

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

06/22/2017
 Accrual Basis

	May 17	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense					
Income					
4020 · MCPA Matching Funds	0.00	9,000.00	9,000.00	100.0%	9,000.00
4030 · County BID	66,666.67	733,333.37	733,333.37	100.0%	800,000.00
4031 · County BID adjustments	-24,379.90	-29,856.80	55,638.00	-53.66%	60,698.00
4035 · County 50% Match	33,333.33	366,666.63	366,666.63	100.0%	400,000.00
4050 · NCTC Administration	0.00	4,500.00	4,500.00	100.0%	4,500.00
4251 · Cooperative Advertising	0.00	7,900.00	11,000.00	71.82%	12,000.00
4990 · Previous Year Carryover	0.00	0.00	142,021.00	0.0%	154,933.00
4999 · Reserve/Contingency	0.00	0.00	0.00	0.0%	130,344.00
Other Income	10,025.94	14,644.80	10,091.67	145.12%	11,000.00
Total Income	85,646.04	1,106,188.00	1,332,250.67	83.03%	1,582,475.00
Gross Profit	85,646.04	1,106,188.00	1,332,250.67	83.03%	1,582,475.00
Expense					
MEDIA & WEBSITE	53,384.56	697,824.15	745,350.07	93.62%	814,550.00
VISITOR SERVICES/PARTNERSHIPS	1,982.46	75,880.77	110,766.66	68.51%	122,500.00
ADMIN EXPENSES	7,593.61	111,147.45	117,715.00	94.42%	129,192.00
Personnel	19,468.41	287,986.29	353,788.00	81.4%	385,889.00
Total Expense	82,429.04	1,172,838.66	1,327,619.73	88.34%	1,452,131.00
Net Ordinary Income	3,217.00	-66,650.66	4,630.94	-1,439.25%	130,344.00
Other Income/Expense					
Other Expense					
9870 · Reserve/Contingency Account	0.00	0.00	0.00	0.0%	130,344.00
Total Other Expense	0.00	0.00	0.00	0.0%	130,344.00
Net Other Income	0.00	0.00	0.00	0.0%	-130,344.00
Net Income	3,217.00	-66,650.66	4,630.94	-1,439.25%	0.00

