

Elkhart County CVB
Income Statement
For the Four Months Ending April 30, 2023

	Current Month		Year to Date	
Revenues				
Room Tax Revenue	133,871.46	100.00	1,070,117.44	82.55
Area Guide Income	0.00	0.00	170,033.17	13.12
Group Marketing Co-op	0.00	0.00	3,150.00	0.24
Partner Receipts	0.00	0.00	53,000.00	4.09
Total Revenues	133,871.46	100.00	1,296,300.61	100.00
Expenses				
Staff Salaries	47,726.44	35.65	183,380.26	14.15
Wellness Benefit	0.00	0.00	500.00	0.04
Health Insurance	8,329.27	6.22	31,633.50	2.44
Health Resources (D/V)	223.57	0.17	280.92	0.02
SRA Contribution (Match)	0.00	0.00	4,302.73	0.33
Payroll Taxes	3,662.12	2.74	14,641.69	1.13
Community Relations/Event Supp	260.00	0.19	2,260.00	0.17
Ad Placement - Leisure	85,441.92	63.82	66,933.83	5.16
Ad Placement - Group	5,200.00	3.88	11,685.00	0.90
Ad Placement - Sponsorships	12,000.00	8.96	31,390.00	2.42
Ad Placement - Promo Materials	0.00	0.00	6,463.93	0.50
Ad Production/Content Dev	0.00	0.00	2,396.44	0.18
Area Guide Expenses	0.00	0.00	115,807.00	8.93
Printing	0.00	0.00	4,790.39	0.37
Postage	430.14	0.32	5,584.32	0.43
QGT - Development	517.50	0.39	1,022.50	0.08
New Product Development	5,000.00	3.73	34,000.00	2.62
Special Promotion/Event	10,791.99	8.06	8,063.38	0.62
TG Grant Assistance Program	0.00	0.00	22,747.00	1.75
Partner Project Exp - VC	36,592.00	27.33	39,092.00	3.02
Research/Professional Fees	0.00	0.00	23,461.00	1.81
Technology - Licensing/Softwar	0.00	0.00	38,500.60	2.97
Technology - Prof Asst/Lic/Sof	21,606.46	16.14	36,832.17	2.84
Tradeshaw/Seminar/Meeting	(1,695.00)	(1.27)	24,794.23	1.91
Professional/Continuing Ed	0.00	0.00	2,870.00	0.22
Dues/Subscriptions	6,000.00	4.48	35,467.00	2.74
Travel - Trade/Sem/Meeting	405.91	0.30	8,372.45	0.65
Meetings - Local	853.00	0.64	2,533.01	0.20
Rent	8,167.00	6.10	32,668.00	2.52
Electricity	509.72	0.38	2,310.03	0.18
Water/Sewer	54.97	0.04	311.33	0.02
Gas	253.26	0.19	1,276.54	0.10
Telephone	1,547.76	1.16	6,751.22	0.52
Workman's Comp Insurance	0.00	0.00	190.00	0.01
Liability Insurance	0.00	0.00	(2,435.50)	(0.19)
Building Maint/Repairs	430.03	0.32	5,418.57	0.42
Office Supplies	495.98	0.37	6,283.73	0.48
Vehicle Lease	797.05	0.60	3,629.87	0.28
Vehicle Repair/Maint	0.00	0.00	313.99	0.02
Vehicle Registration/Plates	0.00	0.00	326.35	0.03
SBA Disaster Loan 7568247905	641.00	0.48	2,564.00	0.20
Fuel	97.37	0.07	961.04	0.07
Total Expenses	256,339.46	191.48	820,374.52	63.29
Net Operating Income	(122,468.00)	(91.48)	475,926.09	36.71
Other Income				
Interest Income	410.25	0.31	463.19	0.04
Interest Income - Other Source	50.13	0.04	206.36	0.02

For Management Purposes Only

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Total Other Income	<u>460.38</u>	0.34	<u>669.55</u>	0.05
Other Expenses				
Total Other Expenses	<u>0.00</u>	0.00	<u>0.00</u>	0.00
Net Income	<u>\$ (122,007.62)</u>	(91.14)	<u>\$ 476,595.64</u>	36.77