

Mendocino County Tourism Commission

Budget vs. Actuals - SUMMARY

1/24/2019

July - December, 2018

	Dec 2018				Jul - Dec 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	74,649.67	74,649.67	0.00	100.00%	447,898.02	447,898.02	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		134,786.69	0.00	134,786.69		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	236,460.00	213,270.54	23,189.46	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income	28.11	2,260.00	(2,231.89)	1.24%	1,494.31	17,310.00	(15,815.69)	8.63%	34,620.00
Total Income	114,087.78	112,454.76	1,633.02	101.45%	820,639.02	678,478.56	142,160.46	120.95%	1,330,083.00
Gross Profit	114,087.78	112,454.76	1,633.02	101.45%	820,639.02	678,478.56	142,160.46	120.95%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE	108,813.39	69,235.00	39,578.39	157.17%	338,366.60	432,360.00	(93,993.40)	78.26%	852,000.00
2- VISITOR SVS / PARTNERSHIPS	7,972.91	12,667.00	(4,694.09)	62.94%	111,201.38	119,136.00	(7,934.62)	93.34%	159,400.00
3- ADMIN EXPENSES	11,107.83	8,797.00	2,310.83	126.27%	82,193.31	61,317.00	20,876.31	134.05%	114,400.00
4- PERSONNEL	43,548.28	33,146.00	10,402.28	131.38%	206,665.86	203,941.00	2,724.86	101.34%	404,283.00
Total Expenses	171,442.41	123,845.00	47,597.41	138.43%	738,427.15	816,754.00	(78,326.85)	90.41%	1,530,083.00
Net Operating Income	(57,354.63)	(11,390.24)	(45,964.39)	503.54%	82,211.87	(138,275.44)	220,487.31	-59.46%	(200,000.00)
Net Income	(57,354.63)	(11,390.24)	(45,964.39)	503.54%	82,211.87	(138,275.44)	220,487.31	-59.46%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	100,000.02	(100,000.02)	0.00%	200,000.00
BALANCE	(57,354.63)	5,276.43	(62,631.06)	-1087.00%	82,211.87	(38,275.42)	120,487.29	-214.79%	0.00

Mendocino County Tourism Commission
Budget vs. Actuals

1/24/2019

July - December, 2018

	Dec 2018				Jul - Dec 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	74,649.67	74,649.67	0.00	100.00%	447,898.02	447,898.02	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		134,786.69	0.00	134,786.69		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	236,460.00	213,270.54	23,189.46	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income									
4250 Cooperative Advertising		1,250.00	(1,250.00)	0.00%	0.00	7,500.00	(7,500.00)	0.00%	15,000.00
4830 Event Brochure Ads		0.00	0.00		1,350.00	3,750.00	(2,400.00)	36.00%	7,500.00
4940 Misc. Income		1,000.00	(1,000.00)	0.00%	0.00	6,000.00	(6,000.00)	0.00%	12,000.00
4950 Interest Income	28.11	10.00	18.11	281.10%	144.31	60.00	84.31	240.52%	120.00
Total Other Income	28.11	2,260.00	(2,231.89)	1.24%	1,494.31	17,310.00	(15,815.69)	8.63%	34,620.00
Total Income	114,087.78	112,454.76	1,633.02	101.45%	820,639.02	678,478.56	142,160.46	120.95%	1,330,083.00
Gross Profit	114,087.78	112,454.76	1,633.02	101.45%	820,639.02	678,478.56	142,160.46	120.95%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	71,777.31	34,333.00	37,444.31	209.06%	154,796.82	205,998.00	(51,201.18)	75.14%	412,000.00
5150 Ad Development/Design	3,900.00	833.00	3,067.00	468.19%	7,075.00	4,998.00	2,077.00	141.56%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	24.00	4,998.00	(4,974.00)	0.48%	10,000.00
5240 Research & Development		1,667.00	(1,667.00)	0.00%	10,000.00	10,002.00	(2.00)	99.98%	20,000.00
5280 Video Development	5,000.00	2,085.00	2,915.00	239.81%	5,216.00	12,510.00	(7,294.00)	41.69%	25,000.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	0.00	4,998.00	(4,998.00)	0.00%	10,000.00
Total 50 Advertising / Media	80,677.31	40,584.00	40,093.31	198.79%	177,111.82	243,504.00	(66,392.18)	72.73%	487,000.00

