

	<u>Budget 2019</u>	<u>Budget 2020</u>
<b><u>REVENUE</u></b>		
Membership Levy	656,662	682,576
Levy Adjustments		
Investment Income	14,861	12,660
Bank Interest		120
Barrel Races		250
City of Waterloo Rent Reimbursement	9,000	11,472
City of Waterloo Graffiti Contribution		9,500
Uptown Trails	4,000	
Other event income		400
Advertising Income (magazine)		3,000
Other Income	15,000	5,000
<b><i>Total Revenue</i></b>	<b><i>699,523</i></b>	<b><i>724,978</i></b>

	<u>Budget 2019</u>	<u>Budget 2020</u>
<b><u>EXPENSES</u></b>		
<b><u>Payroll</u></b>		
<b><i>Total Payroll</i></b>	<b><i>246,063</i></b>	<b><i>253,882</i></b>
<b><u>Administration</u></b>		
<b><i>Total Administration</i></b>	<b><i>62,250</i></b>	<b><i>71,930</i></b>
<b><u>Marketing</u></b>		
Institutional Advertising	2,100	2,100
Social Media Advertising	12,000	10,000
Co-op Advertising	10,000	15,000
Events	52,680	51,730
Oktoberfest	4,100	4,800
Halloween		2,750
Christmas	28,750	21,500

BIA Programs		33,500	34,000
Recovery and Support Programs		56,500	60,500
Other Marketing Items	\$	33,750.00	41,036
<b><i>Total Marketing</i></b>		<b><i>233,380</i></b>	<b><i>240,666</i></b>
<b><u>Beautification</u></b>			
<b><i>Total Beautification</i></b>		<b><i>100,330</i></b>	<b><i>101,000</i></b>
<b><u>Parking - Bauer Lot</u></b>		<b><i>1,000</i></b>	<b><i>1,000</i></b>
<b><u>Community Outreach/Engagement</u></b>		<b><i>10,000</i></b>	<b><i>10,000</i></b>
<b><u>Advocacy</u></b>		<b><i>5,000</i></b>	<b><i>5,000</i></b>
<b><u>Operational Reserves</u></b>		<b><i>8,000</i></b>	<b><i>8,000</i></b>
<b><u>Capital Reserves</u></b>		<b><i>17,000</i></b>	<b><i>17,000</i></b>
<b><u>Amortization</u></b>		<b><i>16,500</i></b>	<b><i>16,500</i></b>
<b><i>Total Expenses</i></b>		<b><i>699,523</i></b>	<b><i>724,978</i></b>

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