

Mendocino County Tourism Commission

Budget vs. Actuals - SUMMARY

July - October, 2018

11/23/2018

Accrual Basis

	Oct 2018				Jul - Oct 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%	298,598.68	298,598.68	0.00	100.00%	895,796.00
4030 County BID adjustments	134,786.69	0.00	134,786.69		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%	157,640.00	142,180.36	15,459.64	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00			0.00	0.00		(26,874.00)
Other Income	1,248.10	3,360.00	(2,111.90)	37.15%	1,309.00	10,140.00	(8,831.00)	12.91%	34,620.00
Total Income	250,094.46	113,554.76	136,539.70	220.24%	592,334.37	450,919.04	141,415.33	131.36%	1,330,083.00
Gross Profit	250,094.46	113,554.76	136,539.70	220.24%	592,334.37	450,919.04	141,415.33	131.36%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE	36,712.19	72,735.00	(36,022.81)	50.47%	141,929.86	290,090.00	(148,160.14)	48.93%	852,000.00
2- VISITOR SVS/PARTNERSHIP	30,468.68	32,667.00	(2,198.32)	93.27%	87,585.68	89,302.00	(1,716.32)	98.08%	159,400.00
3- ADMIN EXPENSES	27,032.79	9,404.00	17,628.79	287.46%	62,368.17	42,991.00	19,377.17	145.07%	114,400.00
4- PERSONNEL	33,756.75	33,441.00	315.75	100.94%	125,850.94	137,354.00	(11,503.06)	91.63%	404,283.00
Total Expenses	127,970.41	148,247.00	(20,276.59)	86.32%	417,734.65	559,737.00	(142,002.35)	74.63%	1,530,083.00
Net Operating Income	122,124.05	(34,692.24)	156,816.29	-352.02%	174,599.72	(108,817.96)	283,417.68	-160.45%	(200,000.00)
Net Income	122,124.05	(34,692.24)	156,816.29	-352.02%	174,599.72	(108,817.96)	283,417.68	-160.45%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	66,666.68	(66,666.68)	0.00%	200,000.00
BALANCE	122,124.05	(18,025.57)	140,149.62	-677.50%	174,599.72	(42,151.28)	216,751.00	-414.22%	0.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July - October, 2018

11/23/2018
 Accrual Basis

	Oct 2018				Jul - Oct 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%	298,598.68	298,598.68	0.00	100.00%	895,796.00
4030 County BID adjustments	134,786.69	0.00	134,786.69		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%	157,640.00	142,180.36	15,459.64	110.87%	426,541.00
4040 County Admin Fee		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	5,000.00	(5,000.00)	0.00%	15,000.00
4830 Event Brochure Ads	1,100.00	1,100.00	0.00	100.00%	1,100.00	1,100.00	0.00	100.00%	7,500.00
4940 Misc. Income	120.00	1,000.00	(880.00)	12.00%	120.00	4,000.00	(3,880.00)	3.00%	12,000.00
4950 Interest Income	28.10	10.00	18.10	281.00%	89.00	40.00	49.00	222.50%	120.00
Total Other Income	1,248.10	3,360.00	(2,111.90)	37.15%	1,309.00	10,140.00	(8,831.00)	12.91%	34,620.00
Total Income	250,094.46	113,554.76	136,539.70	220.24%	592,334.37	450,919.04	141,415.33	131.36%	1,330,083.00
Gross Profit	250,094.46	113,554.76	136,539.70	220.24%	592,334.37	450,919.04	141,415.33	131.36%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	10,570.04	34,333.00	(23,762.96)	30.79%	34,306.03	133,332.00	(99,025.97)	25.73%	412,000.00
5150 Ad Development/Design		833.00	(833.00)	0.00%	2,150.00	3,332.00	(1,182.00)	64.53%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	24.00	3,332.00	(3,308.00)	0.72%	10,000.00
5240 Research & Development		1,667.00	(1,667.00)	0.00%	0.00	6,668.00	(6,668.00)	0.00%	20,000.00
5280 Video Development		2,085.00	(2,085.00)	0.00%	0.00	8,340.00	(8,340.00)	0.00%	25,000.00
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	10,570.04	40,584.00	(30,013.96)	26.04%	36,480.03	158,336.00	(121,855.97)	23.04%	487,000.00
55 Marketing / Public Relations									
5510 Public Relations Contract	6,666.66	8,208.00	(1,541.34)	81.22%	26,666.64	32,832.00	(6,165.36)	81.22%	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	504.80	583.00	(78.20)	86.59%	2,278.02	2,332.00	(53.98)	97.69%	7,000.00
5550 In-Market PR Stunts		250.00	(250.00)	0.00%	0.00	1,000.00	(1,000.00)	0.00%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	0.00	1,168.00	(1,168.00)	0.00%	3,500.00
5610 Travel -PR Related	785.09	625.00	160.09	125.61%	2,023.23	2,500.00	(476.77)	80.93%	7,500.00
5680 Visiting Media FAM Expenses		1,167.00	(1,167.00)	0.00%	813.90	4,668.00	(3,854.10)	17.44%	14,000.00
Total 55 Marketing / Public Relations	16,289.55	19,458.00	(3,168.45)	83.72%	65,113.79	77,832.00	(12,718.21)	83.66%	233,500.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July - October, 2018

