

Mendocino County Tourism Commission
Budget vs. Actuals: SUMMARY

6/20/2019

July 2018 - May 2019

	May 2019				Jul 2018 - May 2019				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%	821,146.37	821,146.37	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		95,024.97	0.00	95,024.97		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	433,510.00	390,995.99	42,514.01	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income	31.18	2,260.00	(2,228.82)	1.38%	6,897.21	32,360.00	(25,462.79)	21.31%	34,620.00
Total Income	114,090.85	112,454.76	1,636.09	101.45%	1,356,578.55	1,244,502.36	112,076.19	109.01%	1,330,083.00
Gross Profit	114,090.85	112,454.76	1,636.09	101.45%	1,356,578.55	1,244,502.36	112,076.19	109.01%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE	86,876.27	71,401.00	15,475.27	121.67%	805,571.39	800,911.00	4,660.39	100.58%	872,000.00
2- VISITOR SVS / PARTNERSHIPS	5,599.20	2,167.00	3,432.20	258.38%	147,167.41	142,131.00	5,036.41	103.54%	144,400.00
3- ADMIN EXPENSES	13,523.87	8,037.33	5,486.54	168.26%	147,469.05	100,956.63	46,512.42	146.07%	109,400.00
4- PERSONNEL	32,402.16	33,441.00	(1,038.84)	96.89%	363,026.29	370,851.00	(7,824.71)	97.89%	404,283.00
Total Expenses	138,401.50	115,046.33	23,355.17	120.30%	1,463,234.14	1,414,849.63	48,384.51	103.42%	1,530,083.00
Net Operating Income	(24,310.65)	(2,591.57)	(21,719.08)	938.07%	(106,655.59)	(170,347.27)	63,691.68	62.61%	(200,000.00)
Net Income	(24,310.65)	(2,591.57)	(21,719.08)	938.07%	(106,655.59)	(170,347.27)	63,691.68	62.61%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	183,333.37	(183,333.37)	0.00%	200,000.00
BALANCE	(24,310.65)	14,075.10	(38,385.75)	-172.72%	(106,655.59)	12,986.10	(119,641.69)	-821.31%	0.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July 2018 - May 2019

6/20/2019

	May 2019				Jul 2018 - May 2019				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%	821,146.37	821,146.37	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		95,024.97	0.00	95,024.97		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	433,510.00	390,995.99	42,514.01	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	13,750.00	(13,750.00)	0.00%	15,000.00
4830 Event Brochure Ads		0.00	0.00		1,350.00	7,500.00	(6,150.00)	18.00%	7,500.00
4940 Misc. Income		1,000.00	(1,000.00)	0.00%	5,250.00	11,000.00	(5,750.00)	47.73%	12,000.00
4950 Interest Income	31.18	10.00	21.18	311.80%	297.21	110.00	187.21	270.19%	120.00
Total Other Income	31.18	2,260.00	(2,228.82)	1.38%	6,897.21	32,360.00	(25,462.79)	21.31%	34,620.00
Total Income	114,090.85	112,454.76	1,636.09	101.45%	1,356,578.55	1,244,502.36	112,076.19	109.01%	1,330,083.00
Gross Profit	114,090.85	112,454.76	1,636.09	101.45%	1,356,578.55	1,244,502.36	112,076.19	109.01%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	65,809.62	38,250.00	27,559.62	172.05%	470,769.73	420,750.00	50,019.73	111.89%	459,000.00
5150 Ad Development/Design		833.00	(833.00)	0.00%	17,475.00	9,163.00	8,312.00	190.71%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	324.00	9,163.00	(8,839.00)	3.54%	10,000.00
5240 Research & Development		833.00	(833.00)	0.00%	10,000.00	9,163.00	837.00	109.13%	10,000.00
5280 Video Development		2,085.00	(2,085.00)	0.00%	5,294.42	22,935.00	(17,640.58)	23.08%	25,000.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	0.00	9,163.00	(9,163.00)	0.00%	10,000.00
Total 50 Advertising / Media	65,809.62	43,667.00	22,142.62	150.71%	503,863.15	480,337.00	23,526.15	104.90%	524,000.00
55 Marketing / Public Relations									
5510 Public Relations Contract	6,666.66	8,208.00	(1,541.34)	81.22%	73,333.26	90,288.00	(16,954.74)	81.22%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	91,663.00	91,663.00	0.00	100.00%	100,000.00
5540 Clipping Service	548.36	583.00	(34.64)	94.06%	6,036.58	6,413.00	(376.42)	94.13%	7,000.00
5550 In-Market PR Stunts		83.33	(83.33)	0.00%	290.20	916.63	(626.43)	31.66%	1,000.00
5560 Media Events	405.00	292.00	113.00	138.70%	3,859.03	3,212.00	647.03	120.14%	3,500.00
5610 Travel -PR Related	654.71	625.00	29.71	104.75%	4,192.15	6,875.00	(2,682.85)	60.98%	7,500.00
5680 Visiting Media FAM Expenses	544.41	750.00	(205.59)	72.59%	7,389.82	8,250.00	(860.18)	89.57%	9,000.00
Total 55 Marketing / Public Relations	17,152.14	18,874.33	(1,722.19)	90.88%	186,764.04	207,617.63	(20,853.59)	89.96%	226,500.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July 2018 - May 2019

