



# Marion County

## Tourist Development Council

### Meeting Agenda

The Marion County Visitors and Convention Bureau (VCB) operates in accordance with Florida State Statute 125.0104.

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**Thursday, July 22, 2021**

**10:00 AM**

**Tourist Development  
Conference Room**

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**WebEx: <https://marioncountyfl.webex.com/marioncountyfl/onstage/g.php?>**

**MTID=e9ba651661a50a5b7b76901e726cc1769**

**Event Password: meeting Phone: 1-415-655-001**

**Access Code: 172 574 9576**

**1. Roll Call**

**2. Meeting Materials**

[Meeting Materials](#)

**3. Motion: Approval of Minutes**

[Approval of May TDC Minutes](#)

**4. Motion: Acknowledgement of Financials**

[MOTION: Acknowledgement of Financials - May 2021](#)

[MOTION: Acknowledgement of Financials - June 2021](#)

**5. Report from Chair**

[PRESENTATION: Gateway Signage Update - Rick Busche, Kimley Horn](#)

**6. Funding Requests**

[MOTION: Date Change - International Taekwon-Do Instructor Course Summer Camp](#)

[MOTION: American Youth Football](#)

[MOTION: Grandview Invitational](#)

[MOTION: Grandview World Nights](#)

[MOTION: HITS Ocala Cup Week](#)

[MOTION: HITS Ocala Holiday Series](#)

[MOTION: HITS Ocala Winter Circuit](#)

[MOTION: Alpha Win - Triathlon](#)

[MOTION: Kingdom of the Sun](#)

[MOTION: Live Oak International](#)

[MOTION: Post-Event Classic Rock Weekend](#)

**7. Staff Updates**

[Introduction - Tracy Straub](#)

[RFP's - Brand / Media](#)

[Q4 Media Plan](#)

[VCB Strategic Plan Update](#)

[TDT Collections/STR and Key Data Update](#)

[Sales Update](#)

**8. Notation for Record**

[TDC Attendance Report](#)

**9. Old Business**

**10. New Business**

**11. Public Comment**

If you would like to address the council during public comment you may submit your comments in advance to [sales@marioncfl.org](mailto:sales@marioncfl.org) by Tuesday, July 20th , at 5:00PM.

**Next TDC Meeting August 26, 2021 @ 10:00 A.M.**



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3508

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**Meeting Materials**

**DESCRIPTION/BACKGROUND:**

Conflict of Interest

The 2020 Florida Statutes

By-Laws

Sunshine Notices



**Marion County  
Board of County Commissioners**

**Visitors and Convention Bureau**

112 N. Magnolia Ave.  
Ocala, FL 34475  
Phone: 352-438-2800  
Fax: 352-438-2801



## **CONFLICT OF INTEREST STATEMENT**

All members of the Tourist Development Council (TDC), including general members and the Board of Directors, shall comply with applicable Florida law in their dealings with the TDC. In addition, all members shall declare any and all conflicts of interest and refrain from voting on any issue involving such conflicts.

Under Section. 112.3143, Fla. Stat. (2012) Voting conflicts. –

(1) As used in this section:

(a) “Public officer” includes any person elected or appointed to hold office in any agency, including any person serving on an advisory board.

...

(3)(a) No county, . . . or other local public officer shall vote in an official capacity upon any measure which would inure to his or her special private gain or loss; which he or she knows would inure to the special private gain or loss of any principal by whom he or she is retained or to the parent organization or subsidiary of a corporate principal by which he or she is retained, . . . or which he or she knows would inure to the special private gain or loss of a relative or business associate of the public officer. Such public officer shall, prior to the vote being taken, publicly state to the assembly the nature of the officer’s interest in the matter from which he or she is abstaining from voting, and, within 15 days after the vote occurs, disclose the nature of his or her interest as a public record in a memorandum filed with the person responsible for recording the minutes of the meeting, who shall incorporate the memorandum in the minutes.

Under subsection (4), an appointed public officer shall not participate in any matter which would inure to the officer’s special private gain or loss (and those other persons and entities listed above), without first disclosing the nature of his or her interest in the matter. Under (4)(a), this disclosure is a written memorandum filed with the person keeping the minutes before the meeting in which the matter will be discussed or voted on. “Participate” does not mean “vote” – it means “any attempt to influence the decision by written or oral communication, whether made by the officer or at the officer’s direction.” See (4)(c). That is, you cannot “participate” in the discussion of the matter unless you comply with the requirements of the statute. But, even if you comply with these requirements to “participate,” you still cannot vote if you have a conflict.

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# The 2020 Florida Statutes

## **125.0104 Tourist development tax; procedure for levying; authorized uses; referendum; enforcement.—**

(1) **SHORT TITLE.**—This section shall be known and may be cited as the “Local Option Tourist Development Act.”

(2) **APPLICATION; DEFINITIONS.**—

(a) *Application.*—The provisions contained in chapter 212 apply to the administration of any tax levied pursuant to this section.

(b) *Definitions.*—For purposes of this section:

1. “Promotion” means marketing or advertising designed to increase tourist-related business activities.
2. “Tourist” means a person who participates in trade or recreation activities outside the county of his or her permanent residence or who rents or leases transient accommodations as described in paragraph (3)(a).
3. “Retained spring training franchise” means a spring training franchise that had a location in this state on or before December 31, 1998, and that has continuously remained at that location for at least the 10 years preceding that date.

(3) **TAXABLE PRIVILEGES; EXEMPTIONS; LEVY; RATE.**—

(a)1. It is declared to be the intent of the Legislature that every person who rents, leases, or lets for consideration any living quarters or accommodations in any hotel, apartment hotel, motel, resort motel, apartment, apartment motel, roominghouse, mobile home park, recreational vehicle park, condominium, or timeshare resort for a term of 6 months or less is exercising a privilege which is subject to taxation under this section, unless such person rents, leases, or lets for consideration any living quarters or accommodations which are exempt according to the provisions of chapter 212.

2.a. Tax shall be due on the consideration paid for occupancy in the county pursuant to a regulated short-term product, as defined in s. [721.05](#), or occupancy in the county pursuant to a product that would be deemed a regulated short-term product if the agreement to purchase the short-term right were executed in this state. Such tax shall be collected on the last day of occupancy within the county unless such consideration is applied to the purchase of a timeshare estate. The occupancy of an accommodation of a timeshare resort pursuant to a timeshare plan, a multisite timeshare plan, or an exchange transaction in an exchange program, as defined in s. [721.05](#), by the owner of a timeshare interest or such owner’s guest, which guest is not paying monetary consideration to the owner or to a third party for the benefit of the owner, is not a privilege subject to taxation under this section. A membership or transaction fee paid by a timeshare owner that does not provide the timeshare owner with the right to occupy any specific timeshare unit but merely provides the timeshare owner with the opportunity to exchange a timeshare interest through an exchange program is a service charge and not subject to taxation under this section.

b. Consideration paid for the purchase of a timeshare license in a timeshare plan, as defined in s. [721.05](#), is rent subject to taxation under this section.

(b) Subject to the provisions of this section, any county in this state may levy and impose a tourist development tax on the exercise within its boundaries of the taxable privilege described in paragraph (a), except that there shall be no additional levy under this section in any cities or towns presently imposing a municipal resort tax as authorized under chapter 67-930, Laws of Florida, and this section shall not in any way affect the powers and existence of any tourist development authority created pursuant to chapter 67-930, Laws of Florida. No county authorized to levy a convention development tax pursuant to s. [212.0305](#), or to s. 8 of chapter 84-324, Laws of Florida, shall be allowed to levy more than the 2-percent tax authorized by this section. A county may elect to levy and impose the tourist development tax in a subcounty special district of the county. However, if a county so elects to levy and impose the tax on a subcounty special district basis, the district shall embrace all or a significant contiguous portion of the county, and the county shall assist the Department of Revenue in identifying the rental units subject to tax in the district.

(c) The tourist development tax shall be levied, imposed, and set by the governing board of the county at a rate of 1 percent or 2 percent of each dollar and major fraction of each dollar of the total consideration charged for such lease or rental. When receipt of consideration is by way of property other than money, the tax shall be levied and imposed on the fair market value of such nonmonetary consideration.

(d) In addition to any 1-percent or 2-percent tax imposed under paragraph (c), the governing board of the county may levy, impose, and set an additional 1 percent of each dollar above the tax rate set under paragraph (c) by the extraordinary vote of the governing board for the purposes set forth in subsection (5) or by referendum approval by the registered electors within the county or subcounty special district. No county shall levy, impose, and set the tax authorized under this paragraph unless the county has imposed the 1-percent or 2-percent tax authorized under paragraph (c) for a minimum of 3 years prior to the effective date of the levy and imposition of the tax authorized by this paragraph. Revenues raised by the additional tax authorized under this paragraph shall not be used for debt service on or refinancing of existing facilities as specified in subparagraph (5)(a)1. unless approved by a resolution adopted by an extraordinary majority of the total membership of the governing board of the county. If the 1-percent or 2-percent tax authorized in paragraph (c) is levied within a subcounty special taxing district, the additional tax authorized in this paragraph shall only be levied therein. The provisions of paragraphs (4)(a)-(d) shall not apply to the adoption of the additional tax authorized in this paragraph. The effective date of the levy and imposition of the tax authorized under this paragraph shall be the first day of the second month following approval of the ordinance by the governing board or the first day of any subsequent month as may be specified in the ordinance. A certified copy of such ordinance shall be furnished by the county to the Department of Revenue within 10 days after approval of such ordinance.

(e) The tourist development tax shall be in addition to any other tax imposed pursuant to chapter 212 and in addition to all other taxes and fees and the consideration for the rental or lease.

(f) The tourist development tax shall be charged by the person receiving the consideration for the lease or rental, and it shall be collected from the lessee, tenant, or customer at the time of payment of the consideration for such lease or rental.

(g) The person receiving the consideration for such rental or lease shall receive, account for, and remit the tax to the Department of Revenue at the time and in the manner provided for persons who collect and remit taxes under s. [212.03](#). The same duties and privileges imposed by chapter 212 upon dealers in tangible property, respecting the collection and remission of tax; the making of returns; the keeping of books, records, and accounts; and compliance with the rules of the Department of Revenue in the administration of that chapter shall apply to and be binding upon all persons who are subject to the provisions of this section. However, the Department of Revenue may authorize a quarterly return and payment when the tax remitted by the dealer for the preceding quarter did not exceed \$25.

(h) The Department of Revenue shall keep records showing the amount of taxes collected, which records shall also include records disclosing the amount of taxes collected for and from each county in which the tax authorized by this section is applicable. These records shall be open for inspection during the regular office hours of the Department of Revenue, subject to the provisions of s. [213.053](#).

(i) Collections received by the Department of Revenue from the tax, less costs of administration of this section, shall be paid and returned monthly to the county which imposed the tax, for use by the county in accordance with the provisions of this section. They shall be placed in the county tourist development trust fund of the respective county, which shall be established by each county as a condition precedent to receipt of such funds.

(j) The Department of Revenue is authorized to employ persons and incur other expenses for which funds are appropriated by the Legislature.

(k) The Department of Revenue shall promulgate such rules and shall prescribe and publish such forms as may be necessary to effectuate the purposes of this section.

(l) In addition to any other tax which is imposed pursuant to this section, a county may impose up to an additional 1-percent tax on the exercise of the privilege described in paragraph (a) by majority vote of the governing board of the county in order to:

1. Pay the debt service on bonds issued to finance the construction, reconstruction, or renovation of a professional sports franchise facility, or the acquisition, construction, reconstruction, or renovation of a retained spring training franchise facility, either publicly owned and operated, or publicly owned and operated by the owner of a professional sports franchise or other lessee with sufficient expertise or financial capability to operate such facility, and to pay the planning and design costs incurred prior to the issuance of such bonds.
2. Pay the debt service on bonds issued to finance the construction, reconstruction, or renovation of a convention center, and to pay the planning and design costs incurred prior to the issuance of such bonds.
3. Pay the operation and maintenance costs of a convention center for a period of up to 10 years. Only counties that have elected to levy the tax for the purposes authorized in subparagraph 2. may use the tax for the purposes enumerated in this subparagraph. Any county that elects to levy the tax for the purposes authorized in subparagraph 2. after July 1, 2000, may use the proceeds of the tax to pay the operation and maintenance costs of a convention center for the life of the bonds.

4. Promote and advertise tourism in the State of Florida and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event shall have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists.

The provision of paragraph (b) which prohibits any county authorized to levy a convention development tax pursuant to s. [212.0305](#) from levying more than the 2-percent tax authorized by this section, and the provisions of paragraphs (4)(a)-(d), shall not apply to the additional tax authorized in this paragraph. The effective date of the levy and imposition of the tax authorized under this paragraph shall be the first day of the second month following approval of the ordinance by the governing board or the first day of any subsequent month as may be specified in the ordinance. A certified copy of such ordinance shall be furnished by the county to the Department of Revenue within 10 days after approval of such ordinance.

(m)1. In addition to any other tax which is imposed pursuant to this section, a high tourism impact county may impose an additional 1-percent tax on the exercise of the privilege described in paragraph (a) by extraordinary vote of the governing board of the county. The tax revenues received pursuant to this paragraph shall be used for one or more of the authorized uses pursuant to subsection (5).

2. A county is considered to be a high tourism impact county after the Department of Revenue has certified to such county that the sales subject to the tax levied pursuant to this section exceeded \$600 million during the previous calendar year, or were at least 18 percent of the county's total taxable sales under chapter 212 where the sales subject to the tax levied pursuant to this section were a minimum of \$200 million, except that no county authorized to levy a convention development tax pursuant to s. [212.0305](#) shall be considered a high tourism impact county. Once a county qualifies as a high tourism impact county, it shall retain this designation for the period the tax is levied pursuant to this paragraph.

3. The provisions of paragraphs (4)(a)-(d) shall not apply to the adoption of the additional tax authorized in this paragraph. The effective date of the levy and imposition of the tax authorized under this paragraph shall be the first day of the second month following approval of the ordinance by the governing board or the first day of any subsequent month as may be specified in the ordinance. A certified copy of such ordinance shall be furnished by the county to the Department of Revenue within 10 days after approval of such ordinance.

(n) In addition to any other tax that is imposed under this section, a county that has imposed the tax under paragraph (l) may impose an additional tax that is no greater than 1 percent on the exercise of the privilege described in paragraph (a) by a majority plus one vote of the membership of the board of county commissioners in order to:

1. Pay the debt service on bonds issued to finance:

a. The construction, reconstruction, or renovation of a facility either publicly owned and operated, or publicly owned and operated by the owner of a professional sports franchise or other lessee with sufficient expertise or financial capability to operate such facility, and to pay the planning and design costs incurred prior to the issuance of such bonds for a new professional sports franchise as defined in s. [288.1162](#).

b. The acquisition, construction, reconstruction, or renovation of a facility either publicly owned and operated, or publicly owned and operated by the owner of a professional sports franchise or other

lessee with sufficient expertise or financial capability to operate such facility, and to pay the planning and design costs incurred prior to the issuance of such bonds for a retained spring training franchise.

2. Promote and advertise tourism in the State of Florida and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event shall have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists.

A county that imposes the tax authorized in this paragraph may not expend any ad valorem tax revenues for the acquisition, construction, reconstruction, or renovation of a facility for which tax revenues are used pursuant to subparagraph 1. The provision of paragraph (b) which prohibits any county authorized to levy a convention development tax pursuant to s. [212.0305](#) from levying more than the 2-percent tax authorized by this section shall not apply to the additional tax authorized by this paragraph in counties which levy convention development taxes pursuant to s. [212.0305](#)(4)(a). Subsection (4) does not apply to the adoption of the additional tax authorized in this paragraph. The effective date of the levy and imposition of the tax authorized under this paragraph is the first day of the second month following approval of the ordinance by the board of county commissioners or the first day of any subsequent month specified in the ordinance. A certified copy of such ordinance shall be furnished by the county to the Department of Revenue within 10 days after approval of the ordinance.

(4) ORDINANCE LEVY TAX; PROCEDURE.—

(a) The tourist development tax shall be levied and imposed pursuant to an ordinance containing the county tourist development plan prescribed under paragraph (c), enacted by the governing board of the county. The ordinance levying and imposing the tourist development tax shall not be effective unless the electors of the county or the electors in the subcounty special district in which the tax is to be levied approve the ordinance authorizing the levy and imposition of the tax, in accordance with subsection (6). The effective date of the levy and imposition of the tax shall be the first day of the second month following approval of the ordinance by referendum, as prescribed in subsection (6), or the first day of any subsequent month as may be specified in the ordinance. A certified copy of the ordinance shall be furnished by the county to the Department of Revenue within 10 days after approval of such ordinance. The governing authority of any county levying such tax shall notify the department, within 10 days after approval of the ordinance by referendum, of the time period during which the tax will be levied.

(b) At least 60 days prior to the enactment of the ordinance levying the tax, the governing board of the county shall adopt a resolution establishing and appointing the members of the county tourist development council, as prescribed in paragraph (e), and indicating the intention of the county to consider the enactment of an ordinance levying and imposing the tourist development tax.

(c) Prior to enactment of the ordinance levying and imposing the tax, the county tourist development council shall prepare and submit to the governing board of the county for its approval a plan for tourist development. The plan shall set forth the anticipated net tourist development tax revenue to be derived by the county for the 24 months following the levy of the tax; the tax district in which the tourist development tax is proposed; and a list, in the order of priority, of the proposed uses of the tax revenue by specific project or special use as the same are authorized under subsection (5). The plan shall include the approximate cost or expense allocation for each specific project or special use.

(d) The governing board of the county shall adopt the county plan for tourist development as part of the ordinance levying the tax. After enactment of the ordinance levying and imposing the tax, the plan of tourist development may not be substantially amended except by ordinance enacted by an affirmative vote of a majority plus one additional member of the governing board.

(e) The governing board of each county which levies and imposes a tourist development tax under this section shall appoint an advisory council to be known as the “ (name of county) Tourist Development Council.” The council shall be established by ordinance and composed of nine members who shall be appointed by the governing board. The chair of the governing board of the county or any other member of the governing board as designated by the chair shall serve on the council. Two members of the council shall be elected municipal officials, at least one of whom shall be from the most populous municipality in the county or subcounty special taxing district in which the tax is levied. Six members of the council shall be persons who are involved in the tourist industry and who have demonstrated an interest in tourist development, of which members, not less than three nor more than four shall be owners or operators of motels, hotels, recreational vehicle parks, or other tourist accommodations in the county and subject to the tax. All members of the council shall be electors of the county. The governing board of the county shall have the option of designating the chair of the council or allowing the council to elect a chair. The chair shall be appointed or elected annually and may be reelected or reappointed. The members of the council shall serve for staggered terms of 4 years. The terms of office of the original members shall be prescribed in the resolution required under paragraph (b). The council shall meet at least once each quarter and, from time to time, shall make recommendations to the county governing board for the effective operation of the special projects or for uses of the tourist development tax revenue and perform such other duties as may be prescribed by county ordinance or resolution. The council shall continuously review expenditures of revenues from the tourist development trust fund and shall receive, at least quarterly, expenditure reports from the county governing board or its designee. Expenditures which the council believes to be unauthorized shall be reported to the county governing board and the Department of Revenue. The governing board and the department shall review the findings of the council and take appropriate administrative or judicial action to ensure compliance with this section. The changes in the composition of the membership of the tourist development council mandated by chapter 86-4, Laws of Florida, and this act shall not cause the interruption of the current term of any person who is a member of a council on October 1, 1996.

(5) AUTHORIZED USES OF REVENUE.—

(a) All tax revenues received pursuant to this section by a county imposing the tourist development tax shall be used by that county for the following purposes only:

1. To acquire, construct, extend, enlarge, remodel, repair, improve, maintain, operate, or promote one or more:

a. Publicly owned and operated convention centers, sports stadiums, sports arenas, coliseums, or auditoriums within the boundaries of the county or subcounty special taxing district in which the tax is levied;

b. Auditoriums that are publicly owned but are operated by organizations that are exempt from federal taxation pursuant to 26 U.S.C. s. 501(c)(3) and open to the public, within the boundaries of the county or subcounty special taxing district in which the tax is levied; or

- c. Aquariums or museums that are publicly owned and operated or owned and operated by not-for-profit organizations and open to the public, within the boundaries of the county or subcounty special taxing district in which the tax is levied;
2. To promote zoological parks that are publicly owned and operated or owned and operated by not-for-profit organizations and open to the public;
3. To promote and advertise tourism in this state and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists;
4. To fund convention bureaus, tourist bureaus, tourist information centers, and news bureaus as county agencies or by contract with the chambers of commerce or similar associations in the county, which may include any indirect administrative costs for services performed by the county on behalf of the promotion agency;
5. To finance beach park facilities, or beach, channel, estuary, or lagoon improvement, maintenance, renourishment, restoration, and erosion control, including construction of beach groins and shoreline protection, enhancement, cleanup, or restoration of inland lakes and rivers to which there is public access as those uses relate to the physical preservation of the beach, shoreline, channel, estuary, lagoon, or inland lake or river. However, any funds identified by a county as the local matching source for beach renourishment, restoration, or erosion control projects included in the long-range budget plan of the state's Beach Management Plan, pursuant to s. [161.091](#), or funds contractually obligated by a county in the financial plan for a federally authorized shore protection project may not be used or loaned for any other purpose. In counties of fewer than 100,000 population, up to 10 percent of the revenues from the tourist development tax may be used for beach park facilities; or
6. To acquire, construct, extend, enlarge, remodel, repair, improve, maintain, operate, or finance public facilities within the boundaries of the county or subcounty special taxing district in which the tax is levied, if the public facilities are needed to increase tourist-related business activities in the county or subcounty special district and are recommended by the county tourist development council created pursuant to paragraph (4)(e). Tax revenues may be used for any related land acquisition, land improvement, design and engineering costs, and all other professional and related costs required to bring the public facilities into service. As used in this subparagraph, the term "public facilities" means major capital improvements that have a life expectancy of 5 or more years, including, but not limited to, transportation, sanitary sewer, solid waste, drainage, potable water, and pedestrian facilities. Tax revenues may be used for these purposes only if the following conditions are satisfied:
  - a. In the county fiscal year immediately preceding the fiscal year in which the tax revenues were initially used for such purposes, at least \$10 million in tourist development tax revenue was received;
  - b. The county governing board approves the use for the proposed public facilities by a vote of at least two-thirds of its membership;
  - c. No more than 70 percent of the cost of the proposed public facilities will be paid for with tourist development tax revenues, and sources of funding for the remaining cost are identified and confirmed by the county governing board;

d. At least 40 percent of all tourist development tax revenues collected in the county are spent to promote and advertise tourism as provided by this subsection; and

e. An independent professional analysis, performed at the expense of the county tourist development council, demonstrates the positive impact of the infrastructure project on tourist-related businesses in the county.

Subparagraphs 1. and 2. may be implemented through service contracts and leases with lessees that have sufficient expertise or financial capability to operate such facilities.

(b) Tax revenues received pursuant to this section by a county of less than 950,000 population imposing a tourist development tax may only be used by that county for the following purposes in addition to those purposes allowed pursuant to paragraph (a): to acquire, construct, extend, enlarge, remodel, repair, improve, maintain, operate, or promote one or more zoological parks, fishing piers or nature centers which are publicly owned and operated or owned and operated by not-for-profit organizations and open to the public. All population figures relating to this subsection shall be based on the most recent population estimates prepared pursuant to the provisions of s. [186.901](#). These population estimates shall be those in effect on July 1 of each year.

(c) A county located adjacent to the Gulf of Mexico or the Atlantic Ocean, except a county that receives revenue from taxes levied pursuant to s. [125.0108](#), which meets the following criteria may use up to 10 percent of the tax revenue received pursuant to this section to reimburse expenses incurred in providing public safety services, including emergency medical services as defined in s. [401.107\(3\)](#), and law enforcement services, which are needed to address impacts related to increased tourism and visitors to an area. However, if taxes collected pursuant to this section are used to reimburse emergency medical services or public safety services for tourism or special events, the governing board of a county or municipality may not use such taxes to supplant the normal operating expenses of an emergency medical services department, a fire department, a sheriff's office, or a police department. To receive reimbursement, the county must:

1. Generate a minimum of \$10 million in annual proceeds from any tax, or any combination of taxes, authorized to be levied pursuant to this section;
2. Have at least three municipalities; and
3. Have an estimated population of less than 225,000, according to the most recent population estimate prepared pursuant to s. [186.901](#), excluding the inmate population.

The board of county commissioners must by majority vote approve reimbursement made pursuant to this paragraph upon receipt of a recommendation from the tourist development council.

(d) The revenues to be derived from the tourist development tax may be pledged to secure and liquidate revenue bonds issued by the county for the purposes set forth in subparagraphs (a)1., 2., and 5. or for the purpose of refunding bonds previously issued for such purposes, or both; however, no more than 50 percent of the revenues from the tourist development tax may be pledged to secure and liquidate revenue bonds or revenue refunding bonds issued for the purposes set forth in subparagraph (a)5. Such revenue bonds and revenue refunding bonds may be authorized and issued in such principal amounts, with such interest rates and maturity dates, and subject to such other terms, conditions, and

covenants as the governing board of the county shall provide. The Legislature intends that this paragraph be full and complete authority for accomplishing such purposes, but such authority is supplemental and additional to, and not in derogation of, any powers now existing or later conferred under law.

(e) Any use of the local option tourist development tax revenues collected pursuant to this section for a purpose not expressly authorized by paragraph (3)(l) or paragraph (3)(n) or paragraphs (a)-(d) of this subsection is expressly prohibited.

(6) REFERENDUM.—

(a) No ordinance enacted by any county levying the tax authorized by paragraphs (3)(b) and (c) shall take effect until the ordinance levying and imposing the tax has been approved in a referendum election by a majority of the electors voting in such election in the county or by a majority of the electors voting in the subcounty special tax district affected by the tax.

(b) The governing board of the county levying the tax shall arrange to place a question on the ballot at the next regular or special election to be held within the county, substantially as follows:

FOR the Tourist Development Tax

AGAINST the Tourist Development Tax.

(c) If a majority of the electors voting on the question approve the levy, the ordinance shall be deemed to be in effect.

(d) In any case where a referendum levying and imposing the tax has been approved pursuant to this section and 15 percent of the electors in the county or 15 percent of the electors in the subcounty special district in which the tax is levied file a petition with the board of county commissioners for a referendum to repeal the tax, the board of county commissioners shall cause an election to be held for the repeal of the tax which election shall be subject only to the outstanding bonds for which the tax has been pledged. However, the repeal of the tax shall not be effective with respect to any portion of taxes initially levied in November 1989, which has been pledged or is being used to support bonds under paragraph (3)(d) or paragraph (3)(l) until the retirement of those bonds.

(7) AUTOMATIC EXPIRATION ON RETIREMENT OF BONDS.—Notwithstanding any other provision of this section, if the plan for tourist development approved by the governing board of the county, as amended pursuant to paragraph (4)(d), includes the acquisition, construction, extension, enlargement, remodeling, repair, or improvement of a publicly owned and operated convention center, sports stadium, sports arena, coliseum, or auditorium, or museum or aquarium that is publicly owned and operated or owned and operated by a not-for-profit organization, the county ordinance levying and imposing the tax automatically expires upon the later of:

(a) The retirement of all bonds issued by the county for financing the acquisition, construction, extension, enlargement, remodeling, repair, or improvement of a publicly owned and operated convention center, sports stadium, sports arena, coliseum, or auditorium, or museum or aquarium that is publicly owned and operated or owned and operated by a not-for-profit organization; or

(b) The expiration of any agreement by the county for the operation or maintenance, or both, of a publicly owned and operated convention center, sports stadium, sports arena, coliseum, auditorium, aquarium, or museum. However, this does not preclude that county from amending the ordinance extending the tax to the extent that the board of the county determines to be necessary to provide funds to operate, maintain, repair, or renew and replace a publicly owned and operated convention center, sports stadium, sports arena, coliseum, auditorium, aquarium, or museum or from enacting an ordinance that takes effect without referendum approval, unless the original referendum required ordinance expiration, pursuant to the provisions of this section reimposing a tourist development tax, upon or following the expiration of the previous ordinance.

(8) PROHIBITED ACTS; ENFORCEMENT; PENALTIES.—

(a) Any person who is taxable hereunder who fails or refuses to charge and collect from the person paying any rental or lease the taxes herein provided, either by himself or herself or through agents or employees, is, in addition to being personally liable for the payment of the tax, guilty of a misdemeanor of the first degree, punishable as provided in s. [775.082](#) or s. [775.083](#).

(b) No person shall advertise or hold out to the public in any manner, directly or indirectly, that he or she will absorb all or any part of the tax, that he or she will relieve the person paying the rental of the payment of all or any part of the tax, or that the tax will not be added to the rental or lease consideration or, when added, that it or any part thereof will be refunded or refused, either directly or indirectly, by any method whatsoever. Any person who willfully violates any provision of this subsection is guilty of a misdemeanor of the first degree, punishable as provided in s. [775.082](#) or s. [775.083](#).

(c) The tax authorized to be levied by this section shall constitute a lien on the property of the lessee, customer, or tenant in the same manner as, and shall be collectible as are, liens authorized and imposed in ss. [713.67](#), [713.68](#), and [713.69](#).

(9) COUNTY TOURISM PROMOTION AGENCIES.—In addition to any other powers and duties provided for agencies created for the purpose of tourism promotion by a county levying the tourist development tax, such agencies are authorized and empowered to:

(a) Provide, arrange, and make expenditures for transportation, lodging, meals, and other reasonable and necessary items and services for such persons, as determined by the head of the agency, in connection with the performance of promotional and other duties of the agency. However, entertainment expenses shall be authorized only when meeting with travel writers, tour brokers, or other persons connected with the tourist industry. All travel and entertainment-related expenditures in excess of \$10 made pursuant to this subsection shall be substantiated by paid bills therefor. Complete and detailed justification for all travel and entertainment-related expenditures made pursuant to this subsection shall be shown on the travel expense voucher or attached thereto. Transportation and other incidental expenses, other than those provided in s. [112.061](#), shall only be authorized for officers and employees of the agency, other authorized persons, travel writers, tour brokers, or other persons connected with the tourist industry when traveling pursuant to paragraph (c). All other transportation and incidental expenses pursuant to this subsection shall be as provided in s. [112.061](#). Operational or promotional advancements, as defined in s. [288.35](#)(4), obtained pursuant to this subsection, shall not be commingled with any other funds.

(b) Pay by advancement or reimbursement, or a combination thereof, the costs of per diem and incidental expenses of officers and employees of the agency and other authorized persons, for foreign travel at the current rates as specified in the federal publication "Standardized Regulations (Government Civilians, Foreign Areas)." The provisions of this paragraph shall apply for any officer or employee of the agency traveling in foreign countries for the purposes of promoting tourism and travel to the county, if such travel expenses are approved and certified by the agency head from whose funds the traveler is paid. As used in this paragraph, the term "authorized person" shall have the same meaning as provided in s. [112.061](#)(2)(e). With the exception of provisions concerning rates of payment for per diem, the provisions of s. [112.061](#) are applicable to the travel described in this paragraph. As used in this paragraph, "foreign travel" means all travel outside the United States. Persons traveling in foreign countries pursuant to this subsection shall not be entitled to reimbursements or advancements pursuant to s. [112.061](#)(6)(a)2.

(c) Pay by advancement or reimbursement, or by a combination thereof, the actual reasonable and necessary costs of travel, meals, lodging, and incidental expenses of officers and employees of the agency and other authorized persons when meeting with travel writers, tour brokers, or other persons connected with the tourist industry, and while attending or traveling in connection with travel or trade shows. With the exception of provisions concerning rates of payment, the provisions of s. [112.061](#) are applicable to the travel described in this paragraph.

(d) Undertake marketing research and advertising research studies and provide reservations services and convention and meetings booking services consistent with the authorized uses of revenue as set forth in subsection (5).

1. Information given to a county tourism promotion agency which, if released, would reveal the identity of persons or entities who provide data or other information as a response to a sales promotion effort, an advertisement, or a research project or whose names, addresses, meeting or convention plan information or accommodations or other visitation needs become booking or reservation list data, is exempt from s. [119.07](#)(1) and s. 24(a), Art. I of the State Constitution.

2. The following information, when held by a county tourism promotion agency, is exempt from s. [119.07](#)(1) and s. 24(a), Art. I of the State Constitution:

a. Booking business records, as defined in s. [255.047](#).

b. Trade secrets and commercial or financial information gathered from a person and privileged or confidential, as defined and interpreted under 5 U.S.C. s. 552(b)(4), or any amendments thereto.

3. A trade secret, as defined in s. [812.081](#), held by a county tourism promotion agency is exempt from s. [119.07](#)(1) and s. 24(a), Art. I of the State Constitution. This subparagraph is subject to the Open Government Sunset Review Act in accordance with s. [119.15](#) and shall stand repealed on October 2, 2021, unless reviewed and saved from repeal through reenactment by the Legislature.

(e) Represent themselves to the public as convention and visitors bureaus, visitors bureaus, tourist development councils, vacation bureaus, or county tourism promotion agencies operating under any other name or names specifically designated by ordinance.

(10) LOCAL ADMINISTRATION OF TAX.—

(a) A county levying a tax under this section or s. [125.0108](#) may be exempted from the requirements of the respective section that:

1. The tax collected be remitted to the Department of Revenue before being returned to the county; and

2. The tax be administered according to chapter 212,

if the county adopts an ordinance providing for the local collection and administration of the tax.

(b) The ordinance shall include provision for, but need not be limited to:

1. Initial collection of the tax to be made in the same manner as the tax imposed under chapter 212.

2. Designation of the local official to whom the tax shall be remitted, and that official's powers and duties with respect thereto. Tax revenues may be used only in accordance with the provisions of this section.

3. Requirements respecting the keeping of appropriate books, records, and accounts by those responsible for collecting and administering the tax.

4. Provision for payment of a dealer's credit as required under chapter 212.

5. A portion of the tax collected may be retained by the county for costs of administration, but such portion shall not exceed 3 percent of collections.

(c) A county adopting an ordinance providing for the collection and administration of the tax on a local basis shall also adopt an ordinance electing either to assume all responsibility for auditing the records and accounts of dealers, and assessing, collecting, and enforcing payments of delinquent taxes, or to delegate such authority to the Department of Revenue. If the county elects to assume such responsibility, it shall be bound by all rules promulgated by the Department of Revenue pursuant to paragraph (3)(k), as well as those rules pertaining to the sales and use tax on transient rentals imposed by s. [212.03](#). The county may use any power granted in this section to the department to determine the amount of tax, penalties, and interest to be paid by each dealer and to enforce payment of such tax, penalties, and interest. The county may use a certified public accountant licensed in this state in the administration of its statutory duties and responsibilities. Such certified public accountants are bound by the same confidentiality requirements and subject to the same penalties as the county under s. [213.053](#). If the county delegates such authority to the department, the department shall distribute any collections so received, less costs of administration, to the county. The amount deducted for costs of administration by the department shall be used only for those costs which are solely and directly attributable to auditing, assessing, collecting, processing, and enforcing payments of delinquent taxes authorized in this section. If a county elects to delegate such authority to the department, the department shall audit only those businesses in the county that it audits pursuant to chapter 212.

(11) INTEREST PAID ON DISTRIBUTIONS.—

(a) Interest shall be paid on undistributed taxes collected and remitted to the Department of Revenue under this section. Such interest shall be included along with the tax proceeds distributed to the counties and shall be paid from moneys transferred from the General Revenue Fund. The department shall calculate the interest for net tax distributions using the average daily rate that was earned by the

State Treasury for the preceding calendar quarter and paid to the General Revenue Fund. This rate shall be certified by the Chief Financial Officer to the department by the 20th day following the close of each quarter.

(b) The interest applicable to taxes collected under this section shall be calculated by multiplying the tax amounts to be distributed times the daily rate times the number of days after the third working day following the date the tax is due and payable pursuant to s. [212.11](#) until the date the department issues a voucher to request the Chief Financial Officer to issue the payment warrant. The warrant shall be issued within 7 days after the request.

(c) If an overdistribution of taxes is made by the department, interest shall be paid on the overpaid amount beginning on the date the warrant including the overpayment was issued until the third working day following the due date of the payment period from which the overpayment is being deducted. The interest on an overpayment shall be calculated using the average daily rate from the applicable calendar quarter and shall be deducted from moneys distributed to the county under this section.

**History.**—ss. 1, 2, 3, 4, 5, 6, 7, 8, ch. 77-209; s. 3, ch. 79-359; s. 72, ch. 79-400; s. 4, ch. 80-209; s. 2, ch. 80-222; s. 5, ch. 83-297; s. 1, ch. 83-321; s. 40, ch. 85-55; s. 1, ch. 86-4; s. 76, ch. 86-163; s. 61, ch. 87-6; s. 1, ch. 87-99; s. 35, ch. 87-101; s. 1, ch. 87-175; s. 5, ch. 87-280; s. 4, ch. 88-226; s. 6, ch. 88-243; s. 2, ch. 89-217; ss. 31, 66, ch. 89-356; s. 2, ch. 89-362; s. 1, ch. 90-107; s. 1, ch. 90-349; s. 81, ch. 91-45; s. 230, ch. 91-224; s. 3, ch. 92-175; s. 1, ch. 92-204; s. 32, ch. 92-320; s. 4, ch. 93-233; s. 1, ch. 94-275; s. 3, ch. 94-314; s. 37, ch. 94-338; s. 3, ch. 94-353; s. 1, ch. 95-133; s. 1434, ch. 95-147; s. 3, ch. 95-304; s. 1, ch. 95-360; s. 1, ch. 95-416; ss. 44, 46, ch. 96-397; s. 43, ch. 96-406; s. 15, ch. 97-99; s. 1, ch. 98-106; s. 58, ch. 99-2; s. 1, ch. 99-287; ss. 6, 11, 14, ch. 2000-312; s. 11, ch. 2000-351; s. 14, ch. 2001-252; s. 10, ch. 2002-265; s. 1, ch. 2003-34; s. 1, ch. 2003-37; s. 2, ch. 2003-78; s. 145, ch. 2003-261; s. 1, ch. 2005-96; s. 1, ch. 2009-133; s. 1, ch. 2012-180; s. 1, ch. 2013-168; s. 2, ch. 2016-6; s. 1, ch. 2016-220; s. 1, ch. 2017-36; s. 5, ch. 2018-118; s. 1, ch. 2020-10.

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**Immediate release**  
Jan. 1, 2021

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## Marion County: Sunshine notice

In accordance with Florida's Sunshine laws and as a public service, Marion County Public Relations sends Sunshine Notices to alert citizens of public meetings. This special set of Sunshine Notices contains a listing of prescheduled 2018 meetings for the Marion County Board of County Commissioners and associated advisory boards and groups.

