

Mendocino County Tourism Commission

Balance Sheet Comparison

As of November 30, 2023

	TOTAL			
	AS OF NOV 30, 2023	AS OF NOV 30, 2022 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1005 SBMC Checking	229,457.90	698,530.91	-469,073.01	-67.15 %
1010 SBMC Contingency/Savings	1,000,245.31	966,292.31	33,953.00	3.51 %
1030 Cash drawer	100.00	100.00	0.00	0.00 %
Total Bank Accounts	\$1,229,803.21	\$1,664,923.22	\$ -435,120.01	-26.13 %
Accounts Receivable				
1100 Accounts Receivable	12,500.00	134,719.18	-122,219.18	-90.72 %
Total Accounts Receivable	\$12,500.00	\$134,719.18	\$ -122,219.18	-90.72 %
Other Current Assets				
1230 Prepaid Expenses	8,298.03	109,886.32	-101,588.29	-92.45 %
1250 Refundable Deposits	1,800.00	1,800.00	0.00	0.00 %
1270 Receivable Other	-4,107.06	0.00	-4,107.06	
1290 Loan to Employee	0.00	1,700.00	-1,700.00	-100.00 %
Undeposited Funds	0.00	0.00	0.00	
Total Other Current Assets	\$5,990.97	\$113,386.32	\$ -107,395.35	-94.72 %
Total Current Assets	\$1,248,294.18	\$1,913,028.72	\$ -664,734.54	-34.75 %
Fixed Assets				
1510 Furniture and Equipment	41,311.75	32,937.74	8,374.01	25.42 %
1600 Accumulated Depreciation	-27,385.00	-18,817.00	-8,568.00	-45.53 %
Total Fixed Assets	\$13,926.75	\$14,120.74	\$ -193.99	-1.37 %
Other Assets				
1700 Website Development	0.00	0.00	0.00	
1750 Accumulated Amortization	0.00	0.00	0.00	
Total Other Assets	\$0.00	\$0.00	\$0.00	0.00%
TOTAL ASSETS	\$1,262,220.93	\$1,927,149.46	\$ -664,928.53	-34.50 %
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	-15,072.43	41,911.28	-56,983.71	-135.96 %
Total Accounts Payable	\$ -15,072.43	\$41,911.28	\$ -56,983.71	-135.96 %
Credit Cards				
Ramp Card	52,556.72		52,556.72	

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As of November 30, 2023

	TOTAL			
	AS OF NOV 30, 2023	AS OF NOV 30, 2022 (PY)	CHANGE	% CHANGE
Total Credit Cards	\$52,556.72	\$0.00	\$52,556.72	0.00%
Other Current Liabilities				
2100 Accrued Expenses	1,115.00	0.00	1,115.00	
2150 Other Liabilities-County Match	0.00	0.00	0.00	
2300 Loan Payable	0.00	0.00	0.00	
Direct Deposit Payable	0.00	0.00	0.00	
Not in Use	0.00	0.00	0.00	
Payroll Liabilities	0.00	0.00	0.00	
2210 Federal Taxes (941/944)	0.00	0.00	0.00	
2220 CA PIT / SDI	0.00	0.00	0.00	
2230 CA SUI / ETT	0.00	0.00	0.00	
2240 FUTA Payable	56.91	59.52	-2.61	-4.39 %
2270 Accrued Payroll	18,443.63	3,449.20	14,994.43	434.72 %
2275 Accrued PTO	10,066.30	15,475.29	-5,408.99	-34.95 %
2280 Health Insurance Payable	0.00	0.00	0.00	
2290 Direct Deposit Liabilities	0.00	0.00	0.00	
401(k) Contribution	8,832.79	0.03	8,832.76	29,442,533.33 %
Federal Payroll Tax Payable	0.00	0.00	0.00	
State Payroll Tax Payable	0.00	0.00	0.00	
SUI & ETT Payable	0.00	0.00	0.00	
Total Payroll Liabilities	37,399.63	18,984.04	18,415.59	97.01 %
Total Other Current Liabilities	\$38,514.63	\$18,984.04	\$19,530.59	102.88 %
Total Current Liabilities	\$75,998.92	\$60,895.32	\$15,103.60	24.80 %
Total Liabilities	\$75,998.92	\$60,895.32	\$15,103.60	24.80 %
Equity				
3100 Contingency-Restricted	187,622.35	187,622.35	0.00	0.00 %
3900 Unrestricted Net Assets (RE)	1,441,851.51	2,042,725.51	-600,874.00	-29.42 %
Opening Bal Equity	0.00	0.00	0.00	
Net Income	-443,251.85	-364,093.72	-79,158.13	-21.74 %
Total Equity	\$1,186,222.01	\$1,866,254.14	\$ -680,032.13	-36.44 %
TOTAL LIABILITIES AND EQUITY	\$1,262,220.93	\$1,927,149.46	\$ -664,928.53	-34.50 %

