

**Visit Tampa Bay  
TDC REPORT  
Summary of All Units  
For the three months ended March 31, 2022**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
<b>TDC Funding</b>	<b>\$4,324,071</b>	<b>\$2,380,720</b>	<b>\$1,943,351</b>	<b>\$4,324,074</b>	<b>(\$3)</b>
<b>Compensation &amp; Benefits</b>					
Compensation	744,094	596,888	147,206	781,107	(37,013)
Payroll Taxes	55,988	47,214	8,774	59,846	(3,858)
Employee Benefits	79,475	69,424	10,051	85,510	(6,035)
401K	22,796	19,854	2,942	39,055	(16,259)
<b>Total Compensation &amp; Benefits</b>	<b>902,353</b>	<b>733,380</b>	<b>168,973</b>	<b>965,518</b>	<b>(63,165)</b>
<b>Programming Expenses</b>					
In-Market Events	228,049	25,835	202,214	194,848	33,201
Out-of-Market Events	206,328	13,843	192,485	254,147	(47,819)
Concessions/Incentives	159,167	1,055,017	(895,850)	733,386	(574,219)
Advertising	1,718,935	628,120	1,090,815	2,446,173	(727,238)
Research & Forecasting	23,929	61,500	(37,571)	139,850	(115,921)
Sales and Marketing Technology	24,518	1,135	23,383	4,050	20,468
Independent Contractors	98,313	78,750	19,563	95,250	3,063
Industry Relations	100,047	77,050	22,997	118,963	(18,916)
<b>Total Programming Expenses</b>	<b>2,559,286</b>	<b>1,941,250</b>	<b>618,036</b>	<b>3,986,667</b>	<b>(1,427,381)</b>
<b>General &amp; Administrative Expenses</b>					
Tenancy	232,694	235,985	(3,291)	243,824	(11,130)
Administration	143,614	84,955	58,659	114,175	29,439
Equipment & Infrastructure	151,430	104,462	46,968	170,224	(18,794)
<b>Total General &amp; Administrative Expenses</b>	<b>527,738</b>	<b>425,402</b>	<b>102,336</b>	<b>528,223</b>	<b>(485)</b>
<b>Total Expenses</b>	<b>3,989,377</b>	<b>3,100,032</b>	<b>889,345</b>	<b>5,480,408</b>	<b>(1,491,031)</b>
<b>NET INCOME (LOSS)</b>	<b>\$334,694</b>	<b>(\$719,312)</b>	<b>\$1,054,006</b>	<b>(\$1,156,334)</b>	<b>\$1,491,028</b>