6/20/2019

	May 2019				Jul 2018 - May 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%	25,000.00	27,500.00	(2,500.00)	90.91%	30,000.00
5740 Content Creation		417.00	(417.00)	0.00%	6,138.63	4,587.00	1,551.63	133.83%	5,000.00
5750 Development/ Maintenance	1,740.42	1,667.00	73.42	104.40%	18,814.84	18,337.00	477.84	102.61%	20,000.00
5780 Interactive Marketing	88.95	416.67	(327.72)	21.35%	1,146.50	4,583.37	(3,436.87)	25.01%	5,000.00
Total 57 Website Maint / Developmen	1,829.37	5,000.67	(3,171.30)	36.58%	51,099.97	55,007.37	(3,907.40)	92.90%	60,000.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Devel	1,875.13	1,000.00	875.13	187.51%	15,285.02	11,000.00	4,285.02	138.95%	12,000.00
5820 Consumer & Trade Shows		0.00	0.00		21,440.82	15,000.00	6,440.82	142.94%	15,000.00
5840 State Fair Exhibit		400.00	(400.00)	0.00%	4,200.65	4,600.00	(399.35)	91.32%	5,000.00
5870 Shipping - Travel Shows	20.22	292.00	(271.78)	6.92%	3,543.01	3,212.00	331.01	110.31%	3,500.00
5880 Travel - Leisure/Group Sales	20.30	1,000.00	(979.70)	2.03%	12,680.20	11,300.00	1,380.20	112.21%	12,000.00
5885 Travel - Group FAMs	169.49	1,000.00	(830.51)	16.95%	6,694.53	11,000.00	(4,305.47)	60.86%	12,000.00
5890 Misc. Sales Opportunities		167.00	(167.00)	0.00%	0.00	1,837.00	(1,837.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	2,085.14	3,859.00	(1,773.86)	54.03%	63,844.23	57,949.00	5,895.23	110.17%	61,500.00
Total 1- MEDIA & WEBSITE	86,876.27	71,401.00	15,475.27	121.67%	805,571.39	800,911.00	4,660.39	100.58%	872,000.00
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars	307.48	1,000.00	(692.52)	30.75%	6,849.65	11,000.00	(4,150.35)	62.27%	12,000.00
6570 In-County Relations	756.21	500.00	256.21	151.24%	8,637.02	5,500.00	3,137.02	157.04%	6,000.00
6590 Memberships	884.00	667.00	217.00	132.53%	7,114.00	7,337.00	(223.00)	96.96%	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	1,947.69	2,167.00	(219.31)	89.88%	33,600.67	33,837.00	(236.33)	99.30%	36,000.00
Visitor Services									
6720 Event & Festival Guides	2,509.57	0.00	2,509.57		27,174.63	31,000.00	(3,825.37)	87.66%	35,000.00
6730 Incentives & Sponsorships	1,000.00	0.00	1,000.00		84,610.00	75,400.00	9,210.00	112.21%	71,400.00
6770 Visitor Centers & Signage	141.94	0.00	141.94		1,782.11	1,894.00	(111.89)	94.09%	2,000.00
Total Visitor Services	3,651.51	0.00	3,651.51		113,566.74	108,294.00	5,272.74	104.87%	108,400.00
Total 2- VISITOR SVS / PARTNERSHIP	5,599.20	2,167.00	3,432.20	258.38%	147,167.41	142,131.00	5,036.41	103.54%	144,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
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6/20/2019

