

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

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$4,324,084	\$2,380,720	\$1,943,364	\$4,324,074	\$10
Compensation & Benefits					
Compensation	1,201,391	987,833	213,558	1,245,208	(43,817)
Payroll Taxes	72,331	58,119	14,212	87,346	(15,015)
Employee Benefits	86,907	65,658	21,249	85,510	1,397
401K	33,540	37,067	(3,527)	62,260	(28,720)
Total Compensation & Benefits	1,394,169	1,148,677	245,492	1,480,324	(86,155)
Programming Expenses					
In-Market Events	75,000	91,367	(16,367)	108,682	(33,682)
Out-of-Market Events	179,509	123,422	56,087	231,703	(52,194)
Concessions/Incentives	748,068	804,354	(56,286)	269,530	478,538
Advertising	1,633,614	1,935,688	(302,074)	2,413,023	(779,409)
Research & Forecasting	19,501	(11,200)	30,701	1,625	17,876
Sales and Marketing Technology	2,727	6,841	(4,114)	4,050	(1,323)
Independent Contractors	128,895	100,500	28,395	95,250	33,645
Industry Relations	33,710	26,596	7,114	39,740	(6,030)
Total Programming Expenses	2,821,024	3,077,568	(256,544)	3,163,603	(342,579)
General & Administrative Expenses					
Tenancy	319,631	177,168	142,463	241,224	78,407
Administration	96,756	105,281	(8,525)	135,165	(38,409)
Equipment & Infrastructure	161,006	87,131	73,875	169,404	(8,398)
Total General & Administrative Expenses	577,393	369,580	207,813	545,793	31,600
Total Expenses	4,792,586	4,595,825	196,761	5,189,720	(397,134)
NET INCOME (LOSS)	(\$468,502)	(\$2,215,105)	\$1,746,603	(\$865,646)	\$397,144