



FY2025 Budget

eSummons / Mamie Davis / Event

TOWN OF OCCOQUAN

MARCH 5, 2024

FY2025 Budget Schedule

- ❑ March 5, 2024 – Budget Work Session #1
- ❑ April 2, 2024 – Budget Work Session #2
- ❑ April 16, 2024 – Budget Work Session #3
- ❑ May 7, 2024 – Public Hearing on Proposed FY2025 Budget
- ❑ May 21, 2024 – Public Hearing on Proposed FY2025 Tax Rates
- ❑ May 21, 2024 – Adoption of FY2025 Tax Rates and Budget



FY24-25 Strategic Framework

Capital Tiers

Tier 1

- Parking Facility
- Upgrading Stormwater Infrastructure
- Completing Riverwalk

Tier 2

- Developing/Promoting Town as a Trail Junction
- Promoting Connections with Regional Partners
- Improving Town Gateways
- Pursuing Energy Efficiency/Sustainability Enhancements

Tier 3

- Continue Analysis and Refinement of 3-Pronged Parking Program
- Public Safety Projects
- Town Properties Improvements

Operating Tiers

Tier 1

- Personnel Recruitment, Retention, and Succession Planning
- Tourism-led Economic Development Programming
- Enhancing Revenue from Town Events Programming

Tier 2

- Monitor Technology Improvements for Productivity Enhancement
- Business Support and Development Programming
- Development of Capital Asset Maintenance Program
- Development of a Business Recruitment Program



Work Session #1

- eSummons Fund
- Mamie Davis Fund
- Event Fund



E-SUMMONS FUND

PROPOSED FY2025 BUDGET



eSummons Fund

- In 2019, the Town adopted Ordinance O-2019-02 to assess a \$5 fee per traffic or criminal case (authorized by VA Code § 17.1-279-1)
- Purpose is to increase overall efficiency to the Judicial System by reducing backlog of data entry of summons and facilitating faster and more accurate resolutions to cases
- Assessments are a special fund that can only be used for the purchase, implementation, and maintenance of the eSummons Program



eSummons Fund

| | FY2023 Adopted | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Increase/ Decrease (%) Over Budget | Increase/ Decrease (\$) Over Budget |
|------------------------------------|-------------------|------------------|-------------------|---------------------|--------------------|--|---|
| E-Summons Revenue | 12,000 | 14,027 | 11,500 | 14,652 | 15,250 | 33% | \$ 3,750 |
| Total Proposed Revenue | 12,000 | 14,027 | 11,500 | 14,652 | 15,250 | 33% | \$ 3,750 |
| Hardware/Software Maintenance | 1,750.00 | \$ - | \$ 4,300 | \$ 4,900 | \$ 5,600 | 30% | \$ 1,300 |
| Operational Supplies | 1,400.00 | \$ - | \$ 1,200 | \$ 1,200 | \$ 1,600 | 33% | \$ 400 |
| Total Proposed Expenditures | | | \$ 5,500 | \$ 6,100 | \$ 7,200 | 31% | \$ 1,700 |

| e-Summons Fund Balance Estimate | |
|--|------------------|
| Fund Balance (6/30/2023) | \$ 37,354 |
| Expense FY24 | 6,100 |
| Revenue FY24 | 14,652 |
| Fund Balance Estimate 6/30/2024 | \$ 45,906 |
| Expenses FY2025 | 7,200 |
| Revenue FY2025 | 15,250 |
| Fund Balance Estimate 6/30/2025 | \$ 53,956 |



MAMIE DAVIS PARK FUND

PROPOSED FY2025 BUDGET



Mamie Davis Park Fund

- Revenues generated from interest on a \$100,000 endowment to the town
 - Estimated at approximately \$250 annually
- Rental revenues and utility expenses are included in the General Fund
- Approximately \$6,498 (as of 6/30/2023) was available in the account for use on expenses for Town Hall and Mamie Davis Park improvements



Mamie Davis Park Fund

| | FY2023 Adopted | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | % to Projected | % to Budget | \$ to Budget |
|--------------------------------|-------------------|------------------|-------------------|---------------------|--------------------|-------------------|----------------|-----------------|
| Fund Interest Revenue | \$ 500 | \$ 256 | \$ 500 | \$ 252 | \$ 256 | 1.7% | -48.8% | (244) |
| Total Proposed Revenue | \$ 500 | \$ 256 | \$ 500 | \$ 252 | \$ 256 | 1.7% | -48.8% | (244) |
| Capital Projects | \$ 5,000 | \$ 5,250 | \$ - | \$ - | \$ - | 0.0% | 0.0% | \$ - |
| Total Proposed Expenses | \$ 5,000 | \$ 5,250 | \$ - | \$ - | \$ - | 0.0% | 0.0% | \$ - |

| Fund Balance Estimate Mamie Davis Park Fund | |
|---|-----------------|
| Fund Balance (6/30/2023) | \$ 6,498 |
| Capital Expense FY24 | - |
| Revenue FY24 | 252 |
| Fund Balance Estimate 6/30/2024 | \$ 6,750 |
| Capital Expenses FY2025 | - |
| Revenue FY25 | 256 |
| Fund Balance Estimate 6/30/2024 | \$ 7,006 |



Questions on eSummons or Mamie Davis Fund

????



