

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

November 2017

12/21/2017
 Accrual Basis

	Nov 17	Budget	% of Budget	Jul - Nov 17	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	369,382.95	369,382.95	100.0%	886,519.00
4031 - County BID adjustments	0.00	0.00	0.0%	68,162.79	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	181,470.00	179,166.65	101.29%	430,000.00
4040 - County Admin Fee	0.00			0.00			(26,596.00)
Other Income	10.87	1,402.50	0.78%	2,027.54	2,730.00	74.27%	26,600.00
Total Income	<u>110,181.46</u>	<u>111,112.42</u>	<u>99.16%</u>	<u>621,043.28</u>	<u>551,279.60</u>	<u>112.66%</u>	<u>1,316,523.00</u>
Gross Profit	<u>110,181.46</u>	<u>111,112.42</u>	<u>99.16%</u>	<u>621,043.28</u>	<u>551,279.60</u>	<u>112.66%</u>	<u>1,316,523.00</u>
Expense							
MEDIA & WEBSITE	139,409.48	67,274.33	207.23%	344,108.81	340,571.65	101.04%	834,500.00
VISITOR SVS / PARTNERSHIPS	15,295.62	14,265.00	107.23%	59,697.02	62,895.00	94.92%	123,500.00
ADMIN EXPENSES	7,492.54	12,761.67	58.71%	45,066.37	52,069.72	86.55%	111,200.00
Personnel	20,968.86	22,181.00	94.54%	104,850.92	117,074.00	89.56%	277,800.00
Total Expense	<u>183,166.50</u>	<u>116,482.00</u>	<u>157.25%</u>	<u>553,723.12</u>	<u>572,610.37</u>	<u>96.7%</u>	<u>1,347,000.00</u>
Net Ordinary Income	<u>(72,985.04)</u>	<u>(5,369.58)</u>	<u>1,359.23%</u>	<u>67,320.16</u>	<u>(21,330.77)</u>	<u>(315.6%)</u>	<u>(30,477.00)</u>
Net Income	<u>(72,985.04)</u>	<u>(5,369.58)</u>	<u>1,359.23%</u>	<u>67,320.16</u>	<u>(21,330.77)</u>	<u>(315.6%)</u>	<u>(30,477.00)</u>
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	12,698.75	0.0%	30,477.00
BALANCE	<u>(72,985.04)</u>	<u>(2,829.83)</u>	<u>2,579.13%</u>	<u>67,320.16</u>	<u>(8,632.02)</u>	<u>(779.89%)</u>	<u>0.00</u>

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance
November 2017

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Accrual Basis

	Nov 17	Budget	% of Budget	Jul - Nov 17	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	369,382.95	369,382.95	100.0%	886,519.00
4031 - County BID adjustments	0.00	0.00	0.0%	68,162.79	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	181,470.00	179,166.65	101.29%	430,000.00
4040 - County Admin Fee	0.00			0.00			(26,596.00)
Other Income	10.87	1,402.50	0.78%	2,038.41	2,730.00	74.67%	26,600.00
Total Income	110,181.46	111,112.42	99.16%	621,054.15	551,279.60	112.66%	1,316,523.00
Gross Profit	110,181.46	111,112.42	99.16%	621,054.15	551,279.60	112.66%	1,316,523.00
Expense							
MEDIA & WEBSITE							
Advertising / Media							
5130 - Print & Online Advertising	1,445.31	27,083.00	5.34%	61,182.70	135,415.00	45.18%	325,000.00
5150 - Ad Development/Design	0.00	666.67	0.0%	2,114.25	3,333.35	63.43%	8,000.00
5170 - Photography	66.34	666.67	9.95%	416.34	3,333.35	12.49%	8,000.00
5240 - Research & Development	0.00	1,666.67	0.0%	0.00	8,333.35	0.0%	20,000.00
5110 - Video Development	0.00	833.33	0.0%	137.00	4,166.65	3.29%	10,000.00
5015 - Marketing Contingency	18,961.82	833.33	2,275.43%	18,961.82	4,166.65	455.09%	10,000.00
Total Advertising / Media	20,473.47	31,749.67	64.48%	82,812.11	158,748.35	52.17%	381,000.00
Marketing / Public Relations							
5510 - Public Relations Contract	6,666.66	8,208.33	81.22%	38,733.30	41,041.65	94.38%	98,500.00
5520 - Marketing Agency Contract	97,138.00	8,333.00	1,165.7%	130,470.00	41,665.00	313.14%	100,000.00
5650 - Marketing & Comm. Coordinator	5,500.00	5,500.00	100.0%	27,500.00	27,500.00	100.0%	66,000.00
5660 - Clipping Service	1,054.96	541.67	194.76%	3,214.68	2,708.35	118.7%	6,500.00
5530 - In-Market PR Stunts	156.00	208.33	74.88%	156.00	1,041.65	14.98%	2,500.00
5560 - Media Events	1,205.39	291.67	413.27%	3,367.41	1,458.35	230.91%	3,500.00
5610 - Travel -PR Related	307.84	833.33	36.94%	991.87	4,166.65	23.81%	10,000.00
5550 - Visiting Media FAM Expenses	0.00	500.00	0.0%	3,508.54	5,000.00	70.17%	12,000.00
Total Marketing / Public Relations	112,028.85	24,416.33	458.83%	207,941.80	124,581.65	166.91%	299,000.00

