



## **Annual Budget**

**October 1, 2021 - September 30, 2022**

**Adopted – September 8, 2021**

THIS BUDGET WILL RAISE MORE TOTAL PROPERTY TAXES THAN LAST YEAR'S BUDGET BY \$94,680 OR 18.41%, AND OF THAT AMOUNT, \$5,181 IS TAX REVENUE TO BE RAISED FROM NEWPROPERTY ADDED TO THE TAX ROLL THIS YEAR.

**Town of Fulton  
Fiscal Year 2021 – 2022**

**Adopted Budget Cover Page**

**The members of the governing body voted on the Fiscal Year 2021 – 2022 Budget as follows:**

**FOR:** Mayor Kelli Cole, Mayor Pro Tem Robert Loflin, MaryAnn Pahmiyer, Carl Biesenbach, Beverly Garis, Mark Wagnon

**AGAINST:** None

**PRESENT and not voting:** None

**ABSENT:** None

**Property Tax Rate Comparison**

	<b>2021 – 2022</b>	<b>2020 – 2021</b>
Property Tax Rate:	0.242480	0.224791
Effective Maintenance & Operations Tax Rate:	0.115200	0.087198
Debt Rate:	0.127280	0.137593

Total debt obligation for Town of Fulton secured by property taxes: \$14,905.00

This budget will raise more revenue from property taxes than last year's budget by an amount of \$94,680 which is a 18.41 percent increase from last year's budget. The property tax revenue to be raised from new property added to the tax roll this year is \$5,181.

**Town of Fulton  
FY 2021-22 Budget  
General Fund**

		Actual 07/31/21	Budget 20-21	Budget 21-22	\$ Diff	% Diff
<b>REVENUE</b>						
<b>TAX REVENUE</b>						
	400 · Property Taxes	202,671.08	203,697.94	289,259.23	85,561.29	42.00%
	405 · Sales Taxes	203,992.97	185,300.00	256,150.00	70,850.00	38.24%
	410 · Franchise Taxes	79,478.75	102,500.00	112,000.00	9,500.00	9.27%
	415 · Liquor Taxes	38,919.23	33,500.00	42,000.00	8,500.00	25.37%
<b>TOTAL TAX REVENUE</b>		<b>525,062.03</b>	<b>524,997.94</b>	<b>699,409.23</b>	<b>174,411.29</b>	<b>33.22%</b>
<b>420 · Permits</b>						
	Bldg	18,351.75	14,400.00	18,500.00	4,100.00	28.47%
	Electrical	7,011.40	6,000.00	7,500.00	1,500.00	25.00%
	Food Service	3,750.00	6,000.00	5,500.00	(500.00)	-8.33%
	Gas	995.00	600.00	900.00	300.00	50.00%
	Mechanical	1,438.75	1,200.00	1,500.00	300.00	25.00%
	Misc.	955.00	840.00	800.00	(40.00)	-4.76%
	Plumbing	2,721.00	960.00	3,000.00	2,040.00	212.50%
	420 · Permits - Other	-	960.00	-	(960.00)	-100.00%
<b>TOTAL REVENUE - PERMITS</b>		<b>35,222.90</b>	<b>30,960.00</b>	<b>37,700.00</b>	<b>6,740.00</b>	<b>21.77%</b>
	425 · Interest Income	22.16	2,500.00	300.00	(2,200.00)	-88.00%
	445 · Bldg Rental	10,100.00	12,000.00	12,000.00	-	0.00%
	450 · Income - Other	5.50	1,500.00	-	(1,500.00)	-100.00%
	460 · Crown Castle Lease	12,388.08	12,500.00	12,500.00	-	0.00%
<b>TOTAL REVENUE - OTHER</b>		<b>22,515.74</b>	<b>28,500.00</b>	<b>24,800.00</b>	<b>(3,700.00)</b>	<b>-12.98%</b>
<b>TOTAL REVENUE</b>		<b>582,800.67</b>	<b>584,457.94</b>	<b>761,909.23</b>	<b>177,451.29</b>	<b>30.36%</b>
<b>EXPENDITURES</b>						
<b>ADMINISTRATIVE</b>						
	500 · Office and Postage	20,494.54	22,500.00	23,500.00	1,000.00	4.44%
	505 · Telephone	6,195.87	5,500.00	8,500.00	3,000.00	54.55%
	515 · Dues and Subscriptions	4,986.92	5,000.00	6,500.00	1,500.00	30.00%
	520 · Bank Chrgs. & Fees	96.71	100.00	100.00	-	0.00%
	525 · Travel Expense	-	3,500.00	3,500.00	-	0.00%
	530 · Education & Seminars	465.00	750.00	750.00	-	0.00%
	535 · Special Events	651.14	1,250.00	1,250.00	-	0.00%
	550 · Utilities- City of Rpt	1,038.06	1,200.00	1,200.00	-	0.00%
	552 · Gexa -Chaparral/Cactus	2,559.81	3,000.00	3,000.00	-	0.00%
	553 · Utilities - Internet/Website	3,916.05	5,500.00	5,500.00	-	0.00%
	557 · Gexa - 207 N 7th/Liftstations	8,667.58	13,000.00	13,000.00	-	0.00%
	558 · Winter Storm Recovery	23,217.53	-	-	-	-
<b>TOTAL ADMINISTRATIVE</b>		<b>72,289.21</b>	<b>61,300.00</b>	<b>66,800.00</b>	<b>5,500.00</b>	<b>8.97%</b>
<b>CONTRACTS AND SERVICES</b>						

