

AUSTIN CONVENTION & VISITORS BUREAU
dba Visit Austin
Proposed Budget Fiscal Year 2018 - 2019

REVENUE	Proposed	Approved	Amended	Amended
	FY2019	FY2018	FY2017	FY2016
City Contract - Visit Austin Operations	13,127,871	13,345,700	14,973,733	14,273,733
City Contract - Pass Through Funding				
Spring Festival Security	-	1,200,000	-	-
Heritage Grants	-	250,000	500,000	200,000
Local Business Grants	-	200,000	-	-
Total City Contract	13,127,871	14,995,700	15,473,733	14,473,733
Private Sector Revenue				
Retail Revenue	1,140,000	1,110,000	1,107,500	1,022,000
Publication Sales	-	20,000	20,000	20,000
Rack Rental	15,000	15,000	15,000	15,000
Partnership Revenue	646,525	549,500	636,500	504,000
Austin Sports Commission Revenue	68,000	68,000	118,000	72,500
Services Billed	22,400	80,000	256,000	235,000
Donated Services	315,000	315,000	415,000	365,000
Interest Income	3,600	4,200	600	300
Draw on Reserve Fund for Convention Commitments	376,100	112,350	2,240,600	306,100
Sub-Total, Private Sector Revenue	2,586,625	2,274,050	4,809,200	2,539,900
TOTAL REVENUE	15,714,496	17,269,750	20,282,933	17,013,633
BUDGET BY PROGRAM				
Convention Sales & Services	6,750,862	6,381,191	8,360,123	6,549,660
Marketing	4,576,127	5,092,971	5,622,928	5,446,013
Music & Film	563,230	539,890	568,824	486,509
Visitor Center	1,640,135	1,591,040	1,581,255	1,439,807
Finance/Administration/IT	2,184,142	2,254,658	2,327,154	1,891,644
Future Convention Commitments	-	-	1,322,649	1,000,000
Pass Through: Spring Festival	-	1,200,000	-	-
Heritage Grants	-	250,000	500,000	200,000
Local Business Grant	-	200,000	-	-
Compensation Reductions	-	(240,000)	-	-
TOTAL	15,714,496	17,269,750	20,282,933	17,013,633
CHANGE IN NET ASSETS	-	-	-	-
	FY2019	FY2018	FY2017	FY2016
	Percentage	Percentage	Percentage	Percentage
	Allocation	Allocation	Allocation	Allocation
Convention Sales	31%	28%	23%	28%
Convention Services	8%	6%	14%	6%
Convention Services - Housing	0%	0%	1%	2%
Tourism Sales	4%	3%	3%	3%
Marketing/Advertising	29%	31%	30%	33%
Music & Film	4%	3%	3%	3%
Visitor Center	10%	9%	8%	8%
Finance/Administrative/IT	14%	13%	11%	11%
Pass Through	0%	7%	0%	0%
Current and Future Convention Commitments	0%	0%	7%	6%
	100%	100%	100%	100%