

Mendocino County Tourism Commission

Budget vs. Actuals: SUMMARY

July - November, 2019

11/21/2019

Accrual Basis

	Nov 2019				Jul-Nov 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	82,468.50	(3,927.08)	95.24%	392,707.10	412,342.50	(19,635.40)	95.24%	989,622.00
4031 County BID adjustments			0.00		66,168.41	0.00	66,168.41		
4035 County 50% Match	40,630.80	41,234.00	(603.20)	98.54%	203,154.00	206,170.00	(3,016.00)	98.54%	494,811.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(29,689.00)
Other Income	865.40	10.00	855.40	8654.00%	2,810.53	2,000.00	810.53	140.53%	4,120.00
Total Income	120,037.62	123,712.50	(3,674.88)	97.03%	664,840.04	620,512.50	44,327.54	107.14%	1,458,864.00
Gross Profit	120,037.62	123,712.50	(3,674.88)	97.03%	664,840.04	620,512.50	44,327.54	107.14%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE	72,039.12	64,584.00	7,455.12	111.54%	393,792.22	348,002.00	45,790.22	113.16%	799,221.00
2- VISITOR SVS / PARTNERSHIPS	5,845.41	10,875.00	(5,029.59)	53.75%	67,513.14	74,525.00	(7,011.86)	90.59%	151,400.00
3- ADMIN EXPENSES	10,960.85	18,026.00	(7,065.15)	60.81%	54,811.62	60,746.00	(5,934.38)	90.23%	131,500.00
4- PERSONNEL	33,772.97	39,478.00	(5,705.03)	85.55%	198,405.12	200,390.00	(1,984.88)	99.01%	476,743.00
Total Expenses	122,618.35	132,963.00	(10,344.65)	92.22%	714,522.10	683,663.00	30,859.10	104.51%	1,558,864.00
Net Operating Income	(2,580.73)	(9,250.50)	6,669.77	27.90%	(49,682.06)	(63,150.50)	13,468.44	78.67%	(100,000.00)
Net Income	(2,580.73)	(9,250.50)	6,669.77	27.90%	(49,682.06)	(63,150.50)	13,468.44	78.67%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	41,666.70	(41,666.70)	0.00%	100,000.00
BALANCE	(2,580.73)	(917.16)	(1,663.57)	281.38%	(49,682.06)	(21,483.80)	(28,198.26)	231.25%	0.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - November, 2019

11/21/2019
Accrual Basis

	Nov 2019				Jul-Nov 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	82,468.50	(3,927.08)	95.24%	392,707.10	412,342.50	(19,635.40)	95.24%	989,622.00
4031 County BID adjustments			0.00		66,168.41	0.00	66,168.41		
4035 County 50% Match	40,630.80	41,234.00	(603.20)	98.54%	203,154.00	206,170.00	(3,016.00)	98.54%	494,811.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(29,689.00)
Other Income									
4830 Event Brochure Ads	850.00	0.00	850.00		2,700.00	1,950.00	750.00	138.46%	4,000.00
4950 Interest Income	15.40	10.00	5.40	154.00%	110.53	50.00	60.53	221.06%	120.00
Total Other Income	865.40	10.00	855.40	8654.00%	2,810.53	2,000.00	810.53	140.53%	4,120.00
Total Income	120,037.62	123,712.50	(3,674.88)	97.03%	664,840.04	620,512.50	44,327.54	107.14%	1,458,864.00
Gross Profit	120,037.62	123,712.50	(3,674.88)	97.03%	664,840.04	620,512.50	44,327.54	107.14%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	48,826.45	29,268.00	19,558.45	166.83%	237,398.83	146,340.00	91,058.83	162.22%	351,216.00
5150 Ad Development/Design		125.00	(125.00)	0.00%	9,085.00	9,125.00	(40.00)	99.56%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	0.00	4,165.00	(4,165.00)	0.00%	10,000.00
5240 Research & Development		1,500.00	(1,500.00)	0.00%	5,060.00	9,500.00	(4,440.00)	53.26%	20,000.00
5280 Video Development	216.00	2,000.00	(1,784.00)	10.80%	17,489.07	19,400.00	(1,910.93)	90.15%	32,505.00
5290 Marketing Contingency	1,298.00	833.00	465.00	155.82%	3,398.00	4,165.00	(767.00)	81.58%	10,000.00
Total 50 Advertising / Media	50,340.45	34,559.00	15,781.45	145.67%	272,430.90	192,695.00	79,735.90	141.38%	433,721.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - November, 2019