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Website Maint / Development							
5710 - Interactive Media Coordinator	0.00	2,500.00	0.0%	10,000.00	12,500.00	80.0%	30,000.00
5730 - Interactive Marketing	0.00	1,000.00	0.0%	788.00	5,000.00	15.76%	12,000.00
5750 - Development/ Maintenance	600.00	1,416.67	42.35%	3,000.00	7,083.35	42.35%	17,000.00
Total Website Maint / Development	600.00	4,916.67	12.2%	13,788.00	24,583.35	56.09%	59,000.00
Leisure / Group Sales							
5805 - Sales Manager Contract	4,166.66	4,166.66	100.0%	20,833.30	20,833.30	100.0%	50,000.00
5810 - Promotion Items, Booth Develop	0.00	0.00	0.0%	11,750.81	1,000.00	1,175.08%	3,000.00
5820 - Consumer & Trade Shows	492.28	0.00	100.0%	1,964.55	2,000.00	98.23%	13,000.00
5840 - State Fair Exhibit	0.00	0.00	0.0%	0.00	0.00	0.0%	4,500.00
5870 - Shipping - Travel Shows	41.87	0.00	100.0%	41.87	500.00	8.37%	2,500.00
5885 - Travel - Group FAMs	0.00	900.00	0.0%	2,005.57	3,700.00	54.21%	10,000.00
5880 - Travel - Leisure/Group Sales	1,606.35	1,000.00	160.64%	2,995.80	4,000.00	74.9%	11,000.00
5890 - Misc. Sales Opportunities	0.00	125.00	0.0%	0.00	625.00	0.0%	1,500.00
Total Leisure / Group Sales	6,307.16	6,191.66	101.87%	39,591.90	32,658.30	121.23%	95,500.00
Total MEDIA & WEBSITE	139,409.48	67,274.33	207.23%	344,133.81	340,571.65	101.05%	834,500.00
VISITOR SVS / PARTNERSHIPS							
Visitor Services							
6220 - Event & Festival Guides	6,444.25	10,000.00	64.44%	14,449.69	23,000.00	62.83%	50,000.00
6530 - Incentives & Sponsorships	8,012.50	3,625.00	221.03%	24,687.71	18,125.00	136.21%	43,500.00
6170 - Visitor Centers & Signage	0.00	0.00	0.0%	150.00	0.00	100.0%	2,000.00
Total Visitor Services	14,456.75	13,625.00	106.11%	39,287.40	41,125.00	95.53%	95,500.00
Partnerships							
6550 - Conferences & Seminars	0.00	0.00	0.0%	2,097.90	4,000.00	52.45%	6,000.00
6620 - In-County Relations	338.87	390.00	86.89%	1,353.04	1,950.00	69.39%	4,680.00
6520 - Memberships	500.00	250.00	200.0%	6,958.68	5,820.00	119.57%	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	838.87	640.00	131.07%	20,409.62	21,770.00	93.75%	28,000.00