Mendocino County Tourism Commission

Budget vs. Actuals

1/24/2019

July - December, 2018

	Dec 2018				Jul - Dec 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
55 Marketing / Public Relations									
5510 Public Relations Contract	6,666.66	8,208.00	(1,541.34)	81.22%	39,999.96	49,248.00	(9,248.04)	81.22%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	49,998.00	49,998.00	0.00	100.00%	100,000.00
5540 Clipping Service	470.68	583.00	(112.32)	80.73%	3,201.16	3,498.00	(296.84)	91.51%	7,000.00
5550 In-Market PR Stunts		250.00	(250.00)	0.00%	0.00	1,500.00	(1,500.00)	0.00%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	1,298.00	1,752.00	(454.00)	74.09%	3,500.00
5610 Travel -PR Related	250.00	625.00	(375.00)	40.00%	3,060.45	3,750.00	(689.55)	81.61%	7,500.00
5680 Visiting Media FAM Expenses	1,255.23	1,167.00	88.23	107.56%	2,375.48	7,002.00	(4,626.52)	33.93%	14,000.00
Total 55 Marketing / Public Relations	16,975.57	19,458.00	(2,482.43)	87.24%	99,933.05	116,748.00	(16,814.95)	85.60%	233,500.00
57 Website Maint / Development									
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	100.00%	15,000.00	15,000.00	0.00	100.00%	30,000.00
5740 Content Creation	2,138.63	417.00	1,721.63	512.86%	6,138.63	2,502.00	3,636.63	245.35%	5,000.00
5750 Development/ Maintenance	1,603.00	1,667.00	(64.00)	96.16%	10,064.02	10,002.00	62.02	100.62%	20,000.00
5780 Interactive Marketing	78.95	1,250.00	(1,171.05)	6.32%	701.75	7,500.00	(6,798.25)	9.36%	15,000.00
Total 57 Website Maint / Development	6,320.58	5,834.00	486.58	108.34%	31,904.40	35,004.00	(3,099.60)	91.15%	70,000.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Devel	2,072.00	1,000.00	1,072.00	207.20%	4,107.87	6,000.00	(1,892.13)	68.46%	12,000.00
5820 Consumer & Trade Shows		0.00	0.00		13,267.10	13,250.00	17.10	100.13%	15,000.00
5840 State Fair Exhibit		400.00	(400.00)	0.00%	1,618.87	2,800.00	(1,181.13)	57.82%	5,000.00
5870 Shipping - Travel Shows		292.00	(292.00)	0.00%	760.69	1,752.00	(991.31)	43.42%	3,500.00
5880 Travel - Leisure/Group Sales	267.93	500.00	(232.07)	53.59%	6,101.72	6,300.00	(198.28)	96.85%	12,000.00
5885 Travel - Group FAMs	2,500.00	1,000.00	1,500.00	250.00%	3,561.08	6,000.00	(2,438.92)	59.35%	12,000.00
5890 Misc. Sales Opportunities		167.00	(167.00)	0.00%	0.00	1,002.00	(1,002.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	4,839.93	3,359.00	1,480.93	144.09%	29,417.33	37,104.00	(7,686.67)	79.28%	61,500.00
Total 1- MEDIA & WEBSITE	108,813.39	69,235.00	39,578.39	157.17%	338,366.60	432,360.00	(93,993.40)	78.26%	852,000.00