EVENTS FUND

PROPOSED FY2025 BUDGET



Events Fund

- Includes all Town Sponsored Community Events – revenues and expenditures
- Majority of Revenue is generated from the annual (1) Riverfest & Craft Show and (2) the Fall Arts & Crafts Show
- The remainder of revenues includes those generated from other community events
- Expenses are for the costs associated with implementing events
- Net revenues from the Fund are used to support the Town's Capital Improvement Program



Events Fund = Capital Improvement

Fall Arts & Craft Show

• Net Revenues

Riverfest & Craft Show

• Net Revenues

Other Events

• Net Revenues

**Capital
Improvement
Plan**



Preliminary Capital Improvement Program

| FY2024 Proposed Budget Capital Improvement Program | Activity | Funding Source | FY25 | FY26 | FY27 | FY28 | FY29 | Totals |
|--|----------------|--------------------|---------------------|---------------------|------------------|------------------|------------------|---------------------|
| Street and Parking Improvements | Public Works | CIP | \$ - | \$ 25,000 | \$ - | \$ - | \$ 50,000 | \$ 75,000 |
| Sidewalk Improvements | Public Works | CIP | \$ - | \$ - | \$ - | \$ 40,000 | \$ - | \$ 40,000 |
| Riverwalk Improvements | Public Works | CIP® / Grant | \$ 85,000 | \$ 1,800,000 | \$ - | \$ - | \$ - | \$ 1,885,000 |
| Building and Parks Improvements | Public Works | CIP | \$ 13,000 | \$ 10,000 | \$ 15,000 | \$ - | \$ - | \$ 38,000 |
| Vehicles and Equipment Improvements | PS/PW/ADM | CIP / Grants | \$ 74,800 | \$ 29,500 | \$ 38,000 | \$ 20,000 | \$ 10,000 | \$ 172,300 |
| Stormwater Improvements | Public Works | CIP® / CIP / Grant | \$ 1,538,085 | \$ - | \$ - | \$ - | \$ - | \$ 1,538,085 |
| Streetscape and Infrastructure Improvements | | CIP | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Information Technology Improvements | Administration | CIP / CIP® | \$ 10,500 | \$ 10,500 | \$ - | \$ - | \$ - | \$ 21,000 |
| Total | | | \$ 1,721,385 | \$ 1,875,000 | \$ 53,000 | \$ 60,000 | \$ 60,000 | \$ 3,769,385 |

| Fund Source Summary | FY25 | FY26 | FY27 | FY28 | FY29 | 5-Year Total |
|-----------------------|---------------------|---------------------|------------------|------------------|------------------|---------------------|
| CIP Funds | \$ 50,800 | \$ 49,750 | \$ 24,000 | \$ 45,000 | \$ 55,000 | \$ 224,550 |
| CIP® | \$ 403,117 | \$ 55,500 | \$ 10,000 | \$ 10,000 | \$ - | \$ 478,617 |
| 599 Funding (Capital) | \$ 9,000 | \$ 9,000 | \$ 14,000 | \$ 5,000 | \$ 5,000 | \$ 42,000 |
| DOJ BVP Grant | \$ 3,000 | \$ 750 | \$ - | \$ - | \$ - | \$ 3,750 |
| Other Grants | \$ 1,255,468 | \$ 1,760,000 | \$ - | \$ - | \$ - | \$ 3,015,468 |
| Total | \$ 1,721,385 | \$ 1,875,000 | \$ 48,000 | \$ 60,000 | \$ 60,000 | \$ 3,704,385 |



