

Mendocino County Tourism Commission

Balance Sheet Comparison

As of September 30, 2021

	TOTAL			
	AS OF SEP 30, 2021	AS OF SEP 30, 2020 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1005 SBMC Checking	581,259.24	264,127.76	317,131.48	120.07 %
1010 SBMC Contingency/Savings	908,173.41	152,667.45	755,505.96	494.87 %
1030 Cash drawer	100.00	100.00	0.00	0.00 %
Total Bank Accounts	\$1,489,532.65	\$416,895.21	\$1,072,637.44	257.29 %
Accounts Receivable				
1100 Accounts Receivable	356,250.00	175,461.00	180,789.00	103.04 %
Total Accounts Receivable	\$356,250.00	\$175,461.00	\$180,789.00	103.04 %
Other Current Assets				
1230 Prepaid Expenses	33,467.74	24,526.92	8,940.82	36.45 %
1250 Refundable Deposits	1,800.00	4,150.00	-2,350.00	-56.63 %
Total Other Current Assets	\$35,267.74	\$28,676.92	\$6,590.82	22.98 %
Total Current Assets	\$1,881,050.39	\$621,033.13	\$1,260,017.26	202.89 %
Fixed Assets				
1510 Furniture and Equipment	24,193.04	20,264.59	3,928.45	19.39 %
1600 Accumulated Depreciation	-11,550.00	-7,162.00	-4,388.00	-61.27 %
Total Fixed Assets	\$12,643.04	\$13,102.59	\$ -459.55	-3.51 %
TOTAL ASSETS	\$1,893,693.43	\$634,135.72	\$1,259,557.71	198.63 %
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	19,758.91	19,088.87	670.04	3.51 %
Total Accounts Payable	\$19,758.91	\$19,088.87	\$670.04	3.51 %
Other Current Liabilities				
2100 Accrued Expenses	1,970.00	2,560.00	-590.00	-23.05 %
Payroll Liabilities	0.00	0.00	0.00	
2230 CA SUI / ETT	112.84	0.00	112.84	
2240 FUTA Payable	158.58	0.00	158.58	
2270 Accrued Payroll	12,502.55	8,000.42	4,502.13	56.27 %
2275 Accrued PTO	9,872.25	6,859.19	3,013.06	43.93 %
Total Payroll Liabilities	22,646.22	14,859.61	7,786.61	52.40 %
Total Other Current Liabilities	\$24,616.22	\$17,419.61	\$7,196.61	41.31 %
Total Current Liabilities	\$44,375.13	\$36,508.48	\$7,866.65	21.55 %
Total Liabilities	\$44,375.13	\$36,508.48	\$7,866.65	21.55 %
Equity				
3100 Contingency-Restricted	152,650.09	152,650.09	0.00	0.00 %
3900 Unrestricted Net Assets (RE)	1,478,042.08	346,620.83	1,131,421.25	326.41 %
Net Income	218,626.13	98,356.32	120,269.81	122.28 %
Total Equity	\$1,849,318.30	\$597,627.24	\$1,251,691.06	209.44 %
TOTAL LIABILITIES AND EQUITY	\$1,893,693.43	\$634,135.72	\$1,259,557.71	198.63 %

Mendocino County Tourism Commission
Budget vs. Actuals: Summary
 July - September, 2021

