

Mendocino County Tourism Commission
Budget vs. Actuals - SUMMARY

4/22/2019

July 2018 - March 2019

	Mar 2019				Jul 2018 - Mar 2019				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	100.00%	671,847.03	671,847.03	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		148,302.17	0.00	148,302.17		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	354,690.00	319,905.81	34,784.19	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income	32.51	2,260.00	(2,227.49)	1.44%	6,834.57	27,840.00	(21,005.43)	24.55%	34,620.00
Total Income	114,092.18	112,454.76	1,637.42	101.46%	1,181,673.77	1,019,592.84	162,080.93	115.90%	1,330,083.00
Gross Profit	114,092.18	112,454.76	1,637.42	101.46%	1,181,673.77	1,019,592.84	162,080.93	115.90%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE	106,944.89	69,035.00	37,909.89	154.91%	621,689.42	643,115.00	(21,425.58)	96.67%	852,000.00
2- VISITOR SVS / PARTNERSHIPS	5,655.59	6,167.00	(511.41)	91.71%	131,165.17	140,797.00	(9,631.83)	93.16%	159,400.00
3- ADMIN EXPENSES	8,515.49	8,504.00	11.49	100.14%	112,477.92	88,632.00	23,845.92	126.90%	114,400.00
4- PERSONNEL	32,418.15	33,441.00	(1,022.85)	96.94%	290,942.56	303,969.00	(13,026.44)	95.71%	404,283.00
Total Expenses	153,534.12	117,147.00	36,387.12	131.06%	1,156,275.07	1,176,513.00	(20,237.93)	98.28%	1,530,083.00
Net Operating Income	(39,441.94)	(4,692.24)	(34,749.70)	840.58%	25,398.70	(156,920.16)	182,318.86	-16.19%	(200,000.00)
Net Income	(39,441.94)	(4,692.24)	(34,749.70)	840.58%	25,398.70	(156,920.16)	182,318.86	-16.19%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	150,000.03	(150,000.03)	0.00%	200,000.00
BALANCE	(39,441.94)	11,974.43	(51,416.37)	-329.38%	25,398.70	(6,920.13)	32,318.83	-367.03%	0.00

Mendocino County Tourism Commission
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 July 2018 - March 2019

