

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

January 2018

02/20/2018
 Accrual Basis

	Jan 18	Budget	% of Budget	Jul '17 - Jan 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	517,136.13	517,136.13	100.0%	886,519.00
4031 - County BID adjustments	31,330.18			99,492.97	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	254,058.00	250,833.31	101.29%	430,000.00
4040 - County Admin Fee	0.00	0.00	0.0%	0.00	0.00	0.0%	(26,596.00)
Other Income	11.23	402.50	2.79%	4,868.43	3,552.50	137.04%	26,600.00
Total Income	<u>141,512.00</u>	<u>110,112.42</u>	<u>128.52%</u>	<u>875,555.53</u>	<u>771,521.94</u>	<u>113.48%</u>	<u>1,316,523.00</u>
Gross Profit	<u>141,512.00</u>	<u>110,112.42</u>	<u>128.52%</u>	<u>875,555.53</u>	<u>771,521.94</u>	<u>113.48%</u>	<u>1,316,523.00</u>
Expense							
MEDIA & WEBSITE	99,792.50	71,566.00	139.44%	486,291.02	481,211.98	101.06%	834,500.00
VISITOR SVS / PARTNERSHIPS	3,940.65	3,690.00	106.79%	70,455.96	79,025.00	89.16%	123,500.00
ADMIN EXPENSES	8,970.17	8,994.67	99.73%	71,003.69	69,066.06	102.81%	111,200.00
Personnel	22,803.51	22,277.00	102.36%	149,634.20	163,023.00	91.79%	277,800.00
Total Expense	<u>135,506.83</u>	<u>106,527.67</u>	<u>127.2%</u>	<u>777,384.87</u>	<u>792,326.04</u>	<u>98.11%</u>	<u>1,347,000.00</u>
Net Ordinary Income	<u>6,005.17</u>	<u>3,584.75</u>	<u>167.52%</u>	<u>98,170.66</u>	<u>(20,804.10)</u>	<u>(471.88%)</u>	<u>(30,477.00)</u>
Net Income	<u><u>6,005.17</u></u>	<u><u>3,584.75</u></u>	<u><u>167.52%</u></u>	<u><u>98,170.66</u></u>	<u><u>(20,804.10)</u></u>	<u><u>(471.88%)</u></u>	<u><u>(30,477.00)</u></u>
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	17,778.25	0.0%	30,477.00
BALANCE	<u><u>6,005.17</u></u>	<u><u>6,124.50</u></u>	<u><u>98.05%</u></u>	<u><u>98,170.66</u></u>	<u><u>(3,025.85)</u></u>	<u><u>(3,244.4%)</u></u>	<u><u>0.00</u></u>