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Income					
4020 · MCPA Matching Funds	0.00	9,000.00	9,000.00	100.0%	9,000.00
4030 · County BID	66,666.67	733,333.37	733,333.37	100.0%	800,000.00
4031 · County BID adjustments	-24,379.90	-29,856.80	55,638.00	-53.66%	60,698.00
4035 · County 50% Match	33,333.33	366,666.63	366,666.63	100.0%	400,000.00
4050 · NCTC Administration	0.00	4,500.00	4,500.00	100.0%	4,500.00
4251 · Cooperative Advertising	0.00	7,900.00	11,000.00	71.82%	12,000.00
4990 · Previous Year Carryover	0.00	0.00	142,021.00	0.0%	154,933.00
4999 · Reserve/Contingency	0.00	0.00	0.00	0.0%	130,344.00
Other Income					
4810 · Event Passport Income	0.00	0.00	1,000.00	0.0%	1,000.00
4830 · Event Brochure Ads	0.00	2,450.00	1,800.00	136.11%	1,800.00
4940 · Misc. Income	10,000.00	10,000.00	5,700.00	175.44%	6,600.00
4950 · Interest Income	1.88	71.82	91.67	78.35%	100.00
4850 · Retail Sales	24.06	2,122.98	1,500.00	141.53%	1,500.00
Total Other Income	10,025.94	14,644.80	10,091.67	145.12%	11,000.00
Total Income	85,646.04	1,106,188.00	1,332,250.67	83.03%	1,582,475.00
Gross Profit	85,646.04	1,106,188.00	1,332,250.67	83.03%	1,582,475.00
Expense					
MEDIA & WEBSITE					
Advertising/ Media					
5130 · Print & Online Advertising					
5120 · Digital & Broadcast	7,552.70	185,740.79	122,100.00	152.12%	133,200.00
5290 · E-Marketing	1,522.00	22,765.88	29,150.00	78.1%	31,800.00
5200 · Print & Direct Mail	0.00	55,718.75	97,370.80	57.22%	105,593.00
Total 5130 · Print & Online Advertisir	9,074.70	264,225.42	248,620.80	106.28%	270,593.00
5150 · Ad Development/Design	32.59	4,911.61	5,500.00	89.3%	6,000.00
5165 · AdverGame Development	0.00	12,000.00	12,000.00	100.0%	12,000.00
5170 · Photography	0.00	0.00	9,166.63	0.0%	10,000.00
5240 · Research & Development	2,310.00	37,970.54	32,083.34	118.35%	35,000.00
5110 · Video Development	0.00	20,762.31	19,150.30	108.42%	20,000.00
5015 · Surplus	0.00	14,390.09	42,580.00	33.8%	46,457.00
Total Advertising/ Media	11,417.29	354,259.97	369,101.07	95.98%	400,050.00
Public Relations					
5510 · Public Relations Contract	6,614.44	96,233.33	101,160.00	95.13%	109,000.00
5520 · Marketing Agency Contract	25,000.00	100,000.00	85,714.00	116.67%	100,000.00
5650 · Marketing & Comm. Coordinat	5,000.00	55,000.00	55,000.00	100.0%	60,000.00
5530 · In-Market PR Stunts	0.00	1,770.25	4,583.33	38.62%	5,000.00
5560 · Media Events	84.53	989.49	2,291.63	43.18%	2,500.00
5610 · Travel -PR Related	533.10	8,536.18	9,166.63	93.12%	10,000.00
5550 · Visiting Media FAM Expenses	751.93	10,985.84	9,166.63	119.85%	10,000.00
Total Public Relations	37,984.00	273,515.09	267,082.22	102.41%	296,500.00
Website Maint / Development					

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5710 · Interactive Media Coordinator	725.00	21,885.00	33,000.00	66.32%	36,000.00
5730 · Interactive Marketing	0.00	247.29	11,000.00	2.25%	12,000.00
5750 · Development/ Maintenance	600.00	10,742.67	22,916.67	46.88%	25,000.00
Total Website Maint / Development	1,325.00	32,874.96	66,916.67	49.13%	73,000.00
Leisure/ Group Sales					
5810 · Promotion Items, Booth Devel	0.00	3,928.08	4,583.37	85.7%	5,000.00
5820 · Consumer & Trade Shows	0.00	13,122.09	12,000.00	109.35%	12,000.00
5840 · State Fair Exhibit	21.00	5,138.55	4,583.37	112.11%	5,000.00
5870 · Shipping - Travel Shows	0.00	983.94	2,750.00	35.78%	3,000.00
5885 · Travel - Group FAMs	145.03	3,511.10	7,333.37	47.88%	8,000.00
5880 · Travel - Leisure/Group Sales	2,492.24	9,682.73	9,166.63	105.63%	10,000.00
5890 · Misc. Sales Opportunities	0.00	807.64	1,833.37	44.05%	2,000.00
Total Leisure/ Group Sales	2,658.27	37,174.13	42,250.11	87.99%	45,000.00
Total MEDIA & WEBSITE	53,384.56	697,824.15	745,350.07	93.62%	814,550.00
VISITOR SERVICES/PARTNERSHIPS					
Visitor Svs/Fulfillment					
6220 · Event & Festival Guides	0.00	12,420.09	15,000.00	82.8%	16,000.00
6040 · In-County Guides	350.00	3,978.03	13,750.00	28.93%	15,000.00
6210 · Event Partnership Funding	6,248.94	16,933.94	19,500.00	86.84%	25,000.00
6530 · Incentives & Sponsorships	0.00	22,064.03	23,750.00	92.9%	25,000.00
6170 · Signage - Gateway, Kiosks	-5,913.63	-5,513.63	7,333.37	-75.19%	8,000.00
6190 · Visitor Center/ Info Support	0.00	6,145.00	5,500.00	111.73%	6,000.00
Retail Store	24.95	960.93	9,166.66	10.48%	10,000.00
Total Visitor Svs/Fulfillment	710.26	56,988.39	94,000.03	60.63%	105,000.00
Partnerships					
6550 · Conferences & Seminars	66.34	6,120.63	4,640.00	131.91%	5,000.00
6620 · In-County Relations	546.86	1,218.27	916.63	132.91%	1,000.00
6520 · Memberships	659.00	6,553.48	6,710.00	97.67%	7,000.00
6510 · North Coast Tourism Council	0.00	5,000.00	4,500.00	111.11%	4,500.00
Total Partnerships	1,272.20	18,892.38	16,766.63	112.68%	17,500.00
Total VISITOR SERVICES/PARTNERSHIPS	1,982.46	75,880.77	110,766.66	68.51%	122,500.00
ADMIN EXPENSES					
Occupancy Costs					
7250 · Rent	1,950.00	20,350.00	20,250.00	100.49%	22,100.00
7120 · Insurance	0.00	1,680.08	3,000.00	56.0%	3,000.00
7260 · Repairs & Maintenance	371.00	2,526.60	4,500.00	56.15%	5,000.00
7270 · Taxes	0.00	72.25	75.00	96.33%	75.00
7310 · Telecommunication	513.66	7,634.63	7,650.00	99.8%	8,150.00
7350 · Utilities	689.58	7,493.33	7,425.00	100.92%	8,100.00
Total Occupancy Costs	3,524.24	39,756.89	42,900.00	92.67%	46,425.00

