,768,453	\$ 7,625,554	\$ 7,309,930	\$ 7,748,500	\$ 7,748,500	\$ 7,550,250	\$ 7,814,509
INTEREST INCOME	\$ 20,053	\$ (1,415)	\$ 19,011	\$ 18,354	\$ 18,354	\$ 1,462	\$ 1,480
TRANSFERS IN- FIRST CENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (388,343)	\$ (388,343)	\$ -	\$ (390,799)
TOTAL AVAILABLE FUNDS	\$ 11,125,879	\$ 10,681,508	\$ 10,386,310	\$ 9,639,023	\$ 9,947,935	\$ 10,121,136	\$ 9,817,415
DEBT-ROGER DEAN BASEBALL STADIUM	\$ 2,051,998	\$ 2,038,348	\$ 2,038,348	\$ 2,035,080	\$ 2,035,081	\$ 2,034,652	\$ 2,028,612
DEBT-CONVENTION CENTER	\$ 5,914,875	\$ 5,959,212	\$ 5,977,492	\$ 5,699,221	\$ 5,627,695	\$ 5,580,695	\$ 5,700,300
DEBT-NEW TEAMS BASEBALL STADIUM	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,600,000
CONVENTION CENTER -LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INSPECTOR GENERAL	\$ 110	\$ 141	\$ 309	\$ 309	\$ 309	\$ 309	\$ 309
COLLECTION FEES	\$ 101,527	\$ 114,383	\$ 109,649	\$ 116,228	\$ 116,228	\$ 113,254	\$ 117,218
TRANSFER OUT -FUND 1460	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 8,068,510	\$ 8,112,084	\$ 8,125,798	\$ 7,850,838	\$ 7,779,313	\$ 7,728,910	\$ 9,448,439
4TH CENT RESERVE	\$ 3,057,369	\$ 2,569,424	\$ 2,260,512	\$ 1,788,186	\$ 2,168,623	\$ 2,392,225	\$ 370,976
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4TH CENT RESERVE	\$ 3,057,369	\$ 2,569,424	\$ 2,260,512	\$ 1,788,186	\$ 2,168,623	\$ 2,392,225	\$ 370,976
OVERALL EXPENSE BUDGET	\$ 11,125,879	\$ 10,681,508	\$ 10,386,310	\$ 9,639,023	\$ 9,947,935	\$ 10,121,135	\$ 9,817,415

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
2017				2,760,000	2,938,500	\$5,698,500	2,760,000	2,938,500	5,698,500
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	-	-	-	60,150,000	25,337,000	85,487,000	60,150,000	25,337,000	85,487,000

