

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

	Current Year	Prior Year	Increase (Decrease)	Budget	Over (Under)
TDC Funding	\$633,244	\$2,275,206	(\$1,641,962)	\$1,585,000	(\$951,756)
Salary Expenses					
Salary	1,264,341	1,262,825	1,516	1,303,648	(39,307)
Payroll Taxes	84,921	86,442	(1,521)	92,234	(7,313)
Employee Benefits	79,295	75,275	4,020	93,356	(14,061)
401K	46,155	50,373	(4,218)	57,406	(11,251)
Other Personnel Cost	895	22,932	(22,037)	0	895
Total Salary Expenses	1,475,607	1,497,847	(22,240)	1,546,644	(71,037)
Programming Expenses					
Promotions	135,192	259,988	(124,796)	294,545	(159,353)
Trade Shows	74,812	148,100	(73,288)	98,975	(24,163)
FAM Tours/Site Visit	57,906	47,241	10,665	43,697	14,209
Event Hosting					
Advertising	699,252	531,110	168,142	388,217	311,035
Technology	45,195	28,519	16,676	40,780	4,415
Contract Services	86,642	81,269	5,373	92,730	(6,088)
Fulfillment	17,104	10,670	6,434	21,487	(4,383)
Total Programming Expenses	1,116,103	1,106,897	9,206	980,431	135,672
General & Administrative Expenses					
Equipment	106,832	40,481	66,351	90,224	16,608
Tenancy	196,238	221,355	(25,117)	216,448	(20,210)
Administration	213,443	208,168	5,275	203,609	9,834
Total General & Administrative Expenses	516,513	470,004	46,509	510,281	6,232
Total Expenses	3,108,223	3,074,748	33,475	3,037,356	70,867
NET INCOME (LOSS)	(\$2,474,979)	(\$799,542)	(\$1,675,437)	(\$1,452,356)	(\$1,022,623)