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	<u>May 17</u>	<u>Jul '16 - May 17</u>	<u>YTD Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
General Admin					
7010 · Accounting	535.50	17,580.75	17,680.00	99.44%	18,300.00
7060 · Bank Fees	0.00	235.56	360.00	65.43%	370.00
5250 · Board Development	466.11	466.11	0.00	100.0%	3,500.00
7090 · Copying & Printing	156.85	3,299.46	3,300.00	99.98%	3,500.00
7030 · Legal Fees	1,270.00	4,217.50	3,583.00	117.71%	4,000.00
7140 · Licenses & Permits	20.00	82.00	95.00	86.32%	95.00
7150 · Meeting Expenses	272.29	4,503.10	4,500.00	100.07%	4,600.00
7200 · Office Expense	375.19	11,640.02	13,500.00	86.22%	15,000.00
7210 · Postage & Shipping	681.73	20,483.08	19,477.00	105.17%	19,952.00
7280 · Travel Expenses	291.70	8,882.98	12,320.00	72.1%	13,450.00
Total General Admin	<u>4,069.37</u>	<u>71,390.56</u>	<u>74,815.00</u>	<u>95.42%</u>	<u>82,767.00</u>
Total ADMIN EXPENSES	<u>7,593.61</u>	<u>111,147.45</u>	<u>117,715.00</u>	<u>94.42%</u>	<u>129,192.00</u>
Personnel					
8510 · Salaries & Wages	12,707.59	190,136.63	254,375.00	74.75%	277,500.00
8520 · Paid Time Off	14.88	8,684.56			
8530 · Payroll Taxes	1,200.19	24,319.85	26,423.00	92.04%	29,246.00
8540 · Payroll Processing Fees	15.75	710.25	736.00	96.5%	754.00
8550 · Workers Comp	0.00	1,998.00	2,807.00	71.18%	2,975.00
8570 · Health Insurance	1,600.00	16,738.20	19,113.00	87.58%	20,880.00
8580 · Other Employee Benefits	0.00	0.00	3,300.00	0.0%	3,300.00
8590 · Contract Work	3,930.00	23,010.00	23,700.00	97.09%	27,900.00
7415 · Employee Recruitment	0.00	22,388.80	23,334.00	95.95%	23,334.00
Total Personnel	<u>19,468.41</u>	<u>287,986.29</u>	<u>353,788.00</u>	<u>81.4%</u>	<u>385,889.00</u>
Total Expense	<u>82,429.04</u>	<u>1,172,838.66</u>	<u>1,327,619.73</u>	<u>88.34%</u>	<u>1,452,131.00</u>
Net Ordinary Income	<u>3,217.00</u>	<u>-66,650.66</u>	<u>4,630.94</u>	<u>-1,439.25%</u>	<u>130,344.00</u>
Other Income/Expense					
Other Expense					
9870 · Reserve/Contingency Account	0.00	0.00	0.00	0.0%	130,344.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>130,344.00</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>-130,344.00</u>
Net Income	<u>3,217.00</u>	<u>-66,650.66</u>	<u>4,630.94</u>	<u>-1,439.25%</u>	<u>0.00</u>

