

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Monday, December 31, 2018**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$3,018,946	\$3,118,716	(\$99,770)	\$3,118,716	(\$99,770)
Salary Expenses					
Salary	841,641	830,587	11,054	836,645	4,996
Payroll Taxes	51,973	52,647	(674)	53,120	(1,147)
Employee Benefits	96,237	83,918	12,319	98,667	(2,430)
401K	31,466	32,734	(1,268)	33,870	(2,404)
Other Personnel Cost	0	1,670	(1,670)	0	0
Total Salary Expenses	1,021,317	1,001,556	19,761	1,022,302	(985)
Programming Expenses					
Promotions	176,445	87,922	88,523	173,886	2,559
Trade Shows	296,549	253,841	42,708	366,428	(69,879)
FAM Tours/Site Visit	94,649	99,520	(4,871)	61,917	32,732
Event Hosting					
Advertising	929,853	974,003	(44,150)	1,061,060	(131,207)
Technology	154,330	138,809	15,521	144,667	9,663
Contract Services	195,771	186,082	9,689	192,085	3,686
Fulfillment	13,681	15,923	(2,242)	23,565	(9,884)
Total Programming Expenses	1,861,278	1,756,100	105,178	2,023,608	(162,330)
General & Administrative Expenses					
Equipment	88,967	85,427	3,540	89,659	(692)
Tenancy	215,144	205,657	9,487	213,397	1,747
Administration	214,366	146,123	68,243	225,030	(10,664)
Total General & Administrative Expenses	518,477	437,207	81,270	528,086	(9,609)
Total Expenses	3,401,072	3,194,863	206,209	3,573,996	(172,924)
NET INCOME (LOSS)	(\$382,126)	(\$76,147)	(\$305,979)	(\$455,280)	\$73,154