

Elkhart County CVB
Income Statement
For the Two Months Ending February 28, 2023

	Current Month		Year to Date	
Revenues				
Room Tax Revenue	786,569.25	93.58	786,569.25	77.74
Area Guide Income	0.00	0.00	170,033.17	16.80
Group Marketing Co-op	950.00	0.11	2,200.00	0.22
Partner Receipts	53,000.00	6.31	53,000.00	5.24
Total Revenues	840,519.25	100.00	1,011,802.42	100.00
Expenses				
Staff Salaries	46,263.44	5.50	89,369.38	8.83
Health Insurance	7,738.52	0.92	15,565.71	1.54
Health Resources (D/V)	(298.07)	(0.04)	(166.22)	(0.02)
Payroll Taxes	3,696.57	0.44	7,431.56	0.73
Community Relations/Event Supp	1,000.00	0.12	1,000.00	0.10
Ad Placement - Leisure	(167,661.85)	(19.95)	(101,856.71)	(10.07)
Ad Placement - Group	6,485.00	0.77	6,485.00	0.64
Ad Placement - Sponsorships	8,200.00	0.98	17,500.00	1.73
Ad Placement - Promo Materials	2,878.57	0.34	2,878.57	0.28
Ad Production/Content Dev	146.44	0.02	146.44	0.01
Area Guide Expenses	376.00	0.04	9,231.00	0.91
Printing	1,156.76	0.14	2,948.96	0.29
Postage	3,728.80	0.44	4,161.88	0.41
QGT - Development	305.00	0.04	305.00	0.03
New Product Development	10,000.00	1.19	29,000.00	2.87
Special Promotion/Event	0.00	0.00	247.25	0.02
TG Grant Assistance Program	18,444.50	2.19	18,444.50	1.82
Partner Project Exp - VC	0.00	0.00	2,500.00	0.25
Research/Professional Fees	81.00	0.01	5,961.00	0.59
Technology - Licensing/Softwar	14,422.80	1.72	38,500.60	3.81
Technology - Prof Asst/Lic/Sof	1,396.41	0.17	11,889.03	1.18
Tradeshaw/Seminar/Meeting	2,942.53	0.35	17,937.53	1.77
Dues/Subscriptions	6,875.00	0.82	29,467.00	2.91
Travel - Trade/Sem/Meeting	2,299.83	0.27	2,309.83	0.23
Meetings - Local	669.44	0.08	940.73	0.09
Rent	8,167.00	0.97	16,334.00	1.61
Electricity	684.48	0.08	1,233.25	0.12
Water/Sewer	120.74	0.01	181.99	0.02
Gas	333.26	0.04	691.18	0.07
Telephone	1,543.63	0.18	4,327.74	0.43
Workman's Comp Insurance	190.00	0.02	190.00	0.02
Liability Insurance	(5,194.50)	(0.62)	(5,194.50)	(0.51)
Building Maint/Repairs	3,062.30	0.36	3,453.38	0.34
Office Supplies	2,685.14	0.32	3,969.79	0.39
Vehicle Lease	797.05	0.09	2,035.77	0.20
Vehicle Repair/Maint	86.00	0.01	129.00	0.01
Vehicle Registration/Plates	0.00	0.00	326.35	0.03
SBA Disaster Loan 7568247905	641.00	0.08	1,282.00	0.13
Fuel	258.18	0.03	438.16	0.04
Total Expenses	(15,479.03)	(1.84)	241,596.15	23.88
Net Operating Income	855,998.28	101.84	770,206.27	76.12
Other Income				
Interest Income	18.12	0.00	34.46	0.00
Interest Income - Other Source	47.65	0.01	97.36	0.01
Total Other Income	65.77	0.01	131.82	0.01

For Management Purposes Only

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Other Expenses				
Total Other Expenses	0.00	0.00	0.00	0.00
Net Income	\$ 856,064.05	101.85	\$ 770,338.09	76.14