Preliminary CIP

Projects

| FY2024 Proposed Budget Capital Improvement Program | Activity | Funding Source | FY25 |
|--|-----------------------|--------------------------------------|---------------------|
| Street and Parking Improvements | Public Works | CIP | \$ - |
| Sidewalk Improvements | Public Works | CIP | \$ - |
| Riverwalk Improvements | Public Works | CIP[®] / Grant | \$ 85,000 |
| FY25 - Riverwalk Extension (Designs & tests) | Public Works | CIP [®] | \$ 80,000 |
| Mussel Cages | Public Works | CIP | \$ 5,000 |
| Building and Parks Improvements | Public Works | CIP | \$ 13,000 |
| FY26 - Annex Building Painted | Public Works | CIP | \$ 5,000 |
| FY26 - Water Remediation Mill Street | Public Works | CIP | \$ 2,000 |
| FY25 - Annex ADA Project (1st floor reception) | Public Works | CIP | \$ 1,500 |
| FY25 - Mill Street Storage - door replacement | Public Works | CIP | \$ 1,500 |
| FY25 - Mamie Davis Gazebo - New Roof | Public Works | CIP | \$ 3,000 |
| Vehicles and Equipment Improvements | PS/PW/ADM | CIP / Grants | \$ 74,800 |
| Replacement PS Vehicle - Hybrid SUV | Public Safety | 599/CIP | \$ 9,000 |
| Replacement PS Vehicle - Hybrid SUV | Public Safety | 599/CIP | \$ 9,000 |
| Trailer - Fire Suppression / Command | Public Safety | Grant | \$ 15,000 |
| Snow Plow & Spreader | Public Works | CIP | \$ 7,300 |
| Thermal Drone (UAS) | Public Safety | CIP | \$ 6,000 |
| AED | Administration | CIP | \$ 2,500 |
| Body Armor Replacement | Public Safety | CIP/Grant | \$ 6,000 |
| Police Computer-Aided Devise (CAD) | Public Safety | Grant | \$ 10,000 |
| AXON Body Worn Camera System | Public Safety | CIP [®] | \$ 10,000 |
| Stormwater Improvements | Public Works | CIP[®] / CIP / Grant | \$ 1,538,085 |
| FY25 - Stormwater - Green Solutions | Public Works | Grant | |
| FY25 - Stormwater Implementation and Match | Public Works | SLFRF/Grant | \$ 1,538,085 |
| Streetscape and Infrastructure Improvements | | CIP | \$ - |
| Information Technology Improvements | Administration | CIP / CIP[®] | \$ 10,500 |
| Staff Laptop Replacement | Administration | CIP | \$ 5,000 |
| Timed Parking Equipment | Administration | CIP [®] | \$ 5,500 |
| Total | | | \$ 1,721,385 |



Events Supported by Events Fund

Revenue Generating

- Fall Arts & Craft Show
- Holidayfest
- Riverfest

Community - Amenity

- Costume Parade
- Discover Occoquan
- Movie Night
- Murder Mystery
- Peep Show
- Spirits & Spirits
- Theatre in the Park
- Tree lighting & Fire Pits
- Trivia Nights
- Volunteer Dinner

Community - Non-events

- Ribbon Cuttings
- Dedications (Art & Island Naming)
- Fox5 ZIP Trip
- Sponsorship events



Event Calendar – FY2025

| July 2024 | | | | | | |
|-----------|-----|-----|------|--------|-------|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | Trivia | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | Music | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |

| August 2024 | | | | | | |
|-------------|-----|-----|------|-----|--------|-------|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | 1 | 2 | 3 |
| | | | | 8 | Trivia | 11 |
| | | | | 15 | 16 | Music |
| | | | | 22 | 23 | 24 |
| | | | | 29 | 30 | 31 |

| September 2024 | | | | | | |
|----------------|-----|-----|------|-----|------------------|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | | 1 |
| | | | | | | 8 |
| | | | | 12 | Trivia | 14 |
| | | | | 19 | 20 | 21 |
| | | | | 26 | Fall Crafts Show | |
| | | | | | | 30 |

| October 2024 | | | | | | |
|--------------|-----|-----|------|-----|---------|---------|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | 1 | 2 | 3 | 4 | 5 |
| | | | | 10 | Trivia | 12 |
| | | | | 17 | 18 | 19 |
| | | | | 24 | Mystery | Spirits |
| | | | | 31 | | |

| November 2024 | | | | | | |
|---------------|-----|-----|------|-----|-----|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | 1 | 2 |
| | | | | | | 9 |
| | | | | | | 16 |
| | | | | | | 23 |
| | | | | | | 30 |

| December 2024 | | | | | | |
|---------------|-----|-----|------|-----|-----|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | | 1 |
| | | | | | | 8 |
| | | | | | | 15 |
| | | | | | | 22 |
| | | | | | | 29 |



Event Calendar – FY2025 (cont.)