Mendocino County Tourism Commission
Budget vs. Actuals: FY 23/24 - FY24 P&L
 July 2023 - June 2024

	Nov 2023				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID		110,563.25	-110,563.25	0.00%	655,181.90	1,326,759.00	-671,577.10	49.38%
4031 County BID adjustments		0.00	0.00		0.00	-39,802.77	39,802.77	0.00%
4035 County 50% Match	12,500.00	12,500.00	0.00	100.00%	70,869.08	150,000.00	-79,130.92	47.25%
Total Income	\$ 12,500.00	\$ 123,063.25	\$ -110,563.25	10.16%	\$ 726,050.98	\$ 1,436,956.23	\$ -710,905.25	50.53%
Gross Profit	\$ 12,500.00	\$ 123,063.25	\$ -110,563.25	10.16%	\$ 726,050.98	\$ 1,436,956.23	\$ -710,905.25	50.53%
Expenses								
1- MEDIA & WEBSITE	46,021.98	76,033.34	-30,011.36	60.53%	426,197.45	919,050.18	-492,852.73	46.37%
2- VISITOR SVS / PARTNERSHIPS	2,513.44	29,650.01	-27,136.57	8.48%	90,978.05	390,311.91	-299,333.86	23.31%
3- ADMIN EXPENSES	22,393.91	9,633.99	12,759.92	232.45%	123,455.92	130,729.89	-7,273.97	94.44%
4- PERSONNEL	60,056.52	39,253.10	20,803.42	153.00%	296,021.05	480,213.56	-184,192.51	61.64%
Payroll Expenses	1,676.56		1,676.56		4,084.95	0.00	4,084.95	
Uncategorized Expense			0.00		2,497.00	0.00	2,497.00	
Total Expenses	\$ 132,662.41	\$ 154,570.44	\$ -21,908.03	85.83%	\$ 943,234.42	\$ 1,920,305.54	\$ -977,071.12	49.12%
Net Operating Income	\$ -120,162.41	\$ -31,507.19	\$ -88,655.22	381.38%	\$ -217,183.44	\$ -483,349.31	\$ 266,165.87	44.93%
Other Income								
Redeemed Cash Back			0.00		2,161.26	0.00	2,161.26	
Total Other Income	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,161.26	\$ 0.00	\$ 2,161.26	
Net Other Income	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,161.26	\$ 0.00	\$ 2,161.26	
Net Income	\$ -120,162.41	\$ -31,507.19	\$ -88,655.22	381.38%	\$ -215,022.18	\$ -483,349.31	\$ 268,327.13	44.49%

Mendocino County Tourism Commission
Budget vs. Actuals: FY 23/24 - FY24 P&L
 July 2023 - June 2024