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3- ADMIN EXPENSES									
General Admin									
7010 Accounting	271.25	642.00	(370.75)	42.25%	14,312.25	7,062.00	7,250.25	202.67%	7,700.00
7060 Bank Fees	273.24	42.00	231.24	650.57%	465.99	462.00	3.99	100.86%	500.00
7080 Board Development	3,714.71	0.00	3,714.71		5,525.86	3,581.00	1,944.86	154.31%	4,000.00
7090 Copying & Printing	441.27	167.00	274.27	264.23%	3,547.90	1,837.00	1,710.90	193.14%	2,000.00
7100 Dues & Subscriptions	1,106.47	300.00	806.47	368.82%	11,431.84	5,200.00	6,231.84	219.84%	5,500.00
7130 Legal Fees		250.00	(250.00)	0.00%	690.00	2,750.00	(2,060.00)	25.09%	3,000.00
7140 Licenses & Permits		0.00	0.00		0.00	100.00	(100.00)	0.00%	100.00
7150 Meeting Expenses	26.79	167.00	(140.21)	16.04%	2,822.93	1,837.00	985.93	153.67%	2,000.00
7200 Office Expense	1,718.97	595.00	1,123.97	288.90%	26,119.71	8,910.00	17,209.71	293.15%	9,500.00
7210 Postage & Shipping	327.28	833.33	(506.05)	39.27%	3,645.25	9,166.63	(5,521.38)	39.77%	10,000.00
7280 Travel Expenses	488.79	1,250.00	(761.21)	39.10%	10,004.57	13,750.00	(3,745.43)	72.76%	15,000.00
Total General Admin	8,368.77	4,246.33	4,122.44	197.08%	78,566.30	54,655.63	23,910.67	143.75%	59,300.00
Occupancy Costs									
7650 Rent	2,350.00	2,083.00	267.00	112.82%	28,150.00	22,913.00	5,237.00	122.86%	25,000.00
7660 Insurance		0.00	0.00		3,000.83	3,000.00	0.83	100.03%	3,000.00
7850 Repairs & Maintenance	395.95	500.00	(104.05)	79.19%	19,245.41	7,000.00	12,245.41	274.93%	7,500.00
7890 Taxes		0.00	0.00		72.30	100.00	(27.70)	72.30%	100.00
7910 Telecommunication	1,068.72	500.00	568.72	213.74%	7,325.60	5,500.00	1,825.60	133.19%	6,000.00
7950 Utilities	1,059.11	708.00	351.11	149.59%	9,104.15	7,788.00	1,316.15	116.90%	8,500.00
7990 Depreciation Expense	281.32		281.32		2,004.46	0.00	2,004.46		0.00
Total Occupancy Costs	5,155.10	3,791.00	1,364.10	135.98%	68,902.75	46,301.00	22,601.75	148.81%	50,100.00
Total 3- ADMIN EXPENSES	13,523.87	8,037.33	5,486.54	168.26%	147,469.05	100,956.63	46,512.42	146.07%	109,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July 2018 - May 2019

6/20/2019

	May 2019				Jul 2018 - May 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
4- PERSONNEL									
8510 Salaries & Wages	26,670.01	28,034.00	(1,363.99)	95.13%	286,939.78	308,374.00	(21,434.22)	93.05%	336,404.00
8520 Paid Time Off	461.54		461.54		9,965.17	0.00	9,965.17		
8530 Payroll Taxes	2,092.01	1,792.00	300.01	116.74%	26,453.93	19,712.00	6,741.93	134.20%	21,500.00
8540 Payroll Processing Fees	49.00	28.00	21.00	175.00%	993.75	308.00	685.75	322.65%	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	2,700.00	2,875.00	(175.00)	93.91%	28,340.00	31,625.00	(3,285.00)	89.61%	34,500.00
8580 Other Employee Benefits		292.00	(292.00)	0.00%	0.00	3,212.00	(3,212.00)	0.00%	3,500.00
8590 Contract Work	429.60	295.00	134.60	145.63%	8,082.60	3,245.00	4,837.60	249.08%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	301.06	1,375.00	(1,073.94)	21.90%	1,500.00
Total 4- PERSONNEL	32,402.16	33,441.00	(1,038.84)	96.89%	363,026.29	370,851.00	(7,824.71)	97.89%	404,283.00
Total Expenses	138,401.50	115,046.33	23,355.17	120.30%	1,463,234.14	1,414,849.63	48,384.51	103.42%	1,530,083.00
Net Operating Income	(24,310.65)	(2,591.57)	(21,719.08)	938.07%	(106,655.59)	(170,347.27)	63,691.68	62.61%	(200,000.00)
Net Income	(24,310.65)	(2,591.57)	(21,719.08)	938.07%	(106,655.59)	(170,347.27)	63,691.68	62.61%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	183,333.37	(183,333.37)	0.00%	200,000.00
BALANCE	(24,310.65)	14,075.10	(38,385.75)	-172.72%	(106,655.59)	12,986.10	(119,641.69)	-821.31%	0.00