11/21/2019
Accrual Basis

	Nov 2019				Jul-Nov 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
55 Marketing / Public Relations									
5510 Public Relations Contract	7,500.00	8,208.00	(708.00)	91.37%	37,500.00	41,040.00	(3,540.00)	91.37%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	41,665.00	41,665.00	0.00	100.00%	100,000.00
5540 Clipping Service	572.50	583.00	(10.50)	98.20%	2,663.98	2,915.00	(251.02)	91.39%	7,000.00
5550 In-Market PR Stunts	746.00	250.00	496.00	298.40%	1,271.50	1,250.00	21.50	101.72%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	995.00	1,460.00	(465.00)	68.15%	3,500.00
5610 Travel -PR Related	42.84	833.00	(790.16)	5.14%	3,555.43	4,165.00	(609.57)	85.36%	10,000.00
5680 Visiting Media FAM Expense	110.00	1,458.00	(1,348.00)	7.54%	1,017.19	7,290.00	(6,272.81)	13.95%	17,500.00
Total 55 Marketing / Public Relations	17,304.34	19,957.00	(2,652.66)	86.71%	88,668.10	99,785.00	(11,116.90)	88.86%	239,500.00
57 Website Maint / Development									
5710 Interactive Media Coordinat	2,500.00	2,500.00	0.00	100.00%	12,500.00	12,500.00	0.00	100.00%	30,000.00
5740 Content Creation		1,667.00	(1,667.00)	0.00%	0.00	8,335.00	(8,335.00)	0.00%	20,000.00
5750 Development/ Maintenance	1,656.00	1,667.00	(11.00)	99.34%	8,345.38	8,335.00	10.38	100.12%	20,000.00
5780 Interactive Marketing	88.95	208.00	(119.05)	42.76%	444.75	1,040.00	(595.25)	42.76%	2,500.00
Total 57 Website Maint / Development	4,244.95	6,042.00	(1,797.05)	70.26%	21,290.13	30,210.00	(8,919.87)	70.47%	72,500.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Develop		0.00	0.00		7,466.48	5,000.00	2,466.48	149.33%	5,000.00
5820 Consumer & Trade Shows		1,084.00	(1,084.00)	0.00%	540.75	5,420.00	(4,879.25)	9.98%	13,000.00
5840 State Fair Exhibit		818.00	(818.00)	0.00%	1,064.15	4,272.00	(3,207.85)	24.91%	10,000.00
5870 Shipping - Travel Shows		292.00	(292.00)	0.00%	0.00	1,460.00	(1,460.00)	0.00%	3,500.00
5880 Travel - Leisure/Group Sales	149.38	833.00	(683.62)	17.93%	1,526.71	4,165.00	(2,638.29)	36.66%	10,000.00
5885 Travel - Group FAMs		833.00	(833.00)	0.00%	805.00	4,165.00	(3,360.00)	19.33%	10,000.00
5890 Misc. Sales Opportunities		166.00	(166.00)	0.00%	0.00	830.00	(830.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	149.38	4,026.00	(3,876.62)	3.71%	11,403.09	25,312.00	(13,908.91)	45.05%	53,500.00
Total 1- MEDIA & WEBSITE	72,039.12	64,584.00	7,455.12	111.54%	393,792.22	348,002.00	45,790.22	113.16%	799,221.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - November, 2019