11/23/2018
 Accrual Basis

	Oct 2018				Jul - Oct 2018				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		417.00	(417.00)	0.00%	0.00	1,668.00	(1,668.00)	0.00%	5,000.00
5750 Development/ Maintenance	1,656.00	1,667.00	(11.00)	99.34%	6,752.02	6,668.00	84.02	101.26%	20,000.00
5780 Interactive Marketing	97.95	1,250.00	(1,152.05)	7.84%	543.85	5,000.00	(4,456.15)	10.88%	15,000.00
Total 57 Website Maint / Developmen	4,253.95	5,834.00	(1,580.05)	72.92%	17,295.87	23,336.00	(6,040.13)	74.12%	70,000.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Devel	213.37	1,000.00	(786.63)	21.34%	1,632.48	4,000.00	(2,367.52)	40.81%	12,000.00
5820 Consumer & Trade Shows	5,385.28	3,000.00	2,385.28	179.51%	14,447.97	13,250.00	1,197.97	109.04%	15,000.00
5840 State Fair Exhibit		400.00	(400.00)	0.00%	1,618.87	2,000.00	(381.13)	80.94%	5,000.00
5870 Shipping - Travel Shows		292.00	(292.00)	0.00%	692.43	1,168.00	(475.57)	59.28%	3,500.00
5880 Travel - Leisure/Group Sales		1,000.00	(1,000.00)	0.00%	4,448.98	5,500.00	(1,051.02)	80.89%	12,000.00
5885 Travel - Group FAMs		1,000.00	(1,000.00)	0.00%	199.44	4,000.00	(3,800.56)	4.99%	12,000.00
5890 Misc. Sales Opportunities		167.00	(167.00)	0.00%	0.00	668.00	(668.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	5,598.65	6,859.00	(1,260.35)	81.62%	23,040.17	30,586.00	(7,545.83)	75.33%	61,500.00
Total 1- MEDIA & WEBSITE	36,712.19	72,735.00	(36,022.81)	50.47%	141,929.86	290,090.00	(148,160.14)	48.93%	852,000.00
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars		1,000.00	(1,000.00)	0.00%	1,415.00	4,000.00	(2,585.00)	35.38%	12,000.00
6570 In-County Relations	364.61	500.00	(135.39)	72.92%	922.78	2,000.00	(1,077.22)	46.14%	6,000.00
6590 Memberships		667.00	(667.00)	0.00%	255.70	2,668.00	(2,412.30)	9.58%	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	364.61	2,167.00	(1,802.39)	16.83%	13,593.48	18,668.00	(5,074.52)	72.82%	36,000.00
Visitor Services									
6720 Event & Festival Guides	904.13	1,500.00	(595.87)	60.28%	8,239.73	10,800.00	(2,560.27)	76.29%	50,000.00
6730 Incentives & Sponsorships	28,710.00	29,000.00	(290.00)	99.00%	64,170.00	58,000.00	6,170.00	110.64%	71,400.00
6770 Visitor Centers & Signage	489.94	0.00	489.94		1,582.47	1,834.00	(251.53)	86.29%	2,000.00