	Nov 2023				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID		110,563	-110,563	0.00%	655,182	1,326,759	-671,577	49.38%
4031 County BID adjustments		0	0		0	-39,803	39,803	0.00%
4035 County 50% Match	12,500	12,500	0	100.00%	70,869	150,000	-79,131	47.25%
Total Income	\$ 12,500	\$ 123,063	\$ -110,563	10.16%	\$ 726,051	\$ 1,436,956	\$ -710,905	50.53%
Gross Profit	\$ 12,500	\$ 123,063	\$ -110,563	10.16%	\$ 726,051	\$ 1,436,956	\$ -710,905	50.53%
Expenses								
1- MEDIA & WEBSITE			0		0	0	0	
50 Advertising / Media	500		500		2,500	0	2,500	
5130 Print & Online Advertising	25,535	42,250	-16,715	60.44%	244,800	507,000	-262,200	48.28%
5150 Ad Development/Design		1,000	-1,000	0.00%	0	12,000	-12,000	0.00%
5170 Photography	400	1,000	-600	40.00%	3,349	12,000	-8,651	27.91%
5240 Research & Development	5,500	5,083	417	108.20%	36,660	66,500	-29,840	55.13%
5280 Video Development	604	1,500	-896	40.29%	14,138	18,000	-3,862	78.55%
5290 Marketing Contingency		1,000	-1,000	0.00%	0	12,000	-12,000	0.00%
Total 50 Advertising / Media	\$ 32,539	\$ 51,833	\$ -19,294	62.78%	\$ 301,447	\$ 627,500	\$ -326,053	48.04%
55 Marketing / Public Relations			0		0	0	0	
5510 Public Relations Contract	9,167	9,517	-350	96.32%	64,167	114,200	-50,033	56.19%
5520 Marketing Agency Contract		2,000	-2,000	0.00%	0	24,000	-24,000	0.00%
5540 Clipping Service	680	1,000	-320	68.00%	4,206	12,000	-7,794	35.05%
5550 In-Market PR Stunts	384		384		2,033	0	2,033	
5560 Media Events		5,083	-5,083	0.00%	995	14,500	-13,505	6.86%
5610 Travel -PR Related	127	1,000	-873	12.74%	7,000	11,000	-4,001	63.63%
5680 Visiting Media FAM Expenses		500	-500	0.00%	4,556	6,000	-1,444	75.93%
Total 55 Marketing / Public Relations	\$ 10,358	\$ 19,100	\$ -8,742	54.23%	\$ 82,955	\$ 181,700	\$ -98,745	45.66%
57 Website Maint / Development			0		0	0	0	
5710 Interactive Media Coordinator		2,500	-2,500	0.00%	0	30,000	-30,000	0.00%
5740 Content Creation	2,500	1,500	1,000	166.67%	15,000	18,000	-3,000	83.33%
5750 Development/ Maintenance	500	500	0	100.00%	8,119	6,000	2,119	135.32%
5780 Interactive Marketing		100	-100	0.00%	0	1,200	-1,200	0.00%
Total 57 Website Maint / Development	\$ 3,000	\$ 4,600	\$ -1,600	65.22%	\$ 23,119	\$ 55,200	\$ -32,081	41.88%
58 Leisure / Group Sales			0		0	0	0	
5810 Promotion Items, Booth Develop	125	0	125		10,036	9,500	536	105.64%
5820 Consumer & Trade Shows		0	0		0	12,200	-12,200	0.00%
5840 State Fair Exhibit		0	0		7,040	7,000	40	100.57%
5870 Shipping - Travel Shows		0	0		0	2,500	-2,500	0.00%
5880 Travel - Leisure/Group Sales		0	0		698	14,450	-13,752	4.83%
5885 Travel - Group FAMs		0	0		902	3,000	-2,098	30.06%
5890 Misc. Sales Opportunities		500	-500	0.00%	0	6,000	-6,000	0.00%
Total 58 Leisure / Group Sales	\$ 125	\$ 500	\$ -375	25.00%	\$ 18,675	\$ 54,650	\$ -35,975	34.17%
Total 1- MEDIA & WEBSITE	\$ 46,022	\$ 76,033	\$ -30,011	60.53%	\$ 426,197	\$ 919,050	\$ -492,853	46.37%
2- VISITOR SVS / PARTNERSHIPS			0		0	0	0	
Partnerships			0		0	0	0	
6550 Conferences & Seminars		0	0		1,199	18,150	-16,951	6.61%
6555 Conferences & Seminars Travel		0	0		6,681	16,912	-10,231	39.50%
6570 In-County Relations	274	1,050	-776	26.14%	3,432	15,100	-11,668	22.73%
6575 Stakeholder Networking		1,950	-1,950	0.00%	1,510	23,400	-21,890	6.45%
6580 Contracted Writing Services	1,020	2,000	-980	51.00%	5,000	24,000	-19,000	20.83%
6590 Memberships		0	0		2,345	7,950	-5,605	29.50%
6610 North Coast Tourism Council		1,167	-1,167	0.00%	2,893	14,000	-11,107	20.67%
Total Partnerships	\$ 1,294	\$ 6,167	\$ -4,872	20.99%	\$ 23,060	\$ 119,512	\$ -96,452	19.29%

