

**Visit Mendocino County
Budget vs. Actuals - SUMMARY**

July - September 2018

10/24/2018

Accrual Basis

	Sep 2018				Jul - Sep 2018				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	YTD Budget	over Budget	% of Budget	
Income									
4030 County BID	74,649.67	74,649.67	0.00	100.00%	223,949.01	223,949.01	0.00	100.00%	895,796.00
4035 County 50% Match	35,545.09	35,545.09	0.00	100.00%	106,635.27	106,635.27	0.00	100.00%	426,541.00
4040 County Admin Fee		0.00	0.00			0.00	0.00		(26,874.00)
Other Income	27.19	2,260.00	(2,232.81)	1.20%	60.90	6,780.00	(6,719.10)	0.90%	34,620.00
Total Income	110,221.95	112,454.76	(2,232.81)	98.01%	330,645.18	337,364.28	(6,719.10)	98.01%	1,330,083.00
Gross Profit	110,221.95	112,454.76	(2,232.81)	98.01%	330,645.18	337,364.28	(6,719.10)	98.01%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE	43,232.21	69,335.00	(26,102.79)	62.35%	105,094.93	217,355.00	(112,260.07)	48.35%	852,000.00
2- VISITOR SVS / PARTNERSHIPS	28,606.27	32,667.00	(4,060.73)	87.57%	50,387.00	56,635.00	(6,248.00)	88.97%	159,400.00
3- ADMIN EXPENSES	15,843.52	13,009.00	2,834.52	121.79%	34,976.24	33,587.00	1,389.24	104.14%	114,400.00
4- PERSONNEL	31,061.71	33,441.00	(2,379.29)	92.89%	92,094.19	103,913.00	(11,818.81)	88.63%	404,283.00
Total Expenses	118,743.71	148,452.00	(29,708.29)	79.99%	282,552.36	411,490.00	(128,937.64)	68.67%	1,530,083.00
Net Operating Income	(8,521.76)	(35,997.24)	27,475.48	23.67%	48,092.82	(74,125.72)	122,218.54	-64.88%	(200,000.00)
Net Income	(8,521.76)	(35,997.24)	27,475.48	23.67%	48,092.82	(74,125.72)	122,218.54	-64.88%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	33,333.34	(33,333.34)	0.00%	200,000.00
BALANCE	(8,521.76)	(19,330.57)	10,808.81	44.08%	48,092.82	(40,792.38)	88,885.20	-117.90%	0.00

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10/24/2018
 Accrual Basis

	Sep 2018				Jul - Sep 2018				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	1.00	223,949.01	223,949.01	0.00	1.00	895,796.00
4035 County 50% Match	35,545.09	35,545.09	0.00	1.00	106,635.27	106,635.27	0.00	1.00	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income			0.00		0.00	0.00	0.00		
4250 Cooperative Advertising		1,250.00	(1,250.00)	0.00	0.00	3,750.00	(3,750.00)	0.00	15,000.00
4830 Event Brochure Ads		0.00	0.00		0.00	0.00	0.00		7,500.00
4940 Misc. Income		1,000.00	(1,000.00)	0.00	0.00	3,000.00	(3,000.00)	0.00	12,000.00
4950 Interest Income	27.19	10.00	17.19	2.72	60.90	30.00	30.90	2.03	120.00
Total Other Income	27.19	2,260.00	(2,232.81)	0.01	60.90	6,780.00	(6,719.10)	0.01	34,620.00
Total Income	110,221.95	112,454.76	(2,232.81)	0.98	330,645.18	337,364.28	(6,719.10)	0.98	1,330,083.00
Gross Profit	110,221.95	112,454.76	(2,232.81)	0.98	330,645.18	337,364.28	(6,719.10)	0.98	1,330,083.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	13,517.87	30,333.00	(16,815.13)	0.45	23,735.99	98,999.00	(75,263.01)	0.24	412,000.00
5150 Ad Development/Design	2,150.00	833.00	1,317.00	2.58	2,150.00	2,499.00	(349.00)	0.86	10,000.00
5170 Photography		833.00	(833.00)	0.00	24.00	2,499.00	(2,475.00)	0.01	10,000.00
5240 Research & Development		1,667.00	(1,667.00)	0.00	0.00	5,001.00	(5,001.00)	0.00	20,000.00
5280 Video Development		2,085.00	(2,085.00)	0.00	0.00	6,255.00	(6,255.00)	0.00	25,000.00
5290 Marketing Contingency		833.00	(833.00)	0.00	0.00	2,499.00	(2,499.00)	0.00	10,000.00
Total 50 Advertising / Media	15,667.87	36,584.00	(20,916.13)	0.43	25,909.99	117,752.00	(91,842.01)	0.22	487,000.00
55 Marketing / Public Relations									
5510 Public Relations Contract	6,666.66	8,208.00	(1,541.34)	0.81	19,999.98	24,624.00	(4,624.02)	0.81	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	1.00	24,999.00	24,999.00	0.00	1.00	100,000.00
5540 Clipping Service	353.50	583.00	(229.50)	0.61	1,773.22	1,749.00	24.22	1.01	7,000.00
5550 In-Market PR Stunts		250.00	(250.00)	0.00	0.00	750.00	(750.00)	0.00	3,000.00
5560 Media Events		292.00	(292.00)	0.00	0.00	876.00	(876.00)	0.00	3,500.00
5610 Travel -PR Related	188.69	625.00	(436.31)	0.30	1,238.14	1,875.00	(636.86)	0.66	7,500.00
5680 Visiting Media FAM Expenses	288.00	1,167.00	(879.00)	0.25	813.90	3,501.00	(2,687.10)	0.23	14,000.00
Total 55 Marketing / Public Relations	15,829.85	19,458.00	(3,628.15)	0.81	48,824.24	58,374.00	(9,549.76)	0.84	233,500.00