Mendocino County Tourism Commission

Budget vs. Actuals

1/24/2019

July - December, 2018

	Dec 2018				Jul - Dec 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars		1,000.00	(1,000.00)	0.00%	1,415.00	6,000.00	(4,585.00)	23.58%	12,000.00
6570 In-County Relations		500.00	(500.00)	0.00%	1,068.80	3,000.00	(1,931.20)	35.63%	6,000.00
6590 Memberships		667.00	(667.00)	0.00%	4,530.00	4,002.00	528.00	113.19%	8,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	10,000.00	1,000.00	110.00%	10,000.00
Total Partnerships	0.00	2,167.00	(2,167.00)	0.00%	18,013.80	23,002.00	(4,988.20)	78.31%	36,000.00
Visitor Services									
6720 Event & Festival Guides	6,972.91	10,500.00	(3,527.09)	66.41%	16,495.11	26,300.00	(9,804.89)	62.72%	50,000.00
6730 Incentives & Sponsorships	1,000.00	0.00	1,000.00		75,110.00	68,000.00	7,110.00	110.46%	71,400.00
6770 Visitor Centers & Signage		0.00	0.00		1,582.47	1,834.00	(251.53)	86.29%	2,000.00
Total Visitor Services	7,972.91	10,500.00	(2,527.09)	75.93%	93,187.58	96,134.00	(2,946.42)	96.94%	123,400.00
Total 2- VISITOR SVS / PARTNERSHIPS	7,972.91	12,667.00	(4,694.09)	62.94%	111,201.38	119,136.00	(7,934.62)	93.34%	159,400.00
3- ADMIN EXPENSES									
General Admin									
7010 Accounting	495.25	642.00	(146.75)	77.14%	11,927.00	3,852.00	8,075.00	309.63%	7,700.00
7060 Bank Fees	2.00	42.00	(40.00)	4.76%	136.75	252.00	(115.25)	54.27%	500.00
7080 Board Development		333.00	(333.00)	0.00%	0.00	1,998.00	(1,998.00)	0.00%	4,000.00
7090 Copying & Printing	648.59	167.00	481.59	388.38%	1,768.58	1,002.00	766.58	176.50%	2,000.00
7100 Dues & Subscriptions	923.96	300.00	623.96	307.99%	6,176.30	3,700.00	2,476.30	166.93%	5,500.00
7130 Legal Fees		250.00	(250.00)	0.00%	0.00	1,500.00	(1,500.00)	0.00%	3,000.00
7140 Licenses & Permits		0.00	0.00		0.00	0.00	0.00		100.00
7150 Meeting Expenses	481.86	167.00	314.86	288.54%	1,910.41	1,002.00	908.41	190.66%	2,000.00
7200 Office Expense	3,446.15	595.00	2,851.15	579.18%	15,945.18	6,035.00	9,910.18	264.21%	9,500.00
7210 Postage & Shipping	56.70	1,250.00	(1,193.30)	4.54%	2,902.38	7,500.00	(4,597.62)	38.70%	15,000.00
7280 Travel Expenses	728.86	1,250.00	(521.14)	58.31%	5,162.23	7,500.00	(2,337.77)	68.83%	15,000.00
Total General Admin	6,783.37	4,996.00	1,787.37	135.78%	45,928.83	34,341.00	11,587.83	133.74%	64,300.00

Mendocino County Tourism Commission

Budget vs. Actuals

1/24/2019

July - December, 2018

	Dec 2018				Jul - Dec 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Occupancy Costs									
7650 Rent	2,350.00	2,083.00	267.00	112.82%	17,300.00	12,498.00	4,802.00	138.42%	25,000.00
7660 Insurance	65.00	0.00	65.00		2,394.14	2,650.00	(255.86)	90.34%	3,000.00
7850 Repairs & Maintenance	461.00	500.00	(39.00)	92.20%	8,359.06	4,500.00	3,859.06	185.76%	7,500.00
7890 Taxes		10.00	(10.00)	0.00%	72.30	80.00	(7.70)	90.38%	100.00
7910 Telecommunication	402.69	500.00	(97.31)	80.54%	3,322.67	3,000.00	322.67	110.76%	6,000.00
7950 Utilities	872.84	708.00	164.84	123.28%	4,124.59	4,248.00	(123.41)	97.09%	8,500.00
7990 Depreciation Expense	172.93		172.93		691.72	0.00	691.72		0.00
Total Occupancy Costs	4,324.46	3,801.00	523.46	113.77%	36,264.48	26,976.00	9,288.48	134.43%	50,100.00
Total 3- ADMIN EXPENSES	11,107.83	8,797.00	2,310.83	126.27%	82,193.31	61,317.00	20,876.31	134.05%	114,400.00
4- PERSONNEL									
8510 Salaries & Wages	32,851.04	28,034.00	4,817.04	117.18%	160,046.57	168,204.00	(8,157.43)	95.15%	336,404.00
8520 Paid Time Off	4,293.59		4,293.59		9,503.63	0.00	9,503.63		
8530 Payroll Taxes	3,070.15	1,792.00	1,278.15	171.33%	14,629.86	10,752.00	3,877.86	136.07%	21,500.00
8540 Payroll Processing Fees	33.50	28.00	5.50	119.64%	241.75	168.00	73.75	143.90%	336.00
8550 Workers Comp		0.00	0.00		1,950.00	3,000.00	(1,050.00)	65.00%	3,000.00
8570 Health Insurance	3,300.00	2,875.00	425.00	114.78%	15,690.00	17,250.00	(1,560.00)	90.96%	34,500.00
8580 Other Employee Benefits		292.00	(292.00)	0.00%	0.00	1,752.00	(1,752.00)	0.00%	3,500.00
8590 Contract Work		0.00	0.00		4,351.00	2,065.00	2,286.00	210.70%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	253.05	750.00	(496.95)	33.74%	1,500.00
Total 4- PERSONNEL	43,548.28	33,146.00	10,402.28	131.38%	206,665.86	203,941.00	2,724.86	101.34%	404,283.00
Total Expenses	171,442.41	123,845.00	47,597.41	138.43%	738,427.15	816,754.00	(78,326.85)	90.41%	1,530,083.00
Net Operating Income	(57,354.63)	(11,390.24)	(45,964.39)	503.54%	82,211.87	(138,275.44)	220,487.31	-59.46%	(200,000.00)
Net Income	(57,354.63)	(11,390.24)	(45,964.39)	503.54%	82,211.87	(138,275.44)	220,487.31	-59.46%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	100,000.02	(100,000.02)	0.00%	200,000.00
BALANCE	(57,354.63)	5,276.43	(62,631.06)	-1087.00%	82,211.87	(38,275.42)	120,487.29	-214.79%	0.00