	Sep 2021				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID	118,750	67,428	51,322	176.11%	356,250	202,284	153,966	176.11%
4035 County 50% Match	39,583	33,714	5,869	117.41%	118,749	101,142	17,607	117.41%
Other Income	54		54		1,398	0	1,398	
Total Income	\$ 158,387	\$ 101,142	\$ 57,245	156.60%	\$ 476,397	\$ 303,426	\$ 172,971	157.01%
Gross Profit	\$ 158,387	\$ 101,142	\$ 57,245	156.60%	\$ 476,397	\$ 303,426	\$ 172,971	157.01%
Expenses								
1- MEDIA & WEBSITE	39,718	48,472	-8,754	81.94%	127,154	135,875	-8,721	93.58%
2- VISITOR SVS / PARTNERSHIPS	3,029	5,075	-2,046	59.68%	14,235	32,438	-18,203	43.88%
3- ADMIN EXPENSES	9,176	7,910	1,266	116.00%	30,549	26,245	4,304	116.40%
4- PERSONNEL	20,849	23,867	-3,019	87.35%	85,832	74,302	11,530	115.52%
Total Expenses	\$ 72,771	\$ 85,324	\$ -12,553	85.29%	\$ 257,771	\$ 268,860	\$ -11,090	95.88%
Net Operating Income	\$ 85,616	\$ 15,818	\$ 69,798	541.26%	\$ 218,626	\$ 34,566	\$ 184,060	632.49%
Net Income	\$ 85,616	\$ 15,818	\$ 69,798	541.26%	\$ 218,626	\$ 34,566	\$ 184,060	632.49%

Mendocino County Tourism Commission
Budget vs. Actuals: Detail
 July - September, 2021

	Sep 2021				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4030 County BID	118,750	67,428	51,322	176.11%	356,250	202,284	153,966	176.11%
4035 County 50% Match	39,583	33,714	5,869	117.41%	118,749	101,142	17,607	117.41%
Other Income			0		0	0	0	
4940 Misc. Income			0		1,344	0	1,344	
4950 Interest Income	54		54		54	0	54	
Total Other Income	\$ 54	\$ 0	\$ 54		\$ 1,398	\$ 0	\$ 1,398	
Total Income	\$ 158,387	\$ 101,142	\$ 57,245	156.60%	\$ 476,397	\$ 303,426	\$ 172,971	157.01%
Gross Profit	\$ 158,387	\$ 101,142	\$ 57,245	156.60%	\$ 476,397	\$ 303,426	\$ 172,971	157.01%
Expenses								
1- MEDIA & WEBSITE			0		0	0	0	
50 Advertising / Media			0		0	0	0	
5130 Print & Online Advertising	18,414	14,418	3,996	127.72%	63,078	43,254	19,824	145.83%
5150 Ad Development/Design	1,000	1,000	0	100.00%	3,000	3,000	0	100.00%
5170 Photography		500	-500	0.00%	0	1,500	-1,500	0.00%
5240 Research & Development	3,000	5,167	-2,167	58.06%	9,000	21,001	-12,001	42.86%
5280 Video Development	2,404	500	1,904	480.83%	4,904	1,500	3,404	326.94%
5290 Marketing Contingency		1,000	-1,000	0.00%	0	3,000	-3,000	0.00%
Total 50 Advertising / Media	\$ 24,818	\$ 22,585	\$ 2,234	109.89%	\$ 79,982	\$ 73,255	\$ 6,727	109.18%
55 Marketing / Public Relations			0		0	0	0	
5510 Public Relations Contract	8,333	8,683	-350	95.97%	26,324	26,050	274	101.05%
5520 Marketing Agency Contract		1,000	-1,000	0.00%	0	3,000	-3,000	0.00%
5540 Clipping Service	648	1,000	-352	64.80%	1,944	3,000	-1,056	64.80%
5550 In-Market PR Stunts			0		1,616	0	1,616	
5560 Media Events	65	250	-185	26.12%	65	750	-685	8.71%
5610 Travel -PR Related	61	333	-272	18.36%	1,841	1,000	841	184.08%
5680 Visiting Media FAM Expenses	530	500	30	106.00%	2,334	1,500	834	155.61%
Total 55 Marketing / Public Relations	\$ 9,638	\$ 11,767	\$ -2,129	81.91%	\$ 34,124	\$ 35,300	\$ -1,176	96.67%
57 Website Maint / Development			0		0	0	0	
5710 Interactive Media Coordinator	2,500	2,500	0	100.00%	7,500	7,500	0	100.00%
5740 Content Creation		1,500	-1,500	0.00%	0	4,500	-4,500	0.00%
5750 Development/ Maintenance	632	1,500	-868	42.12%	2,018	4,500	-2,482	44.85%
5780 Interactive Marketing	30	100	-70	29.95%	90	300	-210	29.95%
Total 57 Website Maint / Development	\$ 3,162	\$ 5,600	\$ -2,438	56.46%	\$ 9,608	\$ 16,800	\$ -7,192	57.19%
58 Leisure / Group Sales			0		0	0	0	
5810 Promotion Items, Booth Develop		3,250	-3,250	0.00%	1,181	3,250	-2,069	36.33%
5820 Consumer & Trade Shows		300	-300	0.00%	0	300	-300	0.00%
5840 State Fair Exhibit		0	0		0	1,000	-1,000	0.00%
5880 Travel - Leisure/Group Sales	2,100	2,470	-370	85.01%	2,229	2,470	-241	90.24%