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10/24/2018
 Accrual Basis

	Sep 2018				Jul - Sep 2018				Annual Budget
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57 Website Maint / Development									
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	1.00	7,500.00	7,500.00	0.00	1.00	30,000.00
5740 Content Creation		417.00	(417.00)	0.00	0.00	1,251.00	(1,251.00)	0.00	5,000.00
5750 Development/ Maintenance	1,603.00	1,667.00	(64.00)	0.96	5,096.02	5,001.00	95.02	1.02	20,000.00
5780 Interactive Marketing	78.95	1,250.00	(1,171.05)	0.06	445.90	3,750.00	(3,304.10)	0.12	15,000.00
Total 57 Website Maint / Development	4,181.95	5,834.00	(1,652.05)	0.72	13,041.92	17,502.00	(4,460.08)	0.75	70,000.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Develop	1,419.11	1,000.00	419.11	1.42	1,419.11	3,000.00	(1,580.89)	0.47	12,000.00
5820 Consumer & Trade Shows	1,978.13	2,000.00	(21.87)	0.99	8,939.95	10,250.00	(1,310.05)	0.87	15,000.00
5840 State Fair Exhibit		500.00	(500.00)	0.00	1,618.87	1,600.00	18.87	1.01	5,000.00
5870 Shipping - Travel Shows	692.43	292.00	400.43	2.37	692.43	876.00	(183.57)	0.79	3,500.00
5880 Travel - Leisure/Group Sales	3,462.87	2,500.00	962.87	1.39	4,448.98	4,500.00	(51.02)	0.99	12,000.00
5885 Travel - Group FAMs		1,000.00	(1,000.00)	0.00	199.44	3,000.00	(2,800.56)	0.07	12,000.00
5890 Misc. Sales Opportunities		167.00	(167.00)	0.00	0.00	501.00	(501.00)	0.00	2,000.00
Total 58 Leisure / Group Sales	7,552.54	7,459.00	93.54	1.01	17,318.78	23,727.00	(6,408.22)	0.73	61,500.00
Total 1- MEDIA & WEBSITE	43,232.21	69,335.00	(26,102.79)	0.62	105,094.93	217,355.00	(112,260.07)	0.48	852,000.00
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars		1,000.00	(1,000.00)	0.00	1,415.00	3,000.00	(1,585.00)	0.47	12,000.00
6570 In-County Relations	230.09	500.00	(269.91)	0.46	558.17	1,500.00	(941.83)	0.37	6,000.00
6590 Memberships		667.00	(667.00)	0.00	255.70	2,001.00	(1,745.30)	0.13	8,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	10,000.00	1,000.00	1.10	10,000.00
Total Partnerships	230.09	2,167.00	(1,936.91)	0.11	13,228.87	16,501.00	(3,272.13)	0.80	36,000.00
Visitor Services									
6720 Event & Festival Guides	6,553.65	8,000.00	(1,446.35)	0.82	7,335.60	9,300.00	(1,964.40)	0.79	50,000.00
6730 Incentives & Sponsorships	20,730.00	21,000.00	(270.00)	0.99	28,730.00	29,000.00	(270.00)	0.99	71,400.00
6770 Visitor Centers & Signage	1,092.53	1,500.00	(407.47)	0.73	1,092.53	1,834.00	(741.47)	0.60	2,000.00
Total Visitor Services	28,376.18	30,500.00	(2,123.82)	0.93	37,158.13	40,134.00	(2,975.87)	0.93	123,400.00
Total 2- VISITOR SVS / PARTNERSHIPS	28,606.27	32,667.00	(4,060.73)	0.88	50,387.00	56,635.00	(6,248.00)	0.89	159,400.00

