



Monthly Summary Financial Report for September 2019

Current Month

Current YTD

Comparison of Current YTD vs. Prior YTD

Account Description	September - Actual			September - Budget			Variance	YTD Actual	YTD Budget	YTD Variance	September 2019			September 2018			Annual Forecast	Annual Budget	Variance
	September - Actual	September - Budget	Variance	Current YTD	Prior YTD	YTD Variance					Current YTD	Prior YTD	YTD Variance						
Revenue																			
Cities/County Public Funding	8,021	15,000	(6,979)	506,772	513,751	(6,979)	506,772	447,028	59,744	2,060,527	2,067,506	(6,979)							
Tourism Business Improvement District	915,592	914,288	1,304	2,710,395	2,551,199	159,195	2,710,395	2,551,200	159,195	16,723,863	16,564,668	159,195							
Tribal Voluntary	28,484	28,950	(466)	28,484	28,950	(466)	28,484	28,950	(466)	155,534	155,000	(466)							
Tourism Marketing District	-	-	-	-	-	-	-	-	-	-	-	-							
Partnership (New & Renewal)	2,725	-	2,725	38,291	-	38,291	38,291	32,836	5,455	282,000	282,000	-							
Advertising-Placed/Web/Collateral	110,233	-	110,233	220,233	150,000	70,233	220,233	174,138	46,095	421,000	421,000	-							
Joint Share Partnership Tradeshow	54,357	45,575	8,782	93,212	66,650	26,562	93,212	31,355	61,857	221,187	221,625	(438)							
FAM/Event Host/ConvAssistance	-	-	-	-	-	-	-	40	(40)	57,300	57,300	-							
Other Rev/Rent/Fees/Int/Rollover	67,122	4,900	62,222	83,762	62,042	21,721	83,762	62,038	21,724	270,446	253,663	16,783							
Prior Year Funding Resolution	-	-	-	314,112	314,112	-	314,112	-	314,112	314,112	-	-							
Total Revenue	1,186,535	1,008,714	177,821	3,995,262	3,686,704	308,558	3,995,262	3,327,586	667,676	20,505,969	20,337,874	168,095							
Expenses																			
Labor-Salary	407,346	412,306	4,960	1,206,278	1,236,918	30,640	1,206,278	987,859	(218,419)	5,456,591	5,491,230	34,640							
Labor-Benefits	128,126	133,844	5,718	385,122	401,533	16,410	385,122	387,304	2,182	1,630,722	1,647,444	16,722							
Marketing Production	112,134	13,361	(98,773)	336,378	73,689	(262,689)	336,378	146,140	(190,239)	1,397,909	1,322,909	(75,000)							
Media Placement	465,288	698,949	233,661	1,079,893	1,283,172	203,279	1,079,893	1,083,139	3,246	5,316,083	5,305,931	(10,152)							
Collateral Material	2,176	-	(2,176)	7,157	550	(6,607)	7,157	14,408	7,251	79,600	79,600	(0)							
Fam/Intzation Trips	16,228	17,450	1,222	52,400	18,350	(34,050)	52,400	46,207	(6,193)	515,870	506,100	(9,770)							
Trade Shows / Sales Missions	354,733	319,500	(35,233)	513,989	482,126	(31,863)	513,989	332,174	(181,815)	1,193,309	1,130,826	(62,483)							
Travel & Lodging	1,062	-	(1,062)	4,846	-	(4,846)	4,846	17,853	13,007	38,100	38,100	(0)							
Special Promotions	113,347	15,917	(97,430)	206,338	124,793	(81,545)	206,338	130,936	(75,402)	1,183,295	854,995	(328,300)							
International Representation	22,962	6,250	(16,712)	97,846	46,550	(51,296)	97,846	91,060	(6,786)	403,200	403,200	-							
Event Hosting	125,854	11,500	(114,354)	337,220	14,000	(323,220)	337,220	177,817	(159,404)	1,467,074	1,434,574	(32,500)							
Research & Development	150	-	(150)	52,620	47,320	(5,300)	52,620	79,205	26,585	391,850	369,100	(22,750)							
IT-Information Technology	-	10,270	10,270	58,446	38,310	(20,136)	58,446	74,229	15,783	257,190	257,190	(0)							
Professional Fees	18,820	10,300	(8,520)	57,398	32,080	(25,318)	57,398	63,545	6,148	277,907	246,798	(31,109)							
Principal/Interest/Capital Outlay	-	-	-	-	-	-	-	28,595	28,595	10,000	10,000	-							
Overhead-Supplies-Utilities-Fees	93,571	110,786	17,215	281,846	353,368	71,522	281,846	265,633	(16,223)	1,257,201	1,239,876	(17,325)							
Total Expenses	1,861,737	1,760,433	(101,304)	4,677,778	4,152,758	(525,020)	4,677,778	3,926,095	(751,684)	20,896,037	20,337,874	(558,163)							
Period Net Revenue <loss>	(675,202)	(751,720)	76,458	(682,516)	(466,054)	(216,462)	(682,516)	(598,509)	(84,007)	(390,068)	0	(390,068)							