Total Visitor Services	30,104.07	30,500.00	(395.93)	98.70%	73,992.20	70,634.00	3,358.20	104.75%	123,400.00
Total 2- VISITOR SVS / PARTNERSHIP	30,468.68	32,667.00	(2,198.32)	93.27%	87,585.68	89,302.00	(1,716.32)	98.08%	159,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
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11/23/2018
 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	6,452.50	642.00	5,810.50	1005.06%	9,140.50	2,568.00	6,572.50	355.94%	7,700.00
7060 Bank Fees	26.95	42.00	(15.05)	64.17%	107.80	168.00	(60.20)	64.17%	500.00
7080 Board Development		300.00	(300.00)	0.00%	0.00	600.00	(600.00)	0.00%	4,000.00
7090 Copying & Printing	127.98	167.00	(39.02)	76.63%	829.77	668.00	161.77	124.22%	2,000.00
7100 Dues & Subscriptions	875.28	700.00	175.28	125.04%	4,478.84	3,090.00	1,388.84	144.95%	5,500.00
7130 Legal Fees		250.00	(250.00)	0.00%	0.00	1,000.00	(1,000.00)	0.00%	3,000.00
7140 Licenses & Permits									100.00
7150 Meeting Expenses	548.44	167.00	381.44	328.41%	1,164.10	668.00	496.10	174.27%	2,000.00
7200 Office Expense	7,835.13	595.00	7,240.13	1316.83%	11,676.51	4,845.00	6,831.51	241.00%	9,500.00
7210 Postage & Shipping	347.58	1,250.00	(902.42)	27.81%	2,197.07	5,000.00	(2,802.93)	43.94%	15,000.00
7280 Travel Expenses	890.60	1,250.00	(359.40)	71.25%	3,999.00	5,000.00	(1,001.00)	79.98%	15,000.00
Total General Admin	17,104.46	5,363.00	11,741.46	318.93%	33,593.59	23,607.00	9,986.59	142.30%	64,300.00
Occupancy Costs									
7650 Rent	3,300.00	2,083.00	1,217.00	158.43%	12,600.00	8,332.00	4,268.00	151.22%	25,000.00
7660 Insurance		0.00	0.00		2,329.14	2,650.00	(320.86)	87.89%	3,000.00
7850 Repairs & Maintenance	5,067.26	750.00	4,317.26	675.63%	8,355.56	3,500.00	4,855.56	238.73%	7,500.00
7890 Taxes		0.00	0.00		62.30	70.00	(7.70)	89.00%	100.00
7910 Telecommunication	603.21	500.00	103.21	120.64%	2,405.41	2,000.00	405.41	120.27%	6,000.00
7950 Utilities	789.18	708.00	81.18	111.47%	2,676.31	2,832.00	(155.69)	94.50%	8,500.00
7990 Depreciation Expense	172.93		172.93		345.86	0.00	345.86		0.00
Total Occupancy Costs	9,932.58	4,041.00	5,891.58	245.80%	28,774.58	19,384.00	9,390.58	148.45%	50,100.00
Total 3- ADMIN EXPENSES	27,037.04	9,404.00	17,633.04	287.51%	62,368.17	42,991.00	19,377.17	145.07%	114,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July - October, 2018