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	Jan 18	Budget	% of Budget	Jul '17 - Jan 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 · County BID	73,876.59	73,876.59	100.0%	517,136.13	517,136.13	100.0%	886,519.00
4031 · County BID adjustments	31,330.18			99,492.97	0.00	100.0%	0.00
4035 · County 50% Match	36,294.00	35,833.33	101.29%	254,058.00	250,833.31	101.29%	430,000.00
4040 · County Admin Fee	0.00	0.00	0.0%	0.00	0.00	0.0%	(26,596.00)
Other Income	11.23	402.50	2.79%	4,868.43	3,552.50	137.04%	26,600.00
Total Income	141,512.00	110,112.42	128.52%	875,555.53	771,521.94	113.48%	1,316,523.00
Gross Profit	141,512.00	110,112.42	128.52%	875,555.53	771,521.94	113.48%	1,316,523.00
Expense							
MEDIA & WEBSITE							
Advertising / Media							
5130 · Print & Online Advertising	57,933.16	27,083.00	213.91%	208,555.97	189,581.00	110.01%	325,000.00
5150 · Ad Development/Design	0.00	666.67	0.0%	2,243.25	4,666.69	48.07%	8,000.00
5170 · Photography	0.00	666.67	0.0%	416.34	4,666.69	8.92%	8,000.00
5240 · Research & Development	0.00	1,666.67	0.0%	0.00	11,666.69	0.0%	20,000.00
5110 · Video Development	360.82	833.33	43.3%	678.23	5,833.31	11.63%	10,000.00
5015 · Marketing Contingency	0.00	833.33	0.0%	18,961.82	5,833.31	325.06%	10,000.00
Total Advertising / Media	58,293.98	31,749.67	183.61%	230,855.61	222,247.69	103.87%	381,000.00
Marketing / Public Relations							
5510 · Public Relations Contract	6,666.66	8,208.33	81.22%	52,066.62	57,458.31	90.62%	98,500.00
5520 · Marketing Agency Contract	8,333.00	8,333.00	100.0%	58,331.00	58,331.00	100.0%	100,000.00
5650 · Marketing & Comm. Coordinator	5,500.00	5,500.00	100.0%	38,500.00	38,500.00	100.0%	66,000.00
5660 · Clipping Service	611.94	541.67	112.97%	4,294.02	3,791.69	113.25%	6,500.00
5530 · In-Market PR Stunts	0.00	0.00	0.0%	156.00	1,249.98	12.48%	2,500.00
5560 · Media Events	1,200.00	291.67	411.42%	5,867.35	2,041.69	287.38%	3,500.00
5610 · Travel -PR Related	280.34	833.33	33.64%	1,675.01	5,833.31	28.72%	10,000.00
5550 · Visiting Media FAM Expenses	650.78	600.00	108.46%	5,749.08	6,600.00	87.11%	12,000.00
Total Marketing / Public Relations	23,242.72	24,308.00	95.62%	166,639.08	173,805.98	95.88%	299,000.00

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Website Maint / Development							
5710 · Interactive Media Coordinator	2,500.00	2,500.00	100.0%	17,500.00	17,500.00	100.0%	30,000.00
5730 · Interactive Marketing	770.69	1,000.00	77.07%	1,558.69	7,000.00	22.27%	12,000.00
5750 · Development/ Maintenance	600.00	1,416.67	42.35%	4,260.00	9,916.69	42.96%	17,000.00
Total Website Maint / Development	3,870.69	4,916.67	78.73%	23,318.69	34,416.69	67.75%	59,000.00
Leisure / Group Sales							
5805 · Sales Manager Contract	4,166.66	4,166.66	100.0%	29,166.62	29,166.62	100.0%	50,000.00
5810 · Promotion Items, Booth Develop	1,304.46	1,000.00	130.45%	16,933.68	2,000.00	846.68%	3,000.00
5820 · Consumer & Trade Shows	7,416.75	4,200.00	176.59%	12,228.71	7,500.00	163.05%	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	887.00	500.00	177.4%	1,182.73	1,000.00	118.27%	2,500.00
5885 · Travel - Group FAMs	0.00	0.00	0.0%	2,005.57	4,600.00	43.6%	10,000.00
5880 · Travel - Leisure/Group Sales	610.24	600.00	101.71%	3,960.33	5,600.00	70.72%	11,000.00
5890 · Misc. Sales Opportunities	0.00	125.00	0.0%	0.00	875.00	0.0%	1,500.00
Total Leisure / Group Sales	14,385.11	10,591.66	135.82%	65,477.64	50,741.62	129.04%	95,500.00
Total MEDIA & WEBSITE	99,792.50	71,566.00	139.44%	486,291.02	481,211.98	101.06%	834,500.00
VISITOR SVS / PARTNERSHIPS							
Visitor Services							
6220 · Event & Festival Guides	694.28	700.00	99.18%	16,914.95	29,700.00	56.95%	50,000.00
6530 · Incentives & Sponsorships	2,887.50	2,500.00	115.5%	31,150.00	26,675.00	116.78%	43,500.00
6170 · Visitor Centers & Signage	174.67	100.00	174.67%	174.67	100.00	174.67%	2,000.00
Retail Store	0.00			875.00	0.00	100.0%	0.00
Total Visitor Services	3,756.45	3,300.00	113.83%	49,114.62	56,475.00	86.97%	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	184.20	390.00	47.23%	1,374.76	2,730.00	50.36%	4,680.00
6520 · Memberships	0.00	0.00	0.0%	7,868.68	5,820.00	135.2%	7,320.00
6510 · North Coast Tourism Council	0.00			10,000.00	10,000.00	100.0%	10,000.00
Total Partnerships	184.20	390.00	47.23%	21,341.34	22,550.00	94.64%	28,000.00
Total VISITOR SVS / PARTNERSHIPS	3,940.65	3,690.00	106.79%	70,455.96	79,025.00	89.16%	123,500.00

