

Mendocino County Tourism Commission
Budget vs. Actuals - SUMMARY

July - December, 2019

1/30/2020
 Accrual Basis

	Dec 2019				Jul-Dec 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%	471,248.52	494,811.00	(23,562.48)	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%	243,784.80	247,404.00	(3,619.20)	98.54%	494,811.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(29,689.00)
Other Income	28.69	310.00	(281.31)	9.25%	2,839.22	2,310.00	529.22	122.91%	4,120.00
Total Income	119,200.91	124,012.50	(4,811.59)	96.12%	784,040.95	744,525.00	39,515.95	105.31%	1,458,864.00
Gross Profit	119,200.91	124,012.50	(4,811.59)	96.12%	784,040.95	744,525.00	39,515.95	105.31%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE	39,507.80	64,584.00	(25,076.20)	61.17%	437,300.02	412,586.00	24,714.02	105.99%	799,221.00
2- VISITOR SVS / PARTNERSHIPS	10,029.96	10,925.00	(895.04)	91.81%	59,043.10	74,450.00	(15,406.90)	79.31%	151,400.00
3- ADMIN EXPENSES	8,277.73	10,026.00	(1,748.27)	82.56%	63,089.35	70,772.00	(7,682.65)	89.14%	131,500.00
4- PERSONNEL	33,510.81	39,478.00	(5,967.19)	84.88%	231,915.93	239,868.00	(7,952.07)	96.68%	476,743.00
Total Expenses	91,326.30	125,013.00	(33,686.70)	73.05%	791,348.40	797,676.00	(6,327.60)	99.21%	1,558,864.00
Net Operating Income	27,874.61	(1,000.50)	28,875.11	-2786.07%	(7,307.45)	(53,151.00)	45,843.55	13.75%	(100,000.00)
Net Income	27,874.61	(1,000.50)	28,875.11	-2786.07%	(7,307.45)	(53,151.00)	45,843.55	13.75%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	50,000.04	(50,000.04)	0.00%	100,000.00
BALANCE	27,874.61	7,332.84	20,541.77	380.13%	(7,307.45)	(3,150.96)	(4,156.49)	231.91%	0.00

Mendocino County Tourism Commission

Budget vs. Actuals

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1/30/2020

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	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%	471,248.52	494,811.00	(23,562.48)	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%	243,784.80	247,404.00	(3,619.20)	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		300.00	(300.00)	0.00%	2,700.00	2,250.00	450.00	120.00%	4,000.00
4950 Interest Income	28.69	10.00	18.69	286.90%	139.22	60.00	79.22	232.03%	120.00
Total Other Income	28.69	310.00	(281.31)	9.25%	2,839.22	2,310.00	529.22	122.91%	4,120.00
Total Income	119,200.91	124,012.50	(4,811.59)	96.12%	784,040.95	744,525.00	39,515.95	105.31%	1,458,864.00
Gross Profit	119,200.91	124,012.50	(4,811.59)	96.12%	784,040.95	744,525.00	39,515.95	105.31%	1,458,864.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	14,248.30	29,268.00	(15,019.70)	48.68%	255,647.13	175,608.00	80,039.13	145.58%	351,216.00
5150 Ad Development/Design		125.00	(125.00)	0.00%	9,085.00	9,250.00	(165.00)	98.22%	10,000.00
5170 Photography	1,500.00	833.00	667.00	180.07%	1,500.00	4,998.00	(3,498.00)	30.01%	10,000.00
5240 Research & Development		1,500.00	(1,500.00)	0.00%	5,060.00	11,000.00	(5,940.00)	46.00%	20,000.00
5280 Video Development	809.77	2,000.00	(1,190.23)	40.49%	18,298.84	21,400.00	(3,101.16)	85.51%	32,505.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	3,398.00	4,998.00	(1,600.00)	67.99%	10,000.00
Total 50 Advertising / Media	16,558.07	34,559.00	(18,000.93)	47.91%	292,988.97	227,254.00	65,734.97	128.93%	433,721.00