4/22/2019

	Mar 2019				Jul 2018 - Mar 2019				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	100.00%	671,847.03	671,847.03	0.00	100.00%	895,796.00
4031 County BID adjustments			0.00		148,302.17	0.00	148,302.17		0.00
4035 County 50% Match	39,410.00	35,545.09	3,864.91	110.87%	354,690.00	319,905.81	34,784.19	110.87%	426,541.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(26,874.00)
Other Income									
4250 Cooperative Advertising		1,250.00	(1,250.00)	0.00%	0.00	11,250.00	(11,250.00)	0.00%	15,000.00
4830 Event Brochure Ads		0.00	0.00		1,350.00	7,500.00	(6,150.00)	18.00%	7,500.00
4940 Misc. Income		1,000.00	(1,000.00)	0.00%	5,250.00	9,000.00	(3,750.00)	58.33%	12,000.00
4950 Interest Income	32.51	10.00	22.51	325.10%	234.57	90.00	144.57	260.63%	120.00
Total Other Income	32.51	2,260.00	(2,227.49)	1.44%	6,834.57	27,840.00	(21,005.43)	24.55%	34,620.00
Total Income	114,092.18	112,454.76	1,637.42	101.46%	1,181,673.77	1,019,592.84	162,080.93	115.90%	1,330,083.00
Gross Profit	114,092.18	112,454.76	1,637.42	101.46%	1,181,673.77	1,019,592.84	162,080.93	115.90%	1,330,083.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	73,585.26	34,333.00	39,252.26	214.33%	337,287.10	308,997.00	28,290.10	109.16%	412,000.00
5150 Ad Development/Design	5,200.00	833.00	4,367.00	624.25%	17,475.00	7,497.00	9,978.00	233.09%	10,000.00
5170 Photography		833.00	(833.00)	0.00%	324.00	7,497.00	(7,173.00)	4.32%	10,000.00
5240 Research & Development		1,667.00	(1,667.00)	0.00%	10,000.00	15,003.00	(5,003.00)	66.65%	20,000.00
5280 Video Development		2,085.00	(2,085.00)	0.00%	5,294.42	18,765.00	(13,470.58)	28.21%	25,000.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	0.00	7,497.00	(7,497.00)	0.00%	10,000.00
Total 50 Advertising / Media	78,785.26	40,584.00	38,201.26	194.13%	370,380.52	365,256.00	5,124.52	101.40%	487,000.00
55 Marketing / Public Relations									
5510 Public Relations Contract	6,666.66	8,208.00	(1,541.34)	81.22%	59,999.94	73,872.00	(13,872.06)	81.22%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	74,997.00	74,997.00	0.00	100.00%	100,000.00
5540 Clipping Service	703.78	583.00	120.78	120.72%	4,865.58	5,247.00	(381.42)	92.73%	7,000.00
5550 In-Market PR Stunts		250.00	(250.00)	0.00%	290.20	2,250.00	(1,959.80)	12.90%	3,000.00
5560 Media Events		292.00	(292.00)	0.00%	3,454.03	2,628.00	826.03	131.43%	3,500.00
5610 Travel -PR Related		625.00	(625.00)	0.00%	3,380.84	5,625.00	(2,244.16)	60.10%	7,500.00
5680 Visiting Media FAM Expenses	711.69	1,167.00	(455.31)	60.98%	6,472.27	10,503.00	(4,030.73)	61.62%	14,000.00
Total 55 Marketing / Public Relations	16,415.13	19,458.00	(3,042.87)	84.36%	153,459.86	175,122.00	(21,662.14)	87.63%	233,500.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July 2018 - March 2019

4/22/2019

	Mar 2019				Jul 2018 - Mar 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
57 Website Maint / Development									
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	100.00%	22,500.00	22,500.00	0.00	100.00%	30,000.00
5740 Content Creation		417.00	(417.00)	0.00%	6,138.63	3,753.00	2,385.63	163.57%	5,000.00
5750 Development/ Maintenance	1,663.00	1,667.00	(4.00)	99.76%	15,398.42	15,003.00	395.42	102.64%	20,000.00
5780 Interactive Marketing	88.95	1,250.00	(1,161.05)	7.12%	968.60	11,250.00	(10,281.40)	8.61%	15,000.00
Total 57 Website Maint / Development	4,251.95	5,834.00	(1,582.05)	72.88%	45,005.65	52,506.00	(7,500.35)	85.72%	70,000.00
58 Leisure / Group Sales									
5810 Promotion Items, Booth Develop	657.37	1,000.00	(342.63)	65.74%	11,898.90	9,000.00	2,898.90	132.21%	12,000.00
5820 Consumer & Trade Shows	3,738.72	0.00	3,738.72		19,965.82	15,000.00	4,965.82	133.11%	15,000.00
5840 State Fair Exhibit	81.78	200.00	(118.22)	40.89%	1,700.65	3,800.00	(2,099.35)	44.75%	5,000.00
5870 Shipping - Travel Shows	363.64	292.00	71.64	124.53%	2,819.23	2,628.00	191.23	107.28%	3,500.00
5880 Travel - Leisure/Group Sales	2,413.23	1,000.00	1,413.23	241.32%	12,659.90	9,300.00	3,359.90	136.13%	12,000.00
5885 Travel - Group FAMs	237.81	500.00	(262.19)	47.56%	3,798.89	9,000.00	(5,201.11)	42.21%	12,000.00
5890 Misc. Sales Opportunities		167.00	(167.00)	0.00%	0.00	1,503.00	(1,503.00)	0.00%	2,000.00
Total 58 Leisure / Group Sales	7,492.55	3,159.00	4,333.55	237.18%	52,843.39	50,231.00	2,612.39	105.20%	61,500.00
Total 1- MEDIA & WEBSITE	106,944.89	69,035.00	37,909.89	154.91%	621,689.42	643,115.00	(21,425.58)	96.67%	852,000.00
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars	1,923.25	1,000.00	923.25	192.33%	3,886.17	9,000.00	(5,113.83)	43.18%	12,000.00
6570 In-County Relations	2,232.34	500.00	1,732.34	446.47%	5,247.39	4,500.00	747.39	116.61%	6,000.00
6590 Memberships		667.00	(667.00)	0.00%	4,530.00	6,003.00	(1,473.00)	75.46%	8,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	10,000.00	1,000.00	110.00%	10,000.00
Total Partnerships	4,155.59	2,167.00	1,988.59	191.77%	24,663.56	29,503.00	(4,839.44)	83.60%	36,000.00
Visitor Services									
6720 Event & Festival Guides		4,000.00	(4,000.00)	0.00%	22,251.44	34,000.00	(11,748.56)	65.45%	50,000.00
6730 Incentives & Sponsorships	1,500.00	0.00	1,500.00		82,610.00	75,400.00	7,210.00	109.56%	71,400.00
6770 Visitor Centers & Signage		0.00	0.00		1,640.17	1,894.00	(253.83)	86.60%	2,000.00
Total Visitor Services	1,500.00	4,000.00	(2,500.00)	37.50%	106,501.61	111,294.00	(4,792.39)	95.69%	123,400.00
Total 2- VISITOR SVS / PARTNERSHIPS	5,655.59	6,167.00	(511.41)	91.71%	131,165.17	140,797.00	(9,631.83)	93.16%	159,400.00