Mendocino County Tourism Commission

Balance Sheet

As of December 31, 2018

1/24/2019
Accrual Basis

	Dec 31, 2018	Dec 31, 2017	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	308,818.95	341,065.26	(32,246.31)	-9.45%
1020 MLCU Savings	132,430.32	132,220.44	209.88	0.16%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	441,349.27	473,385.70	(32,036.43)	-6.77%
Accounts Receivable				
1100 Accounts Receivable	303,236.86	295,567.77	7,669.09	2.59%
Total Accounts Receivable	303,236.86	295,567.77	7,669.09	2.59%
Other Current Assets				
1230 Prepaid Expenses	7,135.00	17,727.50	(10,592.50)	-59.75%
1250 Refundable Deposits	3,736.00	2,350.00	1,386.00	58.98%
Total Other Current Assets	10,871.00	20,077.50	(9,206.50)	-45.85%
Total Current Assets	755,457.13	789,030.97	(33,573.84)	-4.26%
Fixed Assets				
1510 Furniture and Equipment	56,760.92	46,385.00	10,375.92	22.37%
1600 Accumulated Depreciation	(47,076.72)	(46,385.00)	(691.72)	-1.49%
Total Fixed Assets	9,684.20	0.00	9,684.20	
Other Assets				
1700 Website Development	0.00	70,000.00	(70,000.00)	-100.00%
1750 Accumulated Amortization	0.00	(70,000.00)	70,000.00	100.00%
Total Other Assets	0.00	0.00	0.00	
TOTAL ASSETS	765,141.33	789,030.97	(23,889.64)	-3.03%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	49,243.38	31,782.08	17,461.30	54.94%
Total Accounts Payable	49,243.38	31,782.08	17,461.30	54.94%
Other Current Liabilities				
2800 Sales Tx Payable	0.00	66.73	(66.73)	-100.00%
Payroll Liabilities				
2210 Federal Taxes (941/944)	3,571.53	2,059.66	1,511.87	73.40%
2220 CA PIT / SDI	657.05	265.62	391.43	147.36%
2230 CA SUI / ETT	605.81		605.81	
2240 FUTA Payable	86.55	735.00	(648.45)	-88.22%
2270 Accrued Payroll	11,714.17	8,500.17	3,214.00	37.81%
2275 Accrued PTO	2,805.90	440.48	2,365.42	537.01%
Total Payroll Liabilities	19,441.01	12,000.93	7,440.08	62.00%
Total Other Current Liabilities	19,441.01	12,067.66	7,373.35	61.10%

Mendocino County Tourism Commission

Balance Sheet

1/24/2019
Accrual Basis

As of December 31, 2018

	Dec 31, 2018	Dec 31, 2017	Change	% Change
Total Current Liabilities	68,684.39	43,849.74	24,834.65	56.64%
Total Liabilities	68,684.39	43,849.74	24,834.65	56.64%
Equity				
3100 Contingency-Restricted	132,044.00	132,044.00	0.00	0.00%
3900 Unrestricted Net Assets (RE)	482,201.07	521,031.74	(38,830.67)	-7.45%
Net Income	82,211.87	92,105.49	(9,893.62)	-10.74%
Total Equity	696,456.94	745,181.23	(48,724.29)	-6.54%
TOTAL LIABILITIES AND EQUITY	765,141.33	789,030.97	(23,889.64)	-3.03%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - December, 2018