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	Nov 17	Budget	% of Budget	Jul - Nov 17	YTD Budget	% of Budget	Annual Budget
Total VISITOR SVS / PARTNERSHIPS	15,295.62	14,265.00	107.23%	59,697.02	62,895.00	94.92%	123,500.00
ADMIN EXPENSES							
Occupancy Costs							
7250 · Rent	1,950.00	1,950.00	100.0%	9,750.00	9,750.00	100.0%	23,400.00
7120 · Insurance	0.00	0.00	0.0%	2,106.92	2,107.00	100.0%	2,717.00
7260 · Repairs & Maintenance	231.00	125.00	184.8%	2,450.00	625.00	392.0%	1,500.00
7270 · Taxes	0.00	10.00	0.0%	62.31	73.00	85.36%	73.00
7310 · Telecommunication	551.49	500.00	110.3%	2,933.93	2,500.00	117.36%	6,000.00
7350 · Utilities	624.15	666.67	93.62%	3,043.15	3,333.35	91.29%	8,000.00
Total Occupancy Costs	3,356.64	3,251.67	103.23%	20,346.31	18,388.35	110.65%	41,690.00
General Admin							
7010 · Accounting	402.50	5,500.00	7.32%	7,454.78	12,600.00	59.17%	17,000.00
7060 · Bank Fees	38.95	41.00	95.0%	289.75	213.00	136.03%	500.00
5250 · Board Development	0.00	0.00	0.0%	0.00	0.00	0.0%	3,500.00
7090 · Copying & Printing	310.23	100.00	310.23%	1,037.51	500.00	207.5%	1,200.00
7030 · Legal Fees	150.00	208.33	72.0%	1,500.00	1,250.02	120.0%	2,500.00
7140 · Licenses & Permits	0.00	0.00	0.0%	0.00	0.00	0.0%	63.00
7150 · Meeting Expenses	236.04	125.00	188.83%	717.24	625.00	114.76%	1,500.00
7200 · Office Expense	1,039.43	1,094.00	95.01%	5,731.10	6,285.00	91.19%	13,947.00
7210 · Postage & Shipping	370.98	1,250.00	29.68%	2,095.10	6,250.00	33.52%	15,000.00
7280 · Travel Expenses	1,587.77	1,191.67	133.24%	5,894.58	5,958.35	98.93%	14,300.00
Total General Admin	4,135.90	9,510.00	43.49%	24,720.06	33,681.37	73.39%	69,510.00
Total ADMIN EXPENSES	7,492.54	12,761.67	58.71%	45,066.37	52,069.72	86.55%	111,200.00
Personnel							
8510 · Salaries & Wages	17,947.84	18,750.00	95.72%	85,962.70	93,750.00	91.69%	225,000.00
8520 · Paid Time Off	0.00			516.00			
8530 · Payroll Taxes	1,373.02	1,783.00	77.01%	6,522.22	8,915.00	73.16%	21,400.00
8550 · Workers Comp	0.00	0.00	0.0%	2,788.00	3,518.00	79.25%	3,518.00
8570 · Health Insurance	1,648.00	1,648.00	100.0%	8,072.00	8,096.00	99.7%	20,304.00

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Profit & Loss Budget Performance
 November 2017

12/21/2017
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	Nov 17	Budget	% of Budget	Jul - Nov 17	YTD Budget	% of Budget	Annual Budget
8580 · Other Employee Benefits	0.00	0.00	0.0%	0.00	770.00	0.0%	3,078.00
8590 · Contract Work	0.00	0.00	0.0%	990.00	1,650.00	60.0%	3,000.00
7415 · Employee Recruitment	0.00	0.00	0.0%	0.00	375.00	0.0%	1,500.00
Total Personnel	20,968.86	22,181.00	94.54%	104,850.92	117,074.00	89.56%	277,800.00
Total Expense	183,166.50	116,482.00	157.25%	553,748.12	572,610.37	96.71%	1,347,000.00
Net Ordinary Income	(72,985.04)	(5,369.58)	1,359.23%	67,306.03	(21,330.77)	(315.54%)	(30,477.00)
Net Income	(72,985.04)	(5,369.58)	1,359.23%	67,306.03	(21,330.77)	(315.54%)	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	12,698.75	0.0%	30,477.00
BALANCE	(72,985.04)	(2,829.83)	2,579.13%	67,306.03	(8,632.02)	(779.73%)	0.00