Visitor Services			0		0	0	0	
6720 Event & Festival Guides	17	10,025	-10,008	0.17%	16,917	108,300	-91,383	15.62%
6730 Incentives & Sponsorships	1,202	4,292	-3,090	28.00%	45,160	52,500	-7,340	86.02%
6770 Visitor Centers & Signage		9,167	-9,167	0.00%	5,842	110,000	-104,159	5.31%
Total Visitor Services	\$ 1,219	\$ 23,483	\$ -22,264	5.19%	\$ 67,918	\$ 270,800	\$ -202,882	25.08%
Total 2- VISITOR SVS / PARTNERSHIPS	\$ 2,513	\$ 29,650	\$ -27,137	8.48%	\$ 90,978	\$ 390,312	\$ -299,334	23.31%
3- ADMIN EXPENSES			0		0	0	0	
General Admin			0		0	0	0	
7010 Accounting	2,319	2,000	319	115.95%	19,920	33,000	-13,080	60.36%
7060 Bank Fees		50	-50	0.00%	29	600	-571	4.78%
7080 Board Development	6,240	35	6,205	17828.57%	37,440	5,385	32,055	695.26%
7090 Copying & Printing		200	-200	0.00%	0	2,400	-2,400	0.00%
7100 Dues & Subscriptions	826	1,143	-317	72.29%	15,559	13,716	1,843	113.44%
7130 Legal Fees		250	-250	0.00%	615	3,000	-2,385	20.50%
7150 Meeting Expenses	36	185	-149	19.66%	328	2,220	-1,892	14.79%
7200 Office Expense	1,122	150	972	748.01%	5,586	1,800	3,786	310.32%
7210 Postage & Shipping	168	350	-182	48.11%	2,339	4,200	-1,861	55.70%
7280 Travel Expenses	2,761	750	2,011	368.10%	9,989	9,000	989	110.99%
Total General Admin	\$ 13,473	\$ 5,113	\$ 8,360	263.50%	\$ 91,805	\$ 75,321	\$ 16,484	121.89%
Occupancy Costs			0		0	0	0	
7650 Rent	2,300	2,350	-50	97.87%	11,986	28,200	-16,214	42.50%
7660 Insurance	473	0	473		2,367	2,450	-83	96.60%
7850 Repairs & Maintenance	879	775	104	113.46%	3,784	7,700	-3,916	49.14%
7890 Taxes		0	0		311	65	246	478.52%
7910 Telecommunication	3,911	600	3,311	651.78%	6,228	7,200	-972	86.49%
7950 Utilities	714	796	-82	89.67%	3,755	9,794	-6,039	38.34%
7990 Depreciation Expense	644		644		3,220	0	3,220	
Total Occupancy Costs	\$ 8,921	\$ 4,521	\$ 4,400	197.33%	\$ 31,651	\$ 55,409	\$ -23,758	57.12%
Total 3- ADMIN EXPENSES	\$ 22,394	\$ 9,634	\$ 12,760	232.45%	\$ 123,456	\$ 130,730	\$ -7,274	94.44%
4- PERSONNEL			0		0	0	0	
8510 Salaries & Wages	45,237	31,782	13,455	142.33%	200,753	381,388	-180,635	52.64%
8511 Retirement			0		4,677	0	4,677	
8520 Paid Time Off	499	1,954	-1,456	25.52%	3,030	24,154	-21,124	12.55%
8530 Payroll Taxes	4,061	2,431	1,630	167.04%	19,162	32,132	-12,970	59.64%
8540 Payroll Processing Fees		85	-85	0.00%	493	1,740	-1,247	28.33%
8550 Workers Comp	93	0	93		2,821	3,000	-179	94.03%
8570 Health Insurance Allowance	3,000	2,250	750	133.33%	18,725	27,000	-8,275	69.35%
8580 Other Employee Benefits		0	0		1,249	3,000	-1,751	41.64%
8590 Contract Work	7,167	750	6,417	955.56%	45,029	7,800	37,229	577.30%
8615 Employee Recruitment			0		82	0	82	
Total 4- PERSONNEL	\$ 60,057	\$ 39,253	\$ 20,803	153.00%	\$ 296,021	\$ 480,214	\$ -184,193	61.64%
Payroll Expenses			0		0	0	0	
Company Contributions			0		0	0	0	
Retirement	1,677		1,677		4,085	0	4,085	
Total Company Contributions	\$ 1,677	\$ 0	\$ 1,677		\$ 4,085	\$ 0	\$ 4,085	
Total Payroll Expenses	\$ 1,677	\$ 0	\$ 1,677		\$ 4,085	\$ 0	\$ 4,085	
Uncategorized Expense			0		2,497	0	2,497	
Total Expenses	\$ 132,662	\$ 154,570	\$ -21,908	85.83%	\$ 943,234	\$ 1,920,306	\$ -977,071	49.12%
Net Operating Income	\$ -120,162	\$ -31,507	\$ -88,655	381.38%	\$ -217,183	\$ -483,349	\$ 266,166	44.93%
Other Income			0		2,161	0	2,161	
Redeemed Cash Back			0		2,161	0	2,161	
Total Other Income	\$ 0	\$ 0	\$ 0		\$ 2,161	\$ 0	\$ 2,161	
Net Other Income	\$ 0	\$ 0	\$ 0		\$ 2,161	\$ 0	\$ 2,161	
Net Income	\$ -120,162	\$ -31,507	\$ -88,655	381.38%	\$ -215,022	\$ -483,349	\$ 268,327	44.49%