Mendocino County Tourism Commission
Budget vs. Actuals: Detail
 July - September, 2021

	Sep 2021				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
5885 Travel - Group FAMs		2,000	-2,000	0.00%	30	2,000	-1,970	1.50%
5890 Misc. Sales Opportunities		500	-500	0.00%	0	1,500	-1,500	0.00%
Total 58 Leisure / Group Sales	\$ 2,100	\$ 8,520	\$ -6,420	24.64%	\$ 3,440	\$ 10,520	\$ -7,080	32.70%
Total 1- MEDIA & WEBSITE	\$ 39,718	\$ 48,472	\$ -8,754	81.94%	\$ 127,154	\$ 135,875	\$ -8,721	93.58%
2- VISITOR SVS / PARTNERSHIPS			0		0	0	0	
Partnerships			0		0	0	0	
6550 Conferences & Seminars		0	0		4,156	2,950	1,206	140.88%
6555 Conferences & Seminars Travel		0	0		0	2,614	-2,614	0.00%
6570 In-County Relations	12	475	-463	2.58%	922	2,425	-1,503	38.00%
6575 Stakeholder Networking		0	0		66	3,500	-3,434	1.89%
6590 Memberships	150	0	150		3,093	2,650	443	116.70%
6610 North Coast Tourism Council	625	917	-292	68.18%	1,250	2,750	-1,500	45.45%
Total Partnerships	\$ 787	\$ 1,392	\$ -604	56.57%	\$ 9,486	\$ 16,889	\$ -7,402	56.17%
Visitor Services			0		0	0	0	
6720 Event & Festival Guides	1,218	1,892	-674	64.37%	1,777	7,675	-5,898	23.15%
6730 Incentives & Sponsorships	624	1,792	-1,168	34.83%	2,372	5,375	-3,003	44.13%
6770 Visitor Centers & Signage	400	0	400		600	2,500	-1,900	24.00%
Total Visitor Services	\$ 2,242	\$ 3,683	\$ -1,442	60.86%	\$ 4,749	\$ 15,550	\$ -10,801	30.54%
Total 2- VISITOR SVS / PARTNERSHIPS	\$ 3,029	\$ 5,075	\$ -2,046	59.68%	\$ 14,235	\$ 32,438	\$ -18,203	43.88%
3- ADMIN EXPENSES			0		0	0	0	
General Admin			0		0	0	0	
7010 Accounting	1,970	2,000	-30	98.50%	6,215	6,000	215	103.58%
7060 Bank Fees	45	50	-5	90.00%	55	150	-95	36.90%
7080 Board Development	50	35	15	142.86%	178	105	73	169.47%
7090 Copying & Printing	53	200	-147	26.51%	288	600	-312	48.08%
7100 Dues & Subscriptions	2,221	960	1,261	231.30%	6,030	2,880	3,150	209.39%
7130 Legal Fees		250	-250	0.00%	0	750	-750	0.00%
7150 Meeting Expenses		50	-50	0.00%	0	150	-150	0.00%
7200 Office Expense	199	100	99	199.40%	1,265	300	965	421.82%
7210 Postage & Shipping	5	75	-70	6.65%	477	225	252	212.11%
7280 Travel Expenses	454	750	-296	60.48%	3,470	2,250	1,220	154.23%
Total General Admin	\$ 4,997	\$ 4,470	\$ 527	111.78%	\$ 17,980	\$ 13,410	\$ 4,570	134.08%
Occupancy Costs			0		0	0	0	
7650 Rent	1,949	1,800	149	108.28%	5,597	5,400	197	103.65%
7660 Insurance	217	0	217		650	2,250	-1,600	28.89%
7850 Repairs & Maintenance	350	460	-110	76.08%	925	1,580	-655	58.53%
7890 Taxes		0	0		81	65	16	124.18%
7910 Telecommunication	741	450	291	164.64%	2,471	1,350	1,121	183.01%
7950 Utilities	520	730	-210	71.21%	1,637	2,190	-553	74.74%