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	Jan 18	Budget	% of Budget	Jul '17 - Jan 18	YTD Budget	% of Budget	Annual Budget
ADMIN EXPENSES							
Occupancy Costs							
7250 · Rent	1,950.00	1,950.00	100.0%	13,650.00	13,650.00	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	881.00	125.00	704.8%	3,962.00	875.00	452.8%	1,500.00
7270 · Taxes	0.00			62.31	73.00	85.36%	73.00
7310 · Telecommunication	515.91	500.00	103.18%	3,982.36	3,500.00	113.78%	6,000.00
7350 · Utilities	767.44	666.67	115.12%	4,451.66	4,666.69	95.39%	8,000.00
Total Occupancy Costs	4,114.35	3,241.67	126.92%	28,215.25	24,871.69	113.44%	41,690.00
General Admin							
7010 · Accounting	1,011.50	700.00	144.5%	13,686.44	14,000.00	97.76%	17,000.00
7060 · Bank Fees	31.98	41.00	78.0%	365.59	295.00	123.93%	500.00
5250 · Board Development	960.51	1,000.00	96.05%	1,010.51	1,050.00	96.24%	3,500.00
7090 · Copying & Printing	130.67	100.00	130.67%	1,495.59	700.00	213.66%	1,200.00
7030 · Legal Fees	0.00	208.33	0.0%	1,882.50	1,666.68	112.95%	2,500.00
7140 · Licenses & Permits	45.00	43.00	104.65%	45.00	43.00	104.65%	63.00
7150 · Meeting Expenses	90.47	125.00	72.38%	1,493.62	875.00	170.7%	1,500.00
7200 · Office Expense	1,687.42	1,094.00	154.24%	12,573.87	8,473.00	148.4%	13,947.00
7210 · Postage & Shipping	255.58	1,250.00	20.45%	2,561.84	8,750.00	29.28%	15,000.00
7280 · Travel Expenses	642.69	1,191.67	53.93%	7,673.48	8,341.69	91.99%	14,300.00
Total General Admin	4,855.82	5,753.00	84.41%	42,788.44	44,194.37	96.82%	69,510.00
Total ADMIN EXPENSES	8,970.17	8,994.67	99.73%	71,003.69	69,066.06	102.81%	111,200.00
Personnel							
8510 · Salaries & Wages	17,494.34	18,750.00	93.3%	121,065.51	131,250.00	92.24%	225,000.00
8520 · Paid Time Off	0.00			516.00			
8530 · Payroll Taxes	1,904.08	1,783.00	106.79%	10,616.12	12,481.00	85.06%	21,400.00
8540 · Payroll Processing Fees	661.09			661.09	0.00	100.0%	0.00
8550 · Workers Comp	0.00			2,788.00	3,518.00	79.25%	3,518.00
8570 · Health Insurance	1,744.00	1,744.00	100.0%	11,512.00	11,584.00	99.38%	20,304.00

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 January 2018

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	Jan 18	Budget	% of Budget	Jul '17 - Jan 18	YTD Budget	% of Budget	Annual Budget
8580 · Other Employee Benefits	0.00	0.00	0.0%	485.48	1,540.00	31.53%	3,078.00
8590 · Contract Work	1,000.00	0.00	100.0%	1,990.00	1,900.00	104.74%	3,000.00
7415 · Employee Recruitment	0.00	0.00	0.0%	0.00	750.00	0.0%	1,500.00
Total Personnel	22,803.51	22,277.00	102.36%	149,634.20	163,023.00	91.79%	277,800.00
Total Expense	135,506.83	106,527.67	127.2%	777,384.87	792,326.04	98.11%	1,347,000.00
Net Ordinary Income	6,005.17	3,584.75	167.52%	98,170.66	(20,804.10)	(471.88%)	(30,477.00)
Net Income	6,005.17	3,584.75	167.52%	98,170.66	(20,804.10)	(471.88%)	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	17,778.25	0.0%	30,477.00
BALANCE	6,005.17	6,124.50	98.05%	98,170.66	(3,025.85)	(3,244.4%)	0.00

