

Elkhart County CVB
Income Statement
For the Eight Months Ending August 31, 2023

	Current Month		Year to Date	
Revenues				
Room Tax Revenue	246,318.34	77.64	1,884,029.90	86.30
Area Guide Income	0.00	0.00	170,033.17	7.79
Group Marketing Co-op	950.00	0.30	6,000.00	0.27
Partner Receipts	70,000.00	22.06	123,000.00	5.63
Total Revenues	317,268.34	100.00	2,183,063.07	100.00
Expenses				
Staff Salaries	52,828.44	16.65	404,286.22	18.52
Wellness Benefit	500.00	0.16	2,000.00	0.09
Health Insurance	8,329.27	2.63	64,950.58	2.98
Health Resources (D/V)	223.57	0.07	1,175.20	0.05
SRA Contribution (Match)	0.00	0.00	10,974.73	0.50
Payroll Taxes	4,035.73	1.27	31,606.27	1.45
Community Relations/Event Supp	1,000.00	0.32	3,760.00	0.17
Ad Placement - Leisure	42,153.79	13.29	227,203.21	10.41
Ad Placement - Group	0.00	0.00	24,409.00	1.12
Ad Placement - Sponsorships	45,500.00	14.34	132,390.00	6.06
Ad Placement - Promo Materials	2,491.76	0.79	14,039.18	0.64
Ad Production/Content Dev	0.00	0.00	2,896.65	0.13
Area Guide Expenses	376.00	0.12	120,871.00	5.54
Printing	955.13	0.30	8,098.52	0.37
Postage	3,420.18	1.08	17,261.50	0.79
QGT - Development	1,981.00	0.62	42,945.13	1.97
New Product Development	0.00	0.00	59,000.00	2.70
Special Promotion/Event	0.00	0.00	27,321.93	1.25
Special FAM/Tours	501.71	0.16	1,446.87	0.07
TG Grant Assistance Program	0.00	0.00	22,747.00	1.04
Partner Project Exp - VC	75,764.00	23.88	133,821.86	6.13
Brand Development & Execution	5,250.00	1.65	5,250.00	0.24
Research/Professional Fees	0.00	0.00	30,542.32	1.40
Technology - Hardware	0.00	0.00	1,293.00	0.06
Technology - Licensing/Softwar	(38,500.60)	(12.14)	0.00	0.00
Technology - Prof Asst/Lic/Sof	40,836.97	12.87	86,896.39	3.98
Tradeshaw/Seminar/Meeting	141.50	0.04	26,978.21	1.24
Professional/Continuing Ed	995.00	0.31	5,440.00	0.25
Dues/Subscriptions	0.00	0.00	39,551.00	1.81
Travel - Trade/Sem/Meeting	2,459.77	0.78	17,931.48	0.82
Meetings - Local	1,130.35	0.36	6,939.70	0.32
Rent	9,085.00	2.86	66,254.00	3.03
Electricity	875.24	0.28	5,415.35	0.25
Water/Sewer	70.52	0.02	546.76	0.03
Gas	70.62	0.02	1,641.60	0.08
Telephone	860.84	0.27	13,897.59	0.64
Workman's Comp Insurance	0.00	0.00	190.00	0.01
Liability Insurance	0.00	0.00	1,373.23	0.06
Building Maint/Repairs	3,405.98	1.07	16,189.43	0.74
Property Taxes	0.00	0.00	5,561.04	0.25
Office Supplies	2,762.20	0.87	11,237.75	0.51
Vehicle Lease	797.05	0.25	6,462.69	0.30
Vehicle Repair/Maint	559.77	0.18	2,882.18	0.13
Vehicle Registration/Plates	0.00	0.00	326.35	0.01
SBA Disaster Loan 7568247905	0.00	0.00	149,232.16	6.84
Fuel	629.58	0.20	2,758.55	0.13
Contract Labor	0.00	0.00	1,875.51	0.09
Total Expenses	271,490.37	85.57	1,859,871.14	85.20
Net Operating Income	45,777.97	14.43	323,191.93	14.80

For Management Purposes Only

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	<u>Current Month</u>		<u>Year to Date</u>	
Other Income				
Interest Income	5,078.09	1.60	20,259.18	0.93
Interest Income - Other Source	45.00	0.01	397.34	0.02
	<u>5,123.09</u>	1.61	<u>20,656.52</u>	0.95
Other Expenses				
Total Other Expenses	<u>0.00</u>	0.00	<u>0.00</u>	0.00
Net Income	<u>\$ 50,901.06</u>	16.04	<u>\$ 343,848.45</u>	15.75