Mendocino County Tourism Commission
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4/22/2019

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3- ADMIN EXPENSES									
General Admin									
7010 Accounting	437.50	642.00	(204.50)	68.15%	13,778.50	5,778.00	8,000.50	238.46%	7,700.00
7060 Bank Fees	30.00	42.00	(12.00)	71.43%	192.75	378.00	(185.25)	50.99%	500.00
7080 Board Development		0.00	0.00		1,207.86	3,581.00	(2,373.14)	33.73%	4,000.00
7090 Copying & Printing	309.55	167.00	142.55	185.36%	2,826.87	1,503.00	1,323.87	188.08%	2,000.00
7100 Dues & Subscriptions	509.47	300.00	209.47	169.82%	8,312.40	4,600.00	3,712.40	180.70%	5,500.00
7130 Legal Fees		250.00	(250.00)	0.00%	0.00	2,250.00	(2,250.00)	0.00%	3,000.00
7140 Licenses & Permits		0.00	0.00		0.00	100.00	(100.00)	0.00%	100.00
7150 Meeting Expenses	363.03	167.00	196.03	217.38%	2,638.88	1,503.00	1,135.88	175.57%	2,000.00
7200 Office Expense	181.88	545.00	(363.12)	33.37%	22,088.25	7,720.00	14,368.25	286.12%	9,500.00
7210 Postage & Shipping	574.81	1,250.00	(675.19)	45.98%	3,552.97	11,250.00	(7,697.03)	31.58%	15,000.00
7280 Travel Expenses	857.36	1,250.00	(392.64)	68.59%	7,838.03	11,250.00	(3,411.97)	69.67%	15,000.00
Total General Admin	3,263.60	4,613.00	(1,349.40)	70.75%	62,436.51	49,913.00	12,523.51	125.09%	64,300.00
Occupancy Costs									
7650 Rent	2,350.00	2,083.00	267.00	112.82%	23,450.00	18,747.00	4,703.00	125.09%	25,000.00
7660 Insurance	606.69	100.00	506.69	606.69%	3,000.83	3,000.00	0.83	100.03%	3,000.00
7850 Repairs & Maintenance	711.28	500.00	211.28	142.26%	10,734.99	6,000.00	4,734.99	178.92%	7,500.00
7890 Taxes		0.00	0.00		72.30	100.00	(27.70)	72.30%	100.00
7910 Telecommunication	371.20	500.00	(128.80)	74.24%	5,005.62	4,500.00	505.62	111.24%	6,000.00
7950 Utilities	978.33	708.00	270.33	138.18%	6,382.78	6,372.00	10.78	100.17%	8,500.00
7990 Depreciation Expense	234.39		234.39		1,394.89	0.00	1,394.89		0.00
Total Occupancy Costs	5,251.89	3,891.00	1,360.89	134.98%	50,041.41	38,719.00	11,322.41	129.24%	50,100.00
Total 3- ADMIN EXPENSES	8,515.49	8,504.00	11.49	100.14%	112,477.92	88,632.00	23,845.92	126.90%	114,400.00