11/21/2019

Accrual Basis

	Nov 2019				Jul-Nov 2019				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%	8,318.89	5,000.00	3,318.89	166.38%	12,000.00
6570 In-County Relations	280.00	500.00	(220.00)	56.00%	2,596.82	2,500.00	96.82	103.87%	6,000.00
6590 Memberships		625.00	(625.00)	0.00%	2,790.00	3,575.00	(785.00)	78.04%	8,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	11,000.00	0.00	100.00%	11,000.00
Total Partnerships	280.00	2,125.00	(1,845.00)	13.18%	24,705.71	22,075.00	2,630.71	111.92%	37,000.00
Visitor Services									
6720 Event & Festival Guides	705.41	3,000.00	(2,294.59)	23.51%	17,036.38	19,500.00	(2,463.62)	87.37%	41,000.00
6730 Incentives & Sponsorships	4,660.00	5,750.00	(1,090.00)	81.04%	18,980.00	30,950.00	(11,970.00)	61.32%	71,400.00
6770 Visitor Centers & Signage	200.00	0.00	200.00		6,791.05	2,000.00	4,791.05	339.55%	2,000.00
Total Visitor Services	5,565.41	8,750.00	(3,184.59)	63.60%	42,807.43	52,450.00	(9,642.57)	81.62%	114,400.00
Total 2- VISITOR SVS / PARTNERSHI	5,845.41	10,875.00	(5,029.59)	53.75%	67,513.14	74,525.00	(7,011.86)	90.59%	151,400.00
3- ADMIN EXPENSES									
General Admin									
7010 Accounting	367.50	8,500.00	(8,132.50)	4.32%	2,164.75	10,500.00	(8,335.25)	20.62%	14,000.00
7060 Bank Fees	263.97	67.00	196.97	393.99%	263.97	335.00	(71.03)	78.80%	800.00
7080 Board Development		416.00	(416.00)	0.00%	35.25	2,080.00	(2,044.75)	1.69%	5,000.00
7090 Copying & Printing	243.28	167.00	76.28	145.68%	897.17	835.00	62.17	107.45%	2,000.00
7100 Dues & Subscriptions	814.83		814.83		4,348.93	0.00	4,348.93		
7130 Legal Fees		250.00	(250.00)	0.00%	5,929.98	1,250.00	4,679.98	474.40%	3,000.00
7140 Licenses & Permits		0.00	0.00		66.00	66.00	0.00	100.00%	100.00
7150 Meeting Expenses	752.46	417.00	335.46	180.45%	1,647.14	2,085.00	(437.86)	79.00%	5,000.00
7200 Office Expense	878.00	1,250.00	(372.00)	70.24%	2,949.86	6,250.00	(3,300.14)	47.20%	15,000.00
7210 Postage & Shipping	304.39	1,250.00	(945.61)	24.35%	1,205.75	6,250.00	(5,044.25)	19.29%	15,000.00
7280 Travel Expenses	3,020.58	1,417.00	1,603.58	213.17%	8,919.06	7,085.00	1,834.06	125.89%	17,000.00
Total General Admin	6,645.01	13,734.00	(7,088.99)	48.38%	28,427.86	36,736.00	(8,308.14)	77.38%	76,900.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - November, 2019

11/21/2019

Accrual Basis

	Nov 2019				Jul-Nov 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Occupancy Costs									
7650 Rent	2,350.00	2,417.00	(67.00)	97.23%	11,930.00	12,085.00	(155.00)	98.72%	29,000.00
7660 Insurance		0.00	0.00		2,126.31	2,450.00	(323.69)	86.79%	3,000.00
7850 Repairs & Maintenance	339.41	292.00	47.41	116.24%	2,648.84	1,460.00	1,188.84	181.43%	3,500.00
7890 Taxes		0.00	0.00		62.58	100.00	(37.42)	62.58%	100.00
7910 Telecommunication	813.03	833.00	(19.97)	97.60%	4,577.01	4,165.00	412.01	109.89%	10,000.00
7950 Utilities	532.08	750.00	(217.92)	70.94%	3,632.42	3,750.00	(117.58)	96.86%	9,000.00
7990 Depreciation Expense	281.32		281.32		1,406.60	0.00	1,406.60		
Total Occupancy Costs	4,315.84	4,292.00	23.84	100.56%	26,383.76	24,010.00	2,373.76	109.89%	54,600.00
Total 3- ADMIN EXPENSES	10,960.85	18,026.00	(7,065.15)	60.81%	54,811.62	60,746.00	(5,934.38)	90.23%	131,500.00
4- PERSONNEL									
8510 Salaries & Wages	28,301.02	32,650.00	(4,348.98)	86.68%	159,196.43	163,250.00	(4,053.57)	97.52%	391,800.00
8520 Paid Time Off	0.00		0.00		8,257.66	0.00	8,257.66		
8530 Payroll Taxes	2,295.92	2,708.00	(412.08)	84.78%	13,629.08	13,540.00	89.08	100.66%	32,500.00
8540 Payroll Processing Fees	51.00		51.00		261.00	0.00	261.00		
8550 Workers Comp		0.00	0.00		2,172.00	3,000.00	(828.00)	72.40%	3,000.00
8570 Health Insurance	2,700.00	2,575.00	125.00	104.85%	13,500.00	12,875.00	625.00	104.85%	30,900.00
8580 Other Employee Benefits	58.79	1,125.00	(1,066.21)	5.23%	58.79	5,625.00	(5,566.21)	1.05%	13,500.00
8590 Contract Work	200.00	295.00	(95.00)	67.80%	1,000.00	1,475.00	(475.00)	67.80%	3,543.00
8615 Employee Recruitment	166.24	125.00	41.24	132.99%	330.16	625.00	(294.84)	52.83%	1,500.00
Total 4- PERSONNEL	33,772.97	39,478.00	(5,705.03)	85.55%	198,405.12	200,390.00	(1,984.88)	99.01%	476,743.00
Total Expenses	122,618.35	132,963.00	(10,344.65)	92.22%	714,522.10	683,663.00	30,859.10	104.51%	1,558,864.00
Net Operating Income	(2,580.73)	(9,250.50)	6,669.77	27.90%	(49,682.06)	(63,150.50)	13,468.44	78.67%	(100,000.00)
Net Income	(2,580.73)	(9,250.50)	6,669.77	27.90%	(49,682.06)	(63,150.50)	13,468.44	78.67%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	41,666.70	(41,666.70)	0.00%	100,000.00
BALANCE	(2,580.73)	(917.16)	(1,663.57)	281.38%	(49,682.06)	(21,483.80)	(28,198.26)	231.25%	0.00

