

Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Thursday, December 31, 2015

	Current Year	Prior Year	Increase (Decrease)	Budget	Over (Under)
TDC Funding	\$2,507,873	\$2,136,723	\$371,150	\$2,280,000	\$227,873
Salary Expenses					
Salary	834,805	733,486	101,319	834,004	801
Payroll Taxes	53,519	46,405	7,114	64,111	(10,592)
Employee Benefits	82,183	67,715	14,468	97,615	(15,432)
401K	24,922	25,177	(255)	28,968	(4,046)
Other Personnel Cost	21,261	22,584	(1,323)	24,831	(3,570)
Total Salary Expenses	1,016,690	895,367	121,323	1,049,529	(32,839)
Programming Expenses					
Promotions	111,041	83,456	27,585	197,557	(86,516)
Trade Shows	251,874	142,693	109,181	305,850	(53,976)
FAM Tours/Site Visit	83,036	38,811	44,225	52,262	30,774
Event Hosting					
Advertising	576,738	305,566	271,172	587,250	(10,512)
Technology	105,999	67,383	38,616	135,425	(29,426)
Contract Services	159,377	158,222	1,155	158,590	787
Fulfillment	47,644	11,551	36,093	19,875	27,769
Total Programming Expenses	1,335,709	807,682	528,027	1,456,809	(121,100)
General & Administrative Expenses					
Equipment	36,288	37,862	(1,574)	41,703	(5,415)
Tenancy	180,404	168,030	12,374	178,456	1,948
Administration	154,930	86,106	68,824	136,611	18,319
Total General & Administrative Expenses	371,622	291,998	79,624	356,770	14,852
Total Expenses	2,724,021	1,995,047	728,974	2,863,108	(139,087)
NET INCOME (LOSS)	(\$216,148)	\$141,676	(\$357,824)	(\$583,108)	\$366,960