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of May 31, 2017

06/22/2017
Accrual Basis

	May 31, 17	May 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 · MLCU Checking	245,237.08	277,029.75	-31,792.67	-11.48%
1020 · MLCU Savings	130,443.09	100,030.34	30,412.75	30.4%
1025 · MLCU Savings #2	0.00	2.19	-2.19	-100.0%
1010 · Savings Bank checking	0.00	21,442.82	-21,442.82	-100.0%
1030 · Cash drawer	100.00	100.00	0.00	0.0%
Total Checking/Savings	375,780.17	398,605.10	-22,824.93	-5.73%
Accounts Receivable				
1100 · Accounts Receivable	150,461.77	66,477.70	83,984.07	126.33%
Total Accounts Receivable	150,461.77	66,477.70	83,984.07	126.33%
Other Current Assets				
1230 · Prepaid Expenses	14,164.79	10,427.00	3,737.79	35.85%
1250 · Refundable Deposits	2,350.00	2,350.00	0.00	0.0%
Total Other Current Assets	16,514.79	12,777.00	3,737.79	29.25%
Total Current Assets	542,756.73	477,859.80	64,896.93	13.58%
Fixed Assets				
1510 · Furniture and Equipment	46,385.00	46,385.00	0.00	0.0%
1600 · Accumulated Depreciation	-46,385.00	-46,350.00	-35.00	-0.08%
Total Fixed Assets	0.00	35.00	-35.00	-100.0%
Other Assets				
1700 · Website Development	70,000.00	70,000.00	0.00	0.0%
1750 · Accumulated Amortization	-70,000.00	-14,000.00	-56,000.00	-400.0%
Total Other Assets	0.00	56,000.00	-56,000.00	-100.0%
TOTAL ASSETS	542,756.73	533,894.80	8,861.93	1.66%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	21,021.06	52,659.73	-31,638.67	-60.08%
Total Accounts Payable	21,021.06	52,659.73	-31,638.67	-60.08%
Other Current Liabilities				
Payroll Liabilities				
2210 · Federal Payroll Tax Payable	0.00	3,766.92	-3,766.92	-100.0%
2220 · State Payroll Tax Payable	0.00	619.28	-619.28	-100.0%
2230 · SUI & ETT Payable	357.41	294.61	62.80	21.32%
2240 · FUTA Payable	37.62	28.51	9.11	31.95%
2270 · Accrued Payroll	10,016.09	0.00	10,016.09	100.0%
2275 · Accrued PTO	4,123.17	0.00	4,123.17	100.0%
Total Payroll Liabilities	14,534.29	4,709.32	9,824.97	208.63%

