

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Tuesday, June 30, 2020**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$3,116,546	\$4,463,644	(\$1,347,098)	\$3,902,308	(\$785,762)
Salary Expenses					
Salary	557,349	877,681	(320,332)	911,842	(354,493)
Payroll Taxes	40,422	64,164	(23,742)	69,756	(29,334)
Employee Benefits	66,036	89,660	(23,624)	115,467	(49,431)
401K	8,634	32,588	(23,954)	42,972	(34,338)
Other Personnel Cost	0	0	0	0	0
Total Salary Expenses	672,441	1,064,093	(391,652)	1,140,037	(467,596)
Programming Expenses					
Promotions	(58,429)	461,971	(520,400)	484,357	(542,786)
Trade Shows	(14,030)	280,965	(294,995)	241,248	(255,278)
FAM Tours/Site Visit	(783)	68,654	(69,437)	140,150	(140,933)
Event Hosting					
Advertising	240,620	925,408	(684,788)	1,043,417	(802,797)
Technology	8,240	43,377	(35,137)	82,849	(74,609)
Contract Services	66,906	101,617	(34,711)	136,950	(70,044)
Fulfillment	558	16,258	(15,700)	15,635	(15,077)
Total Programming Expenses	243,082	1,898,250	(1,655,168)	2,144,606	(1,901,524)
General & Administrative Expenses					
Equipment	101,068	115,054	(13,986)	99,900	1,168
Tenancy	191,741	201,837	(10,096)	222,745	(31,004)
Administration	83,945	141,627	(57,682)	135,197	(51,252)
Total General & Administrative Expenses	376,754	458,518	(81,764)	457,842	(81,088)
Total Expenses	1,292,277	3,420,861	(2,128,584)	3,742,485	(2,450,208)
NET INCOME (LOSS)	\$1,824,269	\$1,042,783	\$781,486	\$159,823	\$1,664,446