

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance - SUMMARY
 May 2018

06/22/2018
 Accrual Basis

	May 18	Budget	% of Budget	Jul '17 - May 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	812,642.49	812,642.49	100.0%	886,519.00
4031 - County BID adjustments	0.00			56,795.43	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	399,234.00	394,166.63	101.29%	430,000.00
4040 - County Admin Fee	0.00	0.00	0.0%	0.00	0.00	0.0%	(26,596.00)
Other Income	11.23	4,402.50	0.26%	8,096.29	26,180.00	30.93%	26,600.00
Total Income	110,181.82	114,112.42	96.56%	1,276,768.21	1,232,989.12	103.55%	1,316,523.00
Gross Profit	110,181.82	114,112.42	96.56%	1,276,768.21	1,232,989.12	103.55%	1,316,523.00
Expense							
MEDIA & WEBSITE	145,323.64	70,274.33	206.8%	787,409.05	766,217.63	102.77%	834,500.00
VISITOR SVS / PARTNERSHIPS	8,403.25	11,015.00	76.29%	114,341.55	117,135.00	97.62%	123,500.00
ADMIN EXPENSES	7,771.04	7,872.67	98.71%	105,186.91	103,555.74	101.58%	111,200.00
PERSONNEL	25,567.04	22,497.00	113.65%	239,712.27	254,156.00	94.32%	277,800.00
Total Expense	187,064.97	111,659.00	167.53%	1,246,649.78	1,241,064.37	100.45%	1,347,000.00
Net Ordinary Income	(76,883.15)	2,453.42	(3,133.71%)	30,118.43	(8,075.25)	(372.97%)	(30,477.00)
Net Income	(76,883.15)	2,453.42	(3,133.71%)	30,118.43	(8,075.25)	(372.97%)	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	27,937.25	0.0%	30,477.00
BALANCE	(76,883.15)	4,993.17	(1,539.77%)	30,118.43	19,862.00	151.64%	0.00

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	May 18	Budget	% of Budget	Jul '17 - May 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	812,642.49	812,642.49	100.0%	886,519.00
4031 - County BID adjustments	0.00			56,795.43	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	399,234.00	394,166.63	101.29%	430,000.00
4040 - County Admin Fee	0.00	0.00	0.0%	0.00	0.00	0.0%	(26,596.00)
Other Income	11.23	4,402.50	0.26%	8,096.29	26,180.00	30.93%	26,600.00
Total Income	110,181.82	114,112.42	96.56%	1,276,768.21	1,232,989.12	103.55%	1,316,523.00
Gross Profit	110,181.82	114,112.42	96.56%	1,276,768.21	1,232,989.12	103.55%	1,316,523.00
Expense							
MEDIA & WEBSITE							
Advertising / Media							
5130 - Print & Online Advertising	57,861.03	27,083.00	213.64%	282,344.06	297,913.00	94.77%	325,000.00
5150 - Ad Development/Design	1,031.25	666.67	154.69%	3,770.08	7,333.37	51.41%	8,000.00
5170 - Photography	0.00	666.67	0.0%	607.58	7,333.37	8.29%	8,000.00
5240 - Research & Development	0.00	1,666.67	0.0%	0.00	18,333.37	0.0%	20,000.00
5110 - Video Development	1,867.95	833.33	224.16%	54,102.67	9,166.63	590.21%	10,000.00
5015 - Marketing Contingency	0.00	833.33	0.0%	0.00	9,166.63	0.0%	10,000.00
Total Advertising / Media	60,760.23	31,749.67	191.37%	340,824.39	349,246.37	97.59%	381,000.00
Marketing / Public Relations							
5510 - Public Relations Contract	6,666.66	8,208.33	81.22%	78,733.26	90,291.63	87.2%	98,500.00
5520 - Marketing Agency Contract	8,333.00	8,333.00	100.0%	91,663.00	91,663.00	100.0%	100,000.00
5650 - Marketing & Comm. Coordina	0.00	5,500.00	0.0%	55,000.00	60,500.00	90.91%	66,000.00
5660 - Clipping Service	569.31	541.67	105.1%	6,325.28	5,958.37	106.16%	6,500.00
5530 - In-Market PR Stunts	0.00	208.33	0.0%	216.00	2,291.63	9.43%	2,500.00
5560 - Media Events	2,775.00	291.67	951.42%	8,755.22	3,208.37	272.89%	3,500.00
5610 - Travel -PR Related	1,284.44	833.33	154.13%	5,692.81	9,166.63	62.1%	10,000.00
5550 - Visiting Media FAM Expenses	899.86	1,000.00	89.99%	9,803.62	11,000.00	89.12%	12,000.00
Total Marketing / Public Relations	20,528.27	24,916.33	82.39%	256,189.19	274,079.63	93.47%	299,000.00