Mendocino County Tourism Commission
Balance Sheet
As of November 30, 2019

11/21/2019
Accrual Basis

	As of Nov 30, 2019	As of Nov 30, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	432.65	80,131.70	(79,699.05)	-99.46%
1020 MLCU Savings	50,972.19	132,402.21	(81,430.02)	-61.50%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	51,504.84	212,633.91	(161,129.07)	-75.78%
Accounts Receivable				
1100 Accounts Receivable	542,037.31	548,345.04	(6,307.73)	-1.15%
Total Accounts Receivable	542,037.31	548,345.04	(6,307.73)	-1.15%
Other Current Assets				
1230 Prepaid Expenses	15,840.00	7,135.00	8,705.00	122.00%
1250 Refundable Deposits	4,150.00	4,636.00	(486.00)	-10.48%
Total Other Current Assets	19,990.00	11,771.00	8,219.00	69.82%
Total Current Assets	613,532.15	772,749.95	(159,217.80)	-20.60%
Fixed Assets				
1510 Furniture and Equipment	64,723.50	56,760.92	7,962.58	14.03%
1600 Accumulated Depreciation	(50,077.38)	(46,903.79)	(3,173.59)	-6.77%
Total Fixed Assets	14,646.12	9,857.13	4,788.99	48.58%
TOTAL ASSETS	628,178.27	782,607.08	(154,428.81)	-19.73%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	171,808.02	13,416.69	158,391.33	1180.55%
Total Accounts Payable	171,808.02	13,416.69	158,391.33	1180.55%
Other Current Liabilities				
Payroll Liabilities				
2230 CA SUI / ETT	111.21	399.00	(287.79)	-72.13%
2240 FUTA Payable	12.59	64.78	(52.19)	-80.56%
2270 Accrued Payroll	11,714.17	11,714.17	0.00	0.00%
2275 Accrued PTO	15,914.10	2,805.90	13,108.20	467.17%
Total Payroll Liabilities	27,752.07	14,983.85	12,768.22	85.21%
Total Other Current Liabilities	27,752.07	14,983.85	12,768.22	85.21%
Total Current Liabilities	199,560.09	28,400.54	171,159.55	602.66%
Total Liabilities	199,560.09	28,400.54	171,159.55	602.66%

Mendocino County Tourism Commission
Balance Sheet
As of November 30, 2019

11/21/2019
Accrual Basis

	As of Nov 30, 2019	As of Nov 30, 2018	Change	% Change
Equity				
3100 Contingency-Restricted	152,650.09	132,044.00	20,606.09	15.61%
3900 Unrestricted Net Assets (RE)	325,650.15	482,201.07	(156,550.92)	-32.47%
Net Income	(49,682.06)	139,961.47	(189,643.53)	-135.50%
Total Equity	428,618.18	754,206.54	(325,588.36)	-43.17%
TOTAL LIABILITIES AND EQUITY	628,178.27	782,607.08	(154,428.81)	-19.73%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - November, 2019

