

Special Joint Information Meeting

TOWN COUNCIL & COUNTY COMMISSIONER MEETING

May 24, 2021

3:00 PM

Virtual from County Chambers

Chair: Natalia Macker

NOTICE: THE VIDEO AND AUDIO FOR THIS MEETING ARE STREAMED TO THE PUBLIC VIA THE INTERNET AND MOBILE DEVICES WITH VIEWS THAT ENCOMPASS ALL AREAS, PARTICIPANTS AND AUDIENCE MEMBERS. **PLEASE SILENCE ALL ELECTRONIC DEVICES DURING THE MEETING**

I. ZOOM LINK FOR PUBLIC PARTICIPATION

A. DIAL 1.669.900.6833 WEBINAR ID: 834 5907 4600

OR

LINK TO JOIN WEBINAR: <https://us02web.zoom.us/j/83459074600>

II. CALL TO ORDER AND ROLL CALL

III. DISCUSSION/ACTION ITEMS

A. Budget Workshop

1. Energy Conservation
2. Travel & Tourism Board
3. Joint Budget Discussion

IV. ADJOURN

Please note that at any point during the meeting, the Chairman or Mayor may change the order of items listed on this agenda. In order to ensure that you are present at the time your item of interest is discussed, please join the meeting at the beginning to hear any changes to the schedule or agenda.

Energy Conservation Works FYE 2022 Proposed Budget

	Proposed Budget FYE '22	Budget FYE '21	Actuals YTD through Apr '21	Actuals FYE '20
Revenues				
General Revenue				
Tri Party Agreement, Lincoln County & Teton Conservation District	123,500	127,500	56,000	118,500
Grants				
Grants	7,500	12,500	-	2,000
Fundraising				
Old Bills Fun Run	40,000	37,500	20,467	18,800
Private Fundraising	21,500	57,000	10,500	250
Total Fundraising Revenues	61,500	94,500	30,967	19,050
Program Revenues				
Green Power Revenue	154,500	130,000	109,302	106,258
CNG Revenue	1,000	1,000	445	638
Residential - Loan Fund Interest	7,500	7,500	-	3,099
EcoFair	25,500	-	-	5,217
Total Program Revenues	188,500	138,500	109,747	115,213
Miscellaneous Income				
	1,500	1,500	1,700	-
TOTAL REVENUES	382,500	374,500	198,414	254,763

Energy Conservation Works FYE 2022 Proposed Budget

	Proposed Budget FYE '22	Budget FYE '21	Actuals YTD through Apr '21	Actuals FYE '20
Expenditures				
Professional Services				
Contract Staffing (ED, FM, PA, Intern)	204,000	194,500	122,275	139,152
Other Professional Services	7,000	5,000	2,775	1,266
Total Professional Services	211,000	199,500	125,050	140,418
Operations				
G&A	6,000	4,500	6,242	5,122
Training, Travel & Meetings	5,000	4,500	2,377	1,370
Total Operations Expenditures	11,000	9,000	8,619	6,492
Communications				
Website	5,000	5,000	-	-
Public Outreach/Education	33,000	49,500	1,415	8,841
Printing and Publications	1,500	3,500	-	35
Advertising - Newspaper & Radio	37,500	39,500	8,168	6,266
Direct Mail Postage	2,000	4,500	-	-
Internet Advertising	8,500	7,500	5,082	5,603
Total Communications Expenditures	87,500	109,500	14,665	20,745
Fundraising & Donor Relations Expenditures				
Fundraising Efforts	7,500	12,500	-	-
Marketing	3,000	4,000	2,741	11,249
Other	-	-	-	-
Total Fundraising & Donor Relations Expenditures	10,500	16,500	2,741	11,249
Program Expenditures				
Interest on WY Business Council Loan	7,500	7,500	3,500	6,308
Green Power Purchases	17,500	-	18,500	6,700
REDLG Loan Letter of Credit Fee	5,000	5,000	3,082	4,323
EcoFair	30,500	-	1,735	11,841
Reserve Contribution	2,000	27,500	-	-
Total Program Expenditures	62,500	40,000	26,817	29,172
TOTAL EXPENDITURES	382,500	374,500	177,892	208,076
Total Revenue Over (Under) Expenditures	-	-	20,521	46,687

TO: Teton County, c/o The Board of Teton County Commissioners
& the Town of Jackson, c/o The Jackson Town Council
FROM: Energy Conservation Works Joint Powers Board,
Phillip Cameron, Consulting Executive Director
SUBJECT: ECW FY 2022 Budget

This memo provides information on the proposed FY'22 Budget for the Energy Conservation Works Joint Powers Board (ECW). The Budget reflects the priorities of the ECW's recent strategic plan update.