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

<u>FUND 1453 - 4TH CENT DEBT SERVICE</u>	2016 ACTUAL
BALANCE FORWARD	\$ 2,569,424
BED TAXES	\$ 7,853,188
INTEREST INCOME	(835)
INTEREST INCOME	-
TRANSFER IN 1ST CENT	-
TOTAL REVENUES	<u>\$ 7,852,353</u>
TOTAL AVAILABLE FUNDS	\$ 10,421,777
BASEBALL DEBT	\$ 2,035,080
CONVENTION CENTER DEBT	5,557,923
TAX COLL. COMMISSION	117,798
INSPECTOR GENERAL FEE	181
TOTAL EXPENDITURES	<u>\$ 7,710,982</u>
RESERVES	<u><u>\$ 2,710,795</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 2017 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 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted	Modified	FORECAST	Proposed
1ST CENT PARK GAR./CONV.CTR. - FUND 1458	2014	2015	2015	BUDGET 2016	BUDGET 2016	2016	BUDGET 2017
BALANCE FORWARD	\$ 15,919,980	\$ 17,686,135	\$ 17,686,135	\$ 7,192,107	\$ 7,720,941	\$ 7,720,941	\$ 9,161,061
BED TAX REVENUES	\$ 6,768,453	\$ 7,625,554	\$ 7,309,930	\$ 7,748,500	\$ 7,748,500	\$ 7,550,250	\$ 7,814,509
INTEREST INCOME	\$ 188,339	\$ 263,256	\$ 205,643	\$ 123,036	\$ 123,036	\$ 91,597	\$ 101,819
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (393,577)	\$ (393,577)	\$ -	\$ (395,816)
TOTAL AVAILABLE FUNDS	\$ 22,874,772	\$ 25,574,945	\$ 25,201,908	\$ 14,670,066	\$ 15,198,900	\$ 15,362,788	\$ 16,681,573
INSPECTOR GENERAL	\$ 110	\$ 141	\$ 153	\$ 153	\$ 153	\$ 153	\$ 200
COLLECTION FEES	\$ 101,527	\$ 114,383	\$ 109,648	\$ 116,228	\$ 116,228	\$ 113,253	\$ 117,218
DEBT-CONV. CTR. PARKING GARAGE	\$ -	\$ -	\$ -	\$ 2,118,529	\$ 2,118,529	\$ 2,118,529	\$ 4,034,646
TRANSFER OUT - AGENCY-INVESTMENT PLAN	\$ 2,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TRANSFER OUT - RENEWAL & REPLACEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000,000
TRANSFER OUT -CONVENTION CENTER	\$ 800,000	\$ 1,100,000	\$ 1,100,000	\$ 1,600,000	\$ 1,900,000	\$ 1,900,000	\$ 1,600,000
TRANSFER OUT - OFFICE RENOVATION	\$ 287,000	\$ 6,900,000	\$ 6,900,000	\$ -	\$ -	\$ -	\$ 565,000
TRANSFER OUT - NEW BASEBALL STAD.-PLAN & DESI	\$ -	\$ 5,014,000	\$ 5,000,000	\$ -	\$ -	\$ -	\$ -
TRANSFER OUT - NEW BASEBALL STAD. LAND	\$ -	\$ 4,725,480	\$ 4,900,000	\$ -	\$ -	\$ -	\$ -
DEBT -NEW BASEBALL STAD. DEBT	\$ -	\$ -	\$ -	\$ -	\$ 2,069,791	\$ 2,069,791	\$ 1,781,632
TRANSFER OUT -PARKING GARAGE	\$ 2,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 5,188,637	\$ 17,854,004	\$ 18,009,801	\$ 3,834,910	\$ 6,204,701	\$ 6,201,726	\$ 11,098,696
1ST CENT RESERVE	\$ 17,686,135	\$ 7,720,941	\$ 7,192,107	\$ 10,835,157	\$ 8,994,200	\$ 9,161,061	\$ 5,582,877
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1ST CENT RESERVE	\$ 17,686,135	\$ 7,720,941	\$ 7,192,107	\$ 10,835,157	\$ 8,994,200	\$ 9,161,061	\$ 5,582,877
OVERALL EXPENSE BUDGET	\$ 22,874,772	\$ 25,574,945	\$ 25,201,908	\$ 14,670,066	\$ 15,198,900	\$ 15,362,787	\$ 16,681,573

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>

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>

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>2016 ACTUAL</u>
BALANCE FORWARD	\$ 7,720,941
BED TAXES	7,853,188
INTEREST INCOME	152,266
TRANSFER FROM GENERAL FD	214,684
TOTAL REVENUES	<u>\$ 8,220,138</u>
TOTAL AVAILABLE FUNDS	\$ 15,941,079
TFR OUT STIMULUS FUNDS - CONVENTION CENTER Fd-1450	\$ 800,000
TFR OUT 68M PUB IMP REV BD 15A FD2076	2,006,392
TFR OUT 65.36M PUB IMP TAX REV BD 15C FD 2078	1,216,605
TFR OUT 56.645M NAV PUB IMP REV BD 15D FD 2079	853,186
TAX COLL. COMMISSION	117,798
INSPECTOR GENERAL FEE	181
TOTAL EXPENDITURES	<u>\$ 4,994,162</u>
RESERVES	<u><u>\$ 10,946,916</u></u>