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	May 18	Budget	% of Budget	Jul '17 - May 18	YTD Budget	% of Budget	Annual Budget
Website Maint / Development							
5710 - Interactive Media Coordinator	2,500.00	2,500.00	100.0%	27,500.00	27,500.00	100.0%	30,000.00
5730 - Interactive Marketing	0.00	1,000.00	0.0%	2,058.69	11,000.00	18.72%	12,000.00
5750 - Development/ Maintenance	59,640.34	1,416.67	4,209.9%	67,240.34	15,583.37	431.49%	17,000.00
Total Website Maint / Development	62,140.34	4,916.67	1,263.87%	96,799.03	54,083.37	178.98%	59,000.00
Leisure / Group Sales							
5805 - Sales Manager Contract	0.00	4,166.66	0.0%	41,666.60	45,833.26	90.91%	50,000.00
5810 - Promotion Items, Booth Deve	743.56	0.00	100.0%	21,663.00	3,000.00	722.1%	3,000.00
5820 - Consumer & Trade Shows	1,151.24	2,000.00	57.56%	16,517.48	13,000.00	127.06%	13,000.00
5840 - State Fair Exhibit	0.00	0.00	0.0%	0.00	3,500.00	0.0%	4,500.00
5870 - Shipping - Travel Shows	0.00	500.00	0.0%	1,910.08	2,000.00	95.5%	2,500.00
5885 - Travel - Group FAMs	0.00	900.00	0.0%	2,005.57	9,100.00	22.04%	10,000.00
5880 - Travel - Leisure/Group Sales	0.00	1,000.00	0.0%	9,541.25	11,000.00	86.74%	11,000.00
5890 - Misc. Sales Opportunities	0.00	125.00	0.0%	292.46	1,375.00	21.27%	1,500.00
Total Leisure / Group Sales	1,894.80	8,691.66	21.8%	93,596.44	88,808.26	105.39%	95,500.00
Total MEDIA & WEBSITE	145,323.64	70,274.33	206.8%	787,409.05	766,217.63	102.77%	834,500.00
VISITOR SVS / PARTNERSHIPS							
Visitor Services							
6220 - Event & Festival Guides	890.62	7,000.00	12.72%	39,434.41	49,000.00	80.48%	50,000.00
6530 - Incentives & Sponsorships	6,762.50	3,625.00	186.55%	49,275.00	39,875.00	123.57%	43,500.00
6170 - Visitor Centers & Signage	0.00	0.00	0.0%	265.71	2,000.00	13.29%	2,000.00
Retail Store	0.00			895.00	0.00	100.0%	0.00
Total Visitor Services	7,653.12	10,625.00	72.03%	89,870.12	90,875.00	98.89%	95,500.00
Partnerships							
6550 - Conferences & Seminars	648.49	0.00	100.0%	2,780.44	6,000.00	46.34%	6,000.00
6620 - In-County Relations	101.64	390.00	26.06%	2,504.71	4,290.00	58.39%	4,680.00
6520 - Memberships	0.00	0.00	0.0%	9,186.28	5,970.00	153.87%	7,320.00
6510 - North Coast Tourism Council	0.00	0.00	0.0%	10,000.00	10,000.00	100.0%	10,000.00
Total Partnerships	750.13	390.00	192.34%	24,471.43	26,260.00	93.19%	28,000.00
Total VISITOR SVS / PARTNERSHIPS	8,403.25	11,015.00	76.29%	114,341.55	117,135.00	97.62%	123,500.00

