

Mendocino County Tourism Commission
Budget vs. Actuals: SUMMARY

July - August, 2019

9/13/2019
 Accrual Basis

	Aug 2019				Jul - Aug 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	78,541.42	0.00	100.00%	157,082.84	157,082.84	0.00	100.00%	942,497.00
4035 County 50% Match	40,630.80	39,270.75	1,360.05	103.46%	81,261.60	78,541.50	2,720.10	103.46%	471,249.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(22,458.00)
Other Income	1,374.20	1,883.33	(509.13)	72.97%	1,405.97	3,766.66	(2,360.69)	37.33%	22,600.00
Total Income	\$ 120,546.42	\$ 119,695.50	\$ 850.92	100.71%	\$ 239,750.41	\$ 239,391.00	\$ 359.41	100.15%	1,413,888.00
Gross Profit	\$ 120,546.42	\$ 119,695.50	\$ 850.92	100.71%	\$ 239,750.41	\$ 239,391.00	\$ 359.41	100.15%	1,413,888.00
Expenses									
1- MEDIA & WEBSITE	72,131.86	66,668.00	5,463.86	108.20%	161,272.26	139,061.00	22,211.26	115.97%	805,000.00
2- VISITOR SVS / PARTNERSHIPS	10,050.85	12,918.00	(2,867.15)	77.81%	31,094.54	35,392.00	(4,297.46)	87.86%	158,400.00
3- ADMIN EXPENSES	12,675.55	9,519.00	3,156.55	133.16%	24,014.93	20,915.00	3,099.93	114.82%	123,483.00
4- PERSONNEL	40,745.59	22,942.00	17,803.59	177.60%	85,609.82	48,384.00	37,225.82	176.94%	277,800.00
Total Expenses	\$ 135,603.85	\$ 112,047.00	\$ 23,556.85	121.02%	\$ 301,991.55	\$ 243,752.00	\$ 58,239.55	123.89%	1,364,683.00
Net Operating Income	\$ (15,057.43)	\$ 7,648.50	\$ (22,705.93)	-196.87%	\$ (62,241.14)	\$ (4,361.00)	\$ (57,880.14)	1427.22%	49,205.00
Net Income	\$ (15,057.43)	\$ 7,648.50	\$ (22,705.93)	-196.87%	\$ (62,241.14)	\$ (4,361.00)	\$ (57,880.14)	1427.22%	49,205.00

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	Aug 2019				Jul - Aug 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
4030 County BID	78,541.42	78,541.42	0.00	100.00%	157,082.84	157,082.84	0.00	100.00%	942,497.00
4035 County 50% Match	40,630.80	39,270.75	1,360.05	103.46%	81,261.60	78,541.50	2,720.10	103.46%	471,249.00
4040 County Admin Fee		0.00	0.00		0.00	0.00	0.00		(22,458.00)
Other Income									
4250 Cooperative Advertising		1,250.00	(1,250.00)	0.00%	0.00	2,500.00	(2,500.00)	0.00%	15,000.00
4830 Event Brochure Ads	1,350.00	625.00	725.00	216.00%	1,350.00	1,250.00	100.00	108.00%	7,500.00
4950 Interest Income	24.20	8.33	15.87	290.52%	55.97	16.66	39.31	335.95%	100.00
Total Other Income	\$ 1,374.20	\$ 1,883.33	\$ (509.13)	72.97%	\$ 1,405.97	\$ 3,766.66	\$ (2,360.69)	37.33%	22,600.00
Total Income	\$ 120,546.42	\$ 119,695.50	\$ 850.92	100.71%	\$ 239,750.41	\$ 239,391.00	\$ 359.41	100.15%	1,413,888.00
Gross Profit	\$ 120,546.42	\$ 119,695.50	\$ 850.92	100.71%	\$ 239,750.41	\$ 239,391.00	\$ 359.41	100.15%	1,413,888.00
Expenses									
1- MEDIA & WEBSITE									
50 Advertising / Media									
5130 Print & Online Advertising	50,957.93	34,333.00	16,624.93	148.42%	109,651.76	68,666.00	40,985.76	159.69%	412,000.00
5150 Ad Development/Design		667.00	(667.00)	0.00%	0.00	1,334.00	(1,334.00)	0.00%	8,000.00
5170 Photography		667.00	(667.00)	0.00%	0.00	1,334.00	(1,334.00)	0.00%	8,000.00
5240 Research & Development		1,667.00	(1,667.00)	0.00%	0.00	3,334.00	(3,334.00)	0.00%	20,000.00
5280 Video Development		833.00	(833.00)	0.00%	146.72	1,666.00	(1,519.28)	8.81%	10,000.00
5290 Marketing Contingency		833.00	(833.00)	0.00%	0.00	1,666.00	(1,666.00)	0.00%	10,000.00
Total 50 Advertising / Media	\$ 50,957.93	\$ 39,000.00	\$ 11,957.93	130.66%	\$ 109,798.48	\$ 78,000.00	\$ 31,798.48	140.77%	468,000.00