PALM BEACH COUNTY
BEACH PROGRAMS

FY 2017 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 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
CATEGORY C - FUND 1456	2014	2015	2015	2016	2016	2016	2017
BEACH PROGRAMS							
BALANCE FORWARD	\$ 325,818	\$ 393,367	\$ 393,367	\$ 1,752,850	\$ 1,916,169	\$ 1,916,169	\$ 148,977
BED TAX REVENUES	\$ 2,805,797	\$ 4,602,689	\$ 4,450,826	\$ 5,632,240	\$ 5,632,240	\$ 5,485,447	\$ 5,680,887
INTEREST INCOME	\$ 12,306	\$ 15,242	\$ 16,852	\$ 28,742	\$ 28,742	\$ 17,164	\$ 14,103
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (283,049)	\$ (283,049)	\$ -	\$ (284,749)
TOTAL AVAILABLE FUNDS	\$ 3,143,921	\$ 5,011,298	\$ 4,863,045	\$ 7,130,783	\$ 7,294,102	\$ 7,418,780	\$ 5,559,218
BEACH PROGRAMS	\$ 2,625,252	\$ 2,910,602	\$ 2,916,046	\$ 6,878,087	\$ 6,966,407	\$ 7,046,849	\$ 5,225,342
TDC CHARGE-OFF ADMIN.	\$ 83,032	\$ 115,252	\$ 127,205	\$ 143,008	\$ 143,008	\$ 140,469	\$ 148,838
COLLECTION FEES	\$ 42,087	\$ 69,040	\$ 66,762	\$ 84,484	\$ 84,484	\$ 82,282	\$ 85,213
INSPECTOR GENERAL	\$ 183	\$ 234	\$ 183	\$ 204	\$ 204	\$ 204	\$ 322
TRANSFERS OUT- SPECIAL PROJECTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 2,750,554	\$ 3,095,128	\$ 3,110,195	\$ 7,105,783	\$ 7,194,103	\$ 7,269,804	\$ 5,459,715
BEACH PROGRAMS	\$ 393,367	\$ 1,916,169	\$ 1,752,850	\$ 25,000	\$ 100,000	\$ 148,977	\$ 99,503
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BEACH PROGRAMS RESERVES	\$ 393,367	\$ 1,916,169	\$ 1,752,850	\$ 25,000	\$ 100,000	\$ 148,977	\$ 99,503
OVERALL EXPENSE BUDGET	\$ 3,143,921	\$ 5,011,298	\$ 4,863,045	\$ 7,130,783	\$ 7,294,102	\$ 7,418,780	\$ 5,559,218

PALM BEACH COUNTY
TOURIST DEVELOPMENT COUNCIL
ERM- BEACH PROGRAMS
RESERVES

<u>FUND 1456 - ERM/BEACH PROGRAMS</u>	<u>2016</u> <u>ACTUAL</u>
BALANCE FORWARD	\$ 1,916,169
BED TAXES	\$ 5,709,493
INTEREST INCOME	23,954
INTEREST INCOME - BED TAX	-
TOTAL REVENUES	<u>\$ 5,733,447</u>
TOTAL AVAILABLE FUNDS	\$ 7,649,616
OPERATING EXPENSE- INDIRECT	\$ 124,601
TRANSFER OUT	7,046,849
TRANSFER OUT	-
TAX COLL. COMMISSION	85,642
INSPECTOR GENERAL FEE	224
TOTAL EXPENDITURES	<u><u>\$ 7,257,316</u></u>
RESERVES	<u><u>\$ 392,299</u></u>

PALM BEACH COUNTY
TDC SPECIAL PROJECTS FUND

FY 2017 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 2017
PROPOSED BUDGET**