The total proposed operating budget is **\$380,500** for FY'22. This represents an 1.6% increase over the previous year's budget of **\$374,500**.

Revenue

The budget share of revenue from the tri-party agreement (Lower Valley Energy, Teton County, and the Town of Jackson) and other local government sources totals \$123,500. ECW requested support from each of the tri-party partners at the pre-pandemic levels of \$35,000 each. Requested support from Teton Conservation District was submitted at \$18,500. This will be subject to final selection of programs and funding levels by the Teton Conservation District Board through their review of our Memorandum of Agreement Annual Funding request through their budget process.

Revenue generated from the interest-bearing residential loans is reflected as the line item – 'Residential Loan Fund Interest'. This item helps offset the expense item 'Interest on Wy Business Council Loan', the interest payment to the State of Wyoming for the funds that power our Residential Loan Program. This interest is collected on higher principle residential loans.

The CNG Revenue derives from the \$0.10/Gallon of revenue recapture associated with each gallon sold from the CNG Fueling Facility. We expect this to modestly increase with once Grand Teton National Park's new CNG-fueled refuse truck arrives later this month.

The 'Green Power' revenue (\$154,500) derives from an agreement with Lower Valley Energy related to ECW's role in promoting the voluntary Green Power Program. Through this agreement, Lower Valley Energy provides additional financial support to ECW based on the additional Green Power commitments and volume of new Green Power purchased in kWh. This significant and recurring revenue stream provides ongoing financial support of Green Power promotion and ECW's general programs and strengthens ECW's financial stability for the foreseeable future. Like the revenue recapture through CNG sales, this offers a stable source of future/ongoing funding for operations.

EcoFair Revenue has been added as a separate the proportion of ECW's annual budget, owing to the significance of that event's revenue in our annual budget. This \$25,500 in budget revenue is associated with donations, event sponsorships, grants, and event revenue.

Expenditures

Expenses associated with 'Contract Staffing' of the ECW Joint Powers Board show a ~5% increase for FY '21. This assumes contracted services for the Executive, Program Assistant(s), Financial, and Marketing services. The increase will support additional support staff hours.

'Interest on WY Business Council Loan' reflects the 1% interest ECW pays to the state of Wyoming on the \$1,500,000 to Fund the Residential Loan Program. As outlined, with the 10-year term of this loan on the horizon, ECW has begun to pay back principal on the loan, thereby reducing our interest payment over years past.

EcoFair Expenditures have been added as a separate budget item in ECW's annual budget, owing to the significance of that event's revenue in our annual budget. Expenses associated with hosting Eco-Fair are projected at \$30,500.

Below is a detail of the budgeted expenditures associated with key 'Communications' line items:

Public Outreach/Education		Community Energy Challenge	\$ 3,500.00
		Sustainability Series	\$ 1,500.00
		Trade Workshops / Training	\$ 2,500.00
		Green Power	\$ 2,500.00
		EV Experience	\$ 1,000.00
		CNG Experience	\$ 7,500.00
		Loan Programs	\$ 3,000.00
		General / Opportunity Fund	\$ 5,000.00
		Public Projects	\$ 2,500.00
		Energy Efficiency Pilot / Kits	\$ 4,000.00
			\$ 33,000.00
Advertising		Community Energy Challenge	\$ 5,000.00
		Sustainability Series	\$ 1,500.00
		Trade Workshops / Training	\$ 2,500.00
		Green Power	\$ 9,000.00
		EV Experience	\$ 3,000.00
		CNG Experience	\$ 5,000.00
		Loan Programs	\$ 6,500.00
		General	\$ 5,000.00
			\$ 37,500.00

The projected 'Reserve Contribution' is increased for FY 20, to \$2,000.

