

<b>ROOST Budget</b>	<b>ROOST 2022 Budget</b>	<b>% Budget</b>
<b>Income</b>		
Essex County Occupancy Tax	\$3,824,419	82.77%
Town of North Elba	\$30,000	0.65%
Village of Lake Placid	\$7,500	0.16%
Sales	\$94,400	2.04%
Central Reservation System	\$9,500	0.21%
Miscellaneous	\$10,400	0.23%
Hamilton County	\$195,000	4.22%
I Love NY Essex Co.	\$57,522	1.24%
I Love NY Hamilton Co.	\$54,072	1.17%
Village of Saranac Lake	\$12,500	0.27%
Village of Tupper Lake	\$11,000	0.24%
Town of Tupper Lake	\$21,000	0.45%
Tupper Lake Grant	\$25,750	0.56%
Saranac Lake 6er	\$10,000	0.22%
Tupper Lake Triad	\$10,000	0.22%
Events	\$111,900	2.42%
Donated Services/Facilities	\$49,824	1.08%
CTEF Admin	\$85,000	1.84%
Wonders of Wilmington	\$1,000	0.02%
<b>All Income Total:</b>	<b>\$4,620,787</b>	

**Expenses**

Admin		
Regional Materials	\$86,000	1.69%
Admin Staff	\$294,338	5.77%
Marketing Staff	\$1,861,607	36.48%
Essex County Fish Hatchery	\$60,000	1.18%
Occupancy Tax Enforcement Support	\$24,000	0.47%
Central Reservation System	\$13,000	0.25%
Program Specific	\$1,058,501	20.74%
Adirondack North Country Sports Council	\$25,000	0.49%
Conference Center at Lake Placid	\$21,950	0.43%
Marketing Fulfillment	\$25,300	0.50%
Public Relations	\$47,000	0.92%
Saranac Lake 6er	\$10,000	0.20%
Tupper Lake Triad	\$4,000	0.08%
Media and Content	\$67,500	1.32%
Regional Marketing Support	\$113,854	2.23%
Special Program Reserve	\$310,000	6.08%
I Love NY Essex Co.	\$111,594	2.19%
I Love NY Hamilton Co.	\$111,594	2.19%
Professional Services	\$231,000	4.53%
Travel	\$17,800	0.35%
Loan Payments	\$0	0.00%
Office Expenses	\$37,200	0.73%
Dues/Subscriptions	\$12,500	0.24%
Office Space	\$50,984	1.00%
Miscellaneous	\$37,500	0.73%
Event Support / Marketing	\$215,300	4.22%
Research	\$54,500	1.07%
Web Hosting / IT	\$20,500	0.40%
Equipment and Software	\$29,950	0.59%
Destination Master Planning	\$150,000	2.94%
Expenses	\$5,102,472	
<b>All Expenses Total:</b>	<b>\$5,102,472</b>	