11/21/2019
 Accrual Basis

	Jul - Nov, 2019	Jul - Nov, 2018	Change	% Change
Income				
4030 County BID	392,707.10	373,248.35	19,458.75	5.21%
4031 County BID adjustments	66,168.41	134,786.69	(68,618.28)	-50.91%
4035 County 50% Match	203,154.00	197,050.00	6,104.00	3.10%
Other Income				
4830 Event Brochure Ads	2,700.00	1,350.00	1,350.00	100.00%
4950 Interest Income	110.53	116.20	(5.67)	-4.88%
Total Other Income	2,810.53	1,466.20	1,344.33	91.69%
Total Income	664,840.04	706,551.24	(41,711.20)	-5.90%
Gross Profit	664,840.04	706,551.24	(41,711.20)	-5.90%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	237,398.83	83,019.51	154,379.32	185.96%
5150 Ad Development/Design	9,085.00	3,175.00	5,910.00	186.14%
5170 Photography		24.00	(24.00)	-100.00%
5240 Research & Development	5,060.00	10,000.00	(4,940.00)	-49.40%
5280 Video Development	17,489.07	216.00	17,273.07	7996.79%
5290 Marketing Contingency	3,398.00		3,398.00	
Total 50 Advertising / Media	272,430.90	96,434.51	175,996.39	182.50%
55 Marketing / Public Relations				
5510 Public Relations Contract	37,500.00	33,333.30	4,166.70	12.50%
5520 Marketing Agency Contract	41,665.00	41,665.00	0.00	0.00%
5540 Clipping Service	2,663.98	2,730.48	(66.50)	-2.44%
5550 In-Market PR Stunts	1,271.50		1,271.50	
5560 Media Events	995.00	1,298.00	(303.00)	-23.34%
5610 Travel -PR Related	3,555.43	2,810.45	744.98	26.51%
5680 Visiting Media FAM Expenses	1,017.19	1,120.25	(103.06)	-9.20%
Total 55 Marketing / Public Relations	88,668.10	82,957.48	5,710.62	6.88%
57 Website Maint / Development				
5710 Interactive Media Coordinator	12,500.00	12,500.00	0.00	0.00%
5740 Content Creation		4,000.00	(4,000.00)	-100.00%
5750 Development/ Maintenance	8,345.38	8,461.02	(115.64)	-1.37%
5780 Interactive Marketing	444.75	622.80	(178.05)	-28.59%
Total 57 Website Maint / Development	21,290.13	25,583.82	(4,293.69)	-16.78%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - November, 2019

11/21/2019
 Accrual Basis

	Jul - Nov, 2019	Jul - Nov, 2018	Change	% Change
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	7,466.48	2,035.87	5,430.61	266.75%
5820 Consumer & Trade Shows	540.75	13,267.10	(12,726.35)	-95.92%
5840 State Fair Exhibit	1,064.15	1,618.87	(554.72)	-34.27%
5870 Shipping - Travel Shows		760.69	(760.69)	-100.00%
5880 Travel - Leisure/Group Sales	1,526.71	5,833.79	(4,307.08)	-73.83%
5885 Travel - Group FAMs	805.00	1,061.08	(256.08)	-24.13%
Total 58 Leisure / Group Sales	11,403.09	24,577.40	(13,174.31)	-53.60%
Total 1- MEDIA & WEBSITE	393,792.22	229,553.21	164,239.01	71.55%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	8,318.89	1,415.00	6,903.89	487.91%
6570 In-County Relations	2,596.82	1,068.80	1,528.02	142.97%
6590 Memberships	2,790.00	4,530.00	(1,740.00)	-38.41%
6610 North Coast Tourism Council	11,000.00	11,000.00	0.00	0.00%
Total Partnerships	24,705.71	18,013.80	6,691.91	37.15%
Visitor Services				
6720 Event & Festival Guides	17,036.38	9,826.48	7,209.90	73.37%
6730 Incentives & Sponsorships	18,980.00	74,110.00	(55,130.00)	-74.39%
6770 Visitor Centers & Signage	6,791.05	1,582.47	5,208.58	329.14%
Total Visitor Services	42,807.43	85,518.95	(42,711.52)	-49.94%
Total 2- VISITOR SVS / PARTNERSHIPS	67,513.14	103,532.75	(36,019.61)	-34.79%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	2,164.75	11,431.75	(9,267.00)	-81.06%
7060 Bank Fees	263.97	134.75	129.22	95.90%
7080 Board Development	35.25		35.25	
7090 Copying & Printing	897.17	902.89	(5.72)	-0.63%
7100 Dues & Subscriptions	4,348.93	5,252.34	(903.41)	-17.20%
7130 Legal Fees	5,929.98		5,929.98	
7140 Licenses & Permits	66.00		66.00	
7150 Meeting Expenses	1,647.14	1,428.55	218.59	15.30%
7200 Office Expense	2,949.86	12,499.03	(9,549.17)	-76.40%
7210 Postage & Shipping	1,205.75	2,845.68	(1,639.93)	-57.63%
7280 Travel Expenses	8,919.06	4,433.37	4,485.69	101.18%
Total General Admin	28,427.86	38,928.36	(10,500.50)	-26.97%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - November, 2019