Mendocino County Tourism Commission
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 July - August, 2019

9/13/2019
 Accrual Basis

	Aug 2019				Jul - Aug 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%	15,000.00	16,416.00	(1,416.00)	91.37%	98,500.00
5520 Marketing Agency Contract	8,333.00	8,333.00	0.00	100.00%	16,666.00	16,666.00	0.00	100.00%	100,000.00
5540 Clipping Service	558.80	542.00	16.80	103.10%	1,010.46	1,084.00	(73.54)	93.22%	6,500.00
5550 In-Market PR Stunts	25.50	209.00	(183.50)	12.20%	25.50	418.00	(392.50)	6.10%	2,500.00
5560 Media Events		292.00	(292.00)	0.00%	995.00	584.00	411.00	170.38%	3,500.00
5610 Travel -PR Related		625.00	(625.00)	0.00%	544.28	1,250.00	(705.72)	43.54%	7,500.00
5680 Visiting Media FAM Expenses	0.00	1,000.00	(1,000.00)	0.00%	213.97	2,000.00	(1,786.03)	10.70%	12,000.00
Total 55 Marketing / Public Relations	\$ 16,417.30	\$ 19,209.00	\$ (2,791.70)	85.47%	\$ 34,455.21	\$ 38,418.00	\$ (3,962.79)	89.69%	230,500.00
57 Website Maint / Development									
5710 Interactive Media Coordinator	2,500.00	2,500.00	0.00	100.00%	5,000.00	5,000.00	0.00	100.00%	30,000.00
5750 Development/ Maintenance	1,668.22	1,417.00	251.22	117.73%	3,346.06	2,834.00	512.06	118.07%	17,000.00
5780 Interactive Marketing	88.95	1,000.00	(911.05)	8.90%	177.90	2,000.00	(1,822.10)	8.90%	12,000.00
Total 57 Website Maint / Development	\$ 4,257.17	\$ 4,917.00	\$ (659.83)	86.58%	\$ 8,523.96	\$ 9,834.00	\$ (1,310.04)	86.68%	59,000.00
58 Leisure / Group Sales									
Develop	201.70	0.00	201.70		6,751.03	5,000.00	1,751.03	135.02%	5,000.00
5820 Consumer & Trade Shows	265.00	1,084.00	(819.00)	24.45%	265.00	2,168.00	(1,903.00)	12.22%	13,000.00
5840 State Fair Exhibit		375.00	(375.00)	0.00%	1,064.15	1,475.00	(410.85)	72.15%	4,500.00
5870 Shipping - Travel Shows		208.00	(208.00)	0.00%	0.00	416.00	(416.00)	0.00%	2,500.00
5880 Travel - Leisure/Group Sales	32.76	917.00	(884.24)	3.57%	414.43	1,834.00	(1,419.57)	22.60%	11,000.00
5885 Travel - Group FAMs		833.00	(833.00)	0.00%	0.00	1,666.00	(1,666.00)	0.00%	10,000.00
5890 Misc. Sales Opportunities		125.00	(125.00)	0.00%	0.00	250.00	(250.00)	0.00%	1,500.00
Total 58 Leisure / Group Sales	\$ 499.46	\$ 3,542.00	\$ (3,042.54)	14.10%	\$ 8,494.61	\$ 12,809.00	\$ (4,314.39)	66.32%	47,500.00
Total 1- MEDIA & WEBSITE	\$ 72,131.86	\$ 66,668.00	\$ 5,463.86	108.20%	\$ 161,272.26	\$ 139,061.00	\$ 22,211.26	115.97%	805,000.00