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance
 May 2018

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 Accrual Basis

	May 18	Budget	% of Budget	Jul '17 - May 18	YTD Budget	% of Budget	Annual Budget
ADMIN EXPENSES							
Occupancy Costs							
7250 · Rent	1,950.00	1,950.00	100.0%	21,450.00	21,450.00	100.0%	23,400.00
7120 · Insurance	0.00	0.00	0.0%	2,681.78	2,717.00	98.7%	2,717.00
7260 · Repairs & Maintenance	431.00	125.00	344.8%	5,636.00	1,375.00	409.89%	1,500.00
7270 · Taxes	0.00			72.31	73.00	99.06%	73.00
7310 · Telecommunication	738.67	500.00	147.73%	6,384.03	5,500.00	116.07%	6,000.00
7350 · Utilities	528.40	666.67	79.26%	7,099.12	7,333.37	96.81%	8,000.00
Total Occupancy Costs	3,648.07	3,241.67	112.54%	43,323.24	38,448.37	112.68%	41,690.00
General Admin							
7010 · Accounting	694.75	600.00	115.79%	18,387.19	16,400.00	112.12%	17,000.00
7060 · Bank Fees	26.95	41.00	65.73%	493.89	459.00	107.6%	500.00
5250 · Board Development	0.00	0.00	0.0%	3,417.87	3,500.00	97.65%	3,500.00
7090 · Copying & Printing	1,133.49	100.00	1,133.49%	3,066.27	1,100.00	278.75%	1,200.00
7030 · Legal Fees	250.00	208.33	120.0%	2,132.50	2,500.00	85.3%	2,500.00
7140 · Licenses & Permits	0.00	20.00	0.0%	105.00	63.00	166.67%	63.00
7150 · Meeting Expenses	216.57	125.00	173.26%	3,064.22	1,375.00	222.85%	1,500.00
7200 · Office Expense	893.35	1,095.00	81.58%	16,596.86	12,852.00	129.14%	13,947.00
7210 · Postage & Shipping	444.87	1,250.00	35.59%	4,420.88	13,750.00	32.15%	15,000.00
7280 · Travel Expenses	462.99	1,191.67	38.85%	10,178.99	13,108.37	77.65%	14,300.00
Total General Admin	4,122.97	4,631.00	89.03%	61,863.67	65,107.37	95.02%	69,510.00
Total ADMIN EXPENSES	7,771.04	7,872.67	98.71%	105,186.91	103,555.74	101.58%	111,200.00
Personnel							
8510 · Salaries & Wages	21,194.01	18,750.00	113.04%	189,411.17	206,250.00	91.84%	225,000.00
8520 · Paid Time Off	0.00			1,283.44			
8530 · Payroll Taxes	1,952.08	1,783.00	109.48%	17,782.24	19,613.00	90.67%	21,400.00
8540 · Payroll Processing Fees	17.50			748.09	0.00	100.0%	0.00
8550 · Workers Comp	0.00	0.00		2,788.00	3,518.00	79.25%	3,518.00
8570 · Health Insurance	1,496.00	1,744.00	85.78%	17,467.50	18,560.00	94.11%	20,304.00

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	May 18	Budget	% of Budget	Jul '17 - May 18	YTD Budget	% of Budget	Annual Budget
8580 · Other Employee Benefits	0.00	0.00	0.0%	485.48	2,310.00	21.02%	3,078.00
8590 · Contract Work	0.00	220.00	0.0%	8,212.00	2,780.00	295.4%	3,000.00
7415 · Employee Recruitment	907.45	0.00	100.0%	1,534.35	1,125.00	136.39%	1,500.00
Total Personnel	25,567.04	22,497.00	113.65%	239,712.27	254,156.00	94.32%	277,800.00
Total Expense	187,064.97	111,659.00	167.53%	1,246,649.78	1,241,064.37	100.45%	1,347,000.00
Net Ordinary Income	(76,883.15)	2,453.42	(3,133.71%)	30,118.43	(8,075.25)	(372.97%)	(30,477.00)
Net Income	(76,883.15)	2,453.42	(3,133.71%)	30,118.43	(8,075.25)	(372.97%)	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	27,937.25	0.0%	30,477.00
BALANCE	(76,883.15)	4,993.17	(1,539.77%)	30,118.43	19,862.00	151.64%	0.00