Mendocino County Tourism Commission

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Accrual Basis

	Dec 2019				Jul-Dec 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%	45,000.00	49,248.00	(4,248.00)	91.37%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	49,998.00	49,998.00	0.00	100.00%	100,000.00
5540 Clipping Service	503.66	583.00	(79.34)	86.39%	3,167.64	3,498.00	(330.36)	90.56%	7,000.00
5550 In-Market PR Stunts	146.22	250.00	(103.78)	58.49%	1,417.72	1,500.00	(82.28)	94.51%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	995.00	1,752.00	(757.00)	56.79%	3,500.00
5610 Travel -PR Related		833.00	(833.00)	0.00%	3,555.43	4,998.00	(1,442.57)	71.14%	10,000.00
5680 Visiting Media FAM Expenses		1,458.00	(1,458.00)	0.00%	1,017.19	8,748.00	(7,730.81)	11.63%	17,500.00
Total 55 Marketing / Public Relations	16,482.88	19,957.00	(3,474.12)	82.59%	105,150.98	119,742.00	(14,591.02)	87.81%	239,500.00
57 Website Maint / Development									
5710 Interactive Media Coordinato	2,500.00	2,500.00	0.00	100.00%	15,000.00	15,000.00	0.00	100.00%	30,000.00
5740 Content Creation		1,667.00	(1,667.00)	0.00%	0.00	10,002.00	(10,002.00)	0.00%	20,000.00
5750 Development/ Maintenance	1,709.00	1,667.00	42.00	102.52%	10,054.38	10,002.00	52.38	100.52%	20,000.00
5780 Interactive Marketing	88.95	208.00	(119.05)	42.76%	533.70	1,248.00	(714.30)	42.76%	2,500.00
Total 57 Website Maint / Developme	4,297.95	6,042.00	(1,744.05)	71.13%	25,588.08	36,252.00	(10,663.92)	70.58%	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	6,504.00	(5,963.25)	8.31%	13,000.00
5840 State Fair Exhibit		818.00	(818.00)	0.00%	1,064.15	5,090.00	(4,025.85)	20.91%	10,000.00
5870 Shipping - Travel Shows		292.00	(292.00)	0.00%	0.00	1,752.00	(1,752.00)	0.00%	3,500.00
5880 Travel - Leisure/Group Sales	2,168.90	833.00	1,335.90	260.37%	3,695.61	4,998.00	(1,302.39)	73.94%	10,000.00
5885 Travel - Group FAMs		833.00	(833.00)	0.00%	805.00	4,998.00	(4,193.00)	16.11%	10,000.00
5890 Misc. Sales Opportunities		166.00	(166.00)	0.00%	0.00	996.00	(996.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	2,168.90	4,026.00	(1,857.10)	53.87%	13,571.99	29,338.00	(15,766.01)	46.26%	53,500.00
Total 1- MEDIA & WEBSITE	39,507.80	64,584.00	(25,076.20)	61.17%	437,300.02	412,586.00	24,714.02	105.99%	799,221.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - December, 2019