11/21/2019
 Accrual Basis

	Jul - Nov, 2019	Jul - Nov, 2018	Change	% Change
Occupancy Costs				
7650 Rent	11,930.00	14,000.00	(2,070.00)	-14.79%
7660 Insurance	2,126.31	2,329.14	(202.83)	-8.71%
7850 Repairs & Maintenance	2,648.84	8,010.56	(5,361.72)	-66.93%
7890 Taxes	62.58	72.30	(9.72)	-13.44%
7910 Telecommunication	4,577.01	2,919.98	1,657.03	56.75%
7950 Utilities	3,632.42	3,607.10	25.32	0.70%
7990 Depreciation Expense	1,406.60	518.79	887.81	171.13%
Total Occupancy Costs	26,383.76	31,457.87	(5,074.11)	-16.13%
Total 3- ADMIN EXPENSES	54,811.62	70,386.23	(15,574.61)	-22.13%
4- PERSONNEL				
8510 Salaries & Wages	159,196.43	127,195.53	32,000.90	25.16%
8520 Paid Time Off	8,257.66	5,210.04	3,047.62	58.50%
8530 Payroll Taxes	13,629.08	11,559.71	2,069.37	17.90%
8540 Payroll Processing Fees	261.00	208.25	52.75	25.33%
8550 Workers Comp	2,172.00	1,950.00	222.00	11.38%
8570 Health Insurance	13,500.00	12,390.00	1,110.00	8.96%
8580 Other Employee Benefits	58.79	58.79		
8590 Contract Work	1,000.00	4,351.00	(3,351.00)	-77.02%
8615 Employee Recruitment	330.16	253.05	77.11	30.47%
Total 4- PERSONNEL	198,405.12	163,117.58	35,287.54	21.63%
Total Expenses	714,522.10	566,589.77	147,932.33	26.11%
Net Operating Income	(49,682.06)	139,961.47	(189,643.53)	-135.50%
Net Income	(49,682.06)	139,961.47	(189,643.53)	-135.50%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

11/21/2019
 Accrual Basis

As of November 30, 2019

	<u>Nov 2019</u>	<u>Jul-Nov 2019</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(2,580.73)	(49,682.06)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	(120,449.02)	(239,447.91)
(Increase)Decrease in Prepaid Expenses	(150.00)	(798.69)
(Increase)Decrease in Receivable Other	1,400.00	18.00
(Increase)Decrease in Accounts Payable	51,815.85	121,058.97
(Increase)Decrease in Payroll Liabilities	57.72	43.46
Total Adjustments to Reconcile Net Income to Net Cash	<u>(67,325.45)</u>	<u>(119,126.17)</u>
Net cash provided by Operating Activities	<u>(69,906.18)</u>	<u>(168,808.23)</u>
 <u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	0.00	(2,934.36)
(Increase)Decrease in Accumulated Depreciation	281.32	1,406.60
Net cash provided by Investing Activities	<u>281.32</u>	<u>(1,527.76)</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	 (69,624.86)	 (170,335.99)
Cash at Beginning of period	121,129.70	221,840.83
Cash at End of period	<u><u>51,504.84</u></u>	<u><u>51,504.84</u></u>