Per state statute 286.0105, "...if a person decides to appeal any decision made by the board...with respect to any matter considered at such meeting or hearing, he or she will need a record of the proceedings, and that, for such purpose, he or she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based."

Any meetings not included in this list will be noticed when scheduling notices are received. Questions related to Sunshine Notices issued on behalf of the Marion County Board of County Commissioners should be directed to Marion County Public Relations at 352-438-2300. Questions regarding specific meetings, advisory boards or other entities listed in this notice should be directed to the individual or department as provided with the meeting notice.

## 2021 Board of County Commissioners and associated meetings

<b><u>Board of County Commissioners</u></b>					
All meetings take place in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. All meetings are held at <b>9 a.m. on the first and third Tuesday</b> of each month. For more information, contact the commission office at 352-438-2323.					
Jan. 5	Jan. 19	Feb. 2	Feb. 16	March 2	March 16
April 6	April 20	May 4	May 18	June 1	June 15
July 6	July 20	Aug. 3	Aug. 17	Sept. 7	Sept. 21
Oct. 5	Oct. 19	Nov. 2	Nov. 16	Dec. 7	Dec. 21
<b><u>Board of County Commissioners Zoning, final hearing</u></b>					
All meetings take place at <b>2 p.m. on the third Tuesday</b> of each month in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. For more information, contact Growth Services at 352-438-2600.					
Jan. 19	Feb. 16	March 16	April 20	May 18	June 15
July 20	Aug. 17	Sept. 21	Oct. 19	Nov. 16	Dec. 21
<b><u>Board of Adjustment Variances</u></b>					
The Board of Adjustment Variances hears potential variances to code regulations and challenges to zoning code interpretations. All meetings are held at <b>2 p.m. on the first Monday*</b> of each month in the Growth Services training room, 2710 E. Silver Springs Blvd., Ocala. For more information, contact Growth Services at 352-438-2600.					
Jan. 4	Feb. 1	March 1	April 5	May 3	June 7
July 12*	Aug. 2	Sept. 13*	Oct. 4	Nov. 1	Dec. 6
*meeting rescheduled due to holiday.					
<b><u>Code Enforcement Board</u></b>					
Marion County's Code Enforcement Board hears and resolves cases in which there is a dispute as to a Marion County code violation. All meetings will take place at <b>9 a.m. on the second Wednesday*</b> of each month in the Growth Services training room, 2710 E. Silver Springs Blvd., Ocala. For more information, contact Code Enforcement at 352-671-8901.					
Jan. 13	Feb. 10	March 10	April 14	May 12	June 9
July 14	Aug. 11	Sept. 8	Oct. 13	Nov. 10	Dec. 8
<b><u>Community Redevelopment Agency Board</u></b>					
The Community Redevelopment Agency Board meets at <b>3 p.m. on the third Tuesday</b> of the following months in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. For more information, contact Growth Services at 352-438-2600.					

The DRC ensures compliance with the county's Land Development Code and votes on items such as waiver requests, drainage/site plans, subdivision master plans, preliminary plats, improvement plans and final plats. These meetings will be held at **9 a.m. on Mondays\*** in the Office of the County Engineer, building 1 conference room, 412 SE 25th Ave., Ocala. For more information, contact the Office of the County Engineer, Development Review, at 352-671-8686.

Jan. 4	Jan. 11	Jan. 25	Feb. 1	Feb. 8	Feb. 15
Feb. 22	March 1	March 8	March 15	March 22	March 29
April 5	April 12	April 19	April 26	May 3	May 10
May 17	May 24	June 7	June 14	June 21	June 28
July 12	July 19	July 26	Aug. 2	Aug. 9	Aug. 16
Aug. 23	Aug. 30	Sept. 13	Sept. 20	Sept. 27	Oct. 4
Oct. 11	Oct. 18	Oct. 25	Nov. 1	Nov. 8	Nov. 15
Nov. 22	Dec. 6	Dec. 13	Dec. 20	Dec. 27	

\*no meetings on Jan. 18, May 31, July 5, Sept. 6, Nov. 29

#### Development Review Committee (DRC), staff

The DRC staff meeting presents an opportunity for applicants to discuss proposed or current projects with county review staff in lieu of, and/or prior to, meeting formally with the Development Review Committee. One or more members of the Development Review Committee may be present. These meetings will be held at **8:30 a.m. on Thursdays\*** in the Office of the County Engineer, building 1 conference room, 412 SE 25th Ave., Ocala. For more information, contact the Office of the County Engineer, Development Review, at 352-671-8686.

Jan. 7	Jan. 14	Jan. 21	Jan. 28	Feb. 4	Feb. 11
Feb. 18	Feb. 25	March 4	March 11	March 18	March 25
April 1	April 8	April 15	April 22	April 29	May 6
May 13	May 20	May 27	June 3	June 10	June 17
June 24	July 1	July 8	July 15	July 22	July 29
Aug. 5	Aug. 12	Aug. 19	Aug. 26	Sept. 2	Sept. 9
Sept. 16	Sept. 23	Sept. 30	Oct. 7	Oct. 14	Oct. 21
Oct. 28	Nov. 4	Nov. 18	Dec. 2	Dec. 9	Dec. 16
Dec. 23	Dec. 30				

\*no meeting on Nov. 11, Nov. 25

#### Historical Commission

Meetings are held at **6 p.m. on the second Monday** of each month at the McPherson Governmental Campus' administration building, 601 SE 25th Ave., Ocala. For more information, contact Rolando Sosa at 352-620-0944.

Jan. 11	Feb. 8	March 8	April 12	May 10	June 14
July 12	Aug. 9	Sept. 13			

#### Marion County Hospital District

The Marion County Hospital District meets at **5 p.m. on the following Mondays** at the district office, 2547 E. Silver Springs Blvd., Ocala. For more information, contact the MCHD at 352-622-3662.

Jan. 25	Feb. 22	March 29	April 26	May 24*	June 28
July 26	Aug. 30	Sept. 27	Oct. 25	Nov. 15	Dec. 20

\*rescheduled due to holiday

#### Marion County Hospital District committees

The Marion County Hospital District's Audit, Finance, Investment, Operations, and Strategic Initiatives committees meet at **noon on the following Tuesdays\*** at the district office, 2547 E. Silver Springs Blvd., Ocala. For more information, contact the MCHD at 352-622-3662.

Jan. 19	Feb. 16	March 23	April 20	May 18	June 22
July 20	Aug. 24	Sept. 21	Oct. 19	Dec. 14	

\*no meeting in November

#### License Review Board

The Marion County License Review Board investigates and hears complaints regarding competency of licensed contractors. The board meets at **6 p.m. on the second Tuesday** of each month in the Growth Services training room, 2710 E. Silver Springs Blvd., Ocala. For more information, contact Contractor Licensing at 352-438-2428.

Jan. 12	Feb. 9	March 9	April 13	May 11	June 8
July 13	Aug. 10	Sept. 14	Oct. 12	Nov. 9	Dec. 14

#### Ocala/Marion County Transportation Planning Organization Board

The Ocala/Marion County Transportation Planning Organization Board will meet at **4 p.m. on the following days** in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. As members of the Transportation Planning Organization, two or more Marion County commissioners will attend these meetings. For more information, contact the TPO at 352-438-2630.

Jan. 26	Feb. 23	April 27	May 25	June 22	Aug. 24
Oct. 26					

#### Ocala/Marion County Transportation Planning Organization's Citizen's Advisory Committee

Feb. 9	March 9	April 13	June 8	Aug. 10	Oct. 12
<b>Ocala/Marion County Transportation Planning Organization's Technical Advisory Committee</b>					
The Ocala/Marion County Transportation Planning Organization's Technical Advisory Committee will meet at <b>10:30 a.m. on the following days</b> in the Headquarters-Ocala Public Library, 2720 E. Silver Springs Blvd., Ocala. For more information, contact the TPO at 352-438-2630.					
Feb. 9	March 9	April 13	June 8	Aug. 10	Oct. 12
<b>Ocala/Marion County Transportation Planning Organization's Transportation Disadvantaged Local Coordinating Board</b>					
The Ocala/Marion County Transportation Planning Organization's Transportation Disadvantaged Local Coordinating Board will meet at <b>2 p.m. on the following days</b> at Growth Services training room, 2710 E. Silver Springs Blvd., Ocala. For more information, contact the TPO at 352-438-2630.					
March 18	June 17	Sept. 16	Dec. 16		
<b>Parks and Recreation Advisory Council</b>					
The Marion County Parks and Recreation Advisory Council aids the Parks and Recreation department on policy decisions and meets at <b>3 p.m. on the third Wednesday</b> of each month at the Parks and Recreation conference room, 111 SE 25th Ave., Ocala. For more information, contact Parks and Recreation at 352-671-8560.					
Jan. 20	Feb. 17	March 17	April 21	May 19	June 16
July 21	Aug. 18	Sept. 15	Oct. 20	Nov. 17	Dec. 15
<b>Planning &amp; Zoning Commission, first hearing</b>					
The Planning & Zoning Commission conducts hearings for zoning changes and special use permits. All meetings are held at <b>5:30 p.m. on the last Monday</b> of each month* in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. For more information, contact Growth Services at 352-438-2600.					
Jan. 25	Feb. 22	March 29	April 26	May 24*	June 28
July 26	Aug. 30	Sept. 27	Oct. 25	Nov. 29	Dec. 27
*meeting rescheduled due to holiday					
<b>Reasonable accommodations and Development Review Committee waivers</b>					
Reasonable accommodations and Development Review Committee waiver meetings allow resident applications and appeals to be heard before the county commission and are held at <b>2 p.m. on the first Tuesday</b> of each month in the McPherson Governmental Campus auditorium, 601 SE 25th Ave., Ocala. For more information, contact Growth Services at 352-438-2600.					
Jan. 5	Feb. 2	March 2	April 6	May 4	June 1
July 6	Aug. 3	Sept. 7	Oct. 5	Nov. 2	Dec. 7
<b>Tourist Development Council</b>					
The Tourist Development Council makes recommendations to the county commissioners for the effective use of tourist development tax revenue to enhance, promote, advertise and develop tourism in Ocala/Marion County. The council meets at <b>10 a.m. on the following Thursdays</b> at the Visitors and Convention Bureau conference room, 109 W. Silver Springs Blvd., Ocala. For more information, call 352-438-2800.					
Jan. 28	Feb. 25	March 25	April 22	May 27	June 24
July 22	Aug. 26	Sept. 23	Oct. 28	Nov. 18	
<b>MSTU advisory boards</b>					
<b>Hills of Ocala-Recreation Advisory Council</b>					
The Hills of Ocala-Recreation Advisory Council meets at 6 p.m. on the first Monday of the quarter in the clubhouse, 10475 SW 136th Terrace, Dunnellon. For more information, call 352-438-2828.					
Feb. 1	May 3	Aug. 2	Nov. 1		
<b>Marion Oaks-General Services Advisory Board</b>					
The Marion Oaks MSTU for General Services Advisory Board meets at <b>10:30 a.m. on the second Tuesday</b> of the following months in the Annex Building, 280 Marion Oaks Lane, Ocala. For more information, call 352-307-1037.					
Jan. 12	Feb. 9*	May 11	Sept. 14	Oct. 12	
*budget workshop					
<b>Marion Oaks-Recreation Services and Facilities Advisory Board</b>					
The Marion Oaks MSTU for Recreation Services and Facilities Advisory Board helps determine the budget and projects for the Marion Oaks Community Center. The board meets at <b>9:30 a.m. on the second Tuesday</b> of the quarter* in the Annex Building, 280 Marion Oaks Lane, Ocala. For more information, call 352-438-2828.					
Jan. 12	Feb. 9*	April 13	July 20	Oct. 12	
*budget workshop					
<b>Pine Run Estates Advisory Council</b>					
The Pine Run Estates Public Advisory Board meets at <b>10 a.m. on the third Thursday</b> of each month* in the Clubhouse, 10379 SW 88th Terrace, Ocala. For more information, call 352-438-2650.					
Jan. 16	Feb. 20	March 19	April 16	May 21	June 18
July 16	Aug. 20	Sept. 17	Oct. 15	Nov. 19	
*no meeting in December					
<b>Rainbow Lakes Estates Public Advisory Board</b>					
The Rainbow Lakes Estates Public Advisory Board meets at <b>6:30 p.m. on the third Thursday</b> of each month in the clubhouse, 4020 SW Deepwater Court, Dunnellon. For more information, call 352-489-4280.					
Jan. 21	Feb. 18	March 10*	April 15	May 20	June 17**

**county commission-led budget hearing will be held at 10 a.m.					
***date changed due to holiday					
<b>Silver Springs Shores Tax Advisory Council</b>					
The Silver Springs Shores Tax Advisory Council meets at <b>6 p.m. on the second Tuesday</b> of every other month in the Silver Springs Shores Community Center, 590 Silver Road, Ocala. For more information, call 352-438-2810.					
Feb. 9*	April 13	June 8	Aug. 10	Oct. 12	Dec. 14
*budget workshop					
<b>Member and appointee participation</b>					
<b>Affordable Housing Advisory Committee</b>					
The Affordable Housing Advisory Committee meets on the following Wednesdays at 3:30 p.m. in Green Clover Hall, 315 SE 25th Ave., Ocala. For more information, contact Community Services at 352-671-8770.					
Jan. 13	April 14*	July 14	Oct. 13		
*held in the Community Services conference room, 2710 E. Silver Springs Blvd., Ocala.					
<b>East Central Florida Regional Planning Council</b>					
The East Central Florida Regional Planning Council will meet at <b>10:30 a.m. on the third Wednesday</b> of every other month at 455 N. Garland Ave., Orlando. For more information, call 407-245-0300.					
Jan. 20	March 17	May 19	July 21	Sept. 15	Nov. 17
<b>Ocala/Marion County Chamber &amp; Economic Partnership</b>					
The Ocala/Marion County Chamber & Economic Partnership will hold its ExCEptional Breakfast events at <b>7:30 a.m. on the third Wednesday</b> of every month at the Church of Hope, 3233 SE Maricamp Road, Ocala. For more information, contact the CEP at 352-629-8051.					
Jan. 20	Feb. 17	March 17	April 21	May 19	June 16
July 21	Aug. 18	Sept. 15	Oct. 20	Nov. 17	Dec. 15
<b>St. Johns River Water Management District Governing Board</b>					
The St. Johns River Water Management District meetings are held at <b>9 a.m. on the second Tuesday</b> of each month, unless otherwise noted, at the district headquarters, 4049 Reid St., Palatka. For more information, contact Andrea Dzioba at 386-329-4500 or visit <a href="http://sjrwmd.com">sjrwmd.com</a> .					
Jan. 12	Feb. 9	March 9	April 13	May 11	June 8
July 13	Aug. 10	Sept. 14**	Sept. 28**	Oct. 12	Nov. 9
Dec. 14					
**budget hearings held at 5:05 p.m.					
<b>Soil and Water Conservation District Board</b>					
The Marion County Soil and Water Conservation District Board will meet at <b>9:30 a.m. on the second Tuesday</b> of each month at Growth Services, 2710 E. Silver Springs Blvd., Ocala. For more information, contact the district office at 352-438-2475.					
Jan. 12	Feb. 9	March 9	April 13	May 11	June 8
July 13	Aug. 10	Sept. 14	Oct. 12	Nov. 9	Dec. 14
<b>Withlacoochee Regional Water Supply Authority</b>					
All scheduled meetings begin at <b>3:30 p.m. on the below dates</b> in the Lecanto Government Building, 3600 W. Sovereign Path, Lecanto. For more information, contact LuAnne Stout at 352-527-5795 or <a href="mailto:lstout@wrwsa.org">lstout@wrwsa.org</a> .					
Jan. 20	March 18	May 19	July 21	Sept. 15	

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**Marion County**  
Board of County Commissioners  
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Marion County Public Relations

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**Immediate release**  
July 14, 2021


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## Marion County: Sunshine Notice

In accordance with Florida's Sunshine Laws, Marion County Public Relations will send "Sunshine Notices" to alert citizens of public meetings. Per state statute 286.0105, "...if a person decides to appeal any decision made by the board...with respect to any matter considered at such meeting or hearing, he or she will need a record of the proceedings, and that, for such purpose, he or she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based."

**Two or more commissioners may attend the following:**

DATE TIME	MEETING PURPOSE	LOCATION	CONTACT
July 15 8:30 a.m.	Development Review staff meeting	<p><b>in person</b></p> <p>Office of the County Engineer, building 1, 412 SE 25th Ave., Ocala</p> <p><b>online</b></p> <p><a href="https://marioncountyfl.webex.com/marioncountyfl/j.php?MTID=m7d499d6b10f5a401d275fcffb4bf23ed">https://marioncountyfl.webex.com/marioncountyfl/j.php</a> ? <a href="https://marioncountyfl.webex.com/marioncountyfl/j.php?MTID=m7d499d6b10f5a401d275fcffb4bf23ed">MTID=m7d499d6b10f5a401d275fcffb4bf23ed</a> password: Marion</p> <p><b>via phone</b></p> <p>call: 415-655-0001 access code: 172 319 4590</p> <p><b>send evidence/comments to:</b></p> <p><a href="mailto:sindy.sato@marionfl.org">sindy.sato@marionfl.org</a> OR</p>	Sindy Sato 352-671-8686

Subscribe	Past Issues		412 SE 25th Ave. Ocala, FL 34471	Translate ▼	RSS 
	July 22 10 a.m.	Tourist Development Council meeting	<p><b>in person</b></p> <p>Visitor &amp; Convention Bureau, 109 W. Silver Springs Blvd., Ocala</p> <p><b>online</b></p> <p><a href="https://marioncountyfl.webex.com/join/mtid=e9ba651661a50a5b7b76901e726cc1769">https://marioncountyfl.webex.com/join/mtid=e9ba651661a50a5b7b76901e726cc1769</a> password: meeting</p> <p><b>via phone</b></p> <p>call: 415-655-0001 access code: 172 574 9576</p> <p><b>send comments/evidence to:</b></p> <p><a href="mailto:sales@marionfl.org">sales@marionfl.org</a> OR 109 W. Silver Springs Blvd., Ocala, FL 34475</p>	Stacy Swartout	
	July 27 9:30 a.m.	Marion Oaks Recreation Advisory Board meeting  <b>UPDATED DATE</b>	<p><b>in person</b></p> <p>Marion Oaks Community Center, building B, 294 Marion Oaks Lane, Ocala</p> <p><b>send evidence/comments to:</b></p> <p><a href="mailto:david.pierce@marionfl.org">david.pierce@marionfl.org</a> OR 294 Marion Oaks Lane, Ocala, FL 34473 Ocala, FL 34471</p>	David Pierce 352-438-2825	
	July 28 5:30 p.m.	Land Development Regulation Commission meeting	<b>CANCELED</b>	Teresa Brown 352-438-2611	
	Aug. 10 9:30 a.m.	Marion County Soil and Water Conservation District board meeting	<b>RESCHEDULED</b> to Aug. 24	Ann Bishop 352-438-2475	
	Aug. 24 9:30 a.m.	Marion County Soil and Water Conservation	<b>RESCHEDULED</b> from Aug. 10	Ann Bishop 352-438-2475	

Subscribe	Past Issues	District board meeting	in person	Translate ▼	RSS 
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			<p>Growth Services, 2710 E. Silver Springs Blvd., Ocala</p> <p><b>send comments/evidence to:</b></p> <p><a href="mailto:ann.bishop@mariofl.org">ann.bishop@mariofl.org</a></p> <p>OR</p> <p>2710 E. Silver Springs Blvd., Ocala</p>		
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# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3522

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**Approval of May TDC Minutes**

**DESCRIPTION/BACKGROUND:**

See Attached

**Tourist Development Council Regular Meeting**  
Ocala/Marion County Visitor & Convention Bureau  
109 W Silver Springs Blvd.  
Ocala, FL 34475  
Thursday, May 27, 2021  
10:00 a.m.

Due to COVID-19 the regularly scheduled meeting for the Tourist Development Council was held both in person and via WebEx.

The meeting was called to order at 10:00 a.m. by Rus Adams, Chairman.

**Roll Call**

Present:

Traci Walker, Rus Adams, Jeff Bailey, Bill White, Danny Gaekwad and Jeff Gold

Staff:

Stacy Swartout, Jessica Heller, Corry Locke, Loretta Shaffer and Sky Wheeler

Guests:

Dana Olesky, Chief Assistant County Attorney, Marion County; Danielle Ackerman, Paradise Advertising; Emily Broaddus, Paradise Advertising; Greg Reinhart, Paradise Advertising; Rachael Anglin, Downs & St. Germain; Rudy Webb, Paradise Advertising; Sara Shepherd, Quest Corporation; Isiah Lewis, Downs & St. Germain; Jay Harvery, Comfort Suites; Kristy Burns, Hampton Ocala; Craig Littauer, Silver Springs State Park

**Notice of Publication**

Notice was published on the County Website on January 2, 2021 and subsequently updated to include WebEx information on May 20, 2021.

Jay Musleh In at 10:01 a.m.

**Approval of Minutes**

**A motion was made by Jeff Bailey, seconded by Traci Walker, to adopt the minutes from the April 22, 2021 Tourist Development Council Meeting. The motion was unanimously approved by the board (7-0).**

#### *Acknowledgement of Financials – April*

**A motion was made by Jeff Gold, seconded by Danny Gaekwad, to accept the Revenue Status Report and Expenditure Status Report for April 2021. The motion was unanimously approved by the board (7-0).**

Mr. Danny Gaekwad noted, that the Visit Florida Board was awarded \$75 million in funding for the State of Florida.

Ms. Loretta Shaffer stated, that Visit Florida had announced co-op opportunities, the split for the tourism industry is over \$10 million, and with the opportunities it would be an 80/20 split. 80% would be picked up by the state, leaving the DMO's the 20% responsibility. The VCB did put in to receive a Gold Package for the in-state campaign which only had 8 open spots, the VCB does anticipate knowing on June 2<sup>nd</sup> if a package is awarded. With the budget approval last month the VCB had further conversation as it pertains to Paradise Advertising Agency who elected to discontinue the contract with Ocala/Marion County for both the Brand and Content and for the Media Buying. Paradise wanted to explore other development opportunities that were not possible due to the contract with Ocala/Marion County. The VCB has accepted their termination, which will be final on July 6, 2021. The VCB has been able to refine expenditures in the budget that the TDC had approved in May, to recognize cost saving measures and bring efficiency in-house. The first year alone the VCB expects to save over \$120K.

#### *Funding Request*

Mr. Corry Locke, Group Sales Supervisor stated that there were a few funding requests that would be coming forward for approval.

#### *Fenrir's Mayhem CrossFit Competition*

Mr. Locke stated, that this event would be taking place in downtown Ocala, November 5<sup>th</sup> and 6<sup>th</sup>, 2021. They are guaranteeing a minimum of 150 hotel rooms in return for \$2,500 which is what they are eligible for based on our current funding program. This will be the first time that this group has applied for funding. Mr. Jeff Bailey stated, that in the past this event takes up downtown and worried about room for the event. Mr. Locke stated, that the event will be held in the downtown proper, and part of the downtown will be closed to traffic for the event.

Mr. Danny Gaekwad confirmed with Council Dana Oleskey, that there would be no conflict of interest since his hotel Hilton Garden Inn was downtown. Ms. Oleskey confirmed that there was no conflict of interest as long as there were no current contracts with the organization.

**A motion was made by Jeff Bailey, seconded by Jay Musleh, for approval of the**

**Fenrir's Mayhem CrossFit Competition. The motion was unanimously approved by the board (7-0).**

*Jim Haley Christmas Classic*

The Jim Haley Christmas Classic is a basketball tournament that is going to take place at Trinity Catholic High School, December 20-23<sup>rd</sup>, 2021. This will be a first ever event for Marion County, the estimated economic impact is \$320,000. The event is requesting \$5,000, which based on the guidelines is what they are eligible for. This is a school related event so there is a possibility that the schools that are attending will have a Florida State tax exemption and be exempt from paying the bed tax.

Mr. Jeff Bailey clarified, that the event was taking place at Trinity Catholic. Mr. Locke stated, that at Trinity they have one gym there and over the series of days they will hold multiple games, which will be about 8 games per day. Mr. Gaekwad clarified, that the event is aware that they still have to show that they achieved the room nights in order to receive funding. Mr. Locke stated, that the event planner is well aware of the guidelines and that this funding program is reimbursement related, so in order to get funding they will have to show that they met the room requirements. In response to Mr. Gold, Mr. Locke clarified the tax exempt on the hotel rooms, and that only the students or school staff would be tax exempt and that all others that travel with the teams will be paying the bed tax. Mr. Adams stated, that the hotel still has all the revenue coming into the accommodation, along with all of the outside purchases.

**A motion was made by Jeff Gold, seconded by Traci Walker, for approval of the Jim Haley Christmas Classic. The motion was unanimously approved by the board (7-0).**

*B3R Sports Cross Country Invitational*

Mr. Locke stated, the next agenda item is the B3R Sports Cross Country Invitational which will take place at the World Equestrian Center on October 2, 2021. This event is anticipated to bring in \$331,000 in economic impact, the requested amount of funding for this event is \$2,000 with a guarantee of 60 room nights. This event is producing enough economic impact to balance out the low room night guarantee. They could have more rooms but this is the level that the event planner felt comfortable with applying for. This is a night time event, so that may be a reason more people will stay in Ocala/Marion. Mr. Gaekwad stated, that he would like to know how long the event would be taking place. Mr. Locke added, that the event is in waves from elementary school to college level so they are stacked according to age group, and the event will probably go for six hours from the first race to the last race.

Dusty Smith, B3R Cross Country event planner, stated that this event is scheduled to start at 7:30 p.m. The last race is scheduled to take off around 9:45 p.m. and people will be leaving the facility around 11:00 p.m. Mr. Gaekwad stated that the event will be

mostly locals. Mr. Smith stated, that the event is expecting 30-40 schools from out of town, the local schools will also be present but a bigger presence from out of town is expected.

**A motion was made by Jeff Gold, seconded by Jay Musleh, for approval of the B3R Sports Cross Country Invitational. The motion was unanimously approved by the board (7-0).**

*Florida Horse Park Invitational*

Mr. Locke stated, the next funding request is also a cross country event the Florida Horse Park Invitational that will be taking place at the Florida Horse Park on September 4, 2021. This event is brought in by the same company B3R Sports and is expected to bring in over \$549,000 worth of economic impact. The funding request is for \$2,500 with a minimum of 80 rooms, the anticipated attendance is over 3,000 people. This is one of the first events of the cross country season, this will be the 8<sup>th</sup> year of this event. The TDC did fund them in 2016 at \$200, since then this event has grown in to a much larger scale.

Mr. Gaekwad stated, that these events that started small and grow large are exactly what the TDC likes to see. Mr. Locke clarified, that this event is open to schools only, and the event is scheduled to start at 7:00 a.m.

**A motion was made by Jeff Gold, seconded by Jeff Bailey, for approval of the Florida Horse Park Invitational. The motion was unanimously approved by the board (7-0).**

*Florida Marching Band Championship*

Mr. Locke stated, that the final agenda item for funding requests is the Florida Marching Band Championship, this would be a first time event for Ocala/Marion County. The event will take place at the World Equestrian Center on November 19<sup>th</sup>-20<sup>th</sup>, 2021, the estimated economic impact is \$2.3 million, the event planner is requesting \$20,000 with a room night guarantee of 1500. This will have 85 bands from all over the state competing for the State Championship.

Ms. Cathy Kersten, president of the Florida Marching Bands Tournament, Inc. stated, that last year attendance for schools was 92 High Schools and at Daytona Memorial Stadium. The event was able to sit 10,000 people. With parents, teachers, etc. there were 15-18,000 people at the event. This will be the first year that the event will be taking place over 2 days with the Sunday night finals ending around 10:30 p.m. The World Equestrian Center allows for this event to bring in all of these athletes from the different classes and is able to host the event on site with two football fields, in the past this event would have to use 3 or 4 local schools in order to accommodate this event which made logistics for the schools very hard. If the band made finals, they would have

to load all of their stuff, and the kids and bring them to the central location and that could be up to 25 bands. With the World Equestrian Center those logistics become a non-issue, since its one location.

**A motion was made by Jeff Gold, seconded by Jeff Bailey, for approval of the Florida Marching Band Championship. The motion was unanimously approved by the board (7-0).**

*Economic Impact Study & Visitor Tracking Report*

Racheal Anglin, Down & St. Germain stated, that the report is from January 1 through March 31, 2021, the third quarter of the fiscal year. The study objectives have stayed the same, looking at how visitors plan their trips, travel party profile, what the party looks like (demographics), trip experience, how people got to the destination and where the visitor is staying. Over 500 visitors were interviewed from January to March all over the destination. Based on the 2019 numbers, the destination was still a bit down although March was a very strong month. Outdoor activities continued to grow and the visitors still very much prefer to be in the outdoor areas, more families were in the destination this quarter than in previous years. Horse related activities continue to grow in the destination. Visitors used social media to navigate around the destination to find events, places to visit etc.

Jeff Gold out 10:37 a.m.

Economic Impact shows that visitors were down just over 6%, January and February were a little slower with a strong rebound in March. Occupancy was down 1.9%, room rates were up over 5% which resulted in RevPar being up 3%. There was an increase in room nights with more units being added to the destination. The visitors themselves had a short planning window with about half planning their trip a month or less in advance. Top sources for planning the trip were friends and family, horse events and going on a family vacation. Promotional ads online and social media, and some billboards brought awareness to the destination. The majority of the visitors came from the southeast, with 17% coming in from the northeast, 19% coming in from the Midwest. Florida was the top market with 2:5 visitors coming in from parts of Florida, the average size of the travel party is 2.9 people with the average age of 47. The destination continues to be a drive market, those visitors that do fly tend to come in from the Orlando airport. The visitor top activities during their time in the destination were dinning, horse shows, visiting friends and family and area springs. Travel parties spent on average \$300 per day, nearly all visitors stated that the destination met or exceeded expectations. 98% of the visitors interviewed stated that they would do a repeat trip to the destination.

Jay Musleh out 10:58 a.m.

## *Public Relations and Social Media/Website Analytics Report*

Jessica Heller, Marketing & Communications Coordinator, stated that the reporting period is from January 1 through March 31, 2021. The Public Relations portion of the report will show that Ocala/Marion County continues to work with Visit Florida on press releases, editorials and different opportunities that would be a good fit for the destination.

Jay Musleh in 11:00 a.m.

Visit Florida pushed a lot of good opportunities through to Ocala/Marion so the destination was able to promote gateway signage, the destination winning the Flagler award. Through the Meltwater program the VCB can see the reach with horse related events trending the highest, and trending the highest in Florida. There was coverage from previous FAM trips in this quarter, one of the blogs that was published was from the VCB's partnership with Visit Florida. The journalist was from Brazil who focused on water adventure. This trip actually happened in October of 2019 and the VCB is still seeing information being published about it as the journalist paused the story during the pandemic. Getting Stamped is another journalist that visited in the last quarter, some of their posts trickled into this quarter. There was local coverage with the VCB winning the Flagler award, the announcement of the gateway signage this had a total media value of over \$55,000.

Ms. Heller continued, the social media for this time period views and engagements increased, while impressions were down 13%, engagements were up 41%. Visitors that see the posts are clicking it, liking it, doing something with it other than just scrolling past it. Engagement through impressions was 63%, for all the platforms had 3.7 million impressions, 162,000 engagements, and almost 16,000 post-link clicks. The Instagram engagements increased 12.5% with 24,700 engagements. Mr. Gaekwad stated, that the impressions were down 30%. Ms. Heller stated, that with impressions it could vary on where the ads are placed or that people have been going back to work with less time to engage on the platform. The springs are generally the highest engagements, the destination has to include other businesses in the destination, sharing everything that the area has to offer. Ms. Wheeler clarified that impressions are people looking at the content and engagements are interactions with those people.

Ms. Heller stated, that the top post was of Silver Glen being a user generated photo with a 1,030 likes. Facebook this quarter engagements increased 48% with 3.1 million engagements, organic impressions accounted for 36% of that amount. The top organic Facebook post has 11,000 engagements with almost 4,000 reactions with 1,000 comments. Twitter this quarter the impressions decreased 13%, there was still 50,000 impressions and engagements increased 42%. There were 624 organic impressions per tweet, the top tweet was another user generated photo of Scott Springs, which is a local

spring close to town. The top photos across the platforms was that pretty blue spring water. Bandwango has two savings passes available, one having accommodations, restaurants, places to visit. The other savings pass is specific to the outdoors that the VCB created for the visitors interested in open spaces. For the website analytics, the higher traffic to the Ocala/Marion website happened more on Thursday and Friday's and continued through Sunday morning. One of the top places that visitors visit on the website is the blogs, with a top performer being The Best Places to Spot Manatees. Many of these blogs are shared on social media in effort to drive traffic to the website, the majority of the visitors to the site are coming there through organic search, which is a visitor searching for specific items and the VCB serving them with the website. The VCB has more than 900 partner listings on the Ocala/Marion website, the VCB continues to add partners, add events, for this quarter there was a 98% increase compared to last year.

#### *TDT Collections/STR update*

Ms. Wheeler stated, for the reporting period of April, which covered March revenues, collections totaled \$402,060.20, which was up \$187,457.08 or up 87.35% year over year. Only 0.22% of the collections were from late taxes and penalties. This was the best month ever for the destination. The STR for April, occupancy was at 72% this year, which was up 123.1% year over year, ADR was at \$97.55, which was up 54.7% from last year, RevPAR was at \$70.20, which was up 245.1% from last year. For the running 12 months, occupancy was down 1.1%, ADR was down 2.1% and RevPAR was down 3.2%. The data from Visit Florida for the month of April, occupancy for the state was at 71.5% (up 234.4%), ADR was at \$166.58 (up 113%) and RevPAR was \$119.07 (up 612.3%).

Ms. Wheeler continued, for Key Data ADR was at \$238, which was an increase of \$150 from last year, RevPAR was at \$93, which was an increase of \$61 from last year, occupancy was at 39.3%, which was an increase of 7.38% from last year. For the running 12 months, occupancy was up 26.12% (53.6% : 42.5%), ADR was up 12.58% (\$170 : \$151) and RevPAR was up 42.19% (\$91 : \$64).

Mr. Adams stated, that the removal of the graphic from the agenda packet showing the comparison to last year's data, no longer needed to be included for the TDC to review.

Jeff Bailey out 11:32 a.m.

#### *Sales Update*

Mr. Corry Locke stated, for the sales report that the first event is the German Shepherd Dog club of America directors meeting in July 22-25<sup>th</sup>. Since this is just the board of directors meeting this will be a small event, but it's the preface to the 2022 big event. For the national specialty show it will be a 10 day event, in October of 2022 which will be held at WEC. The Florida Marching Band Championships, and the Jim Haley Christmas

Classic will both be coming to Ocala/Marion in the fall. Two events that are being talked about are the American Youth Football Southeast Regional Championships and the UANA Artistic Swimming Pan American Championships. Youth football was in Marion County in 2012 and 2013, Ocala/Marion lost the business to Sarasota/Bradenton; however, the planner is trying to come back to Ocala this year. The swimming group will be looking at the new aquatic (FAST) facility for their event next year.

The ongoing leads continue to be North Florida Fire Conference and the Dog Training Expo. There is some lost business that was slated to be in Ocala/Marion over summer with Fastpitch, which was lost due to lack of staffing in the City parks department. The Ocala Regional Sports Plex is owned by the City of Ocala. Their parks department had a lot of staff leave over the last several months going from 17 staff down to 2 staff members. They just don't have enough staff in order to run those tournaments, they are hopefully trying to be fully staffed by the middle of summer.

Mr. Jay Musleh, stated that he would follow-up with the City as well to find out about the staffing issue as 17 down 2 staff is a very big problem.

#### *Old Business*

Mr. Adams called for any old business and none was brought forth.

#### *New Business*

Mr. Adams called for new business and none was brought forth.

#### *Public Comment*

Mr. Adams stated, that in public comment there is a visitor that would like to speak. Craig Littauer, Silver Springs State Park, there is a glass bottom boat that is under construction, since becoming a State park in 2013, the Florida Parks Service has committed to access for all people to enjoy the springs. With the current glass bottom boats that were built in the 1960's there was no way to retrofit them to make them wheelchair accessible. In 2015 there were some metal ramps that were installed that would make it easier for guests to get on and off the boat easier. Over the last year, construction has been going on with the brand new glass bottom boat, named after the only female Seminole Chief Betty Mae Tiger Jumper. Over the coming weeks the boat will be coming to Silver Springs for its first trials. The boat will have totally different steering system than the old boats, so the captains will have to be trained on the new system. The previous boats have all been electrically powered for years, they use old lead and 15 batteries, and the new boat only uses 4 lithium batteries. The inside of the new boat will have chairs that fold up and down which will allow for wheelchair access. In 2019 there was around 400,000 visitors to the park, and for 2021 the revenue is down slightly, but the park is starting to see the return of high visitation and occupancy in the

cabins and camp ground. The main building at Silver Springs is still closed for remodeling, so the visitors don't stay inside the park as long as they used to.

Mr. Adams called for any additional public comment, none was called forth.

Meeting adjourned at 11:42 a.m.