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of November 30, 2017

12/21/2017
Accrual Basis

	Nov 30, 17	Nov 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 · MLCU Checking	151,008.44	254,169.06	(103,160.62)	(40.59%)
1020 · MLCU Savings	132,209.21	130,410.57	1,798.64	1.38%
1030 · Cash drawer	160.00	100.00	60.00	60.0%
Total Checking/Savings	283,377.65	384,679.63	(101,301.98)	(26.33%)
Accounts Receivable				
1100 · Accounts Receivable	487,379.40	337,102.14	150,277.26	44.58%
Total Accounts Receivable	487,379.40	337,102.14	150,277.26	44.58%
Other Current Assets				
1230 · Prepaid Expenses	7,646.00	13,740.00	(6,094.00)	(44.35%)
1250 · Refundable Deposits	2,350.00	2,350.00	0.00	0.0%
Total Other Current Assets	9,996.00	16,090.00	(6,094.00)	(37.87%)
Total Current Assets	780,753.05	737,871.77	42,881.28	5.81%
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	780,753.05	737,871.77	42,881.28	5.81%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	51,280.63	36,315.22	14,965.41	41.21%
Total Accounts Payable	51,280.63	36,315.22	14,965.41	41.21%
Other Current Liabilities				
Payroll Liabilities				
2210 · Federal Payroll Tax Payable	0.00	4,569.58	(4,569.58)	(100.0%)
2220 · State Payroll Tax Payable	0.00	895.42	(895.42)	(100.0%)
2230 · SUI & ETT Payable	0.00	468.63	(468.63)	(100.0%)
2240 · FUTA Payable	0.00	73.85	(73.85)	(100.0%)
2270 · Accrued Payroll	8,650.17	7,652.99	997.18	13.03%
2275 · Accrued PTO	440.48	4,123.17	(3,682.69)	(89.32%)
Total Payroll Liabilities	9,090.65	17,783.64	(8,692.99)	(48.88%)
2800 · Sales Tx Payable	0.00	128.07	(128.07)	(100.0%)
Total Other Current Liabilities	9,090.65	17,911.71	(8,821.06)	(49.25%)

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of November 30, 2017

12/21/2017
Accrual Basis

	Nov 30, 17	Nov 30, 16	\$ Change	% Change
Total Current Liabilities	60,371.28	54,226.93	6,144.35	11.33%
Total Liabilities	60,371.28	54,226.93	6,144.35	11.33%
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	67,306.03	109,735.25	(42,429.22)	(38.67%)
Total Equity	720,381.77	683,644.84	36,736.93	5.37%
TOTAL LIABILITIES & EQUITY	780,753.05	737,871.77	42,881.28	5.81%