**Town of Fulton  
FY 2021-22 Budget  
General Fund**

		Actual 07/31/21	Budget 20-21	Budget 21-22	\$ Diff	% Diff
	600 · Appraisal Services	9,306.68	9,500.00	9,730.17	230.17	2.42%
	605 · Tax Collection Service	1,448.63	1,450.00	1,485.00	35.00	2.41%
	615 · Insurance	39,538.50	20,000.00	32,500.00	12,500.00	62.50%
	620 · Elections	-	500.00	500.00	-	0.00%
	625 · Notices & Filings	5,512.25	3,000.00	5,000.00	2,000.00	66.67%
	630 · Accounting Services	43,600.00	51,600.00	51,600.00	-	0.00%
	631 · Audit Service	23,000.00	27,000.00	23,000.00	(4,000.00)	-14.81%
	632 · Legal Services	25,000.00	30,000.00	30,000.00	-	0.00%
	635 · Engineering	-	500.00	500.00	-	0.00%
	640 · Rockport Law Enforcement	50,000.00	60,000.00	60,000.00	-	0.00%
	645 · Juvenile Case Mgmt	5,441.79	4,000.00	4,000.00	-	0.00%
	650 · Animal Control	30,250.00	27,000.00	33,000.00	6,000.00	22.22%
	656 · City/Co Communications	29,048.36	25,000.00	26,000.00	1,000.00	4.00%
	657 · Alligence Medical Services	37,500.00	45,000.00	45,000.00	-	0.00%
	<b>TOTAL CONTRACTS AND SERVICES</b>	<b>299,646.21</b>	<b>304,550.00</b>	<b>322,315.17</b>	<b>17,765.17</b>	<b>5.83%</b>
	<b>GENERAL GOVERNMENT</b>					
	700 · Repairs & Maint.	11,394.87	17,000.00	10,000.00	(7,000.00)	-41.18%
	701 · Capital Outlay - Vehicles	-	-	30,000.00	30,000.00	100.00%
	705 · Street Signs	-	4,500.00	4,500.00	-	0.00%
	710 · Street Maint.	1,554.80	85,000.00	115,000.00	30,000.00	35.29%
	<b>TOTAL GENERAL GOVERNMENT</b>	<b>12,949.67</b>	<b>106,500.00</b>	<b>159,500.00</b>	<b>53,000.00</b>	<b>49.77%</b>
	<b>NON PROFIT</b>					
	802 · Aquatic Park	5,833.40	7,000.00	7,000.00	-	0.00%
	810 · Vol Fire Department	10,000.00	10,000.00	10,000.00	-	0.00%
	<b>Total NON PROFIT</b>	<b>15,833.40</b>	<b>17,000.00</b>	<b>17,000.00</b>	<b>-</b>	<b>0.00%</b>
	<b>PERSONNEL</b>					
	900 · Gross Salaries	40,849.71	53,266.24	138,589.83	85,323.59	160.18%
	905 · Payroll Tax	3,125.00	4,229.49	11,017.47	6,787.98	160.49%
	910 · Employee Medical Ins.	6,782.50	7,913.28	24,417.00	16,503.72	208.56%
	925 · Retirement 401A Expense	9,534.32	12,154.63	31,769.76	19,615.13	161.38%
	<b>TOTAL PERSONNEL</b>	<b>60,291.54</b>	<b>77,563.64</b>	<b>205,794.06</b>	<b>128,230.42</b>	<b>165.32%</b>
	<b>TOTAL EXPENDITURES</b>	<b>461,010.03</b>	<b>566,913.64</b>	<b>771,409.23</b>	<b>204,495.59</b>	<b>36.07%</b>
	<b>OTHER FINANCING SOURCES (USES)</b>					
	421 · Admin Cost - Sewer Fund	25,000.00	25,000.00	60,000.00	35,000.00	140.00%
	262 · Police Fund - Transfer Out	(42,544.30)	(42,544.30)	(80,500.00)	(37,955.70)	89.21%
	310 · Allocation of Fund Balance	-	-	30,000.00		100.00%
	<b>TOTAL</b>	<b>(17,544.30)</b>	<b>(17,544.30)</b>	<b>9,500.00</b>	<b>27,044.30</b>	<b>-154.15%</b>
	<b>REVENUE OVER/(UNDER) EXP</b>	<b>104,246.30</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.00%</b>