1/30/2020

Accrual Basis

	Dec 2019				Jul-Dec 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars	1,125.00	1,000.00	125.00	112.50%	9,443.89	6,000.00	3,443.89	157.40%	12,000.00
6570 In-County Relations	719.64	500.00	219.64	143.93%	3,316.46	3,000.00	316.46	110.55%	6,000.00
6590 Memberships		675.00	(675.00)	0.00%	2,790.00	4,250.00	(1,460.00)	65.65%	8,000.00
6610 North Coast Tourism Council	90.67	0.00	90.67		90.67	0.00	90.67		11,000.00
Total Partnerships	1,935.31	2,175.00	(239.69)	88.98%	15,641.02	13,250.00	2,391.02	118.05%	37,000.00
Visitor Services									
6720 Event & Festival Guides	6,814.65	3,000.00	3,814.65	227.16%	23,851.03	22,500.00	1,351.03	106.00%	41,000.00
6730 Incentives & Sponsorships	1,080.00	5,750.00	(4,670.00)	18.78%	12,560.00	36,700.00	(24,140.00)	34.22%	71,400.00
6770 Visitor Centers & Signage	200.00	0.00	200.00		6,991.05	2,000.00	4,991.05	349.55%	2,000.00
Total Visitor Services	8,094.65	8,750.00	(655.35)	92.51%	43,402.08	61,200.00	(17,797.92)	70.92%	114,400.00
Total 2- VISITOR SVS / PARTNERSHIP	10,029.96	10,925.00	(895.04)	91.81%	59,043.10	74,450.00	(15,406.90)	79.31%	151,400.00
3- ADMIN EXPENSES									
General Admin									
7010 Accounting	455.00	500.00	(45.00)	91.00%	2,619.75	11,000.00	(8,380.25)	23.82%	14,000.00
7060 Bank Fees	124.02	67.00	57.02	185.10%	387.99	402.00	(14.01)	96.51%	800.00
7080 Board Development	122.74	416.00	(293.26)	29.50%	157.99	2,496.00	(2,338.01)	6.33%	5,000.00
7090 Copying & Printing	131.71	167.00	(35.29)	78.87%	1,028.88	1,002.00	26.88	102.68%	2,000.00
7100 Dues & Subscriptions	1,166.70		1,166.70		5,515.63	0.00	5,515.63		
7130 Legal Fees		250.00	(250.00)	0.00%	5,929.98	1,500.00	4,429.98	395.33%	3,000.00
7140 Licenses & Permits		0.00	0.00		66.00	66.00	0.00	100.00%	100.00
7150 Meeting Expenses	297.77	417.00	(119.23)	71.41%	1,944.91	2,502.00	(557.09)	77.73%	5,000.00
7200 Office Expense	984.90	1,250.00	(265.10)	78.79%	3,934.76	7,500.00	(3,565.24)	52.46%	15,000.00
7210 Postage & Shipping	100.45	1,250.00	(1,149.55)	8.04%	1,306.20	7,500.00	(6,193.80)	17.42%	15,000.00
7280 Travel Expenses	395.97	1,417.00	(1,021.03)	27.94%	9,315.03	8,502.00	813.03	109.56%	17,000.00
Total General Admin	3,779.26	5,734.00	(1,954.74)	65.91%	32,207.12	42,470.00	(10,262.88)	75.83%	76,900.00

Mendocino County Tourism Commission

Budget vs. Actuals

July - December, 2019

1/30/2020

Accrual Basis

	Dec 2019				Jul-Dec 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%	14,280.00	14,502.00	(222.00)	98.47%	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	218.49	292.00	(73.51)	74.83%	2,867.33	1,752.00	1,115.33	163.66%	3,500.00
7890 Taxes		0.00	0.00		62.58	100.00	(37.42)	62.58%	100.00
7910 Telecommunication	812.90	833.00	(20.10)	97.59%	5,389.91	4,998.00	391.91	107.84%	10,000.00
7950 Utilities	835.76	750.00	85.76	111.43%	4,468.18	4,500.00	(31.82)	99.29%	9,000.00
7990 Depreciation Expense	281.32		281.32		1,687.92	0.00	1,687.92		
Total Occupancy Costs	4,498.47	4,292.00	206.47	104.81%	30,882.23	28,302.00	2,580.23	109.12%	54,600.00
Total 3- ADMIN EXPENSES	8,277.73	10,026.00	(1,748.27)	82.56%	63,089.35	70,772.00	(7,682.65)	89.14%	131,500.00
4- PERSONNEL									
8510 Salaries & Wages	26,814.25	32,650.00	(5,835.75)	82.13%	186,010.68	195,900.00	(9,889.32)	94.95%	391,800.00
8520 Paid Time Off	830.77		830.77		9,088.43	0.00	9,088.43		
8530 Payroll Taxes	2,114.85	2,708.00	(593.15)	78.10%	15,743.93	16,248.00	(504.07)	96.90%	32,500.00
8540 Payroll Processing Fees	51.00		51.00		312.00	0.00	312.00		
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%	16,200.00	15,450.00	750.00	104.85%	30,900.00
8580 Other Employee Benefits	537.44	1,125.00	(587.56)	47.77%	926.39	6,750.00	(5,823.61)	13.72%	13,500.00
8590 Contract Work	462.50	295.00	167.50	156.78%	1,462.50	1,770.00	(307.50)	82.63%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	0.00	750.00	(750.00)	0.00%	1,500.00
Total 4- PERSONNEL	33,510.81	39,478.00	(5,967.19)	84.88%	231,915.93	239,868.00	(7,952.07)	96.68%	476,743.00
Total Expenses	91,326.30	125,013.00	(33,686.70)	73.05%	791,348.40	797,676.00	(6,327.60)	99.21%	1,558,864.00
Net Operating Income	27,874.61	(1,000.50)	28,875.11	-2786.07%	(7,307.45)	(53,151.00)	45,843.55	13.75%	(100,000.00)
Net Income	27,874.61	(1,000.50)	28,875.11	-2786.07%	(7,307.45)	(53,151.00)	45,843.55	13.75%	(100,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	8,333.34	(8,333.34)	0.00%	0.00	50,000.04	(50,000.04)	0.00%	100,000.00
BALANCE	27,874.61	7,332.84	20,541.77	380.13%	(7,307.45)	(3,150.96)	(4,156.49)	231.91%	0.00