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of January 31, 2018

02/20/2018
Accrual Basis

	Jan 31, 18	Jan 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 · MLCU Checking	229,916.97	200,896.01	29,020.96	14.45%
1020 · MLCU Savings	132,231.67	130,427.01	1,804.66	1.38%
1030 · Cash drawer	160.00	100.00	60.00	60.0%
Total Checking/Savings	362,308.64	331,423.02	30,885.62	9.32%
Accounts Receivable				
1100 · Accounts Receivable	437,068.54	381,182.50	55,886.04	14.66%
Total Accounts Receivable	437,068.54	381,182.50	55,886.04	14.66%
Other Current Assets				
1230 · Prepaid Expenses	4,970.00	13,440.00	(8,470.00)	(63.02%)
1250 · Refundable Deposits	2,350.00	2,350.00	0.00	0.0%
1270 · Receivable Other	0.00	373.87	(373.87)	(100.0%)
Total Other Current Assets	7,320.00	16,163.87	(8,843.87)	(54.71%)
Total Current Assets	806,697.18	728,769.39	77,927.79	10.69%
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	806,697.18	728,769.39	77,927.79	10.69%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	43,389.15	67,921.99	(24,532.84)	(36.12%)
Total Accounts Payable	43,389.15	67,921.99	(24,532.84)	(36.12%)
Other Current Liabilities				
Payroll Liabilities				
2210 · Federal Payroll Tax Payable	2,177.98	0.00	2,177.98	100.0%
2220 · State Payroll Tax Payable	286.51	0.00	286.51	100.0%
2230 · SUI & ETT Payable	511.87	437.14	74.73	17.1%
2240 · FUTA Payable	53.89	46.01	7.88	17.13%
2270 · Accrued Payroll	8,524.17	7,652.99	871.18	11.38%
2275 · Accrued PTO	440.48	459.22	(18.74)	(4.08%)
Total Payroll Liabilities	11,994.90	8,595.36	3,399.54	39.55%

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of January 31, 2018

02/20/2018
Accrual Basis

	Jan 31, 18	Jan 31, 17	\$ Change	% Change
2800 - Sales Tx Payable	66.73	171.20	(104.47)	(61.02%)
Total Other Current Liabilities	12,061.63	8,766.56	3,295.07	37.59%
Total Current Liabilities	55,450.78	76,688.55	(21,237.77)	(27.69%)
Total Liabilities	55,450.78	76,688.55	(21,237.77)	(27.69%)
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	98,170.66	78,171.25	19,999.41	25.58%
Total Equity	751,246.40	652,080.84	99,165.56	15.21%
TOTAL LIABILITIES & EQUITY	806,697.18	728,769.39	77,927.79	10.69%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2017 through January 2018