11/23/2018
 Accrual Basis

	Oct 2018				Jul - Oct 2018				Annual Budget
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4- PERSONNEL									
8510 Salaries & Wages	28,161.72	28,034.00	127.72	100.46%	99,900.24	112,136.00	(12,235.76)	89.09%	336,404.00
8520 Paid Time Off	1,119.69		1,119.69		1,802.19	0.00	1,802.19		
8530 Payroll Taxes	2,497.84	1,792.00	705.84	139.39%	9,027.71	7,168.00	1,859.71	125.94%	21,500.00
8540 Payroll Processing Fees	31.50	28.00	3.50	112.50%	176.75	112.00	64.75	157.81%	336.00
8550 Workers Comp	(1,221.00)	0.00	(1,221.00)		1,950.00	3,000.00	(1,050.00)	65.00%	3,000.00
8570 Health Insurance	2,798.00	2,875.00	(77.00)	97.32%	9,542.00	11,500.00	(1,958.00)	82.97%	34,500.00
8580 Other Employee Benefits		292.00	(292.00)	0.00%	0.00	1,168.00	(1,168.00)	0.00%	3,500.00
8590 Contract Work	369.00	295.00	74.00	125.08%	3,199.00	1,770.00	1,429.00	180.73%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	253.05	500.00	(246.95)	50.61%	1,500.00
Total 4- PERSONNEL	33,756.75	33,441.00	315.75	100.94%	125,850.94	137,354.00	(11,503.06)	91.63%	404,283.00
Total Expenses	127,974.66	148,247.00	(20,272.34)	86.33%	417,734.65	559,737.00	(142,002.35)	74.63%	1,530,083.00
Net Operating Income	122,119.80	(34,692.24)	156,812.04	-352.01%	174,599.72	(108,817.96)	283,417.68	-160.45%	(200,000.00)
Net Income	122,119.80	(34,692.24)	156,812.04	-352.01%	174,599.72	(108,817.96)	283,417.68	-160.45%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	66,666.68	(66,666.68)	0.00%	200,000.00
BALANCE	122,119.80	(18,025.57)	140,145.37	-677.48%	174,599.72	(42,151.28)	216,751.00	-414.22%	0.00

Mendocino County Tourism Commission

Balance Sheet

As of October 31, 2018

11/23/2018
Accrual Basis

	Oct 31, 2018	Oct 31, 2017	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	90,715.93	331,977.65	(241,261.72)	-72.67%
1020 MLCU Savings	132,375.01	132,198.34	176.67	0.13%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	223,190.94	464,275.99	(241,085.05)	-51.93%
Accounts Receivable				
1100 Accounts Receivable	592,345.37	378,601.31	213,744.06	56.46%
Total Accounts Receivable	592,345.37	378,601.31	213,744.06	56.46%
Other Current Assets				
1230 Prepaid Expenses	7,035.00	9,190.00	(2,155.00)	-23.45%
1250 Refundable Deposits	3,736.00	2,350.00	1,386.00	58.98%
Total Other Current Assets	10,771.00	11,540.00	(769.00)	-6.66%
Total Current Assets	826,307.31	854,417.30	(28,109.99)	-3.29%
Fixed Assets				
1510 Furniture and Equipment	56,760.92	46,385.00	10,375.92	22.37%
1600 Accumulated Depreciation	(46,730.86)	(46,385.00)	(345.86)	-0.75%
Total Fixed Assets	10,030.06	0.00	10,030.06	
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	836,337.37	854,417.30	(18,079.93)	-2.12%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	32,691.93	51,959.84	(19,267.91)	-37.08%
Total Accounts Payable	32,691.93	51,959.84	(19,267.91)	-37.08%
Other Current Liabilities				
Payroll Liabilities				
2230 CA SUI / ETT	233.25	0.00	233.25	
2240 FUTA Payable	47.33	0.00	47.33	
2270 Accrued Payroll	11,714.17	8,650.17	3,064.00	35.42%
2275 Accrued PTO	2,805.90	440.48	2,365.42	537.01%
Total Payroll Liabilities	14,800.65	9,090.65	5,710.00	62.81%
Total Other Current Liabilities	14,800.65	9,090.65	5,710.00	62.81%
Total Current Liabilities	47,492.58	61,050.49	(13,557.91)	-22.21%
Total Liabilities	47,492.58	61,050.49	(13,557.91)	-22.21%

Mendocino County Tourism Commission

Balance Sheet

As of October 31, 2018

11/23/2018
Accrual Basis

	Oct 31, 2018	Oct 31, 2017	Change	% Change
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	174,599.72	140,291.07	34,308.65	24.46%
Total Equity	788,844.79	793,366.81	(4,522.02)	-0.57%
TOTAL LIABILITIES AND EQUITY	836,337.37	854,417.30	(18,079.93)	-2.12%