| January 2025 | | | | | | |
|--------------|-----|-----|------|-----|-----|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31 | | |

| February 2025 | | | | | | |
|---------------|-----|-----|------|-----|-----------|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | 1 | 2 |
| 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| 10 | 11 | 12 | 13 | 14 | Firelight | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | | |

| March 2025 | | | | | | |
|------------|-----|-----|------|-----|-----|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | 1 | 2 |
| 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 31 | | | | | | |

| April 2025 | | | | | | |
|-----------------------------|-----|-----|------|-----|-----|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| | | | | | | 13 |
| The Peep Show (4/13 - 4/17) | | | | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | | | | |

| May 2025 | | | | | | |
|----------|-----|-----|------|--------|-------|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | Trivia | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | Music | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

| June 2025 | | | | | | |
|-----------|-----|-----|------|--------|-----------------------|-----|
| Mon | Tue | Wed | Thur | Fri | Sat | Sun |
| | | | | | | 1 |
| 2 | 3 | 4 | 5 | 6 | Riverfest (7th - 8th) | |
| 9 | 10 | 11 | 12 | Trivia | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | Music | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | | | | | | |



Proposed Budget Highlights

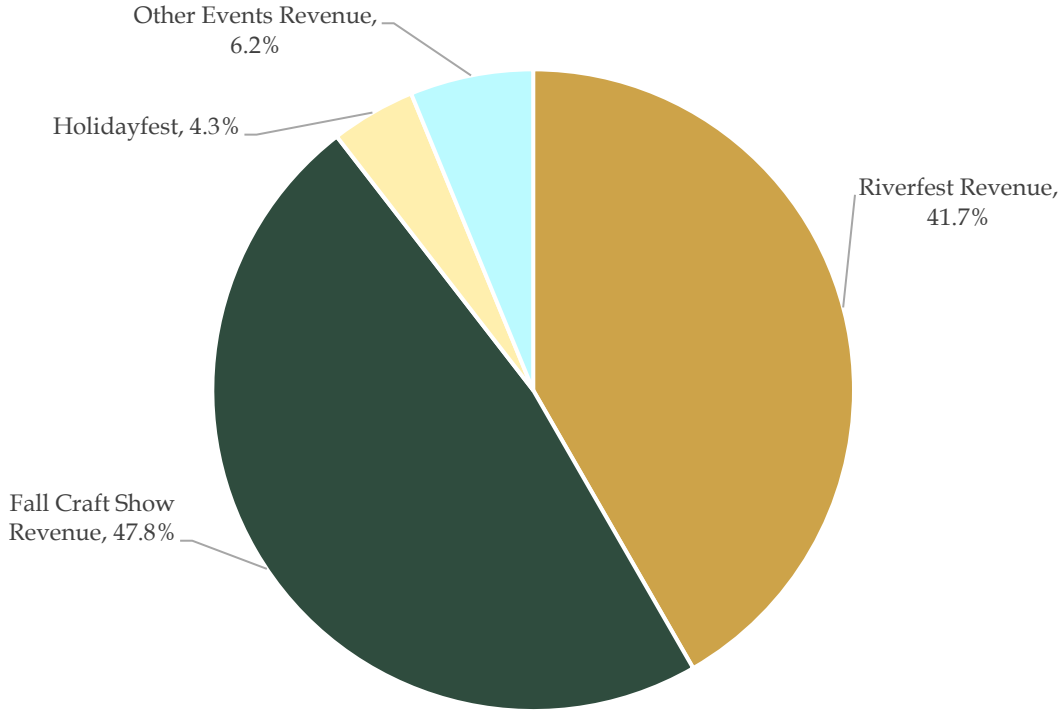
- Total Revenue increase of \$8,290 or 2.8%
- Total Expenditure increase of \$28,873 or 12.9%
- Projected FY2025 Net Revenue for CIP - \$ 56,792



Events Fund = Revenue by Event

FY2025 Proposed Revenues

| | |
|-------------------------|----------------|
| Riverfest Revenue | 128,775 |
| Fall Craft Show Revenue | 147,750 |
| Holidayfest | 13,200 |
| Other Events Revenue | 19,190 |
| Total | 308,915 |



Events Fund = Major Revenues

| Revenue Category | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|----------------------------|------------------|------------------|------------------|-------------------------|----------------------|
| <i>Sponsorships</i> | \$42,500 | \$15,515 | \$27,500 | 77.2% | -35.3% |
| <i>Booth Rentals</i> | \$160,375 | \$94,250 | \$172,875 | 83.4% | 7.8% |
| <i>Shuttle Fees</i> | \$60,500 | \$28,500 | \$60,500 | 112.3% | 0.0% |
| <i>Parking Space Sales</i> | \$8,900 | \$5,250 | \$10,500 | 100.0% | 18.0% |
| <i>Merchandise</i> | \$3,000 | \$1,778 | \$3,150 | 77.2% | 5.0% |
| <i>Ticket Sales</i> | \$11,000 | \$14,007 | \$14,200 | 1.4% | 29.1% |
| Subtotal | \$286,275 | \$159,300 | \$288,725 | 81.2% | 0.9% |