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Rus Adams



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3509

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** Acknowledgement of Financials - May 2021

**DESCRIPTION/BACKGROUND:**

Expenditure Report

Revenue Report

## EXPENSE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8					
ACCOUNTS FOR:			ORIGINAL	TRANFRS/	REVISED			AVAILABLE	PCT
1074	TOURIST DEVELOPMENT FUND		APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED
<b>155 VISITORS AND CONVENTION BUREAU</b>									
CP155552	512101	REGULAR SALARIE	385,489	3,848	389,337	221,004.82	.00	168,332.18	56.8%
2021/08/000453	05/14/2021	PRJ	13,256.80	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	13,256.80	REF 210528			WARRANT=210528	RUN=0 REGULAR	
CP155552	521101	FICA TAXES	29,132	293	29,425	15,458.65	.00	13,966.35	52.5%
2021/08/000453	05/14/2021	PRJ	913.55	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	919.34	REF 210528			WARRANT=210528	RUN=0 REGULAR	
CP155552	522101	RETIREMENT CONT	38,551	386	38,937	23,769.57	.00	15,167.43	61.0%
2021/08/000453	05/14/2021	PRJ	1,325.68	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	1,325.68	REF 210528			WARRANT=210528	RUN=0 REGULAR	
CP155552	523101	HEALTH INSURANC	77,084	0	77,084	44,048.64	.00	33,035.36	57.1%
2021/08/000453	05/14/2021	PRJ	3,815.62	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/000453	05/14/2021	PRJ	-1,062.58	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	3,815.62	REF 210528			WARRANT=210528	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	-1,062.58	REF 210528			WARRANT=210528	RUN=0 REGULAR	
CP155552	523401	LIFE, AD&D, LTD	2,591	25	2,616	1,573.35	.00	1,042.65	60.1%
2021/08/000453	05/14/2021	PRJ	92.29	REF 210514			WARRANT=210514	RUN=0 REGULAR	
2021/08/001134	05/28/2021	PRJ	92.29	REF 210528			WARRANT=210528	RUN=0 REGULAR	
CP155552	524101	WORKER'S COMPEN	812	9	821	609.00	.00	212.00	74.2%
CP155552	534101	CONTRACT SERV -	840,076	0	840,076	127,569.80	666,935.47	45,570.73	94.6%
2021/08/000141	05/04/2021	API	217.15	VND 104669 IN 19496		AMERICAN JANITORIAL	APRIL 2021		18174
2021/08/000141	05/04/2021	POL	-217.15	VND 104669 PO 2100364	AMERICAN JANITORIAL	APRIL 2021	2021		
2021/08/000376	05/10/2021	API	500.00	VND 106835 IN INV-20978	PARADISE ADVERTISING	2020-OMC-1135/BRAN			18419
2021/08/000376	05/10/2021	POL	-500.00	VND 106835 PO 2100207	PARADISE ADVERTISING	2020-OMC-1135/BRAND & CONT2021			
2021/08/000376	05/10/2021	API	2,301.50	VND 106835 IN INV-20979	PARADISE ADVERTISING	2020-OMC-1136/BRAN			18419
2021/08/000376	05/10/2021	POL	-2,301.50	VND 106835 PO 2100207	PARADISE ADVERTISING	2020-OMC-1136/BRAND RETAIN2021			
2021/08/000376	05/10/2021	API	7,747.99	VND 106835 IN INV-20980	PARADISE ADVERTISING	2020-OMC-1137 RETA			18419
2021/08/000376	05/10/2021	POL	-7,747.99	VND 106835 PO 2100209	PARADISE ADVERTISING	2020-OMC-1137 RETAINER MED2021			
2021/08/000689	05/17/2021	API	586.50	VND 106835 IN INV-21083	PARADISE ADVERTISING	2021-OMC-0337/BRAN			18654
2021/08/000689	05/17/2021	POL	-586.50	VND 106835 PO 2100207	PARADISE ADVERTISING	2021-OMC-0337/BRAND & CONT2021			
2021/08/000689	05/17/2021	API	5,108.25	VND 106835 IN INV-21082	PARADISE ADVERTISING	2021-OMC-0320/MEDI			18654
2021/08/000689	05/17/2021	POL	-5,108.25	VND 106835 PO 2100209	PARADISE ADVERTISING	2021-OMC-0320/MEDIA PLACEM2021			
2021/08/000689	05/17/2021	API	586.50	VND 106835 IN INV-21085	PARADISE ADVERTISING	2021-OMC-0340/BRAN			18654

## EXPENSE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8					
ACCOUNTS FOR:			ORIGINAL	TRANFRS/	REVISED			AVAILABLE	PCT
1074	TOURIST DEVELOPMENT FUND		APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED
CP155552 534101 CONTRACT SERV -									
2021/08/000689	05/17/2021	POL	-586.50	VND 106835	PO 2100207	PARADISE ADVERTISING	2021-OMC-0340/BRAND & CONT2021		
2021/08/000689	05/17/2021	API	663.00	VND 106835	IN INV-21084	PARADISE ADVERTISING	2021-OMC-0338/BRAN	18654	
2021/08/000689	05/17/2021	POL	-663.00	VND 106835	PO 2100207	PARADISE ADVERTISING	2021-OMC-0338/BRAND & CONT2021		
2021/08/000689	05/17/2021	API	663.00	VND 106835	IN INV-21086	PARADISE ADVERTISING	2021-OMC-0352/BRAN	18654	
2021/08/000689	05/17/2021	POL	-663.00	VND 106835	PO 2100207	PARADISE ADVERTISING	2021-OMC-0352/BRAND & CONT2021		
2021/08/000689	05/17/2021	API	3,000.00	VND 106849	IN 250483	TEMPEST INTERACTIVE	MAY-21 WEB SUPPORT	18660	
2021/08/000689	05/17/2021	POL	-1,000.00	VND 106849	PO 2100208	TEMPEST INTERACTIVE	MAY-21 WEB SUPPORT & SEO 2021		
2021/08/000689	05/17/2021	POL	-2,000.00	VND 106849	PO 2100208	TEMPEST INTERACTIVE	MAY-21 WEB SUPPORT & SEO 2021		
2021/08/001280	05/28/2021	API	1,020.00	VND 106835	IN INV-21131	PARADISE ADVERTISING	2021-OMC-0335/BRAN	19157	
2021/08/001280	05/28/2021	POL	-1,020.00	VND 106835	PO 2100207	PARADISE ADVERTISING	2021-OMC-0335/BRAND & CONT2021		
2021/08/001280	05/28/2021	API	860.62	VND 106835	IN INV-21172	PARADISE ADVERTISING	2021-OMC-0300-FY21	19157	
2021/08/001280	05/28/2021	POL	-860.62	VND 106835	PO 2100209	PARADISE ADVERTISING	2021-OMC-0300-FY21/MEDIA P2021		
2021/08/001280	05/28/2021	API	37.91	VND 106835	IN INV-21173	PARADISE ADVERTISING	2021-OMC-0321/MEDI	19157	
2021/08/001280	05/28/2021	POL	-37.91	VND 106835	PO 2100209	PARADISE ADVERTISING	2021-OMC-0321/MEDIA PLACEM2021		
CP155552 540101 TRAVEL & PER DI									
			43,677		-6,350	37,327	1,781.30	.00	35,545.70
2021/08/001124	05/24/2021	API	22.00	VND 102076	IN TRR051421	LOCKE RYAN	MEALS/TIPS @ SPORT	18809	
2021/08/001343	05/24/2021	API	419.30	VND 999999	IN 84129897	PCARD ONE TIME PAY	LODGING FOR L SHAF		
CP155552 541101 COMMUNICATIONS									
			6,701		0	6,701	2,394.78	.00	4,306.22
2021/08/001083	05/25/2021	API	269.27	VND 201928	IN 9879845209	VERIZON WIRELESS	42155299200016	18919	
2021/08/001083	05/25/2021	API	20.09	VND 203123	IN 0144423/0621	CENTURY LINK/EMBARQ	320144423	18893	
CP155552 542201 POSTAGE & FREIG									
			4,000		0	4,000	800.00	.00	3,200.00
CP155552 543101 UTILITY SERVICE									
			9,792		0	9,792	7,210.79	.00	2,581.21
2021/08/000745	05/18/2021	API	991.12	VND 014881	IN 64495/051021	CITY OF OCALA/ELECTR	550848-164495	18569	
CP155552 543102 UTILITY SERVICE									
			756		0	756	501.39	.00	254.61
2021/08/000745	05/18/2021	API	68.37	VND 014881	IN 64495/051021	CITY OF OCALA/ELECTR	550848-164495	18569	
CP155552 544101 RENTALS & LEASE									
			6,914		0	6,914	2,362.68	4,531.24	20.08
2021/08/000270	05/06/2021	API	243.65	VND 501306	IN 177019	DOCUMENT TECHNOLOGIE	LEASE MAY-21/VCB	18405	
2021/08/000270	05/06/2021	POL	-243.65	VND 501306	PO 2100062	DOCUMENT TECHNOLOGIE	LEASE MAY-21/VCB 2021		
CP155552 545101 INSURANCE - PRE									
			11,299		0	11,299	8,473.80	.00	2,825.20

## EXPENSE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 546257	REPAIRS/MAINT -	2,400	0	2,400	194.02	.00	2,205.98	8.1%	
CP155552 546301	REPAIRS/MAINT -	74	0	74	.00	.00	74.00	.0%	
CP155552 546312	REPAIRS/MAINT -	74	0	74	.00	.00	74.00	.0%	
CP155552 547101	PRINT & BIND	3,000	0	3,000	.00	.00	3,000.00	.0%	
CP155552 548101	PROMO ACT	773,803	-1,596	772,207	429,550.36	44,060.85	298,595.79	61.3%	
2021/08/000086	05/03/2021 API	31,250.00 VND 204759	IN SP21020-1		HITS INC	HITS OCALA WEEK 02		18150	
2021/08/000376	05/10/2021 API	1,200.00 VND 000275	IN 05174802		OUTFRONT MEDIA	1136546/ORLANDO BI		18418	
2021/08/000376	05/10/2021 POL	-1,200.00 VND 000275	PO 2100096	OUTFRONT MEDIA	1136546/ORLANDO BILLBOARD 2021				
2021/08/000376	05/10/2021 API	12,000.00 VND 105047	IN 050721/VCB		DOWNES & ST GERMAIN R JAN-MAR21 VISITOR			18406	
2021/08/000376	05/10/2021 POL	-12,000.00 VND 105047	PO 2100210	DOWNES & ST GERMAIN R JAN-MAR21 VISITOR TRACKING2021					
2021/08/000376	05/10/2021 API	9,078.00 VND 106835	IN INV-20829		PARADISE ADVERTISING 2021-OMC-0180/BRAN			18419	
2021/08/000376	05/10/2021 POL	-9,078.00 VND 106835	PO 2100211	PARADISE ADVERTISING 2021-OMC-0180/BRAND & CONT2021					
2021/08/000376	05/10/2021 API	6,420.33 VND 106835	IN INV-20925		PARADISE ADVERTISING 2020-OMC-1412 MAR-			18419	
2021/08/000376	05/10/2021 POL	-6,420.33 VND 106835	PO 2100212	PARADISE ADVERTISING 2020-OMC-1412 MAR-21					
2021/08/000376	05/10/2021 API	3,241.06 VND 106835	IN INV-20890		PARADISE ADVERTISING 2020-OMC-1400 MAR-			18419	
2021/08/000376	05/10/2021 POL	-3,241.06 VND 106835	PO 2100212	PARADISE ADVERTISING 2020-OMC-1400 MAR-21					
2021/08/000376	05/10/2021 API	2,400.00 VND 106835	IN INV-21007		PARADISE ADVERTISING 2020-OMC-1407 APR-			18419	
2021/08/000376	05/10/2021 POL	-2,400.00 VND 106835	PO 2100212	PARADISE ADVERTISING 2020-OMC-1407 APR-21					
2021/08/000689	05/17/2021 API	8,109.00 VND 106835	IN INV-21088		PARADISE ADVERTISING 2021-OMC-0328/BRAN			18654	
2021/08/000689	05/17/2021 POL	-8,109.00 VND 106835	PO 2100211	PARADISE ADVERTISING 2021-OMC-0328/BRAND & CONT2021					
2021/08/001280	05/28/2021 API	10,000.00 VND 105047	IN 05242021/VCB		DOWNES & ST GERMAIN R TAGLINE TESTING ST			19145	
2021/08/001280	05/28/2021 POL	-10,000.00 VND 105047	PO 2100063	DOWNES & ST GERMAIN R TAGLINE TESTING STUDY					
2021/08/001321	05/17/2021 API	449.95 VND 999999	IN 473707		PCARD ONE TIME PAY PICTURES FOR PUBLI				
CP155552 549185	CHARGES - COST	128,328	0	128,328	85,552.00	.00	42,776.00	66.7%	
2021/08/000200	05/06/2021 GEN	10,694.00 REF					REC COST ALLOCATION/MAY21		
CP155552 551101	OFFICE SUPPLIES	3,000	0	3,000	226.75	.00	2,773.25	7.6%	
2021/08/000545	05/10/2021 API	59.87 VND 999999	IN 7330255737		PCARD ONE TIME PAY	COPY PAPER, GRAPHI			
2021/08/000545	05/10/2021 API	13.99 VND 999999	IN 113-4565616-7626604		PCARD ONE TIME PAY	THE ASSOCIATED PRE			
2021/08/001334	05/14/2021 API	-13.99 VND 999999	IN 113-4565616-7626604		PCARD ONE TIME PAY	CHARGED IN ERROR-			
CP155552 552101	GASOLINE, OIL &	3,200	0	3,200	247.71	.00	2,952.29	7.7%	
2021/08/001214	05/28/2021 GEN	23.89 REF					FLEET-TDC-APR21		

## EXPENSE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8					
ACCOUNTS FOR: 1074	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
CP155552 552106	COMPUTER SOFTWA	8,264	1,596	9,860	3,837.33	712.57	5,310.10	46.1%	
CP155552 552108	OPERATING SUPPL	5,592	2,250	7,842	2,812.33	.00	5,029.67	35.9%	
2021/08/000545	05/10/2021 API	6.35 VND 999999	IN 7330255737		PCARD ONE TIME PAY	COPY PAPER, GRAPHI			
CP155552 552116	OPER SUPPLIES -	0	3,850	3,850	3,046.00	.00	804.00	79.1%	
CP155552 554101	BOOKS, PUBS & S	48,387	0	48,387	36,014.92	.00	12,372.08	74.4%	
2021/08/000545	05/10/2021 API	16.79 VND 999999	IN 113-4565616-7626604		PCARD ONE TIME PAY	THE ASSOCIATED PRE			
2021/08/000689	05/17/2021 API	9,499.92 VND 000065	IN INV-8733		SPROUT SOCIAL INC	SUBSCRIPTION 03/01		18658	
2021/08/001334	05/14/2021 API	-16.79 VND 999999	IN 113-4565616-7626604		PCARD ONE TIME PAY	CHARGED IN ERROR-			
CP155552 554201	DUES & MEMBERSH	16,981	250	17,231	8,470.86	.00	8,760.14	49.2%	
2021/08/000537	05/10/2021 API	1,167.96 VND 999999	IN 00077330		PCARD ONE TIME PAY	DESTINATION MARKET			
2021/08/001325	05/20/2021 API	98.90 VND 999999	IN 04-21424407		PCARD ONE TIME PAY	NOTARY BOND, FILIN			
CP155552 555501	TRAINING & EDUC	55,670	0	55,670	8,347.00	.00	47,323.00	15.0%	
2021/08/000321	05/03/2021 API	195.00 VND 999999	IN 96240		PCARD ONE TIME PAY	VIRTUAL TRAINING F			
2021/08/000537	05/10/2021 API	45.00 VND 999999	IN 47950		PCARD ONE TIME PAY	MEMBERSHIP FOR C L			
CP155552 563102	IMPROVE - CIP	1,443,954	31,790	1,475,744	99,045.44	153,445.31	1,223,253.25	17.1%	
CP155552 564102	MACHINERY & EQU	0	1,486	1,486	215.00	1,259.00	12.00	99.2%	
CP155552 568102	INTANGIBLE SOFT	1,927	4,639	6,566	3,003.24	1,622.51	1,940.25	70.5%	
2021/08/001099	05/25/2021 API	520.52 VND 501084	IN 11743057		KRONOS INCORPORATED	PROJECT 56426		18956	
2021/08/001099	05/25/2021 POL	-520.52 VND 501084	PO 2100484	KRONOS INCORPORATED	PROJECT 56426	2021			
CP155552 599101	RESERVE FOR CON	159,000	-2,280	156,720	.00	.00	156,720.00	.0%	
2021/08/000245	05/18/2021 BUA	4,302.00 REF							
CP155552 599199	RESERVE FOR CAS	265,000	0	265,000	.00	.00	265,000.00	.0%	

EXPENSE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8					
ACCOUNTS FOR: 1074	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
CP155552	599417 RESERVE FOR TOU	2,508,429	0	2,508,429	.00	.00	2,508,429.00	.0%	
CP155581	591001 BUDG TRANS TO G	1,276	0	1,276	.00	.00	1,276.00	.0%	
TOTAL TOURIST DEVELOPMENT FUND		6,885,233	40,196	6,925,429	1,138,121.53	872,566.95	4,914,740.52	29.0%	
TOTAL EXPENSES		6,885,233	40,196	6,925,429	1,138,121.53	872,566.95	4,914,740.52		

EXPENSE STATUS REPORT 2021-08

FOR 2021 08			JOURNAL DETAIL 2021 8 TO 2021 8				
	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
GRAND TOTAL	6,885,233	40,196	6,925,429	1,138,121.53	872,566.95	4,914,740.52	29.0%

\*\* END OF REPORT - Generated by Swartout, Stacy \*\*

## REVENUE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8			
ACCOUNTS FOR:	ORIGINAL	ESTIM REV	REVISED	ACTUAL YTD	REMAINING	PCT	
1074 TOURIST DEVELOPMENT FUND	ESTIM REV	ADJSTMTS	EST REV	REVENUE	REVENUE	COLL	
000 DEPARTMENT OPEN							
379999 LESS: 5% OF BUDG REVENUE							
CP000379 379999 LESS: 5% OF BU	-118,163	0	-118,163	.00	-118,163.00	.0%	
TOTAL LESS: 5% OF BUDG REVENUE	-118,163	0	-118,163	.00	-118,163.00	.0%	
399991 BALANCES FWD-CASH-REGULAR							
CP000399 399991 BALANCES FWD-CA	4,640,117	35,894	4,676,011	5,710,193.74	-1,034,182.74	122.1%	
TOTAL BALANCES FWD-CASH-REGULAR	4,640,117	35,894	4,676,011	5,710,193.74	-1,034,182.74	122.1%	
TOTAL DEPARTMENT OPEN	4,521,954	35,894	4,557,848	5,710,193.74	-1,152,345.74	125.3%	
155 VISITORS AND CONVENTION BUREAU							
312110 TOURIST DEVELOPMNT TAX 2%							
CP155312 312110 TOURIST DEVELOP	1,166,289	0	1,166,289	748,902.05	417,386.95	64.2%	
TOTAL TOURIST DEVELOPMNT TAX 2%	1,166,289	0	1,166,289	748,902.05	417,386.95	64.2%	
312120 TOURIST DEVELOP TAX 3RD %							
CP155312 312120 TOURIST DEVELOP	583,145	0	583,145	374,451.03	208,693.97	64.2%	

## REVENUE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8			
ACCOUNTS FOR:	ORIGINAL	ESTIM REV	REVISED	ACTUAL YTD	REMAINING	PCT	
1074 TOURIST DEVELOPMENT FUND	ESTIM REV	ADJSTMTS	EST REV	REVENUE	REVENUE	COLL	
TOTAL TOURIST DEVELOP TAX 3RD %	583,145	0	583,145	374,451.03	208,693.97	64.2%	
<b>312130 TOURIST DEVELOP TAX 4TH %</b>							
CP155312 312130 TOURIST DEVELOP	583,145	0	583,145	374,451.03	208,693.97	64.2%	
TOTAL TOURIST DEVELOP TAX 4TH %	583,145	0	583,145	374,451.03	208,693.97	64.2%	
<b>331510 DISASTER RELIEF FUNDING</b>							
CP155331 331510 DISASTER RELIEF	0	0	0	1,165.50	-1,165.50	100.0%	
TOTAL DISASTER RELIEF FUNDING	0	0	0	1,165.50	-1,165.50	100.0%	
<b>361110 INTEREST-BOARD</b>							
CP155361 361110 INTEREST-BOARD	30,000	0	30,000	6,827.83	23,172.17	22.8%	
2021/08/001307 05/31/2021 GEN	-586.07	REF	SBAINT		SBA INT MAY 221131		
TOTAL INTEREST-BOARD	30,000	0	30,000	6,827.83	23,172.17	22.8%	
<b>361132 INTEREST-TAX COLLECTOR</b>							
CP155361 361132 INTEREST-TAX CO	700	0	700	.00	700.00	.0%	
TOTAL INTEREST-TAX COLLECTOR	700	0	700	.00	700.00	.0%	
<b>381001 FROM GENERAL FUND</b>							
CP155381 381001 FROM GENERAL FU	0	4,302	4,302	4,302.00	.00	100.0%	

## REVENUE STATUS REPORT 2021-08

FOR 2021 08				JOURNAL DETAIL 2021 8 TO 2021 8			
ACCOUNTS FOR:		ORIGINAL	ESTIM REV	REVISED	ACTUAL YTD	REMAINING	PCT
1074	TOURIST DEVELOPMENT FUND	ESTIM REV	ADJSTMTS	EST REV	REVENUE	REVENUE	COLL
2021/08/000245	05/18/2021 BUA	-4,302.00	REF				
2021/08/000860	05/21/2021 GEN	-4,302.00	REF				
REIMB COVID PAYROLL-MAR-DEC20							
TOTAL FROM GENERAL FUND		0	4,302	4,302	4,302.00	.00	100.0%
TOTAL VISITORS AND CONVENTION BUREAU		2,363,279	4,302	2,367,581	1,510,099.44	857,481.56	63.8%
TOTAL TOURIST DEVELOPMENT FUND		6,885,233	40,196	6,925,429	7,220,293.18	-294,864.18	104.3%
TOTAL REVENUES		6,885,233	40,196	6,925,429	7,220,293.18	-294,864.18	

REVENUE STATUS REPORT 2021-08

FOR 2021 08		JOURNAL DETAIL 2021 8 TO 2021 8				
	ORIGINAL ESTIM REV	ESTIM REV ADJSTMTS	REVISED EST REV	ACTUAL YTD REVENUE	REMAINING REVENUE	PCT COLL
GRAND TOTAL	6,885,233	40,196	6,925,429	7,220,293.18	-294,864.18	104.3%

\*\* END OF REPORT - Generated by Swartout, Stacy \*\*



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3851

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** Acknowledgement of Financials - June 2021

**DESCRIPTION/BACKGROUND:**

See Attached

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10							
ACCOUNTS FOR:				ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT
1074	TOURIST DEVELOPMENT FUND			APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES		BUDGET	USED
155 VISITORS AND CONVENTION BUREAU											
CP155552 512101 REGULAR SALARIE				385,489	3,848	389,337	221,004.82	.00	168,332.18	56.8%	
2020/01/000002	10/01/2019	BUC	378,604.00	REF						ORIGINAL BUDGET 2020	
2020/03/000066	12/31/2019	GNI	83,352.65	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS	
2020/04/000598	01/10/2020	GNI	14,856.40	REF PP01						PP01-CHECK DATE 01/10/2020	
2020/04/001156	01/24/2020	GNI	14,288.80	REF PP02						PP02-CHECK DATE 01/24/2020	
2020/05/000252	02/07/2020	GNI	14,288.80	REF PP03						PP03-CHECK DATE 02/07/2020	
2020/05/001427	02/21/2020	GNI	14,288.80	REF PP04						PP04-CHECK DATE 02/21/2020	
2020/06/000378	03/06/2020	GNI	14,288.81	REF PP05						PP05-CHECK DATE 03/06/2020	
2020/06/001182	03/20/2020	GNI	14,288.81	REF PP06/A						PP06/6A-CHECK DATE 03/20/2020	
2020/07/000130	04/03/2020	PRJ	14,288.81	REF 200403						WARRANT=200403 RUN=0 REGULAR	
2020/07/000803	04/17/2020	PRJ	19,096.24	REF 200417						WARRANT=200417 RUN=0 REGULAR	
2020/08/000015	05/01/2020	PRJ	12,967.84	REF 200501						WARRANT=200501 RUN=0 REGULAR	
2020/08/000637	05/15/2020	PRJ	12,780.80	REF 051520						WARRANT=051520 RUN=0 REGULAR	
2020/08/001133	05/29/2020	PRJ	12,780.79	REF 200529						WARRANT=200529 RUN=0 REGULAR	
2020/09/000613	06/12/2020	PRJ	12,780.80	REF 200612						WARRANT=200612 RUN=0 REGULAR	
2020/09/001296	06/26/2020	PRJ	12,920.96	REF 200626						WARRANT=200626 RUN=0 REGULAR	
2020/10/000497	07/10/2020	PRJ	12,777.69	REF 200710						WARRANT=200710 RUN=0 REGULAR	
2020/10/001065	07/24/2020	PRJ	12,900.71	REF 200724						WARRANT=200724 RUN=0 REGULAR	
CP155552 521101 FICA TAXES				29,132	293	29,425	15,458.65	.00	13,966.35	52.5%	
2020/01/000002	10/01/2019	BUC	28,965.00	REF						ORIGINAL BUDGET 2020	
2020/03/000066	12/31/2019	GNI	5,976.83	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS	
2020/04/000598	01/10/2020	GNI	1,052.09	REF PP01						PP01-CHECK DATE 01/10/2020	
2020/04/001156	01/24/2020	GNI	1,014.41	REF PP02						PP02-CHECK DATE 01/24/2020	
2020/05/000252	02/07/2020	GNI	1,008.67	REF PP03						PP03-CHECK DATE 02/07/2020	
2020/05/001427	02/21/2020	GNI	1,014.41	REF PP04						PP04-CHECK DATE 02/21/2020	
2020/06/000378	03/06/2020	GNI	1,008.67	REF PP05						PP05-CHECK DATE 03/06/2020	
2020/06/001182	03/20/2020	GNI	1,014.41	REF PP06/A						PP06/6A-CHECK DATE 03/20/2020	
2020/07/000130	04/03/2020	PRJ	1,008.69	REF 200403						WARRANT=200403 RUN=0 REGULAR	
2020/07/000130	04/03/2020	PRJ	-.02	REF 200403						WARRANT=200403 RUN=0 REGULAR	
2020/07/000803	04/17/2020	PRJ	1,382.21	REF 200417						WARRANT=200417 RUN=0 REGULAR	
2020/07/000803	04/17/2020	PRJ	-.02	REF 200417						WARRANT=200417 RUN=0 REGULAR	
2020/08/000015	05/01/2020	PRJ	911.35	REF 200501						WARRANT=200501 RUN=0 REGULAR	
2020/08/000015	05/01/2020	PRJ	-.02	REF 200501						WARRANT=200501 RUN=0 REGULAR	
2020/08/000637	05/15/2020	PRJ	900.85	REF 051520						WARRANT=051520 RUN=0 REGULAR	
2020/08/000637	05/15/2020	PRJ	-.01	REF 051520						WARRANT=051520 RUN=0 REGULAR	
2020/08/001133	05/29/2020	PRJ	969.79	REF 200529						WARRANT=200529 RUN=0 REGULAR	
2020/08/001133	05/29/2020	PRJ	-.02	REF 200529						WARRANT=200529 RUN=0 REGULAR	
2020/09/000613	06/12/2020	PRJ	897.03	REF 200612						WARRANT=200612 RUN=0 REGULAR	
2020/09/000613	06/12/2020	PRJ	-.01	REF 200612						WARRANT=200612 RUN=0 REGULAR	
2020/09/001296	06/26/2020	PRJ	911.57	REF 200626						WARRANT=200626 RUN=0 REGULAR	
2020/10/000497	07/10/2020	PRJ	896.79	REF 200710						WARRANT=200710 RUN=0 REGULAR	
2020/10/001065	07/24/2020	PRJ	910.03	REF 200724						WARRANT=200724 RUN=0 REGULAR	

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE	PCT		
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET			BUDGET	USED		
CP155552 522101 RETIREMENT CONT	38,551	386	38,937	23,769.57	.00	15,167.43	61.0%		
2020/01/000002 10/01/2019 BUC	32,067.00	REF				ORIGINAL BUDGET 2020			
2020/03/000066 12/31/2019 GNI	8,206.99	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS			
2020/04/000598 01/10/2020 GNI	1,258.35	REF PP01				PP01-CHECK DATE 01/10/2020			
2020/04/001156 01/24/2020 GNI	1,210.27	REF PP02				PP02-CHECK DATE 01/24/2020			
2020/05/000252 02/07/2020 GNI	1,210.27	REF PP03				PP03-CHECK DATE 02/07/2020			
2020/05/001427 02/21/2020 GNI	1,210.27	REF PP04				PP04-CHECK DATE 02/21/2020			
2020/06/000378 03/06/2020 GNI	1,210.27	REF PP05				PP05-CHECK DATE 03/06/2020			
2020/06/001182 03/20/2020 GNI	1,210.27	REF PP06/A				PP06/6A-CHECK DATE 03/20/2020			
2020/07/000130 04/03/2020 PRJ	1,210.27	REF 200403				WARRANT=200403 RUN=0 REGULAR			
2020/07/000803 04/17/2020 PRJ	1,617.45	REF 200417				WARRANT=200417 RUN=0 REGULAR			
2020/08/000015 05/01/2020 PRJ	1,098.37	REF 200501				WARRANT=200501 RUN=0 REGULAR			
2020/08/000637 05/15/2020 PRJ	1,082.53	REF 051520				WARRANT=051520 RUN=0 REGULAR			
2020/08/001133 05/29/2020 PRJ	1,082.53	REF 200529				WARRANT=200529 RUN=0 REGULAR			
2020/09/000613 06/12/2020 PRJ	1,082.53	REF 200612				WARRANT=200612 RUN=0 REGULAR			
2020/09/001296 06/26/2020 PRJ	1,094.40	REF 200626				WARRANT=200626 RUN=0 REGULAR			
2020/10/000497 07/10/2020 PRJ	1,277.77	REF 200710				WARRANT=200710 RUN=0 REGULAR			
2020/10/001065 07/24/2020 PRJ	1,290.07	REF 200724				WARRANT=200724 RUN=0 REGULAR			
CP155552 523101 HEALTH INSURANC	77,084	0	77,084	44,048.64	.00	33,035.36	57.1%		
2020/01/000002 10/01/2019 BUC	70,224.00	REF				ORIGINAL BUDGET 2020			
2020/03/000066 12/31/2019 GNI	17,583.58	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS			
2020/04/000598 01/10/2020 GNI	2,926.00	REF PP01				PP01-CHECK DATE 01/10/2020			
2020/04/001156 01/24/2020 GNI	2,926.00	REF PP02				PP02-CHECK DATE 01/24/2020			
2020/05/000252 02/07/2020 GNI	2,926.00	REF PP03				PP03-CHECK DATE 02/07/2020			
2020/05/001427 02/21/2020 GNI	2,926.00	REF PP04				PP04-CHECK DATE 02/21/2020			
2020/06/000378 03/06/2020 GNI	2,926.00	REF PP05				PP05-CHECK DATE 03/06/2020			
2020/06/001182 03/20/2020 GNI	2,926.00	REF PP06/A				PP06/6A-CHECK DATE 03/20/2020			
2020/07/000130 04/03/2020 PRJ	3,739.82	REF 200403				WARRANT=200403 RUN=0 REGULAR			
2020/07/000130 04/03/2020 PRJ	-813.82	REF 200403				WARRANT=200403 RUN=0 REGULAR			
2020/07/000803 04/17/2020 PRJ	3,739.82	REF 200417				WARRANT=200417 RUN=0 REGULAR			
2020/07/000803 04/17/2020 PRJ	-813.82	REF 200417				WARRANT=200417 RUN=0 REGULAR			
2020/08/000015 05/01/2020 PRJ	3,321.82	REF 200501				WARRANT=200501 RUN=0 REGULAR			
2020/08/000015 05/01/2020 PRJ	-813.82	REF 200501				WARRANT=200501 RUN=0 REGULAR			
2020/08/000637 05/15/2020 PRJ	3,321.82	REF 051520				WARRANT=051520 RUN=0 REGULAR			
2020/08/000637 05/15/2020 PRJ	-813.82	REF 051520				WARRANT=051520 RUN=0 REGULAR			
2020/09/000613 06/12/2020 PRJ	3,321.82	REF 200612				WARRANT=200612 RUN=0 REGULAR			
2020/09/000613 06/12/2020 PRJ	-813.82	REF 200612				WARRANT=200612 RUN=0 REGULAR			
2020/09/001296 06/26/2020 PRJ	3,321.82	REF 200626				WARRANT=200626 RUN=0 REGULAR			
2020/09/001296 06/26/2020 PRJ	-813.82	REF 200626				WARRANT=200626 RUN=0 REGULAR			
2020/10/000497 07/10/2020 PRJ	3,321.82	REF 200710				WARRANT=200710 RUN=0 REGULAR			
2020/10/000497 07/10/2020 PRJ	-813.82	REF 200710				WARRANT=200710 RUN=0 REGULAR			
2020/10/001065 07/24/2020 PRJ	3,321.82	REF 200724				WARRANT=200724 RUN=0 REGULAR			
2020/10/001065 07/24/2020 PRJ	-813.82	REF 200724				WARRANT=200724 RUN=0 REGULAR			

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08					JOURNAL DETAIL 2020 1 TO 2020 10				
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 523401	LIFE, AD&D, LTD	2,591	25	2,616	1,573.35	.00	1,042.65	60.1%	
2020/01/000002	10/01/2019 BUC	2,534.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	646.95	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000598	01/10/2020 GNI	57.80	REF PP01						PP01-CHECK DATE 01/10/2020
2020/04/000598	01/10/2020 GNI	43.88	REF PP01						PP01-CHECK DATE 01/10/2020
2020/04/001156	01/24/2020 GNI	55.59	REF PP02						PP02-CHECK DATE 01/24/2020
2020/04/001156	01/24/2020 GNI	43.88	REF PP02						PP02-CHECK DATE 01/24/2020
2020/05/000252	02/07/2020 GNI	55.59	REF PP03						PP03-CHECK DATE 02/07/2020
2020/05/000252	02/07/2020 GNI	43.87	REF PP03						PP03-CHECK DATE 02/07/2020
2020/05/001427	02/21/2020 GNI	55.59	REF PP04						PP04-CHECK DATE 02/21/2020
2020/05/001427	02/21/2020 GNI	43.87	REF PP04						PP04-CHECK DATE 02/21/2020
2020/06/000378	03/06/2020 GNI	55.59	REF PP05						PP05-CHECK DATE 03/06/2020
2020/06/000378	03/06/2020 GNI	43.87	REF PP05						PP05-CHECK DATE 03/06/2020
2020/06/001182	03/20/2020 GNI	55.59	REF PP06/A						PP06/6A-CHECK DATE 03/20/2020
2020/06/001182	03/20/2020 GNI	43.87	REF PP06/A						PP06/6A-CHECK DATE 03/20/2020
2020/07/000130	04/03/2020 PRJ	99.46	REF 200403						WARRANT=200403 RUN=0 REGULAR
2020/07/000803	04/17/2020 PRJ	118.16	REF 200417						WARRANT=200417 RUN=0 REGULAR
2020/08/000015	05/01/2020 PRJ	89.53	REF 200501						WARRANT=200501 RUN=0 REGULAR
2020/08/000637	05/15/2020 PRJ	88.80	REF 051520						WARRANT=051520 RUN=0 REGULAR
2020/08/001133	05/29/2020 PRJ	49.72	REF 200529						WARRANT=200529 RUN=0 REGULAR
2020/09/000613	06/12/2020 PRJ	88.80	REF 200612						WARRANT=200612 RUN=0 REGULAR
2020/09/001296	06/26/2020 PRJ	89.34	REF 200626						WARRANT=200626 RUN=0 REGULAR
2020/10/000497	07/10/2020 PRJ	89.01	REF 200710						WARRANT=200710 RUN=0 REGULAR
2020/10/001065	07/24/2020 PRJ	89.49	REF 200724						WARRANT=200724 RUN=0 REGULAR
CP155552 524101	WORKER'S COMPEN	812	9	821	609.00	.00	212.00	74.2%	
2020/01/000002	10/01/2019 BUC	807.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	201.75	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000588	01/21/2020 GEN	201.75	REF						2ND QTR INS PREMIUMS
2020/07/000349	04/09/2020 GEN	201.75	REF						3RD QUARTER PREMIUMS
2020/10/000620	07/13/2020 GEN	201.75	REF						4TH QTR PREMIUMS
CP155552 534101	CONTRACT SERV -	840,076	0	840,076	127,569.80	666,935.47	45,570.73	94.6%	
2020/01/000002	10/01/2019 BUC	855,263.00	REF						ORIGINAL BUDGET 2020
2020/03/000046	12/30/2019 POE	170,430.62	VND 106835 PO 2000136	PARADISE ADVERTISING	COMMUNICATIONS AND MEDIA RELAT				
2020/03/000046	12/30/2019 POE	529,441.73	VND 106835 PO 2000141	PARADISE ADVERTISING	MEDIA RETAINER AND PLACEMENT				
2020/03/000046	12/30/2019 POE	40,000.00	VND 106849 PO 2000147	TEMPEST INTERACTIVE	WEBSITE MAINTENANCE, SEO, ADA				
2020/03/000046	12/30/2019 POE	1,954.35	VND 104669 PO 2000186	AMERICAN JANITORIAL	CLEANING SERVICES				
2020/03/000066	12/31/2019 GNI	57,448.95	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000218	01/07/2020 API	18,597.15	VND 106835 IN INV-16362	PARADISE ADVERTISING	MEDIA PLACEMENT NOV 2019 2020				NO677483656
2020/04/000218	01/07/2020 API	-18,597.15	VND 106835 PO 2000141	PARADISE ADVERTISING	MEDIA PLACEMENT NOV 2019 2020				
2020/04/000218	01/07/2020 API	16,601.25	VND 106835 IN INV-16440	PARADISE ADVERTISING	MEDIA PLACEMENT DEC 2019 F2020				DE677483656
2020/04/000218	01/07/2020 POL	-16,601.25	VND 106835 PO 2000141	PARADISE ADVERTISING	MEDIA PLACEMENT DEC 2019 F2020				
2020/04/000485	01/13/2020 API	624.75	VND 106835 IN INV-16400	PARADISE ADVERTISING	BRAND & CREATIVE 2020				677483656
2020/04/000485	01/13/2020 POL	-624.75	VND 106835 PO 2000136	PARADISE ADVERTISING	BRAND & CREATIVE 2020				
2020/04/000700	01/16/2020 API	2,301.50	VND 106835 IN INV-16418	PARADISE ADVERTISING	2019-OMC-0695 JAN-677483865				