Mendocino County Tourism Commission
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9/13/2019
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	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
2- VISITOR SVS / PARTNERSHIPS									
Partnerships									
6550 Conferences & Seminars		1,000.00	(1,000.00)	0.00%	1,978.92	2,000.00	(21.08)	98.95%	12,000.00
6570 In-County Relations	340.63	417.00	(76.37)	81.69%	1,985.40	834.00	1,151.40	238.06%	5,000.00
6590 Memberships		584.00	(584.00)	0.00%	2,640.00	3,224.00	(584.00)	81.89%	7,000.00
6610 North Coast Tourism Council		0.00	0.00		11,000.00	11,000.00	0.00	100.00%	11,000.00
Total Partnerships	\$ 340.63	\$ 2,001.00	\$ (1,660.37)	17.02%	\$ 17,604.32	\$ 17,058.00	\$ 546.32	103.20%	35,000.00
Visitor Services									
6720 Event & Festival Guides	4,227.52	4,167.00	60.52	101.45%	4,227.52	8,334.00	(4,106.48)	50.73%	50,000.00
6730 Incentives & Sponsorships	2,080.00	6,750.00	(4,670.00)	30.81%	3,160.00	8,000.00	(4,840.00)	39.50%	71,400.00
6770 Visitor Centers & Signage	3,402.70	0.00	3,402.70		6,102.70	2,000.00	4,102.70	305.14%	2,000.00
Total Visitor Services	\$ 9,710.22	\$ 10,917.00	\$ (1,206.78)	88.95%	\$ 13,490.22	\$ 18,334.00	\$ (4,843.78)	73.58%	123,400.00
Total 2- VISITOR SVS / PARTNERSHIPS	\$ 10,050.85	\$ 12,918.00	\$ (2,867.15)	77.81%	\$ 31,094.54	\$ 35,392.00	\$ (4,297.46)	87.86%	158,400.00
3- ADMIN EXPENSES									
General Admin									
7010 Accounting	458.50	667.00	(208.50)	68.74%	738.50	1,334.00	(595.50)	55.36%	14,500.00
7060 Bank Fees		42.00	(42.00)	0.00%	0.00	84.00	(84.00)	0.00%	500.00
7080 Board Development		0.00	0.00		0.00	0.00	0.00		3,500.00
7090 Copying & Printing	115.34	100.00	15.34	115.34%	375.17	200.00	175.17	187.59%	1,200.00
7100 Dues & Subscriptions	979.84		979.84		1,892.30	0.00	1,892.30		
7130 Legal Fees	4,359.99	208.00	4,151.99	2096.15%	4,639.98	416.00	4,223.98	1115.38%	2,500.00
7140 Licenses & Permits		0.00	0.00		66.00	0.00	66.00		63.00
7150 Meeting Expenses	165.98	125.00	40.98	132.78%	165.98	250.00	(84.02)	66.39%	1,500.00
7200 Office Expense	568.94	1,162.00	(593.06)	48.96%	1,886.68	2,324.00	(437.32)	81.18%	13,947.00
7210 Postage & Shipping	524.53	1,250.00	(725.47)	41.96%	576.33	2,500.00	(1,923.67)	23.05%	15,000.00
7280 Travel Expenses	692.23	1,192.00	(499.77)	58.07%	1,509.47	2,384.00	(874.53)	63.32%	14,300.00
Total General Admin	\$ 7,865.35	\$ 4,746.00	\$ 3,119.35	165.73%	\$ 11,850.41	\$ 9,492.00	\$ 2,358.41	124.85%	67,010.00