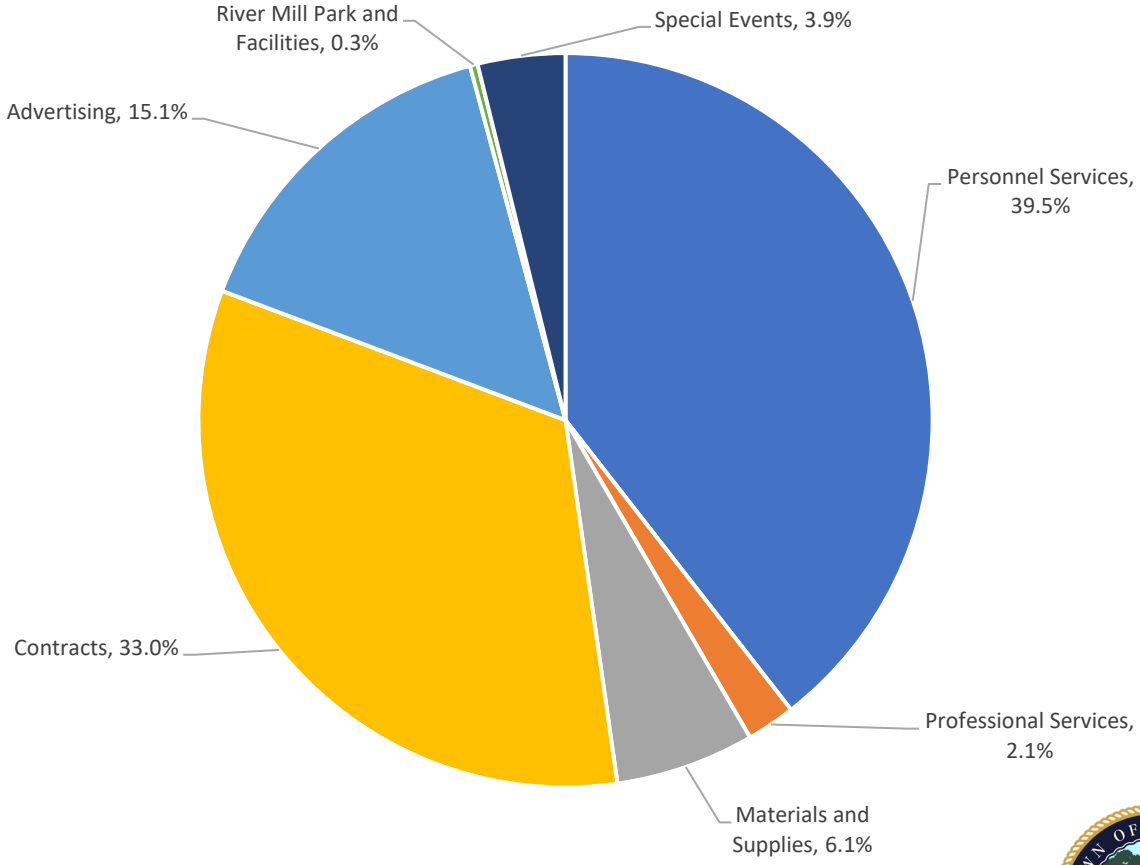
Events Fund = Minor Revenues

| Revenue Category | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|-----------------------------|------------------|------------------|------------------|-------------------------|----------------------|
| <i>Bricks Program</i> | \$1,275 | \$1,500 | \$1,500 | 0.0% | 17.6% |
| <i>Convenience Fees</i> | \$5,875 | \$4,378 | \$4,550 | 2.9% | -22.6% |
| <i>Events Fund Interest</i> | \$1,200 | \$0 | \$0 | 0.0% | -100.0% |
| <i>Other Revenue/Grant</i> | \$6,000 | \$10,012 | \$14,140 | 68.8% | 135.7% |
| Subtotal | \$14,350 | \$15,890 | \$20,190 | 27.1% | 40.7% |
| TOTAL REVENUES | \$300,625 | \$175,190 | \$308,915 | 76.3% | 2.8% |



