

Board of Fair Commissioners

Corporate Sales Line of Business

The purpose of the Corporate Sales Line of business is to provide facilities/equipment rental and marketing products to prospective event organizers so that they can book an event at the Nashville Expo Center. In addition, the purpose of the Corporate Sales line of business is to provide space/equipment and marketing products to prospective vendors so they can book booth space at the monthly Flea Market.

Corporate Sales Program

The purpose of the Corporate Sales line of business is to provide facilities/equipment rental for events at the Nashville Expo Center. Produce a monthly Flea Market.

Budget	Staffing Summary	2017 Budget	2017 Actuals	2018 Budget	2019 Budget	FY18-FY19 Difference	FY18-FY19 % Change
Budget:	Enterprise Fund	3,564,500	3,917,192	3,453,400	3,290,300	-163,100	-4.7%
	Total	\$3,564,500	\$3,917,192	\$3,453,400	\$3,290,300	-\$163,100	-4.7%
FTEs:	Enterprise Fund	28.53	28.53	38.21	38.21	0.00	0.0%
	Total	28.53	28.53	38.21	38.21	0.00	0.0%