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3- ADMIN EXPENSES									
General Admin									
7010 Accounting	682.50	642.00	40.50	1.06	2,688.00	1,926.00	762.00	1.40	7,700.00
7060 Bank Fees	26.95	42.00	(15.05)	0.64	80.85	126.00	(45.15)	0.64	500.00
7080 Board Development		300.00	(300.00)	0.00	0.00	300.00	(300.00)	0.00	4,000.00
7090 Copying & Printing	61.52	167.00	(105.48)	0.37	416.06	501.00	(84.94)	0.83	2,000.00
7100 Dues & Subscriptions	1,228.02	1,400.00	(171.98)	0.88	2,303.56	2,390.00	(86.44)	0.96	5,500.00
7130 Legal Fees		250.00	(250.00)	0.00	0.00	750.00	(750.00)	0.00	3,000.00
7140 Licenses & Permits		0.00	0.00		0.00	0.00	0.00		100.00
7150 Meeting Expenses	357.41	167.00	190.41	2.14	615.66	501.00	114.66	1.23	2,000.00
7200 Office Expense	2,484.14	2,750.00	(265.86)	0.90	3,841.38	4,250.00	(408.62)	0.90	9,500.00
7210 Postage & Shipping	417.50	1,250.00	(832.50)	0.33	1,849.49	3,750.00	(1,900.51)	0.49	15,000.00
7280 Travel Expenses	1,317.07	1,250.00	67.07	1.05	3,108.40	3,750.00	(641.60)	0.83	15,000.00
Total General Admin	6,575.11	8,218.00	(1,642.89)	0.80	14,903.40	18,244.00	(3,340.60)	0.82	64,300.00
Occupancy Costs									
7650 Rent	5,700.00	2,083.00	3,617.00	2.74	10,800.00	6,249.00	4,551.00	1.73	25,000.00
7660 Insurance		0.00	0.00		2,329.14	2,650.00	(320.86)	0.88	3,000.00
7850 Repairs & Maintenance	2,337.30	1,500.00	837.30	1.56	3,288.30	2,750.00	538.30	1.20	7,500.00
7890 Taxes		0.00	0.00		62.30	70.00	(7.70)	0.89	100.00
7910 Telecommunication	612.30	500.00	112.30	1.22	1,802.20	1,500.00	302.20	1.20	6,000.00
7950 Utilities	618.81	708.00	(89.19)	0.87	1,790.90	2,124.00	(333.10)	0.84	8,500.00
Total Occupancy Costs	9,268.41	4,791.00	4,477.41	1.93	20,072.84	15,343.00	4,729.84	1.31	50,100.00
Total 3- ADMIN EXPENSES	15,843.52	13,009.00	2,834.52	1.22	34,976.24	33,587.00	1,389.24	1.04	114,400.00