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

11/23/2018
 Accrual Basis

	Jul - Oct, 2018	Jul - Oct, 2017	Change	% Change
Income				
4030 County BID	298,598.68	295,506.36	3,092.32	1.05%
4031 County BID adjustments	134,786.69	68,162.79	66,623.90	97.74%
4035 County 50% Match	157,640.00	145,176.00	12,464.00	8.59%
Other Income				
4830 Event Brochure Ads	1,100.00	0.00	1,100.00	
4940 Misc. Income	120.00	1,987.05	(1,867.05)	-93.96%
4950 Interest Income	89.00	40.49	48.51	119.81%
Total Other Income	1,309.00	2,027.54	(718.54)	-35.44%
Total Income	592,334.37	510,872.69	81,461.68	15.95%
Gross Profit	592,334.37	510,872.69	81,461.68	15.95%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	34,306.03	59,737.39	(25,431.36)	-42.57%
5150 Ad Development/Design	2,150.00	2,114.25	35.75	1.69%
5170 Photography	24.00	350.00	(326.00)	-93.14%
5280 Video Development	0.00	137.00	(137.00)	-100.00%
Total 50 Advertising / Media	36,480.03	62,338.64	(25,858.61)	-41.48%
55 Marketing / Public Relations				
5510 Public Relations Contract	26,666.64	32,066.64	(5,400.00)	-16.84%
5520 Marketing Agency Contract	33,332.00	33,332.00	0.00	0.00%
5530 Marketing & Comm. Coordinator	0.00	22,000.00	(22,000.00)	-100.00%
5540 Clipping Service	2,278.02	2,159.72	118.30	5.48%
5560 Media Events	0.00	2,162.02	(2,162.02)	-100.00%
5610 Travel -PR Related	2,023.23	684.03	1,339.20	195.78%
5680 Visiting Media FAM Expenses	813.90	3,508.54	(2,694.64)	-76.80%
Total 55 Marketing / Public Relations	65,113.79	95,912.95	(30,799.16)	-32.11%
57 Website Maint / Development				
5710 Interactive Media Coordinator	10,000.00	10,000.00	0.00	0.00%
5750 Development/ Maintenance	6,752.02	2,400.00	4,352.02	181.33%
5780 Interactive Marketing	543.85	788.00	(244.15)	-30.98%
Total 57 Website Maint / Development	17,295.87	13,188.00	4,107.87	31.15%

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

11/23/2018
 Accrual Basis

	Jul - Oct, 2018	Jul - Oct, 2017	Change	% Change
58 Leisure / Group Sales				
5805 Sales Manager Contract	0.00	16,666.64	(16,666.64)	-100.00%
5810 Promotion Items, Booth Develop	1,632.48	11,750.81	(10,118.33)	-86.11%
5820 Consumer & Trade Shows	14,447.97	1,140.18	13,307.79	1167.17%
5840 State Fair Exhibit	1,618.87	0.00	1,618.87	
5870 Shipping - Travel Shows	692.43	10.03	682.40	6803.59%
5880 Travel - Leisure/Group Sales	4,448.98	1,458.47	2,990.51	205.04%
5885 Travel - Group FAMs	199.44	2,005.57	(1,806.13)	-90.06%
Total 58 Leisure / Group Sales	23,040.17	33,031.70	(9,991.53)	-30.25%
Total 1- MEDIA & WEBSITE	141,929.86	204,471.29	(62,541.43)	-30.59%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	1,415.00	2,097.90	(682.90)	-32.55%
6570 In-County Relations	922.78	1,114.17	(191.39)	-17.18%
6590 Memberships	255.70	6,608.68	(6,352.98)	-96.13%
6610 North Coast Tourism Council	11,000.00	10,000.00	1,000.00	10.00%
Total Partnerships	13,593.48	19,820.75	(6,227.27)	-31.42%
Visitor Services				
6720 Event & Festival Guides	8,239.73	8,005.44	234.29	2.93%
6730 Incentives & Sponsorships	64,170.00	16,550.00	47,620.00	287.73%
6770 Visitor Centers & Signage	1,582.47	0.00	1,582.47	
Total Visitor Services	73,992.20	24,555.44	49,436.76	201.33%
Total 2- VISITOR SVS / PARTNERSHIPS	87,585.68	44,376.19	43,209.49	97.37%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	9,140.50	7,052.28	2,088.22	29.61%
7060 Bank Fees	107.80	250.80	(143.00)	-57.02%
7090 Copying & Printing	829.77	727.28	102.49	14.09%
7100 Dues & Subscriptions	4,478.84	0.00	4,478.84	
7130 Legal Fees	0.00	1,350.00	(1,350.00)	-100.00%
7150 Meeting Expenses	1,164.10	481.20	682.90	141.92%
7200 Office Expense	11,676.51	4,691.67	6,984.84	148.88%
7210 Postage & Shipping	2,197.07	1,724.12	472.95	27.43%
7280 Travel Expenses	3,999.00	4,306.81	(307.81)	-7.15%
Total General Admin	33,593.59	20,584.16	13,009.43	63.20%