02/20/2018
 Accrual Basis

	Jul '17 - Jan 18	Jul '16 - Jan 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4020 · MCPA Matching Funds	0.00	9,000.00	(9,000.00)	(100.0%)
4030 · County BID	517,136.13	466,666.69	50,469.44	10.82%
4031 · County BID adjustments	99,492.97	56,365.87	43,127.10	76.51%
4035 · County 50% Match	254,058.00	233,333.31	20,724.69	8.88%
4050 · NCTC Administration	0.00	4,500.00	(4,500.00)	(100.0%)
Other Income	4,868.43	11,794.05	(6,925.62)	(58.72%)
Total Income	875,555.53	781,659.92	93,895.61	12.01%
Gross Profit	875,555.53	781,659.92	93,895.61	12.01%
Expense				
MEDIA & WEBSITE				
Advertising / Media				
5130 · Print & Online Advertising	208,555.97	176,399.33	32,156.64	18.23%
5150 · Ad Development/Design	2,243.25	3,505.34	(1,262.09)	(36.01%)
5165 · AdverGame Development	0.00	12,000.00	(12,000.00)	(100.0%)
5170 · Photography	416.34	0.00	416.34	100.0%
5240 · Research & Development	0.00	6,129.00	(6,129.00)	(100.0%)
5110 · Video Development	678.23	15,701.11	(15,022.88)	(95.68%)
5015 · Marketing Contingency	18,961.82	10,890.09	8,071.73	74.12%
Total Advertising / Media	230,855.61	224,624.87	6,230.74	2.77%
Marketing / Public Relations				
5510 · Public Relations Contract	52,066.62	70,302.31	(18,235.69)	(25.94%)
5520 · Marketing Agency Contract	58,331.00	0.00	58,331.00	100.0%
5650 · Marketing & Comm. Coordinator	38,500.00	35,000.00	3,500.00	10.0%
5660 · Clipping Service	4,294.02	0.00	4,294.02	100.0%
5530 · In-Market PR Stunts	156.00	1,554.75	(1,398.75)	(89.97%)
5560 · Media Events	5,867.35	262.00	5,605.35	2,139.45%
5610 · Travel -PR Related	1,675.01	6,132.45	(4,457.44)	(72.69%)
5550 · Visiting Media FAM Expenses	5,749.08	4,845.83	903.25	18.64%
Total Marketing / Public Relations	166,639.08	118,097.34	48,541.74	41.1%
Website Maint / Development				
5710 · Interactive Media Coordinator	17,500.00	17,035.00	465.00	2.73%
5730 · Interactive Marketing	1,558.69	247.29	1,311.40	530.31%
5750 · Development/ Maintenance	4,260.00	3,915.17	344.83	8.81%
Total Website Maint / Development	23,318.69	21,197.46	2,121.23	10.01%

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Accrual Basis

	Jul '17 - Jan 18	Jul '16 - Jan 17	\$ Change	% Change
Leisure / Group Sales				
5805 · Sales Manager Contract	29,166.62	0.00	29,166.62	100.0%
5810 · Promotion Items, Booth Develop	16,933.68	702.29	16,231.39	2,311.21%
5820 · Consumer & Trade Shows	12,228.71	6,182.09	6,046.62	97.81%
5840 · State Fair Exhibit	0.00	3,117.55	(3,117.55)	(100.0%)
5870 · Shipping - Travel Shows	1,182.73	794.02	388.71	48.96%
5885 · Travel - Group FAMs	2,005.57	0.00	2,005.57	100.0%
5880 · Travel - Leisure/Group Sales	3,960.33	3,986.57	(26.24)	(0.66%)
5890 · Misc. Sales Opportunities	0.00	787.20	(787.20)	(100.0%)
Total Leisure / Group Sales	65,477.64	15,569.72	49,907.92	320.55%
Total MEDIA & WEBSITE	486,291.02	379,489.39	106,801.63	28.14%
VISITOR SVS / PARTNERSHIPS				
Visitor Services				
6220 · Event & Festival Guides	16,914.95	12,095.81	4,819.14	39.84%
6040 · In-County Guides	0.00	3,112.23	(3,112.23)	(100.0%)
6210 · Event Partnership Funding	0.00	1,000.00	(1,000.00)	(100.0%)
6530 · Incentives & Sponsorships	31,150.00	19,414.03	11,735.97	60.45%
6170 · Visitor Centers & Signage	174.67	3,500.00	(3,325.33)	(95.01%)
6190 · Visitor Center/ Info Support	0.00	6,145.00	(6,145.00)	(100.0%)
Retail Store	875.00	861.13	13.87	1.61%
Total Visitor Services	49,114.62	46,128.20	2,986.42	6.47%
Partnerships				
6550 · Conferences & Seminars	2,097.90	2,261.80	(163.90)	(7.25%)
6620 · In-County Relations	1,374.76	493.37	881.39	178.65%
6520 · Memberships	7,868.68	5,726.48	2,142.20	37.41%
6510 · North Coast Tourism Council	10,000.00	5,000.00	5,000.00	100.0%
Total Partnerships	21,341.34	13,481.65	7,859.69	58.3%
Total VISITOR SVS / PARTNERSHIPS	70,455.96	59,609.85	10,846.11	18.2%
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	13,650.00	12,850.00	800.00	6.23%
7120 · Insurance	2,106.92	1,070.00	1,036.92	96.91%
7260 · Repairs & Maintenance	3,962.00	1,781.78	2,180.22	122.36%
7270 · Taxes	62.31	72.25	(9.94)	(13.76%)
7310 · Telecommunication	3,982.36	5,620.44	(1,638.08)	(29.15%)
7350 · Utilities	4,451.66	4,556.02	(104.36)	(2.29%)
Total Occupancy Costs	28,215.25	25,950.49	2,264.76	8.73%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2017 through January 2018