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison
As of May 31, 2017

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	May 31, 17	May 31, 16	\$ Change	% Change
2800 - Sales Tx Payable	173.21	284.90	-111.69	-39.2%
Total Other Current Liabilities	14,707.50	4,994.22	9,713.28	194.49%
Total Current Liabilities	35,728.56	57,653.95	-21,925.39	-38.03%
Total Liabilities	35,728.56	57,653.95	-21,925.39	-38.03%
Equity				
3100 - Contingency-Unrestricted	130,344.00	333,270.62	-202,926.62	-60.89%
3900 - Unrestricted Net Assets (RE)	443,334.83	127,474.52	315,860.31	247.78%
Net Income	-66,650.66	15,495.71	-82,146.37	-530.12%
Total Equity	507,028.17	476,240.85	30,787.32	6.47%
TOTAL LIABILITIES & EQUITY	542,756.73	533,894.80	8,861.93	1.66%

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	Jul '16 - May 17	Jul '15 - May 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4010 · MCLA BID Assessment	0.00	427,600.00	-427,600.00	-100.0%
4020 · MCPA Matching Funds	9,000.00	186,875.00	-177,875.00	-95.18%
4030 · County BID	733,333.37	267,700.00	465,633.37	173.94%
4031 · County BID adjustments	-29,856.80	0.00	-29,856.80	-100.0%
4035 · County 50% Match	366,666.63	145,833.34	220,833.29	151.43%
4050 · NCTC Administration	4,500.00	9,000.00	-4,500.00	-50.0%
4251 · Cooperative Advertising	7,900.00	0.00	7,900.00	100.0%
Trade Shows	0.00	150.00	-150.00	-100.0%
Other Income				
4120 · Calendar Ad Income	0.00	2,100.00	-2,100.00	-100.0%
4810 · Event Passport Income	0.00	2,300.00	-2,300.00	-100.0%
4830 · Event Brochure Ads	2,450.00	2,900.00	-450.00	-15.52%
4940 · Misc. Income	10,000.00	10,000.00	0.00	0.0%
4950 · Interest Income	71.82	45.51	26.31	57.81%
4850 · Retail Sales	2,122.98	3,539.89	-1,416.91	-40.03%
Total Other Income	14,644.80	20,885.40	-6,240.60	-29.88%
Total Income	1,106,188.00	1,058,043.74	48,144.26	4.55%
Gross Profit	1,106,188.00	1,058,043.74	48,144.26	4.55%
Expense				
MEDIA & WEBSITE				
Advertising/ Media				
5010 · Media Plan Management	0.00	190,494.28	-190,494.28	-100.0%
5130 · Print & Online Advertising				
5120 · Digital & Broadcast	185,740.79	0.00	185,740.79	100.0%
5290 · E-Marketing	22,765.88	4,864.04	17,901.84	368.05%
5200 · Print & Direct Mail	55,718.75	752.49	54,966.26	7,304.58%
Total 5130 · Print & Online Advertising	264,225.42	5,616.53	258,608.89	4,604.43%
5150 · Ad Development/Design	4,911.61	2,790.09	2,121.52	76.04%
5165 · AdverGame Development	12,000.00	0.00	12,000.00	100.0%
5030 · Co-op Advertising	0.00	13,371.26	-13,371.26	-100.0%
5170 · Photography	0.00	2,808.01	-2,808.01	-100.0%
5240 · Research & Development	37,970.54	2,705.13	35,265.41	1,303.65%
5110 · Video Development	20,762.31	59.95	20,702.36	34,532.71%
5015 · Surplus	14,390.09	0.00	14,390.09	100.0%
Total Advertising/ Media	354,259.97	217,845.25	136,414.72	62.62%