Mendocino County Tourism Commission

Balance Sheet

1/30/2020

Accrual Basis

As of December 31, 2019

	As of Dec 31, 2019	As of Dec 31, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	42,620.24	308,718.95	(266,098.71)	-86.19%
1020 MLCU Savings	153,358.58	132,430.32	20,928.26	15.80%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	196,078.82	441,249.27	(245,170.45)	-55.56%
Accounts Receivable				
1100 Accounts Receivable	317,622.30	303,236.86	14,385.44	4.74%
Total Accounts Receivable	317,622.30	303,236.86	14,385.44	4.74%
Other Current Assets				
1230 Prepaid Expenses	15,440.00	8,085.00	7,355.00	90.97%
1250 Refundable Deposits	4,150.00	4,636.00	(486.00)	-10.48%
Total Other Current Assets	19,590.00	12,721.00	6,869.00	54.00%
Total Current Assets	533,291.12	757,207.13	(223,916.01)	-29.57%
Fixed Assets				
1510 Furniture and Equipment	64,723.50	56,760.92	7,962.58	14.03%
1600 Accumulated Depreciation	(50,358.70)	(47,076.72)	(3,281.98)	-6.97%
Total Fixed Assets	14,364.80	9,684.20	4,680.60	48.33%
TOTAL ASSETS	547,655.92	766,891.33	(219,235.41)	-28.59%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	48,911.06	50,446.32	(1,535.26)	-3.04%
Total Accounts Payable	48,911.06	50,446.32	(1,535.26)	-3.04%
Other Current Liabilities				
Payroll Liabilities				
2210 Federal Taxes (941/944)	0.00	3,571.53	(3,571.53)	-100.00%
2220 CA PIT / SDI	0.00	657.05	(657.05)	-100.00%
2230 CA SUI / ETT	111.21	605.81	(494.60)	-81.64%
2240 FUTA Payable	12.59	86.55	(73.96)	-85.45%
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	19,441.01	8,311.06	42.75%
Total Other Current Liabilities	27,752.07	19,441.01	8,311.06	42.75%
Total Current Liabilities	76,663.13	69,887.33	6,775.80	9.70%
Total Liabilities	76,663.13	69,887.33	6,775.80	9.70%

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

1/30/2020
Accrual Basis

	As of Dec 31, 2019	As of Dec 31, 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	(7,307.45)	82,758.93	(90,066.38)	-108.83%
Total Equity	470,992.79	697,004.00	(226,011.21)	-32.43%
TOTAL LIABILITIES AND EQUITY	547,655.92	766,891.33	(219,235.41)	-28.59%