Mendocino County Tourism Commission
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9/13/2019
 Accrual Basis

	Aug 2019				Jul - Aug 2019				ANNUAL BUDGET
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Occupancy Costs									
7650 Rent	2,350.00	1,950.00	400.00	120.51%	4,880.00	3,900.00	980.00	125.13%	23,400.00
7660 Insurance		250.00	(250.00)	0.00%	2,126.31	2,450.00	(323.69)	86.79%	3,000.00
7850 Repairs & Maintenance	472.45	1,333.00	(860.55)	35.44%	1,137.86	2,666.00	(1,528.14)	42.68%	16,000.00
7890 Taxes	62.58	73.00	(10.42)	85.73%	62.58	73.00	(10.42)	85.73%	73.00
7910 Telecommunication	860.57	500.00	360.57	172.11%	1,831.36	1,000.00	831.36	183.14%	6,000.00
7950 Utilities	783.28	667.00	116.28	117.43%	1,563.77	1,334.00	229.77	117.22%	8,000.00
7990 Depreciation Expense	281.32		281.32		562.64	0.00	562.64		
Total Occupancy Costs	\$ 4,810.20	\$ 4,773.00	\$ 37.20	100.78%	\$ 12,164.52	\$ 11,423.00	\$ 741.52	106.49%	56,473.00
Total 3- ADMIN EXPENSES	\$ 12,675.55	\$ 9,519.00	\$ 3,156.55	133.16%	\$ 24,014.93	\$ 20,915.00	\$ 3,099.93	114.82%	123,483.00
4- PERSONNEL									
8510 Salaries & Wages	34,250.90	18,750.00	15,500.90	182.67%	70,176.34	37,500.00	32,676.34	187.14%	225,000.00
8520 Paid Time Off	538.46		538.46		676.46	0.00	676.46		
8530 Payroll Taxes	3,003.23	1,875.00	1,128.23	160.17%	5,983.10	3,750.00	2,233.10	159.55%	22,500.00
8540 Payroll Processing Fees	53.00		53.00		106.00	0.00	106.00		
8550 Workers Comp		0.00	0.00		2,704.00	2,500.00	204.00	108.16%	2,500.00
8570 Health Insurance	2,700.00	1,667.00	1,033.00	161.97%	5,400.00	3,334.00	2,066.00	161.97%	20,000.00
8580 Other Employee Benefits		275.00	(275.00)	0.00%	0.00	550.00	(550.00)	0.00%	3,300.00
8590 Contract Work	200.00	250.00	(50.00)	80.00%	400.00	500.00	(100.00)	80.00%	3,000.00
8615 Employee Recruitment		125.00	(125.00)	0.00%	163.92	250.00	(86.08)	65.57%	1,500.00
Total 4- PERSONNEL	\$ 40,745.59	\$ 22,942.00	\$ 17,803.59	177.60%	\$ 85,609.82	\$ 48,384.00	\$ 37,225.82	176.94%	277,800.00
Total Expenses	\$ 135,603.85	\$ 112,047.00	\$ 23,556.85	121.02%	\$ 301,991.55	\$ 243,752.00	\$ 58,239.55	123.89%	1,364,683.00
Net Operating Income	\$ (15,057.43)	\$ 7,648.50	\$ (22,705.93)	-196.87%	\$ (62,241.14)	\$ (4,361.00)	\$ (57,880.14)	1427.22%	49,205.00
Net Income	\$ (15,057.43)	\$ 7,648.50	\$ (22,705.93)	-196.87%	\$ (62,241.14)	\$ (4,361.00)	\$ (57,880.14)	1427.22%	49,205.00

