

Mendocino County Tourism Commission

Budget vs. Actuals: SUMMARY

July - October, 2019

11/21/2019
Accrual Basis

	Oct 2019				Jul -Oct 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	82,468.50	(3,927.08)	95.24%	314,165.68	329,874.00	(15,708.32)	95.24%	989,622.00
4031 County BID adjustments	66,168.41		66,168.41		66,168.41	0.00	66,168.41		
4035 County 50% Match	50,833.34	41,234.00	9,599.34	123.28%	203,333.36	164,936.00	38,397.36	123.28%	494,811.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(29,689.00)
Other Income	21.93	10.00	11.93	219.30%	1,945.13	1,990.00	(44.87)	97.75%	4,120.00
Total Income	195,565.10	123,712.50	71,852.60	158.08%	585,612.58	496,800.00	88,812.58	117.88%	1,458,864.00
Gross Profit	195,565.10	123,712.50	71,852.60	158.08%	585,612.58	496,800.00	88,812.58	117.88%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE	74,286.46	70,459.00	3,827.46	105.43%	321,753.10	283,418.00	38,335.10	113.53%	799,221.00
2- VISITOR SVS / PARTNERSHIPS	9,129.51	14,450.00	(5,320.49)	63.18%	61,667.73	63,650.00	(1,982.27)	96.89%	151,400.00
3- ADMIN EXPENSES	11,833.41	10,026.00	1,807.41	118.03%	44,217.19	42,720.00	1,497.19	103.50%	131,500.00
4- PERSONNEL	32,926.41	39,478.00	(6,551.59)	83.40%	164,632.15	160,912.00	3,720.15	102.31%	476,743.00
Total Expenses	128,175.79	134,413.00	(6,237.21)	95.36%	592,270.17	550,700.00	41,570.17	107.55%	1,558,864.00
Net Operating Income	67,389.31	(10,700.50)	78,089.81	-629.78%	(6,657.59)	(53,900.00)	47,242.41	12.35%	(100,000.00)
Net Income	67,389.31	(10,700.50)	78,089.81	-629.78%	(6,657.59)	(53,900.00)	47,242.41	12.35%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	33,333.36	(33,333.36)	0.00%	100,000.00
BALANCE	67,389.31	(2,367.16)	69,756.47	-2846.84%	(6,657.59)	(20,566.64)	13,909.05	32.37%	0.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July - October, 2019

11/21/2019
 Accrual Basis

	Oct 2019				Jul -Oct 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	82,468.50	(3,927.08)	95.24%	314,165.68	329,874.00	(15,708.32)	95.24%	989,622.00
4031 County BID adjustments	66,168.41		66,168.41		66,168.41	0.00	66,168.41		
4035 County 50% Match	50,833.34	41,234.00	9,599.34	123.28%	203,333.36	164,936.00	38,397.36	123.28%	494,811.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(29,689.00)
Other Income									
4830 Event Brochure Ads		0.00	0.00		1,850.00	1,950.00	(100.00)	94.87%	4,000.00
4950 Interest Income	21.93	10.00	11.93	219.30%	95.13	40.00	55.13	237.83%	120.00
Total Other Income	21.93	10.00	11.93	219.30%	1,945.13	1,990.00	(44.87)	97.75%	4,120.00
Total Income	195,565.10	123,712.50	71,852.60	158.08%	585,612.58	496,800.00	88,812.58	117.88%	1,458,864.00
Gross Profit	195,565.10	123,712.50	71,852.60	158.08%	585,612.58	496,800.00	88,812.58	117.88%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	41,361.54	29,268.00	12,093.54	141.32%	188,572.38	117,072.00	71,500.38	161.07%	351,216.00
5150 Ad Development/Design		0.00	0.00		9,085.00	9,000.00	85.00	100.94%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	0.00	3,332.00	(3,332.00)	0.00%	10,000.00
5240 Research & Development		1,500.00	(1,500.00)	0.00%	5,060.00	8,000.00	(2,940.00)	63.25%	20,000.00
5280 Video Development	7,883.35	8,000.00	(116.65)	98.54%	17,273.07	17,400.00	(126.93)	99.27%	32,505.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	0.00	3,332.00	(3,332.00)	0.00%	10,000.00
Total 50 Advertising / Media	49,244.89	40,434.00	8,810.89	121.79%	219,990.45	158,136.00	61,854.45	139.11%	433,721.00
55 Marketing / Public Relations									
5510 Public Relations Contract	9,600.00	8,208.00	1,392.00	116.96%	32,100.00	32,832.00	(732.00)	97.77%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	33,332.00	33,332.00	0.00	100.00%	100,000.00
5540 Clipping Service	572.50	583.00	(10.50)	98.20%	2,091.48	2,332.00	(240.52)	89.69%	7,000.00
5550 In-Market PR Stunts		250.00	(250.00)	0.00%	525.50	1,000.00	(474.50)	52.55%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	995.00	1,168.00	(173.00)	85.19%	3,500.00
5610 Travel -PR Related	1,116.66	833.00	283.66	134.05%	3,512.59	3,332.00	180.59	105.42%	10,000.00
5680 Visiting Media FAM Expenses	294.16	1,458.00	(1,163.84)	20.18%	907.19	5,832.00	(4,924.81)	15.56%	17,500.00
Total 55 Marketing / Public Relations	19,916.32	19,957.00	(40.68)	99.80%	73,463.76	79,828.00	(6,364.24)	92.03%	239,500.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July - October, 2019