	10.87%	26.28%	21.43%	13.13%	13.13%	6.00%	3.50%
	ACTUAL	ACTUAL	FORECAST	Adopted BUDGET	Modified BUDGET	FORECAST	Proposed BUDGET
CATEGORY E - FUND 1452	2014	2015	2015	2016	2016	2016	2017
BALANCE FORWARD/SPECIAL PROJ.	\$ 253,671	\$ 408,069	\$ 408,068	\$ 841,183	\$ 838,937	\$ 838,937	\$ 1,324,883
BED TAX REVENUES SPEC. PROJ	\$ 152,284	\$ 480,118	\$ 480,118	\$ 532,994	\$ 532,994	\$ 532,994	\$ 532,994
INTEREST INCOME -SPECIAL PROJ.	\$ 4,511	\$ 8,097	\$ 10,312	\$ 15,954	\$ 15,954	\$ 11,727	\$ 15,881
TRANSFERS IN: SPORTS COMMISSION	\$ -	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
STATUTORY HOLDBACK RETURN PYF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
STATUTORY HOLDBACK	\$ -	\$ -	\$ -	\$ (27,447)	\$ (27,447)	\$ -	\$ (27,444)
TOTAL AVAILABLE FUNDS	\$ 410,466	\$ 946,284	\$ 948,498	\$ 1,412,684	\$ 1,410,438	\$ 1,433,658	\$ 1,896,314
SPECIAL PROJECTS	\$ -	\$ 100,000	\$ 100,000	\$ 1,403,909	\$ 1,401,663	\$ 100,000	\$ 600,000
INSPECTOR GENERAL	\$ 113	\$ 145	\$ 113	\$ 780	\$ 780	\$ 780	\$ 780
COLLECTION FEES/SPECIAL PROJ.	\$ 2,284	\$ 7,202	\$ 7,202	\$ 7,995	\$ 7,995	\$ 7,995	\$ 7,995
TOTAL OPERATING EXPENSES	\$ 2,397	\$ 107,347	\$ 107,315	\$ 1,412,684	\$ 1,410,438	\$ 108,775	\$ 608,775
SPEC. PROJ. RESERVE	\$ 408,069	\$ 838,937	\$ 841,183	\$ 0	\$ (0)	\$ 1,324,883	\$ 1,287,539
TDC RESERVE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SPEC. PROJ. RESERVE	\$ 408,069	\$ 838,937	\$ 841,183	\$ 0	\$ (0)	\$ 1,324,883	\$ 1,287,539
OVERALL EXPENSE BUDGET	\$ 410,466	\$ 946,284	\$ 948,498	\$ 1,412,684	\$ 1,410,438	\$ 1,433,658	\$ 1,896,314

**PALM BEACH COUNTY
 TOURIST DEVELOPMENT COUNCIL
 SPECIAL PROJECTS FUND
 RESERVES**

	2016 ACTUAL
FUND 1452- SPECIAL PROJECTS	
BALANCE FORWARD	\$ 838,937
BED TAXES - SPEC. PROJECTS	\$ 532,995
INTEREST INCOME	13,539
TRANSFER IN - SPORTS COMMISSION	50,000
TOTAL REVENUES	<u>\$ 596,534</u>
TOTAL AVAILABLE FUNDS	\$ 1,435,471
SPECIAL PROJECTS	\$ 100,000
TAX COLL. COMMISSION	7,995
INSPECTOR GENERAL FEE	4
TOTAL EXPENDITURES	<u>\$ 107,999</u>
RESERVES	<u>\$ 1,327,472</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	TOTAL	
PBIFF	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													7,500	0	7,500								14,500
Spring Bling																							191,893
2010 Super Bowl													75,000	58,111	58,782								150,000
ATP World Champ. Tour															100,000								85,000
Latin American Vinofest															25,000		30,000	30,000					85,000
Fashion Rocks Palm Sch															15,000								15,000
Fashion Series															25,000								25,000
Downtown Boca Film (formally Delray Bch Film Fest)																30,000							30,000
The Battle of Florida Group																	7,516						7,516
Palm Beach Ultimate Diver Challenge																	5,000						5,000
Presidential Debate-Lynn University																	39,966		90,000				129,966
Boca Bowl																		150,000					150,000
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	150,000	250,000	2,562,875