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

12/21/2017
 Accrual Basis

	Jul - Nov 17	Jul - Nov 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4030 · County BID	369,382.95	333,333.35	36,049.60	10.82%
4031 · County BID adjustments	68,162.79	67,706.54	456.25	0.67%
4035 · County 50% Match	181,470.00	166,666.65	14,803.35	8.88%
Other Income				
4830 · Event Brochure Ads	1,975.00	2,800.00	(825.00)	(29.46%)
4940 · Misc. Income	12.05	0.00	12.05	100.0%
4950 · Interest Income	51.36	24.64	26.72	108.44%
4850 · Retail Sales	0.00	1,520.13	(1,520.13)	(100.0%)
Total Other Income	2,038.41	4,344.77	(2,306.36)	(53.08%)
Total Income	621,054.15	572,051.31	49,002.84	8.57%
Gross Profit	621,054.15	572,051.31	49,002.84	8.57%
Expense				
MEDIA & WEBSITE				
Advertising / Media				
5130 · Print & Online Advertising	61,182.70	86,693.34	(25,510.64)	(29.43%)
5150 · Ad Development/Design	2,114.25	2,292.75	(178.50)	(7.79%)
5165 · AdverGame Development	0.00	9,600.00	(9,600.00)	(100.0%)
5170 · Photography	416.34	0.00	416.34	100.0%
5110 · Video Development	137.00	15,201.11	(15,064.11)	(99.1%)
5015 · Marketing Contingency	18,961.82	3,500.00	15,461.82	441.77%
Total Advertising / Media	82,812.11	117,287.20	(34,475.09)	(29.39%)
Marketing / Public Relations				
5510 · Public Relations Contract	38,733.30	55,621.87	(16,888.57)	(30.36%)
5520 · Marketing Agency Contract	130,470.00	0.00	130,470.00	100.0%
5650 · Marketing & Comm. Coordinat	27,500.00	25,000.00	2,500.00	10.0%
5660 · Clipping Service	3,214.68	0.00	3,214.68	100.0%
5530 · In-Market PR Stunts	156.00	1,390.00	(1,234.00)	(88.78%)
5560 · Media Events	3,367.41	87.00	3,280.41	3,770.59%
5610 · Travel -PR Related	991.87	4,715.01	(3,723.14)	(78.96%)
5550 · Visiting Media FAM Expenses	3,508.54	3,495.02	13.52	0.39%
Total Marketing / Public Relations	207,941.80	90,308.90	117,632.90	130.26%
Website Maint / Development				
5710 · Interactive Media Coordinator	10,000.00	13,060.00	(3,060.00)	(23.43%)
5730 · Interactive Marketing	788.00	247.29	540.71	218.65%
5750 · Development/ Maintenance	3,000.00	2,715.17	284.83	10.49%
Total Website Maint / Development	13,788.00	16,022.46	(2,234.46)	(13.95%)
Leisure / Group Sales				
5805 · Sales Manager Contract	20,833.30	0.00	20,833.30	100.0%
5810 · Promotion Items, Booth Devel	11,750.81	634.51	11,116.30	1,751.95%

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 July through November 2017

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 Accrual Basis

	Jul - Nov 17	Jul - Nov 16	\$ Change	% Change
5820 · Consumer & Trade Shows	1,964.55	4,358.88	(2,394.33)	(54.93%)
5840 · State Fair Exhibit	0.00	1,617.55	(1,617.55)	(100.0%)
5870 · Shipping - Travel Shows	41.87	794.02	(752.15)	(94.73%)
5885 · Travel - Group FAMs	2,005.57	0.00	2,005.57	100.0%
5880 · Travel - Leisure/Group Sales	2,995.80	3,145.16	(149.36)	(4.75%)
5890 · Misc. Sales Opportunities	0.00	131.21	(131.21)	(100.0%)
Total Leisure / Group Sales	39,591.90	10,681.33	28,910.57	270.67%
Total MEDIA & WEBSITE	344,133.81	234,299.89	109,833.92	46.88%
VISITOR SVS / PARTNERSHIPS				
Visitor Services				
6220 · Event & Festival Guides	14,449.69	7,466.91	6,982.78	93.52%
6040 · In-County Guides	0.00	1,202.23	(1,202.23)	(100.0%)
6530 · Incentives & Sponsorships	24,687.71	16,000.00	8,687.71	54.3%
6170 · Visitor Centers & Signage	150.00	0.00	150.00	100.0%
6190 · Visitor Center/ Info Support	0.00	145.00	(145.00)	(100.0%)
Retail Store	0.00	811.23	(811.23)	(100.0%)
Total Visitor Services	39,287.40	25,625.37	13,662.03	53.31%
Partnerships				
6550 · Conferences & Seminars	2,097.90	1,399.00	698.90	49.96%
6620 · In-County Relations	1,353.04	430.96	922.08	213.96%
6520 · Memberships	6,958.68	4,342.48	2,616.20	60.25%
6510 · North Coast Tourism Council	10,000.00	0.00	10,000.00	100.0%
Total Partnerships	20,409.62	6,172.44	14,237.18	230.66%
Total VISITOR SVS / PARTNERSHIPS	59,697.02	31,797.81	27,899.21	87.74%
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	9,750.00	9,150.00	600.00	6.56%
7120 · Insurance	2,106.92	1,070.00	1,036.92	96.91%
7260 · Repairs & Maintenance	2,450.00	695.00	1,755.00	252.52%
7270 · Taxes	62.31	72.25	(9.94)	(13.76%)
7310 · Telecommunication	2,933.93	4,444.37	(1,510.44)	(33.99%)
7350 · Utilities	3,043.15	3,036.97	6.18	0.2%
Total Occupancy Costs	20,346.31	18,468.59	1,877.72	10.17%
General Admin				
7010 · Accounting	7,454.78	12,927.50	(5,472.72)	(42.33%)
7060 · Bank Fees	289.75	242.56	47.19	19.46%
7090 · Copying & Printing	1,037.51	1,180.33	(142.82)	(12.1%)
7030 · Legal Fees	1,500.00	390.00	1,110.00	284.62%
7140 · Licenses & Permits	0.00	20.00	(20.00)	(100.0%)
7150 · Meeting Expenses	717.24	522.28	194.96	37.33%
7200 · Office Expense	5,731.10	7,727.48	(1,996.38)	(25.84%)