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT	
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 534101 CONTRACT SERV -									
2020/04/000700	01/16/2020	POL	-2,301.50	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0695 JAN-20	2020	
2020/04/000700	01/16/2020	API	7,747.99	VND 106835	IN INV-16417	PARADISE ADVERTISING Retainer	Jan20/201677483865		
2020/04/000700	01/16/2020	POL	-7,747.99	VND 106835	PO 2000141	PARADISE ADVERTISING Retainer	Jan20/2019-OMC-062020		
2020/04/000726	01/17/2020	API	49.00	VND 106835	IN INV-16516	PARADISE ADVERTISING	2019-OMC-1404	677483865	
2020/04/000726	01/17/2020	POL	-49.00	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-1404	2020	
2020/04/000726	01/17/2020	API	535.50	VND 106835	IN INV-16530	PARADISE ADVERTISING	2019-OMC-0851	677483865	
2020/04/000726	01/17/2020	POL	-535.50	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0851	2020	
2020/04/000726	01/17/2020	API	416.67	VND 106835	IN INV-16513	PARADISE ADVERTISING	2019-OMC-0706	677483865	
2020/04/000726	01/17/2020	POL	-416.67	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0706	2020	
2020/04/000726	01/17/2020	API	3,100.00	VND 106835	IN INV-16520	PARADISE ADVERTISING	2019-OMC-0722	677483865	
2020/04/000726	01/17/2020	POL	-3,100.00	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0722	2020	
2020/04/000834	01/22/2020	API	3,000.00	VND 106849	IN 249288	TEMPEST INTERACTIVE WEB SUPPORT, SEO	J677484088		
2020/04/000834	01/22/2020	POL	-1,000.00	VND 106849	PO 2000147	TEMPEST INTERACTIVE WEB SUPPORT, SEO	JAN-20	2020	
2020/04/000834	01/22/2020	POL	-2,000.00	VND 106849	PO 2000147	TEMPEST INTERACTIVE WEB SUPPORT, SEO	JAN-20	2020	
2020/04/001122	01/24/2020	GNI	59.85	REF JANSTB			JAN20STB-A & G ALARM COMPANY		
2020/04/001199	01/28/2020	API	1,134.75	VND 106835	IN INV-15964	PARADISE ADVERTISING	2019-OMC-0879	679813753	
2020/04/001199	01/28/2020	POL	-1,134.75	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0879	2020	
2020/04/001199	01/28/2020	API	500.00	VND 106835	IN INV-16429	PARADISE ADVERTISING	2019-OMC-0845/JAN20	679813753	
2020/04/001199	01/28/2020	POL	-500.00	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0845/JAN20	2020	
2020/04/001199	01/28/2020	API	3,555.17	VND 106835	IN INV-16637	PARADISE ADVERTISING	2019-OMC-0722/DEC19	679813753	
2020/04/001199	01/28/2020	POL	-3,555.17	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0722/DEC19	2020	
2020/04/001199	01/28/2020	API	5,691.56	VND 106835	IN INV-16674	PARADISE ADVERTISING	2019-OMC-0707/DEC19	679813753	
2020/04/001199	01/28/2020	POL	-5,691.56	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0707/DEC19	2020	
2020/04/001272	01/29/2020	API	217.15	VND 104669	IN 16462	AMERICAN JANITORIAL CLEANING SERVICES	679813666		
2020/04/001272	01/29/2020	POL	-217.15	VND 104669	PO 2000186	AMERICAN JANITORIAL CLEANING SERVICES	JAN-20	2020	
2020/05/000250	02/07/2020	API	5,941.50	VND 106835	IN INV-16569	PARADISE ADVERTISING	2019-OMC-0675	1210	
2020/05/000250	02/07/2020	POL	-5,941.50	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0675	2020	
2020/05/000250	02/07/2020	API	599.25	VND 106835	IN INV-16608	PARADISE ADVERTISING	2019-OMC-0968	1210	
2020/05/000250	02/07/2020	POL	-599.25	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0968	2020	
2020/05/000250	02/07/2020	API	833.34	VND 106835	IN INV-16534	PARADISE ADVERTISING	2019-OMC-0706/DEC19	1210	
2020/05/000250	02/07/2020	POL	-833.34	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0706/DEC19/VCB	2020	
2020/05/000250	02/07/2020	API	1,249.07	VND 106835	IN INV-16595	PARADISE ADVERTISING	2019-OMC-0704/DEC19	1210	
2020/05/000250	02/07/2020	POL	-1,249.07	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0704/DEC19/VCB	2020	
2020/05/000250	02/07/2020	API	11,034.93	VND 106835	IN INV-16632	PARADISE ADVERTISING	2019-OMC-0702/DEC19	1210	
2020/05/000250	02/07/2020	POL	-11,034.93	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0702/DEC19/VCB	2020	
2020/05/000250	02/07/2020	API	17,402.83	VND 106835	IN INV-16664	PARADISE ADVERTISING	2019-OMC-0712/DEC19	1210	
2020/05/000250	02/07/2020	POL	-17,402.83	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0712/DEC19-F/VCB	2020	
2020/05/000250	02/07/2020	API	466.50	VND 106835	IN INV-16692	PARADISE ADVERTISING	2019-OMC-0721/JAN20	1210	
2020/05/000250	02/07/2020	POL	-466.50	VND 106835	PO 2000141	PARADISE ADVERTISING	2019-OMC-0721/JAN20/VCB	2020	
2020/05/000589	02/13/2020	API	1,322.37	VND 106835	IN INV-16825	PARADISE ADVERTISING MEDIA PLACEMENT/JA		1545	
2020/05/000589	02/13/2020	POL	-1,322.37	VND 106835	PO 2000141	PARADISE ADVERTISING MEDIA PLACEMENT/JAN20		2020	
2020/05/000589	02/13/2020	API	7,747.99	VND 106835	IN INV-16737	PARADISE ADVERTISING MEDIA RETAINER/FEB		1545	
2020/05/000589	02/13/2020	POL	-7,747.99	VND 106835	PO 2000141	PARADISE ADVERTISING MEDIA RETAINER/FEB20		2020	
2020/05/000589	02/13/2020	API	918.00	VND 106835	IN INV-16839	PARADISE ADVERTISING BRAND & CONTENT CR		1545	
2020/05/000589	02/13/2020	POL	-918.00	VND 106835	PO 2000136	PARADISE ADVERTISING BRAND & CONTENT CREATIVE	2020		
2020/05/000589	02/13/2020	API	2,301.50	VND 106835	IN INV-16738	PARADISE ADVERTISING RETAINER BRAND/FEB		1545	
2020/05/000589	02/13/2020	POL	-2,301.50	VND 106835	PO 2000136	PARADISE ADVERTISING RETAINER BRAND/FEB20		2020	

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT	
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 534101 CONTRACT SERV -									
2020/05/001020 02/19/2020 API	2,353.56 VND	106835 IN	INV-16872		PARADISE ADVERTISING	2019-OMC-0704 MEDI	1952		
2020/05/001020 02/19/2020 POL	-2,353.56 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0704 MEDIA PLACEM2020			
2020/05/001020 02/19/2020 API	3,000.00 VND	106849 IN	249372		TEMPEST INTERACTIVE	FEB WEB SUPPORT, S	1964		
2020/05/001020 02/19/2020 POL	-1,000.00 VND	106849 PO	2000147		TEMPEST INTERACTIVE	FEB WEB SUPPORT, SEO 2020			
2020/05/001020 02/19/2020 POL	-2,000.00 VND	106849 PO	2000147		TEMPEST INTERACTIVE	FEB WEB SUPPORT, SEO 2020			
2020/05/001444 02/27/2020 API	5,110.00 VND	000056 IN	468736		STR LLC	26680/DESTINATION	2413		
2020/06/000065 03/02/2020 POM	-1,737.20 VND	104669 PO	2000186		AMERICAN JANITORIAL	CANCEL PER DEPT S.O. 2020			
2020/06/000192 03/05/2020 POM	1,737.20 VND	104669 PO	2000176		AMERICAN JANITORIAL	ADDING FUNDS FOR VCB 2020			
2020/06/000206 03/06/2020 POM	-1,737.20 VND	104669 PO	2000176		AMERICAN JANITORIAL	re-do due to project codes2020			
2020/06/000262 03/09/2020 POE	1,520.05 VND	104669 PO	2000767		AMERICAN JANITORIAL	BUILDING MAINTENANCE, INSTALLA			
2020/06/000271 03/09/2020 POE	5,000.00 VND	107471 PO	2000776		BLUE ARBOR INC	TEMPORARY STAFF III @ \$11.80/H			
2020/06/000302 03/05/2020 API	500.00 VND	106835 IN	INV-16753		PARADISE ADVERTISING	2019-OMC-0845, CRE	2407		
2020/06/000302 03/05/2020 POL	-500.00 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0845, CREATIVE, F2020			
2020/06/000302 03/05/2020 API	84.07 VND	106835 IN	INV-16986		PARADISE ADVERTISING	2019-OMC-0707 MEDI	2407		
2020/06/000302 03/05/2020 POL	-84.07 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0707 MEDIA, JAN-22020			
2020/06/000302 03/05/2020 API	3,292.07 VND	106835 IN	INV-16963		PARADISE ADVERTISING	2019-OMC-0722, MED	2407		
2020/06/000302 03/05/2020 POL	-3,292.07 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0722, MEDIA, JAN-2020			
2020/06/000426 03/10/2020 API	7,747.99 VND	106835 IN	INV-17103		PARADISE ADVERTISING	2019-OMC-0696 MAR-	2407		
2020/06/000426 03/10/2020 POL	-7,747.99 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0696 MAR-20 RETAI2020			
2020/06/000426 03/10/2020 API	2,301.50 VND	106835 IN	INV-17104		PARADISE ADVERTISING	2019-OMC-0695 MAR-	2407		
2020/06/000426 03/10/2020 POL	-2,301.50 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0695 MAR-20 RETAI2020			
2020/06/000426 03/10/2020 API	2,473.50 VND	106835 IN	INV-16960		PARADISE ADVERTISING	2019-OMC-0675 BRAN	2407		
2020/06/000426 03/10/2020 POL	-2,473.50 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0675 BRAND CREATI2020			
2020/06/000426 03/10/2020 API	9,424.03 VND	106835 IN	INV-17147		PARADISE ADVERTISING	2020-OMC-1493 BRAN	2407		
2020/06/000426 03/10/2020 POL	-9,424.03 VND	106835 PO	2000136		PARADISE ADVERTISING	2020-OMC-1493 BRAND CREATI2020			
2020/06/000426 03/10/2020 API	790.50 VND	106835 IN	INV-17049		PARADISE ADVERTISING	2019-OMC-0968 BRAN	2407		
2020/06/000426 03/10/2020 POL	-790.50 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0968 BRAND CREATI2020			
2020/06/000499 03/06/2020 API	217.15 VND	104669 IN	16612		AMERICAN JANITORIAL	JANITORIAL SERVICE	2560		
2020/06/000700 03/16/2020 API	2,652.00 VND	106835 IN	INV-17283		PARADISE ADVERTISING	2019-OMC-1069	2584		
2020/06/000700 03/16/2020 POL	-2,652.00 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-1069	2020		
2020/06/000700 03/16/2020 API	2,065.50 VND	106835 IN	INV-17211		PARADISE ADVERTISING	2019-OMC-0675	2584		
2020/06/000700 03/16/2020 POL	-2,065.50 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0675	2020		
2020/06/000700 03/16/2020 API	500.00 VND	106835 IN	INV-17111		PARADISE ADVERTISING	2019-OMC-0845	2584		
2020/06/000700 03/16/2020 POL	-500.00 VND	106835 PO	2000136		PARADISE ADVERTISING	2019-OMC-0845	2020		
2020/06/000700 03/16/2020 API	1,249.50 VND	106835 IN	INV-17295		PARADISE ADVERTISING	2020-OMC-0105	2584		
2020/06/000700 03/16/2020 POL	-1,249.50 VND	106835 PO	2000141		PARADISE ADVERTISING	2020-OMC-0105	2020		
2020/06/000700 03/16/2020 API	3,981.25 VND	106835 IN	INV-17293		PARADISE ADVERTISING	2019-OMC-0722 FEB-	2584		
2020/06/000700 03/16/2020 POL	-3,981.25 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0722 FEB-20	2020		
2020/06/000700 03/16/2020 API	2,000.00 VND	106835 IN	INV-17243		PARADISE ADVERTISING	2019-OMC-0717 JAN	2584		
2020/06/000700 03/16/2020 POL	-2,000.00 VND	106835 PO	2000141		PARADISE ADVERTISING	2019-OMC-0717 JAN & FEB-202020			
2020/06/001319 03/25/2020 API	1,917.94 VND	106835 IN	INV-17325		PARADISE ADVERTISING	MEDIA PLACEMENT/FEB20/VCB 2020	3063		
2020/06/001319 03/25/2020 POL	-1,917.94 VND	106835 PO	2000141		PARADISE ADVERTISING	MEDIA PLACEMENT/FEB20/VCB 2020			
2020/06/001319 03/25/2020 API	3,000.00 VND	106849 IN	249481		TEMPEST INTERACTIVE	WEBSITE MAINTENANC	3067		
2020/06/001319 03/25/2020 POL	-1,000.00 VND	106849 PO	2000147		TEMPEST INTERACTIVE	WEBSITE MAINTENANCE, SEO 2020			
2020/06/001319 03/25/2020 POL	-2,000.00 VND	106849 PO	2000147		TEMPEST INTERACTIVE	WEBSITE MAINTENANCE, SEO 2020			
2020/07/000893 04/20/2020 API	446.25 VND	106835 IN	INV-17479		PARADISE ADVERTISING	COMMUNICATIONS/MED	3901		
2020/07/000893 04/20/2020 POL	-446.25 VND	106835 PO	2000136		PARADISE ADVERTISING	COMMUNICATIONS/MEDIA SVCS 2020			

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE	PCT		
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET			BUDGET	USED		
CP155552 534101 CONTRACT SERV -									
2020/07/000893 04/20/2020 API	38.25 VND	106835 IN	INV-17478	PARADISE	ADVERTISING MEDIA RETAINER AND		3901		
2020/07/000893 04/20/2020 POL	-38.25 VND	106835 PO	2000141	PARADISE	ADVERTISING MEDIA RETAINER AND PLACEME2020				
2020/07/000893 04/20/2020 API	484.50 VND	106835 IN	INV-17480	PARADISE	ADVERTISING COMMUNICATIONS/MED		3901		
2020/07/000893 04/20/2020 POL	-484.50 VND	106835 PO	2000136	PARADISE	ADVERTISING COMMUNICATIONS/MEDIA SVCS 2020				
2020/07/000893 04/20/2020 API	2,065.50 VND	106835 IN	INV-17435	PARADISE	ADVERTISING COMMUNICATIONS/MED		3901		
2020/07/000893 04/20/2020 POL	-2,065.50 VND	106835 PO	2000136	PARADISE	ADVERTISING COMMUNICATIONS/MEDIA SVCS 2020				
2020/07/000893 04/20/2020 API	1,077.38 VND	106835 IN	INV-17477	PARADISE	ADVERTISING COMMUNICATIONS AND		3901		
2020/07/000893 04/20/2020 POL	-1,077.38 VND	106835 PO	2000136	PARADISE	ADVERTISING COMMUNICATIONS AND MEDIA R2020				
2020/07/001104 04/21/2020 API	3,000.00 VND	106849 IN	249571	TEMPEST	INTERACTIVE WEB-SEO/APRIL20/VC		4091		
2020/07/001104 04/21/2020 POL	-1,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB-SEO/APRIL20/VCB 2020				
2020/07/001104 04/21/2020 POL	-2,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB-SEO/APRIL20/VCB 2020				
2020/07/001210 04/24/2020 API	1,000.00 VND	106835 IN	INV-17664	PARADISE	ADVERTISING MEDIA RETAINER/MAR		4081		
2020/07/001210 04/24/2020 POL	-1,000.00 VND	106835 PO	2000141	PARADISE	ADVERTISING MEDIA RETAINER/MAR20 2020				
2020/07/001385 04/29/2020 API	217.15 VND	104669 IN	16941	AMERICAN	JANITORIAL APRIL 2020		4175		
2020/07/001385 04/29/2020 POL	-217.15 VND	104669 PO	2000767	AMERICAN	JANITORIAL APRIL 2020				
2020/08/000263 05/05/2020 API	7,747.99 VND	106835 IN	INV-17409	PARADISE	ADVERTISING MEDIA PLACEMENT/AP		4551		
2020/08/000263 05/05/2020 POL	-7,747.99 VND	106835 PO	2000141	PARADISE	ADVERTISING MEDIA PLACEMENT/APR20 2020				
2020/08/000263 05/05/2020 API	2,301.50 VND	106835 IN	INV-17410	PARADISE	ADVERTISING BRAND & CONTENT/AP		4551		
2020/08/000263 05/05/2020 POL	-2,301.50 VND	106835 PO	2000136	PARADISE	ADVERTISING BRAND & CONTENT/APR20 2020				
2020/08/000463 05/12/2020 API	3,000.00 VND	106849 IN	249650	TEMPEST	INTERACTIVE WEB-SEO/MAY20/VCB		4559		
2020/08/000463 05/12/2020 POL	-1,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB-SEO/MAY20/VCB 2020				
2020/08/000463 05/12/2020 POL	-2,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB-SEO/MAY20/VCB 2020				
2020/08/000851 05/19/2020 API	500.00 VND	106835 IN	INV-17421	PARADISE	ADVERTISING 2019-OMC-0845/BRAN		4849		
2020/08/000851 05/19/2020 POL	-500.00 VND	106835 PO	2000136	PARADISE	ADVERTISING 2019-OMC-0845/BRAND/APR20 2020				
2020/08/000851 05/19/2020 API	204.00 VND	106835 IN	INV-17753	PARADISE	ADVERTISING 2020-OMC-0203/BRAN		4849		
2020/08/000851 05/19/2020 POL	-204.00 VND	106835 PO	2000136	PARADISE	ADVERTISING 2020-OMC-0203/BRAND 2020				
2020/08/000851 05/19/2020 API	331.50 VND	106835 IN	INV-17834	PARADISE	ADVERTISING 2019-OMC-1069/BRAN		4849		
2020/08/000851 05/19/2020 POL	-331.50 VND	106835 PO	2000136	PARADISE	ADVERTISING 2019-OMC-1069/BRAND 2020				
2020/08/000851 05/19/2020 API	637.50 VND	106835 IN	INV-17838	PARADISE	ADVERTISING 2020-OMC-0023-NASC		4849		
2020/08/000851 05/19/2020 POL	-637.50 VND	106835 PO	2000136	PARADISE	ADVERTISING 2020-OMC-0023-NASC/BRAND 2020				
2020/08/000851 05/19/2020 API	500.00 VND	106835 IN	INV-17726	PARADISE	ADVERTISING 2019-OMC-0845/MAY2		4849		
2020/08/000851 05/19/2020 POL	-500.00 VND	106835 PO	2000136	PARADISE	ADVERTISING 2019-OMC-0845/MAY20/BRAND 2020				
2020/08/000851 05/19/2020 API	1,518.35 VND	106835 IN	INV-17297	PARADISE	ADVERTISING 2019-OMC-0718/FEB2		4849		
2020/08/000851 05/19/2020 POL	-1,518.35 VND	106835 PO	2000141	PARADISE	ADVERTISING 2019-OMC-0718/FEB20/PLACEM2020				
2020/08/000851 05/19/2020 API	1,919.17 VND	106835 IN	INV-17774	PARADISE	ADVERTISING 2019-OMC-1061/MAR2		4849		
2020/08/000851 05/19/2020 POL	-1,919.17 VND	106835 PO	2000141	PARADISE	ADVERTISING 2019-OMC-1061/MAR20/PLACEM2020				
2020/08/001083 05/26/2020 API	102.00 VND	106835 IN	INV-17752	PARADISE	ADVERTISING 2020-OMC-0202/BRAN		5071		
2020/08/001083 05/26/2020 POL	-102.00 VND	106835 PO	2000136	PARADISE	ADVERTISING 2020-OMC-0202/BRAND&CONTENT2020				
2020/08/001083 05/26/2020 API	2,301.50 VND	106835 IN	INV-17717	PARADISE	ADVERTISING 2019OMC0695/BRAND&		5071		
2020/08/001083 05/26/2020 POL	-2,301.50 VND	106835 PO	2000136	PARADISE	ADVERTISING 2019OMC0695/BRAND&CONTENT/2020				
2020/08/001083 05/26/2020 API	7,747.99 VND	106835 IN	INV-17716	PARADISE	ADVERTISING 2019-OMC-0696/MEDI		5071		
2020/08/001083 05/26/2020 POL	-7,747.99 VND	106835 PO	2000141	PARADISE	ADVERTISING 2019-OMC-0696/MEDIA/MAY 2020				
2020/08/001083 05/26/2020 API	1,031.44 VND	106835 IN	INV-17599	PARADISE	ADVERTISING 2019-OMC-0718/MEDI		5071		
2020/08/001083 05/26/2020 POL	-1,031.44 VND	106835 PO	2000141	PARADISE	ADVERTISING 2019-OMC-0718/MEDIA/MAR20 2020				
2020/08/001083 05/26/2020 API	1,382.42 VND	106835 IN	INV-17677	PARADISE	ADVERTISING 2019-OMC-0707/MEDI		5071		
2020/08/001083 05/26/2020 POL	-1,382.42 VND	106835 PO	2000141	PARADISE	ADVERTISING 2019-OMC-0707/MEDIA/MAR20 2020				
2020/08/001083 05/26/2020 API	2,481.11 VND	106835 IN	INV-17682	PARADISE	ADVERTISING 2019-OMC-0708/MEDI		5071		

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT	
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 534101 CONTRACT SERV -									
2020/08/001083 05/26/2020 POL	-2,481.11 VND	106835 PO	2000141 PARADISE	ADVERTISING	2019-OMC-0708/MEDIA/MAR20 2020				
2020/08/001083 05/26/2020 API	815.56 VND	106835 IN	INV-17853	PARADISE	ADVERTISING 2019-OMC-0704/MEDI			5071	
2020/08/001083 05/26/2020 POL	-815.56 VND	106835 PO	2000141 PARADISE	ADVERTISING	2019-OMC-0704/MEDIA/APR20 2020				
2020/09/000457 06/08/2020 API	10,000.00 VND	106835 IN	INV-17373	PARADISE	ADVERTISING MEDIA PL/2019-OMC-			5597	
2020/09/000457 06/08/2020 POL	-10,000.00 VND	106835 PO	2000141 PARADISE	ADVERTISING	MEDIA PL/2019-OMC-1061/FEB2020				
2020/09/000457 06/08/2020 API	833.34 VND	106835 IN	INV-17374	PARADISE	ADVERTISING MEDIA PL/2019-OMC-			5597	
2020/09/000457 06/08/2020 POL	-833.34 VND	106835 PO	2000141 PARADISE	ADVERTISING	MEDIA PL/2019-OMC-0706/JAN2020				
2020/09/001045 06/17/2020 API	4,395.99 VND	106835 IN	INV-17517	PARADISE	ADVERTISING MEDIA PLACEMENT/MA			5949	
2020/09/001045 06/17/2020 POL	-4,395.99 VND	106835 PO	2000141 PARADISE	ADVERTISING	MEDIA PLACEMENT/MAR20 2020				
2020/09/001045 06/17/2020 API	1,911.19 VND	106835 IN	INV-17634	PARADISE	ADVERTISING MEDIA REPLACEMENT/			5949	
2020/09/001045 06/17/2020 POL	-1,911.19 VND	106835 PO	2000141 PARADISE	ADVERTISING	MEDIA REPLACEMENT/MAR20 2020				
2020/09/001045 06/17/2020 API	416.65 VND	106835 IN	INV-18105	PARADISE	ADVERTISING MEDIA PLACEMENT/FE			5949	
2020/09/001045 06/17/2020 POL	-416.65 VND	106835 PO	2000141 PARADISE	ADVERTISING	MEDIA PLACEMENT/FEB20 2020				
2020/09/001045 06/17/2020 API	102.00 VND	106835 IN	INV-17751	PARADISE	ADVERTISING 2020-OMC-0105 BRAN			5949	
2020/09/001045 06/17/2020 POL	-102.00 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020-OMC-0105 BRAND & CONT2020				
2020/09/001045 06/17/2020 API	18.17 VND	106835 IN	INV-17981	PARADISE	ADVERTISING 2020-OMC-0295			5949	
2020/09/001045 06/17/2020 POL	-18.17 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020-OMC-0295				
2020/09/001045 06/17/2020 API	3,060.00 VND	106835 IN	INV-18055	PARADISE	ADVERTISING 2020-OMC-0633			5949	
2020/09/001045 06/17/2020 POL	-3,060.00 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020-OMC-0633				
2020/09/001045 06/17/2020 API	2,754.00 VND	106835 IN	INV-18056	PARADISE	ADVERTISING 2020-OMC-0634			5949	
2020/09/001045 06/17/2020 POL	-2,754.00 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020-OMC-0634				
2020/09/001045 06/17/2020 API	3,000.00 VND	106849 IN	249714	TEMPEST	INTERACTIVE WEB SUPPORT & SEO/			5958	
2020/09/001045 06/17/2020 POL	-1,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB SUPPORT & SEO/JUNE20202020				
2020/09/001045 06/17/2020 API	-2,000.00 VND	106849 PO	2000147	TEMPEST	INTERACTIVE WEB SUPPORT & SEO/JUNE20202020				
2020/09/001301 06/23/2020 API	217.15 VND	104669 IN	17105	AMERICAN	JANITORIAL MAY 2020 JANITORIA			5998	
2020/09/001301 06/23/2020 POL	-217.15 VND	104669 PO	2000767	AMERICAN	JANITORIAL MAY 2020 JANITORIAL SERVIC2020				
2020/09/001476 06/26/2020 API	1,437.69 VND	106835 IN	INV-17544	PARADISE	ADVERTISING 2019OMC0702/MEDIA			6204	
2020/09/001476 06/26/2020 POL	-1,437.69 VND	106835 PO	2000141 PARADISE	ADVERTISING	2019OMC0702/MEDIA PLMT/FEB2020				
2020/09/001476 06/26/2020 API	7,747.99 VND	106835 IN	INV-17965	PARADISE	ADVERTISING 2019-OMC-0696 JUN-			6204	
2020/09/001476 06/26/2020 POL	-7,747.99 VND	106835 PO	2000141 PARADISE	ADVERTISING	2019-OMC-0696 JUN-20 RETAI2020				
2020/09/001476 06/26/2020 API	2,301.50 VND	106835 IN	INV-17966	PARADISE	ADVERTISING 2019OMC0695/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-2,301.50 VND	106835 PO	2000136 PARADISE	ADVERTISING	2019OMC0695/BRAND&CNTNT/JU2020				
2020/09/001476 06/26/2020 API	3,167.50 VND	106835 IN	INV-18121	PARADISE	ADVERTISING 2020OMC0633/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-3,167.50 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020OMC0633/BRAND&CNTNT/FI2020				
2020/09/001476 06/26/2020 API	500.00 VND	106835 IN	INV-17992	PARADISE	ADVERTISING 2019OMC0845/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-500.00 VND	106835 PO	2000136 PARADISE	ADVERTISING	2019OMC0845/BRAND&CNTNT/JU2020				
2020/09/001476 06/26/2020 API	6,859.50 VND	106835 IN	INV-18142	PARADISE	ADVERTISING 2020OMC0634/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-6,859.50 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020OMC0634/BRAND&CNTNT/FI2020				
2020/09/001476 06/26/2020 API	1,785.00 VND	106835 IN	INV-18143	PARADISE	ADVERTISING 2020OMC0685/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-1,785.00 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020OMC0685/BRAND&CONTENT 2020				
2020/09/001476 06/26/2020 API	3,251.25 VND	106835 IN	INV-18144	PARADISE	ADVERTISING 2020OMC0666/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-3,251.25 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020OMC0666/BRAND&CONTENT 2020				
2020/09/001476 06/26/2020 API	688.50 VND	106835 IN	INV-17536	PARADISE	ADVERTISING 2020OMC0321/BRAND&			6204	
2020/09/001476 06/26/2020 POL	-688.50 VND	106835 PO	2000136 PARADISE	ADVERTISING	2020OMC0321/BRAND&CONTENT 2020				
2020/09/001600 06/30/2020 API	217.15 VND	104669 IN	17279	AMERICAN	JANITORIAL JUNE 2020 JANITORI			6433	
2020/09/001600 06/30/2020 POL	-217.15 VND	104669 PO	2000767	AMERICAN	JANITORIAL JUNE 2020 JANITORIAL SERVI2020				
2020/10/000741 07/14/2020 API	217.15 VND	104669 IN	16751	AMERICAN	JANITORIAL MARCH 2020			6751	

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:			ORIGINAL	TRANFRS/	REVISED			AVAILABLE	PCT
1074	TOURIST DEVELOPMENT FUND		APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED
CP155552 534101 CONTRACT SERV -									
2020/10/000741	07/14/2020	POL	-217.15	VND 104669	PO 2000767	AMERICAN JANITORIAL	MARCH 2020	2020	
2020/10/000861	07/16/2020	API	2,301.50	VND 106835	IN INV-18185	PARADISE ADVERTISING	2019-OMC-0695	JULY	7099
2020/10/000861	07/16/2020	POL	-2,301.50	VND 106835	PO 2000136	PARADISE ADVERTISING	2019-OMC-0695	JULY 2020	2020
2020/10/000861	07/16/2020	API	1,721.25	VND 106835	IN INV-18220	PARADISE ADVERTISING	2020-OMC-0667		7099
2020/10/000861	07/16/2020	POL	-1,721.25	VND 106835	PO 2000136	PARADISE ADVERTISING	2020-OMC-0667	2020	
2020/10/000861	07/16/2020	API	2,307.75	VND 106835	IN INV-18221	PARADISE ADVERTISING	2020-OMC-0668		7099
2020/10/000861	07/16/2020	POL	-2,307.75	VND 106835	PO 2000136	PARADISE ADVERTISING	2020-OMC-0668	2020	
2020/10/000861	07/16/2020	API	3,289.50	VND 106835	IN INV-18222	PARADISE ADVERTISING	2020-OMC-0691		7099
2020/10/000861	07/16/2020	POL	-3,289.50	VND 106835	PO 2000136	PARADISE ADVERTISING	2020-OMC-0691	2020	
2020/10/000861	07/16/2020	API	5,000.00	VND 106835	IN INV-18266	PARADISE ADVERTISING	2020-OMC-0677	JUNE	7099
2020/10/000861	07/16/2020	POL	-5,000.00	VND 106835	PO 2000141	PARADISE ADVERTISING	2020-OMC-0677	JUNE 2020	2020
2020/10/000861	07/16/2020	API	3,000.00	VND 106849	IN 249780	TEMPEST INTERACTIVE	JULY WEB SUPPORT,		7111
2020/10/000861	07/16/2020	POL	-1,000.00	VND 106849	PO 2000147	TEMPEST INTERACTIVE	JULY WEB SUPPORT, SEO	2020	
2020/10/000861	07/16/2020	POL	-2,000.00	VND 106849	PO 2000147	TEMPEST INTERACTIVE	JULY WEB SUPPORT, SEO	2020	
2020/10/001127	07/31/2020	API	59.85	VND 011114	IN 16512	A & G ALARM COMPANY	ALARM MONITORING 7		
2020/10/001328	07/27/2020	API	1,155.08	VND 106835	IN INV-18314	PARADISE ADVERTISING	MEDIA PL/2019-OMC-		7323
2020/10/001328	07/27/2020	POL	-1,155.08	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2019-OMC-0702/JUN2020		
2020/10/001328	07/27/2020	API	2,279.39	VND 106835	IN INV-18332	PARADISE ADVERTISING	MEDIA PL/2020-OMC-		7323
2020/10/001328	07/27/2020	POL	-2,279.39	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2020-OMC-0670/JUN2020		
2020/10/001328	07/27/2020	API	4,943.35	VND 106835	IN INV-18381	PARADISE ADVERTISING	MEDIA PL/2020-OMC-		7323
2020/10/001328	07/27/2020	POL	-4,943.35	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2020-OMC-0671/JUN2020		
2020/10/001328	07/27/2020	API	7,747.98	VND 106835	IN INV-18184	PARADISE ADVERTISING	MEDIA RET/2019-OMC-		7323
2020/10/001328	07/27/2020	POL	-7,747.98	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA RET/2019-OMC-0696/JUN2020		
2020/10/001533	07/29/2020	API	601.83	VND 106835	IN INV-18354	PARADISE ADVERTISING	MEDIA PL/2019-OMC-		7716
2020/10/001533	07/29/2020	POL	-601.83	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2019-OMC-0704/JUN2020		
2020/10/001533	07/29/2020	API	3,215.00	VND 106835	IN INV-18365	PARADISE ADVERTISING	MEDIA PL/2020-OMC-		7716
2020/10/001533	07/29/2020	POL	-3,215.00	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2020-OMC-0678/JUN2020		
2020/10/001533	07/29/2020	API	3,082.02	VND 106835	IN INV-18377	PARADISE ADVERTISING	MEDIA PL/2020-OMC-		7716
2020/10/001533	07/29/2020	POL	-3,082.02	VND 106835	PO 2000141	PARADISE ADVERTISING	MEDIA PL/2020-OMC-0676/JUN2020		
CP155552 540101 TRAVEL & PER DI									
			43,677		-6,350	37,327	1,760.00	.00	35,567.00 4.7%
2020/01/000002	10/01/2019	BUC	31,879.00	REF				ORIGINAL BUDGET 2020	
2020/03/000066	12/31/2019	GNI	2,936.00	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS	
2020/04/000831	01/21/2020	API	22.00	VND 102076	IN TRR011020	LOCKE RYAN	TDC/SPORTS EXPRESS677484085		
2020/04/001122	01/24/2020	GNI	25.00	REF JANSTB			JAN20STB-SUNPASS*ACC18158430		
2020/04/001122	01/24/2020	GNI	574.02	REF JANSTB			JAN20STB-HILTON COLUMBIA CENTE		
2020/04/001246	01/29/2020	API	61.00	VND 101511	IN TRR012320	SHAFFER LORETTA L	TDC/TOURISM DAY 01679813757		
2020/04/001246	01/29/2020	API	61.00	VND 101595	IN TRR012320	WHEELER MELINDA	TDC/TOURISM DAY, 0679813772		
2020/04/001246	01/29/2020	API	61.00	VND 102076	IN TRR012320	LOCKE RYAN	TDC/TOURISM DAY 01679813745		
2020/04/001246	01/29/2020	API	61.00	VND 109339	IN TRR012320	MARR JESSICA	TDC/ TOURISM DAY, 679813748		
2020/05/000768	02/29/2020	API	5.00	VND 999999	IN 2464232352	PCARD ONE TIME PAY	PARKING AT FL TOUR		
2020/05/000769	02/29/2020	API	534.00	VND 999999	IN 469314	PCARD ONE TIME PAY	LODGING FOR L SHAF		
2020/05/000769	02/29/2020	API	534.00	VND 999999	IN 469311	PCARD ONE TIME PAY	LODGING FOR J MARR		
2020/05/000769	02/29/2020	API	518.00	VND 999999	IN 469312	PCARD ONE TIME PAY	LODGING FOR C LOCK		
2020/05/000769	02/29/2020	API	534.00	VND 999999	IN 469313	PCARD ONE TIME PAY	LODGING FOR S WHEE		
2020/05/001127	02/06/2020	API	379.78	VND 999999	IN A9JS3S	PCARD ONE TIME PAY	FLIGHT FOR R LOCKE		

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE	PCT		
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET			BUDGET	USED		
CP155552 540101 TRAVEL & PER DI									
2020/06/001087 03/09/2020 API	2,000.00 VND	999999 IN	6144280		PCARD ONE TIME PAY	Registration: CEP			
2020/07/001334 04/05/2020 API	-379.78 VND	999999 IN	A9JS3S		PCARD ONE TIME PAY	REFUND FOR CANCELL			
CP155552 541101 COMMUNICATIONS	6,701	0	6,701	2,394.78	.00	4,306.22	35.7%		
2020/01/000002 10/01/2019 BUC	6,000.00 REF					ORIGINAL BUDGET 2020			
2020/03/000066 12/31/2019 GNI	585.57 REF	20P1-3				FY20 PERIOD 1-3 AMOUNTS			
2020/04/000114 01/07/2020 API	233.67 VND	201928 IN	9844294394		VERIZON WIRELESS	421552992-00016	677483324		
2020/04/000114 01/07/2020 API	18.53 VND	203123 IN	0144423/0120		CENTURY LINK/EMBARQ	320144423	677483280		
2020/04/000963 01/24/2020 API	230.29 VND	201928 IN	9846371152		VERIZON WIRELESS	42155299200016	677484079		
2020/04/001196 01/17/2020 API	19.49 VND	203123 IN	0144423/0220		CENTURY LINK/EMBARQ	320144423	679813724		
2020/05/001302 02/26/2020 API	236.94 VND	201928 IN	9848442172		VERIZON WIRELESS	42155299200016	2217		
2020/05/001302 02/26/2020 API	18.14 VND	203123 IN	0144423/0320		CENTURY LINK/EMBARQ	320144423	2175		
2020/06/000948 03/18/2020 API	18.71 VND	203123 IN	0144423/0420		CENTURY LINK/EMBARQ	320144423	2865		
2020/06/001253 03/26/2020 API	232.93 VND	201928 IN	9850535023		VERIZON WIRELESS	421552992-00016	3073		
2020/07/001104 04/21/2020 API	18.78 VND	203123 IN	0144423/0520		CENTURY LINK/EMBARQ	320144423/VCB	4064		
2020/07/001440 04/29/2020 API	370.10 VND	201928 IN	9852617609		VERIZON WIRELESS	421552992-00016/AP	4231		
2020/08/001057 05/21/2020 API	15.50 VND	203123 IN	0144423/0620		CENTURY LINK/EMBARQ	320144423	5061		
2020/09/000399 06/05/2020 API	319.21 VND	201928 IN	9854673683		VERIZON WIRELESS	421552992-00016	5603		
2020/09/001085 06/18/2020 API	17.95 VND	203123 IN	0144423/0720		CENTURY LINK/EMBARQ	320144423	5934		
2020/09/001365 06/24/2020 API	265.41 VND	201928 IN	9856715411		VERIZON WIRELESS	421552992-00016	6217		
2020/10/000954 07/20/2020 API	18.70 VND	203123 IN	0144423/0820		CENTURY LINK/EMBARQ	320144423	6999		
2020/10/001328 07/27/2020 API	269.35 VND	201928 IN	9858762414		VERIZON WIRELESS	421552992-00016	7332		
CP155552 542201 POSTAGE & FREIG	4,000	0	4,000	800.00	.00	3,200.00	20.0%		
2020/01/000002 10/01/2019 BUC	7,500.00 REF					ORIGINAL BUDGET 2020			
2020/03/000066 12/31/2019 GNI	138.47 REF	20P1-3				FY20 PERIOD 1-3 AMOUNTS			
2020/04/001122 01/24/2020 GNI	27.00 REF	JANSTB				JAN20STB-PRX AUTH NET			
2020/04/001122 01/24/2020 GNI	19.45 REF	JANSTB				JAN20STB-FEDEX	33764556		
2020/04/001201 01/27/2020 API	500.00 VND	103358 IN	012720TDC		USPS-HASLER	NEOPOST ACCOUNT	80679813765		
2020/05/000814 02/05/2020 API	15.05 VND	999999 IN	0000974w3E050		PCARD ONE TIME PAY	MAILING OF CALEND			
2020/06/000059 03/31/2020 API	30.02 VND	999999 IN	0000974w3E060		PCARD ONE TIME PAY	MAILING OF HARD DR			
2020/09/001434 06/25/2020 API	800.00 VND	103358 IN	062320TDC		USPS-HASLER	POSTAGE ACCT#80071	6213		
CP155552 543101 UTILITY SERVICE	9,792	0	9,792	7,210.79	.00	2,581.21	73.6%		
2020/01/000002 10/01/2019 BUC	9,600.00 REF					ORIGINAL BUDGET 2020			
2020/03/000066 12/31/2019 GNI	3,214.92 REF	20P1-3				FY20 PERIOD 1-3 AMOUNTS			
2020/04/000984 01/24/2020 API	1,034.26 VND	014881 IN	64495010920		CITY OF OCALA/ELECTR	550848-164495	677484044		
2020/06/001069 03/23/2020 API	925.04 VND	014881 IN	64495031020		CITY OF OCALA/ELECTR	550848-164495	2805		
2020/10/001032 07/21/2020 API	1,175.65 VND	014881 IN	64495071020		CITY OF OCALA/ELECTR	550848-164495	7132		