**Town of Fulton  
FY 2021-22 Budget  
Debt Service**

		Actual 07/31/21	Budget 20-21	Budget 21-22	% Diff	\$ Diff
<b>REVENUES</b>						
	400 · Property Taxes	313,138.30	315,606.00	324,638.65	9,032.65	2.86%
<b>TOTAL REVENUE</b>		<b>313,138.30</b>	<b>315,606.00</b>	<b>324,638.65</b>	<b>9,032.65</b>	<b>2.86%</b>
<b>EXPENDITURES</b>						
<b>DEBT SERVICE</b>						
	500 · Principal - Bank of America	175,000.00	175,000.00	185,000.00	10,000.00	5.71%
	505 · Interest - Bank of America	41,133.17	77,214.90	66,823.37	(10,391.53)	-13.46%
	516 · BB&T Gov Finance	55,000.00	55,000.00	55,000.00	-	0.00%
	517 · Interest - BB&T Gov Finance	9,076.25	17,423.75	15,966.25	(1,457.50)	-8%
<b>TOTAL EXPENDITURES</b>		<b>280,209.42</b>	<b>324,638.65</b>	<b>322,789.62</b>	<b>(1,849.03)</b>	<b>-0.57%</b>

**Town of Fulton  
FY 2021-22 Budget  
Hotel-Motel Fund**

		Actual 7/31/21	Budget 20-21	Budget 21-22	\$ Diff	% Diff
<b>REVENUE ACCOUNTS</b>						
	400 · Hotel Occupancy Taxes	229,160.07	173,600.00	285,000.00	111,400.00	64.17%
	405 · Interest Income	-	-	-	-	
<b>TOTAL REVENUE</b>		<b>229,160.07</b>	<b>173,600.00</b>	<b>285,000.00</b>	<b>111,400.00</b>	<b>64.17%</b>
<b>EXPENDITURES</b>						-
	516 · Parks	1,258.48	5,000.00	5,000.00	-	0.00%
	530 · Utilities	494.31	5,000.00	2,500.00	(2,500.00)	-50.00%
	600 · R-F Chamber of Commerce	30,000.00	30,000.00	50,000.00	20,000.00	66.67%
	615 · Fulton Mansion	5,000.00	5,000.00	5,000.00	-	0.00%
	620 · Oysterfest	-	-	35,000.00	35,000.00	100.00%
	625 · AC Council on Aging	2,500.00	2,500.00	2,500.00	-	0.00%
	650 · Paws & Taws	143,600.00	123,600.00	175,000.00	51,400.00	41.59%
	655 · Daughters Rep Museum	1,397.45	2,500.00	10,000.00	7,500.00	300.00%
<b>TOTAL EXPENDITURES</b>		<b>184,250.24</b>	<b>173,600.00</b>	<b>285,000.00</b>	<b>111,400.00</b>	<b>64.17%</b>
<b>REVENUE OVER/(UNDER) EXP</b>		<b>44,909.83</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0%</b>