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4- PERSONNEL									
8510 Salaries & Wages	23,903.84	28,034.00	(4,130.16)	0.85	71,738.52	84,102.00	(12,363.48)	0.85	336,404.00
8520 Paid Time Off	468.00		468.00		682.50	0.00	682.50		
8530 Payroll Taxes	2,614.87	1,792.00	822.87	1.46	6,529.87	5,376.00	1,153.87	1.21	21,500.00
8540 Payroll Processing Fees	47.00	28.00	19.00	1.68	145.25	84.00	61.25	1.73	336.00
8550 Workers Comp		0.00	0.00		3,171.00	3,000.00	171.00	1.06	3,000.00
8570 Health Insurance	2,248.00	2,875.00	(627.00)	0.78	6,744.00	8,625.00	(1,881.00)	0.78	34,500.00
8580 Other Employee Benefits		292.00	(292.00)	0.00	0.00	876.00	(876.00)	0.00	3,500.00
8590 Contract Work	1,780.00	295.00	1,485.00	6.03	2,830.00	1,475.00	1,355.00	1.92	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00	253.05	375.00	(121.95)	0.67	1,500.00
Total 4- PERSONNEL	31,061.71	33,441.00	(2,379.29)	0.93	92,094.19	103,913.00	(11,818.81)	0.89	404,283.00
Total Expenses	118,743.71	148,452.00	(29,708.29)	0.80	282,552.36	411,490.00	(128,937.64)	0.69	1,530,083.00
Net Operating Income	(8,521.76)	(35,997.24)	27,475.48	0.24	48,092.82	(74,125.72)	122,218.54	(0.65)	(200,000.00)
Net Income	(8,521.76)	(35,997.24)	27,475.48	0.24	48,092.82	(74,125.72)	122,218.54	(0.65)	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	33,333.34	(33,333.34)	0.00%	200,000.00
BALANCE	(8,521.76)	(19,330.57)	10,808.81	44.08%	48,092.82	(40,792.38)	88,885.20	-117.90%	0.00

Visit Mendocino County
Balance Sheet Comparison
As of September 30, 2018

10/24/2018
Accrual Basis

	Sep 30, 2018	Sep 30, 2017	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	222,968.54	414,224.19	(191,255.65)	-46.17%
1020 MLCU Savings	132,346.91	130,487.22	1,859.69	1.43%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	355,415.45	544,811.41	(189,395.96)	-34.76%
Accounts Receivable				
1100 Accounts Receivable	330,684.28	222,891.18	107,793.10	48.36%
Total Accounts Receivable	330,684.28	222,891.18	107,793.10	48.36%
Other Current Assets				
1230 Prepaid Expenses	5,535.00	8,340.00	(2,805.00)	-33.63%
1250 Refundable Deposits	4,636.00	2,350.00	2,286.00	97.28%
Total Other Current Assets	10,171.00	10,690.00	(519.00)	-4.86%
Total Current Assets	696,270.73	778,392.59	(82,121.86)	-10.55%
Fixed Assets				
1510 Furniture and Equipment	56,760.92	46,385.00	10,375.92	22.37%
1600 Accumulated Depreciation	(46,385.00)	(46,385.00)	0.00	0.00%
Total Fixed Assets	10,375.92	0.00	10,375.92	
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	706,646.65	778,392.59	(71,745.94)	-9.22%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	29,549.45	36,249.40	(6,699.95)	-18.48%
Total Accounts Payable	29,549.45	36,249.40	(6,699.95)	-18.48%
Other Current Liabilities				
Payroll Liabilities				
2230 CA SUI / ETT	216.46		216.46	
2240 FUTA Payable	22.78	0.00	22.78	
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	14,759.31	9,090.65	5,668.66	62.36%
Total Other Current Liabilities	14,759.31	9,090.65	5,668.66	62.36%
Total Current Liabilities	44,308.76	45,340.05	(1,031.29)	-2.27%
Total Liabilities	44,308.76	45,340.05	(1,031.29)	-2.27%

Visit Mendocino County
Balance Sheet Comparison
As of September 30, 2018

10/24/2018
Accrual Basis

	Sep 30, 2018	Sep 30, 2017	Change	% Change
Equity				
3100 Contingency-Restricted	132,044.00	130,344.00	1,700.00	1.30%
3900 Unrestricted Net Assets (RE)	482,201.07	522,731.74	(40,530.67)	-7.75%
Net Income	48,092.82	79,976.80	(31,883.98)	-39.87%
Total Equity	662,337.89	733,052.54	(70,714.65)	-9.65%
TOTAL LIABILITIES AND EQUITY	706,646.65	778,392.59	(71,745.94)	-9.22%

