

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Monday, September 30, 2019**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$698,541	\$1,374,479	(\$675,938)	\$1,008,243	(\$309,702)
Salary Expenses					
Salary	1,330,214	1,264,341	65,873	1,310,242	19,972
Payroll Taxes	84,163	84,921	(758)	100,254	(16,091)
Employee Benefits	81,370	79,295	2,075	106,283	(24,913)
401K	48,643	46,155	2,488	54,519	(5,876)
Other Personnel Cost	0	895	(895)	0	0
Total Salary Expenses	1,544,390	1,475,607	68,783	1,571,298	(26,908)
Programming Expenses					
Promotions	148,410	135,192	13,218	180,722	(32,312)
Trade Shows	91,521	74,812	16,709	119,338	(27,817)
FAM Tours/Site Visit	36,707	57,906	(21,199)	57,847	(21,140)
Event Hosting					
Advertising	884,738	699,252	185,486	418,009	466,729
Technology	41,055	45,195	(4,140)	40,835	220
Contract Services	92,719	86,642	6,077	90,300	2,419
Fulfillment	13,349	17,104	(3,755)	23,565	(10,216)
Total Programming Expenses	1,308,499	1,116,103	192,396	930,616	377,883
General & Administrative Expenses					
Equipment	98,230	106,832	(8,602)	96,940	1,290
Tenancy	200,245	196,238	4,007	206,901	(6,656)
Administration	202,207	213,443	(11,236)	204,100	(1,893)
Total General & Administrative Expenses	500,682	516,513	(15,831)	507,941	(7,259)
Total Expenses	3,353,571	3,108,223	245,348	3,009,855	343,716
NET INCOME (LOSS)	(\$2,655,030)	(\$1,733,744)	(\$921,286)	(\$2,001,612)	(\$653,418)