

**Elkhart County CVB**  
**Income Statement**  
**For the Ten Months Ending October 31, 2023**

	Current Month		Year to Date	
<b>Revenues</b>				
Room Tax Revenue	251,070.95	99.62	2,345,858.04	88.63
Area Guide Income	0.00	0.00	170,033.17	6.42
Group Marketing Co-op	950.00	0.38	7,900.00	0.30
Partner Receipts	0.00	0.00	123,000.00	4.65
<b>Total Revenues</b>	<b>252,020.95</b>	<b>100.00</b>	<b>2,646,791.21</b>	<b>100.00</b>
<b>Expenses</b>				
Staff Salaries	54,173.64	21.50	511,288.30	19.32
Wellness Benefit	0.00	0.00	2,000.00	0.08
Health Insurance	16,658.54	6.61	80,832.95	3.05
Health Resources (D/V)	622.84	0.25	1,622.34	0.06
SRA Contribution (Match)	8,178.23	3.25	19,152.96	0.72
Payroll Taxes	4,102.90	1.63	39,728.16	1.50
Community Relations/Event Supp	750.00	0.30	5,010.00	0.19
Ad Placement - Leisure	29,986.31	11.90	289,442.80	10.94
Ad Placement - Group	0.00	0.00	27,139.00	1.03
Ad Placement - Sponsorships	500.00	0.20	138,890.00	5.25
Ad Placement - Promo Materials	0.00	0.00	14,689.18	0.55
Ad Production/Content Dev	1,500.00	0.60	4,896.65	0.19
Area Guide Expenses	0.00	0.00	120,871.00	4.57
Printing	506.59	0.20	8,977.84	0.34
Postage	91.05	0.04	17,696.17	0.67
QGT - Development	10,326.00	4.10	55,371.13	2.09
New Product Development	0.00	0.00	59,000.00	2.23
Special Promotion/Event	511.93	0.20	27,833.86	1.05
Special FAM/Tours	0.00	0.00	1,959.51	0.07
TG Grant Assistance Program	0.00	0.00	22,747.00	0.86
Partner Project Exp - VC	9,578.70	3.80	143,400.56	5.42
Brand Development & Execution	0.00	0.00	5,250.00	0.20
Research/Professional Fees	14,200.00	5.63	44,742.32	1.69
Technology - Hardware	1,290.00	0.51	2,583.00	0.10
Technology - Prof Asst/Lic/Sof	10,244.58	4.06	99,840.00	3.77
Tradeshows/Seminar/Meeting	1,096.00	0.43	29,774.21	1.12
Professional/Continuing Ed	0.00	0.00	5,440.00	0.21
Dues/Subscriptions	0.00	0.00	39,551.00	1.49
Travel - Trade/Sem/Meeting	2,792.94	1.11	20,953.01	0.79
Meetings - Local	669.09	0.27	8,617.32	0.33
Rent	8,167.00	3.24	82,588.00	3.12
Electricity	868.86	0.34	7,234.95	0.27
Water/Sewer	115.34	0.05	677.65	0.03
Gas	143.98	0.06	1,785.58	0.07
Telephone	3,716.61	1.47	18,979.22	0.72
Workman's Comp Insurance	0.00	0.00	190.00	0.01
Liability Insurance	0.00	0.00	1,373.23	0.05
Building Maint/Repairs	2,474.59	0.98	19,396.74	0.73
Property Taxes	0.00	0.00	5,561.04	0.21
Office Supplies	1,084.07	0.43	13,608.66	0.51
Vehicle Lease	1,152.43	0.46	7,615.12	0.29
Vehicle Repair/Maint	86.00	0.03	3,528.32	0.13
Vehicle Registration/Plates	0.00	0.00	326.35	0.01
SBA Disaster Loan 7568247905	0.00	0.00	149,232.16	5.64
Fuel	387.37	0.15	3,795.18	0.14
Contract Labor	0.00	0.00	1,875.51	0.07
<b>Total Expenses</b>	<b>185,975.59</b>	<b>73.79</b>	<b>2,167,067.98</b>	<b>81.88</b>
<b>Net Operating Income</b>	<b>66,045.36</b>	<b>26.21</b>	<b>479,723.23</b>	<b>18.12</b>

For Management Purposes Only

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	Current Month		Year to Date	
<b>Other Income</b>				
Interest Income	5,474.79	2.17	31,392.98	1.19
Interest Income - Other Source	<u>52.79</u>	0.02	<u>498.90</u>	0.02
Total Other Income	<u>5,527.58</u>	2.19	<u>31,891.88</u>	1.20
<b>Other Expenses</b>				
Total Other Expenses	<u>0.00</u>	0.00	<u>0.00</u>	0.00
Net Income	<u>\$ 71,572.94</u>	28.40	<u>\$ 511,615.11</u>	19.33