**Town of Fulton  
FY 2021-22 Budget  
Police Fund**

		Actual 7/31/21	Budget 20-21	Budget 21-22	\$ Diff	% Diff
<b>REVENUE RESTRICTED</b>						
	350 · State Designed Funds	642.52	700.00	700.00	-	0.00%
<b>TOTAL REVENUE RESTRICTED</b>		<b>642.52</b>	<b>700.00</b>	<b>700.00</b>	<b>-</b>	<b>0.00%</b>
<b>REVENUE</b>						
	400 · Fines & Fees	5,977.37	1,500.00	6,050.00	4,550.00	75.21%
	415 · Misc. Income	4.00	150.00	150.00	-	0.00%
<b>TOTAL REVENUE</b>		<b>6,623.89</b>	<b>2,350.00</b>	<b>6,900.00</b>	<b>4,550.00</b>	<b>65.94%</b>
<b>EXPENSES</b>						
<b>COURT EXPENSES</b>						
	504 · Court - Licenses & Postage	75.00	150.00	150.00	-	0.00%
	505 · Court Office & Postage	2,015.38	2,000.00	2,500.00	500.00	20.00%
	510 · Court - Cost to State	1,748.55	1,000.00	1,500.00	500.00	33.33%
	515 · Housing Prisoners	370.00	750.00	750.00	-	0.00%
<b>TOTAL COURT EXPENSES</b>		<b>4,208.93</b>	<b>3,900.00</b>	<b>4,900.00</b>	<b>1,000.00</b>	<b>20.41%</b>
<b>OPERATING EXPENSES</b>						
	600 · Bank Fees & Services	-	70.00	70.00	-	0.00%
	610 · Continuing Education & Seminars	243.53	250.00	250.00	-	0.00%
	615 · Insurance - Bond	-	150.00	150.00	-	0.00%
	630 · Licenses/Dues/Subscriptions	317.38	100.00	300.00	200.00	66.67%
	635 · Office & Postage	295.15	3,000.00	500.00	(2,500.00)	-500.00%
	640 · Office Meals & Ent	23.54	100.00	100.00	-	0.00%
	650 · Radio Expense	-	100.00	100.00	-	0.00%
	655 · Uniform & Supplies	785.98	100.00	1,000.00	900.00	90.00%
	660 · Travel Expense	552.75	250.00	500.00	250.00	50.00%
	665 · Vehicle Gas	94.69	500.00	500.00	-	0.00%
	670 · Vehicle Repairs & Maint	386.52	500.00	1,000.00	500.00	50.00%
	700 · Misc. Expenses	131.68	50.00	150.00	100.00	66.67%
	706 · Crime Prevention - N Watch	238.00	150.00	500.00	350.00	70.00%
<b>TOTAL OPERATING EXPENSES</b>		<b>3,069.22</b>	<b>5,320.00</b>	<b>5,120.00</b>	<b>(200.00)</b>	<b>-3.91%</b>
<b>PERSONNEL EXPENSES</b>						
	800 · Salaries	42,048.06	50,634.23	52,748.76	2,114.53	4.18%
	805 · Payroll Expenses	3,216.68	4,035.52	4,179.62	144.10	3.57%
	810 · Health Insurance	6,104.25	7,913.28	8,139.00	225.72	2.85%
	815 · Retirement 401A	9,704.11	11,574.99	12,312.61	737.62	6.37%
<b>Total PERSONNEL EXPENSES</b>		<b>61,073.10</b>	<b>74,158.02</b>	<b>77,379.99</b>	<b>3,221.97</b>	<b>4.16%</b>
<b>TOTAL EXPENSES</b>		<b>68,351.25</b>	<b>83,378.02</b>	<b>87,399.99</b>	<b>4,021.97</b>	<b>4.82%</b>
<b>OTHER FINANCING SOURCES (USES)</b>						
	420 · General Fund - Transfer In	42,544.30	42,544.30	80,500.00	37,955.70	89.21%
	401 · CDL Funding	11,314.06	37,783.72	0.00	(37,783.72)	
<b>TOTAL</b>		<b>53,858.36</b>	<b>80,328.02</b>	<b>80,500.00</b>	<b>171.98</b>	<b>0.21%</b>
<b>REVENUE OVER/(UNDER) EXP</b>		<b>(7,869.00)</b>	<b>(700.00)</b>	<b>-</b>	<b>(700.00)</b>	<b>-100.00%</b>