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Public Relations				
5510 · Public Relations Contract	96,233.33	91,971.00	4,262.33	4.63%
5520 · Marketing Agency Contract	100,000.00	0.00	100,000.00	100.0%
5650 · Marketing & Comm. Coordinator	55,000.00	49,000.00	6,000.00	12.25%
5530 · In-Market PR Stunts	1,770.25	7,509.89	-5,739.64	-76.43%
5560 · Media Events	989.49	0.00	989.49	100.0%
5570 · Taste of Mendocino	0.00	5,000.00	-5,000.00	-100.0%
5610 · Travel -PR Related	8,536.18	10,422.98	-1,886.80	-18.1%
5550 · Visiting Media FAM Expenses	10,985.84	14,130.51	-3,144.67	-22.25%
5660 · Clipping Service	0.00	5,895.42	-5,895.42	-100.0%
Total Public Relations	273,515.09	183,929.80	89,585.29	48.71%
Website Maint / Development				
5710 · Interactive Media Coordinator	21,885.00	20,500.00	1,385.00	6.76%
5730 · Interactive Marketing	247.29	3,233.99	-2,986.70	-92.35%
5750 · Development/ Maintenance	10,742.67	34,006.96	-23,264.29	-68.41%
Total Website Maint / Development	32,874.96	57,740.95	-24,865.99	-43.07%
Leisure/ Group Sales				
5810 · Promotion Items, Booth Develop	3,928.08	9,773.68	-5,845.60	-59.81%
5820 · Consumer & Trade Shows	13,122.09	16,371.95	-3,249.86	-19.85%
5840 · State Fair Exhibit	5,138.55	5,513.25	-374.70	-6.8%
5870 · Shipping - Travel Shows	983.94	2,445.75	-1,461.81	-59.77%
5885 · Travel - Group FAMs	3,511.10	0.00	3,511.10	100.0%
5880 · Travel - Leisure/Group Sales	9,682.73	8,532.58	1,150.15	13.48%
5890 · Misc. Sales Opportunities	807.64	3,874.21	-3,066.57	-79.15%
Total Leisure/ Group Sales	37,174.13	46,511.42	-9,337.29	-20.08%
Total MEDIA & WEBSITE	697,824.15	506,027.42	191,796.73	37.9%
VISITOR SERVICES/PARTNERSHIPS				
Visitor Svcs/Fulfillment				
6220 · Event & Festival Guides	12,420.09	13,879.34	-1,459.25	-10.51%
6040 · In-County Guides	3,978.03	5,283.76	-1,305.73	-24.71%
6210 · Event Partnership Funding	16,933.94	5,688.99	11,244.95	197.66%
6530 · Incentives & Sponsorships	22,064.03	6,000.00	16,064.03	267.73%
6010 · Visitor Guide & Distribution	0.00	39,136.00	-39,136.00	-100.0%
6170 · Signage - Gateway, Kiosks	-5,513.63	7,345.51	-12,859.14	-175.06%
6190 · Visitor Center/ Info Support	6,145.00	6,382.50	-237.50	-3.72%
Retail Store				
6412A · Purchases for Resale	0.00	1,574.41	-1,574.41	-100.0%
6412B · Store Supplies/Expenses	268.13	1,582.53	-1,314.40	-83.06%
6412C · Contract Labor - Store	0.00	5,590.00	-5,590.00	-100.0%
6412D · Consignee payments	692.80	1,196.36	-503.56	-42.09%
Total Retail Store	960.93	9,943.30	-8,982.37	-90.34%
Total Visitor Svcs/Fulfillment	56,988.39	93,659.40	-36,671.01	-39.15%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2016 through May 2017

