

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended December 31, 2021**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$4,324,071	\$2,380,720	\$1,943,351	\$4,324,074	(\$3)
Compensation & Benefits					
Compensation	695,128	543,374	151,754	781,107	(85,979)
Payroll Taxes	42,083	34,219	7,864	59,846	(17,763)
Employee Benefits	79,064	60,031	19,033	85,510	(6,446)
401K	22,727	19,153	3,574	39,055	(16,328)
Total Compensation & Benefits	839,002	656,777	182,225	965,518	(126,516)
Programming Expenses					
In-Market Events	44,097	72,327	(28,230)	55,765	(11,668)
Out-of-Market Events	168,567	16,940	151,627	158,033	10,534
Concessions/Incentives	11,250	20,135	(8,885)	218,571	(207,321)
Advertising	1,686,539	802,426	884,113	1,332,812	353,727
Research & Forecasting	332,021	307,974	24,047	336,438	(4,417)
Sales and Marketing Technology	165,347	146,561	18,786	150,550	14,797
Independent Contractors	100,250	16,000	84,250	95,250	5,000
Industry Relations	91,052	37,917	53,135	107,592	(16,540)
Total Programming Expenses	2,599,123	1,420,280	1,178,843	2,455,011	144,112
General & Administrative Expenses					
Tenancy	233,638	226,893	6,745	241,224	(7,586)
Administration	130,335	93,816	36,519	159,288	(28,953)
Equipment & Infrastructure	144,716	103,757	40,959	170,300	(25,584)
Total General & Administrative Expenses	508,689	424,466	84,223	570,812	(62,123)
Total Expenses	3,946,814	2,501,523	1,445,291	3,991,341	(44,527)
NET INCOME (LOSS)	\$377,257	(\$120,803)	\$498,060	\$332,733	\$44,524