Mendocino County Tourism Commission
Budget vs. Actuals: Detail
 July - September, 2021

	Sep 2021				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
7990 Depreciation Expense	403		403		1,209	0	1,209	
Total Occupancy Costs	\$ 4,179	\$ 3,440	\$ 739	121.49%	\$ 12,569	\$ 12,835	\$ -266	97.93%
Total 3- ADMIN EXPENSES	\$ 9,176	\$ 7,910	\$ 1,266	116.00%	\$ 30,549	\$ 26,245	\$ 4,304	116.40%
4- PERSONNEL			0		0	0	0	
8510 Salaries & Wages	19,061	19,417	-356	98.17%	73,181	58,250	14,931	125.63%
8520 Paid Time Off	1,320	714	606	184.90%	2,814	2,142	672	131.37%
8530 Payroll Taxes	1,758	1,485	272	118.33%	6,167	4,456	1,711	138.40%
8540 Payroll Processing Fees		85	-85	0.00%	0	255	-255	0.00%
8550 Workers Comp	-2,740	166	-2,906	-1646.44%	-2,330	3,499	-5,829	-66.59%
8570 Health Insurance Allowance	1,200	1,700	-500	70.59%	3,600	5,100	-1,500	70.59%
8590 Contract Work	250	300	-50	83.33%	2,400	600	1,800	400.00%
Total 4- PERSONNEL	\$ 20,849	\$ 23,867	\$ -3,019	87.35%	\$ 85,832	\$ 74,302	\$ 11,530	115.52%
Total Expenses	\$ 72,771	\$ 85,324	\$ -12,553	85.29%	\$ 257,771	\$ 268,860	\$ -11,090	95.88%
Net Operating Income	\$ 85,616	\$ 15,818	\$ 69,798	541.26%	\$ 218,626	\$ 34,566	\$ 184,060	632.49%
Net Income	\$ 85,616	\$ 15,818	\$ 69,798	541.26%	\$ 218,626	\$ 34,566	\$ 184,060	632.49%

Mendocino County Tourism Commission

Statement of Cash Flows

July - September, 2021

	TOTAL
OPERATING ACTIVITIES	
Net Income	218,626.13
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	438,407.95
1230 Prepaid Expenses	-5,636.39
2000 Accounts Payable	-9,559.25
2100 Accrued Expenses	1,970.00
2210 Payroll Liabilities:Federal Taxes (941/944)	0.00
2220 Payroll Liabilities:CA PIT / SDI	0.00
2230 Payroll Liabilities:CA SUI / ETT	-440.82
2240 Payroll Liabilities:FUTA Payable	10.92
2270 Payroll Liabilities:Accrued Payroll	1,946.36
2275 Payroll Liabilities:Accrued PTO	773.91
Direct Deposit Payable	0.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	427,472.68
Net cash provided by operating activities	\$646,098.81
INVESTING ACTIVITIES	
1600 Accumulated Depreciation	1,209.00
Net cash provided by investing activities	\$1,209.00
NET CASH INCREASE FOR PERIOD	\$647,307.81
Cash at beginning of period	842,224.84
CASH AT END OF PERIOD	\$1,489,532.65