**Town of Fulton  
FY 2021-22 Budget  
Sewer Fund**

		Actual 07/31/21	Budget 20-21	Budget 21-22	\$ Diff	% Diff
<b>REVENUES</b>						
	400 · Sewer Revenues	454,177.25	591,350.00	626,350.00	35,000.00	5.92%
	401 · Sewer Revenues - J&J Car Wash	3,600.00	4,800.00	4,800.00	-	0.00%
	405 · Sewer Connections (taps)	13,455.00	13,915.19	8,500.00	(5,415.19)	-38.92%
	415 · Interest Income	-	100.00	-	(100.00)	-100.00%
	<b>TOTAL REVENUES</b>	<b>471,232.25</b>	<b>610,165.19</b>	<b>639,650.00</b>	<b>29,484.81</b>	<b>4.83%</b>
<b>EXPENSES</b>						
<b>ADMINISTRATIVE</b>						
	505 · Utilities	10,857.13	13,000.00	13,000.00	-	0.00%
	510 · Telephone	3,672.28	3,000.00	5,500.00	2,500.00	83.33%
	515 · Supplies	11,816.20	8,000.00	14,500.00	6,500.00	81.25%
	519 · Tractor Expenses	156.92	2,000.00	1,500.00	(500.00)	-25.00%
	520 · Vehicle Exp	10,886.18	5,400.00	8,700.00	3,300.00	61.11%
	521 · Vehicle Gas Expense	5,383.05	5,000.00	5,000.00	-	0.00%
	523 · Tractor Lease	1,255.96	1,255.96	-	(1,255.96)	-100.00%
	525 · Dues & Subscriptions	257.18	50.00	50.00	-	0.00%
	545 · Training / Seminars	-	500.00	500.00	-	0.00%
	546 · Travel Expense	-	1,000.00	1,000.00	-	0.00%
	547 · Clothing Allowance	1,932.12	3,000.00	3,000.00	-	0.00%
	<b>TOTAL ADMINISTRATIVE</b>	<b>46,217.02</b>	<b>42,205.96</b>	<b>52,750.00</b>	<b>10,544.04</b>	<b>24.98%</b>
<b>OPERATING EXPENDITURES</b>						
	600 · Wasterwater Treatment - Rockport	138,530.31	220,150.00	195,000.00	(25,150.00)	-11.42%
	618 · Preventive Maint	-	15,000.00	15,000.00	-	0.00%
	620 · Repairs & Maint.	8,593.88	35,000.00	35,000.00	-	0.00%
	621 · AC Transfer Station	6.00	1,000.00	1,000.00	-	0.00%
	<b>TOTAL EXPENDITURES</b>	<b>147,130.19</b>	<b>271,150.00</b>	<b>246,000.00</b>	<b>(25,150.00)</b>	<b>-10.22%</b>
<b>PERSONNEL</b>						
	700 · Salaries	104,040.22	128,406.55	94,260.59	(34,145.96)	-26.59%
	705 · Payroll Tax	8,260.56	10,309.10	7,803.59	(2,505.51)	-24.30%
	710 · Health Insurance	18,312.75	23,739.84	16,278.00	(7,461.84)	-31.43%
	711 · Retirement 401A	24,737.54	29,353.74	22,557.82	(6,795.92)	-23.15%
	<b>TOTAL PERSONNEL</b>	<b>155,351.07</b>	<b>191,809.23</b>	<b>140,900.00</b>	<b>(50,909.23)</b>	<b>-26.54%</b>
<b>CAPITAL OUTLAY</b>						
	596 · Capital Outlay - Equipment	-	-	60,000.00	60,000.00	100.00%
	595 · Capital Outlay - Sewer System	40,057.55	80,000.00	80,000.00	-	0.00%
	<b>TOTAL CAPITAL OUTLAY</b>	<b>40,057.55</b>	<b>80,000.00</b>	<b>140,000.00</b>	<b>60,000.00</b>	<b>75.00%</b>
	<b>TOTAL EXPENSES</b>	<b>388,755.83</b>	<b>585,165.19</b>	<b>579,650.00</b>	<b>(5,515.19)</b>	<b>-0.95%</b>
<b>OTHER FINANCING SOURCES (USES)</b>						
	500 · GF Transfer Out - Admin Cost	(25,000.00)	(25,000.00)	(60,000.00)	(35,000.00)	140%
	<b>REVENUE OVER/(UNDER) EXP</b>	<b>57,476.42</b>	<b>-</b>	<b>-</b>	<b>35,000.00</b>	<b>100.00%</b>



