

# Board of Fair Commissioners

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## 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.

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## 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.

<b>Budget</b>	<b>Staffing Summary</b>	<b>2021 Budget</b>	<b>2021 Actuals</b>	<b>2022 Budget</b>	<b>2023 Budget</b>	<b>FY22-FY23 Difference</b>	<b>FY22-FY23 % Change</b>
<b>Budget:</b>	Enterprise Fund	3,121,400	3,636,499	3,837,000	4,675,800	838,800	21.9%
<b>Budget:</b>	Special Purpose Fund	0	0	0	13,000	13,000	100.0%
	Total	\$3,121,400	\$3,636,499	\$3,837,000	\$4,688,800	\$851,800	22.2%
<b>FTEs:</b>	Enterprise Fund	24.31	24.31	25.31	27.84	2.53	10.0%
	Total	24.31	24.31	25.31	27.84	2.53	10.0%