06/22/2017
 Accrual Basis

	Jul '16 - May 17	Jul '15 - May 16	\$ Change	% Change
Partnerships				
6550 · Conferences & Seminars	6,120.63	8,494.93	-2,374.30	-27.95%
6620 · In-County Relations	1,218.27	3,427.67	-2,209.40	-64.46%
6520 · Memberships	6,553.48	10,975.58	-4,422.10	-40.29%
6510 · North Coast Tourism Council	5,000.00	749.74	4,250.26	566.9%
6570 · Travel-Partnership Related	0.00	11,370.62	-11,370.62	-100.0%
Total Partnerships	18,892.38	35,018.54	-16,126.16	-46.05%
Total VISITOR SERVICES/PARTNERSHIPS	75,880.77	128,677.94	-52,797.17	-41.03%
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	20,350.00	19,800.00	550.00	2.78%
7120 · Insurance	1,680.08	1,952.00	-271.92	-13.93%
7260 · Repairs & Maintenance	2,526.60	1,686.08	840.52	49.85%
7270 · Taxes	72.25	56.35	15.90	28.22%
7310 · Telecommunication	7,634.63	11,168.83	-3,534.20	-31.64%
7350 · Utilities	7,493.33	4,597.25	2,896.08	63.0%
Total Occupancy Costs	39,756.89	39,260.51	496.38	1.26%
General Admin				
7010 · Accounting	17,580.75	2,385.00	15,195.75	637.14%
7050 · Bad Debt	0.00	385.00	-385.00	-100.0%
7060 · Bank Fees	235.56	20.00	215.56	1,077.8%
5250 · Board Development	466.11	8,315.89	-7,849.78	-94.4%
7090 · Copying & Printing	3,299.46	384.92	2,914.54	757.18%
7030 · Legal Fees	4,217.50	3,573.04	644.46	18.04%
7020 · Bookkeeping	0.00	5,101.25	-5,101.25	-100.0%
7140 · Licenses & Permits	82.00	196.15	-114.15	-58.2%
7150 · Meeting Expenses	4,503.10	1,257.11	3,245.99	258.21%
7200 · Office Expense	11,640.02	12,970.18	-1,330.16	-10.26%
7210 · Postage & Shipping	20,483.08	1,001.67	19,481.41	1,944.89%
7280 · Travel Expenses	8,882.98	5,325.10	3,557.88	66.81%
Total General Admin	71,390.56	40,915.31	30,475.25	74.48%
Total ADMIN EXPENSES	111,147.45	80,175.82	30,971.63	38.63%
MCLA Admin Expenses				
8110 · Member Newsletter Printing	0.00	1,180.94	-1,180.94	-100.0%
8120 · Member Newsletter Postage	0.00	1,724.82	-1,724.82	-100.0%
8180 · Travel - MCLA	0.00	364.16	-364.16	-100.0%
8190 · mcla.info Expense	0.00	20.00	-20.00	-100.0%
Total MCLA Admin Expenses	0.00	3,289.92	-3,289.92	-100.0%

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MCPA Admin Expenses				
8330 · Insurance	0.00	897.00	-897.00	-100.0%
8350 · Travel - MCPA	0.00	220.77	-220.77	-100.0%
Total MCPA Admin Expenses	0.00	1,117.77	-1,117.77	-100.0%
Personnel				
8510 · Salaries & Wages	190,136.63	179,421.52	10,715.11	5.97%
8520 · Paid Time Off	8,684.56	18,559.88	-9,875.32	-53.21%
8530 · Payroll Taxes	24,319.85	19,406.59	4,913.26	25.32%
8540 · Payroll Processing Fees	710.25	682.70	27.55	4.04%
8550 · Workers Comp	1,998.00	2,144.66	-146.66	-6.84%
8570 · Health Insurance	16,738.20	15,200.07	1,538.13	10.12%
8580 · Other Employee Benefits	0.00	3,753.74	-3,753.74	-100.0%
8590 · Contract Work	23,010.00	65,004.00	-41,994.00	-64.6%
7415 · Employee Recruitment	22,388.80	16,666.00	5,722.80	34.34%
Total Personnel	287,986.29	320,839.16	-32,852.87	-10.24%
Total Expense	1,172,838.66	1,040,128.03	132,710.63	12.76%
Net Ordinary Income	-66,650.66	17,915.71	-84,566.37	-472.02%
Other Income/Expense				
Other Expense				
9900 · Prior Period Expense	0.00	2,420.00	-2,420.00	-100.0%
Total Other Expense	0.00	2,420.00	-2,420.00	-100.0%
Net Other Income	0.00	-2,420.00	2,420.00	100.0%
Net Income	-66,650.66	15,495.71	-82,146.37	-530.12%