Mendocino County Tourism Commission

Profit and Loss Comparison

September 2021

	TOTAL			
	SEP 2021	SEP 2020 (PY)	CHANGE	% CHANGE
Income				
4030 County BID	118,750.00	47,100.00	71,650.00	152.12 %
4035 County 50% Match	39,583.00	33,911.00	5,672.00	16.73 %
Other Income				
4950 Interest Income	54.18	14.62	39.56	270.59 %
Total Other Income	54.18	14.62	39.56	270.59 %
Total Income	\$158,387.18	\$81,025.62	\$77,361.56	95.48 %
GROSS PROFIT	\$158,387.18	\$81,025.62	\$77,361.56	95.48 %
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	18,414.20	625.00	17,789.20	2,846.27 %
5150 Ad Development/Design	1,000.00		1,000.00	
5240 Research & Development	3,000.00	5,060.00	-2,060.00	-40.71 %
5280 Video Development	2,404.17		2,404.17	
Total 50 Advertising / Media	24,818.37	5,685.00	19,133.37	336.56 %
55 Marketing / Public Relations				
5510 Public Relations Contract	8,333.34	7,500.00	833.34	11.11 %
5540 Clipping Service	648.00		648.00	
5560 Media Events	65.31	725.00	-659.69	-90.99 %
5610 Travel -PR Related	61.20		61.20	
5680 Visiting Media FAM Expenses	529.98	487.65	42.33	8.68 %
Total 55 Marketing / Public Relations	9,637.83	8,712.65	925.18	10.62 %
57 Website Maint / Development				
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	0.00 %
5750 Development/ Maintenance	631.76	1,425.00	-793.24	-55.67 %
5780 Interactive Marketing	29.95		29.95	
Total 57 Website Maint / Development	3,161.71	3,925.00	-763.29	-19.45 %
58 Leisure / Group Sales				
5880 Travel - Leisure/Group Sales	2,099.64		2,099.64	
Total 58 Leisure / Group Sales	2,099.64		2,099.64	
Total 1- MEDIA & WEBSITE	39,717.55	18,322.65	21,394.90	116.77 %
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6570 In-County Relations	12.24		12.24	
6590 Memberships	150.00		150.00	
6610 North Coast Tourism Council	625.00	916.67	-291.67	-31.82 %
Total Partnerships	787.24	916.67	-129.43	-14.12 %

Mendocino County Tourism Commission

Profit and Loss Comparison

September 2021

	TOTAL			
	SEP 2021	SEP 2020 (PY)	CHANGE	% CHANGE
Visitor Services				
6720 Event & Festival Guides	1,217.55	762.13	455.42	59.76 %
6730 Incentives & Sponsorships	624.00	8,154.75	-7,530.75	-92.35 %
6770 Visitor Centers & Signage	400.00	200.00	200.00	100.00 %
Total Visitor Services	2,241.55	9,116.88	-6,875.33	-75.41 %
Total 2- VISITOR SVS / PARTNERSHIPS	3,028.79	10,033.55	-7,004.76	-69.81 %
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	1,970.00	2,560.00	-590.00	-23.05 %
7060 Bank Fees	45.00	5.00	40.00	800.00 %
7080 Board Development	50.00		50.00	
7090 Copying & Printing	53.02	94.04	-41.02	-43.62 %
7100 Dues & Subscriptions	2,220.51	125.00	2,095.51	1,676.41 %
7130 Legal Fees		576.00	-576.00	-100.00 %
7200 Office Expense	199.40		199.40	
7210 Postage & Shipping	4.99		4.99	
7280 Travel Expenses	453.60	247.02	206.58	83.63 %
Total General Admin	4,996.52	3,607.06	1,389.46	38.52 %
Occupancy Costs				
7650 Rent	1,949.00	2,350.00	-401.00	-17.06 %
7660 Insurance	216.66	227.75	-11.09	-4.87 %
7850 Repairs & Maintenance	349.95	294.95	55.00	18.65 %
7910 Telecommunication	740.89	1,628.60	-887.71	-54.51 %
7950 Utilities	519.84	397.13	122.71	30.90 %
7990 Depreciation Expense	403.00	338.00	65.00	19.23 %
Total Occupancy Costs	4,179.34	5,236.43	-1,057.09	-20.19 %
Total 3- ADMIN EXPENSES	9,175.86	8,843.49	332.37	3.76 %
4- PERSONNEL				
8510 Salaries & Wages	19,060.64	12,500.78	6,559.86	52.48 %
8520 Paid Time Off	1,320.20	0.00	1,320.20	
8530 Payroll Taxes	1,757.69	1,105.66	652.03	58.97 %
8550 Workers Comp	-2,740.00	204.25	-2,944.25	-1,441.49 %
8570 Health Insurance Allowance	1,200.00	1,200.00	0.00	0.00 %
8590 Contract Work	250.00	250.00	0.00	0.00 %
Total 4- PERSONNEL	20,848.53	15,260.69	5,587.84	36.62 %
Total Expenses	\$72,770.73	\$52,460.38	\$20,310.35	38.72 %
NET OPERATING INCOME	\$85,616.45	\$28,565.24	\$57,051.21	199.72 %
NET INCOME	\$85,616.45	\$28,565.24	\$57,051.21	199.72 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - September, 2021