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

1/30/2020
 Accrual Basis

	Jul - Dec, 2019	Jul - Dec, 2018	Change	% Change
Income				
4030 County BID	471,248.52	447,898.02	23,350.50	5.21%
4031 County BID adjustments	66,168.41	134,786.69	(68,618.28)	-50.91%
4035 County 50% Match	243,784.80	236,460.00	7,324.80	3.10%
Other Income				
4250 Cooperative Advertising	0.00		0.00	
4830 Event Brochure Ads	2,700.00	1,350.00	1,350.00	100.00%
4940 Misc. Income		0.00	0.00	
4950 Interest Income	139.22	144.31	(5.09)	-3.53%
Total Other Income	2,839.22	1,494.31	1,344.91	90.00%
Total Income	784,040.95	820,639.02	(36,598.07)	-4.46%
Gross Profit	784,040.95	820,639.02	(36,598.07)	-4.46%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	255,647.13	154,796.82	100,850.31	65.15%
5150 Ad Development/Design	9,085.00	7,075.00	2,010.00	28.41%
5170 Photography	1,500.00	24.00	1,476.00	6150.00%
5240 Research & Development	5,060.00	10,000.00	(4,940.00)	-49.40%
5280 Video Development	18,298.84	5,216.00	13,082.84	250.82%
5290 Marketing Contingency	3,398.00		3,398.00	
Total 50 Advertising / Media	292,988.97	177,111.82	115,877.15	65.43%
55 Marketing / Public Relations				
5510 Public Relations Contract	45,000.00	39,999.96	5,000.04	12.50%
5520 Marketing Agency Contract	49,998.00	49,998.00	0.00	0.00%
5540 Clipping Service	3,167.64	3,201.16	(33.52)	-1.05%
5550 In-Market PR Stunts	1,417.72		1,417.72	
5560 Media Events	995.00	1,298.00	(303.00)	-23.34%
5610 Travel -PR Related	3,555.43	3,060.45	494.98	16.17%
5680 Visiting Media FAM Expenses	1,017.19	2,375.48	(1,358.29)	-57.18%
Total 55 Marketing / Public Relations	105,150.98	99,933.05	5,217.93	5.22%
57 Website Maint / Development				
5710 Interactive Media Coordinator	15,000.00	15,000.00	0.00	0.00%
5740 Content Creation		5,000.00	(5,000.00)	-100.00%
5750 Development/ Maintenance	10,054.38	10,064.02	(9.64)	-0.10%
5780 Interactive Marketing	533.70	1,840.38	(1,306.68)	-71.00%
Total 57 Website Maint / Development	25,588.08	31,904.40	(6,316.32)	-19.80%

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

1/30/2020
 Accrual Basis

	Jul - Dec, 2019	Jul - Dec, 2018	Change	% Change
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	7,466.48	4,107.87	3,358.61	81.76%
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	3,695.61	6,101.72	(2,406.11)	-39.43%
5885 Travel - Group FAMs	805.00	3,561.08	(2,756.08)	-77.39%
Total 58 Leisure / Group Sales	13,571.99	29,417.33	(15,845.34)	-53.86%
Total 1- MEDIA & WEBSITE	437,300.02	338,366.60	98,933.42	29.24%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	9,443.89	1,415.00	8,028.89	567.41%
6570 In-County Relations	3,316.46	1,068.80	2,247.66	210.30%
6590 Memberships	2,790.00	4,530.00	(1,740.00)	-38.41%
6610 North Coast Tourism Council	90.67	11,000.00	(10,909.33)	-99.18%
Total Partnerships	15,641.02	18,013.80	(2,372.78)	-13.17%
Visitor Services				
6720 Event & Festival Guides	23,851.03	17,270.43	6,580.60	38.10%
6730 Incentives & Sponsorships	12,560.00	75,110.00	(62,550.00)	-83.28%
6770 Visitor Centers & Signage	6,991.05	1,582.47	5,408.58	341.78%
Total Visitor Services	43,402.08	93,962.90	(50,560.82)	-53.81%
Total 2- VISITOR SVS / PARTNERSHIPS	59,043.10	111,976.70	(52,933.60)	-47.27%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	2,619.75	11,927.00	(9,307.25)	-78.04%
7060 Bank Fees	387.99	136.75	251.24	183.72%
7080 Board Development	157.99		157.99	
7090 Copying & Printing	1,028.88	1,080.44	(51.56)	-4.77%
7100 Dues & Subscriptions	5,515.63	6,176.30	(660.67)	-10.70%
7130 Legal Fees	5,929.98		5,929.98	
7140 Licenses & Permits	66.00		66.00	
7150 Meeting Expenses	1,944.91	1,985.38	(40.47)	-2.04%
7200 Office Expense	3,934.76	15,945.18	(12,010.42)	-75.32%
7210 Postage & Shipping	1,306.20	2,902.38	(1,596.18)	-55.00%
7280 Travel Expenses	9,315.03	5,087.26	4,227.77	83.11%
Total General Admin	32,207.12	45,240.69	(13,033.57)	-28.81%