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

11/23/2018
 Accrual Basis

	Jul - Oct, 2018	Jul - Oct, 2017	Change	% Change
Occupancy Costs				
7650 Rent	12,600.00	7,800.00	4,800.00	61.54%
7660 Insurance	2,329.14	2,106.92	222.22	10.55%
7850 Repairs & Maintenance	8,355.56	2,219.00	6,136.56	276.55%
7890 Taxes	62.30	62.31	(0.01)	-0.02%
7910 Telecommunication	2,405.41	2,382.44	22.97	0.96%
7950 Utilities	2,676.31	2,419.00	257.31	10.64%
7990 Depreciation Expense	345.86	0.00	345.86	
Total Occupancy Costs	28,774.58	16,989.67	11,784.91	69.37%
Total 3- ADMIN EXPENSES	62,368.17	37,573.83	24,794.34	65.99%
4- PERSONNEL				
8510 Salaries & Wages	99,900.24	68,014.86	31,885.38	46.88%
8520 Paid Time Off	1,802.19	516.00	1,286.19	249.26%
8530 Payroll Taxes	9,027.71	5,149.20	3,878.51	75.32%
8540 Payroll Processing Fees	176.75	0.00	176.75	
8550 Workers Comp	1,950.00	2,788.00	(838.00)	-30.06%
8570 Health Insurance	9,542.00	0.00	9,542.00	
8571 Health Ins	0.00	6,424.00	(6,424.00)	-100.00%
8590 Contract Work	3,199.00	1,268.25	1,930.75	152.24%
8615 Employee Recruitment	253.05	0.00	253.05	
Total 4- PERSONNEL	125,850.94	84,160.31	41,690.63	49.54%
Total Expenses	417,734.65	370,581.62	47,153.03	12.72%
Net Operating Income	174,599.72	140,291.07	34,308.65	24.46%
Net Income	174,599.72	140,291.07	34,308.65	24.46%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

11/23/2018
 Accrual Basis

As of October 30, 2018

	<u>Oct 2018</u>	<u>Jul-Oct 2018</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	122,119.80	174,599.72
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(250,066.36)	(258,661.99)
(Increase)Decrease in Prepaid Expenses	0.00	349.14
(Increase)Decrease in Refundable Deposits	900.00	(900.00)
(Increase)Decrease in Accounts Payable	1,429.76	(60,071.35)
(Increase)Decrease in Payroll Liabilities	41.34	(1,070.97)
(Increase)Decrease in Sales Tx Payable	0.00	0.00
Total Adjustments to Reconcile Net Income to Net Cash	<u>(247,695.26)</u>	<u>(320,355.17)</u>
Net cash provided by Operating Activities	<u>(125,575.46)</u>	<u>(145,755.45)</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	345.86
Net cash provided by Investing Activities	<u>172.93</u>	<u>(10,030.06)</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	(125,398.28)	(154,358.52)
Cash at Beginning of period	348,589.22	377,549.46
Cash at End of period	<u><u>223,190.94</u></u>	<u><u>223,190.94</u></u>