Visit Mendocino County
Profit and Loss Comparison
 July - September 2018

10/24/2018
 Accrual Basis

	Jul - Sep, 2018	Jul - Sep, 2017	Change	% Change
Income				
4030 County BID	223,949.01	221,629.77	2,319.24	1.05%
4031 County BID adjustments	0.00	20,873.25	(20,873.25)	-100.00%
4035 County 50% Match	106,635.27	108,882.00	(2,246.73)	-2.06%
Other Income				
4940 Misc. Income	0.00	2,312.05	(2,312.05)	-100.00%
4950 Interest Income	60.90	29.37	31.53	107.35%
Total Other Income	60.90	2,341.42	(2,280.52)	-97.40%
Total Income	330,645.18	353,726.44	(23,081.26)	-6.53%
Gross Profit	330,645.18	353,726.44	(23,081.26)	-6.53%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	23,735.99	36,685.79	(12,949.80)	-35.30%
5150 Ad Development/Design	2,150.00	1,570.50	579.50	36.90%
5170 Photography	24.00	0.00	24.00	
5280 Video Development	0.00	137.00	(137.00)	-100.00%
Total 50 Advertising / Media	25,909.99	38,393.29	(12,483.30)	-32.51%
55 Marketing / Public Relations				
5510 Public Relations Contract	19,999.98	19,999.98	0.00	0.00%
5520 Marketing Agency Contract	24,999.00	24,999.00	0.00	0.00%
5530 Marketing & Comm. Coordinator	0.00	16,500.00	(16,500.00)	-100.00%
5540 Clipping Service	1,773.22	1,595.06	178.16	11.17%
5560 Media Events	0.00	2,162.02	(2,162.02)	-100.00%
5610 Travel -PR Related	1,238.14	182.57	1,055.57	578.17%
5680 Visiting Media FAM Expenses	813.90	2,387.47	(1,573.57)	-65.91%
Total 55 Marketing / Public Relations	48,824.24	67,826.10	(19,001.86)	-28.02%
57 Website Maint / Development				
5710 Interactive Media Coordinator	7,500.00	7,500.00	0.00	0.00%
5750 Development/ Maintenance	5,096.02	1,800.00	3,296.02	183.11%
5780 Interactive Marketing	445.90	288.00	157.90	54.83%
Total 57 Website Maint / Development	13,041.92	9,588.00	3,453.92	36.02%

Visit Mendocino County
Profit and Loss Comparison
 July - September 2018

10/24/2018
 Accrual Basis

	Jul - Sep, 2018	Jul - Sep, 2017	Change	% Change
58 Leisure / Group Sales				
5805 Sales Manager Contract	0.00	12,499.98	(12,499.98)	-100.00%
5810 Promotion Items, Booth Develop	1,419.11	11,685.45	(10,266.34)	-87.86%
5820 Consumer & Trade Shows	8,939.95	0.00	8,939.95	
5840 State Fair Exhibit	1,618.87	0.00	1,618.87	
5870 Shipping - Travel Shows	692.43	10.03	682.40	6803.59%
5880 Travel - Leisure/Group Sales	4,448.98	370.23	4,078.75	1101.68%
5885 Travel - Group FAMs	199.44	2,955.39	(2,755.95)	-93.25%
Total 58 Leisure / Group Sales	17,318.78	27,521.08	(10,202.30)	-37.07%
Total 1- MEDIA & WEBSITE	105,094.93	143,328.47	(38,233.54)	-26.68%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	1,415.00	0.00	1,415.00	
6570 In-County Relations	558.17	822.52	(264.35)	-32.14%
6590 Memberships	255.70	6,158.68	(5,902.98)	-95.85%
6610 North Coast Tourism Council	11,000.00	10,000.00	1,000.00	10.00%
Total Partnerships	13,228.87	16,981.20	(3,752.33)	-22.10%
Visitor Services				
6720 Event & Festival Guides	7,335.60	7,902.09	(566.49)	-7.17%
6730 Incentives & Sponsorships	28,730.00	9,787.50	18,942.50	193.54%
6770 Visitor Centers & Signage	1,092.53	0.00	1,092.53	
Total Visitor Services	37,158.13	17,689.59	19,468.54	110.06%
Total 2- VISITOR SVS / PARTNERSHIPS	50,387.00	34,670.79	15,716.21	45.33%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	2,688.00	6,518.53	(3,830.53)	-58.76%
7060 Bank Fees	80.85	211.85	(131.00)	-61.84%
7090 Copying & Printing	416.06	575.59	(159.53)	-27.72%
7100 Dues & Subscriptions	2,303.56	0.00	2,303.56	
7130 Legal Fees	0.00	1,350.00	(1,350.00)	-100.00%
7150 Meeting Expenses	615.66	481.20	134.46	27.94%
7200 Office Expense	3,841.38	3,501.74	339.64	9.70%
7210 Postage & Shipping	1,849.49	1,504.48	345.01	22.93%
7280 Travel Expenses	3,108.40	3,237.28	(128.88)	-3.98%
Total General Admin	14,903.40	17,380.67	(2,477.27)	-14.25%