Visit Mendocino County

Statement of Cash Flows

November 2023

	TOTAL
OPERATING ACTIVITIES	
Net Income	-120,162.41
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	-12,500.00
1230 Prepaid Expenses	8,862.83
2000 Accounts Payable	-43,708.94
2210 Payroll Liabilities:Federal Taxes (941/944)	0.00
2220 Payroll Liabilities:CA PIT / SDI	0.00
2230 Payroll Liabilities:CA SUI / ETT	0.00
2240 Payroll Liabilities:FUTA Payable	0.00
2270 Payroll Liabilities:Accrued Payroll	10,693.75
2275 Payroll Liabilities:Accrued PTO	-9,117.30
Direct Deposit Payable	0.00
Payroll Liabilities:401(k) Contribution	4,827.28
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-40,942.38
Net cash provided by operating activities	\$ -161,104.79
INVESTING ACTIVITIES	
1600 Accumulated Depreciation	644.00
Net cash provided by investing activities	\$644.00
NET CASH INCREASE FOR PERIOD	\$ -160,460.79
Cash at beginning of period	1,390,264.00
CASH AT END OF PERIOD	\$1,229,803.21

Mendocino County Tourism Commission

Profit and Loss Comparison

July - November, 2023

	TOTAL			
	JUL - NOV, 2023	JUL - NOV, 2022 (PY)	CHANGE	% CHANGE
Income				
4030 County BID	292,850.92	290,537.40	2,313.52	0.80 %
4031 County BID adjustments		557.00	-557.00	-100.00 %
4035 County 50% Match	58,369.08	213,255.01	-154,885.93	-72.63 %
4050 NCTC Administration		229.23	-229.23	-100.00 %
Other Income				
4940 Misc. Income		2,924.35	-2,924.35	-100.00 %
4950 Interest Income		146.98	-146.98	-100.00 %
Total Other Income		3,071.33	-3,071.33	-100.00 %
Total Income	\$351,220.00	\$507,649.97	\$ -156,429.97	-30.81 %
GROSS PROFIT	\$351,220.00	\$507,649.97	\$ -156,429.97	-30.81 %
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media	2,000.00		2,000.00	
5130 Print & Online Advertising	232,973.36	310,915.22	-77,941.86	-25.07 %
5150 Ad Development/Design		2,000.00	-2,000.00	-100.00 %
5170 Photography	2,500.00	320.00	2,180.00	681.25 %
5240 Research & Development	26,660.00	56,706.29	-30,046.29	-52.99 %
5280 Video Development	14,138.13	15,100.00	-961.87	-6.37 %
Total 50 Advertising / Media	278,271.49	385,041.51	-106,770.02	-27.73 %
55 Marketing / Public Relations				
5510 Public Relations Contract	45,833.30	43,416.65	2,416.65	5.57 %
5540 Clipping Service	3,525.95	3,405.95	120.00	3.52 %
5550 In-Market PR Stunts	2,032.56	4,139.52	-2,106.96	-50.90 %
5560 Media Events	995.18	3,679.40	-2,684.22	-72.95 %
5610 Travel -PR Related	6,990.68	2,944.06	4,046.62	137.45 %
5680 Visiting Media FAM Expenses	4,555.54	7,127.24	-2,571.70	-36.08 %
