

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Thursday, March 31, 2016**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	<u>\$3,390,175</u>	<u>\$3,016,673</u>	<u>\$373,502</u>	<u>\$3,145,000</u>	<u>\$245,175</u>
Salary Expenses					
Salary	874,151	771,238	102,913	887,408	(13,257)
Payroll Taxes	73,854	68,563	5,291	78,206	(4,352)
Employee Benefits	88,530	72,317	16,213	102,162	(13,632)
401K	30,033	25,170	4,863	35,318	(5,285)
Other Personnel Cost	23,712	24,604	(892)	25,331	(1,619)
Total Salary Expenses	<u>1,090,280</u>	<u>961,892</u>	<u>128,388</u>	<u>1,128,425</u>	<u>(38,145)</u>
Programming Expenses					
Promotions	75,572	169,379	(93,807)	318,361	(242,789)
Trade Shows	300,011	215,989	84,022	320,003	(19,992)
FAM Tours/Site Visit	69,605	85,894	(16,289)	117,562	(47,957)
Event Hosting					
Advertising	784,117	769,487	14,630	600,250	183,867
Technology	40,003	61,658	(21,655)	47,445	(7,442)
Contract Services	100,683	71,640	29,043	103,975	(3,292)
Fullfillment	24,642	22,452	2,190	19,875	4,767
Total Programming Expenses	<u>1,394,633</u>	<u>1,396,499</u>	<u>(1,866)</u>	<u>1,527,471</u>	<u>(132,838)</u>
General & Administrative Expenses					
Equipment	36,895	36,475	420	39,480	(2,585)
Tenancy	195,229	170,912	24,317	169,381	25,848
Administration	89,230	81,359	7,871	94,045	(4,815)
Total General & Administrative Expenses	<u>321,354</u>	<u>288,746</u>	<u>32,608</u>	<u>302,906</u>	<u>18,448</u>
Total Expenses	<u>2,806,267</u>	<u>2,647,137</u>	<u>159,130</u>	<u>2,958,802</u>	<u>(152,535)</u>
NET INCOME (LOSS)	<u>\$583,908</u>	<u>\$369,536</u>	<u>\$214,372</u>	<u>\$186,198</u>	<u>\$397,710</u>