Please note that the FY'22 budget assumes maintaining the ongoing independent contractor(s) status for JPB staffing.

Best,

Phillip Cameron, Consulting Executive Director

Jackson Hole Travel & Tourism Board
Fiscal Year 2022 Budget Detail
5-24-21

Revenue: The JHTTB is anticipating a tax revenue of **\$4,822,012** for FY 2022. This represents a return to more normal levels and an increase of 5.35% of forecasted FY21 actuals and 102.5% increase of what was originally budgeted for FY'21. The FY'21 actuals include \$648,023 of CARES funding. The FY'22 forecast is based on an analysis of tax collections in Teton County using FY'20 numbers through February and FY' 19 numbers beginning March – July. The collection numbers are actuals through March 2021. The remainder of FY21 is a forecast based on assumptions that the JHTTB views as conservative.

Visitor Services/Destination Sales, JH Chamber: \$804,940.

This funding is required as part of the JHTTB Joint Powers agreement. This represents a 23.4% increase from last fiscal's budgeted amount. The majority of the increase is in visitor services to accommodate the growing demand of summer tourism. This also represents an increase in destination sales and marketing as international trade shows open up again in 2021-2022.

Contract Advertising: \$2,958.868

This budget item reflects a 51% increase primarily in summer tourism management communication efforts. We anticipate another very busy summer and need to communicate a management message of Know Before You Go (KBYG) and Responsible Recreation. This amount will be used to fund the campaign to educate the visitor on KBYG and recreate responsibly on the visitjacksonhole site. Other campaign elements include a "Wild Rules" digital toolkit for the local business community to use/share, social media, pre-arrival messaging and on the ground signage, geofencing and other efforts. This also includes the fees for the local social media firm's efforts to provide all social media elements of the campaign

Tourism Master Plan (TMP): \$250,000. The board has brought back the TMP and issued an RFP. The work is targeted to begin in July 2021. This plan will begin with research to include visitor and local sentiment research, stakeholder engagement and ultimately the development of a plan to best balance and manage our tourism economy.

Local Marketing partnerships: \$464,100

This category of funding will realize a large increase, 75% as the board has seen success with funding local organizations to create messaging aligning with responsible recreation, sustainability and increasing the interaction with our visitors and our natural assets including wildlife and wildlands. This area includes continuing partnerships with JH Nordic Alliance, Friends of BTNF and the Jackson Hole Wildlife Foundation, "Being Wild" which encourage citizen science and highlights wildlife conservation and science as a primary destination differentiation and other opportunities as they present themselves.

Board PR, Advertising & Marketing: \$125,000

Marketing Opportunities & PR: This number was increased 25% as press events and fam trips return. These events occur locally and target key flight markets. The JHTTB contracts with local firms to host media writers during the shoulder season. The events should align with the board's new focus on sustainability and responsible tourism. Funding in this area also includes partnership programs to fund early regional marketing initiatives.

Central Reservations, local metrics, ads and photo library: \$355,079

Destimetrics is a service that measures occupancy rates; average daily rates and provides competitive resort information. This is needed to establish and report our occupancy results. We've increased the number of properties reporting in, including some vacation rental properties to gather more statistically relevant data.

Ads, Promo, PR and Marketing: This covers local communications, local ads for announcements, community workshops, event funding guidelines, RFP's and local initiatives.

Libris Library: This initiative creates FREE community photo assets in a Photoshelter shared photo library that can be used now and into the future.

Travel Incentive Program: This program funds airline travel packages that offer incentives to potential visitors to book a trip to Jackson Hole. The trip must be a package that includes air, lodging and at least one activity, i.e. skiing, dogsledding. The funding remains flat as it has been increasingly difficult to package three activities with the introduction of multi-resort passes.

Events: \$1,062,457

This category reflects an increase in event funding as our nation returns to more normal levels and in-person events return. Events like Natural Selection, (Snowboard event) along with music concerts and other outdoor events will be reviewed. In addition, the board anticipates funding indoor events again in FY'22.