11/21/2019
 Accrual Basis

	Oct 2019				Jul -Oct 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
57 Website Maint / Development									
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	100.00%	10,000.00	10,000.00	0.00	100.00%	30,000.00
5740 Content Creation		1,667.00	(1,667.00)	0.00%	0.00	6,668.00	(6,668.00)	0.00%	20,000.00
5750 Development/ Maintenance	1,680.30	1,667.00	13.30	100.80%	6,689.38	6,668.00	21.38	100.32%	20,000.00
5780 Interactive Marketing	88.95	208.00	(119.05)	42.76%	355.80	832.00	(476.20)	42.76%	2,500.00
Total 57 Website Maint / Developer	4,269.25	6,042.00	(1,772.75)	70.66%	17,045.18	24,168.00	(7,122.82)	70.53%	72,500.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Deve	51.00	0.00	51.00		7,466.48	5,000.00	2,466.48	149.33%	5,000.00
5820 Consumer & Trade Shows		1,084.00	(1,084.00)	0.00%	540.75	4,336.00	(3,795.25)	12.47%	13,000.00
5840 State Fair Exhibit		818.00	(818.00)	0.00%	1,064.15	3,454.00	(2,389.85)	30.81%	10,000.00
5870 Shipping - Travel Shows		292.00	(292.00)	0.00%	0.00	1,168.00	(1,168.00)	0.00%	3,500.00
5880 Travel - Leisure/Group Sales		833.00	(833.00)	0.00%	1,377.33	3,332.00	(1,954.67)	41.34%	10,000.00
5885 Travel - Group FAMs	805.00	833.00	(28.00)	96.64%	805.00	3,332.00	(2,527.00)	24.16%	10,000.00
5890 Misc. Sales Opportunities		166.00	(166.00)	0.00%	0.00	664.00	(664.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	856.00	4,026.00	(3,170.00)	21.26%	11,253.71	21,286.00	(10,032.29)	52.87%	53,500.00
Total 1- MEDIA & WEBSITE	74,286.46	70,459.00	3,827.46	105.43%	321,753.10	283,418.00	38,335.10	113.53%	799,221.00
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars	5,154.97	1,000.00	4,154.97	515.50%	8,318.89	4,000.00	4,318.89	207.97%	12,000.00
6570 In-County Relations	791.34	500.00	291.34	158.27%	2,316.82	2,000.00	316.82	115.84%	6,000.00
6590 Memberships	150.00	150.00	0.00	100.00%	2,790.00	2,950.00	(160.00)	94.58%	8,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	11,000.00	0.00	100.00%	11,000.00
Total Partnerships	6,096.31	1,650.00	4,446.31	369.47%	24,425.71	19,950.00	4,475.71	122.43%	37,000.00
Visitor Services									
6720 Event & Festival Guides	1,753.20	1,800.00	(46.80)	97.40%	16,330.97	16,500.00	(169.03)	98.98%	41,000.00
6730 Incentives & Sponsorships	1,080.00	11,000.00	(9,920.00)	9.82%	14,320.00	25,200.00	(10,880.00)	56.83%	71,400.00
6770 Visitor Centers & Signage	200.00	0.00	200.00		6,591.05	2,000.00	4,591.05	329.55%	2,000.00
Total Visitor Services	3,033.20	12,800.00	(9,766.80)	23.70%	37,242.02	43,700.00	(6,457.98)	85.22%	114,400.00
Total 2- VISITOR SVS / PARTNERSHIP	9,129.51	14,450.00	(5,320.49)	63.18%	61,667.73	63,650.00	(1,982.27)	96.89%	151,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
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11/21/2019
 Accrual Basis