Mendocino County Tourism Commission

9/13/2019

Balance Sheet

Accrual Basis

As of August 31, 2019

	As of Aug 31, 2019	As of Aug 31, 2018	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1015 MLCU Checking	223,393.42	12,385.89	211,007.53	1703.61%
1020 MLCU Savings	50,334.16	132,319.72	(81,985.56)	-61.96%
1030 Cash drawer	100.00	100.00	0.00	0.00%
Total Bank Accounts	\$ 273,827.58	\$ 144,805.61	\$ 129,021.97	89.10%
Accounts Receivable				
1100 Accounts Receivable	199,856.38	561,802.72	(361,946.34)	-64.43%
Total Accounts Receivable	\$ 199,856.38	\$ 561,802.72	\$ (361,946.34)	-64.43%
Other Current Assets				
1230 Prepaid Expenses	9,635.00	6,555.00	3,080.00	46.99%
1250 Refundable Deposits	4,168.00	4,636.00	(468.00)	-10.09%
Total Other Current Assets	\$ 13,803.00	\$ 11,191.00	\$ 2,612.00	23.34%
Total Current Assets	\$ 487,486.96	\$ 717,799.33	\$ (230,312.37)	-32.09%
Fixed Assets				
1510 Furniture and Equipment	64,723.50	56,760.92	7,962.58	14.03%
1600 Accumulated Depreciation	(49,233.42)	(46,385.00)	(2,848.42)	-6.14%
Total Fixed Assets	\$ 15,490.08	\$ 10,375.92	\$ 5,114.16	49.29%
TOTAL ASSETS	\$ 502,977.04	\$ 728,175.25	\$ (225,198.21)	-30.93%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Accounts Payable	43,078.64	36,126.47	6,952.17	19.24%
Total Accounts Payable	\$ 43,078.64	\$ 36,126.47	\$ 6,952.17	19.24%
Other Current Liabilities				
Payroll Liabilities				
2230 CA SUI / ETT	505.62	216.46	289.16	133.59%
2240 FUTA Payable	65.41	22.78	42.63	187.14%
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	\$ 28,199.30	\$ 14,759.31	\$ 13,439.99	91.06%
Total Other Current Liabilities	\$ 28,199.30	\$ 14,759.31	\$ 13,439.99	91.06%
Total Current Liabilities	\$ 71,277.94	\$ 50,885.78	\$ 20,392.16	40.07%
Total Liabilities	\$ 71,277.94	\$ 50,885.78	\$ 20,392.16	40.07%
Equity				
3100 Contingency-Restricted	152,650.09	132,044.00	20,606.09	15.61%
3900 Unrestricted Net Assets (RE)	341,290.15	482,201.07	(140,910.92)	-29.22%
Net Income	(62,241.14)	63,044.40	(125,285.54)	-198.73%
Total Equity	\$ 431,699.10	\$ 677,289.47	\$ (245,590.37)	-36.26%
TOTAL LIABILITIES AND EQUITY	\$ 502,977.04	\$ 728,175.25	\$ (225,198.21)	-30.93%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - August 2019

