

**Visit Tampa Bay  
TDC REPORT  
Summary of All Units  
For the three months ended Tuesday, March 31, 2020**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
<b>TDC Funding</b>	<b>\$3,902,308</b>	<b>\$4,818,869</b>	<b>(\$916,561)</b>	<b>\$3,902,308</b>	<b>\$0</b>
<b>Salary Expenses</b>					
Salary	882,501	843,820	38,681	907,082	(24,581)
Payroll Taxes	67,557	64,274	3,283	74,320	(6,763)
Employee Benefits	94,640	91,102	3,538	115,467	(20,827)
401K	28,829	17,758	11,071	41,365	(12,536)
Other Personnel Cost	0	0	0	0	0
<b>Total Salary Expenses</b>	<b>1,073,527</b>	<b>1,016,954</b>	<b>56,573</b>	<b>1,138,234</b>	<b>(64,707)</b>
<b>Programming Expenses</b>					
Promotions	176,439	142,042	34,397	213,359	(36,920)
Trade Shows	222,104	217,406	4,698	364,871	(142,767)
FAM Tours/Site Visit	89,098	108,168	(19,070)	186,050	(96,952)
Event Hosting					
Advertising	1,731,985	2,201,151	(469,166)	2,218,885	(486,900)
Technology	58,987	44,888	14,099	78,285	(19,298)
Contract Services	106,783	108,901	(2,118)	175,350	(68,567)
Fulfillment	17,654	31,929	(14,275)	32,200	(14,546)
<b>Total Programming Expenses</b>	<b>2,403,050</b>	<b>2,854,485</b>	<b>(451,435)</b>	<b>3,269,000</b>	<b>(865,950)</b>
<b>General &amp; Administrative Expenses</b>					
Equipment	100,234	83,589	16,645	99,900	334
Tenancy	208,588	219,537	(10,949)	214,204	(5,616)
Administration	84,962	95,798	(10,836)	104,388	(19,426)
<b>Total General &amp; Administrative Expenses</b>	<b>393,784</b>	<b>398,924</b>	<b>(5,140)</b>	<b>418,492</b>	<b>(24,708)</b>
<b>Total Expenses</b>	<b>3,870,361</b>	<b>4,270,363</b>	<b>(400,002)</b>	<b>4,825,726</b>	<b>(955,365)</b>
<b>NET INCOME (LOSS)</b>	<b>\$31,947</b>	<b>\$548,506</b>	<b>(\$516,559)</b>	<b>(\$923,418)</b>	<b>\$955,365</b>