Total 55 Marketing / Public Relations	63,933.21	64,712.82	-779.61	-1.20 %
57 Website Maint / Development				
5710 Interactive Media Coordinator		5,000.00	-5,000.00	-100.00 %
5740 Content Creation	12,500.00	8,001.34	4,498.66	56.22 %
5750 Development/ Maintenance	7,619.40	50,808.92	-43,189.52	-85.00 %
5780 Interactive Marketing		104.85	-104.85	-100.00 %
Total 57 Website Maint / Development	20,119.40	63,915.11	-43,795.71	-68.52 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - November, 2023

	TOTAL			
	JUL - NOV, 2023	JUL - NOV, 2022 (PY)	CHANGE	% CHANGE
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	10,035.70	430.68	9,605.02	2,230.20 %
5840 State Fair Exhibit	7,039.91	16,035.66	-8,995.75	-56.10 %
5880 Travel - Leisure/Group Sales	492.36	3,817.20	-3,324.84	-87.10 %
5885 Travel - Group FAMs	901.79	692.05	209.74	30.31 %
Total 58 Leisure / Group Sales	18,469.76	20,975.59	-2,505.83	-11.95 %
Total 1- MEDIA & WEBSITE	380,793.86	534,645.03	-153,851.17	-28.78 %
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	1,199.00	16,679.73	-15,480.73	-92.81 %
6555 Conferences & Seminars Travel	6,662.81		6,662.81	
6570 In-County Relations	1,479.24	3,260.64	-1,781.40	-54.63 %
6575 Stakeholder Networking	1,510.21	1,770.21	-260.00	-14.69 %
6580 Contracted Writing Services	4,080.00		4,080.00	
6590 Memberships	2,345.00	410.00	1,935.00	471.95 %
6610 North Coast Tourism Council	2,893.12	4,643.91	-1,750.79	-37.70 %
Total Partnerships	20,169.38	26,764.49	-6,595.11	-24.64 %
Visitor Services				
6720 Event & Festival Guides	6,774.53	31,138.35	-24,363.82	-78.24 %
6730 Incentives & Sponsorships	45,160.17	8,784.50	36,375.67	414.09 %
6770 Visitor Centers & Signage	5,841.52	4,750.00	1,091.52	22.98 %
Total Visitor Services	57,776.22	44,672.85	13,103.37	29.33 %
Total 2- VISITOR SVS / PARTNERSHIPS	77,945.60	71,437.34	6,508.26	9.11 %
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	17,798.00	14,472.00	3,326.00	22.98 %
7060 Bank Fees	28.65	41.80	-13.15	-31.46 %
7080 Board Development	31,200.00	25,170.00	6,030.00	23.96 %
7100 Dues & Subscriptions	15,558.95	16,330.41	-771.46	-4.72 %
7130 Legal Fees	615.00	410.00	205.00	50.00 %
7150 Meeting Expenses	328.40	412.57	-84.17	-20.40 %
7200 Office Expense	5,585.84	4,421.83	1,164.01	26.32 %
7210 Postage & Shipping	2,296.91	2,367.33	-70.42	-2.97 %
7280 Travel Expenses	9,446.95	5,263.84	4,183.11	79.47 %
Total General Admin	82,858.70	68,889.78	13,968.92	20.28 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - November, 2023