9/13/2019
 Accrual Basis

	Jul - Aug 2019	Jul - Aug 2018	Change	% Change
Income				
4030 County BID	157,082.84	149,299.34	7,783.50	5.21%
4035 County 50% Match	81,261.60	78,820.00	2,441.60	3.10%
Other Income			0.00	
4830 Event Brochure Ads	1,350.00		1,350.00	
4950 Interest Income	55.97	33.71	22.26	66.03%
Total Other Income	\$ 1,405.97	\$ 33.71	\$ 1,372.26	4070.78%
Total Income	\$ 239,750.41	\$ 228,153.05	\$ 11,597.36	5.08%
Gross Profit	\$ 239,750.41	\$ 228,153.05	\$ 11,597.36	5.08%
Expenses				
1- MEDIA & WEBSITE				
50 Advertising / Media				
5130 Print & Online Advertising	109,651.76	10,218.12	99,433.64	973.11%
5170 Photography		24.00	(24.00)	-100.00%
5280 Video Development	146.72		146.72	
Total 50 Advertising / Media	\$ 109,798.48	\$ 10,242.12	\$ 99,556.36	972.03%
55 Marketing / Public Relations				
5510 Public Relations Contract	15,000.00	13,333.32	1,666.68	12.50%
5520 Marketing Agency Contract	16,666.00	16,666.00	0.00	0.00%
5540 Clipping Service	1,010.46	1,419.72	(409.26)	-28.83%
5550 In-Market PR Stunts	25.50		25.50	
5560 Media Events	995.00		995.00	
5610 Travel -PR Related	544.28	1,049.45	(505.17)	-48.14%
5680 Visiting Media FAMs	213.97	525.90	(311.93)	-59.31%
Total 55 Marketing / Public Relations	\$ 34,455.21	\$ 32,994.39	\$ 1,460.82	4.43%
57 Website Maint / Development				
5710 Interactive Media Coordinator	5,000.00	5,000.00	0.00	0.00%
5750 Development/ Maintenance	3,346.06	3,493.02	(146.96)	-4.21%
5780 Interactive Marketing	177.90	366.95	(189.05)	-51.52%
Total 57 Website Maint / Development	\$ 8,523.96	\$ 8,859.97	\$ (336.01)	-3.79%
58 Leisure / Group Sales				
5810 Promotion Items, Booth Develop	6,751.03		6,751.03	
5820 Consumer & Trade Shows	265.00	5,780.95	(5,515.95)	-95.42%
5840 State Fair Exhibit	1,064.15	1,618.87	(554.72)	-34.27%
5870 Shipping - Travel Shows		68.26	(68.26)	-100.00%
5880 Travel - Leisure/Group Sales	414.43	2,098.72	(1,684.29)	-80.25%
5885 Travel - Group FAMs		199.44	(199.44)	-100.00%
Total 58 Leisure / Group Sales	\$ 8,494.61	\$ 9,766.24	\$ (1,271.63)	-13.02%
Total 1- MEDIA & WEBSITE	\$ 161,272.26	\$ 61,862.72	\$ 99,409.54	160.69%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - August 2019

9/13/2019
 Accrual Basis

	Jul - Aug 2019	Jul - Aug 2018	Change	% Change
2- VISITOR SVS / PARTNERSHIPS				
Partnerships				
6550 Conferences & Seminars	1,978.92	1,415.00	563.92	39.85%
6570 In-County Relations	1,985.40	328.08	1,657.32	505.16%
6590 Memberships	2,640.00	150.00	2,490.00	1660.00%
6610 North Coast Tourism Council	11,000.00	11,000.00	0.00	0.00%
Total Partnerships	\$ 17,604.32	\$ 12,893.08	\$ 4,711.24	36.54%
Visitor Services				
6720 Event & Festival Guides	4,227.52	809.13	3,418.39	422.48%
6730 Incentives & Sponsorships	3,160.00	8,000.00	(4,840.00)	-60.50%
6770 Visitor Centers & Signage	6,102.70		6,102.70	
Total Visitor Services	\$ 13,490.22	\$ 8,809.13	\$ 4,681.09	53.14%
Total 2- VISITOR SVS / PARTNERSHIPS	\$ 31,094.54	\$ 21,702.21	\$ 9,392.33	43.28%
3- ADMIN EXPENSES				
General Admin				
7010 Accounting	738.50	2,005.50	(1,267.00)	-63.18%
7060 Bank Fees		53.90	(53.90)	-100.00%
7090 Copying & Printing	375.17	327.36	47.81	14.60%
7100 Dues & Subscriptions	1,892.30	2,481.24	(588.94)	-23.74%
7130 Legal Fees	4,639.98		4,639.98	
7140 Licenses & Permits	66.00		66.00	
7150 Meeting Expenses	165.98	258.25	(92.27)	-35.73%
7200 Office Expense	1,886.68	1,357.24	529.44	39.01%
7210 Postage & Shipping	576.33	1,431.99	(855.66)	-59.75%
7280 Travel Expenses	1,509.47	1,791.33	(281.86)	-15.73%
Total General Admin	\$ 11,850.41	\$ 9,706.81	\$ 2,143.60	22.08%
Occupancy Costs				
			0.00	
7650 Rent	4,880.00	5,100.00	(220.00)	-4.31%
7660 Insurance	2,126.31	2,329.14	(202.83)	-8.71%
7850 Repairs & Maintenance	1,137.86	951.00	186.86	19.65%
7890 Taxes	62.58	62.30	0.28	0.45%
7910 Telecommunication	1,831.36	1,189.90	641.46	53.91%
7950 Utilities	1,563.77	1,172.09	391.68	33.42%
7990 Depreciation Expense	562.64		562.64	
Total Occupancy Costs	\$ 12,164.52	\$ 10,804.43	\$ 1,360.09	12.59%
Total 3- ADMIN EXPENSES	\$ 24,014.93	\$ 20,511.24	\$ 3,503.69	17.08%

