

Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Thursday, June 30, 2016

	Current Year	Prior Year	Increase (Decrease)	Budget	Over (Under)
TDC Funding	\$3,735,347	\$3,550,104	\$185,243	\$3,275,000	\$460,347
Salary Expenses					
Salary	863,146	817,085	46,061	892,025	(28,879)
Payroll Taxes	64,008	62,301	1,707	66,412	(2,404)
Employee Benefits	88,279	83,013	5,266	102,162	(13,883)
401K	30,624	25,567	5,057	36,405	(5,781)
Other Personnel Cost	28,623	21,808	6,815	24,831	3,792
Total Salary Expenses	1,074,680	1,009,774	64,906	1,121,835	(47,155)
Programming Expenses					
Promotions	467,240	373,897	93,343	707,658	(240,418)
Trade Shows	188,964	129,003	59,961	254,497	(65,533)
FAM Tours/Site Visit	31,670	36,080	(4,410)	58,062	(26,392)
Event Hosting					
Advertising	782,203	403,841	378,362	633,250	148,953
Technology	49,293	77,712	(28,419)	45,425	3,868
Contract Services	66,904	60,982	5,922	107,585	(40,681)
Fulfillment	21,965	21,763	202	19,875	2,090
Total Programming Expenses	1,608,239	1,103,278	504,961	1,826,352	(218,113)
General & Administrative Expenses					
Equipment	36,890	36,654	236	39,114	(2,224)
Tenancy	191,211	187,939	3,272	169,307	21,904
Administration	111,439	107,349	4,090	104,613	6,826
Total General & Administrative Expenses	339,540	331,942	7,598	313,034	26,506
Total Expenses	3,022,459	2,444,994	577,465	3,261,221	(238,762)
NET INCOME (LOSS)	\$712,888	\$1,105,110	(\$392,222)	\$13,779	\$699,109