	TOTAL			
	JUL - NOV, 2023	JUL - NOV, 2022 (PY)	CHANGE	% CHANGE
Occupancy Costs				
7650 Rent	11,986.00	12,280.00	-294.00	-2.39 %
7660 Insurance	2,366.70	1,400.00	966.70	69.05 %
7850 Repairs & Maintenance	2,479.15	2,538.25	-59.10	-2.33 %
7890 Taxes	311.04	122.14	188.90	154.66 %
7910 Telecommunication	5,977.61	4,122.01	1,855.60	45.02 %
7950 Utilities	3,428.41	3,073.35	355.06	11.55 %
7990 Depreciation Expense	3,220.00	3,120.00	100.00	3.21 %
Total Occupancy Costs	29,768.91	26,655.75	3,113.16	11.68 %
Total 3- ADMIN EXPENSES	112,627.61	95,545.53	17,082.08	17.88 %
4- PERSONNEL				
8510 Salaries & Wages	157,767.84	118,493.84	39,274.00	33.14 %
8511 Retirement	4,676.77	1,335.84	3,340.93	250.10 %
8520 Paid Time Off	3,030.33	4,771.19	-1,740.86	-36.49 %
8530 Payroll Taxes	14,457.20	10,870.16	3,587.04	33.00 %
8540 Payroll Processing Fees	493.00	345.00	148.00	42.90 %
8550 Workers Comp	2,820.89	1,935.85	885.04	45.72 %
8570 Health Insurance Allowance	14,600.00	11,750.00	2,850.00	24.26 %
8580 Other Employee Benefits	844.10	1,003.00	-158.90	-15.84 %
8590 Contract Work	24,133.35	18,745.43	5,387.92	28.74 %
8615 Employee Recruitment	81.67	865.48	-783.81	-90.56 %
Total 4- PERSONNEL	222,905.15	170,115.79	52,789.36	31.03 %
Payroll Expenses				
Company Contributions				
Retirement	2,313.89		2,313.89	
Total Company Contributions	2,313.89		2,313.89	
Wages				
Bereavement Pay	0.00		0.00	
Employee Taxes Paid by Employer	0.00		0.00	
Total Wages	0.00		0.00	
Total Payroll Expenses	2,313.89		2,313.89	
Uncategorized Expense	47.00		47.00	
Total Expenses	\$796,633.11	\$871,743.69	\$ -75,110.58	-8.62 %
NET OPERATING INCOME	\$ -445,413.11	\$ -364,093.72	\$ -81,319.39	-22.33 %
Other Income				
Redeemed Cash Back	2,161.26		2,161.26	
Total Other Income	\$2,161.26	\$0.00	\$2,161.26	0.00%
NET OTHER INCOME	\$2,161.26	\$0.00	\$2,161.26	0.00%
NET INCOME	\$ -443,251.85	\$ -364,093.72	\$ -79,158.13	-21.74 %