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	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
3- ADMIN EXPENSES									
General Admin									
7010 Accounting	673.75	500.00	173.75	134.75%	1,797.25	2,000.00	(202.75)	89.86%	14,000.00
7060 Bank Fees		67.00	(67.00)	0.00%	0.00	268.00	(268.00)	0.00%	800.00
7080 Board Development	35.25	416.00	(380.75)	8.47%	35.25	1,664.00	(1,628.75)	2.12%	5,000.00
7090 Copying & Printing	132.68	167.00	(34.32)	79.45%	653.89	668.00	(14.11)	97.89%	2,000.00
7100 Dues & Subscriptions	982.95		982.95		3,534.10	0.00	3,534.10		
7130 Legal Fees	1,290.00	250.00	1,040.00	516.00%	5,929.98	1,000.00	4,929.98	593.00%	3,000.00
7140 Licenses & Permits		0.00	0.00		66.00	66.00	0.00	100.00%	100.00
7150 Meeting Expenses	347.66	417.00	(69.34)	83.37%	894.68	1,668.00	(773.32)	53.64%	5,000.00
7200 Office Expense	53.93	1,250.00	(1,196.07)	4.31%	2,071.86	5,000.00	(2,928.14)	41.44%	15,000.00
7210 Postage & Shipping	213.08	1,250.00	(1,036.92)	17.05%	901.36	5,000.00	(4,098.64)	18.03%	15,000.00
7280 Travel Expenses	2,662.69	1,417.00	1,245.69	187.91%	5,898.48	5,668.00	230.48	104.07%	17,000.00
Total General Admin	6,391.99	5,734.00	657.99	111.48%	21,782.85	23,002.00	(1,219.15)	94.70%	76,900.00
Occupancy Costs									
7650 Rent	2,350.00	2,417.00	(67.00)	97.23%	9,580.00	9,668.00	(88.00)	99.09%	29,000.00
7660 Insurance		0.00	0.00		2,126.31	2,450.00	(323.69)	86.79%	3,000.00
7850 Repairs & Maintenance	940.62	292.00	648.62	322.13%	2,430.18	1,168.00	1,262.18	208.06%	3,500.00
7890 Taxes		0.00	0.00		62.58	100.00	(37.42)	62.58%	100.00
7910 Telecommunication	870.18	833.00	37.18	104.46%	3,763.98	3,332.00	431.98	112.96%	10,000.00
7950 Utilities	999.30	750.00	249.30	133.24%	3,346.01	3,000.00	346.01	111.53%	9,000.00
7990 Depreciation Expense	281.32		281.32		1,125.28	0.00	1,125.28		
Total Occupancy Costs	5,441.42	4,292.00	1,149.42	126.78%	22,434.34	19,718.00	2,716.34	113.78%	54,600.00
Total 3- ADMIN EXPENSES	11,833.41	10,026.00	1,807.41	118.03%	44,217.19	42,720.00	1,497.19	103.50%	131,500.00

Mendocino County Tourism Commission
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 July - October, 2019