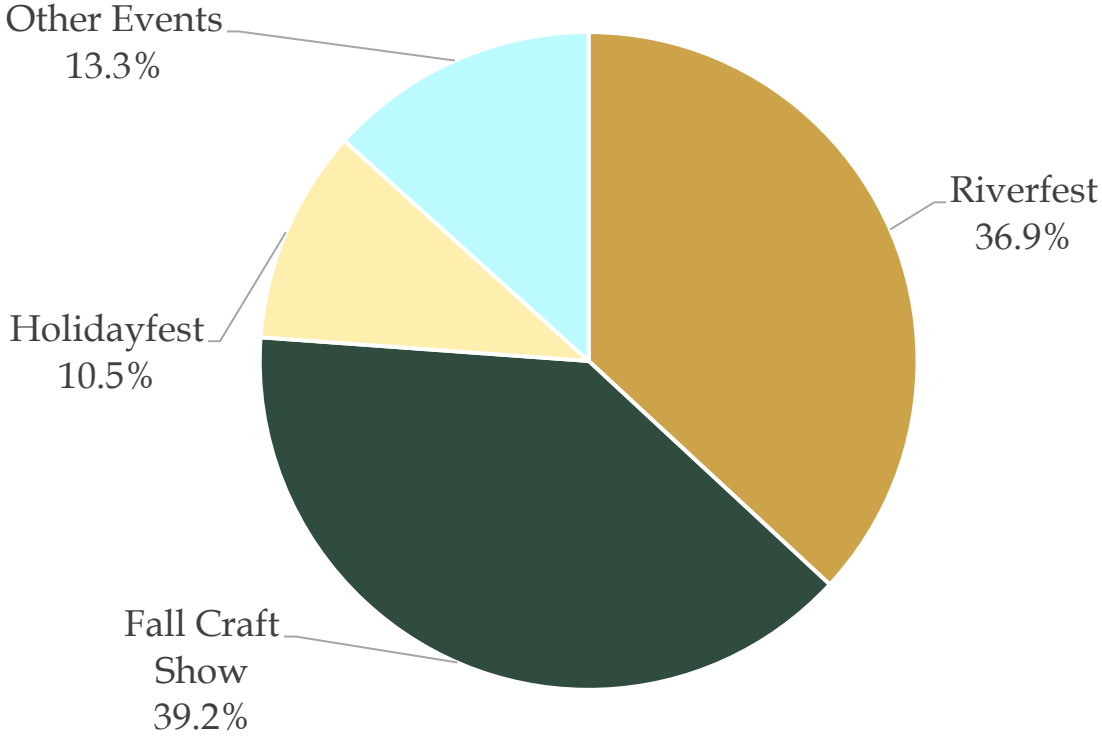
Events Fund = Expenses

| FY2025 Expenses | |
|--------------------------------|----------------|
| Personnel Services | 99,493 |
| Professional Services | 5,440 |
| Materials and Supplies | 15,445 |
| Contracts | 83,175 |
| Advertising | 38,000 |
| River Mill Park and Facilities | 850 |
| Special Events | 9,720 |
| Total | 252,123 |



Events Fund = Expenses by Event

| FY2025 Expenses | |
|-----------------|----------------|
| Riverfest | 93,031 |
| Fall Craft Show | 98,956 |
| Holidayfest | 26,546 |
| Other Events | 33,590 |
| Total | 252,123 |



Fall & Arts Craft Show

Expenses

| Expense Category | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|-------------------------------------|-----------------|-----------------|------------------|-----------------|-------------------------|----------------------|
| <i>Personnel Services</i> | \$21,099 | \$27,179 | \$18,475 | \$34,261 | 85.4% | 26.1% |
| <i>Professional Services</i> | \$4,746 | \$6,800 | \$7,284 | \$1,250 | -82.8% | -81.6% |
| <i>Information Tech Services</i> | \$0 | \$120 | \$300 | \$120 | -60.0% | 1199900% |
| <i>Material and Supplies</i> | \$9,077 | \$9,050 | \$6,069 | \$6,300 | 3.8% | -30.4% |
| <i>Contracts</i> | \$34,864 | \$37,025 | \$18,235 | \$38,025 | 108.5% | 2.7% |
| <i>Advertising</i> | \$10,048 | \$12,000 | \$10,604 | \$19,000 | 79.2% | 58.3% |
| <i>River Mill Park and Facility</i> | \$0 | \$0 | \$0 | \$0 | 0.0% | 0.0% |
| <i>Special Events</i> | \$0 | \$0 | \$0 | \$0 | 0.0% | 0.0% |
| Total Expenses | \$79,834 | \$92,174 | \$60,967 | \$98,956 | 62.3% | 7.4% |

Falls Craft Show was cancelled for FY24 – so change to projected is not an adequate representation.



Riverfest & Craft Show

Expenses

| Expense Category | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|-------------------------------------|-----------------|-----------------|------------------|-----------------|-------------------------|----------------------|
| <i>Personnel Services</i> | \$21,168 | \$27,235 | \$24,966 | \$34,261 | 37.2% | 25.8% |
| <i>Professional Services</i> | \$7,455 | \$9,000 | \$2,000 | \$2,000 | 0.0% | -77.8% |
| <i>Information Tech Services</i> | \$0 | \$120 | \$300 | \$120 | -60.0% | 1199900% |
| <i>Material and Supplies</i> | \$8,661 | \$6,850 | \$5,900 | \$5,850 | -0.8% | -14.6% |
| <i>Contracts</i> | \$39,720 | \$30,350 | \$36,125 | \$37,800 | 4.6% | 24.5% |
| <i>Advertising</i> | \$7,714 | \$7,000 | \$13,000 | \$13,000 | 0.0% | 85.7% |
| <i>River Mill Park and Facility</i> | \$0 | \$0 | \$0 | \$0 | 0.0% | 0.0% |
| <i>Special Events</i> | \$0 | \$0 | \$0 | \$0 | 0.0% | 0.0% |
| Total Expenses | \$84,719 | \$80,555 | \$82,291 | \$93,031 | 13.1% | 15.5% |