Visit Mendocino County
Profit and Loss Comparison
 July - September 2018

10/24/2018
 Accrual Basis

	Jul - Sep, 2018	Jul - Sep, 2017	Change	% Change
Occupancy Costs				
7650 Rent	10,800.00	5,850.00	4,950.00	84.62%
7660 Insurance	2,329.14	2,106.92	222.22	10.55%
7850 Repairs & Maintenance	3,288.30	1,988.00	1,300.30	65.41%
7890 Taxes	62.30	62.31	(0.01)	-0.02%
7910 Telecommunication	1,802.20	1,878.12	(75.92)	-4.04%
7950 Utilities	1,790.90	1,850.07	(59.17)	-3.20%
Total Occupancy Costs	20,072.84	13,735.42	6,337.42	46.14%
Total 3- ADMIN EXPENSES	34,976.24	31,116.09	3,860.15	12.41%
4- PERSONNEL				
8510 Salaries & Wages	71,738.52	51,626.52	20,112.00	38.96%
8520 Paid Time Off	682.50	274.50	408.00	148.63%
8530 Payroll Taxes	6,529.87	3,877.02	2,652.85	68.42%
8540 Payroll Processing Fees	145.25	0.00	145.25	
8550 Workers Comp	3,171.00	2,788.00	383.00	13.74%
8570 Health Insurance	6,744.00	0.00	6,744.00	
8571 Health Ins	0.00	4,800.00	(4,800.00)	-100.00%
8590 Contract Work	2,830.00	1,268.25	1,561.75	123.14%
8615 Employee Recruitment	253.05	0.00	253.05	
Total 4- PERSONNEL	92,094.19	64,634.29	27,459.90	42.49%
Total Expenses	282,552.36	273,749.64	8,802.72	3.22%
Net Operating Income	48,092.82	79,976.80	(31,883.98)	-39.87%
Net Income	48,092.82	79,976.80	(31,883.98)	-39.87%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

10/24/2018
 Accrual Basis

As of September 30, 2018

	<u>Sep 2018</u>	<u>Jul-Sep 2018</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(8,521.76)	48,092.82
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	223,388.62	2,999.10
(Increase)Decrease in Prepaid Expenses	1,020.00	1,849.14
(Increase)Decrease in Refundable Deposits	0.00	(1,800.00)
(Increase)Decrease in Accounts Payable	(5,277.02)	(61,786.84)
(Increase)Decrease in Payroll Liabilities	0.00	(1,042.71)
(Increase)Decrease in Sales Tx Payable	0.00	(69.60)
Total Adjustments to Reconcile Net Income to Net Cash	<u>219,131.60</u>	<u>(59,850.91)</u>
Net cash provided by Operating Activities	<u>210,609.84</u>	<u>(11,758.09)</u>
<u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	0.00	(10,375.92)
Net cash provided by Investing Activities	<u>0.00</u>	<u>(10,375.92)</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	210,609.84	(22,134.01)
Cash at Beginning of period	<u>144,805.61</u>	<u>377,549.46</u>
Cash at End of period	<u><u>355,415.45</u></u>	<u><u>355,415.45</u></u>