

**Visit Tampa Bay
TDC REPORT
Summary of All Units
For the three months ended Saturday, June 30, 2018**

	<u>Current Year</u>	<u>Prior Year</u>	<u>Increase (Decrease)</u>	<u>Budget</u>	<u>Over (Under)</u>
TDC Funding	\$4,247,195	\$3,689,258	\$557,937	\$3,745,000	\$502,195
Salary Expenses					
Salary	841,039	846,122	(5,083)	853,097	(12,058)
Payroll Taxes	61,227	62,309	(1,082)	66,270	(5,043)
Employee Benefits	92,455	86,937	5,518	93,356	(901)
401K	33,114	31,553	1,561	39,974	(6,860)
Other Personnel Cost	1,159	18,976	(17,817)	0	1,159
Total Salary Expenses	1,028,994	1,045,897	(16,903)	1,052,697	(23,703)
Programming Expenses					
Promotions	147,510	73,241	74,269	345,630	(198,120)
Trade Shows	126,919	180,586	(53,667)	160,590	(33,671)
FAM Tours/Site Visit	60,009	47,791	12,218	72,944	(12,935)
Event Hosting					
Advertising	642,783	700,331	(57,548)	675,025	(32,242)
Technology	58,523	40,334	18,189	40,630	17,893
Contract Services	92,263	87,007	5,256	97,430	(5,167)
Fulfillment	12,132	16,633	(4,501)	23,187	(11,055)
Total Programming Expenses	1,140,139	1,145,923	(5,784)	1,415,436	(275,297)
General & Administrative Expenses					
Equipment	89,228	19,466	69,762	90,288	(1,060)
Tenancy	213,424	126,283	87,141	222,498	(9,074)
Administration	141,123	126,947	14,176	127,966	13,157
Total General & Administrative Expenses	443,775	272,696	171,079	440,752	3,023
Total Expenses	2,612,908	2,464,516	148,392	2,908,885	(295,977)
NET INCOME (LOSS)	\$1,634,287	\$1,224,742	\$409,545	\$836,115	\$798,172