

**Go Topeka  
Summary Budget Analysis of 2006/2007  
Cash Basis Operations -Public**

	<u>Estimated 2006</u>	<u>Budget 2006</u>	<u>Proposed Budget 2007</u>
Revenues:			
Sales tax	5,000,000	5,000,000	5,000,000
Repay county advance	(298,028)	(298,028)	0
Investment income & other	235,094	0	150,000
<b>Total Revenues</b>	<u>4,937,066</u>	<u>4,701,972</u>	<u>5,150,000</u>
Expenses:			
Staffing <sup>(3) (4)</sup>	<u>520,456</u>	<u>601,735</u>	<u>597,588</u>
Marketing and promotional	<u>361,181</u>	<u>365,000</u>	<u>387,000</u>
Departmental activities:			
Business retention	12,957	17,540	21,140
New business attraction <sup>(5)</sup>	244,744	247,000	290,800
Workforce development	36	24,800	7,000
Government relations	42,240	61,000	66,000
Research	44,340	54,400	17,800
Military recruitment and retention	50,000	50,000	0
Disadvantaged Business Enterprises <sup>(1) (2)</sup>	535,520	593,829	650,960
<b>Total Departmental</b>	<u>929,837</u>	<u>1,048,569</u>	<u>1,053,700</u>
Other operating expenses	265,872	283,540	323,889
<b>Total Operating Expenses</b>	<u>2,077,346</u>	<u>2,298,844</u>	<u>2,362,177</u>
<b>Total Revenues over Operating Expenses</b>	2,859,720	2,403,128	2,787,823
Less Incentives and site expenditures	<u>903,406</u>	<u>2,403,128</u>	<u>2,787,823</u>
<b>Net revenues over expenses and incentives</b>	<u>1,956,314</u>	<u>0</u>	<u>0</u>

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- (1) Includes salaries and benefits of \$236,119 budgeted in 2006 and \$243,128 budgeted in 2007.
- (2) Amount exceeds 10% of budgeted revenues; excess will be charged against any remaining carryover funds.
- (3) Budget for 2007 and 2006 is based on 12 FTEs.
- (4) Budget for 2007 includes staffing that had previously been an independent contractor.
- (5) Budget for 2007 includes target market assessment.