Holidayfest

Expenses

| Expense Category | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|-------------------------------------|-----------------|-----------------|------------------|-----------------|-------------------------|----------------------|
| <i>Personnel Services</i> | \$11,235 | \$9,325 | \$9,337 | \$14,366 | 53.9% | 54.1% |
| <i>Professional Services</i> | \$0 | \$0 | \$0 | \$0 | 0.0% | #DIV/0! |
| <i>Information Tech Services</i> | \$0 | \$0 | \$0 | \$30 | 0.0% | 299900% |
| <i>Material and Supplies</i> | \$4,470 | \$2,675 | \$4,735 | \$1,800 | -62.0% | -32.7% |
| <i>Contracts</i> | \$0 | \$0 | \$13,173 | \$7,350 | -44.2% | #DIV/0! |
| <i>Advertising</i> | \$1,798 | \$875 | \$0 | \$3,000 | #DIV/0! | 242.9% |
| <i>River Mill Park and Facility</i> | N/A | N/A | \$0 | \$0 | 0.0% | 0.0% |
| <i>Special Events</i> | N/A | N/A | \$0 | \$0 | 0.0% | 0.0% |
| Total Expenses | \$17,503 | \$12,875 | \$27,245 | \$26,546 | -2.6% | 106.2% |



Community Events

Expenses

| Expense Category | FY2023 Actual | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|-------------------------------------|-----------------|-----------------|------------------|-----------------|-------------------------|----------------------|
| <i>Personnel Services</i> | \$11,810 | \$20,736 | \$18,218 | \$16,605 | -8.9% | -19.9% |
| <i>Professional Services</i> | \$1,603 | \$1,800 | \$1,770 | \$1,800 | 0.0% | 0.0% |
| <i>Information Tech Services</i> | \$1,230 | \$960 | \$300 | \$120 | 0.0% | 1199900% |
| <i>Material and Supplies</i> | \$2,324 | \$2,125 | \$1,481 | \$1,495 | 0.9% | -29.6% |
| <i>Contracts</i> | \$108 | \$0 | \$409 | \$0 | -100.0% | 0.0% |
| <i>Advertising</i> | \$3,610 | \$5,000 | \$6,890 | \$3,000 | -56.5% | -40.0% |
| <i>River Mill Park and Facility</i> | \$375 | \$600 | \$750 | \$850 | 0.0% | 0.0% |
| <i>Special Events</i> | \$16,314 | \$6,425 | \$9,487 | \$9,720 | 0.0% | 0.0% |
| Total Expenses | \$37,373 | \$37,646 | \$39,305 | \$33,590 | -14.5% | -10.8% |