Mendocino County Tourism Commission
Profit and Loss Comparison
 July - August 2019

9/13/2019
 Accrual Basis

	Jul - Aug 2019	Jul - Aug 2018	Change	% Change
4- PERSONNEL			0.00	
8510 Salaries & Wages	70,176.34	47,834.68	22,341.66	46.71%
8520 Paid Time Off	676.46	214.50	461.96	215.37%
8530 Payroll Taxes	5,983.10	3,915.00	2,068.10	52.83%
8540 Payroll Processing Fees	106.00	98.25	7.75	7.89%
8550 Workers Comp	2,704.00	3,171.00	(467.00)	-14.73%
8570 Health Insurance	5,400.00	4,496.00	904.00	20.11%
8590 Contract Work	400.00	1,050.00	(650.00)	-61.90%
8615 Employee Recruitment	163.92	253.05	(89.13)	-35.22%
Total 4- PERSONNEL	\$ 85,609.82	\$ 61,032.48	\$ 24,577.34	40.27%
Total Expenses	\$ 301,991.55	\$ 165,108.65	\$ 136,882.90	82.90%
Net Operating Income	\$ (62,241.14)	\$ 63,044.40	\$ (125,285.54)	-198.73%
Net Income	\$ (62,241.14)	\$ 63,044.40	\$ (125,285.54)	-198.73%

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

09/13/2019
 Accrual Basis

As of August 31, 2019

	<u>Aug 2019</u>	<u>Jul-Aug 2019</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(15,057.43)	(62,241.14)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	141,983.33	102,733.02
(Increase)Decrease in Prepaid Expenses	400.00	2,621.31
(Increase)Decrease in Accounts Payable	(46,621.02)	16,254.59
(Increase)Decrease in Payroll Liabilities	341.86	490.69
Total Adjustments to Reconcile Net Income to Net Cash	<u>96,104.17</u>	<u>122,099.61</u>
Net cash provided by Operating Activities	<u>81,046.74</u>	<u>59,858.47</u>
<u>Cash Flows from Investing Activities</u>		
(Increase)Decrease in Furniture & Equipment	(2,684.36)	(2,934.36)
(Increase)Decrease in Accumulated Depreciation	281.32	562.64
Net cash provided by Investing Activities	<u>(2,403.04)</u>	<u>(2,371.72)</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	78,643.70	57,486.75
Cash at Beginning of period	<u>195,183.88</u>	<u>216,340.83</u>
Cash at End of period	<u><u>273,827.58</u></u>	<u><u>273,827.58</u></u>