Mendocino County Tourism Commission

Balance Sheet

6/20/2019

As of May 31, 2019

	As of May 31, 2019	As of May 31, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	213,829.42	103,683.92	110,145.50	106.23%
1020 MLCU Savings	140,945.48	132,275.14	8,670.34	6.55%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	354,874.90	236,059.06	118,815.84	50.33%
Accounts Receivable				
1100 Accounts Receivable	188,709.34	471,861.41	(283,152.07)	-60.01%
Total Accounts Receivable	188,709.34	471,861.41	(283,152.07)	-60.01%
Other Current Assets				
1230 Prepaid Expenses	5,421.60	8,884.14	(3,462.54)	-38.97%
1250 Refundable Deposits	4,636.00	2,350.00	2,286.00	97.28%
Total Other Current Assets	10,057.60	11,234.14	(1,176.54)	-10.47%
Total Current Assets	553,641.84	719,154.61	(165,512.77)	-23.01%
Fixed Assets				
1510 Furniture and Equipment	61,789.14	46,385.00	15,404.14	33.21%
1600 Accumulated Depreciation	(48,389.46)	(46,385.00)	(2,004.46)	-4.32%
Total Fixed Assets	13,399.68	0.00	13,399.68	
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	567,041.52	719,154.61	(152,113.09)	-21.15%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	44,758.15	25,537.95	19,220.20	75.26%
Total Accounts Payable	44,758.15	25,537.95	19,220.20	75.26%
Other Current Liabilities				
2800 Sales Tx Payable (deleted)	0.00	69.60	(69.60)	-100.00%
Payroll Liabilities				
2210 Federal Taxes (941/944)	154.61	1,239.68	(1,085.07)	-87.53%
2220 CA PIT / SDI	2.78	293.62	(290.84)	-99.05%
2230 CA SUI / ETT	14.76	478.57	(463.81)	-96.92%
2240 FUTA Payable	1.67	50.37	(48.70)	-96.68%
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	14,693.89	11,152.89	3,541.00	31.75%

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

6/20/2019

	As of May 31, 2019	As of May 31, 2018	Change	% Change
Total Other Current Liabilities	14,693.89	11,222.49	3,471.40	30.93%
Total Current Liabilities	59,452.04	36,760.44	22,691.60	61.73%
Total Liabilities	59,452.04	36,760.44	22,691.60	61.73%
Equity				
3100 Contingency-Restricted	152,650.09	132,044.00	20,606.09	15.61%
3900 Unrestricted Net Assets (RE)	461,594.98	521,031.74	(59,436.76)	-11.41%
Net Income	(106,655.59)	29,318.43	(135,974.02)	-463.78%
Total Equity	507,589.48	682,394.17	(174,804.69)	-25.62%
TOTAL LIABILITIES AND EQUITY	567,041.52	719,154.61	(152,113.09)	-21.15%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July 2018 - May 2019