Mendocino County Tourism Commission
Budget vs. Actuals
 July 2018 - March 2019

4/22/2019

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	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
4- PERSONNEL									
8510 Salaries & Wages	26,428.27	28,034.00	(1,605.73)	94.27%	228,043.50	252,306.00	(24,262.50)	90.38%	336,404.00
8520 Paid Time Off			0.00		9,503.63	0.00	9,503.63		
8530 Payroll Taxes	2,109.88	1,792.00	317.88	117.74%	21,896.63	16,128.00	5,768.63	135.77%	21,500.00
8540 Payroll Processing Fees	591.00	28.00	563.00	2110.71%	895.75	252.00	643.75	355.46%	336.00
8550 Workers Comp		0.00	0.00		1,950.00	3,000.00	(1,050.00)	65.00%	3,000.00
8570 Health Insurance	2,200.00	2,875.00	(675.00)	76.52%	21,340.00	25,875.00	(4,535.00)	82.47%	34,500.00
8580 Other Employee Benefits		292.00	(292.00)	0.00%	0.00	2,628.00	(2,628.00)	0.00%	3,500.00
8590 Contract Work	1,089.00	295.00	794.00	369.15%	7,060.00	2,655.00	4,405.00	265.91%	3,543.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	253.05	1,125.00	(871.95)	22.49%	1,500.00
Total 4- PERSONNEL	32,418.15	33,441.00	(1,022.85)	96.94%	290,942.56	303,969.00	(13,026.44)	95.71%	404,283.00
Total Expenses	153,534.12	117,147.00	36,387.12	131.06%	1,156,275.07	1,176,513.00	(20,237.93)	98.28%	1,530,083.00
Net Operating Income	(39,441.94)	(4,692.24)	(34,749.70)	840.58%	25,398.70	(156,920.16)	182,318.86	-16.19%	(200,000.00)
Net Income	(39,441.94)	(4,692.24)	(34,749.70)	840.58%	25,398.70	(156,920.16)	182,318.86	-16.19%	(200,000.00)
Budget Adjustment									
Previous Year Carryover	0.00	16,666.67	(16,666.67)	0.00%	0.00	150,000.03	(150,000.03)	0.00%	200,000.00
BALANCE	(39,441.94)	11,974.43	(51,416.37)	-329.38%	25,398.70	(6,920.13)	32,318.83	-367.03%	0.00