11/21/2019
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	Oct 2019				Jul -Oct 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
4- PERSONNEL									
8510 Salaries & Wages	25,010.27	32,650.00	(7,639.73)	76.60%	130,895.41	130,600.00	295.41	100.23%	391,800.00
8520 Paid Time Off	3,500.00		3,500.00		8,257.66	0.00	8,257.66		
8530 Payroll Taxes	2,247.14	2,708.00	(460.86)	82.98%	11,333.16	10,832.00	501.16	104.63%	32,500.00
8540 Payroll Processing Fees	51.00		51.00		210.00	0.00	210.00		
8550 Workers Comp	(532.00)	0.00	(532.00)		2,172.00	3,000.00	(828.00)	72.40%	3,000.00
8570 Health Insurance	2,450.00	2,575.00	(125.00)	95.15%	10,800.00	10,300.00	500.00	104.85%	30,900.00
8580 Other Employee Benefits		1,125.00	(1,125.00)	0.00%	0.00	4,500.00	(4,500.00)	0.00%	13,500.00
8590 Contract Work	200.00	295.00	(95.00)	67.80%	800.00	1,180.00	(380.00)	67.80%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	163.92	500.00	(336.08)	32.78%	1,500.00
Total 4- PERSONNEL	32,926.41	39,478.00	(6,551.59)	83.40%	164,632.15	160,912.00	3,720.15	102.31%	476,743.00
Total Expenses	128,175.79	134,413.00	(6,237.21)	95.36%	592,270.17	550,700.00	41,570.17	107.55%	1,558,864.00
Net Operating Income	67,389.31	(10,700.50)	78,089.81	-629.78%	(6,657.59)	(53,900.00)	47,242.41	12.35%	(100,000.00)
Net Income	67,389.31	(10,700.50)	78,089.81	-629.78%	(6,657.59)	(53,900.00)	47,242.41	12.35%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	33,333.36	(33,333.36)	0.00%	100,000.00
BALANCE	67,389.31	(2,367.16)	69,756.47	-2846.84%	(6,657.59)	(20,566.64)	13,909.05	32.37%	0.00

Mendocino County Tourism Commission
Balance Sheet
As of October 31, 2019

11/21/2019
Accrual Basis

	As of Oct 31, 2019	As of Oct 31, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	17,715.21	90,715.93	(73,000.72)	-80.47%
1020 MLCU Savings	103,314.49	132,375.01	(29,060.52)	-21.95%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	121,129.70	223,190.94	(102,061.24)	-45.73%
Accounts Receivable				
1100 Accounts Receivable	462,025.05	592,225.37	(130,200.32)	-21.98%
Total Accounts Receivable	462,025.05	592,225.37	(130,200.32)	-21.98%
Other Current Assets				
1230 Prepaid Expenses	15,678.98	7,985.00	7,693.98	96.36%
1250 Refundable Deposits	4,168.00	3,736.00	432.00	11.56%
1270 Receivable Other	1,400.00	0.00	1,400.00	
Total Other Current Assets	21,246.98	11,721.00	9,525.98	81.27%
Total Current Assets	604,401.73	827,137.31	(222,735.58)	-26.93%
Fixed Assets				
1510 Furniture and Equipment	64,723.50	56,760.92	7,962.58	14.03%
1600 Accumulated Depreciation	(49,796.06)	(46,730.86)	(3,065.20)	-6.56%
Total Fixed Assets	14,927.44	10,030.06	4,897.38	48.83%
TOTAL ASSETS	619,329.17	837,167.37	(217,838.20)	-26.02%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	119,992.17	32,858.95	87,133.22	265.17%
Total Accounts Payable	119,992.17	32,858.95	87,133.22	265.17%
Other Current Liabilities				
Payroll Liabilities				
2230 CA SUI / ETT	59.36	233.25	(173.89)	-74.55%
2240 FUTA Payable	6.72	47.33	(40.61)	-85.80%
2270 Accrued Payroll	11,714.17	11,714.17	0.00	0.00%
2275 Accrued PTO	15,914.10	2,805.90	13,108.20	467.17%
Total Payroll Liabilities	27,694.35	14,800.65	12,893.70	87.12%
Total Other Current Liabilities	27,694.35	14,800.65	12,893.70	87.12%
Total Current Liabilities	147,686.52	47,659.60	100,026.92	209.88%
Total Liabilities	147,686.52	47,659.60	100,026.92	209.88%

Mendocino County Tourism Commission
Balance Sheet
As of October 31, 2019

11/21/2019
Accrual Basis

	As of Oct 31, 2019	As of Oct 31, 2018	Change	% Change
Equity				
3100 Contingency-Restricted	152,650.09	132,044.00	20,606.09	15.61%
3900 Unrestricted Net Assets (RE)	325,650.15	482,201.07	(156,550.92)	-32.47%
Net Income	(6,657.59)	175,262.70	(181,920.29)	-103.80%
Total Equity	471,642.65	789,507.77	(317,865.12)	-40.26%
TOTAL LIABILITIES AND EQUITY	619,329.17	837,167.37	(217,838.20)	-26.02%