6/20/2019

	Jul 2018 - May 2019	Jul 2017 - May 2018	Change	% Change
Income				
4030 County BID	821,146.37	812,642.49	8,503.88	1.05%
4031 County BID adjustments	95,024.97	56,795.43	38,229.54	67.31%
4035 County 50% Match	433,510.00	399,234.00	34,276.00	8.59%
Other Income				
4830 Event Brochure Ads	1,350.00	0.00	1,350.00	
4940 Misc. Income	5,250.00	7,179.00	(1,929.00)	-26.87%
4950 Interest Income	297.21	117.29	179.92	153.40%
Total Other Income	6,897.21	7,296.29	(399.08)	-5.47%
Total Income	1,356,578.55	1,275,968.21	80,610.34	6.32%
Gross Profit	1,356,578.55	1,275,968.21	80,610.34	6.32%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	470,769.73	282,344.06	188,425.67	66.74%
5150 Ad Development/Design	17,475.00	3,770.08	13,704.92	363.52%
5170 Photography	324.00	607.58	(283.58)	-46.67%
5240 Research & Development	10,000.00	0.00	10,000.00	
5280 Video Development	5,294.42	54,102.67	(48,808.25)	-90.21%
Total 50 Advertising / Media	503,863.15	340,824.39	163,038.76	47.84%
55 Marketing / Public Relations				
5510 Public Relations Contract	73,333.26	78,733.26	(5,400.00)	-6.86%
5520 Marketing Agency Contract	91,663.00	91,663.00	0.00	0.00%
5530 Marketing & Comm. Coordinator	0.00	55,000.00	(55,000.00)	-100.00%
5540 Clipping Service	6,036.58	6,325.28	(288.70)	-4.56%
5550 In-Market PR Stunts	290.20	216.00	74.20	34.35%
5560 Media Events	3,859.03	8,755.22	(4,896.19)	-55.92%
5610 Travel -PR Related	4,192.15	5,692.81	(1,500.66)	-26.36%
5680 Visiting Media FAM Expenses	7,389.82	9,803.62	(2,413.80)	-24.62%
Total 55 Marketing / Public Relations	186,764.04	256,189.19	(69,425.15)	-27.10%
57 Website Maint / Development				
5710 Interactive Media Coordinator	25,000.00	27,500.00	(2,500.00)	-9.09%
5740 Content Creation	6,138.63	0.00	6,138.63	
5750 Development/ Maintenance	18,814.84	67,240.34	(48,425.50)	-72.02%
5780 Interactive Marketing	1,146.50	2,058.69	(912.19)	-44.31%
Total 57 Website Maint / Development	51,099.97	96,799.03	(45,699.06)	-47.21%
58 Leisure / Group Sales				
5805 Sales Manager Contract	0.00	41,666.60	(41,666.60)	-100.00%
5810 Promotion Items, Booth Develop	15,285.02	21,663.00	(6,377.98)	-29.44%
5820 Consumer & Trade Shows	21,440.82	16,517.48	4,923.34	29.81%

Mendocino County Tourism Commission

Profit and Loss Comparison

6/20/2019

July 2018 - May 2019

	Jul 2018 - May 2019	Jul 2017 - May 2018	Change	% Change
5840 State Fair Exhibit	4,200.65	0.00	4,200.65	
5870 Shipping - Travel Shows	3,543.01	1,910.08	1,632.93	85.49%
5880 Travel - Leisure/Group Sales	12,680.20	9,541.25	3,138.95	32.90%
5885 Travel - Group FAMs	6,694.53	2,005.57	4,688.96	233.80%
5890 Misc. Sales Opportunities	0.00	292.46	(292.46)	-100.00%
Total 58 Leisure / Group Sales	63,844.23	93,596.44	(29,752.21)	-31.79%
Total 1- MEDIA & WEBSITE	805,571.39	787,409.05	18,162.34	2.31%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	6,849.65	2,780.44	4,069.21	146.35%
6570 In-County Relations	8,637.02	2,504.71	6,132.31	244.83%
6590 Memberships	7,114.00	9,186.28	(2,072.28)	-22.56%
6610 North Coast Tourism Council	11,000.00	10,000.00	1,000.00	10.00%
Total Partnerships	33,600.67	24,471.43	9,129.24	37.31%
Visitor Services				
6720 Event & Festival Guides	27,174.63	39,434.41	(12,259.78)	-31.09%
6730 Incentives & Sponsorships	84,610.00	49,275.00	35,335.00	71.71%
6770 Visitor Centers & Signage	1,782.11	265.71	1,516.40	570.70%
Retail Store	0.00	895.00	(895.00)	-100.00%
Total Visitor Services	113,566.74	89,870.12	23,696.62	26.37%
Total 2- VISITOR SVS / PARTNERSHIPS	147,167.41	114,341.55	32,825.86	28.71%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	14,312.25	18,387.19	(4,074.94)	-22.16%
7060 Bank Fees	465.99	493.89	(27.90)	-5.65%
7080 Board Development	5,525.86	3,417.87	2,107.99	61.68%
7090 Copying & Printing	3,547.90	3,066.27	481.63	15.71%
7100 Dues & Subscriptions	11,431.84	0.00	11,431.84	
7130 Legal Fees	690.00	2,132.50	(1,442.50)	-67.64%
7140 Licenses & Permits	0.00	105.00	(105.00)	-100.00%
7150 Meeting Expenses	2,822.93	3,064.22	(241.29)	-7.87%
7200 Office Expense	26,119.71	16,596.86	9,522.85	57.38%
7210 Postage & Shipping	3,645.25	4,420.88	(775.63)	-17.54%
7280 Travel Expenses	10,004.57	10,178.99	(174.42)	-1.71%
Total General Admin	78,566.30	61,863.67	16,702.63	27.00%
Occupancy Costs				
7650 Rent	28,150.00	21,450.00	6,700.00	31.24%
7660 Insurance	3,000.83	2,681.78	319.05	11.90%
7850 Repairs & Maintenance	19,245.41	5,636.00	13,609.41	241.47%
7890 Taxes	72.30	72.31	(0.01)	-0.01%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July 2018 - May 2019