Mendocino County Tourism Commission

Balance Sheet

4/22/2019

As of March 31, 2019

	As of Mar 31, 2019	As of Mar 31, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	200,489.65	392,530.18	(192,040.53)	-48.92%
1020 MLCU Savings	153,126.67	132,253.04	20,873.63	15.78%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	\$ 353,716.32	\$ 524,883.22	\$ (171,166.90)	-32.61%
Accounts Receivable				
1100 Accounts Receivable	305,329.30	295,467.77	9,861.53	3.34%
Total Accounts Receivable	\$ 305,329.30	\$ 295,467.77	\$ 9,861.53	3.34%
Other Current Assets				
1230 Prepaid Expenses	3,476.20	8,083.14	(4,606.94)	-56.99%
1250 Refundable Deposits	3,736.00	2,350.00	1,386.00	58.98%
Total Other Current Assets	\$ 7,212.20	\$ 10,433.14	\$ (3,220.94)	-30.87%
Total Current Assets	\$ 666,257.82	\$ 830,784.13	\$ (164,526.31)	-19.80%
Fixed Assets				
1510 Furniture and Equipment	61,789.14	46,385.00	15,404.14	33.21%
1600 Accumulated Depreciation	(47,779.89)	(46,385.00)	(1,394.89)	-3.01%
Total Fixed Assets	\$ 14,009.25	\$ -	\$ 14,009.25	
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	\$ -	\$ -	\$ -	
TOTAL ASSETS	\$ 680,267.07	\$ 830,784.13	\$ (150,517.06)	-18.12%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	24,038.23	20,955.20	3,083.03	14.71%
Total Accounts Payable	\$ 24,038.23	\$ 20,955.20	\$ 3,083.03	14.71%
Other Current Liabilities				
2800 Sales Tx Payable	0.00	67.98	(67.98)	-100.00%
Payroll Liabilities				
2230 CA SUI / ETT	1,855.00		1,855.00	
2240 FUTA Payable	210.00	0.00	210.00	
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	\$ 16,585.07	\$ 9,090.65	\$ 7,494.42	82.44%

Mendocino County Tourism Commission

Balance Sheet

4/22/2019

As of March 31, 2019

	As of Mar 31, 2019	As of Mar 31, 2018	Change	% Change
Total Other Current Liabilities	\$ 16,585.07	\$ 9,158.63	\$ 7,426.44	81.09%
Total Current Liabilities	\$ 40,623.30	\$ 30,113.83	\$ 10,509.47	34.90%
Total Liabilities	\$ 40,623.30	\$ 30,113.83	\$ 10,509.47	34.90%
Equity				
3100 Contingency-Restricted	152,650.09	132,044.00	20,606.09	15.61%
3900 Unrestricted Net Assets (RE)	461,594.98	521,031.74	(59,436.76)	-11.41%
Net Income	25,398.70	147,594.56	(122,195.86)	-82.79%
Total Equity	\$ 639,643.77	\$ 800,670.30	\$ (161,026.53)	-20.11%
TOTAL LIABILITIES AND EQUITY	\$ 680,267.07	\$ 830,784.13	\$ (150,517.06)	-18.12%