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

1/30/2020
 Accrual Basis

	Jul - Dec, 2019	Jul - Dec, 2018	Change	% Change
Occupancy Costs				
7650 Rent	14,280.00	16,350.00	(2,070.00)	-12.66%
7660 Insurance	2,126.31	2,394.14	(267.83)	-11.19%
7850 Repairs & Maintenance	2,867.33	8,459.06	(5,591.73)	-66.10%
7890 Taxes	62.58	72.30	(9.72)	-13.44%
7910 Telecommunication	5,389.91	3,322.67	2,067.24	62.22%
7950 Utilities	4,468.18	4,340.35	127.83	2.95%
7990 Depreciation Expense	1,687.92	691.72	996.20	144.02%
Total Occupancy Costs	30,882.23	35,630.24	(4,748.01)	-13.33%
Total 3- ADMIN EXPENSES	63,089.35	80,870.93	(17,781.58)	-21.99%
4- PERSONNEL				
8510 Salaries & Wages	186,010.68	160,046.57	25,964.11	16.22%
8520 Paid Time Off	9,088.43	9,503.63	(415.20)	-4.37%
8530 Payroll Taxes	15,743.93	14,629.86	1,114.07	7.62%
8540 Payroll Processing Fees	312.00	241.75	70.25	29.06%
8550 Workers Comp	2,172.00	1,950.00	222.00	11.38%
8570 Health Insurance	16,200.00	15,690.00	510.00	3.25%
8580 Other Employee Benefits	926.39		926.39	
8590 Contract Work	1,462.50	4,351.00	(2,888.50)	-66.39%
8615 Employee Recruitment		253.05	(253.05)	-100.00%
Total 4- PERSONNEL	231,915.93	206,665.86	25,250.07	12.22%
Total Expenses	791,348.40	737,880.09	53,468.31	7.25%
Net Operating Income	(7,307.45)	82,758.93	(90,066.38)	-108.83%
Net Income	(7,307.45)	82,758.93	(90,066.38)	-108.83%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

1/30/2020
 Accrual Basis

As of December 31, 2019

	<u>Dec 2019</u>	<u>Jul-Dec 2019</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	27,874.61	(7,307.45)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	224,415.01	(15,032.90)
(Increase)Decrease in Prepaid Expenses	400.00	(398.69)
(Increase)Decrease in Receivable Other	0.00	18.00
(Increase)Decrease in Accounts Payable	(108,656.96)	(1,837.99)
(Increase)Decrease in Payroll Liabilities	0.00	43.46
Total Adjustments to Reconcile Net Income to Net Cash	<u>116,158.05</u>	<u>(17,208.12)</u>
Net cash provided by Operating Activities	<u>144,032.66</u>	<u>(24,515.57)</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	1,687.92
Net cash provided by Investing Activities	<u>281.32</u>	<u>(1,246.44)</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	144,313.98	(25,762.01)
Cash at Beginning of period	<u>51,764.84</u>	<u>221,840.83</u>
Cash at End of period	<u><u>196,078.82</u></u>	<u><u>196,078.82</u></u>