Community Event Coordinator: The JHTTB provides funding for this part time position executed by the Events Director at the Chamber to act as liaison to TTB for event funding, provide coordination of major events in the community and coordinate the calendar as well as timing of events. This number reflects a small inflationary increase.

Event Marketing Grants: The funding in this category has been increased from FY201 levels by 100% as the board anticipates small events will return in FY'22.

Large Events: The board has increased this amount by 500% in anticipation of the return for large events, primarily outdoors.

General and Administrative: \$240,085

This is general operating expense for the TTB including Professional Services, which encompasses the Executive Director's consulting fee, Fiscal Manager fees, printing of annual report, county website management fees, (4JH), insurance and bonding fees. This increase is mainly due to a planned two month overlap between our current ED and the new ED that is selected for them to train and transfer information.

Reserve Expenditure: \$350,000

The reserves are in place to be used for opportunities as the destination returns to normal and the local economy recovers. This number reflects less than 10% of overall budgeted expenditures.

Revenue over Expenditure: -\$1,786,016

FY'21 actuals were much better than expected, resulting in lodging tax collections exceeding FY'21 budget by 92.1%. As a result, the TTB did not have to dip into reserves for a recovery effort as anticipated. The TTB also did not have to spend as much as budgeted in the last budget cycle. We plan to return to a more balanced budget as some of these expenditures are anticipated to be lower in future fiscal years, namely the summer media budget due to many of the assets created this year will be reusable. Additionally, the TMP expense will not be recurring.

Anticipated Ending Reserves: \$2,357,393

Our anticipated ending reserves are still very strong as a result of a very busy year and lodging tax receipts surpassing FY'21.

Sustainability: Although there is not a designated line item towards this, sustainability is taken into account with all of the JHTTB funding decisions. Due to the pandemic, visitation to our destination was beyond what anyone could have expected and quite robust. Because of this, the board has placed sustainability as our lead priority and put out an RFP for a Tourism Management plan that will outline ways in which our community can be a leader in sustainable tourism and preserve our natural assets. Responsible travel and tourism will be our leading message in addition to Know Before You Go. We will continue with on- the- ground initiatives at visitor services areas around town to include the six tenants of Keep JH Wild and provide examples of what we as a community value and hope that they will adopt while here and when they return to their communities. The board will continue to incorporate sustainable initiatives and requirements in all of the event funding guidelines

