

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended June 30, 2022**

	<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	789,449	595,292	194,157	781,107	8,342
Payroll Taxes	56,741	39,404	17,337	59,846	(3,105)
Employee Benefits	89,144	68,342	20,802	85,510	3,634
401K	23,276	20,039	3,237	39,055	(15,779)
Total Compensation & Benefits	958,610	723,077	235,533	965,518	(6,908)
Programming Expenses					
In-Market Events	120,166	44,164	76,002	148,790	(28,624)
Out-of-Market Events	194,164	81,996	112,168	271,083	(76,919)
Concessions/Incentives	259,463	369,298	(109,835)	391,655	(132,192)
Advertising	3,407,437	2,215,262	1,192,175	2,480,693	926,744
Research & Forecasting	25,804	82,225	(56,421)	114,125	(88,321)
Sales and Marketing Technology	2,875	5,665	(2,790)	5,150	(2,275)
Independent Contractors	107,620	87,000	20,620	95,250	12,370
Industry Relations	73,095	42,626	30,469	151,764	(78,669)
Total Programming Expenses	4,190,624	2,928,236	1,262,388	3,658,510	532,114
General & Administrative Expenses					
Tenancy	235,600	243,555	(7,955)	265,087	(29,487)
Administration	111,752	107,299	4,453	133,000	(21,248)
Equipment & Infrastructure	155,510	119,154	36,356	170,072	(14,562)
Total General & Administrative Expenses	502,862	470,008	32,854	568,159	(65,297)
Total Expenses	5,652,096	4,121,321	1,530,775	5,192,187	459,909
NET INCOME (LOSS)	(\$1,328,025)	(\$1,740,601)	\$412,576	(\$868,113)	(\$459,912)