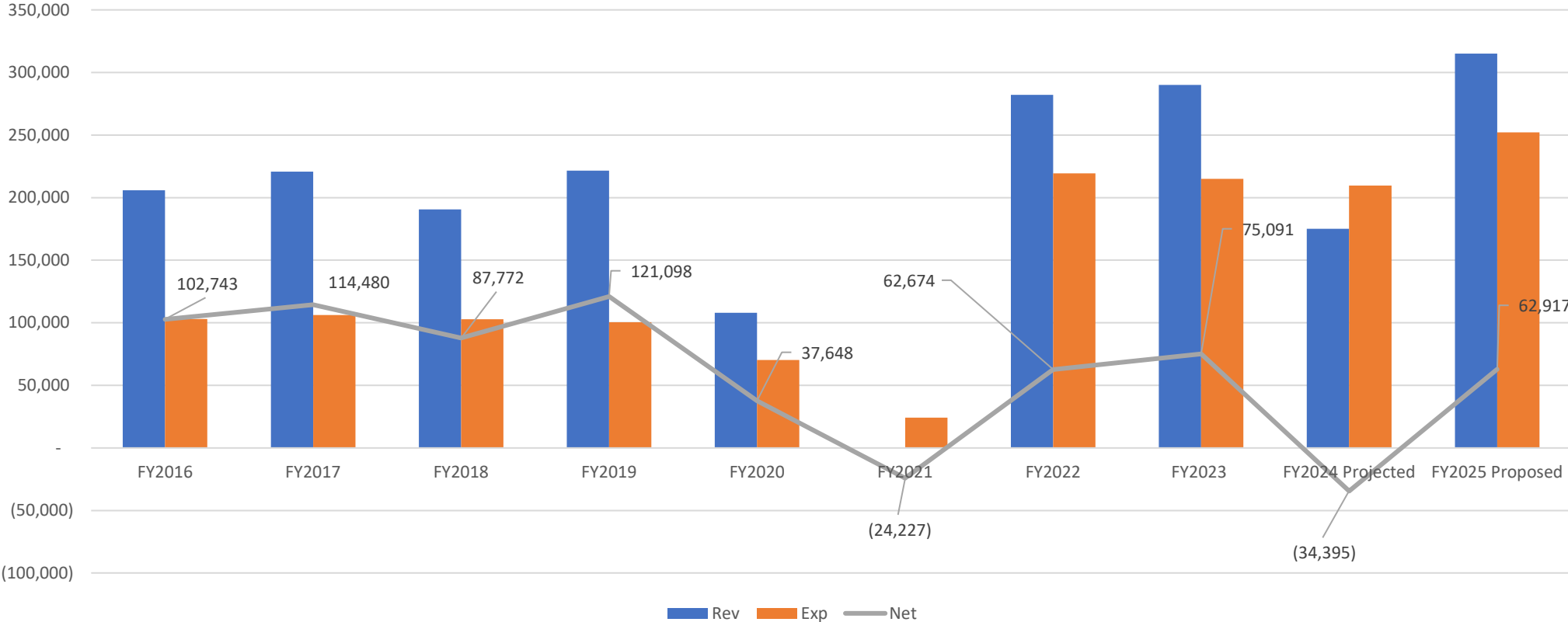


Net Revenue

| Expense Category | FY2023 Actuals | FY2024 Adopted | FY2024 Projected | FY2025 Proposed | Change to Projected (%) | Change to Budget (%) |
|---------------------------------|-----------------|-----------------|------------------|-----------------|-------------------------|----------------------|
| <i>Revenues</i> | \$290,049 | \$308,500 | \$175,190 | \$315,040 | 79.8% | 2.1% |
| <i>Expenses</i> | \$214,958 | \$220,575 | \$209,585 | \$252,123 | 20.3% | 14.3% |
| Net Revenue - Fund Level | \$75,091 | \$87,925 | -\$34,395 | \$62,917 | -282.9% | -28.4% |



Net Revenue - Historical



Community Amenity Events Expenses vs. Revenue

| Community Amenity Events | FY2022 | | | FY2023 | | | FY2024 Projected | | |
|---------------------------|---------|----------|---------|---------|----------|---------|------------------|----------|---------|
| | Revenue | Expenses | Net | Revenue | Expenses | Net | Revenue | Expenses | Net |
| Costume Parade | - | 270 | (270) | - | 250 | (250) | - | 250 | (250) |
| Discover Occoquan | 400 | 1,666 | (1,266) | - | 210 | (210) | - | - | - |
| Movie Night | 3,602 | 1,786 | 1,816 | 864 | 1,786 | (922) | N/A | N/A | - |
| Murder Mystery | - | - | - | - | - | - | 8,566 | 4,528 | 4,038 |
| Music on Mill | - | 3,921 | (3,921) | - | 3,811 | (3,811) | - | 3,299 | (3,299) |
| Peep Show | 325 | 1,066 | (741) | - | 637 | (637) | - | 500 | (500) |
| Spirits & Spirits | 547 | 1,642 | (1,095) | 950 | 1,186 | (236) | - | 350 | (350) |
| Theatre in the Park | 3,677 | 1,597 | 2,080 | 3,138 | 1,535 | 1,603 | N/A | N/A | - |
| Tree Lighting & Fire pits | - | 425 | (425) | 475 | 505 | (30) | 2,700 | 2,092 | 608 |
| Trivia Night | 3,870 | 650 | 3,220 | 3,471 | 750 | 2,721 | 4,500 | 952 | 3,548 |
| Volunteer Dinner | - | 1,750 | (1,750) | - | 1,565 | (1,565) | - | 1,625 | (1,625) |

Expenses do not include salaries – only “other direct costs”



Questions or Direction on Events Fund

????



NEXT STEPS

- Work Session #2: April 2, 2024
 - Discuss General Fund and Capital Improvement Program
 - Discuss Updates to Funds reviewed at First Work Session
 - Discuss Reserves
- Work Session #3: April 16, 2024
 - Discuss Updates to Funds reviewed at prior Work Session.
- Budget Available to Council/Public: May 3, 2024
- Public Hearing on Budget: May 7, 2024
- Public Hearing on Tax Rates: May 21, 2024
- Adoption of Budget and Tax Rates: May 21, 2024