Jackson Hole Travel and Tourism - Joint Powers Board FY22

FY 2022 Budget July 1, 2021 - June 30, 2022
Update 5-13-21

		Variance FY22 Budget to FY21 Forecast	Variance FY22 Budget to FY21 Budget	Variance FY21 Forecast to FY21 Budget	Variance FY21 Budget to FY20 Actuals	Budget FY22	Forecast FY21 (As of 5/13/21)	Budget FY21	Actuals FY20	Budget FY20
Projected/Actual Revenue		5.35%	102.46%	92.18%	-42.04%	2021/2022	2020/2021	2020/2021	2019/2020	2019/2020
Cares DMO Relief Fund						\$4,822,012	\$4,577,209	\$2,381,742	\$4,109,232	\$4,471,652
							\$648,023			
Sub Total						\$4,822,012	\$5,225,232	\$2,381,742	\$4,109,232	\$4,471,652
Total Available funds		-7.72%	102.46%	119.39%	-42.04%					
Visitor Services/Chamber										
Visitor Services						\$500,000	\$392,209	\$392,209	\$458,299	\$484,398
Destination Marketing Services/Tradeshaw & Conferences						\$304,940	\$260,000	\$260,000	\$210,809	\$304,940
Total JH Chamber		23.42%	23.42%	0.00%	-2.53%	\$804,940	\$652,209	\$652,209	\$669,108	\$789,338
Contract Advertising		51.94%	51.94%	0.00%	10.24%	\$2,955,868	\$1,947,930	\$1,947,930	\$1,766,994	\$1,900,000
Retainer / Agency marketing Fee C+M						\$364,770				
Social Media, (NTM)						\$87,098				
Production, Hard Costs & Other						\$150,000				
Media (Fall)						\$250,000				
Media (Winter)						\$910,000				
Media (Spring)						\$150,000				
Media (Summer)						\$1,000,000				
Community workshops						\$5,000				
Influencer/Ambassador Program						\$20,000				
Research						\$0				
Local Launch						\$0				
Contingency						\$0				
Travel						\$15,000				
Annual Report						\$7,000				
Winter 2019-20 photo asset library						\$0				
TOTAL						\$2,958,868				
Remaining Contract Advertising to Allocate						\$0				
Tourism Master Plan						\$250,000	\$0	\$0		
TOTAL						\$350,000				
Remaining Contract Advertising to Allocate						\$0				
Local Marketing Partnerships		75.00%	75.00%	0.00%	141.89%	464,100	265,200	265,200	109,638	175,000
TOTAL						\$464,100				
Remaining Local Marketing Partnerships to Allocate						\$0				
Board/PR/Advertising		5.88%	5.88%	0.00%	25.23%	480,079	453,399	453,399	362,063	535,000
Marketing Opportunities & PR						\$125,000				
TOTAL						\$125,000				
Remaining Marketing Opportunities & PR		25.00%	25.00%	0.00%	-11.50%	\$0	125,000	100,000	113,000	125,000
Cen Res Package Incentive & Local Ads						\$355,079				
Destimetrics						\$30,000				
Ads, Promos, PR and Marketing Local						\$15,000				
Libris library						\$10,079				
Budgeted Travel Incentive Program						\$300,000				
Unspent						\$300,000				
Spent						\$0				
TOTAL						\$355,079				
Remaining Cen Res Package Incentives & Local Ads		0.49%	0.49%	0.00%	30.67%	\$0	355,079	353,339	270,399	410,000
Remaining Board/PR/Advertising to Allocate						\$0				
Events										
Community Event Coordinator						\$62,457	\$59,483	\$59,483	\$59,483	\$59,483
Event Marketing Grants		100.00%	100.00%	0.00%	-10.84%	\$400,000	\$200,000	\$200,000	\$234,305	\$350,000
Large Events		500.00%	#DIV/0!	#DIV/0!	-100.00%	\$600,000	\$100,000	\$0	\$198,325	\$300,000
						\$0	\$150,000	\$0	\$1,931	\$85,000
Total Events		108.54%	309.45%	96.35%	-48.72%	\$1,062,457	\$509,483	\$259,483	\$506,044	\$794,483
General and Administrative										
Postage						\$160	\$155	\$155	\$0	\$100
Office Supplies						\$2,652	\$2,575	\$2,575	\$1,286	\$1,500
Printing Annual Report						\$11,139	\$10,815	\$10,815	\$3,547	\$10,500
Fiscal Manager						\$42,436	\$41,200	\$41,200	\$40,000	\$40,000
Legal						\$0	\$0	\$0	\$25	\$0
Professional Services						\$146,056	\$125,191	\$125,191	\$100,603	\$97,236
Office space						\$8,912	\$8,652	\$8,652	\$6,300	\$8,400
Meeting Expense						\$8,487	\$8,240	\$8,240	\$2,600	\$8,000
Insurance						\$1,782	\$1,730	\$1,730	\$500	\$1,680
Bonding						\$1,114	\$1,082	\$1,082	\$255	\$1,050
Audit						\$1,591	\$1,545	\$1,545	\$0	\$1,500
Teton County Web Site						\$1,910	\$1,854	\$1,854	\$683	\$1,800
Bank Fees						\$54	\$52	\$52	\$0	\$50
Miscellaneous						\$5,305	\$5,150	\$5,150	\$2,952	\$5,000
T&E						\$8,487	\$8,240	\$8,240	\$2,637	\$8,000
Total General and Administrative		10.90%	10.90%	0.00%	34.14%	\$240,085	\$216,481	\$216,480	\$161,387	\$185,866
SUB-TOTAL EXPENDITURES		54.81%	65.01%	6.59%	6.14%	\$6,260,528	\$4,044,122	\$3,794,121	\$3,574,634	\$4,179,687
Reserves										
Budgeted Reserve Expenditure						\$350,000				
Unallocated						\$350,000				
Allocated						\$0				
BUDGETED RESERVE EXPENDITURES						\$350,000	\$350,000	\$350,000	\$0	\$350,000
TOTAL EXPENDITURES		50.44%	59.52%	6.03%	15.93%	\$6,610,528	\$4,394,122	\$4,144,121	\$3,574,634	\$4,729,687
INVESTMENT INCOME						\$2,500	\$2,500	\$2,500	\$2,031	\$2,500
REVENUE OVER (UNDER) EXPENDITURES		-314.25%	1.48%	-147.37%		(\$1,786,016)	\$893,601	(\$1,758,679)	\$536,629	(\$255,535)
Projected Reserves						\$4,143,409	\$3,309,808	\$2,660,448	\$2,773,179	\$2,569,815
Anticipated Ending Reserves						\$2,357,393	\$4,143,409	\$900,569	\$3,309,808	\$2,314,280

			Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Total
	FY18	Total Receipts	\$1,226,219.63	\$1,302,107.47	\$1,097,088.97	\$416,786.17	\$130,948.93	\$387,165.72	\$482,770.50	\$518,856.05	\$437,159.53	\$168,809.98	\$323,945.87	\$1,096,755.15	\$7,586,617.97
	FY18	TIB	\$735,731.78	\$781,264.48	\$658,253.38	\$250,071.70	\$78,569.36	\$332,299.43	\$289,662.30	\$311,313.63	\$262,295.72	\$101,285.99	\$194,369.92	\$658,053.09	\$4,553,170.78
	FY18	Visitor Impact	\$367,865.89	\$390,632.24	\$329,126.69	\$125,035.85	\$39,284.68	\$116,149.72	\$144,831.15	\$155,656.82	\$131,147.86	\$50,643.00	\$194,369.92	\$658,053.09	\$2,276,585.39
	FY18	General Fund	\$122,621.96	\$130,210.75	\$109,708.90	\$41,678.62	\$13,094.89	\$38,716.57	\$48,277.05	\$51,885.61	\$43,715.95	\$16,881.00	\$32,394.99	\$109,675.52	\$758,861.80
			Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
	FY19	Total Receipts	\$1,194,260.68	\$1,158,899.23	\$1,137,493.78	\$535,741.73	\$149,841.18	\$340,674.45	\$513,798.25	\$568,463.33	\$531,246.30	\$159,376.27	\$309,427.63	\$987,735.73	\$7,586,958.58
	FY19	TIB	\$716,556.41	\$695,139.54	\$682,496.27	\$321,445.04	\$89,904.71	\$204,404.67	\$308,278.95	\$341,078.00	\$318,747.78	\$95,623.76	\$185,656.58	\$592,641.44	\$4,552,175.15
	FY19	Visitor Impact	\$358,278.21	\$347,669.77	\$341,248.14	\$160,222.52	\$44,952.36	\$102,202.34	\$154,139.48	\$170,539.00	\$159,373.89	\$47,812.88	\$92,828.29	\$296,320.72	\$2,276,087.58
	FY19	General Fund	\$119,426.07	\$115,889.92	\$113,749.38	\$53,574.17	\$14,984.12	\$34,067.45	\$51,379.83	\$56,846.33	\$53,124.63	\$15,937.63	\$30,942.76	\$98,773.57	\$758,695.86
			Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Actuals	FY20	Total Receipts	\$1,247,568.12	\$1,300,061.92	\$1,411,814.07	\$383,765.65	\$134,643.87	\$385,639.58	\$477,381.23	\$630,160.28	\$325,181.07	\$106,810.28	\$75,274.90	\$370,419.78	\$6,848,720.75
	FY20	TIB	\$748,540.87	\$780,037.15	\$847,088.44	\$230,259.39	\$80,786.32	\$231,383.75	\$286,428.74	\$378,096.17	\$195,108.64	\$64,086.17	\$45,164.94	\$222,251.87	\$4,109,232.45
	FY20	Visitor Impact	\$374,270.44	\$390,018.58	\$423,544.22	\$115,129.70	\$40,393.16	\$115,691.88	\$143,214.37	\$189,048.09	\$97,554.32	\$32,043.09	\$22,582.47	\$111,125.94	\$2,054,616.23
	FY20	General Fund	\$124,756.81	\$130,006.19	\$143,181.41	\$38,376.57	\$13,464.39	\$38,563.96	\$47,738.12	\$63,016.03	\$32,518.11	\$10,681.03	\$7,527.40	\$37,041.98	\$684,872.08