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of May 31, 2018

06/22/2018
Accrual Basis

	May 31, 18	May 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 - MLCU Checking	103,683.92	245,482.99	(141,799.07)	(57.76%)
1020 - MLCU Savings	132,275.14	130,443.09	1,832.05	1.4%
1030 - Cash drawer	100.00	100.00	0.00	0.0%
Total Checking/Savings	236,059.06	376,026.08	(139,967.02)	(37.22%)
Accounts Receivable				
1100 - Accounts Receivable	472,661.41	150,461.77	322,199.64	214.14%
Total Accounts Receivable	472,661.41	150,461.77	322,199.64	214.14%
Other Current Assets				
1230 - Prepaid Expenses	8,884.14	12,453.64	(3,569.50)	(28.66%)
1250 - Refundable Deposits	2,350.00	2,350.00	0.00	0.0%
Total Other Current Assets	11,234.14	14,803.64	(3,569.50)	(24.11%)
Total Current Assets	719,954.61	541,291.49	178,663.12	33.01%
Fixed Assets				
1510 - Furniture and Equipment	46,385.00	46,385.00	0.00	0.0%
1600 - Accumulated Depreciation	(46,385.00)	(46,385.00)	0.00	0.0%
Total Fixed Assets	0.00	0.00	0.00	0.0%
Other Assets				
1700 - Website Development	70,000.00	70,000.00	0.00	0.0%
1750 - Accumulated Amortization	(70,000.00)	(70,000.00)	0.00	0.0%
Total Other Assets	0.00	0.00	0.00	0.0%
TOTAL ASSETS	719,954.61	541,291.49	178,663.12	33.01%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 - Accounts Payable	25,537.95	39,561.97	(14,024.02)	(35.45%)
Total Accounts Payable	25,537.95	39,561.97	(14,024.02)	(35.45%)
Other Current Liabilities				
Payroll Liabilities				
2210 - Federal Payroll Tax Payable	1,239.68	(1,377.28)	2,616.96	190.01%
2220 - State Payroll Tax Payable	293.62	(333.87)	627.49	187.94%
2230 - SUI & ETT Payable	478.57	357.41	121.16	33.9%
2240 - FUTA Payable	50.37	37.62	12.75	33.89%
2270 - Accrued Payroll	8,650.17	7,652.99	997.18	13.03%
2275 - Accrued PTO	440.48	459.22	(18.74)	(4.08%)
Total Payroll Liabilities	11,152.89	6,796.09	4,356.80	64.11%
2800 - Sales Tx Payable	69.60	173.21	(103.61)	(59.82%)

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of May 31, 2018

06/22/2018
Accrual Basis

	May 31, 18	May 31, 17	\$ Change	% Change
Total Other Current Liabilities	11,222.49	6,969.30	4,253.19	61.03%
Total Current Liabilities	36,760.44	46,531.27	(9,770.83)	(21.0%)
Total Liabilities	36,760.44	46,531.27	(9,770.83)	(21.0%)
Equity				
3100 - Contingency-Restricted	132,044.00	130,344.00	1,700.00	1.3%
3900 - Unrestricted Net Assets (RE)	521,031.74	443,565.59	77,466.15	17.46%
Net Income	30,118.43	(79,149.37)	109,267.80	138.05%
Total Equity	683,194.17	494,760.22	188,433.95	38.09%
TOTAL LIABILITIES & EQUITY	719,954.61	541,291.49	178,663.12	33.01%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2017 through May 2018