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 543102	UTILITY SERVICE	756	0	756	501.39	.00	254.61	66.3%	
2020/01/000002	10/01/2019 BUC	700.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	188.19	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000984	01/24/2020 API	62.73	VND 014881 IN 64495010920						CITY OF OCALA/ELECTR 550848-164495 677484044
2020/06/001069	03/23/2020 API	62.73	VND 014881 IN 64495031020						CITY OF OCALA/ELECTR 550848-164495 2805
2020/10/001032	07/21/2020 API	62.73	VND 014881 IN 64495071020						CITY OF OCALA/ELECTR 550848-164495 7132
CP155552 544101	RENTALS & LEASE	6,914	0	6,914	2,362.68	4,531.24	20.08	99.7%	
2020/01/000002	10/01/2019 BUC	7,000.00	REF						ORIGINAL BUDGET 2020
2020/03/000046	12/30/2019 POE	5,192.65	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	LEASE FOR CS3552ci @ \$222.29/M				
2020/03/000046	12/30/2019 POE	859.92	VND 108092 PO 2000134	NEOPOST USA INC	OFFICE MACHINES, EQUIPMENT, AN				
2020/03/000066	12/31/2019 GNI	1,081.31	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000372	01/09/2020 API	230.69	VND 501306 IN 154081		DOCUMENT TECHNOLOGIE MC-01/CS-3552CI/JA677483566				
2020/04/000372	01/09/2020 POL	-230.69	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC-01/CS-3552CI/JAN/VCB 2020				
2020/04/000443	01/15/2020 POM	-269.98	VND 108092 PO 2000134	NEOPOST USA INC	deduction change order 2020				
2020/04/001122	01/24/2020 GNI	4.99	REF JANSTB		JAN20STB-DS SERVICES STANDARD				
2020/05/000250	02/07/2020 API	262.93	VND 501306 IN 156018		DOCUMENT TECHNOLOGIE MC01/CS3552ci/FEB2				1189
2020/05/000250	02/07/2020 POL	-262.93	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC01/CS3552ci/FEB20/VCB 2020				
2020/05/000948	02/21/2020 GCR	-55.00	REF P02956		02/04 OVERPYMT NEOPOST				
2020/06/000700	03/16/2020 API	214.98	VND 103444 IN N8188103		QUADIENT LEASING N19092174/01/01/20				2585
2020/06/000700	03/16/2020 POL	-214.98	VND 103444 PO 2000134	QUADIENT LEASING	N19092174/01/01/20-03/31/22020				
2020/06/000896	03/17/2020 API	238.57	VND 501306 IN 157688		DOCUMENT TECHNOLOGIE MC01/CS3552ci/mar/				2869
2020/06/000896	03/17/2020 POL	-238.57	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC01/CS3552ci/mar/vcb 2020				
2020/06/001435	03/09/2020 API	14.97	VND 999999 IN 18159636022520		PCARD ONE TIME PAY WATER AND WATER MA				
2020/07/000143	04/03/2020 API	248.13	VND 501306 IN 158790		DOCUMENT TECHNOLOGIE MC01/CS3552CI/APR/				3328
2020/07/000143	04/03/2020 POL	-248.13	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC01/CS3552CI/APR/VCB 2020				
2020/08/000061	05/01/2020 API	238.17	VND 501306 IN 159858		DOCUMENT TECHNOLOGIE MC01/MCBBC-141-01/				4215
2020/08/000061	05/01/2020 POL	-238.17	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC01/MCBBC-141-01/MAY/VCB 2020				
2020/09/000399	06/05/2020 API	236.29	VND 501306 IN 161541		DOCUMENT TECHNOLOGIE MC01/CS3552ci/JUNE				5578
2020/09/000399	06/05/2020 POL	-236.29	VND 501306 PO 2000120	DOCUMENT TECHNOLOGIE	MC01/CS3552ci/JUNE20/VCB 2020				
2020/09/000982	06/03/2020 API	4.99	VND 999999 IN 18159636052520		PCARD ONE TIME PAY MAY WATER RENTAL A				
2020/09/000987	06/03/2020 API	9.98	VND 999999 IN 18159636042520		PCARD ONE TIME PAY MARCH & APRIL WATE				
2020/09/001045	06/17/2020 API	214.98	VND 103444 IN N8325023		QUADIENT LEASING 01048412/N19092174				5951
2020/09/001045	06/17/2020 POL	-214.98	VND 103444 PO 2000134	QUADIENT LEASING	01048412/N19092174/APR-JUN2020				
2020/09/001124	06/22/2020 GEN	4.99	REF		RECLASS: CRYSTAL SPGS MAY2020				
CP155552 545101	INSURANCE - PRE	11,299	0	11,299	8,473.80	.00	2,825.20	75.0%	
2020/01/000002	10/01/2019 BUC	11,548.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	2,886.92	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000588	01/21/2020 GEN	2,886.92	REF						2ND QTR INS PREMIUMS
2020/07/000349	04/09/2020 GEN	2,886.92	REF						3RD QUARTER PREMIUMS
2020/10/000620	07/13/2020 GEN	2,886.92	REF						4TH QTR PREMIUMS

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 546257	REPAIRS/MAINT -	2,400	0	2,400	194.02	.00	2,205.98	8.1%	
2020/01/000002	10/01/2019 BUC	400.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	67.17	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000008	01/07/2020 BUA	3,052.00	REF						20-1074-002
2020/05/000620	02/17/2020 GEN	2,335.86	REF						FLEET-TDC-JAN20
2020/06/000446	03/12/2020 GEN	5.75	REF						FLEET-TDC-FEB20
2020/07/000808	04/20/2020 GEN	5.75	REF						FLEET-TDC-MAR20
CP155552 546301	REPAIRS/MAINT -	74	0	74	.00	.00	74.00	.0%	
CP155552 546312	REPAIRS/MAINT -	74	0	74	.00	.00	74.00	.0%	
2020/01/000002	10/01/2019 BUC	74.00	REF						ORIGINAL BUDGET 2020
CP155552 547101	PRINT & BIND	3,000	0	3,000	.00	.00	3,000.00	.0%	
2020/01/000002	10/01/2019 BUC	25,000.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	242.28	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
CP155552 548101	PROMO ACT	773,803	-1,596	772,207	429,550.36	44,060.85	298,595.79	61.3%	
2020/01/000002	10/01/2019 BUC	1,210,656.00	REF						ORIGINAL BUDGET 2020
2020/03/000031	12/17/2019 BUA	-100,000.00	REF						BAR19R567
2020/03/000066	12/31/2019 GNI	18,246.49	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000008	01/07/2020 BUA	-3,052.00	REF						20-1074-002
2020/04/000279	01/10/2020 BUA	-9,000.00	REF						transfer from this account
2020/04/000475	01/15/2020 POE	25,000.00	VND 105047	PO 2000630	DOWN & ST	GERMAIN R RE-BRANDING RESEARCH			
2020/04/000833	01/22/2020 API	1,200.00	VND 108391	IN 4		FLORIDA PGF LLC	FL PGA EASTON CHAM677484084		
2020/04/001122	01/24/2020 GNI	33.35	REF JANSTB				JAN20STB-THE MOJO GRILL OCALA		
2020/04/001122	01/24/2020 GNI	44.83	REF JANSTB				JAN20STB-SONNYS REAL PIT BBQ 0		
2020/04/001122	01/24/2020 GNI	1,125.00	REF JANSTB				JAN20STB-EARNEST MAIL CONSULTI		
2020/04/001122	01/24/2020 GNI	1,275.00	REF JANSTB				JAN20STB-IN *KENNEY COMMUNICAT		
2020/04/001122	01/24/2020 GNI	402.95	REF JANSTB				JAN20STB-SIGNSDIRECT		
2020/04/001122	01/24/2020 GNI	18.00	REF JANSTB				JAN20STB-B J TROPHIES AND AWAR		
2020/04/001122	01/24/2020 GNI	40.00	REF JANSTB				JAN20STB-OCALAMARIONCITY		
2020/04/001122	01/24/2020 GNI	-359.00	REF JANSTB				JAN20STB-VISIT FLORIDA SERVICE		
2020/04/001122	01/24/2020 GNI	18.98	REF JANSTB				JAN20STB-THE MOJO GRILL EAST		
2020/04/001122	01/24/2020 GNI	24.40	REF JANSTB				JAN20STB-LAS MARGARITAS & GALL		
2020/04/001122	01/24/2020 GNI	63.60	REF JANSTB				JAN20STB-LA CUISINE RESTAURANT		
2020/04/001122	01/24/2020 GNI	26.08	REF JANSTB				JAN20STB-BROOKLYNS ORIGINAL PI		
2020/04/001122	01/24/2020 GNI	-1.33	REF JANSTB				JAN20STB-LAS MARGARITAS & GALL		
2020/04/001122	01/24/2020 GNI	11.00	REF JANSTB				JAN20STB-CAPE LEISURE SILVER		
2020/04/001122	01/24/2020 GNI	64.95	REF JANSTB				JAN20STB-BRILLIANTPROMOS		
2020/04/001122	01/24/2020 GNI	55.00	REF JANSTB				JAN20STB-VISIT FLORIDA SERVICE		
2020/04/001122	01/24/2020 GNI	55.00	REF JANSTB				JAN20STB-VISIT FLORIDA SERVICE		
2020/04/001122	01/24/2020 GNI	13.59	REF JANSTB				JAN20STB-AMZN MKTP US*407C11XD		
2020/04/001122	01/24/2020 GNI	-55.00	REF JANSTB				JAN20STB-VISIT FLORIDA SERVICE		

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT	
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 548101 PROMO ACT									
2020/04/001155 01/30/2020 CRP	-1.82	REF 470		TOURIST DEVELOPMENT	01/14 TAX REFUND				
2020/04/001199 01/28/2020 API	7,500.00	VND 105047	IN 012220TDC	DOWNES & ST GERMAIN R	RE-BRANDING 01/13-679813728				
2020/04/001199 01/28/2020 POL	-7,500.00	VND 105047	PO 2000630	DOWNES & ST GERMAIN R	RE-BRANDING 01/13-01/14/202020				
2020/04/001246 01/29/2020 API	2,500.00	VND 102906	IN 012020TDC	FLORIDA HIGH SCHOOL	FHRSA NOV RODEO 11679813739				
2020/04/001246 01/29/2020 API	3,086.42	VND 107874	IN 28	INSOMNIAC THEATRE CO	EVIL DEAD MUSICAL 679813741				
2020/04/001352 01/15/2020 API	400.00	VND 999999	IN 1459	PCARD ONE TIME PAY	CUSTOM SAVING PASS				
2020/04/001355 01/15/2020 API	16.54	VND 999999	IN 013555	PCARD ONE TIME PAY	CHICKEN SALAD TRAY				
2020/04/001356 01/15/2020 API	86.00	VND 999999	IN 10497	PCARD ONE TIME PAY	DINNER WITH CANADI				
2020/04/001356 01/15/2020 API	29.68	VND 999999	IN 012558	PCARD ONE TIME PAY	LUNCH WITH CANADIA				
2020/04/001356 01/15/2020 API	11.00	VND 999999	IN 013626	PCARD ONE TIME PAY	JUNIPER SPRINGS DA				
2020/04/001357 01/16/2020 API	25.20	VND 999999	IN 7228879256000002	PCARD ONE TIME PAY	CARDSTOCK, HEAVY D				
2020/04/001360 01/16/2020 API	734.00	VND 999999	IN 16143-2	PCARD ONE TIME PAY	RENTAL OF TABLES A				
2020/05/000250 02/07/2020 API	5,000.00	VND 108391	IN 5/TDC	FLORIDA PGF LLC	UMPIRE FEES/CHAMP	1195			
2020/05/000250 02/07/2020 API	3,086.42	VND 200129	IN 12-327	HABITAT FOR HUMANITY	ELVIS CONCERT STAR	1200			
2020/05/000762 02/29/2020 API	116.08	VND 999999	IN 14286	PCARD ONE TIME PAY	DIGITALLY PRINTED				
2020/05/000763 02/29/2020 API	43.00	VND 999999	IN 013728	PCARD ONE TIME PAY	CANADIAN MEDIA DIN				
2020/05/001022 02/20/2020 API	3,086.42	VND 104273	IN 1636	JUNIOR LEAGUE OF OCA	AUTUMN GIFT MRKT11	1945			
2020/05/001033 02/18/2020 API	2,239.00	VND 000248	IN 20-30	CITY OF OCALA	FIGHT FOR FREEDOM	1927			
2020/05/001033 02/18/2020 API	7,500.00	VND 105047	IN 021120TDC	DOWNES & ST GERMAIN R	LOCAL STAKEHOLDER	1932			
2020/05/001033 02/18/2020 POL	-7,500.00	VND 105047	PO 2000630	DOWNES & ST GERMAIN R	LOCAL STAKEHOLDER FOCUS GR2020				
2020/05/001033 02/18/2020 API	3,086.42	VND 108235	IN 1/012220TDC	RAINBOW SPRINGS ART	RS ART FESTIVAL 11	1956			
2020/05/001033 02/18/2020 API	13,500.00	VND 202625	IN 00074456	VISIT FLORIDA/FLA TO 2020VISITFL TRANSP		1972			
2020/06/000358 03/10/2020 BUA	-1,936.00	REF			laptop was refunded to last FY				
2020/06/000486 03/05/2020 API	2,128.03	VND 101715	IN 1391	FLORIDA ARTIST BLACK	FABA CONF 10/25-10	2574			
2020/06/000569 03/12/2020 API	2,500.00	VND 102906	IN 012420VCB	FLORIDA HIGH SCHOOL	HIGHSCHOOL RODEO/J	2576			
2020/06/000948 03/18/2020 API	29,609.38	VND 204759	IN SP 20027	HITS INC	HITS HOLIDAY FESTI	2878			
2020/06/000993 03/20/2020 API	30,703.13	VND 106700	IN 3397	OCALA JOCKEY CLUB/VA	2019 OCALA JOCKEY	2883			
2020/07/000101 04/01/2020 API	4,000.00	VND 101056	IN PF-0121083	FLORIDA VETERINARY M	2020 EQUINE CONF G	3301			
2020/07/000893 04/20/2020 API	2,500.00	VND 500622	IN 100	VANGUARD HIGH SCHOOL	KINGDOM OF THE SUN	3911			
2020/07/001210 04/24/2020 API	6,000.00	VND 000125	IN 32369	TARSUS CONNECT LLC	SPONSORSHIP/FL CON	4089			
2020/08/000263 05/05/2020 API	3,086.42	VND 200129	IN 12-333	HABITAT FOR HUMANITY	STRAWBERRY FESTIVA	4547			
2020/08/000314 05/19/2020 BUA	-88,117.00	REF			To Fund Rotary Fiber Install				
2020/09/000232 06/30/2020 API	45.00	VND 999999	IN 6927	PCARD ONE TIME PAY	2020 FLAGLER AWARD				
2020/09/000265 06/03/2020 API	31,250.00	VND 204797	IN 2017423	LIVE OAK INTERNATIONAL	JUMPING COMPETITIO	5591			
2020/09/000265 06/03/2020 API	31,250.00	VND 204797	IN 2017418	LIVE OAK INTERNATIONAL	DRIVING COMPETITIO	5591			
2020/09/001524 06/29/2020 API	750.00	VND 108091	IN 06252020-GRANT	FRIENDS OF DUNNELLON	CHRISTMAS PARADE/S	6197			
2020/09/001524 06/29/2020 API	29,179.69	VND 204759	IN MS2016	HITS INC	MARION/OCALA CUP W	6198			
2020/09/001524 06/29/2020 API	29,687.50	VND 204759	IN MS2017	HITS INC	MARION/OCALA WINT	6198			
2020/10/001140 07/24/2020 POE	4,500.00	VND 000275	PO 2001047	OUTFRONT MEDIA	SIGNS, SIGN				
2020/10/001196 07/24/2020 API	2,496.19	VND 000248	IN 20-50	CITY OF OCALA	GRIT EVENT FT KING	7309			
2020/10/001466 07/22/2020 API	1,275.00	VND 999999	IN 301763	PCARD ONE TIME PAY	BROCHURE DISTRIBUT				
2020/10/001466 07/22/2020 API	425.00	VND 999999	IN 301688	PCARD ONE TIME PAY	BROCHURE DISTRIBUT				

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 549185	CHARGES - COST	128,328	0	128,328	85,552.00	.00	42,776.00	66.7%	
2020/01/000002	10/01/2019 BUC	193,165.00	REF				ORIGINAL BUDGET 2020		
2020/03/000066	12/31/2019 GNI	48,291.24	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS		
2020/04/000573	01/21/2020 GEN	16,097.08	REF				REC COST ALLOCATION/JAN20		
2020/05/000096	02/05/2020 GEN	16,097.08	REF				REC COST ALLOCATION/FEB20		
2020/06/000070	03/03/2020 GEN	16,097.08	REF				REC COST ALLOCATION/MAR20		
2020/07/000063	04/01/2020 GEN	16,097.08	REF				REC COST ALLOCATION/APR20		
2020/08/000138	05/05/2020 GEN	16,097.08	REF				REC COST ALLOCATION/MAY20		
2020/09/000081	06/02/2020 GEN	16,097.08	REF				REC COST ALLOCATION/JUN20		
2020/10/000463	07/09/2020 GEN	16,097.08	REF				REC COST ALLOCATION/JUL20		
CP155552 551101	OFFICE SUPPLIES	3,000	0	3,000	226.75	.00	2,773.25	7.6%	
2020/01/000002	10/01/2019 BUC	3,000.00	REF				ORIGINAL BUDGET 2020		
2020/03/000066	12/31/2019 GNI	125.53	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS		
2020/04/001357	01/16/2020 API	1.54	VND 999999 IN 7228879256000001		PCARD ONE TIME PAY	RULER			
2020/04/001357	01/16/2020 API	5.73	VND 999999 IN 7228879256000002		PCARD ONE TIME PAY	CARDSTOCK, HEAVY D			
2020/06/001088	03/09/2020 API	85.28	VND 999999 IN 7305460855		PCARD ONE TIME PAY	RUBBERMAID CONTAIN			
2020/06/001088	03/09/2020 API	10.95	VND 999999 IN 113-6827159-1182652		PCARD ONE TIME PAY	PEN REFILLS			
2020/06/001435	03/09/2020 API	-10.95	VND 999999 IN 113-6827159-1182652		PCARD ONE TIME PAY	REFUND FOR PEN REF			
2020/09/001497	06/05/2020 API	74.04	VND 999999 IN 7308776452		PCARD ONE TIME PAY	COPY PAPER, CLOROX			
CP155552 552101	GASOLINE, OIL &	3,200	0	3,200	247.71	.00	2,952.29	7.7%	
2020/01/000002	10/01/2019 BUC	3,200.00	REF				ORIGINAL BUDGET 2020		
2020/03/000066	12/31/2019 GNI	249.93	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS		
2020/04/000944	01/27/2020 GEN	92.84	REF				FLEET-TDC-DEC20		
2020/05/000620	02/17/2020 GEN	194.39	REF				FLEET-TDC-JAN20		
2020/06/000446	03/12/2020 GEN	21.63	REF				FLEET-TDC-FEB20		
2020/07/000808	04/20/2020 GEN	52.68	REF				FLEET-TDC-MAR20		
CP155552 552106	COMPUTER SWTWA	8,264	1,596	9,860	3,837.33	712.57	5,310.10	46.1%	
2020/01/000002	10/01/2019 BUC	7,396.00	REF				ORIGINAL BUDGET 2020		
2020/03/000058	12/31/2019 POE	2,520.00	VND 106654 PO 2000295 TYLER TECHNOLOGIES I Applications Software (For Mai				FY20 PERIOD 1-3 AMOUNTS		
2020/03/000066	12/31/2019 GNI	168.00	REF 20P1-3						
2020/06/000338	03/31/2020 API	2,778.90	VND 999999 IN B11263972		PCARD ONE TIME PAY	PHOTOSHOP & CREATI			
2020/06/000731	03/17/2020 API	25.99	VND 106654 IN 045-280183		TYLER TECHNOLOGIES I 51946: WEB SVC/WOR			2541	
2020/06/000731	03/17/2020 POL	-25.99	VND 106654 PO 2000295 TYLER TECHNOLOGIES I 51946: WEB SVC/WORKFLOW 2020						
2020/06/000731	03/17/2020 API	293.23	VND 106654 IN 045-280307		TYLER TECHNOLOGIES I 51946: PAYROLL TAX			2543	
2020/06/000731	03/17/2020 POL	-293.23	VND 106654 PO 2000295 TYLER TECHNOLOGIES I 51946: PAYROLL TAX TABLE 2020						
2020/07/001322	04/28/2020 API	301.84	VND 106654 IN 045-289011		TYLER TECHNOLOGIES I 51946: SPRT/UPDT L			4042	
2020/07/001322	04/28/2020 POL	-301.84	VND 106654 PO 2000295 TYLER TECHNOLOGIES I 51946: SPRT/UPDT LICENSE 2020						
2020/10/001225	07/24/2020 API	1,741.00	VND 106654 IN 045-285677		TYLER TECHNOLOGIES I 100%YR3 PHS1-3/60%			7296	
2020/10/001225	07/24/2020 POL	-1,741.00	VND 106654 PO 2000295 TYLER TECHNOLOGIES I 100%YR3 PHS1-3/60%PHS4-7 2020						

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155552 552108	OPERATING SUPPL	5,592	2,250	7,842	2,812.33	.00	5,029.67	35.9%	
2020/01/000002	10/01/2019 BUC	6,500.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	150.61	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/001122	01/24/2020 GNI	8.86	REF JANSTB						JAN20STB-STAPLS722814211700000
2020/04/001122	01/24/2020 GNI	26.72	REF JANSTB						JAN20STB-OFFICEMAX/OFFICEDEPT#
2020/04/001352	01/15/2020 API	149.98	VND 999999 IN 421791478			PCARD ONE TIME PAY			DATE STAMP
2020/05/000810	02/29/2020 API	126.00	VND 999999 IN 029764			PCARD ONE TIME PAY			BRANDED TABLE CLOT
2020/05/000823	02/06/2020 API	52.77	VND 999999 IN 113-2187463-9748259			PCARD ONE TIME PAY			GAZEBO WEIGHT BAGS
2020/06/001088	03/09/2020 API	7.60	VND 999999 IN 7305460855			PCARD ONE TIME PAY			COMMERCIAL DISINFE
2020/06/001088	03/09/2020 API	27.11	VND 999999 IN 7305460855			PCARD ONE TIME PAY			RUBBERMAID CONTAIN
2020/06/001435	03/09/2020 API	99.84	VND 999999 IN 18159636022520			PCARD ONE TIME PAY			WATER AND WATER MA
2020/07/000247	04/02/2020 API	17.99	VND 999999 IN 112-6193410-5030601			PCARD ONE TIME PAY			IPHONE CASE WO #13
2020/09/000978	06/30/2020 API	8.20	VND 999999 IN 1054			PCARD ONE TIME PAY			CLASS 1 FACE MASKS
2020/09/000982	06/03/2020 API	14.99	VND 999999 IN 18159636052520			PCARD ONE TIME PAY			MAY WATER RENTAL A
2020/09/000987	06/03/2020 API	52.81	VND 999999 IN 18159636042520			PCARD ONE TIME PAY			MARCH & APRIL WATE
2020/09/001124	06/22/2020 GEN	-4.99	REF						RECLASS: CRYSTAL SPGS MAY2020
2020/09/001497	06/05/2020 API	5.50	VND 999999 IN 7308776452			PCARD ONE TIME PAY			COPY PAPER, CLOROX
2020/10/001127	07/31/2020 API	9.80	VND 999999 IN 512413122-001			PCARD ONE TIME PAY			SANITIZING WIPES F
2020/10/001463	07/20/2020 API	19.89	VND 999999 IN 112-6400469-4846663			PCARD ONE TIME PAY			USB HUB
CP155552 552116	OPER SUPPLIES -	0	3,850	3,850	1,602.00	.00	2,248.00	41.6%	
2020/01/000002	10/01/2019 BUC	725.00	REF						ORIGINAL BUDGET 2020
CP155552 554101	BOOKS, PUBS & S	48,387	0	48,387	36,014.92	.00	12,372.08	74.4%	
2020/01/000002	10/01/2019 BUC	47,738.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	23,637.00	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/001122	01/24/2020 GNI	99.00	REF JANSTB						JAN20STB-CISCO SYSTEMS INC
2020/05/000772	02/29/2020 API	99.00	VND 999999 IN 5100180633			PCARD ONE TIME PAY			WEBEX NAMED USER S
2020/06/000155	03/03/2020 API	3,200.00	VND 000060 IN 366			SIMPLEVIEW WORLDWIDE ANNUAL 2020 SUB-RM		2207	
2020/06/000338	03/31/2020 API	99.00	VND 999999 IN 5100201876			PCARD ONE TIME PAY			WEBEX SUBSCRIPTION
2020/06/000942	03/19/2020 API	9,499.92	VND 000065 IN INV_SS_18498			SPROUT SOCIAL INC ANNUAL 2020-03/01/		2887	
2020/07/000244	04/30/2020 API	94.97	VND 999999 IN 5100223258			PCARD ONE TIME PAY			FEE FOR CLOUD WEBE
2020/07/000468	04/10/2020 API	300.00	VND 000108 IN 35951777			SURVEY MONKEY		3609	
2020/08/000447	05/31/2020 API	300.00	VND 999999 IN OCALAMARION/040220			PCARD ONE TIME PAY			ANNUAL RENEWAL 040
2020/08/000448	05/31/2020 API	-300.00	VND 999999 IN 36147449			PCARD ONE TIME PAY			ACCIDENTAL CHARGE
2020/09/000984	06/04/2020 API	99.00	VND 999999 IN 5100264875			PCARD ONE TIME PAY			REFUND: OCALAMARIO
2020/10/001127	07/31/2020 API	99.00	VND 999999 IN 5100286271			PCARD ONE TIME PAY			WEBEX NAMED USER S
2020/10/001450	07/02/2020 API	99.00	VND 999999 IN 5100243520			PCARD ONE TIME PAY			WEBEX NAMED USER S
CP155552 554201	DUES & MEMBERSH	16,981	250	17,231	8,470.86	.00	8,760.14	49.2%	
2020/01/000002	10/01/2019 BUC	24,636.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	5,000.00	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/001122	01/24/2020 GNI	255.00	REF JANSTB						JAN20STB-FLORIDA SOCIETY OF AS
2020/04/001122	01/24/2020 GNI	200.00	REF JANSTB						JAN20STB-SEOPA
2020/06/000059	03/31/2020 API	98.90	VND 999999 IN 04-20350682			PCARD ONE TIME PAY			NOTARY PACKAGE FOR

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED				AVAILABLE	PCT	
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 554201 DUES & MEMBERSH									
2020/06/000338	03/31/2020	API	250.00 VND 999999 IN 2163		PCARD ONE TIME PAY	MEMBERSHIP RENEWAL			
2020/06/000338	03/31/2020	API	250.00 VND 999999 IN 2020.133		PCARD ONE TIME PAY	ANNUAL DMO ASSOCIA			
2020/06/001319	03/25/2020	API	150.00 VND 100557 IN 3149		DUNNELLON CHAMBER &	2020 MEMBERSHIP/VC	3055		
2020/06/001435	03/09/2020	API	2,000.00 VND 999999 IN 00421		PCARD ONE TIME PAY	FY 19/20 INDUSTRY			
2020/09/000265	06/03/2020	API	4,690.00 VND 203500 IN 48040		DESTINATION MARKETIN	DESTINATION ORGANI	5577		
2020/10/001128	07/01/2020	API	1,167.96 VND 999999 IN 00075577		PCARD ONE TIME PAY	VISIT FLORIDA DUES			
CP155552 555501 TRAINING & EDUC									
			55,670	0	55,670	8,347.00	.00	47,323.00 15.0%	
2020/01/000002	10/01/2019	BUC	52,454.00 REF			ORIGINAL BUDGET 2020			
2020/03/000066	12/31/2019	GNI	15,091.00 REF 20P1-3			FY20 PERIOD 1-3 AMOUNTS			
2020/05/000767	02/29/2020	API	65.00 VND 999999 IN 01DZ4ZJ7SY2D3J5CQE5		PCARD ONE TIME PAY	REGISTRATION FOR F			
2020/05/000815	02/06/2020	API	85.00 VND 999999 IN 886177892126538		PCARD ONE TIME PAY	PROFESSIONAL DEVEL			
2020/05/000823	02/06/2020	API	10.00 VND 999999 IN 28490		PCARD ONE TIME PAY	REGISTRATION FOR C			
2020/05/001127	02/06/2020	API	400.00 VND 999999 IN 2643110		PCARD ONE TIME PAY	"SPORT EVENT MGT"			
2020/05/001127	02/06/2020	API	400.00 VND 999999 IN 2643105		PCARD ONE TIME PAY	"SPORT EVENT MGT"			
2020/05/001127	02/06/2020	API	1,890.00 VND 999999 IN 47504897-47505119		PCARD ONE TIME PAY	REGISTRATION FOR S			
2020/06/000059	03/31/2020	API	-55.00 VND 999999 IN 021320		PCARD ONE TIME PAY	REFUND FOR S SWART			
2020/06/001088	03/09/2020	API	60.00 VND 999999 IN 4DNX8BDJHJ9		PCARD ONE TIME PAY	REGISTRATION FOR J			
2020/06/001435	03/09/2020	API	2,000.00 VND 999999 IN 55NNDNPJF4D		PCARD ONE TIME PAY	REGISTRATION FOR J			
2020/07/000246	04/30/2020	API	-2,000.00 VND 999999 IN 032620		PCARD ONE TIME PAY	CREDIT-CANCELLED J			
2020/07/000907	04/05/2020	API	-85.00 VND 999999 IN 5XJ38105A4050884W		PCARD ONE TIME PAY	REFUND FOR FPRA TR			
2020/07/000907	04/05/2020	API	-85.00 VND 999999 IN 5X138105A4050884W		PCARD ONE TIME PAY	REFUND FOR FPRA TR			
2020/07/000907	04/05/2020	API	85.00 VND 999999 IN 14695		PCARD ONE TIME PAY	DEBIT FOR RETURN R			
2020/09/000227	06/30/2020	API	-10.00 VND 999999 IN 62326278464		PCARD ONE TIME PAY	CREDIT-REG FEE C L			
2020/10/001463	07/20/2020	API	398.00 VND 999999 IN 63180		PCARD ONE TIME PAY	VIRTUAL CDME RECER			
CP155552 563102 IMPROVE - CIP									
			1,443,954	31,790	1,475,744	99,045.44	153,445.31	1,223,253.25 17.1%	
2020/01/000002	10/01/2019	BUC	1,375,815.00 REF			ORIGINAL BUDGET 2020			
2020/04/000055	01/06/2020	POE	4,220.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO 15Q-051-TO-129				
2020/04/000055	01/06/2020	POE	4,220.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO 15Q-051-TO-129				
2020/05/001142	02/26/2020	POE	232,990.00 VND 500704 PO 2000735	KIMLEY HORN	AND ASSO I-75 SOUTH COMMUNITY AESTHETIC				
2020/05/001311	02/27/2020	API	2,110.00 VND 500704 IN 15322756		KIMLEY HORN AND ASSO I75 COUNTY LINE MA	2198			
2020/05/001311	02/27/2020	API	2,110.00 VND 500704 IN 15322756		KIMLEY HORN AND ASSO I75 COUNTY LINE MA	2198			
2020/05/001311	02/27/2020	POL	-2,110.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 COUNTY LINE MARKERS 2020				
2020/05/001311	02/27/2020	POL	-2,110.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 COUNTY LINE MARKERS 2020				
2020/06/001257	03/25/2020	API	844.00 VND 500704 IN 16135228		KIMLEY HORN AND ASSO I75 CNTY LINE MARK	3060			
2020/06/001257	03/25/2020	API	844.00 VND 500704 IN 16135228		KIMLEY HORN AND ASSO I75 CNTY LINE MARK	3060			
2020/06/001257	03/25/2020	POL	-844.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 CNTY LINE MARKERS 2020				
2020/06/001257	03/25/2020	POL	-844.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 CNTY LINE MARKERS 2020				
2020/07/000881	04/20/2020	POE	130,000.00 VND 500704 PO 2000878	KIMLEY HORN	AND ASSO COUNTY BOUNDARY SIGN CONCEPTS				
2020/07/000881	04/20/2020	POE	130,000.00 VND 500704 PO 2000878	KIMLEY HORN	AND ASSO COUNTY BOUNDARY SIGN CONCEPTS				
2020/07/001210	04/24/2020	API	844.00 VND 500704 IN 16315214		KIMLEY HORN AND ASSO I75 COUNTY LINE MA	4079			
2020/07/001210	04/24/2020	API	844.00 VND 500704 IN 16315214		KIMLEY HORN AND ASSO I75 COUNTY LINE MA	4079			
2020/07/001210	04/24/2020	POL	-844.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 COUNTY LINE MARKERS 2020				
2020/07/001210	04/24/2020	POL	-844.00 VND 500704 PO 2000501	KIMLEY HORN	AND ASSO I75 COUNTY LINE MARKERS 2020				

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED	YTD EXPENDED	ENCUMBRANCES	AVAILABLE	PCT		
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET			BUDGET	USED		
CP155552 563102 IMPROVE - CIP									
2020/09/001083 06/18/2020 API	5,824.75 VND	500704 IN	15962312		KIMLEY HORN AND ASSO I-75 GATEWAY FP E0		5945		
2020/09/001083 06/18/2020 POL	-5,824.75 VND	500704 PO	2000735		KIMLEY HORN AND ASSO I-75 GATEWAY FP E043020 2020				
2020/10/000701 07/10/2020 API	422.00 VND	500704 IN	16759724		KIMLEY HORN AND ASSO I75 COUNTY LINE MA		6905		
2020/10/000701 07/10/2020 API	422.00 VND	500704 IN	16759724		KIMLEY HORN AND ASSO I75 COUNTY LINE MA		6905		
2020/10/000701 07/10/2020 POL	-422.00 VND	500704 PO	2000501		KIMLEY HORN AND ASSO I75 COUNTY LINE MARKERS 2020				
2020/10/000701 07/10/2020 POL	-422.00 VND	500704 PO	2000501		KIMLEY HORN AND ASSO I75 COUNTY LINE MARKERS 2020				
2020/10/001248 07/24/2020 API	6,989.70 VND	500704 IN	16915468		KIMLEY HORN AND ASSO I-75 GATEWAY FP E0		7320		
2020/10/001248 07/24/2020 POL	-6,989.70 VND	500704 PO	2000735		KIMLEY HORN AND ASSO I-75 GATEWAY FP E063020 2020				
2020/10/001248 07/24/2020 API	11,649.50 VND	500704 IN	16759726		KIMLEY HORN AND ASSO I-75 GATEWAY FP E0		7320		
2020/10/001248 07/24/2020 POL	-11,649.50 VND	500704 PO	2000735		KIMLEY HORN AND ASSO I-75 GATEWAY FP E053120 2020				
CP155552 564102 MACHINERY & EQU	0	1,486	1,486	215.00	1,259.00	12.00	99.2%		
2020/05/000006 02/04/2020 BUA	555.00 REF								
2020/05/000259 02/10/2020 POE	187.48 VND	106654 PO	2000709		TYLER TECHNOLOGIES I ERP SOFTWARE				
2020/06/000010 03/10/2020 BUA	704.00 REF								
2020/06/000649 03/16/2020 POM	-187.48 VND	106654 PO	2000709		TYLER TECHNOLOGIES I RE-KEY WITH CORRECT AMOUNT2020				
2020/06/000765 03/18/2020 POE	1,259.00 VND	106654 PO	2000812		TYLER TECHNOLOGIES I ERP SOFTWARE				
CP155552 568102 INTANGIBLE SOFT	1,927	4,639	6,566	3,003.24	1,622.51	1,940.25	70.5%		
2020/01/000002 10/01/2019 BUC	3,012.00 REF								
2020/03/000066 12/31/2019 GNI	859.18 REF	20P1-3							
2020/04/000215 01/07/2020 API	3.70 VND	501084 IN	11532324		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/04/000215 01/07/2020 API	.93 VND	501084 IN	11432053		KRONOS INCORPORATED PTOJECT #43304 - M677483718				
2020/04/000215 01/07/2020 API	2.02 VND	501084 IN	11518842		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/05/000259 02/10/2020 POE	2,146.17 VND	106654 PO	2000709		TYLER TECHNOLOGIES I ERP SOFTWARE				
2020/05/000489 02/13/2020 APM	-3.70 VND	501084 IN	11532324		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/05/000489 02/13/2020 APM	3.70 VND	501084 IN	11532324		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/05/000522 02/13/2020 APM	-.93 VND	501084 IN	11432053		KRONOS INCORPORATED PTOJECT #43304 - M677483718				
2020/05/000522 02/13/2020 APM	.93 VND	501084 IN	11432053		KRONOS INCORPORATED PTOJECT #43304 - M677483718				
2020/05/000523 02/13/2020 APM	-2.02 VND	501084 IN	11518842		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/05/000523 02/13/2020 APM	2.02 VND	501084 IN	11518842		KRONOS INCORPORATED PROJECT #48108 - M677483718				
2020/05/001195 02/25/2020 API	56.00 VND	106654 IN	045-277647		TYLER TECHNOLOGIES I 51946: SF IMPLEMEN		1856		
2020/05/001195 02/25/2020 POL	-56.00 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: SF IMPLEMENTATION 2020				
2020/05/001258 02/26/2020 API	14.54 VND	106654 IN	045-277646		TYLER TECHNOLOGIES I 51946: KSS IMPLEME		2157		
2020/05/001258 02/26/2020 POL	-14.54 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: KSS IMPLEMENT 2020				
2020/05/001258 02/26/2020 API	5.81 VND	106654 IN	045-279880		TYLER TECHNOLOGIES I 51946: AK IMPLEMEN		2152		
2020/05/001258 02/26/2020 POL	-5.81 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: AK IMPLEMENT 2020				
2020/05/001258 02/26/2020 API	16.00 VND	106654 IN	045-279881		TYLER TECHNOLOGIES I 51946: SF IMPLEMEN		2155		
2020/05/001258 02/26/2020 POL	-16.00 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: SF IMPLEMENT 2020				
2020/05/001258 02/26/2020 API	5.81 VND	106654 IN	045-280650		TYLER TECHNOLOGIES I 51946: AK IMPLEMEN		2153		
2020/05/001258 02/26/2020 POL	-5.81 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: AK IMPLEMENT 2020				
2020/05/001258 02/26/2020 API	56.00 VND	106654 IN	045-281048		TYLER TECHNOLOGIES I 51946: SF IMPLEMEN		2158		
2020/05/001258 02/26/2020 POL	-56.00 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: SF IMPLEMENT 2020				
2020/05/001258 02/26/2020 API	123.48 VND	106654 IN	045-279276		TYLER TECHNOLOGIES I 51946: PROJCT MGR		2160		
2020/05/001258 02/26/2020 POL	-123.48 VND	106654 PO	2000709		TYLER TECHNOLOGIES I 51946: PROJCT MGR 2020				