1/24/2019
 Accrual Basis

	Jul - Dec, 2018	Jul - Dec, 2017	Change	% Change
Income				
4030 County BID	447,898.02	443,259.54	4,638.48	1.05%
4031 County BID adjustments	134,786.69	68,162.79	66,623.90	97.74%
4035 County 50% Match	236,460.00	217,764.00	18,696.00	8.59%
Other Income				
4830 Event Brochure Ads	1,350.00	0.00	1,350.00	
4940 Misc. Income	0.00	4,794.61	(4,794.61)	-100.00%
4950 Interest Income	144.31	62.59	81.72	130.56%
Total Other Income	1,494.31	4,857.20	(3,362.89)	-69.24%
Total Income	820,639.02	734,043.53	86,595.49	11.80%
Gross Profit	820,639.02	734,043.53	86,595.49	11.80%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	154,796.82	169,584.63	(14,787.81)	-8.72%
5150 Ad Development/Design	7,075.00	2,243.25	4,831.75	215.39%
5170 Photography	24.00	416.34	(392.34)	-94.24%
5240 Research & Development	10,000.00		10,000.00	
5280 Video Development	5,216.00	317.41	4,898.59	1543.30%
Total 50 Advertising / Media	177,111.82	172,561.63	4,550.19	2.64%
55 Marketing / Public Relations				
5510 Public Relations Contract	39,999.96	45,399.96	(5,400.00)	-11.89%
5520 Marketing Agency Contract	49,998.00	49,998.00	0.00	0.00%
5530 Marketing & Comm. Coordinator		33,000.00	(33,000.00)	-100.00%
5540 Clipping Service	3,201.16	3,682.08	(480.92)	-13.06%
5550 In-Market PR Stunts		156.00	(156.00)	-100.00%
5560 Media Events	1,298.00	4,667.35	(3,369.35)	-72.19%
5610 Travel -PR Related	3,060.45	1,394.67	1,665.78	119.44%
5680 Visiting Media FAM Expenses	2,375.48	5,098.30	(2,722.82)	-53.41%
Total 55 Marketing / Public Relations	99,933.05	143,396.36	(43,463.31)	-30.31%
57 Website Maint / Development				
5710 Interactive Media Coordinator	15,000.00	15,000.00	0.00	0.00%
5740 Content Creation	6,138.63		6,138.63	
5750 Development/ Maintenance	10,064.02	3,660.00	6,404.02	174.97%
5780 Interactive Marketing	701.75	788.00	(86.25)	-10.95%
Total 57 Website Maint / Development	31,904.40	19,448.00	12,456.40	64.05%

Mendocino County Tourism Commission

Profit and Loss Comparison

1/24/2019

Accrual Basis

July - December, 2018

	Jul - Dec, 2018	Jul - Dec, 2017	Change	% Change
58 Leisure / Group Sales				
5805 Sales Manager Contract		24,999.96	(24,999.96)	-100.00%
5810 Promotion Items, Booth Develop	4,107.87	15,629.22	(11,521.35)	-73.72%
5820 Consumer & Trade Shows	13,267.10	4,058.91	9,208.19	226.86%
5840 State Fair Exhibit	1,618.87		1,618.87	
5870 Shipping - Travel Shows	760.69	295.73	464.96	157.22%
5880 Travel - Leisure/Group Sales	6,101.72	3,774.89	2,326.83	61.64%
5885 Travel - Group FAMs	3,561.08	2,005.57	1,555.51	77.56%
Total 58 Leisure / Group Sales	29,417.33	50,764.28	(21,346.95)	-42.05%
Total 1- MEDIA & WEBSITE	338,366.60	386,170.27	(47,803.67)	-12.38%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	1,415.00	2,097.90	(682.90)	-32.55%
6570 In-County Relations	1,068.80	1,240.56	(171.76)	-13.85%
6590 Memberships	4,530.00	7,868.68	(3,338.68)	-42.43%
6610 North Coast Tourism Council	11,000.00	10,000.00	1,000.00	10.00%
Total Partnerships	18,013.80	21,207.14	(3,193.34)	-15.06%
Visitor Services				
6720 Event & Festival Guides	16,495.11	16,220.67	274.44	1.69%
6730 Incentives & Sponsorships	75,110.00	28,262.50	46,847.50	165.76%
6770 Visitor Centers & Signage	1,582.47		1,582.47	
Retail Store		875.00	(875.00)	-100.00%
Total Visitor Services	93,187.58	45,358.17	47,829.41	105.45%
Total 2- VISITOR SVS / PARTNERSHIPS	111,201.38	66,565.31	44,636.07	67.06%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	11,927.00	12,674.94	(747.94)	-5.90%
7060 Bank Fees	136.75	333.61	(196.86)	-59.01%
7080 Board Development		50.00	(50.00)	-100.00%
7090 Copying & Printing	1,768.58	1,364.92	403.66	29.57%
7100 Dues & Subscriptions	6,176.30		6,176.30	
7130 Legal Fees		1,882.50	(1,882.50)	-100.00%
7150 Meeting Expenses	1,910.41	1,403.15	507.26	36.15%
7200 Office Expense	15,945.18	10,946.45	4,998.73	45.67%
7210 Postage & Shipping	2,902.38	2,306.26	596.12	25.85%
7280 Travel Expenses	5,162.23	7,030.79	(1,868.56)	-26.58%
Total General Admin	45,928.83	37,992.62	7,936.21	20.89%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - December, 2018

