

Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Wednesday, September 30, 2020

	Current Year	Prior Year	Increase (Decrease)	Budget	Over (Under)
TDC Funding	\$3,490,733	\$698,541	\$2,792,192	\$3,902,308	(\$411,575)
Salary Expenses					
Salary	462,288	1,317,401	(855,113)	1,391,046	(928,758)
Payroll Taxes	32,385	83,086	(50,701)	106,415	(74,030)
Employee Benefits	41,849	79,413	(37,564)	115,467	(73,618)
401K	18,359	48,643	(30,284)	66,955	(48,596)
Other Personnel Cost	0	0	0	0	0
Total Salary Expenses	554,881	1,528,543	(973,662)	1,679,883	(1,125,002)
Programming Expenses					
Promotions	64,376	148,410	(84,034)	194,825	(130,449)
Trade Shows	(59,510)	91,521	(151,031)	117,870	(177,380)
FAM Tours/Site Visit	8,998	36,707	(27,709)	51,550	(42,552)
Event Hosting					
Advertising	148,241	884,584	(736,343)	388,875	(240,634)
Technology	5,030	41,055	(36,025)	77,149	(72,119)
Contract Services	24,971	92,719	(67,748)	195,950	(170,979)
Fullfillment	5,493	13,349	(7,856)	17,437	(11,944)
Total Programming Expenses	197,599	1,308,345	(1,110,746)	1,043,656	(846,057)
General & Administrative Expenses					
Equipment	67,726	95,568	(27,842)	115,700	(47,974)
Tenancy	328,564	199,723	128,841	272,865	55,699
Administration	126,862	210,658	(83,796)	190,447	(63,585)
Total General & Administrative Expenses	523,152	505,949	17,203	579,012	(55,860)
Total Expenses	1,275,632	3,342,837	(2,067,205)	3,302,551	(2,026,919)
NET INCOME (LOSS)	\$2,215,101	(\$2,644,296)	\$4,859,397	\$599,757	\$1,615,344