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:				ORIGINAL	TRANFRS/	REVISED		AVAILABLE	PCT
1074	TOURIST DEVELOPMENT FUND			APPROP	ADJSTMTS	BUDGET	YTD EXPENDED ENCUMBRANCES	BUDGET	USED
CP155552 568102	INTANGIBLE SOFT								
2020/05/001258	02/26/2020	API	123.48	VND	106654	IN 045-282556	TYLER TECHNOLOGIES I 51946: PRJCT MGR N		2161
2020/05/001258	02/26/2020	POL	-123.48	VND	106654	PO 2000709	TYLER TECHNOLOGIES I 51946: PRJCT MGR NOV19 2020		
2020/05/001348	02/28/2020	API	5.81	VND	106654	IN 045-286253	TYLER TECHNOLOGIES I ERP SOFTWARE: AK I		2154
2020/05/001348	02/28/2020	POL	-5.81	VND	106654	PO 2000709	TYLER TECHNOLOGIES I ERP SOFTWARE: AK IMPLEMENT2020		
2020/05/001348	02/28/2020	API	111.94	VND	106654	IN 045-286254	TYLER TECHNOLOGIES I ERP SOFTWARE: IMPL		2159
2020/05/001348	02/28/2020	POL	-111.94	VND	106654	PO 2000709	TYLER TECHNOLOGIES I ERP SOFTWARE: IMPLEMENT 2020		
2020/05/001348	02/28/2020	API	167.99	VND	106654	IN 045-287184	TYLER TECHNOLOGIES I ERP SOFTWARE: SF I		2162
2020/05/001348	02/28/2020	POL	-167.99	VND	106654	PO 2000709	TYLER TECHNOLOGIES I ERP SOFTWARE: SF IMPLEMENT2020		
2020/05/001348	02/28/2020	API	32.00	VND	106654	IN 045-288697	TYLER TECHNOLOGIES I ERP SOFTWARE: SM I		2156
2020/05/001348	02/28/2020	POL	-32.00	VND	106654	PO 2000709	TYLER TECHNOLOGIES I ERP SOFTWARE: SM IMPLEMENT2020		
2020/06/000010	03/10/2020	BUA	5,591.00	REF					
2020/06/000609	03/11/2020	API	104.01	VND	106654	IN 045-280651	TYLER TECHNOLOGIES I 51946: SF & SM IMP		2542
2020/06/000609	03/11/2020	POL	-104.01	VND	106654	PO 2000709	TYLER TECHNOLOGIES I 51946: SF & SM IMPLEMENT 2020		
2020/06/000649	03/16/2020	POM	-1,323.30	VND	106654	PO 2000709	TYLER TECHNOLOGIES I RE-KEY WITH CORRECT AMOUNT2020		
2020/06/000765	03/18/2020	POE	6,914.22	VND	106654	PO 2000812	TYLER TECHNOLOGIES I ERP SOFTWARE		
2020/06/000899	03/19/2020	API	160.01	VND	106654	IN 045-282289	TYLER TECHNOLOGIES I 51946: AG, KM, SJ,		2849
2020/06/000899	03/19/2020	POL	-160.01	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: AG, KM, SJ, SF IMPL2020		
2020/06/000899	03/19/2020	API	123.48	VND	106654	IN 045-285622	TYLER TECHNOLOGIES I 51946: 50% PROJECT		2848
2020/06/000899	03/19/2020	POL	-123.48	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: 50% PROJECT MGR 2020		
2020/06/000899	03/19/2020	API	160.94	VND	106654	IN 045-288169	TYLER TECHNOLOGIES I 51946: ACCT GL, AC		2850
2020/06/000899	03/19/2020	POL	-160.94	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: ACCT GL, ACTUALS 502020		
2020/06/000899	03/19/2020	API	58.91	VND	106654	IN 045-288402	TYLER TECHNOLOGIES I 51946: AK/SF IMPL		2845
2020/06/000899	03/19/2020	POL	-58.91	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: AK/SF IMPLEMENT 2020		
2020/06/000899	03/19/2020	API	17.44	VND	106654	IN 045-289812	TYLER TECHNOLOGIES I 51946: AK IMPLEMEN		2844
2020/06/000899	03/19/2020	POL	-17.44	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: AK IMPLEMENT 2020		
2020/06/000899	03/19/2020	API	111.98	VND	106654	IN 045-289813	TYLER TECHNOLOGIES I 51946: SF/SM IMPL		2846
2020/06/000899	03/19/2020	POL	-111.98	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: SF/SM IMPLEMENT 2020		
2020/06/000899	03/19/2020	API	111.98	VND	106654	IN 045-290596	TYLER TECHNOLOGIES I 51946: SF/SM IMPL		2847
2020/06/000899	03/19/2020	POL	-111.98	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: SF/SM IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	27.75	VND	106654	IN 045-281827	TYLER TECHNOLOGIES I 51946: 50% DATA CO		3023
2020/06/001345	03/27/2020	POL	-27.75	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: 50% DATA CONVERSION2020		
2020/06/001345	03/27/2020	API	191.95	VND	106654	IN 045-287182	TYLER TECHNOLOGIES I 51946: KM MC SF SM		3034
2020/06/001345	03/27/2020	POL	-191.95	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: KM MC SF SM IMPLEME2020		
2020/06/001345	03/27/2020	API	103.97	VND	106654	IN 045-287183	TYLER TECHNOLOGIES I 51946: KM SF TT IM		3031
2020/06/001345	03/27/2020	POL	-103.97	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: KM SF TT IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	112.01	VND	106654	IN 045-289343	TYLER TECHNOLOGIES I 51946: SF SM IMPL		3028
2020/06/001345	03/27/2020	POL	-112.01	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: SF SM IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	104.00	VND	106654	IN 045-290973	TYLER TECHNOLOGIES I 51946: KM SF SM IM		3032
2020/06/001345	03/27/2020	POL	-104.00	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: KM SF SM IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	123.48	VND	106654	IN 045-288916	TYLER TECHNOLOGIES I 51946: 50% PROJ MG		3030
2020/06/001345	03/27/2020	POL	-123.48	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: 50% PROJ MGR 01/20 2020		
2020/06/001345	03/27/2020	API	2.91	VND	106654	IN 045-291686	TYLER TECHNOLOGIES I 51946: TM IMPLEMEN		3021
2020/06/001345	03/27/2020	POL	-2.91	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: TM IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	48.00	VND	106654	IN 045-292698	TYLER TECHNOLOGIES I 51946: KM DC SF IM		3033
2020/06/001345	03/27/2020	POL	-48.00	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: KM DC SF IMPLEMENT 2020		
2020/06/001345	03/27/2020	API	96.01	VND	106654	IN 045-293819	TYLER TECHNOLOGIES I 51946: PP SF IMPL		3026
2020/06/001345	03/27/2020	POL	-96.01	VND	106654	PO 2000812	TYLER TECHNOLOGIES I 51946: PP SF IMPLEMENT 2020		

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	ORIGINAL	TRANFRS/	REVISED					AVAILABLE	PCT
1074 TOURIST DEVELOPMENT FUND	APPROP	ADJSTMTS	BUDGET	YTD EXPENDED	ENCUMBRANCES	BUDGET	USED		
CP155552 568102 INTANGIBLE SOFT									
2020/06/001345 03/27/2020 API	17.44 VND 106654	IN 045-294248			TYLER TECHNOLOGIES I 51946: TM IMPLEMEN			3024	
2020/06/001345 03/27/2020 POL	-17.44 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: TM IMPLEMENT			2020				
2020/06/001345 03/27/2020 API	123.48 VND 106654	IN 045-292048			TYLER TECHNOLOGIES I 51946: 50% PROJ MG			3029	
2020/06/001345 03/27/2020 POL	-123.48 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: 50% PROJ MGR 02/20 2020							
2020/06/001345 03/27/2020 API	96.01 VND 106654	IN 045-295032			TYLER TECHNOLOGIES I 51946: RA SF IMPLE			3027	
2020/06/001345 03/27/2020 POL	-96.01 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: RA SF IMPLEMENT			2020				
2020/06/001345 03/27/2020 API	8.00 VND 106654	IN 045-296775			TYLER TECHNOLOGIES I 51946: PP IMPLEME			3022	
2020/06/001345 03/27/2020 POL	-8.00 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: PP IMPLEMENT			2020				
2020/06/001345 03/27/2020 API	48.00 VND 106654	IN 045-294249			TYLER TECHNOLOGIES I 51946			3020	
2020/06/001345 03/27/2020 POL	-48.00 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946			2020				
2020/07/001053 04/22/2020 API	207.98 VND 106654	IN 045-289344			TYLER TECHNOLOGIES I IMPLEMENT: KM SF S			3990	
2020/07/001053 04/22/2020 POL	-207.98 VND 106654	PO 2000812 TYLER TECHNOLOGIES I IMPLEMENT: KM SF SM			2020				
2020/07/001053 04/22/2020 API	123.48 VND 106654	IN 045-295285			TYLER TECHNOLOGIES I 51946: prjct mgr 0			3989	
2020/07/001053 04/22/2020 POL	-123.48 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: prjct mgr 03-2020			2020				
2020/07/001322 04/28/2020 API	657.32 VND 106654	IN 045-288913			TYLER TECHNOLOGIES I 51946: MUNIS SOFTW			4043	
2020/07/001322 04/28/2020 POL	-657.32 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: MUNIS SOFTWARE			2020				
2020/08/000844 05/19/2020 API	655.33 VND 106654	IN 045-279272			TYLER TECHNOLOGIES I 51946:MISC PHASE 2				
2020/08/000844 05/19/2020 POL	-655.33 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946:MISC PHASE 2 LICENSE2020							
2020/08/000857 05/20/2020 APM	-655.33 VND 106654	IN 045-279272			TYLER TECHNOLOGIES I 51946:MISC PHASE 2				
2020/08/000857 05/20/2020 POL	655.33 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946:MISC PHASE 2 LICENSE2020							
2020/09/000685 06/10/2020 API	123.48 VND 106654	IN 045-298492			TYLER TECHNOLOGIES I 51946/101809: 50%			5771	
2020/09/000685 06/10/2020 POL	-123.48 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946/101809: 50% DED PM 02020							
2020/09/001600 06/30/2020 API	15.98 VND 106654	IN 045-305031			TYLER TECHNOLOGIES I 51946-101809: SF W			6466	
2020/09/001600 06/30/2020 POL	-15.98 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946-101809: SF WG IMPLMN2020							
2020/10/000184 07/02/2020 API	2.91 VND 106654	IN 045-303954			TYLER TECHNOLOGIES I 51946: KM MM IMPLE			6467	
2020/10/000184 07/02/2020 POL	-2.91 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 51946: KM MM IMPLEMENT			2020				
2020/10/000918 07/16/2020 API	546.99 VND 106654	IN 045-279272			TYLER TECHNOLOGIES I 20% PHASE 2 LICENS			7171	
2020/10/000918 07/16/2020 POL	-546.99 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 20% PHASE 2 LICENSE FEES			2020				
2020/10/000918 07/16/2020 API	7.99 VND 106654	IN 045-298987			TYLER TECHNOLOGIES I EXTENDED ANALYSIS			7170	
2020/10/000918 07/16/2020 POL	-7.99 VND 106654	PO 2000812 TYLER TECHNOLOGIES I EXTENDED ANALYSIS 03/27/202020							
2020/10/001092 07/22/2020 API	123.48 VND 106654	IN 045-305940			TYLER TECHNOLOGIES I 50% PRJCT MGR: JU			7294	
2020/10/001092 07/22/2020 POL	-123.48 VND 106654	PO 2000812 TYLER TECHNOLOGIES I 50% PRJCT MGR: JUNE 2020 2020							
2020/10/001284 07/22/2020 API	26.18 VND 106654	IN 045-297843			TYLER TECHNOLOGIES I MARCH2020 KM TM IM			7292	
2020/10/001284 07/22/2020 POL	-26.18 VND 106654	PO 2000812 TYLER TECHNOLOGIES I MARCH2020 KM TM IMPLEMENT			2020				
2020/10/001284 07/22/2020 API	16.00 VND 106654	IN 045-300304			TYLER TECHNOLOGIES I APRIL2020: KM SB I			7290	
2020/10/001284 07/22/2020 POL	-16.00 VND 106654	PO 2000812 TYLER TECHNOLOGIES I APRIL2020: KM SB IMPLEMENT2020							
2020/10/001284 07/22/2020 API	123.48 VND 106654	IN 045-301765			TYLER TECHNOLOGIES I MAY 2020: 50% PRO			7293	
2020/10/001284 07/22/2020 POL	-123.48 VND 106654	PO 2000812 TYLER TECHNOLOGIES I MAY 2020: 50% PROJECT MGR2020							
CP155552 599101 RESERVE FOR CON	159,000	-2,280	156,720	.00	.00	156,720.00	.0%		
2020/01/000002 10/01/2019 BUC	159,000.00 REF				ORIGINAL BUDGET 2020				

## EXPENDITURE STATUS REPORT JUNE

FOR 2021 08						JOURNAL DETAIL 2020 1 TO 2020 10			
ACCOUNTS FOR:	1074	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
CP155552 599199	RESERVE FOR CAS		265,000	0	265,000	.00	.00	265,000.00	.0%
2020/01/000002	10/01/2019 BUC	265,000.00 REF					ORIGINAL BUDGET 2020		
CP155552 599417	RESERVE FOR TOU		2,508,429	0	2,508,429	.00	.00	2,508,429.00	.0%
2020/01/000002	10/01/2019 BUC	1,975,410.00 REF					ORIGINAL BUDGET 2020		
CP155581 591001	BUDG TRANS TO G		1,276	0	1,276	.00	.00	1,276.00	.0%
2020/01/000002	10/01/2019 BUC	1,276.00 REF					ORIGINAL BUDGET 2020		
2020/08/000314	05/19/2020 BUA	88,117.00 REF					To Fund Rotary Fiber Install		
TOTAL TOURIST DEVELOPMENT FUND			6,885,233	40,196	6,925,429	1,136,656.23	872,566.95	4,916,205.82	29.0%
TOTAL EXPENSES			6,885,233	40,196	6,925,429	1,136,656.23	872,566.95	4,916,205.82	

EXPENDITURE STATUS REPORT JUNE

FOR 2021 08			JOURNAL DETAIL 2020 1 TO 2020 10				
	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
GRAND TOTAL	6,885,233	40,196	6,925,429	1,136,656.23	872,566.95	4,916,205.82	29.0%

\*\* END OF REPORT - Generated by Swartout, Stacy \*\*

## REVENUE STATUS REPORT JUNE

FOR 2021 10				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:			ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
1074	TOURIST DEVELOPMENT FUND								
000 DEPARTMENT OPEN									
CP000379	379999	LESS: 5% OF BU	118,163	0	118,163	.00	.00	118,163.00	.0%
2020/01/000002	10/01/2019	BUC	156,843.00	REF				ORIGINAL BUDGET 2020	
CP000399	399991	BALANCES FWD-CA	-4,640,117	-35,894	-4,676,011	-5,710,193.74	.00	1,034,182.74	122.1%
2020/01/000002	10/01/2019	BUC	-3,818,151.00	REF				ORIGINAL BUDGET 2020	
2020/05/000006	02/04/2020	BUA	-555.00	REF					
2020/06/000010	03/10/2020	BUA	-6,295.00	REF					
2020/06/000558	03/13/2020	GNI	-4,829,434.04	REF 19FB				TRANSFER FY19 FUND BAL FWRD	
TOTAL DEPARTMENT OPEN			-4,521,954	-35,894	-4,557,848	-5,710,193.74	.00	1,152,345.74	125.3%
155 VISITORS AND CONVENTION BUREAU									
CP155312	312110	TOURIST DEVELOP	-1,166,289	0	-1,166,289	-1,277,783.08	.00	111,494.08	109.6%
2020/01/000002	10/01/2019	BUC	-1,537,070.00	REF				ORIGINAL BUDGET 2020	
2020/03/000066	12/31/2019	GNI	-219,844.46	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS	
2020/04/000977	01/27/2020	CRP	-118,468.26	REF 360					
2020/05/001217	02/27/2020	GCR	-110,276.61	REF P02744				01/20 TOURIST DEV TAX	
2020/06/000687	03/17/2020	GCR	-149,644.14	REF P02744				02/20 TOURIST DEV TAX	
2020/07/000633	04/16/2020	GCR	-151,040.12	REF P02744				03/20 TOURIST DEV TAX	
2020/08/000555	05/14/2020	GCR	-107,301.56	REF P02744				04/20 TOURIST DEV TAX	
2020/09/000817	06/16/2020	GCR	-51,407.40	REF P02744				05/20 TOURIST DEV TAX	
2020/10/000673	07/14/2020	GCR	-74,838.56	REF P02744				06/20 TOURIST DEV TAX	
CP155312	312120	TOURIST DEVELOP	-583,145	0	-583,145	-638,891.55	.00	55,746.55	109.6%
2020/01/000002	10/01/2019	BUC	-768,535.00	REF				ORIGINAL BUDGET 2020	
2020/03/000066	12/31/2019	GNI	-109,922.24	REF 20P1-3				FY20 PERIOD 1-3 AMOUNTS	
2020/04/000977	01/27/2020	CRP	-59,234.14	REF 360					
2020/05/001217	02/27/2020	GCR	-55,138.30	REF P02744				01/20 TOURIST DEV TAX	
2020/06/000687	03/17/2020	GCR	-74,822.08	REF P02744				02/20 TOURIST DEV TAX	
2020/07/000633	04/16/2020	GCR	-75,520.07	REF P02744				03/20 TOURIST DEV TAX	
2020/08/000555	05/14/2020	GCR	-53,650.78	REF P02744				04/20 TOURIST DEV TAX	
2020/09/000817	06/16/2020	GCR	-25,703.70	REF P02744				05/20 TOURIST DEV TAX	
2020/10/000673	07/14/2020	GCR	-37,419.28	REF P02744				06/20 TOURIST DEV TAX	

## REVENUE STATUS REPORT JUNE

FOR 2021 10				JOURNAL DETAIL 2020 1 TO 2020 10					
ACCOUNTS FOR:	TOURIST DEVELOPMENT FUND	ORIGINAL APPROP	TRANFRS/ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
1074									
CP155312	312130 TOURIST DEVELOP	-583,145	0	-583,145	-638,891.54	.00	55,746.54	109.6%	
2020/01/000002	10/01/2019 BUC	-768,535.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	-109,922.24	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000977	01/27/2020 CRP	-59,234.14	REF 360						
2020/05/001217	02/27/2020 GCR	-55,138.30	REF P02744						01/20 TOURIST DEV TAX
2020/06/000687	03/17/2020 GCR	-74,822.08	REF P02744						02/20 TOURIST DEV TAX
2020/07/000633	04/16/2020 GCR	-75,520.07	REF P02744						03/20 TOURIST DEV TAX
2020/08/000555	05/14/2020 GCR	-53,650.78	REF P02744						04/20 TOURIST DEV TAX
2020/09/000817	06/16/2020 GCR	-25,703.70	REF P02744						05/20 TOURIST DEV TAX
2020/10/000673	07/14/2020 GCR	-37,419.28	REF P02744						06/20 TOURIST DEV TAX
CP155331	331510 DISASTER RELIEF	0	0	0	-1,165.50	.00	1,165.50	100.0%	
CP155361	361110 INTEREST-BOARD	-30,000	0	-30,000	-7,342.90	.00	-22,657.10	24.5%	
2020/01/000002	10/01/2019 BUC	-62,000.00	REF						ORIGINAL BUDGET 2020
2020/03/000066	12/31/2019 GNI	-16,761.10	REF 20P1-3						FY20 PERIOD 1-3 AMOUNTS
2020/04/000417	01/07/2020 GNI	-7,546.13	REF						SBA INT 221131 DEC
2020/05/001208	02/01/2020 GEN	-5,750.60	REF SBAINTE						SBA INTEREST 221131 JAN
2020/05/001422	02/29/2020 GEN	-7,024.55	REF SBAINTE						SBA INTEREST 221131 FEB
2020/07/000541	04/01/2020 GEN	-5,871.38	REF SBAINTE						SBA INTEREST 221131 MAR
2020/08/000146	05/01/2020 GEN	-4,112.41	REF SBAINTE						SBA INTEREST 221131 APR
2020/09/000489	06/09/2020 GEN	-3,577.05	REF SBA						SBA INT 221131 MAY
2020/10/000283	07/07/2020 GEN	-2,557.92	REF SBA						SBA Interest 221131 Jun
CP155361	361132 INTEREST-TAX CO	-700	0	-700	.00	.00	-700.00	.0%	
2020/01/000002	10/01/2019 BUC	-700.00	REF						ORIGINAL BUDGET 2020
CP155381	381001 FROM GENERAL FU	0	-4,302	-4,302	-4,302.00	.00	.00	100.0%	
TOTAL VISITORS AND CONVENTION BUREAU		-2,363,279	-4,302	-2,367,581	-2,568,376.57	.00	200,795.57	108.5%	
TOTAL TOURIST DEVELOPMENT FUND		-6,885,233	-40,196	-6,925,429	-8,278,570.31	.00	1,353,141.31	119.5%	
TOTAL REVENUES		-6,885,233	-40,196	-6,925,429	-8,278,570.31	.00	1,353,141.31		

REVENUE STATUS REPORT JUNE

FOR 2021 10					JOURNAL DETAIL 2020 1 TO 2020 10			
	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED	
GRAND TOTAL	-6,885,233	-40,196	-6,925,429	-8,278,570.31	.00	1,353,141.31	119.5%	
** END OF REPORT - Generated by Swartout, Stacy **								



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3516

**Agenda Date:** 7/22/2021

**Agenda No.:**

---

**SUBJECT:**

**PRESENTATION:** Gateway Signage Update - Rick Busche, Kimley Horn

**DESCRIPTION/BACKGROUND:**



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3517

**Agenda Date:** 7/22/2021

**Agenda No.:**

---

**SUBJECT:**

**MOTION:** Date Change - International Taekwon-Do Instructor Course Summer Camp

**DESCRIPTION/BACKGROUND:**

See attached



# Ocala ITF Taekwon-Do Academy

Member of the International TAEKWON-DO Federation "ITF"

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June 11th, 2021

Our International Instructor Course Summer Camp dates for the Taekwon-Do event has changed. Please see below for the adjusted dates. Please let me know if you need something from me in addition to this notice.

· International Taekwon-Do Instructor Course Summer Camp (IIC)

September 3<sup>rd</sup>, 4<sup>th</sup> and 5<sup>th</sup> 2021.

Thank you

A handwritten signature in blue ink, which appears to read "Jose Montero".

Jose Montero

PANAM TKD USA

General Secretary and Organizer



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3835

**Agenda Date:** 7/22/2021

**Agenda No.:**

---

**SUBJECT:**

**MOTION:** American Youth Football

**DESCRIPTION/BACKGROUND:**

See Attached



# NEW EVENT

EVENT DATES: November 18-21, 2021

EVENT LOCATION: Rotary Sportsplex

EVENT INFORMATION	FINANCIALS
Event Name: <b>AYF Southeast Regional Championship</b> Organization: <b>American Youth Football</b>	Requested Amount: <b>\$11,500</b> Eligible Funding Amount: <b>\$11,500</b> Business Sales (Total): <b>\$1,113,039</b> Total ROI: <b>112%</b> Anticipated Attendance: <b>1,500</b> Minimum Room Night Guarantee: <b>901</b> Average Occupancy Rate for Period: <b>63% (2020)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,101-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000*

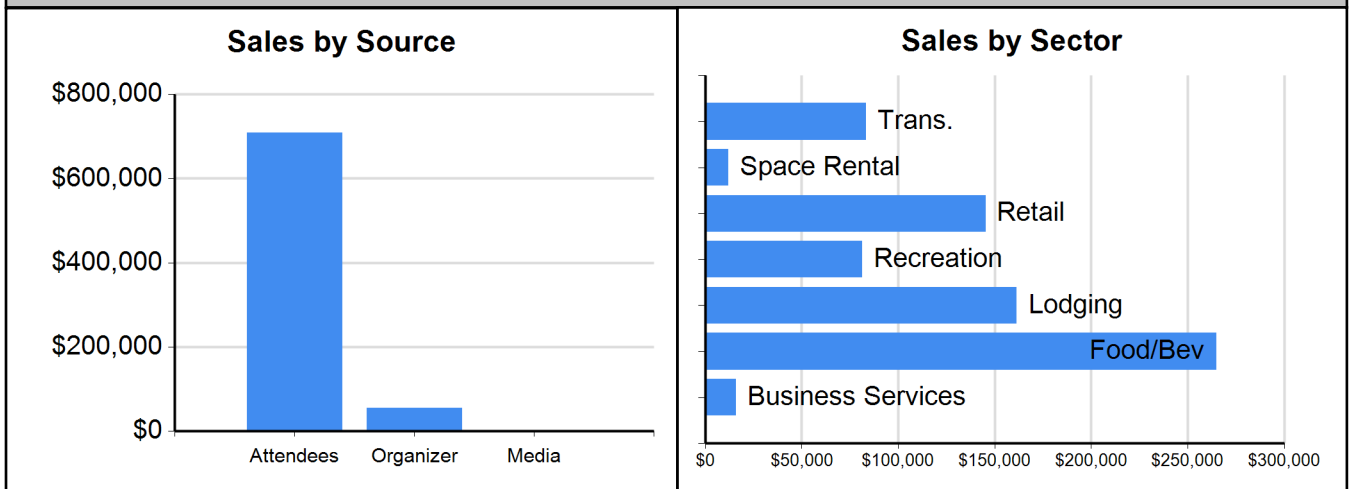
- **Previous Awarded Funding:**
  - 2013: \$12,500
- **Use of Funds:** referees, facility fees, security, equipment rental, sanctioning fees, athletic trainers, permitting fees
- **Event Description:** The American Youth Football Southeast Regional will be taking place in Ocala for the first time since 2013. The tournament will include over 40 youth football teams from the southeast region of the US. There will also be a cheerleading competition held within the weekend.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	Southeast Regional Championship	Business Sales (Direct):	\$764,115
Organization:	American Youth Football	Business Sales (Total):	\$1,113,039
Event Type:	Youth Amateur	Jobs Supported (Direct):	452
Start Date:	11/19/2021	Jobs Supported (Total):	510
End Date:	11/21/2021	Local Taxes (Total):	\$24,396
Overnight Attendees:	1584	Net Direct Tax ROI:	\$8,806
Day Attendees:	1056	Estimated Room Demand:	1,613

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$161,282	\$0	\$0	\$161,282
Transportation	\$82,343	\$1,008	\$94	\$83,445
Food & Beverage	\$238,622	\$26,248	\$0	\$264,870
Retail	\$145,259	\$0	\$0	\$145,259
Recreation	\$81,346	\$0	\$0	\$81,346
Space Rental	\$0	\$11,914	\$0	\$11,914
Business Services	\$0	\$15,946	\$53	\$15,999
TOTAL	\$708,852	\$55,116	\$147	\$764,115

## Event Impact Details

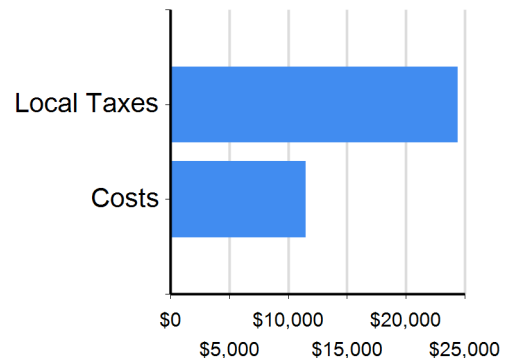
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: Southeast Regional Championship 2021

Organization: American Youth Football

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$764,115	\$348,924	\$1,113,039
<b>Personal Income</b>	\$242,216	\$89,331	\$331,547
<b>Jobs Supported</b>			
Persons	452	58	510
Annual FTEs	9	1	11
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$67,576</u>	<u>\$28,432</u>	<u>\$96,008</u>
<u>State Total</u>	<u>\$53,694</u>	<u>\$11,096</u>	<u>\$64,790</u>
sales	\$40,857	\$5,234	\$46,091
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$12,837	\$5,862	\$18,699
<u>Local Total (excl. property)</u>	<u>\$20,306</u>	<u>\$4,090</u>	<u>\$24,396</u>
sales	\$6,810	\$872	\$7,682
income	\$0	\$0	\$0
bed	\$6,451	-	\$6,451
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$7,045	\$3,217	\$10,263
property tax	\$13,862	\$4,086	\$17,948

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$20,306		
DMO Hosting Costs	\$11,500		
Direct ROI	\$8,806		
Net Present Value	\$8,806		
Direct ROI (%)	77%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$24,396		
Total ROI	\$12,896		
Net Present Value	\$12,896		
Total ROI (%)	112%		



Estimated Room Demand Metrics	
Room Nights (total)	1,613
Room Pickup (block only)	901
Peak Rooms	587
Total Visitor Days	5,067



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3837

**Agenda Date:** 7/22/2021

**Agenda No.:**

---

**SUBJECT:**

**MOTION:** Grandview Invitational

**DESCRIPTION/BACKGROUND:**

See Attached

**REPEAT EVENT**

EVENT DATES: February 4-6, 2022

EVENT LOCATION: Florida Horse Park

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>AdventHealth Grandview Invitational</b> Organization: <b>Grandview Invitational, Inc.</b>	Requested Amount: <b>\$15,000</b> Eligible Funding Amount: <b>\$15,000</b> Business Sales (Total): <b>\$1,059,153</b> Total ROI: <b>45%</b> Anticipated Attendance: <b>9000</b> Minimum Room Night Guarantee: <b>1,101</b> Average Occupancy Rate for Period: <b>78% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,101-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

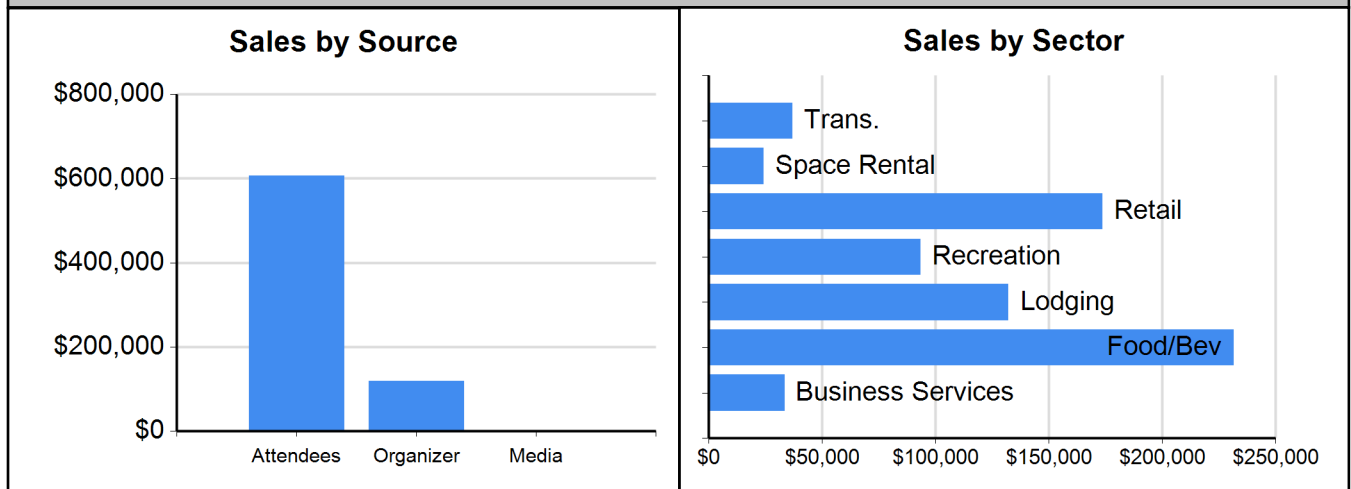
- **Funding History**
  - This event has taken place in the past but has not been funded by the TDC.
- **Use of Funds:** marketing, advertising, venue rental, equipment rental
- **Event Description:** The only event of its kind in the state of Florida. This is a 3-day event of an all-breed draft horse driving competition. This show has brought in people from 7 different countries to Marion County to watch the competition. World Class level draft horses.... Clydesdales, Belgians and Percherons. The event transforms the Florida Horse Park into a draft horse city, with food vendors and a vendor village. Plus, the night life that can be had with Casino Night and the Grandview Gala there is more than enough to keep everyone excited for the event to come around year after year.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	AdventHealth Grandview Invitational	Business Sales (Direct):	\$725,342
Organization:	Grandview Invitational, Inc.	Business Sales (Total):	\$1,059,153
Event Type:	Adult Amateur	Jobs Supported (Direct):	407
Start Date:	2/4/2022	Jobs Supported (Total):	470
End Date:	2/6/2022	Local Taxes (Total):	\$21,811
Overnight Attendees:	644	Net Direct Tax ROI:	\$2,899
Day Attendees:	8556	Estimated Room Demand:	1,101

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$132,120	\$0	\$0	\$132,120
Transportation	\$29,344	\$7,397	\$191	\$36,932
Food & Beverage	\$178,143	\$53,381	\$0	\$231,524
Retail	\$173,769	\$0	\$0	\$173,769
Recreation	\$93,347	\$0	\$0	\$93,347
Space Rental	\$0	\$24,231	\$0	\$24,231
Business Services	\$0	\$33,311	\$108	\$33,419
TOTAL	\$606,723	\$118,320	\$299	\$725,342

## Event Impact Details

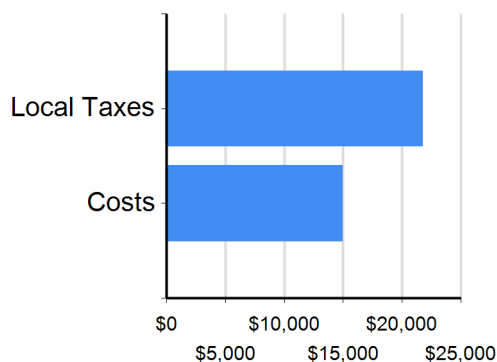
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: AdventHealth Grandview Invitational 2022

Organization: Grandview Invitational, Inc.