1/24/2019
 Accrual Basis

	Jul - Dec, 2018	Jul - Dec, 2017	Change	% Change
Occupancy Costs				
7650 Rent	17,300.00	11,700.00	5,600.00	47.86%
7660 Insurance	2,394.14	2,106.92	287.22	13.63%
7850 Repairs & Maintenance	8,359.06	3,081.00	5,278.06	171.31%
7890 Taxes	72.30	62.31	9.99	16.03%
7910 Telecommunication	3,322.67	3,466.45	(143.78)	-4.15%
7950 Utilities	4,124.59	3,684.22	440.37	11.95%
7990 Depreciation Expense	691.72		691.72	
Total Occupancy Costs	36,264.48	24,100.90	12,163.58	50.47%
Total 3- ADMIN EXPENSES	82,193.31	62,093.52	20,099.79	32.37%
4- PERSONNEL				
8510 Salaries & Wages	160,046.57	103,571.17	56,475.40	54.53%
8520 Paid Time Off	9,503.63	516.00	8,987.63	1741.79%
8530 Payroll Taxes	14,629.86	8,712.04	5,917.82	67.93%
8540 Payroll Processing Fees	241.75		241.75	
8550 Workers Comp	1,950.00	2,788.00	(838.00)	-30.06%
8570 Health Insurance	15,690.00		15,690.00	
8571 Health Ins		9,768.00	(9,768.00)	-100.00%
8580 Other Employee Benefits		485.48	(485.48)	-100.00%
8590 Contract Work	4,351.00	1,268.25	3,082.75	243.07%
8615 Employee Recruitment	253.05		253.05	
Total 4- PERSONNEL	206,665.86	127,108.94	79,556.92	62.59%
Total Expenses	738,427.15	641,938.04	96,489.11	15.03%
Net Operating Income	82,211.87	92,105.49	(9,893.62)	-10.74%
Net Income	82,211.87	92,105.49	(9,893.62)	-10.74%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

As of December 31, 2018

1/24/2019

Accrual Basis

	<u>Dec 2018</u>	<u>Jul-Dec 2018</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(57,354.63)	82,211.87
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	245,576.03	30,446.52
(Increase)Decrease in Prepaid Expenses	(950.00)	249.14
(Increase)Decrease in Refundable Deposits	0.00	(900.00)
(Increase)Decrease in Accounts Payable	36,813.87	(42,092.91)
(Increase)Decrease in Payroll Liabilities	4,457.16	3,569.39
(Increase)Decrease in Sales Tx Payable	0.00	0.00
Total Adjustments to Reconcile Net Income to Net Cash	<u>285,897.06</u>	<u>(8,727.86)</u>
Net cash provided by Operating Activities	<u>228,542.43</u>	<u>73,484.01</u>
<u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	0.00	(10,375.92)
(Increase)Decrease in Accumulated Depreciation	172.93	691.72
Net cash provided by Investing Activities	<u>172.93</u>	<u>(9,684.20)</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	228,715.36	63,799.81
Cash at Beginning of period	<u>212,633.91</u>	<u>377,549.46</u>
Cash at End of period	<u><u>441,349.27</u></u>	<u><u>441,349.27</u></u>