	TOTAL			
	JUL - SEP, 2021	JUL - SEP, 2020 (PY)	CHANGE	% CHANGE
Income				
4030 County BID	356,250.00	141,300.00	214,950.00	152.12 %
4035 County 50% Match	118,749.00	101,733.00	17,016.00	16.73 %
Other Income				
4830 Event Brochure Ads		705.00	-705.00	-100.00 %
4940 Misc. Income	1,343.78		1,343.78	
4950 Interest Income	54.18	19.58	34.60	176.71 %
Total Other Income	1,397.96	724.58	673.38	92.93 %
Total Income	\$476,396.96	\$243,757.58	\$232,639.38	95.44 %
GROSS PROFIT	\$476,396.96	\$243,757.58	\$232,639.38	95.44 %
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	63,077.66	1,250.00	61,827.66	4,946.21 %
5150 Ad Development/Design	3,000.00		3,000.00	
5240 Research & Development	9,000.00	5,060.00	3,940.00	77.87 %
5280 Video Development	4,904.17		4,904.17	
Total 50 Advertising / Media	79,981.83	6,310.00	73,671.83	1,167.54 %
55 Marketing / Public Relations				
5510 Public Relations Contract	26,324.22	22,500.00	3,824.22	17.00 %
5520 Marketing Agency Contract		8,333.00	-8,333.00	-100.00 %
5540 Clipping Service	1,944.00	2,445.72	-501.72	-20.51 %
5550 In-Market PR Stunts	1,615.63		1,615.63	
5560 Media Events	65.31	725.00	-659.69	-90.99 %
5610 Travel -PR Related	1,840.80	-274.34	2,115.14	770.99 %
5680 Visiting Media FAM Expenses	2,334.14	487.65	1,846.49	378.65 %
Total 55 Marketing / Public Relations	34,124.10	34,217.03	-92.93	-0.27 %
57 Website Maint / Development				
5710 Interactive Media Coordinator	7,500.00	7,500.00	0.00	0.00 %
5740 Content Creation		146.45	-146.45	-100.00 %
5750 Development/ Maintenance	2,018.28	3,153.00	-1,134.72	-35.99 %
5780 Interactive Marketing	89.85	412.86	-323.01	-78.24 %
Total 57 Website Maint / Development	9,608.13	11,212.31	-1,604.18	-14.31 %
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	1,180.84	100.59	1,080.25	1,073.91 %
5840 State Fair Exhibit		500.00	-500.00	-100.00 %
5880 Travel - Leisure/Group Sales	2,228.98		2,228.98	
5885 Travel - Group FAMs	30.00		30.00	