06/22/2018
 Accrual Basis

	Jul '17 - May 18	Jul '16 - May 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4020 - MCPA Matching Funds	0.00	9,000.00	(9,000.00)	(100.0%)
4030 - County BID	812,642.49	733,333.37	79,309.12	10.82%
4031 - County BID adjustments	56,795.43	(29,856.80)	86,652.23	290.23%
4035 - County 50% Match	399,234.00	366,666.63	32,567.37	8.88%
4050 - NCTC Administration	0.00	4,500.00	(4,500.00)	(100.0%)
Other Income	8,096.29	22,544.80	(14,448.51)	(64.09%)
Total Income	1,276,768.21	1,106,188.00	170,580.21	15.42%
Gross Profit	1,276,768.21	1,106,188.00	170,580.21	15.42%
Expense				
MEDIA & WEBSITE				
Advertising / Media				
5130 - Print & Online Advertising	282,344.06	264,225.42	18,118.64	6.86%
5150 - Ad Development/Design	3,770.08	4,911.61	(1,141.53)	(23.24%)
5165 - AdverGame Development	0.00	12,000.00	(12,000.00)	(100.0%)
5170 - Photography	607.58	0.00	607.58	100.0%
5240 - Research & Development	0.00	37,970.54	(37,970.54)	(100.0%)
5110 - Video Development	54,102.67	20,762.31	33,340.36	160.58%
5015 - Marketing Contingency	0.00	10,890.09	(10,890.09)	(100.0%)
Total Advertising / Media	340,824.39	350,759.97	(9,935.58)	(2.83%)
Marketing / Public Relations				
5510 - Public Relations Contract	78,733.26	96,233.33	(17,500.07)	(18.19%)
5520 - Marketing Agency Contract	91,663.00	100,000.00	(8,337.00)	(8.34%)
5650 - Marketing & Comm. Coordinatc	55,000.00	55,000.00	0.00	0.0%
5660 - Clipping Service	6,325.28	0.00	6,325.28	100.0%
5530 - In-Market PR Stunts	216.00	1,770.25	(1,554.25)	(87.8%)
5560 - Media Events	8,755.22	989.49	7,765.73	784.82%
5610 - Travel -PR Related	5,692.81	8,536.18	(2,843.37)	(33.31%)
5550 - Visiting Media FAM Expenses	9,803.62	10,985.84	(1,182.22)	(10.76%)
Total Marketing / Public Relations	256,189.19	273,515.09	(17,325.90)	(6.34%)
Website Maint / Development				
5710 - Interactive Media Coordinator	27,500.00	21,885.00	5,615.00	25.66%
5730 - Interactive Marketing	2,058.69	247.29	1,811.40	732.5%
5750 - Development/ Maintenance	67,240.34	10,742.67	56,497.67	525.92%
Total Website Maint / Development	96,799.03	32,874.96	63,924.07	194.45%

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 Accrual Basis

	Jul '17 - May 18	Jul '16 - May 17	\$ Change	% Change
Leisure / Group Sales				
5805 · Sales Manager Contract	41,666.60	0.00	41,666.60	100.0%
5810 · Promotion Items, Booth Develo	21,663.00	3,928.08	17,734.92	451.49%
5820 · Consumer & Trade Shows	16,517.48	13,122.09	3,395.39	25.88%
5840 · State Fair Exhibit	0.00	5,138.55	(5,138.55)	(100.0%)
5870 · Shipping - Travel Shows	1,910.08	983.94	926.14	94.13%
5885 · Travel - Group FAMs	2,005.57	3,511.10	(1,505.53)	(42.88%)
5880 · Travel - Leisure/Group Sales	9,541.25	9,682.73	(141.48)	(1.46%)
5890 · Misc. Sales Opportunities	292.46	807.64	(515.18)	(63.79%)
Total Leisure / Group Sales	93,596.44	37,174.13	56,422.31	151.78%
Total MEDIA & WEBSITE	787,409.05	694,324.15	93,084.90	13.41%
VISITOR SVS / PARTNERSHIPS				
Visitor Services				
6220 · Event & Festival Guides	39,434.41	12,420.09	27,014.32	217.51%
6040 · In-County Guides	0.00	20,116.90	(20,116.90)	(100.0%)
6210 · Event Partnership Funding	0.00	16,933.94	(16,933.94)	(100.0%)
6530 · Incentives & Sponsorships	49,275.00	24,464.03	24,810.97	101.42%
6170 · Visitor Centers & Signage	265.71	(2,013.63)	2,279.34	113.2%
6190 · Visitor Center/ Info Support	0.00	6,145.00	(6,145.00)	(100.0%)
Retail Store	895.00	960.93	(65.93)	(6.86%)
Total Visitor Services	89,870.12	79,027.26	10,842.86	13.72%
Partnerships				
6550 · Conferences & Seminars	2,780.44	6,120.63	(3,340.19)	(54.57%)
6620 · In-County Relations	2,504.71	1,218.27	1,286.44	105.6%
6520 · Memberships	9,186.28	6,553.48	2,632.80	40.17%
6510 · North Coast Tourism Council	10,000.00	5,000.00	5,000.00	100.0%
Total Partnerships	24,471.43	18,892.38	5,579.05	29.53%
Total VISITOR SVS / PARTNERSHIPS	114,341.55	97,919.64	16,421.91	16.77%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2017 through May 2018