Mendocino County Tourism Commission Profit and Loss Comparison

4/22/2019

July 2018 - March 2019

	Jul 2018 - Mar 2019	Jul 2017 - Mar 2018	Change	% Change
Income				
4030 County BID	671,847.03	664,889.31	6,957.72	1.05%
4031 County BID adjustments	148,302.17	99,492.97	48,809.20	49.06%
4035 County 50% Match	354,690.00	326,646.00	28,044.00	8.59%
Other Income				
4830 Event Brochure Ads	1,350.00	0.00	1,350.00	
4940 Misc. Income	5,250.00	7,959.56	(2,709.56)	-34.04%
4950 Interest Income	234.57	95.19	139.38	146.42%
Total Other Income	6,834.57	8,054.75	(1,220.18)	-15.15%
Total Income	1,181,673.77	1,099,083.03	82,590.74	7.51%
Gross Profit	1,181,673.77	1,099,083.03	82,590.74	7.51%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	337,287.10	223,927.76	113,359.34	50.62%
5150 Ad Development/Design	17,475.00	2,243.25	15,231.75	679.00%
5170 Photography	324.00	607.58	(283.58)	-46.67%
5240 Research & Development	10,000.00		10,000.00	
5280 Video Development	5,294.42	16,043.89	(10,749.47)	-67.00%
Total 50 Advertising / Media	370,380.52	242,822.48	127,558.04	52.53%
55 Marketing / Public Relations				
5510 Public Relations Contract	59,999.94	65,399.94	(5,400.00)	-8.26%
5520 Marketing Agency Contract	74,997.00	74,997.00	0.00	0.00%
5530 Marketing & Comm. Coordinator		49,500.00	(49,500.00)	-100.00%
5540 Clipping Service	4,865.58	5,333.71	(468.13)	-8.78%
5550 In-Market PR Stunts	290.20	156.00	134.20	86.03%
5560 Media Events	3,454.03	5,867.35	(2,413.32)	-41.13%
5610 Travel -PR Related	3,380.84	2,695.80	685.04	25.41%
5680 Visiting Media FAM Expenses	6,472.27	8,034.47	(1,562.20)	-19.44%
Total 55 Marketing / Public Relations	153,459.86	211,984.27	(58,524.41)	-27.61%
57 Website Maint / Development				
5710 Interactive Media Coordinator	22,500.00	22,500.00	0.00	0.00%
5740 Content Creation	6,138.63		6,138.63	
5750 Development/ Maintenance	15,398.42	6,981.00	8,417.42	120.58%
5780 Interactive Marketing	968.60	1,558.69	(590.09)	-37.86%
Total 57 Website Maint / Development	45,005.65	31,039.69	13,965.96	44.99%

Mendocino County Tourism Commission

Profit and Loss Comparison

4/22/2019

July 2018 - March 2019

	Jul 2018 - Mar 2019	Jul 2017 - Mar 2018	Change	% Change
58 Leisure / Group Sales				
5805 Sales Manager Contract		37,499.94	(37,499.94)	-100.00%
5810 Promotion Items, Booth Develop	11,898.90	19,534.08	(7,635.18)	-39.09%
5820 Consumer & Trade Shows	19,965.82	13,189.66	6,776.16	51.37%
5840 State Fair Exhibit	1,700.65		1,700.65	
5870 Shipping - Travel Shows	2,819.23	1,910.08	909.15	47.60%
5880 Travel - Leisure/Group Sales	12,659.90	9,541.25	3,118.65	32.69%
5885 Travel - Group FAMs	3,798.89	2,005.57	1,793.32	89.42%
Total 58 Leisure / Group Sales	52,843.39	83,680.58	(30,837.19)	-36.85%
Total 1- MEDIA & WEBSITE	621,689.42	569,527.02	52,162.40	9.16%
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	3,886.17	2,131.95	1,754.22	82.28%
6570 In-County Relations	5,247.39	2,304.02	2,943.37	127.75%
6590 Memberships	4,530.00	7,986.28	(3,456.28)	-43.28%
6610 North Coast Tourism Council	11,000.00	10,000.00	1,000.00	10.00%
Total Partnerships	24,663.56	22,422.25	2,241.31	10.00%
Visitor Services				
6720 Event & Festival Guides	22,251.44	37,954.05	(15,702.61)	-41.37%
6730 Incentives & Sponsorships	82,610.00	33,550.00	49,060.00	146.23%
6770 Visitor Centers & Signage	1,640.17	265.71	1,374.46	517.28%
Retail Store		895.00	(895.00)	-100.00%
Total Visitor Services	106,501.61	72,664.76	33,836.85	46.57%
Total 2- VISITOR SVS / PARTNERSHIPS	131,165.17	95,087.01	36,078.16	37.94%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	13,778.50	16,966.19	(3,187.69)	-18.79%
7060 Bank Fees	192.75	439.99	(247.24)	-56.19%
7080 Board Development	1,207.86	3,417.87	(2,210.01)	-64.66%
7090 Copying & Printing	2,826.87	1,755.65	1,071.22	61.02%
7100 Dues & Subscriptions	8,312.40		8,312.40	
7130 Legal Fees		1,882.50	(1,882.50)	-100.00%
7140 Licenses & Permits		45.00	(45.00)	-100.00%
7150 Meeting Expenses	2,638.88	1,917.02	721.86	37.66%
7200 Office Expense	22,088.25	14,890.09	7,198.16	48.34%
7210 Postage & Shipping	3,552.97	3,601.64	(48.67)	-1.35%
7280 Travel Expenses	7,838.03	9,524.70	(1,686.67)	-17.71%
Total General Admin	62,436.51	54,440.65	7,995.86	14.69%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July 2018 - March 2019