Mendocino County Tourism Commission

Profit and Loss Comparison

July - September, 2021

	TOTAL			
	JUL - SEP, 2021	JUL - SEP, 2020 (PY)	CHANGE	% CHANGE
Total 58 Leisure / Group Sales	3,439.82	600.59	2,839.23	472.74 %
Total 1- MEDIA & WEBSITE	127,153.88	52,339.93	74,813.95	142.94 %
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	4,156.02		4,156.02	
6570 In-County Relations	921.56	30.89	890.67	2,883.36 %
6575 Stakeholder Networking	66.15		66.15	
6590 Memberships	3,092.50	2,662.50	430.00	16.15 %
6610 North Coast Tourism Council	1,250.00	2,750.00	-1,500.00	-54.55 %
Total Partnerships	9,486.23	5,443.39	4,042.84	74.27 %
Visitor Services				
6720 Event & Festival Guides	1,777.06	762.13	1,014.93	133.17 %
6730 Incentives & Sponsorships	2,372.00	10,484.25	-8,112.25	-77.38 %
6770 Visitor Centers & Signage	600.00	646.70	-46.70	-7.22 %
Total Visitor Services	4,749.06	11,893.08	-7,144.02	-60.07 %
Total 2- VISITOR SVS / PARTNERSHIPS	14,235.29	17,336.47	-3,101.18	-17.89 %
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	6,215.00	7,260.00	-1,045.00	-14.39 %
7060 Bank Fees	55.35	15.00	40.35	269.00 %
7080 Board Development	177.94		177.94	
7090 Copying & Printing	288.45	442.92	-154.47	-34.88 %
7100 Dues & Subscriptions	6,030.47	2,431.18	3,599.29	148.05 %
7130 Legal Fees		1,086.00	-1,086.00	-100.00 %
7200 Office Expense	1,265.46	769.22	496.24	64.51 %
7210 Postage & Shipping	477.25	142.18	335.07	235.67 %
7280 Travel Expenses	3,470.12	662.05	2,808.07	424.15 %
Total General Admin	17,980.04	12,808.55	5,171.49	40.38 %
Occupancy Costs				
7650 Rent	5,597.00	7,050.00	-1,453.00	-20.61 %
7660 Insurance	650.00	683.25	-33.25	-4.87 %
7850 Repairs & Maintenance	924.85	1,025.07	-100.22	-9.78 %
7890 Taxes	80.72	114.18	-33.46	-29.30 %
7910 Telecommunication	2,470.69	3,482.93	-1,012.24	-29.06 %
7950 Utilities	1,636.87	1,788.70	-151.83	-8.49 %
7990 Depreciation Expense	1,209.00	1,462.36	-253.36	-17.33 %
Total Occupancy Costs	12,569.13	15,606.49	-3,037.36	-19.46 %
Total 3- ADMIN EXPENSES	30,549.17	28,415.04	2,134.13	7.51 %

Mendocino County Tourism Commission

Profit and Loss Comparison

July - September, 2021

	TOTAL			
	JUL - SEP, 2021	JUL - SEP, 2020 (PY)	CHANGE	% CHANGE
4- PERSONNEL				
8510 Salaries & Wages	73,181.19	37,724.46	35,456.73	93.99 %
8520 Paid Time Off	2,814.10	709.99	2,104.11	296.36 %
8530 Payroll Taxes	6,167.20	3,177.37	2,989.83	94.10 %
8540 Payroll Processing Fees		86.00	-86.00	-100.00 %
8550 Workers Comp	-2,330.00	612.75	-2,942.75	-480.25 %
8570 Health Insurance Allowance	3,600.00	3,600.00	0.00	0.00 %
8590 Contract Work	2,400.00	1,399.25	1,000.75	71.52 %
Total 4- PERSONNEL	85,832.49	47,309.82	38,522.67	81.43 %
Total Expenses	\$257,770.83	\$145,401.26	\$112,369.57	77.28 %
NET OPERATING INCOME	\$218,626.13	\$98,356.32	\$120,269.81	122.28 %
NET INCOME	\$218,626.13	\$98,356.32	\$120,269.81	122.28 %