6/20/2019

	Jul 2018 - May 2019	Jul 2017 - May 2018	Change	% Change
7910 Telecommunication	7,325.60	6,244.03	1,081.57	17.32%
7950 Utilities	9,104.15	7,239.12	1,865.03	25.76%
7990 Depreciation Expense	2,004.46	0.00	2,004.46	
Total Occupancy Costs	68,902.75	43,323.24	25,579.51	59.04%
Total 3- ADMIN EXPENSES	147,469.05	105,186.91	42,282.14	40.20%
4- PERSONNEL				
8510 Salaries & Wages	286,939.78	189,411.17	97,528.61	51.49%
8520 Paid Time Off	9,965.17	1,283.44	8,681.73	676.44%
8530 Payroll Taxes	26,453.93	17,782.24	8,671.69	48.77%
8540 Payroll Processing Fees	993.75	748.09	245.66	32.84%
8550 Workers Comp	1,950.00	2,788.00	(838.00)	-30.06%
8570 Health Insurance	28,340.00	17,467.50	10,872.50	62.24%
8580 Other Employee Benefits	0.00	485.48	(485.48)	-100.00%
8590 Contract Work	8,082.60	8,212.00	(129.40)	-1.58%
8615 Employee Recruitment	301.06	1,534.35	(1,233.29)	-80.38%
Total 4- PERSONNEL	363,026.29	239,712.27	123,314.02	51.44%
Total Expenses	1,463,234.14	1,246,649.78	216,584.36	17.37%
Net Operating Income	(106,655.59)	29,318.43	(135,974.02)	-463.78%
Net Income	(106,655.59)	29,318.43	(135,974.02)	-463.78%

**Mendocino County Tourism Commission, Inc.
Statement of Cash Flows**

6/20/2019
Accrual Basis

As of May 31, 2019

	<u>May 2019</u>	<u>Jul 18 - May 19</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(24,310.65)	(106,655.59)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	96,022.14	144,974.04
(Increase)Decrease in Prepaid Expenses	(2,565.29)	1,962.54
(Increase)Decrease in Refundable Deposits	0.00	(1,800.00)
(Increase)Decrease in Accounts Payable	18,078.78	(46,578.14)
(Increase)Decrease in Payroll Liabilities	(580.05)	(1,177.73)
Total Adjustments to Reconcile Net Income to Net Cash	<u>110,955.58</u>	<u>97,380.71</u>
Net cash provided by Operating Activities	<u>86,644.93</u>	<u>(9,274.88)</u>
<u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	0.00	(15,404.14)
(Increase)Decrease in Accumulated Depreciation	281.32	2,004.46
Net cash provided by Investing Activities	<u>281.32</u>	<u>(13,399.68)</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	86,926.25	(22,674.56)
Cash at Beginning of period	<u>267,948.65</u>	<u>377,549.46</u>
Cash at End of period	<u><u>354,874.90</u></u>	<u><u>354,874.90</u></u>