4/22/2019

	Jul 2018 - Mar 2019	Jul 2017 - Mar 2018	Change	% Change
Occupancy Costs				
7650 Rent	23,450.00	17,550.00	5,900.00	33.62%
7660 Insurance	3,000.83	2,781.78	219.05	7.87%
7850 Repairs & Maintenance	10,734.99	4,774.00	5,960.99	124.86%
7890 Taxes	72.30	72.31	(0.01)	-0.01%
7910 Telecommunication	5,005.62	5,014.90	(9.28)	-0.19%
7950 Utilities	6,382.78	5,917.63	465.15	7.86%
7990 Depreciation Expense	1,394.89		1,394.89	
Total Occupancy Costs	50,041.41	36,110.62	13,930.79	38.58%
Total 3- ADMIN EXPENSES	112,477.92	90,551.27	21,926.65	24.21%
4- PERSONNEL				
8510 Salaries & Wages	228,043.50	153,752.82	74,290.68	48.32%
8520 Paid Time Off	9,503.63	1,283.44	8,220.19	640.48%
8530 Payroll Taxes	21,896.63	14,525.45	7,371.18	50.75%
8540 Payroll Processing Fees	895.75	661.09	234.66	35.50%
8550 Workers Comp	1,950.00	2,788.00	(838.00)	-30.06%
8570 Health Insurance	21,340.00	14,575.50	6,764.50	46.41%
8580 Other Employee Benefits		485.48	(485.48)	-100.00%
8590 Contract Work	7,060.00	8,212.00	(1,152.00)	-14.03%
8615 Employee Recruitment	253.05	39.39	213.66	542.42%
Total 4- PERSONNEL	290,942.56	196,323.17	94,619.39	48.20%
Total Expenses	1,156,275.07	951,488.47	204,786.60	21.52%
Net Operating Income	25,398.70	147,594.56	(122,195.86)	-82.79%
Net Income	25,398.70	147,594.56	(122,195.86)	-82.79%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

4/22/2019
Accrual Basis

As of March 31, 2019

	<u>Mar 2019</u>	<u>Jul 18 - Mar 19</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(39,441.94)	25,398.70
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	123,377.88	28,354.08
(Increase)Decrease in Prepaid Expenses	814.96	3,907.94
(Increase)Decrease in Refundable Deposits	0.00	(900.00)
(Increase)Decrease in Accounts Payable	6,204.32	(67,298.06)
(Increase)Decrease in Payroll Liabilities	88.13	783.05
(Increase)Decrease in Sales Tx Payable	0.00	(69.60)
Total Adjustments to Reconcile Net Income to Net Cash	<u>130,485.29</u>	<u>(35,222.59)</u>
Net cash provided by Operating Activities	<u>91,043.35</u>	<u>(9,823.89)</u>
<u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	(2,815.56)	(15,404.14)
(Increase)Decrease in Accumulated Depreciation	234.39	1,394.89
Net cash provided by Investing Activities	<u>(2,581.17)</u>	<u>(14,009.25)</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	88,462.18	(23,833.14)
Cash at Beginning of period	<u>265,254.14</u>	<u>377,549.46</u>
Cash at End of period	<u><u>353,716.32</u></u>	<u><u>353,716.32</u></u>