**Town of Fulton**  
**FY 2021-22 Budget**  
**Paws Taws**

	Actual 7/31/21	Budget 20-21	Budget 22-22	\$ Diff	% Diff
<b>REVENUES</b>					
400 - Facility Fees	43,990.00	57,500.00	62,000.00	4,500.00	7.83%
405 - Interest Income		2.00	-	(2.00)	100.00%
<b>TOTAL REVENUES</b>	<b>43,990.00</b>	<b>57,502.00</b>	<b>62,000.00</b>	<b>4,498.00</b>	<b>7.82%</b>
<b>EXPENSES</b>					
<b>OPERATING</b>					
500 - Utilities	13,036.40	4,800.00	16,200.00	11,400.00	237.50%
503 - ACND Lease	27,000.00	33,000.00	36,000.00	3,000.00	9.09%
505 - Telephone	410.00	1,500.00	1,500.00	-	0.00%
506 - Internet	3,130.00	3,200.00	3,600.00	400.00	12.50%
507 - Insurance	24,826.24	24,000.00	41,100.00	17,100.00	71.25%
510 - Office Expense	1,385.58	1,200.00	2,000.00	800.00	66.67%
511 - Supplies	1,423.64	250.00	3,900.00	3,650.00	1460.00%
515 - Repairs & Maint.	8,282.66	1,000.00	15,000.00	14,000.00	1400.00%
516 - Janitorial Services	9,275.00	10,500.00	11,500.00	1,000.00	9.52%
520 - Trash Removal	7,438.30	8,500.00	8,500.00	-	0.00%
526 - Ice Machine Lease	2,098.56	1,800.00	1,950.00	150.00	8.33%
531 - Dues & Subscriptions	3,625.40	3,000.00	4,200.00	1,200.00	40.00%
535 - Special Events	1,571.35	20,000.00	20,000.00	-	0.00%
536 - Advertising	7,840.36	7,500.00	15,000.00	7,500.00	100.00%
<b>TOTAL OPERATING</b>	<b>111,343.49</b>	<b>120,250.00</b>	<b>180,450.00</b>	<b>60,200.00</b>	<b>50.06%</b>
<b>PERSONNEL</b>					
600 - Wages	27,297.38	32,777.70	33,824.95	1,047.25	3.20%
610 - Employee Insurance	6,782.50	7,913.28	7,089.00	(824.28)	-10.42%
611 - Retirement 401A	6,329.14	7,491.89	7,894.74	402.85	5.38%
615 - Payroll Tax	1,541.98	2,669.13	2,741.30	72.17	2.70%
<b>TOTAL PERSONNEL</b>	<b>41,951.00</b>	<b>50,852.00</b>	<b>51,550.00</b>	<b>698.00</b>	<b>1.37%</b>
<b>CAPITAL OUTLAY</b>					
155 - Building Improvements	-	-	127,500.00	127,500.00	100.00%
166 - Furniture & Fixtures	-	-	22,300.00	-	
<b>TOTAL CAPITAL OUTLAY</b>	<b>-</b>	<b>-</b>	<b>149,800.00</b>	<b>127,500.00</b>	<b>100.00%</b>
<b>TOTAL EXPENSES</b>					
	<b>153,294.49</b>	<b>171,102.00</b>	<b>381,800.00</b>	<b>188,398.00</b>	<b>100.00%</b>
<b>OTHER FINANCING SOURCES (USES)</b>					
415 - Transfer In- Hotel Occupancy Tax	143,600.00	123,600.00	175,000.00	51,400.00	41.59%
421 - Allocation of Fund Balance	-	-	144,800.00		100.00%
<b>TOTAL</b>	<b>143,600.00</b>	<b>123,600.00</b>	<b>319,800.00</b>	<b>51,400.00</b>	<b>-158.74%</b>
<b>REVENUE OVER/(UNDER) EXP</b>					
	<b>34,295.51</b>	<b>10,000.00</b>	<b>-</b>	<b>(10,000.00)</b>	<b>-100.00%</b>