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

12/21/2017
 Accrual Basis

	Jul - Nov 17	Jul - Nov 16	\$ Change	% Change
7210 · Postage & Shipping	2,095.10	17,740.11	(15,645.01)	(88.19%)
7280 · Travel Expenses	5,894.58	3,160.52	2,734.06	86.51%
Total General Admin	24,720.06	43,910.78	(19,190.72)	(43.7%)
Total ADMIN EXPENSES	45,066.37	62,379.37	(17,313.00)	(27.75%)
Personnel				
8510 · Salaries & Wages	85,962.70	90,375.13	(4,412.43)	(4.88%)
8520 · Paid Time Off	516.00	1,604.15	(1,088.15)	(67.83%)
8530 · Payroll Taxes	6,522.22	8,362.07	(1,839.85)	(22.0%)
8540 · Payroll Processing Fees	0.00	42.00	(42.00)	(100.0%)
8550 · Workers Comp	2,788.00	2,467.00	321.00	13.01%
8570 · Health Insurance	8,072.00	8,854.44	(782.44)	(8.84%)
8590 · Contract Work	990.00	2,686.00	(1,696.00)	(63.14%)
7415 · Employee Recruitment	0.00	19,448.20	(19,448.20)	(100.0%)
Total Personnel	104,850.92	133,838.99	(28,988.07)	(21.66%)
Total Expense	553,748.12	462,316.06	91,432.06	19.78%
Net Ordinary Income	67,306.03	109,735.25	(42,429.22)	(38.67%)
Net Income	67,306.03	109,735.25	(42,429.22)	(38.67%)

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows
As of November 30, 2017

	<u>Nov 2017</u>	<u>Jul-Nov 2017</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(72,985.04)	67,306.03
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(108,778.09)	(179,091.19)
(Increase)Decrease in Prepaid Expenses	1,544.00	6,786.03
(Increase)Decrease in Accounts Payable	(79.21)	17,558.91
(Increase)Decrease in Payroll Liabilities	0.00	(441.00)
(Increase)Decrease in Sales Tx Payable	0.00	(173.00)
Total Adjustments to Reconcile Net Income to Net Cash	<u>(107,313.30)</u>	<u>(155,360.25)</u>
Net cash provided by Operating Activities	<u>(180,298.34)</u>	<u>(88,054.22)</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	1,700.00	1,700.00
Decrease in Unrestricted Net Assets	(1,700.00)	(1,700.00)
Net cash provided by Financing Activities	<u>0.00</u>	<u>0.00</u>
Net Increase(Decrease) in Cash	(180,298.34)	(88,054.22)
Cash at Beginning of period	<u>463,375.99</u>	<u>371,431.87</u>
Cash at End of period	<u><u>283,077.65</u></u>	<u><u>283,377.65</u></u>