

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Sunday, March 31, 2019**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$4,818,869	\$3,925,845	\$893,024	\$4,625,845	\$193,024
Salary Expenses					
Salary	852,570	827,344	25,226	864,907	(12,337)
Payroll Taxes	64,993	63,386	1,607	69,276	(4,283)
Employee Benefits	89,725	88,703	1,022	106,283	(16,558)
401K	17,758	32,306	(14,548)	35,909	(18,151)
Other Personnel Cost	0	1,212	(1,212)	0	0
Total Salary Expenses	1,025,046	1,012,951	12,095	1,076,375	(51,329)
Programming Expenses					
Promotions	142,042	230,666	(88,624)	189,751	(47,709)
Trade Shows	217,406	205,594	11,812	252,880	(35,474)
FAM Tours/Site Visit	108,168	68,419	39,749	111,597	(3,429)
Event Hosting					
Advertising	2,201,151	1,207,380	993,771	2,045,310	155,841
Technology	44,990	39,840	5,150	41,405	3,585
Contract Services	108,901	86,342	22,559	90,300	18,601
Fulfillment	31,929	24,600	7,329	25,188	6,741
Total Programming Expenses	2,854,587	1,862,841	991,746	2,756,431	98,156
General & Administrative Expenses					
Equipment	86,251	86,673	(422)	86,817	(566)
Tenancy	220,049	213,455	6,594	215,697	4,352
Administration	97,795	112,862	(15,067)	107,101	(9,306)
Total General & Administrative Expenses	404,095	412,990	(8,895)	409,615	(5,520)
Total Expenses	4,283,728	3,288,782	994,946	4,242,421	41,307
NET INCOME (LOSS)	\$535,141	\$637,063	(\$101,922)	\$383,424	\$151,717