06/22/2018
 Accrual Basis

	Jul '17 - May 18	Jul '16 - May 17	\$ Change	% Change
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	21,450.00	20,350.00	1,100.00	5.41%
7120 · Insurance	2,681.78	1,680.08	1,001.70	59.62%
7260 · Repairs & Maintenance	5,636.00	2,526.60	3,109.40	123.07%
7270 · Taxes	72.31	72.25	0.06	0.08%
7310 · Telecommunication	6,384.03	7,636.67	(1,252.64)	(16.4%)
7350 · Utilities	7,099.12	7,493.33	(394.21)	(5.26%)
Total Occupancy Costs	43,323.24	39,758.93	3,564.31	8.97%
General Admin				
7010 · Accounting	18,387.19	17,580.75	806.44	4.59%
7060 · Bank Fees	493.89	242.56	251.33	103.62%
5250 · Board Development	3,417.87	466.11	2,951.76	633.28%
7090 · Copying & Printing	3,066.27	3,299.46	(233.19)	(7.07%)
7030 · Legal Fees	2,132.50	4,217.50	(2,085.00)	(49.44%)
7140 · Licenses & Permits	105.00	82.00	23.00	28.05%
7150 · Meeting Expenses	3,064.22	4,407.19	(1,342.97)	(30.47%)
7200 · Office Expense	16,596.86	11,640.02	4,956.84	42.58%
7210 · Postage & Shipping	4,420.88	20,483.08	(16,062.20)	(78.42%)
7280 · Travel Expenses	10,178.99	8,882.98	1,296.01	14.59%
Total General Admin	61,863.67	71,301.65	(9,437.98)	(13.24%)
Total ADMIN EXPENSES	105,186.91	111,060.58	(5,873.67)	(5.29%)
Personnel				
8510 · Salaries & Wages	189,411.17	188,995.14	416.03	0.22%
8520 · Paid Time Off	1,283.44	5,251.37	(3,967.93)	(75.56%)
8530 · Payroll Taxes	17,782.24	23,098.24	(5,316.00)	(23.02%)
8540 · Payroll Processing Fees	748.09	703.25	44.84	6.38%
8550 · Workers Comp	2,788.00	1,998.00	790.00	39.54%
8570 · Health Insurance	17,467.50	16,588.20	879.30	5.3%
8580 · Other Employee Benefits	485.48	0.00	485.48	100.0%
8590 · Contract Work	8,212.00	23,010.00	(14,798.00)	(64.31%)
8615 · Employee Recruitment	1,534.35	22,388.80	(20,854.45)	(93.15%)
Total Personnel	239,712.27	282,033.00	(42,320.73)	(15.01%)
Total Expense	1,246,649.78	1,185,337.37	61,312.41	5.17%
Net Ordinary Income	30,118.43	(79,149.37)	109,267.80	138.05%
Net Income	30,118.43	(79,149.37)	109,267.80	138.05%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows
As of May 31, 2018

06/22/2018

	<u>May 2018</u>	<u>Jul 17- May 18</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(76,883.15)	30,118.43
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(110,170.59)	(164,373.20)
(Increase)Decrease in Prepaid Expenses	(601.00)	5,547.89
(Increase)Decrease in Accounts Payable	2,112.51	(8,183.77)
(Increase)Decrease in Payroll Liabilities	1,864.05	1,621.24
(Increase)Decrease in Sales Tx Payable	0.00	(103.40)
Total Adjustments to Reconcile Net Income to Net Cash	<u>(106,795.03)</u>	<u>(165,491.24)</u>
Net cash provided by Operating Activities	<u>(183,678.18)</u>	<u>(135,372.81)</u>
<u>Cash Flows from Investing Activities</u>		
Net cash provided by Investing Activities	<u>0.00</u>	<u>0.00</u>
<u>Cash Flows from Financing Activities</u>		
Increase in Contingency-Restricted	0.00	1,700.00
Decrease in Unrestricted Net Assets	0.00	(1,700.00)
Net cash provided by Financing Activities	<u>0.00</u>	<u>0.00</u>
Net Increase(Decrease) in Cash	(183,678.18)	(135,372.81)
Cash at Beginning of period	<u>419,737.24</u>	<u>371,431.87</u>
Cash at End of period	<u><u>236,059.06</u></u>	<u><u>236,059.06</u></u>