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$725,342	\$333,811	\$1,059,153
<b>Personal Income</b>	\$217,295	\$83,899	\$301,193
<b>Jobs Supported</b>			
Persons	407	63	470
Annual FTEs	8	1	10
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$62,707</u>	<u>\$27,023</u>	<u>\$89,730</u>
<u>State Total</u>	<u>\$47,741</u>	<u>\$10,615</u>	<u>\$58,356</u>
sales	\$35,555	\$5,007	\$40,562
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$12,186	\$5,608	\$17,794
<u>Local Total (excl. property)</u>	<u>\$17,899</u>	<u>\$3,912</u>	<u>\$21,811</u>
sales	\$5,926	\$835	\$6,760
income	\$0	\$0	\$0
bed	\$5,285	-	\$5,285
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$6,688	\$3,078	\$9,766
property tax	\$13,158	\$3,921	\$17,079

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$17,899		
DMO Hosting Costs	\$15,000		
Direct ROI	\$2,899		
Net Present Value	\$2,840		
Direct ROI (%)	19%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$21,811		
Total ROI	\$6,811		
Net Present Value	\$6,672		
Total ROI (%)	45%		



Estimated Room Demand Metrics	
Room Nights (total)	1,101
Room Pickup (block only)	1,101
Peak Rooms	339
Total Visitor Days	4,659



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3838

**Agenda Date:** 7/22/2021

**Agenda No.:**

---

**SUBJECT:**

**MOTION:** Grandview World Nights

**DESCRIPTION/BACKGROUND:**

See Attached

**NEW EVENT**

EVENT DATES: February 11-12, 2022

EVENT LOCATION: World Equestrian Center

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>Grandview World Nights</b> Organization: <b>Grandview Invitational, Inc.</b>	Requested Amount: <b>\$5,000</b> Eligible Funding Amount: <b>\$5,000</b> Business Sales (Total): <b>\$291,162</b> Total ROI: <b>25%</b> Anticipated Attendance: <b>2000</b> Minimum Room Night Guarantee: <b>350</b> Average Occupancy Rate for Period: <b>81.35% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,101-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

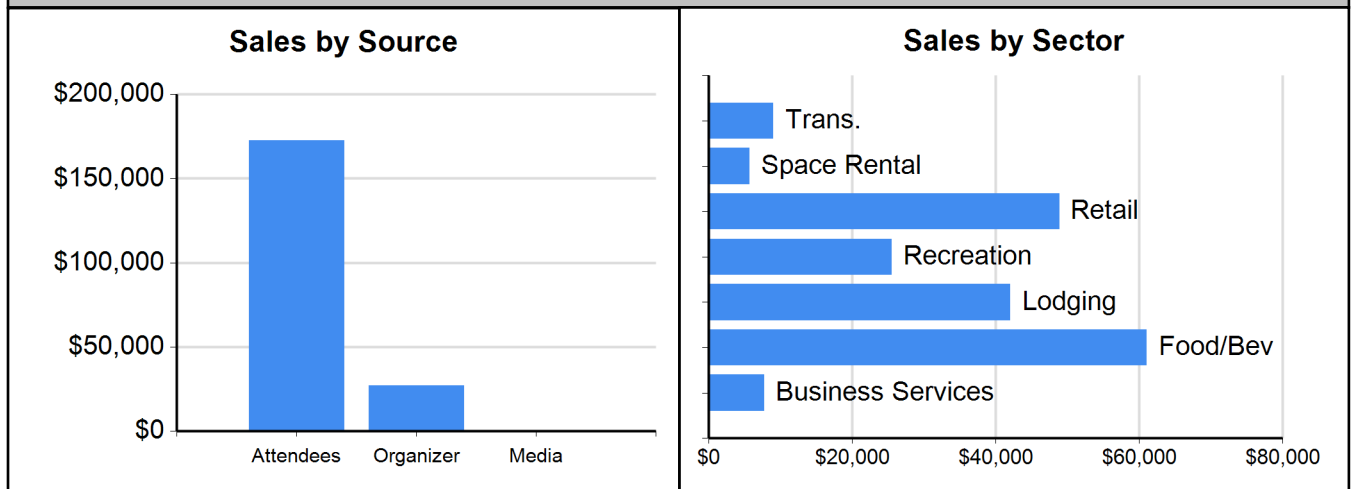
- **Funding History**
  - This is the first year for this event.
- **Use of Funds:** marketing, advertising, venue rental, equipment rental
- **Event Description:** The only event of its kind in the state of Florida. This is a black tie 2-day evening event of an all-breed draft horse driving competition. This show will be held at the World Equestrian Center and guests will watch the evening performance under lights at this high-class event.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	Grandview World Nights	Business Sales (Direct):	\$199,835
Organization:	Grandview Invitational, Inc.	Business Sales (Total):	\$291,162
Event Type:	Adult Amateur	Jobs Supported (Direct):	138
Start Date:	2/11/2022	Jobs Supported (Total):	160
End Date:	2/12/2022	Local Taxes (Total):	\$6,270
Overnight Attendees:	264	Net Direct Tax ROI:	\$200
Day Attendees:	1936	Estimated Room Demand:	350

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$42,000	\$0	\$0	\$42,000
Transportation	\$7,801	\$1,179	\$45	\$9,025
Food & Beverage	\$48,459	\$12,541	\$0	\$61,000
Retail	\$48,863	\$0	\$0	\$48,863
Recreation	\$25,503	\$0	\$0	\$25,503
Space Rental	\$0	\$5,693	\$0	\$5,693
Business Services	\$0	\$7,725	\$25	\$7,750
TOTAL	\$172,626	\$27,138	\$70	\$199,835

## Event Impact Details

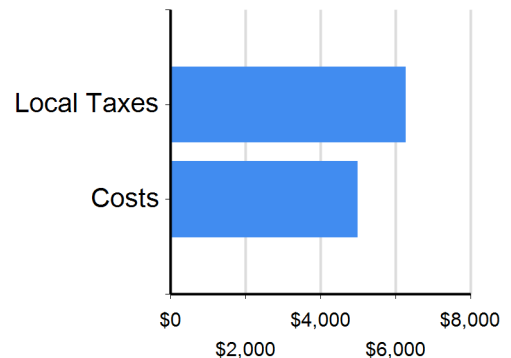
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: Grandview World Nights 2022

Organization: Grandview Invitational, Inc.

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$199,835	\$91,327	\$291,162
<b>Personal Income</b>	\$59,248	\$22,969	\$82,217
<b>Jobs Supported</b>			
Persons	138	21	160
Annual FTEs	2	0	3
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$17,206</u>	<u>\$7,395</u>	<u>\$24,600</u>
<u>State Total</u>	<u>\$13,420</u>	<u>\$2,904</u>	<u>\$16,324</u>
sales	\$10,063	\$1,370	\$11,432
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$3,357	\$1,534	\$4,892
<u>Local Total (excl. property)</u>	<u>\$5,200</u>	<u>\$1,070</u>	<u>\$6,270</u>
sales	\$1,677	\$228	\$1,905
income	\$0	\$0	\$0
bed	\$1,680	-	\$1,680
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$1,843	\$842	\$2,685
property tax	\$3,625	\$1,070	\$4,695

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$5,200		
DMO Hosting Costs	\$5,000		
Direct ROI	\$200		
Net Present Value	\$196		
Direct ROI (%)	4%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$6,270		
Total ROI	\$1,270		
Net Present Value	\$1,244		
Total ROI (%)	25%		



Estimated Room Demand Metrics	
Room Nights (total)	350
Room Pickup (block only)	350
Peak Rooms	139
Total Visitor Days	1,246



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3839

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** HITS Ocala Cup Week

**DESCRIPTION/BACKGROUND:**

See Attached

**REPEAT EVENT**

EVENT DATES: February 15-20, 2022

EVENT LOCATION: HITS Post Time Farm

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>HITS Ocala Cup Week</b> Organization: <b>HITS, INC.</b>	Requested Amount: <b>\$25,000</b> Eligible Funding Amount: <b>\$25,000</b> Business Sales (Total): <b>\$4,808,774</b> Total ROI: <b>354%</b> Anticipated Attendance: <b>8,000</b> Minimum Room Night Guarantee: <b>2,000</b> Average Occupancy Rate for Period: <b>80.675% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,100-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

- **Funding History**

- 2021 - \$31,250
  - \$15,625 reimbursed by FSF
- 2020 - \$29,179.69
  - \$14,590 reimbursed by FSF
- 2019 - \$30,000
  - \$11,250 reimbursed by FSF
- 2018 - \$32,278.50
  - \$18,750 reimbursed by FSF
- 2017 - \$37,500
  - \$18,750 reimbursed by FSF
- 2016 - \$37,500
  - \$18,750 reimbursed by FSF

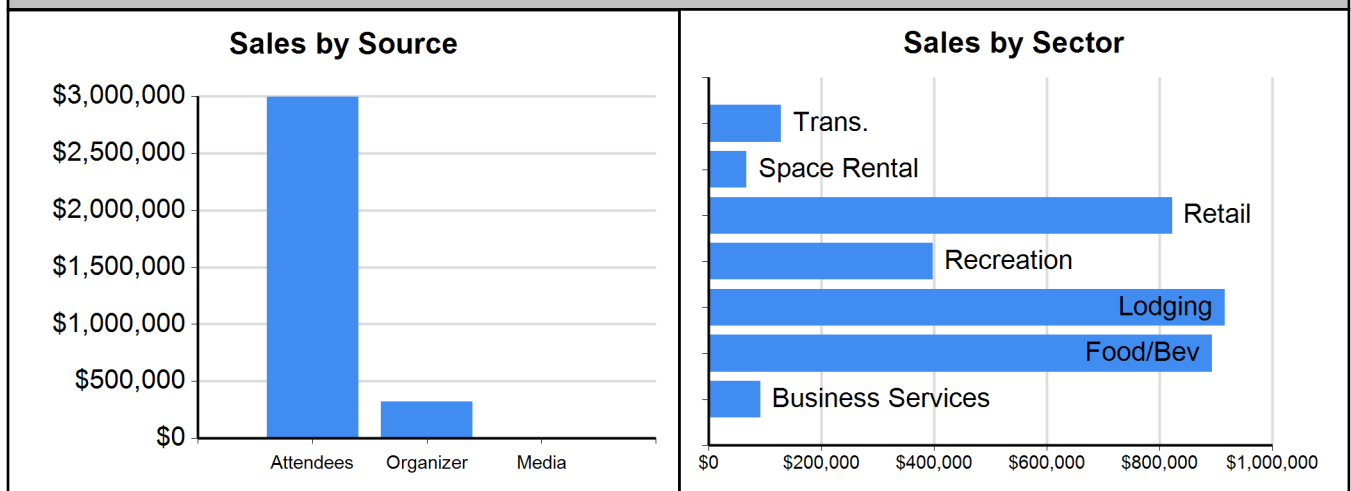
- **Use of Funds:** official's payment, marketing, livestreaming expenses
- **Event Description:** HITS, Inc, is proud to present Ocala Cup. The week-long event will not only attract Olympic and World Class athletes to Ocala, but will attract a significant number of spectators both from in and out of state.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	HITS Ocala Cup Week	Business Sales (Direct):	\$3,316,125
Organization:	HITS, Inc	Business Sales (Total):	\$4,808,774
Event Type:	Adult Amateur	Jobs Supported (Direct):	887
Start Date:	2/15/2022	Jobs Supported (Total):	1,026
End Date:	2/20/2022	Local Taxes (Total):	\$113,569
Overnight Attendees:	3800	Net Direct Tax ROI:	\$71,075
Day Attendees:	6200	Estimated Room Demand:	7,630

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$915,550	\$0	\$0	\$915,550
Transportation	\$111,982	\$16,081	\$529	\$128,591
Food & Beverage	\$745,706	\$147,602	\$0	\$893,308
Retail	\$822,718	\$0	\$0	\$822,718
Recreation	\$397,344	\$0	\$0	\$397,344
Space Rental	\$0	\$66,999	\$0	\$66,999
Business Services	\$0	\$91,317	\$298	\$91,615
TOTAL	\$2,993,299	\$321,999	\$827	\$3,316,125

## Event Impact Details

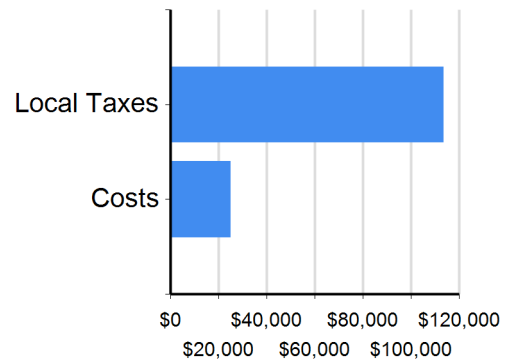
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: HITS Ocala Cup Week 2022

Organization: HITS, Inc

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$3,316,125	\$1,492,649	\$4,808,774
<b>Personal Income</b>	\$958,379	\$377,314	\$1,335,694
<b>Jobs Supported</b>			
Persons	887	139	1,026
Annual FTEs	37	6	43
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$282,689</u>	<u>\$121,079</u>	<u>\$403,768</u>
<u>State Total</u>	<u>\$228,974</u>	<u>\$47,466</u>	<u>\$276,440</u>
sales	\$173,263	\$22,390	\$195,652
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$55,711	\$25,077	\$80,788
<u>Local Total (excl. property)</u>	<u>\$96,075</u>	<u>\$17,494</u>	<u>\$113,569</u>
sales	\$28,877	\$3,732	\$32,609
income	\$0	\$0	\$0
bed	\$36,622	-	\$36,622
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$30,576	\$13,763	\$44,339
property tax	\$60,158	\$17,385	\$77,543

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$96,075		
DMO Hosting Costs	\$25,000		
Direct ROI	\$71,075		
Net Present Value	\$69,629		
Direct ROI (%)	284%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$113,569		
Total ROI	\$88,569		
Net Present Value	\$86,767		
Total ROI (%)	354%		



Estimated Room Demand Metrics	
Room Nights (total)	7,630
Room Pickup (block only)	2,000
Peak Rooms	2,000
Total Visitor Days	18,216



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3840

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION: HITS Ocala Holiday Series**

**DESCRIPTION/BACKGROUND:**

See Attached

**REPEAT EVENT**

EVENT DATES: December 1-5 and 15-19, 2021

EVENT LOCATION: HITS Post Time Farm

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>HITS Ocala Holiday Series</b> Organization: <b>HITS, INC.</b>	Requested Amount: <b>\$25,000</b> Eligible Funding Amount: <b>\$25,000</b> Business Sales (Total): <b>\$3,304,758</b> Total ROI: <b>203%</b> Anticipated Attendance: <b>3,300</b> Minimum Room Night Guarantee: <b>2,000</b> Average Occupancy Rate for Period: <b>61.94% (2020)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,100-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

- **Funding History**

- 2020 - The event was not funded.
- 2019 - \$29,609.38
  - \$12,897 reimbursed from FSF
- 2018 - \$17,037.50
- 2017 - \$24,337.50
  - \$18,750 reimbursed from FSF
- 2016 - \$37,500
  - \$12,500 reimbursed from FSF
- 2015 - \$20,000
  - Including \$10,000 from the Florida Sports Foundation for a total of \$30,000

- **Use of Funds:** official's payment, marketing, livestreaming expenses

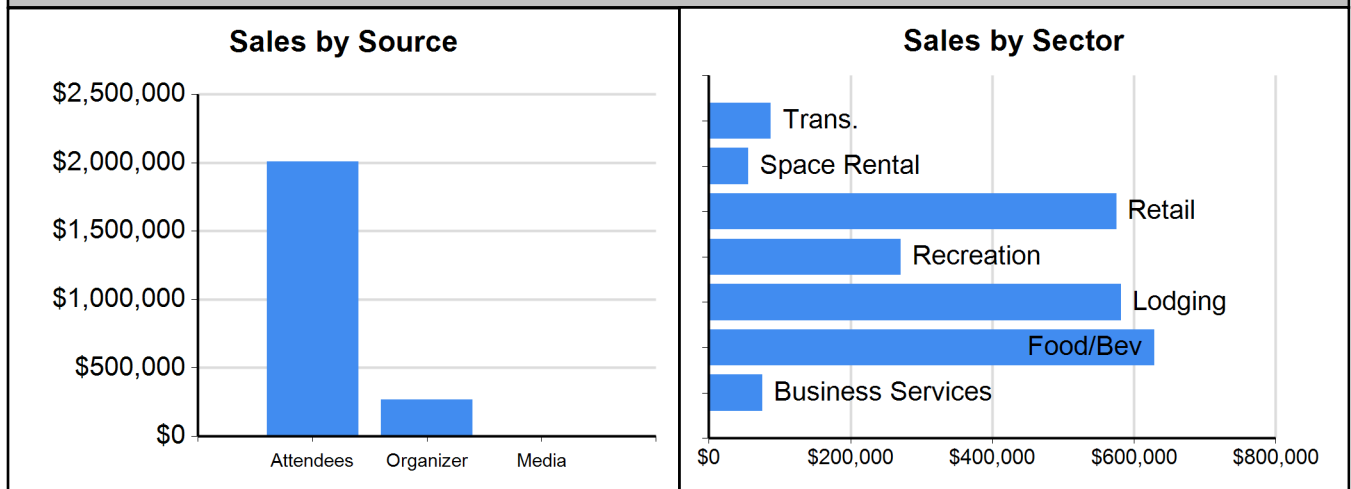
- **Event Description:** HITS will again host a 2 week show in December marking its 7th year for the Holiday Series.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	HITS Ocala Holiday Series	Business Sales (Direct):	\$2,275,397
Organization:	HITS, Inc	Business Sales (Total):	\$3,304,758
Event Type:	Adult Amateur	Jobs Supported (Direct):	389
Week One Dates:	12/1/2021 & 12/5/2021	Jobs Supported (Total):	451
Week Two Dates:	12/15/2021 & 12/19/2021	Local Taxes (Total):	\$75,747
Overnight Attendees:	1856	Net Direct Tax ROI:	\$38,683
Day Attendees:	2269	Estimated Room Demand:	5,815

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$581,514	\$0	\$0	\$581,514
Transportation	\$74,285	\$12,997	\$439	\$87,721
Food & Beverage	\$506,141	\$122,365	\$0	\$628,506
Retail	\$575,149	\$0	\$0	\$575,149
Recreation	\$271,074	\$0	\$0	\$271,074
Space Rental	\$0	\$55,544	\$0	\$55,544
Business Services	\$0	\$75,643	\$247	\$75,890
TOTAL	\$2,008,163	\$266,548	\$686	\$2,275,397

## Event Impact Details

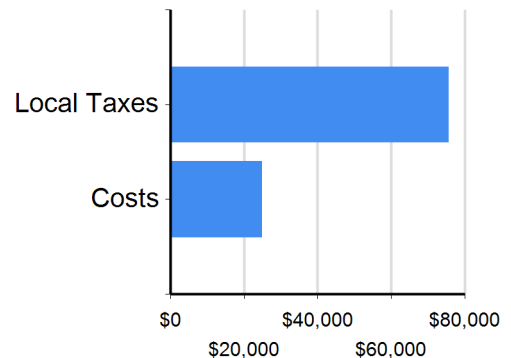
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: HITS Ocala Holiday Series 2021

Organization: HITS, Inc

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$2,275,397	\$1,029,360	\$3,304,758
<b>Personal Income</b>	\$656,981	\$258,952	\$915,933
<b>Jobs Supported</b>			
Persons	389	62	451
Annual FTEs	26	4	30
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$193,899</u>	<u>\$83,356</u>	<u>\$277,255</u>
<u>State Total</u>	<u>\$154,881</u>	<u>\$32,734</u>	<u>\$187,615</u>
sales	\$116,654	\$15,440	\$132,095
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$38,227	\$17,293	\$55,520
<u>Local Total (excl. property)</u>	<u>\$63,683</u>	<u>\$12,064</u>	<u>\$75,747</u>
sales	\$19,442	\$2,573	\$22,016
income	\$0	\$0	\$0
bed	\$23,261	-	\$23,261
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$20,980	\$9,491	\$30,471
property tax	\$41,278	\$12,012	\$53,290

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$63,683		
DMO Hosting Costs	\$25,000		
Direct ROI	\$38,683		
Net Present Value	\$38,683		
Direct ROI (%)	155%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$75,747		
Total ROI	\$50,747		
Net Present Value	\$50,747		
Total ROI (%)	203%		



Estimated Room Demand Metrics	
Room Nights (total)	5,815
Room Pickup (block only)	2,000
Peak Rooms	977
Total Visitor Days	12,410



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3841

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** HITS Ocala Winter Circuit

**DESCRIPTION/BACKGROUND:**

See Attached

**REPEAT EVENT**

EVENT DATES: January 18 – February 13, 2022 & February 22 – March 27, 2022

EVENT LOCATION: HITS Post Time Farm

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>HITS Ocala Winter Circuit</b> Organization: <b>HITS, INC.</b>	Requested Amount: <b>\$25,000</b> Eligible Funding Amount: <b>\$25,000</b> Business Sales (Total): <b>\$72,681,094</b> Total ROI: <b>7,200%</b> Anticipated Attendance: <b>7,400 weekly attendance</b> Minimum Room Night Guarantee: <b>2,000</b> Average Occupancy Rate for Period: <b>75.27% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,100-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

• **Funding History**

- 2021 - \$31,250
  - \$15,625 reimbursed by FSF
- 2020 - \$29,687.50
  - \$14,844 reimbursed by FSF
- 2019 - \$37,500
  - \$18,750 reimbursed by FSF
- 2018 - \$37,500
  - \$18,750 reimbursed by FSF
- 2017 - \$37,500
  - \$18,750 reimbursed by FSF
- 2016 - \$37,500
  - \$18,750 reimbursed by FSF
- 2015 - \$27,500
- 2014 - \$8,000
- 2013 - \$8,000
- 2012 - \$5,620
- 2011 - \$5,000
- 2010 - \$5,000

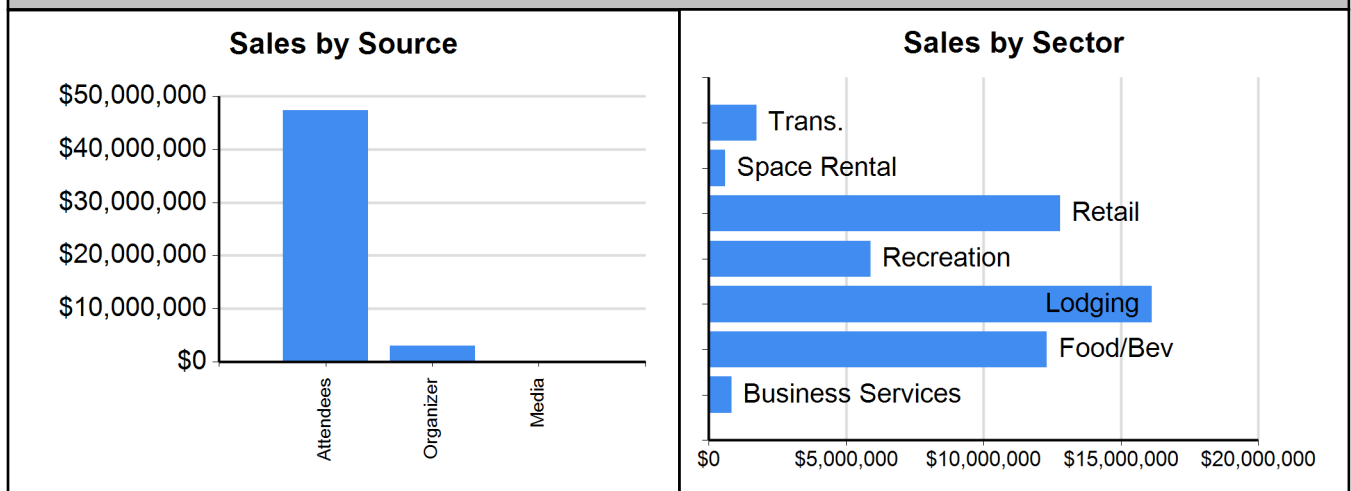
- **Use of Funds:** official's payment, marketing, livestreaming expenses
- **Event Description:** The HITS Ocala Winter Show Jumping Circuit is a 10-week January to March ending with the One Million Dollar Grand Prix Finale on Sunday, March 27, 2022. Growing in size and popularity, families travel far and wide to Ocala to participate in the HITS competitions together throughout the HITS Ocala Winter Circuit which has become a major sports attraction/destination in the Ocala/Marion County area.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	HITS Ocala Winter Circuit	Business Sales (Direct):	\$50,297,693
Organization:	HITS, Inc	Business Sales (Total):	\$72,681,094
Event Type:	Adult Amateur	Jobs Supported (Direct):	1,797
Start Date:	1/18/2022	Jobs Supported (Total):	2,076
End Date:	3/27/2022	Local Taxes (Total):	\$1,825,024
Overnight Attendees:	3700	Net Direct Tax ROI:	\$1,537,683
Day Attendees:	5550	Estimated Room Demand:	134,368

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$16,124,211	\$0	\$0	\$16,124,211
Transportation	\$1,568,288	\$171,059	\$4,758	\$1,744,105
Food & Beverage	\$10,972,353	\$1,327,651	\$0	\$12,300,004
Retail	\$12,803,091	\$0	\$0	\$12,803,091
Recreation	\$5,894,800	\$0	\$0	\$5,894,800
Space Rental	\$0	\$602,645	\$0	\$602,645
Business Services	\$0	\$826,153	\$2,685	\$828,838
TOTAL	\$47,362,742	\$2,927,508	\$7,443	\$50,297,693

## Event Impact Details

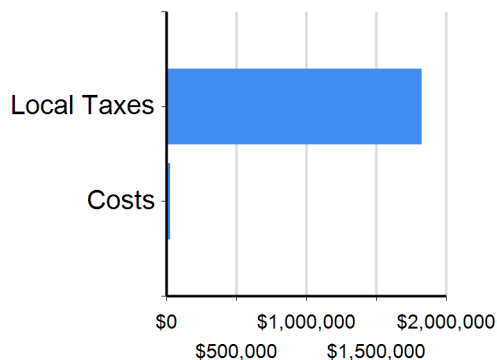
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: HITS Ocala Winter Circuit 2022

Organization: HITS, Inc

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$50,297,693	\$22,383,400	\$72,681,094
<b>Personal Income</b>	\$14,287,602	\$5,661,147	\$19,948,749
<b>Jobs Supported</b>			
Persons	1,797	280	2,076
Annual FTEs	546	85	632
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$4,259,356</u>	<u>\$1,816,023</u>	<u>\$6,075,379</u>
<u>State Total</u>	<u>\$3,568,726</u>	<u>\$711,795</u>	<u>\$4,280,521</u>
sales	\$2,723,719	\$335,751	\$3,059,470
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$845,007	\$376,044	\$1,221,051
<u>Local Total (excl. property)</u>	<u>\$1,562,683</u>	<u>\$262,341</u>	<u>\$1,825,024</u>
sales	\$453,953	\$55,959	\$509,912
income	\$0	\$0	\$0
bed	\$644,968	-	\$644,968
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$463,762	\$206,382	\$670,144
property tax	\$912,450	\$259,556	\$1,172,006

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$1,562,683		
DMO Hosting Costs	\$25,000		
Direct ROI	\$1,537,683		
Net Present Value	\$1,506,394		
Direct ROI (%)	6,151%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$1,825,024		
Total ROI	\$1,800,024		
Net Present Value	\$1,763,397		
Total ROI (%)	7,200%		



Estimated Room Demand Metrics	
Room Nights (total)	134,368
Room Pickup (block only)	53,600
Peak Rooms	1,947
Total Visitor Days	258,630



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3842

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** Alpha Win - Triathlon

**DESCRIPTION/BACKGROUND:**

See Attached

<b>REPEAT EVENT</b>
EVENT DATES: April 1-2, 2022
EVENT LOCATION: Carney Island Recreation Area

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>Alpha Win – Ocala, FL Triathlon (formally HITS Ocala Triathlon)</b> Organization: <b>HITS, INC.</b>	Requested Amount: <b>\$25,000</b> Eligible Funding Amount: <b>\$10,000</b> Business Sales (Total): <b>\$510,896</b> Total ROI: <b>19%</b> Anticipated Attendance: <b>500</b> Minimum Room Night Guarantee: <b>750</b> Average Occupancy Rate for Period: <b>80.6% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,100-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

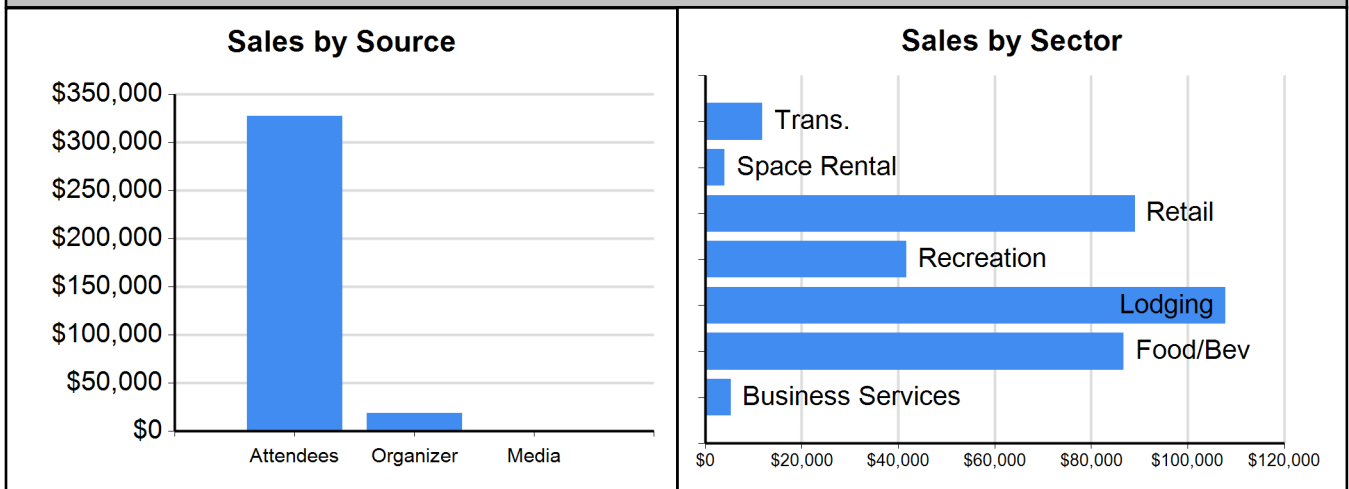
- **Funding History** (funded as HITS Ocala Triathlon)
  - 2021 - event was not funded
  - 2019 - \$5,000
  - 2018 - \$5,000
  - 2017 - \$7,500
  - 2016 - \$6,000
    - \$1,000 reimbursed to VCB by FSF
  - 2015 - \$3,000
  - 2014 - \$3,000
  - 2013 - \$3,000
- **Use of Funds:** traffic control, emergency medical services, marketing, equipment rental
- **Event Description:** Named as an Editor's Pick for one of the Best United States' Triathlons by Triathlete Magazine, Alpha Win Ocala is one of the most popular Alpha Win Triathlon races. The famed Carney Island Park will be home to this third stop on the Alpha Win Triathlon circuit. The course is a convenient loop lay-out, where family and athletes can be engaged with each other throughout the entire day; both the bike and run come back through the park for high-fives and general spectator frenzy.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	Alpha Win - Ocala, FL Triathlon	Business Sales (Direct):	\$346,656
Organization:	HITS, Inc	Business Sales (Total):	\$501,153
Event Type:	Adult Amateur	Jobs Supported (Direct):	227
Start Date:	4/1/2022	Jobs Supported (Total):	262
End Date:	4/2/2022	Local Taxes (Total):	\$12,460
Overnight Attendees:	750	Net Direct Tax ROI:	\$649
Day Attendees:	250	Estimated Room Demand:	899

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$107,832	\$0	\$0	\$107,832
Transportation	\$11,318	\$536	\$32	\$11,886
Food & Beverage	\$77,817	\$8,907	\$0	\$86,724
Retail	\$89,086	\$0	\$0	\$89,086
Recreation	\$41,688	\$0	\$0	\$41,688
Space Rental	\$0	\$4,043	\$0	\$4,043
Business Services	\$0	\$5,380	\$18	\$5,398
TOTAL	\$327,740	\$18,866	\$50	\$346,656

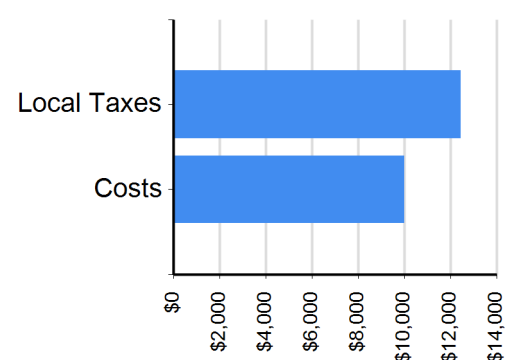
## Event Impact Details

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: Alpha Win - Ocala, FL Triathlon 2022

Organization: HTS, Inc

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$346,656	\$154,497	\$501,153
<b>Personal Income</b>	\$98,857	\$38,982	\$137,839
<b>Jobs Supported</b>			
Persons	227	35	262
Annual FTEs	4	1	4
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$29,400</u>	<u>\$12,524</u>	<u>\$41,924</u>
<u>State Total</u>	<u>\$24,660</u>	<u>\$4,913</u>	<u>\$29,573</u>
sales	\$18,836	\$2,317	\$21,154
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$5,824	\$2,596	\$8,419
<u>Local Total (excl. property)</u>	<u>\$10,649</u>	<u>\$1,811</u>	<u>\$12,460</u>
sales	\$3,139	\$386	\$3,526
income	\$0	\$0	\$0
bed	\$4,313	-	\$4,313
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$3,196	\$1,425	\$4,621
property tax	\$6,289	\$1,793	\$8,081

Event Return on Investment (ROI)		
<b>Direct local tax ROI (net property taxes)</b>		
Direct Tax Receipts	\$10,649	
DMO Hosting Costs	\$10,000	
Direct ROI	\$649	
Net Present Value	\$636	
Direct ROI (%)	6%	
<b>Total local tax ROI (net property taxes)</b>		
Total Local Tax Receipts	\$12,460	
Total ROI	\$2,460	
Net Present Value	\$2,410	
Total ROI (%)	25%	

Estimated Room Demand Metrics	
Room Nights (total)	899
Room Pickup (block only)	750
Peak Rooms	395
Total Visitor Days	1,857



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3843

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** Kingdom of the Sun

**DESCRIPTION/BACKGROUND:**

See Attached



# **REPEAT EVENT**

EVENT DATES: December 26-30, 2021

EVENT LOCATION: Vanguard High School

EVENT INFORMATION	FINANCIALS
Event Name: <b>Kingdom of the Sun Basketball Tournament</b> Organization: <b>Vanguard High School</b>	Requested Amount: <b>\$5,000</b> Eligible Funding Amount: <b>\$4,000</b> Business Sales (Total): <b>\$250,618</b> Total ROI: <b>31%</b> Anticipated Attendance per day: <b>1,000</b> Minimum Room Night Guarantee: <b>301</b> Average Occupancy Rate for Period: <b>60.3% (2020)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,101-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000*

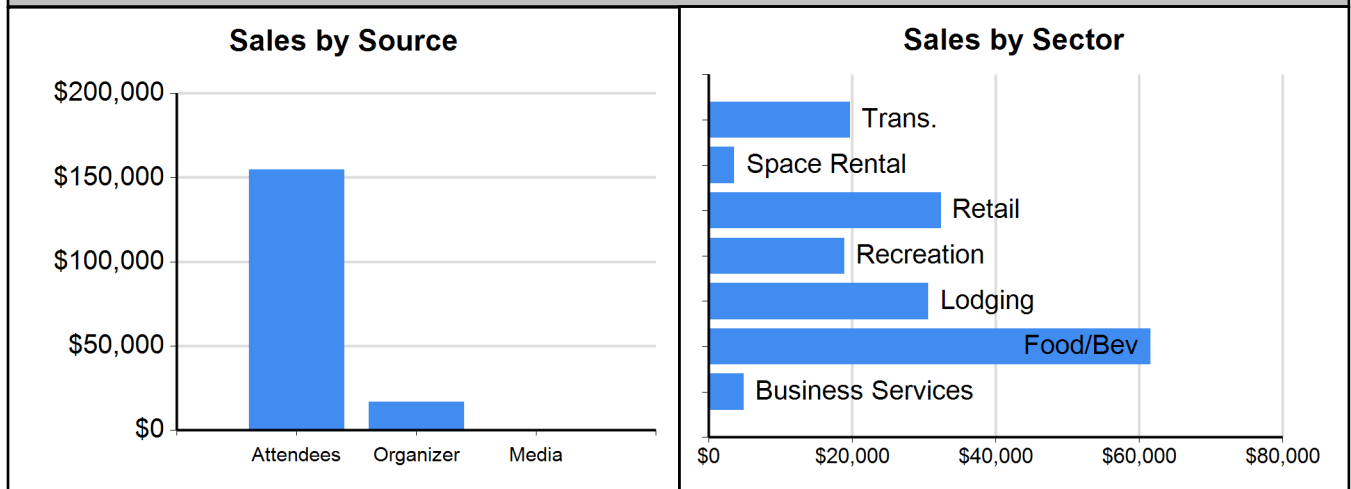
- It should be noted that with this event including high school teams, some of the rooms may or may not be subject to the Tourist Development Tax if they if they have a tax-exempt certificate for the state of Florida.
- Previous Awarded Funding:**
  - 2019 - \$2,500
  - 2018 - \$2,500
  - 2017 - \$3,375
  - 2016 - \$5,000
  - 2015 - \$5,000
  - 2014 - \$5,000
  - 2013 - \$5,000
  - 2012 - \$5,000
  - 2011 - \$3,500
  - 2010 - \$5,000
  - 2009 - \$5,000
  - 2007 - \$2,500
  - 2006 - \$5,500
- Use of Funds:** Officials fees, advertising, marketing, security
- Event Description:** The Kingdom of the Sun Basketball Tournament is one of the longest running high school boys' basketball tournaments in the country. It has been around for over 40 years and was started by the late Jim Haley. The event, spanning over four days, displays top basketball talent over the course of 28 total games. This year's tournament will have teams from Maine, Illinois, New Jersey, Georgia, and Florida.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	Kingdom of the Sun Basketball Tournament	Business Sales (Direct):	\$171,625
Organization:	Vanguard High School	Business Sales (Total):	\$250,618
Event Type:	Youth Amateur	Jobs Supported (Direct):	57
Start Date:	12/26/2021	Jobs Supported (Total):	65
End Date:	12/30/2021	Local Taxes (Total):	\$5,226
Overnight Attendees:	198	Net Direct Tax ROI:	\$300
Day Attendees:	594	Estimated Room Demand:	306

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$30,627	\$0	\$0	\$30,627
Transportation	\$19,178	\$504	\$28	\$19,710
Food & Beverage	\$53,722	\$7,898	\$0	\$61,620
Retail	\$32,338	\$0	\$0	\$32,338
Recreation	\$18,856	\$0	\$0	\$18,856
Space Rental	\$0	\$3,585	\$0	\$3,585
Business Services	\$0	\$4,873	\$16	\$4,889
TOTAL	\$154,720	\$16,860	\$44	\$171,625

## Event Impact Details

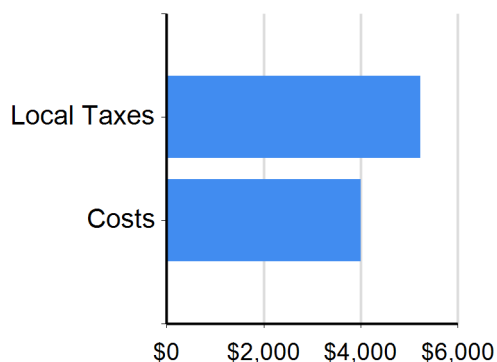
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: Kingdom of the Sun Basketball Tournament 2021

Organization: Vanguard High School

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$171,625	\$78,993	\$250,618
<b>Personal Income</b>	\$54,823	\$20,155	\$74,978
<b>Jobs Supported</b>			
Persons	57	7	65
Annual FTEs	2	0	2
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$15,226</u>	<u>\$6,429</u>	<u>\$21,655</u>
<u>State Total</u>	<u>\$11,841</u>	<u>\$2,512</u>	<u>\$14,353</u>
sales	\$8,958	\$1,185	\$10,142
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$2,883	\$1,327	\$4,210
<u>Local Total (excl. property)</u>	<u>\$4,300</u>	<u>\$926</u>	<u>\$5,226</u>
sales	\$1,493	\$197	\$1,690
income	\$0	\$0	\$0
bed	\$1,225	-	\$1,225
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$1,582	\$728	\$2,311
property tax	\$3,113	\$928	\$4,041

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$4,300		
DMO Hosting Costs	\$4,000		
Direct ROI	\$300		
Net Present Value	\$300		
Direct ROI (%)	8%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$5,226		
Total ROI	\$1,226		
Net Present Value	\$1,226		
Total ROI (%)	31%		



Estimated Room Demand Metrics	
Room Nights (total)	306
Room Pickup (block only)	301
Peak Rooms	73
Total Visitor Days	1,183



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3844

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION:** Live Oak International

**DESCRIPTION/BACKGROUND:**

See Attached

**REPEAT EVENT**

EVENT DATES: March 2-6, 2022

EVENT LOCATION: Live Oak Plantation

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>Live Oak International</b> Organization: <b>Live Oak Plantation Combined Driving, Inc.</b>	Requested Amount: <b>\$15,000</b> Eligible Funding Amount: <b>\$15,000</b> Business Sales (Total): <b>\$1,121,239</b> Total ROI: <b>68%</b> Anticipated Attendance: <b>15,000</b> Minimum Room Night Guarantee: <b>1,101</b> Average Occupancy Rate for Period: <b>78.26% (2021)</b>

Guaranteed Room Nights	Funding Range
150-300 room nights	Funding not to exceed \$2,500
301-500 room nights	Funding not to exceed \$5,000
501-700 room nights	Funding not to exceed \$7,500
701-900 room nights	Funding not to exceed \$10,000
901-1,100 room nights	Funding not to exceed \$12,500
1,100-1,300 room nights	Funding not to exceed \$15,000
1,301-1,500 room nights	Funding not to exceed \$17,500
1,501- 1700 room nights	Funding not to exceed \$20,000
1701-1900 room nights	Funding not to exceed \$22,500
1901+ room nights	Funding not to exceed \$25,000

*The maximum allowable amount of funding is \$25,000\**

• **Funding History:**

- 2021 - Cancelled due to COVID
- 2020 - \$62,500 TOTAL
  - Combined Driving - \$31,250
  - Show Jumping - \$31,250
- 2019 - \$30,273
- 2018 - \$18,107
- 2017 - \$10,000
- 2016 - \$10,000
- 2015 - \$8,000
- 2014 - \$8,500
- 2013 - \$7,500
- 2012 - \$5,000
- 2011 - \$5,000
- 2010 - \$5,000
- 2009 - \$45,000
- 2008 - \$49,500
- 2007 - \$42,448
- 2006 - \$13,463

• **Use of Funds:** marketing, livestreaming expenses, advertising, printing, video/photography

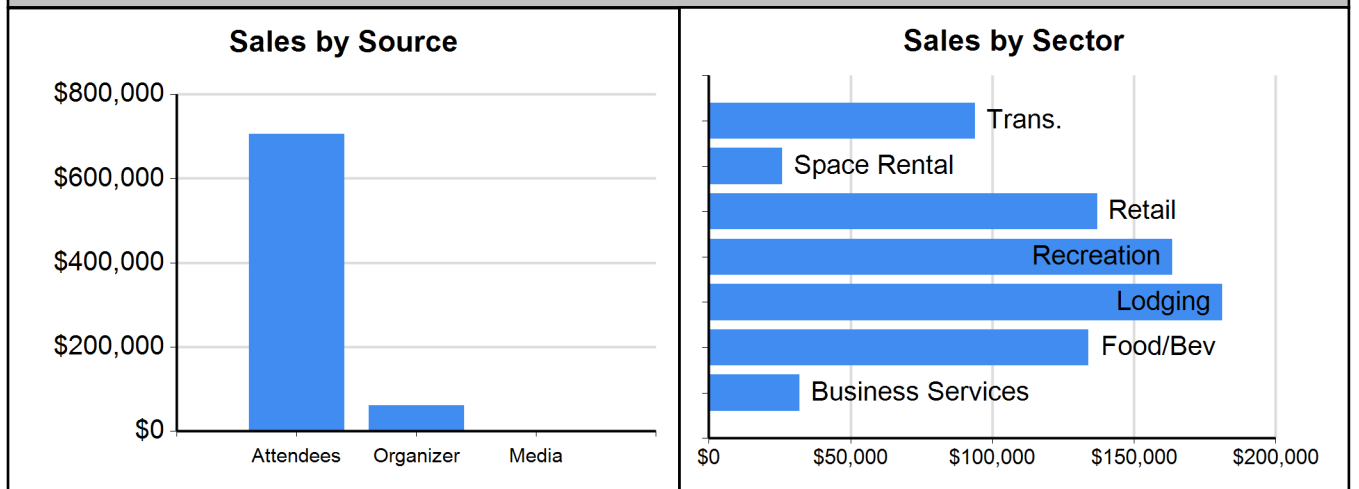
- **Event Description:** What began 30 years ago as a driving event in Ocala, Live Oak International has grown into a world-class equestrian event. The tournament is the only event in the United States to offer both international combined driving and show jumping competition. Live Oak International will once again host the final FEI Jumping World Cup NAL Qualifier in the Longines FEI Jumping World Cup™ North American League as a 4\* World Cup Qualifier, in addition to the highest level of combined driving in North America and new this year, a new 1\* jumping division. As Marion County's largest spectator event with over 15,000 spectators in attendance over the four-day tournament, the exciting competition hosts athletes from all corners of the world.