02/20/2018
 Accrual Basis

	Jul '17 - Jan 18	Jul '16 - Jan 17	\$ Change	% Change
General Admin				
7010 · Accounting	13,686.44	14,448.75	(762.31)	(5.28%)
7060 · Bank Fees	365.59	242.56	123.03	50.72%
5250 · Board Development	1,010.51	0.00	1,010.51	100.0%
7090 · Copying & Printing	1,495.59	2,650.99	(1,155.40)	(43.58%)
7030 · Legal Fees	1,882.50	390.00	1,492.50	382.69%
7140 · Licenses & Permits	45.00	20.00	25.00	125.0%
7150 · Meeting Expenses	1,493.62	2,500.50	(1,006.88)	(40.27%)
7200 · Office Expense	12,573.87	8,998.81	3,575.06	39.73%
7210 · Postage & Shipping	2,561.84	18,424.37	(15,862.53)	(86.1%)
7280 · Travel Expenses	7,673.48	5,445.68	2,227.80	40.91%
Total General Admin	42,788.44	53,121.66	(10,333.22)	(19.45%)
Total ADMIN EXPENSES	71,003.69	79,072.15	(8,068.46)	(10.2%)
Personnel				
8510 · Salaries & Wages	121,065.51	127,843.74	(6,778.23)	(5.3%)
8520 · Paid Time Off	516.00	3,522.47	(3,006.47)	(85.35%)
8530 · Payroll Taxes	10,616.12	13,776.93	(3,160.81)	(22.94%)
8540 · Payroll Processing Fees	661.09	645.50	15.59	2.42%
8550 · Workers Comp	2,788.00	1,658.00	1,130.00	68.15%
8570 · Health Insurance	11,512.00	11,126.44	385.56	3.47%
8580 · Other Employee Benefits	485.48	0.00	485.48	100.0%
8590 · Contract Work	1,990.00	7,296.00	(5,306.00)	(72.73%)
7415 · Employee Recruitment	0.00	19,448.20	(19,448.20)	(100.0%)
Total Personnel	149,634.20	185,317.28	(35,683.08)	(19.26%)
Total Expense	777,384.87	703,488.67	73,896.20	10.5%
Net Ordinary Income	98,170.66	78,171.25	19,999.41	25.58%
Net Income	98,170.66	78,171.25	19,999.41	25.58%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows
As of January 31, 2018

02/20/2018

	<u>Jan 2018</u>	<u>Jul 17- Jan 18</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	6,005.17	98,170.66
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(141,500.77)	(128,780.33)
(Increase)Decrease in Prepaid Expenses	12,757.50	9,462.03
(Increase)Decrease in Accounts Payable	11,607.07	9,667.43
(Increase)Decrease in Payroll Liabilities	(6.03)	2,463.25
(Increase)Decrease in Sales Tx Payable	0.00	(106.27)
Total Adjustments to Reconcile Net Income to Net Cash	<u>(117,142.23)</u>	<u>(107,293.89)</u>
Net cash provided by Operating Activities	<u>(111,137.06)</u>	<u>(9,123.23)</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	0.00	1,700.00
Decrease in Unrestricted Net Assets	0.00	(1,700.00)
Net cash provided by Financing Activities	<u>0.00</u>	<u>0.00</u>
 Net Increase(Decrease) in Cash	 (111,137.06)	 (9,123.23)
Cash at Beginning of period	473,445.70	371,431.87
Cash at End of period	<u><u>362,308.64</u></u>	<u><u>362,308.64</u></u>