Mendocino County Tourism Commission

Profit and Loss Comparison

11/21/2019

Accrual Basis

July - October, 2019

	Jul - Oct, 2019	Jul - Oct, 2018	Change	% Change
Income				
4030 County BID	314,165.68	298,598.68	15,567.00	5.21%
4031 County BID adjustments	66,168.41	134,786.69	(68,618.28)	-50.91%
4035 County 50% Match	203,333.36	157,640.00	45,693.36	28.99%
Other Income				
4830 Event Brochure Ads	1,850.00	1,100.00	750.00	68.18%
4950 Interest Income	95.13	89.00	6.13	6.89%
Total Other Income	1,945.13	1,189.00	756.13	63.59%
Total Income	585,612.58	592,214.37	(6,601.79)	-1.11%
Gross Profit	585,612.58	592,214.37	(6,601.79)	-1.11%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	188,572.38	34,306.03	154,266.35	449.68%
5150 Ad Development/Design	9,085.00	2,150.00	6,935.00	322.56%
5170 Photography		24.00	(24.00)	-100.00%
5240 Research & Development	5,060.00		5,060.00	
5280 Video Development	17,273.07		17,273.07	
Total 50 Advertising / Media	219,990.45	36,480.03	183,510.42	503.04%
55 Marketing / Public Relations				
5510 Public Relations Contract	32,100.00	26,666.64	5,433.36	20.38%
5520 Marketing Agency Contract	33,332.00	33,332.00	0.00	0.00%
5540 Clipping Service	2,091.48	2,278.02	(186.54)	-8.19%
5550 In-Market PR Stunts	525.50		525.50	
5560 Media Events	995.00		995.00	
5610 Travel -PR Related	3,512.59	2,023.23	1,489.36	73.61%
5680 Visiting Media FAM Expenses	907.19	525.90	381.29	72.50%
Total 55 Marketing / Public Relations	73,463.76	64,825.79	8,637.97	13.32%
57 Website Maint / Development				
5710 Interactive Media Coordinator	10,000.00	10,000.00	0.00	0.00%
5750 Development/ Maintenance	6,689.38	6,752.02	(62.64)	-0.93%
5780 Interactive Marketing	355.80	543.85	(188.05)	-34.58%
Total 57 Website Maint / Development	17,045.18	17,295.87	(250.69)	-1.45%
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	7,466.48	1,920.48	5,546.00	288.78%
5820 Consumer & Trade Shows	540.75	13,267.10	(12,726.35)	-95.92%
5840 State Fair Exhibit	1,064.15	1,618.87	(554.72)	-34.27%
5870 Shipping - Travel Shows		760.69	(760.69)	-100.00%
5880 Travel - Leisure/Group Sales	1,377.33	5,561.59	(4,184.26)	-75.23%
5885 Travel - Group FAMs	805.00	199.44	605.56	303.63%
Total 58 Leisure / Group Sales	11,253.71	23,328.17	(12,074.46)	-51.76%
Total 1- MEDIA & WEBSITE	321,753.10	141,929.86	179,823.24	126.70%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - October, 2019