# Event Impact Summary

Destination: Ocala/Marion County Visitors & Convention Bureau

Event Parameters		Key Results	
Event Name:	Live Oak International	Business Sales (Direct):	\$767,855
Organization:	Live Oak International	Business Sales (Total):	\$1,121,239
Event Type:	Championships	Jobs Supported (Direct):	224
Start Date:	3/2/2022	Jobs Supported (Total):	264
End Date:	3/6/2022	Local Taxes (Total):	\$25,264
Overnight Attendees:	578	Net Direct Tax ROI:	\$6,122
Day Attendees:	1348	Estimated Room Demand:	1,208

## Direct Business Sales



Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$181,182	\$0	\$0	\$181,182
Transportation	\$93,861	\$0	\$77	\$93,938
Food & Beverage	\$130,714	\$3,300	\$0	\$134,014
Retail	\$137,125	\$0	\$0	\$137,125
Recreation	\$163,545	\$0	\$0	\$163,545
Space Rental	\$0	\$25,944	\$0	\$25,944
Business Services	\$0	\$31,933	\$174	\$32,107
TOTAL	\$706,426	\$61,177	\$252	\$767,855

## Event Impact Details

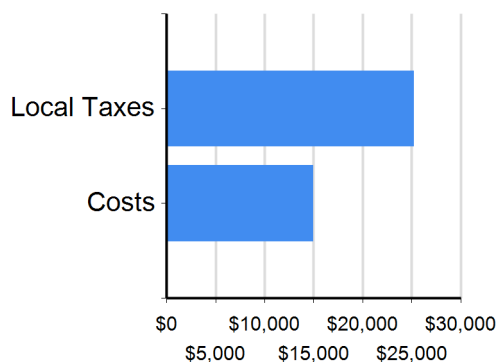
Destination: Ocala/Marion County Visitors & Convention Bureau

Event Name: Live Oak International 2022

Organization: Live Oak International

Economic Impact Details			
	Direct	Indirect/Induced	Total
<b>Business Sales</b>	\$767,855	\$353,384	\$1,121,239
<b>Personal Income</b>	\$225,242	\$90,734	\$315,976
<b>Jobs Supported</b>			
Persons	224	39	264
Annual FTEs	8	1	10
<b>Taxes and Assessments</b>			
<u>Federal Total</u>	<u>\$65,836</u>	<u>\$28,826</u>	<u>\$94,662</u>
<u>State Total</u>	<u>\$53,670</u>	<u>\$11,238</u>	<u>\$64,907</u>
sales	\$40,770	\$5,301	\$46,070
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$12,900	\$5,937	\$18,837
<u>Local Total (excl. property)</u>	<u>\$21,122</u>	<u>\$4,142</u>	<u>\$25,264</u>
sales	\$6,795	\$883	\$7,678
income	\$0	\$0	\$0
bed	\$7,247	-	\$7,247
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$7,080	\$3,258	\$10,338
property tax	\$13,930	\$4,151	\$18,080

Event Return on Investment (ROI)			
<b>Direct local tax ROI (net property taxes)</b>			
Direct Tax Receipts	\$21,122		
DMO Hosting Costs	\$15,000		
Direct ROI	\$6,122		
Net Present Value	\$5,997		
Direct ROI (%)	41%		
<b>Total local tax ROI (net property taxes)</b>			
Total Local Tax Receipts	\$25,264		
Total ROI	\$10,264		
Net Present Value	\$10,055		
Total ROI (%)	68%		



Estimated Room Demand Metrics	
Room Nights (total)	1,208
Room Pickup (block only)	1,101
Peak Rooms	275
Total Visitor Days	2,941



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3845

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**MOTION: Post-Event Classic Rock Weekend**

**DESCRIPTION/BACKGROUND:**

See Attached

**POST-EVENT**

EVENT DATES: May 28-31, 2021

EVENT LOCATION: Citizen's Circle

EVENT INFORMATION:	FINANCIALS:
Event Name: <b>Classic Rock Weekend on the Square</b> Organization: <b>Tuned In Marketing</b>	Requested Amount: <b>\$2,500</b> Eligible Amount: <b>\$3,500</b> Actual Business Sales (Total): <b>\$101,985</b> Total ROI: <b>10%</b> Attendance: <b>285 (per night)</b> Minimum Room Nights Guaranteed: <b>150</b> Actual Verified Room Nights: <b>171</b> Average Occupancy Rate for Period: <b>80.03% (2021)</b>

Guaranteed Room Nights	Room Night Funding Range
451-500	\$9,001 - \$10,000
401-450	\$8,001 - \$9,000
351-400	\$7,001 - \$8,000
301-350	\$6,001 - \$7,000
251-300	\$5,001 - \$6,000
201-250	\$4,001 - \$5,000
151-200	\$3,001 - \$4,000
101-150	\$2,001 - \$3,000
51-100	\$1,001 - \$2,000
Less than 50	\$0 - \$1,000

- This event was previously approved by the TDC on January 28, 2021 and by the BCC on March 2, 2021. The event took place as planned and met the requirements set forth by our funding program. It surpassed the 150 room nights that were projected making them eligible for the fully funded amount of \$2,500. Due to a clerical error, the payment for the band was omitted from the original funding request when presented to the TDC on January 28<sup>th</sup>. This document has been updated to include "band payment" as one the use of funds so they can be reimbursed for that expense which is allowable per Florida state statute. All appropriate documentation has been provided by the event planners verifying the payment to the band was made.
- **Use of Funds:** marketing, promotion, advertising, venue rental, security, **band payment**
- **Event Description:**
  - **Saturday Night Show**
    - **Southbound Highway 41:** Southbound Highway 41 is the collaboration of seven gifted musicians who unite for one purpose--to create the Ultimate Allman Brothers Experience. Fusing amazing musicality with a spectacular video show, Southbound Highway 41 pays tribute to the great music and legacy of Duane & Gregg Allman. This live performance includes all your favorite Allman Brothers songs--hits like Midnight Rider, Ramblin' Man, Melissa, Dreams, Whipping Post and so many more, all drawn from the classic albums you love including Eat A Peach, Brothers & Sisters, Hittin' The Note and Idlewild South.
  - **Sunday Night Show**
    - **Mr. Nice Guy Band:** For the past 2 decades, Mr. Nice Guy Band has become a live music phenomenon in South Florida. With a fan base of over 7,000 loyal classic rock music lovers, they have a connection with their fans that is second to none.



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3852

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**Introduction - Tracy Straub**

**DESCRIPTION/BACKGROUND:**



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3856

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**RFP's - Brand / Media**

**DESCRIPTION/BACKGROUND:**



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3518

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**  
**Q4 Media Plan**

**DESCRIPTION/BACKGROUND:**



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3858

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**VCB Strategic Plan Update**

**DESCRIPTION/BACKGROUND:**



# Marion County

## Tourist Development Council

### Agenda Item

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**File No.:** 2021-3519

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**

**TDT Collections/STR and Key Data Update**

**DESCRIPTION/BACKGROUND:**

See Attached

# TDT COLLECTIONS

	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL		ACTUAL		Change	PROJECTED
	2% & 4%	4%	4%	4%	4%		4%		from	AVERAGE
	FY 15-16	FY 16-17	FY 17-18	FY 18-19	FY 19-20		FY20-21		Last Year	(Last 5 Years)
					Monthly	PTD	Monthly	PTD		4%
OCT	74,728.14	173,025.01	259,157.91	204,924.52	208,480.07	208,480.07	208,964.21	208,964.21	484.14	199,008.76
NOV	91,634.20	208,761.03	259,465.87	228,758.97	231,208.87	439,688.94	223,081.69	432,045.90	(8,127.18)	222,292.63
	4 Pennies Collected as of This Time - 4% BELOW									
DEC	185,958.28	195,717.93	259,851.68	225,689.89	236,936.54	676,625.48	185,291.99	408,373.68	(51,644.55)	184,063.13
JAN	172,567.71	222,168.71	227,275.36	208,911.55	220,533.21	897,158.69	226,855.23	412,147.22	6,322.02	203,965.79
FEB	233,543.13	267,659.07	286,456.85	273,064.02	299,288.30	1,196,446.99	294,191.48	521,046.71	(5,096.82)	220,830.86
MAR	373,121.01	301,570.07	350,071.35	323,299.80	302,080.26	1,498,527.25	359,419.51	653,610.99	57,339.25	210,291.31
APR	303,824.90	373,155.84	359,327.08	385,618.64	214,603.12	1,713,130.37	402,060.20	761,479.71	187,457.08	272,002.27
MAY	221,949.26	257,677.42	262,256.88	280,438.82	102,814.80	1,815,945.17	333,193.04	735,253.24	230,378.24	330,028.50
JUN	181,643.36	210,645.11	199,261.84	232,018.65	149,677.12	1,965,622.29	322,508.82	655,701.86	172,831.70	327,305.92
JUL	179,856.34	208,299.73	212,855.41	232,238.24	242,501.19	2,208,123.48		0.00	(242,501.19)	225,027.44
AUG	186,106.31	190,108.82	197,702.74	196,329.01	264,335.05	2,472,458.53		0.00	(264,335.05)	194,649.22
SEPT	224,730.82	191,260.01	188,010.37	203,554.83	174,264.90	2,646,723.43		0.00	(174,264.90)	215,150.18
TOTAL:	\$ 2,429,663.46	\$ 2,800,048.75	\$ 3,061,693.34	\$ 2,994,846.94	\$ 2,646,723.43		\$ 2,555,566.17		(91,157.26)	\$ 2,804,616.00

TOURIST DEV TAX  
MONTHLY REPORTS

REVENUE PERIOD		MAY 20	JUN 20	JUL 20	AUG 20	SEPT 20	OCT 20	NOV 20
REPORTING PERIOD		JUN 20	JUL 20	AUG 20	SEPT 20	OCT 20	NOV 20	DEC 20
REMITTANCE DATE		JUL 20	AUG 20	SEPT 20	OCT 20	NOV 20	DEC 20	JAN 21
RPT								
LINE								
1	Gross Rental Receipts	3,934,788.03	5,969,263.63	6,284,750.64	4,684,911.54	5,312,397.84	\$ 5,789,906.51	4,885,960.42
2	Exempt Rental Receipts	254,950.64	296,557.42	377,872.84	351,305.17	358,945.51	\$ 366,505.59	291,084.64
3	Taxable Rental Receipts	3,679,837.39	5,672,706.21	5,906,877.80	4,333,606.37	4,953,452.33	\$ 5,423,400.92	4,594,875.78
4	Total Tax Collected	147,193.51	226,908.22	236,275.09	173,344.24	198,138.14	\$ 216,936.07	183,795.06
5	Adjustments	2.52	0.04	0.21	1.65	0.41	\$ (3.19)	27.80
6	Bal Fwd / Overpaid							
7	Total Tax Due	147,196.03	226,908.26	236,275.30	173,345.89	198,138.55	\$ 216,932.88	183,822.86
8	Less Collection Allow	\$ (1,343.02)	(1,595.86)	(1,577.76)	(1,515.46)	(1,523.75)	\$ (1,461.69)	(1,480.37)
9	Plus Penalty	3,826.19	16,531.60	27,542.43	2,734.00	12,328.68	\$ 11,188.90	5,882.41
10	Plus Interest	373.00	1,264.98	2,757.61	137.22	544.43	\$ 395.06	367.44
11	Current Amount Due	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15	188,592.34
12	Credit Balance Used							
13	Underpayments							
14	NSF Cancels							
15	Total Amount Collected	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15	188,592.34
16	Current Total Rate							
17	Dist to TD Council							
18	BCC	149,677.12	242,501.19	264,335.05	174,264.90	209,487.91	\$ 223,081.69	185,291.99
19	Tax Collector Comm	375.08	607.79	662.53	436.75	523.70	\$ 3,976.46	3,300.35
20	Total Collections Dist.	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15	188,592.34

TOURIST DEV TAX  
MONTHLY REPORTS

REVENUE PERIOD		DEC 20	JAN 21	FEB 21	MAR 21	APR 21
REPORTING PERIOD		JAN 21	FEB 21	MAR 21	APR 21	MAY 21
REMITTANCE DATE		FEB 21	MAR 21	APR 21	MAY 21	JUN 21
RPT						
LINE						
1	Gross Rental Receipts	5,919,288.58	7,590,776.65	9,424,167.01	10,696,297.96	8,991,390.33
2	Exempt Rental Receipts	313,171.10	335,192.12	389,900.16	415,842.46	485,154.60
3	Taxable Rental Receipts	5,606,117.48	7,255,584.53	9,034,266.85	10,280,455.50	8,506,235.73
4	Total Tax Collected	224,244.70	290,223.37	361,370.68	411,218.20	340,249.47
5	Adjustments	0.23	0.03	0.45	0.84	(136.77)
6	Bal Fwd / Overpaid					
7	Total Tax Due	224,244.93	290,223.40	361,371.13	411,219.04	340,112.70
8	Less Collection Allow	(1,676.62)	(1,768.13)	(1,974.38)	(2,213.17)	(1,994.45)
9	Plus Penalty	7,934.69	10,636.47	6,248.77	200.93	975.26
10	Plus Interest	392.90	339.76	179.38	14.81	34.20
11	Current Amount Due	230,895.90	299,431.50	365,824.90	409,221.61	339,127.71
12	Credit Balance Used					
13	Underpayments					
14	NSF Cancels					
15	Total Amount Collected	230,895.90	294,331.50	365,824.90	409,221.61	339,127.71
16	Current Total Rate					
17	Dist to TD Council					
18	BCC	266,855.23	294,191.48	359,419.51	402,060.60	333,193.04
19	Tax Collector Comm	4,040.67	5,240.02	6,405.39	7,161.41	5,934.67
20	Total Collections Dist.	230,895.90	299,431.50	365,824.90	409,221.61	339,127.71

TOURIST DEV TAX  
MONTHLY REPORTS

RPT LINE	REVENUE PERIOD	APR 20	MAY 20	JUN 20	JUL 20	AUG 20	SEPT 20	OCT 20
	REPORTING PERIOD	MAY 20	JUN 20	JUL 20	AUG 20	SEPT 20	OCT 20	NOV 20
	REMITTANCE DATE	JUN 20	JUL 20	AUG 20	SEPT 20	OCT 20	NOV 20	DEC 20
1	Gross Rental Receipts	2,830,805.99	3,934,788.03	5,969,263.63	6,284,750.64	4,684,911.54	5,312,397.84	\$ 5,789,906.51
2	Exempt Rental Receipts	212,104.89	254,950.64	296,557.42	377,872.84	351,305.17	358,945.51	\$ 366,505.59
3	Taxable Rental Receipts	2,618,701.10	3,679,837.39	5,672,706.21	5,906,877.80	4,333,606.37	4,953,452.33	\$ 5,423,400.92
4	Total Tax Collected	104,746.07	147,193.51	226,908.22	236,275.09	173,344.24	198,138.14	\$ 216,936.07
5	Adjustments		2.52	0.04	0.21	1.65	0.41	\$ (3.19)
6	Bal Fwd / Overpaid							
7	Total Tax Due	104,748.07	147,196.03	226,908.26	236,275.30	173,345.89	198,138.55	\$ 216,932.88
8	Less Collection Allow	(1,185.19)	\$ (1,343.02)	(1,595.86)	(1,577.76)	(1,515.46)	(1,523.75)	\$ (1,461.69)
9	Plus Penalty	2,323.49	3,826.19	16,531.60	27,542.43	2,734.00	12,328.68	\$ 11,188.90
10	Plus Interest	108.29	373.00	1,264.98	2,757.61	137.22	544.43	\$ 395.06
11	Current Amount Due	105,994.66	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15
12	Credit Balance Used							
13	Underpayments							
14	NSF Cancels							
15	Total Amount Collected	105,994.66	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15
16	Current Total Rate							
17	Dist to TD Council							
18	BCC	102,814.80	149,677.12	242,501.19	264,335.05	174,264.90	209,487.91	\$ 223,081.69
19	Tax Collector Comm	3,179.86	375.08	607.79	662.53	436.75	523.70	\$ 3,976.46
20	Total Collections Dist.	105,994.66	150,052.20	243,108.98	264,997.58	174,701.65	209,487.91	\$ 227,055.15

TOURIST DEV TAX  
MONTHLY REPORTS

REVENUE PERIOD		NOV 20	DEC 20	JAN 21	FEB 21	MAR 21	APR 21	MAY 21
REPORTING PERIOD		DEC 20	JAN 21	FEB 21	MAR 21	APR 21	MAY 21	JUN 21
REMITTANCE DATE		JAN 21	FEB 21	MAR 21	APR 21	MAY 21	JUN 21	JUL 21
RPT								
LINE								
1	Gross Rental Receipts	4,885,960.42	5,919,288.58	7,590,776.65	9,424,167.01	10,696,297.96	8,991,390.33	8,536,831.32
2	Exempt Rental Receipts	291,084.64	313,171.10	335,192.12	389,900.16	415,842.46	485,154.60	406,333.38
3	Taxable Rental Receipts	4,594,875.78	5,606,117.48	7,255,584.53	9,034,266.85	10,280,455.50	8,506,235.73	8,130,497.94
4	Total Tax Collected	183,795.06	224,244.70	290,223.37	361,370.68	411,218.20	340,249.47	325,219.97
5	Adjustments	27.80	0.23	0.03	0.45	0.84	(136.77)	0.20
6	Bal Fwd / Overpaid							
7	Total Tax Due	183,822.86	224,244.93	290,223.40	361,371.13	411,219.04	340,112.70	325,220.17
8	Less Collection Allow	(1,480.37)	(1,676.62)	(1,768.13)	(1,974.38)	(2,213.17)	(1,994.45)	(1,910.83)
9	Plus Penalty	5,882.41	7,934.69	10,636.47	6,248.77	200.93	975.26	4,746.37
10	Plus Interest	367.44	392.90	339.76	179.38	14.81	34.20	197.46
11	Current Amount Due	188,592.34	230,895.90	299,431.50	365,824.90	409,221.61	339,127.71	328,253.17
12	Credit Balance Used							
13	Underpayments							
14	NSF Cancels							
15	Total Amount Collected	188,592.34	230,895.90	294,331.50	365,824.90	409,221.61	339,127.71	328,253.17
16	Current Total Rate							
17	Dist to TD Council							
18	BCC	185,291.99	266,855.23	294,191.48	359,419.51	402,060.60	333,193.04	322,508.82
19	Tax Collector Comm	3,300.35	4,040.67	5,240.02	6,405.39	7,161.41	5,934.67	5,744.35
20	Total Collections Dist.	188,592.34	230,895.90	299,431.50	365,824.90	409,221.61	339,127.71	328,253.17



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3520

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**  
**Sales Update**

**DESCRIPTION/BACKGROUND:**  
See Attached

# Ocala/Marion County Visitors & Convention Bureau Sales Report

## 5/27/2021 - 7/22/2021

Event Type: All

**Status: ALL FUTURE DEFINITE**

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
B3R Sports Inc.	Florida Horse Park Invitational	Corry Locke 100.0%	Sports	Email 0	9/4/2021 9/4/2021	State repeat	\$549,380.00 \$0.00	1,200 1,800	200	80	0
B3R Sports Inc.	B3R Sports Cross Country Invitational	Corry Locke 100.0%	Sports	Email 0	10/2/2021 10/2/2021	State new	\$371,180.00 \$0.00	1,000 1,200	100	60	0
Beta Sigma Phi	Beta Sigma Phi Florida Convention	Corry Locke 100.0%	Social	Website 0	10/1/2021 10/3/2021	State new	\$0.00 \$0.00	250 300	150	340	0
Cal Ripken Baseball	Cal Ripken Rookie World Series	Corry Locke 100.0%	Sports	NASC Symposium 2018 0	7/31/2021 8/8/2021	National new	\$1,107,215.00 \$0.00	285 335	240	1,320	0
CrossFit Iron Legion	Fenrir's Mayhem CrossFit Competition	Corry Locke 100.0%	Sports	Phone 0	11/5/2021 11/6/2021	Regional new	\$172,070.80 \$0.00	240 1,240	100	200	0
Florida Marching Band Championships	Florida Marching Band Championships	Corry Locke 100.0%	Sports	Phone 144	11/20/2021 11/21/2021	State new	\$2,329,862.66 \$0.00	8,000 11,000	1,400	2,500	0
German Sheppard Dog Club of America	GSDCA National Specialty Show	Corry Locke 100.0%	Sports	Phone 0	10/7/2022 10/15/2022	National new	\$0.00 \$0.00	0 0	275	1,710	0
German Sheppard Dog Club of America	Board of Directors Meeting	Corry Locke 100.0%	Social	Email 144	7/22/2021 7/25/2021	National new	\$15,137.81 \$0.00	13 13	9	21	0

**Status: ALL FUTURE DEFINITE**

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
Grandview Invitational, Inc.	AdventHealth Grandview Invitational	Corry Locke 100.0%	Equine	Email  0	2/4/2022 2/6/2022	International repeat	\$1,059,153.00 \$0.00	1,000 9,000	367	1,101	0
Grandview Invitational, Inc.	Grandview World Nights	Corry Locke 100.0%	Equine	Email  0	2/11/2022 2/12/2022	International repeat	\$291,162.00 \$0.00	400 2,200	367	350	0
HITS, Inc	HITS Ocala Holiday Series	Corry Locke 100.0%	Equine	Email  0	12/1/2021 12/5/2021	International repeat	\$1,768,176.00 \$0.00	2,500 3,300	250	1,000	0
HITS, Inc	HITS Ocala Holiday Series	Corry Locke 100.0%	Equine	Email  0	12/15/2021 12/19/2021	International repeat	\$1,768,176.00 \$0.00	2,500 3,300	250	1,000	0
HITS, Inc	HITS Ocala Cup Week	Corry Locke 100.0%	Equine	Email  0	2/15/2022 2/20/2022	International repeat	\$4,808,774.00 \$0.00	6,500 8,000	500	2,000	0
HITS, Inc	HITS Ocala Winter Circuit	Corry Locke 100.0%	Equine	Email  0	1/18/2022 3/27/2022	International repeat	\$72,681,094. \$0.00	8,000 10,000	800	53,600	0
HITS, Inc	Alpha Win - Ocala, FL Triathlon	Corry Locke 100.0%	Sports	Email  0	4/1/2022 4/2/2022	National repeat	\$501,153.00 \$0.00	400 500	375	750	0
Ocala ITF Taekwon-Do Academy	PanAmerican Taekwon-Do International Summer Camp/Instructors Course	Corry Locke 100.0%	Sports	Phone  0	9/3/2021 9/5/2021	International	\$111,447.79 \$0.00	50 65	100	150	0
Trinity Catholic High School	Jim Haley Christmas Classic	Corry Locke 100.0%	Sports	Website - Events RFP 144	12/20/2021 12/23/2021	Regional new	\$320,157.45 \$0.00	300 2,300	124	400	0
United States Specialty Sports Association	Central Florida Stampede Kickoff	Corry Locke 100.0%	Sports	Phone  0	9/4/2021 9/5/2021	State new	\$0.00 \$0.00	480 720	300	200	0

Status:

ALL FUTURE DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms	
United States Specialty Sports Association	Central Florida Battle of the Horses	Corry Locke 100.0%	Sports	Phone	9/25/2021	State	\$0.00	480	300	200	0	
				0	9/26/2021	new	\$0.00	720				
United States Specialty Sports Association	Central Florida Battle of the Rings	Corry Locke 100.0%	Sports	Phone	11/13/2021	State	\$0.00	480	300	200	0	
				0	11/14/2021	new	\$0.00	720				
United States Specialty Sports Association	Central Florida Winter Rodeo	Corry Locke 100.0%	Sports	Phone	12/11/2021	State	\$0.00	480	300	200	0	
				0	12/12/2021	new	\$0.00	720				
Vanguard High School	Kingdom of the Sun Basketball Tournament	Corry Locke 100.0%	Sports	Phone	12/26/2021	National	\$250,618.00	600	100	301	0	
				0	12/30/2021	repeat	\$0.00	2,000				
					Event Count:		22	\$88,104,757.51	35,158	6,907	67,683	0
							\$0.00	59,433				

Status: ALL FUTURE TENTATIVE												
Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms	
American Youth Football	Southeast Regional Championship	Corry Locke 100.0%	Sports	Website	11/19/2021 11/21/2021	Regional	\$1,113,038.67	1,500	400	901	0	
				0		new	\$0.00	1,750				
Florida Antique Bucket Brigade	Society for the Preservation and Appreciation of Antique Motor Apparatus of America National Convention	Corry Locke 100.0%	Social	Email	3/10/2022 3/13/2022	International	\$0.00	40	30	120	0	
				0		new	\$0.00	45				
National Collegiate Equestrian Association	NCEA National Championship	Corry Locke 100.0%	Equine	Phone	4/11/2022 4/16/2022	National	\$1,448,448.32	1,500	350	1,600	0	
				0		new	\$0.00	1,600				
National Collegiate Equestrian Association	NCEA National Championship	Corry Locke 100.0%	Equine	Phone	4/10/2023 4/15/2023	National	\$0.00	1,500	350	1,600	0	
				0		new	\$0.00	1,600				
National Collegiate Equestrian Association	NCEA National Championship	Corry Locke 100.0%	Equine	Phone	4/15/2024 4/20/2024	National	\$0.00	1,500	350	1,600	0	
				0		new	\$0.00	1,600				
						Event Count:	5	\$2,561,486.99	6,040	1,480	5,821	0
								\$0.00	6,595			

Status: CURRENT DEFINITE												
Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms	
Cal Ripken Baseball	Cal Ripken Rookie Qualifier	Corry Locke 100.0%	Sports	Email	6/10/2021	State	\$877,033.00	432	350	935	0	
				0	6/13/2021	repeat	\$0.00	720				
Cal Ripken Baseball	Cal Ripken 10B 12B State Championship	Corry Locke 100.0%	Sports	Email	6/17/2021	State	\$475,231.52	240	225	700	0	
				0	6/20/2021	repeat	\$0.00	360				
Cal Ripken Baseball	Cal Ripken T-Ball State Championships	Corry Locke 100.0%	Sports	Email	6/24/2021	State	\$851,366.80	360	350	940	0	
				0	6/27/2021	new	\$0.00	480				
Dixie Softball	Dixie Softball State Championships	Corry Locke 100.0%	Sports	Email	7/9/2021	State	\$608,741.00	375	250	750	0	
				0	7/13/2021	new	\$0.00	450				
German Sheppard Dog Club of America	Board of Directors Meeting	Corry Locke 100.0%	Social	Email	7/22/2021	National	\$15,137.81	13	9	21	0	
				144	7/25/2021	new	\$0.00	13				
Tuned In Marketing	Classic Rock Weekend on the Square	Corry Locke 100.0%	Social	Phone	5/28/2021	State	\$68,859.69	150	50	150	0	
				0	5/31/2021	new	\$101,985.00	250				
						Event Count:	6	\$2,896,369.82	1,570	1,234	3,496	0
								\$101,985.00	2,273			

Status:CURRENT TENTATIVE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
VISIT FLORIDA	Mexico Press Trip - VISIT FLORIDA	Jessica Heller 100.0%		Email  144	6/10/2021	International	\$0.00	3	3	9	0
					6/13/2021	new	\$0.00	3			
					Event Count:	1	\$0.00	3	3	9	0
							\$0.00	3			

Status:LEADS SENT

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms					
Bridge Hospitality Group	Jacksonville Recruiting 4th Qtr SCQLD	Corry Locke 100.0%	Military	Email	8/20/2021	State	\$0.00	60	55	124	0					
				142	8/24/2021	new	\$0.00	60								
Florida Artist Blacksmith's Association	FABA State Conference	Corry Locke 100.0%	Social	Website - Events RFP 144	10/28/2021	State	\$120,056.66	150	100	225	0					
					10/31/2021	repeat	\$0.00	250								
										Event Count:	2	\$120,056.66	210	155	349	0
												\$0.00	310			

Status:TURNED CANCELLED

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope  New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
Florida Artist Blacksmith's Association	FABA State Conference	Corry Locke 100.0%	Social	Website - Events RFP 144	10/28/2021	State	\$120,056.66	150	100	225	0
					10/31/2021	repeat	\$0.00	250			
Ocala ITF Taekwon-Do Academy	PanAmerican Taekwon-Do International Summer Camp COVID-19	Corry Locke 100.0%	Sports	Phone  141	6/2/2021	International	\$167,378.91	75	100	150	0
					6/9/2021		\$0.00	300			
					Event Count:	2	\$287,435.57	225	200	375	0
							\$0.00	550			

Status:

TURNED DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
Florida Artist Blacksmith's Association	FABA State Conference	Corry Locke 100.0%	Social	Website - Events RFP 144	10/28/2021 10/31/2021	State  repeat	\$120,056.66 \$0.00	150 250	100	225	0
Grandview Invitational, Inc.	AdventHealth Grandview Invitational	Corry Locke 100.0%	Equine	Email  0	2/4/2022 2/6/2022	International  repeat	\$1,059,153.00 \$0.00	1,000 9,000	367	1,101	0
Grandview Invitational, Inc.	Grandview World Nights	Corry Locke 100.0%	Equine	Email  0	2/11/2022 2/12/2022	International  repeat	\$291,162.00 \$0.00	400 2,200	367	350	0
HITS, Inc	HITS Ocala Holiday Series	Corry Locke 100.0%	Equine	Email  0	12/1/2021 12/5/2021	International  repeat	\$1,768,176.00 \$0.00	2,500 3,300	250	1,000	0
HITS, Inc	HITS Ocala Holiday Series	Corry Locke 100.0%	Equine	Email  0	12/15/2021 12/19/2021	International  repeat	\$1,768,176.00 \$0.00	2,500 3,300	250	1,000	0
HITS, Inc	HITS Ocala Cup Week	Corry Locke 100.0%	Equine	Email  0	2/15/2022 2/20/2022	International  repeat	\$4,808,774.00 \$0.00	6,500 8,000	500	2,000	0
HITS, Inc	HITS Ocala Winter Circuit	Corry Locke 100.0%	Equine	Email  0	1/18/2022 3/27/2022	International  repeat	\$72,681,094. 00 \$0.00	8,000 10,000	800	53,600	0
HITS, Inc	Alpha Win - Ocala, FL Triathlon	Corry Locke 100.0%	Sports	Email  0	4/1/2022 4/2/2022	National  repeat	\$501,153.00 \$0.00	400 500	375	750	0
Ocala ITF Taekwon-Do Academy	PanAmerican Taekwon-Do International Summer Camp/Instructors Course	Corry Locke 100.0%	Sports	Phone  0	9/3/2021 9/5/2021	International	\$111,447.79 \$0.00	50 65	100	150	0
United States Specialty Sports Association	Central Florida Stampede Kickoff	Corry Locke 100.0%	Sports	Phone  0	9/4/2021 9/5/2021	State  new	\$0.00 \$0.00	480 720	300	200	0

Status:

TURNED DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
United States Specialty Sports Association	Central Florida Battle of the Horses	Corry Locke 100.0%	Sports	Phone	9/25/2021	State	\$0.00	480	300	200	0
				0	9/26/2021	new	\$0.00	720			
United States Specialty Sports Association	Central Florida Battle of the Rings	Corry Locke 100.0%	Sports	Phone	11/13/2021	State	\$0.00	480	300	200	0
				0	11/14/2021	new	\$0.00	720			
United States Specialty Sports Association	Central Florida Winter Rodeo	Corry Locke 100.0%	Sports	Phone	12/11/2021	State	\$0.00	480	300	200	0
				0	12/12/2021	new	\$0.00	720			
Vanguard High School	Kingdom of the Sun Basketball Tournament	Corry Locke 100.0%	Sports	Phone	12/26/2021	National	\$250,618.00	600	100	301	0
				0	12/30/2021	repeat	\$0.00	2,000			
					Event Count:	14	\$83,359,810.45	24,020	4,409	61,277	0
							\$0.00	41,495			

Status:

TURNED LEAD

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms
Bridge Hospitality Group	Jacksonville Recruiting 4th Qtr SCQLD	Corry Locke 100.0%	Military	Email  142	8/20/2021	State	\$0.00	60	55	124	0
					8/24/2021	new	\$0.00	60			
					Event Count:	1	\$0.00	60	55	124	0
							\$0.00	60			

Status:

TURNED TENTATIVE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	OOT Att Total Att	Peak Rooms	Requested Rooms	Contracted Rooms						
American Youth Football	Southeast Regional Championship	Corry Locke 100.0%	Sports	Website  0	11/19/2021	Regional	\$1,113,038.67	1,500	400	901	0						
					11/21/2021	new	\$0.00	1,750									
										Event Count:		1	\$1,113,038.67	1,500	400	901	0
												\$0.00	1,750				



## Monthly Sales Update July 22, 2021

- **New Business**

- USSSA Baseball Central Florida Stampede Kickoff
  - September 4-5, 2021
  - Estimated Room Nights: 200
- USSSA Baseball Central Florida Battle of the Horses
  - September 25-26, 2021
  - Estimated Room Nights: 200
- USSSA Baseball Central Florida Battle of the Rings
  - November 13-14, 2021
  - Estimated Room Nights: 200
- American Youth Football Southeast Regional Championships
  - November 18-21, 2021
  - Estimated Room Nights: 901
- USSSA Baseball Central Florida Winter Rodeo
  - December 11-12, 2021
  - Estimated Room Nights: 200

- **Leads**

- GBL Basketball Tournament
  - December 2022
  - Estimated Room Nights: 1000

- **Ongoing Leads**

- UANA Artistic Swimming Pan American Championships
  - August 9-14, 2022
  - Estimated Room Nights: 600



# Marion County Tourist Development Council

## Agenda Item

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**File No.:** 2021-3521

**Agenda Date:** 7/22/2021

**Agenda No.:**

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**SUBJECT:**  
**TDC Attendance Report**

**DESCRIPTION/BACKGROUND:**  
See Attached

## TDC Attendance Report

**2021**

	January	February	March	April	May	June	July	August	September	October	November
Rus Adams						C A N C E L E D					
Jeff Bailey											
Victoria Billig			X		X						
Bill White		X									
Danny Gaekwad			X	X							
Jeff Gold		X	X								
Jason Reynolds					X						
Traci Walker		X									
Jay Musleh	X	X	X	X							

\* Last Meeting - Term Expires

+ First Meeting - Term Starts

- Last Meeting

x Absent

# Resigned