**Town of Fulton  
FY 2021-22 Budget  
Pier Fund**

		Actual 09/30/16	Budget 20-21	Budget 22-22	\$ Diff	% Diff
<b>REVENUES</b>						
	400 · Pier Admission Fees	41,687.00	-	60,000.00	60,000.00	100.00%
	405 · Merchandise Sales	-	-	62,400.00	62,400.00	100.00%
	406 · Cost of Sales	-	-	(27,456.00)	(27,456.00)	100.00%
<b>TOTAL REVENUES</b>		41,687.00	-	94,944.00	94,944.00	100.00%
<b>EXPENSES</b>						
<b>OPERATING</b>						
	500 · ACND - Water Usage	294.24	-	300.00	300.00	100.00%
	505 · Utilities	2,931.25	-	6,700.00	6,700.00	100.00%
	602 · Supplies	6,630.69	-	2,500.00	2,500.00	100.00%
	601 · Repairs & Maint.	2,277.74	-	4,500.00	4,500.00	100.00%
	520 · Bank Charges	-	-	75.00	75.00	100.00%
	525 · Licenses & Fees	215.00	-	215.00	215.00	100.00%
	603 · Portable Rental	-	-	4,380.00	4,380.00	100.00%
	210 · Capital Outlay - Pier Lights	12,869.49	-	-	-	100.00%
<b>TOTAL OPERATING</b>		25,218.41	-	18,670.00	18,670.00	100.00%
<b>PERSONNEL</b>						
	615 - Wages	15,031.50	-	70,452.37	70,452.37	100.00%
	616 - Payroll Tax	-	-	5,821.63	5,821.63	100.00%
<b>TOTAL PERSONNEL</b>		15,031.50	-	76,274.00	76,274.00	100.00%
<b>TOTAL EXPENSES</b>		40,249.91	-	94,944.00	94,944.00	100.00%
<b>REVENUE OVER/(UNDER) EXP</b>		1,437.09	-	-	-	0.00%

RFCC Marketing Plan Budget 2021-22 Year

RFCC Marketing Plan Budget 2021-22 Year					
<b>Revenues</b>					
Rockport	370,000.00				
Fulton	50,000.00				
County	50,000.00				
<b>Total</b>	<b>\$470,000.00</b>				
<b>Expenses</b>					
Accounting	2,800.00	Annual Audit			
Administrative Services	81,300.00	Administrative Services to operate Visitor Center and Marketing and Promotion Campaign			
			Rockport	Fulton	County
					Total
			67.90%	26.57%	5.54%
		Accounting	1,018.45	398.52	83.03
		Equipment Lease - copier and postage machine	814.76	318.82	66.42
		Insurance -	1,493.73	584.50	121.77
		Payroll - Visitor Center, Marketing/Promotion, Fulfillment	33,948.34	13,284.13	2,767.53
		Payroll related - SS, FICA,	4,752.77	1,859.78	387.45
		Employee insurance	4,073.80	1,594.10	332.10
		Employee IRA	339.48	132.84	27.68
		Postage - Inquiries, packets, mailings	1,629.52	637.64	132.84
		Printing - Envelopes, letterhead, business cards	950.55	371.96	77.49
		Security System - Visitor Center	135.79	53.14	11.07
		Supplies - copier paper, color copies, folders, packets, etc.	2,036.90	797.05	166.05
		Telephone, Internet, Mobile	2,172.69	850.18	177.12
		Utilities	1,833.21	717.34	149.45
		<b>Total</b>	<b>\$ 55,200.00</b>	<b>\$ 21,600.00</b>	<b>\$ 4,500.00</b>
					<b>\$ 81,300.00</b>
Advertising & Promotion	328,000.00	Advertising, promotion, public relations and research. Details available upon request.			
Contract Services	21,500.00	Venue Support, Web Dev., etc.			
Conference Fees	3,200.00	Staff education related to tourism			
Dues & Subscriptions	1,500.00	State and regional organization partners			
Event Funding Assistance	3,000.00	Spring Fling Media Event			
Food, Beverage & Meals	3,700.00	Groups, Greeters, Media, etc.			
Maintenance & Repairs	2,500.00	Repair equip., Signage			
Mileage & Travel	6,000.00	Trade Shows, media travel, workshops, trainings, education travel			
Postage & Freight	3,500.00	Bulk items sent to Visitor Centers, Travel Centers			
Printing & Publication	7,700.00	Gen. Brochure, 100 TT, Bags, Visitor Maps			
Prizes, Gifts & Awards	2,500.00	Basket Promotion Items, Promos, Awards, etc.			
Rentals & Fees	1,000.00	Booth Rentals, Meeting Planners			
Supplies	750.00	Promotion giveaway items, banners, etc.			
Telephone	0.00	Tourism line, Internet Service			
Website Maintenance	1,050.00	Dev. site, monthly updates, etc. for first year			
<b>Total</b>	<b>\$470,000.00</b>				
Net gain/loss	0				