11/21/2019
 Accrual Basis

	Jul - Oct, 2019	Jul - Oct, 2018	Change	% Change
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	8,318.89	1,415.00	6,903.89	487.91%
6570 In-County Relations	2,316.82	922.78	1,394.04	151.07%
6590 Memberships	2,790.00	150.00	2,640.00	1760.00%
6610 North Coast Tourism Council	11,000.00	11,000.00	0.00	0.00%
Total Partnerships	24,425.71	13,487.78	10,937.93	81.10%
Visitor Services				
6720 Event & Festival Guides	16,330.97	8,544.01	7,786.96	91.14%
6730 Incentives & Sponsorships	14,320.00	64,170.00	(49,850.00)	-77.68%
6770 Visitor Centers & Signage	6,591.05	1,582.47	5,008.58	316.50%
Total Visitor Services	37,242.02	74,296.48	(37,054.46)	-49.87%
Total 2- VISITOR SVS / PARTNERSHIPS	61,667.73	87,784.26	(26,116.53)	-29.75%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	1,797.25	9,140.50	(7,343.25)	-80.34%
7060 Bank Fees		107.80	(107.80)	-100.00%
7080 Board Development	35.25		35.25	
7090 Copying & Printing	653.89	632.51	21.38	3.38%
7100 Dues & Subscriptions	3,534.10	4,584.54	(1,050.44)	-22.91%
7130 Legal Fees	5,929.98		5,929.98	
7140 Licenses & Permits	66.00		66.00	
7150 Meeting Expenses	894.68	1,164.10	(269.42)	-23.14%
7200 Office Expense	2,071.86	11,676.51	(9,604.65)	-82.26%
7210 Postage & Shipping	901.36	2,197.07	(1,295.71)	-58.97%
7280 Travel Expenses	5,898.48	3,999.00	1,899.48	47.50%
Total General Admin	21,782.85	33,502.03	(11,719.18)	-34.98%
Occupancy Costs				
7650 Rent	9,580.00	11,650.00	(2,070.00)	-17.77%
7660 Insurance	2,126.31	2,329.14	(202.83)	-8.71%
7850 Repairs & Maintenance	2,430.18	8,415.56	(5,985.38)	-71.12%
7890 Taxes	62.58	62.30	0.28	0.45%
7910 Telecommunication	3,763.98	2,405.41	1,358.57	56.48%
7950 Utilities	3,346.01	2,676.31	669.70	25.02%
7990 Depreciation Expense	1,125.28	345.86	779.42	225.36%
Total Occupancy Costs	22,434.34	27,884.58	(5,450.24)	-19.55%
Total 3- ADMIN EXPENSES	44,217.19	61,386.61	(17,169.42)	-27.97%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - October, 2019

11/21/2019
 Accrual Basis

	Jul - Oct, 2019	Jul - Oct, 2018	Change	% Change
4- PERSONNEL				
8510 Salaries & Wages	130,895.41	99,900.24	30,995.17	31.03%
8520 Paid Time Off	8,257.66	1,802.19	6,455.47	358.20%
8530 Payroll Taxes	11,333.16	9,027.71	2,305.45	25.54%
8540 Payroll Processing Fees	210.00	176.75	33.25	18.81%
8550 Workers Comp	2,172.00	1,950.00	222.00	11.38%
8570 Health Insurance	10,800.00	9,542.00	1,258.00	13.18%
8590 Contract Work	800.00	3,199.00	(2,399.00)	-74.99%
8615 Employee Recruitment	163.92	253.05	(89.13)	-35.22%
Total 4- PERSONNEL	164,632.15	125,850.94	38,781.21	30.82%
Total Expenses	592,270.17	416,951.67	175,318.50	42.05%
Net Operating Income	(6,657.59)	175,262.70	(181,920.29)	-103.80%
Net Income	(6,657.59)	175,262.70	(181,920.29)	-103.80%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

11/21/2019
 Accrual Basis

As of October 31, 2019

	<u>Oct 2019</u>	<u>Jul-Oct 2019</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	67,389.31	(6,657.59)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(113,511.03)	(159,435.65)
(Increase)Decrease in Prepaid Expenses	972.13	(637.67)
(Increase)Decrease in Receivable Other	(1,400.00)	(1,400.00)
(Increase)Decrease in Accounts Payable	3,359.82	69,243.12
(Increase)Decrease in Payroll Liabilities	(563.95)	(14.26)
Total Adjustments to Reconcile Net Income to Net Cash	<u>(111,143.03)</u>	<u>(92,244.46)</u>
Net cash provided by Operating Activities	<u>(43,753.72)</u>	<u>(98,902.05)</u>
 <u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	0.00	(2,934.36)
(Increase)Decrease in Accumulated Depreciation	281.32	1,125.28
Net cash provided by Investing Activities	<u>281.32</u>	<u>(1,809.08)</u>
 <u>Cash Flows from Financing Activities</u>		
Net cash provided by Financing Activities	<u>0.00</u>	<u>0.00</u>
 Net Increase(Decrease) in Cash	 (43,472.40)	 (100,711.13)
Cash at Beginning of period	<u>164,602.10</u>	<u>221,840.83</u>
Cash at End of period	<u><u>121,129.70</u></u>	<u><u>121,129.70</u></u>