		YOY % Change	4.46%	12.18%	24.12%	-28.37%	-10.14%	13.20%	-7.09%	10.85%	-38.79%	-32.98%	-75.67%	-62.50%	-9.73%
		COVID-19 Forecasted Impact											-65.00%	-55.00%	
			Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
Actuals/Forecast	FY21	Total Receipts	\$1,035,675.25	\$1,159,960.57	\$1,001,613.50	\$567,557.05	\$202,227.93	\$413,907.52	\$510,615.37	\$613,527.38	\$634,556.08	\$239,064.40	\$309,427.63	\$1,086,509.31	\$7,834,651.99
As Of 4/21	FY21	TIB	\$621,405.15	\$695,976.34	\$636,968.10	\$340,534.21	\$121,336.76	\$248,344.51	\$306,369.22	\$368,116.43	\$380,739.65	\$143,438.64	\$185,656.58	\$651,905.58	\$4,700,791.19
	FY21	Visitor Impact	\$310,702.58	\$347,988.17	\$318,484.05	\$170,267.12	\$60,668.38	\$124,172.26	\$153,184.61	\$184,058.22	\$190,369.83	\$71,719.32	\$92,828.29	\$325,952.79	\$2,350,395.60
	FY21	General Fund	\$103,567.53	\$115,996.06	\$106,161.35	\$56,755.71	\$20,222.79	\$41,390.75	\$51,061.54	\$61,352.74	\$63,456.61	\$23,906.44	\$30,942.76	\$108,650.93	\$783,465.20
		COVID-19 Impact Budgeted	-75%	-70%	-60%	-55%	-50%	-45%	-36%	-29%	-25%	50%	0%	10%	
		YOY % Change Actual	-16.98%	-10.78%	-24.81%	47.89%	50.19%	7.33%	6.96%	-2.64%	95.14%	-24%	-23%	-23%	14.40%
		Tourism Econ/STR Forecast	-75%	-70%	-60%	-55%	-50%	-45%	-36%	-29%	-25%	50%	0%	10%	
			Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
Budget	FY22	Total Receipts	\$1,284,995.16	\$1,339,063.77	\$1,454,168.49	\$395,278.62	\$138,683.18	\$397,208.77	\$491,702.67	\$649,065.09	\$547,183.69	\$119,532.20	\$232,070.73	\$987,735.73	\$8,036,688.11
	FY22	TIB	\$770,997.10	\$803,438.26	\$872,501.09	\$237,167.17	\$83,209.91	\$238,325.26	\$295,021.60	\$389,439.06	\$328,310.21	\$71,719.32	\$139,242.44	\$592,641.44	\$4,822,012.86
	FY22	Visitor Impact	\$385,498.55	\$401,719.13	\$436,250.55	\$118,583.59	\$41,604.95	\$119,162.63	\$147,510.80	\$194,719.53	\$164,155.11	\$35,859.66	\$69,621.22	\$296,320.72	\$2,411,006.43
	FY22	General Fund	\$128,499.52	\$133,906.38	\$145,416.85	\$39,527.86	\$13,868.32	\$39,720.88	\$49,170.27	\$64,906.51	\$54,718.37	\$11,953.22	\$23,207.07	\$98,773.57	\$803,668.81
		YOY % Change Budget	3%	3%	3%	3%	3%	3%	3%	3%	3%	-25%	-25%		
		YOY % Change Actual													
											JAC Closed	JAC Closed	YOY % Change 22 to 21		2.58%
													YOY % Change 22 to 20		17.35%
													YOY % Change 22 to 19		5.93%