

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Saturday, March 31, 2018**

	Current Year	Prior Year	Increase (Decrease)	Budget	Over (Under)
TDC Funding	\$3,925,845	\$3,562,944	\$362,901	\$3,744,000	\$181,845
Salary Expenses					
Salary	827,344	865,256	(37,912)	849,200	(21,856)
Payroll Taxes	63,386	67,861	(4,475)	69,852	(6,466)
Employee Benefits	88,703	90,344	(1,641)	93,356	(4,653)
401K	32,306	35,277	(2,971)	38,930	(6,624)
Other Personnel Cost	1,212	26,725	(25,513)	0	1,212
Total Salary Expenses	1,012,951	1,085,463	(72,512)	1,051,338	(38,387)
Programming Expenses					
Promotions	230,666	864,262	(633,596)	406,839	(176,173)
Trade Shows	205,594	212,817	(7,223)	242,821	(37,227)
FAM Tours/Site Visit	68,419	89,070	(20,651)	132,764	(64,345)
Event Hosting					
Advertising	1,207,380	1,331,959	(124,579)	1,378,267	(170,887)
Technology	39,840	65,684	(25,844)	40,350	(510)
Contract Services	86,342	84,335	2,007	107,630	(21,288)
Fulfillment	24,600	31,311	(6,711)	21,487	3,113
Total Programming Expenses	1,862,841	2,679,438	(816,597)	2,330,158	(467,317)
General & Administrative Expenses					
Equipment	86,673	22,482	64,191	90,614	(3,941)
Tenancy	213,455	249,888	(36,433)	218,323	(4,868)
Administration	112,862	154,368	(41,506)	125,286	(12,424)
Total General & Administrative Expenses	412,990	426,738	(13,748)	434,223	(21,233)
Total Expenses	3,288,782	4,191,639	(902,857)	3,815,719	(526,937)
NET INCOME (LOSS)	\$637,063	(\$628,695)	\$1,265,758	(\$71,719)	\$708,782