



Monthly Summary Financial Report for August 2019

Current Month

Current YTD

Comparison of Current YTD vs. Prior YTD

Account Description	Current Month			Current YTD			Comparison of Current YTD vs. Prior YTD			Annual Forecast	Annual Budget	Variance
	August - Actual	August - Budget	Variance	YTD Actual	YTD Budget	YTD Variance	August 2019 Current YTD	August 2018 Prior YTD	YTD Variance			
Revenue												
Cities/County Public Funding	15,000	15,000	-	498,751	498,751	-	498,751	447,028	51,723	2,067,506	2,067,506	-
Tourism Business Improvement District	844,105	743,364	100,741	1,794,803	1,636,911	157,892	1,794,803	1,636,912	157,891	16,722,560	16,564,668	157,892
Tribal Voluntary	-	-	-	-	-	-	-	-	-	156,000	156,000	-
Tourism Marketing District	-	-	-	-	-	-	-	-	-	-	-	-
Partnership (New & Renewal)	16,993	-	16,993	35,566	-	35,566	35,566	24,900	10,666	282,000	282,000	-
Advertising: Placed/Web/Collateral	110,000	150,000	(40,000)	110,000	150,000	(40,000)	110,000	172,500	(62,500)	421,000	421,000	-
Joint Share Partnership Tradeshows	34,465	13,875	20,590	38,855	21,075	17,780	38,855	17,955	20,900	216,305	221,625	(5,320)
FAM/Event Host/ConAssistance	-	-	-	-	-	-	-	40	(40)	57,300	57,300	-
Other Rev/Rent/Fees/In/ rollover	11,250	5,336	5,915	16,640	57,141	(40,501)	16,640	59,144	(42,504)	208,979	253,663	(44,684)
Prior Year Funding Resolution	-	-	-	314,112	314,112	-	314,112	-	314,112	314,112	314,112	-
Total Revenue	1,031,813	927,575	104,238	2,808,727	2,677,991	130,737	2,808,727	2,358,479	450,248	20,445,761	20,337,874	107,888
Expenses												
Labor-Salary	401,274	412,306	11,032	798,932	824,612	25,680	798,932	659,196	139,736	5,448,551	5,491,230	42,680
Labor-Benefits	130,783	133,844	3,061	256,997	267,688	10,692	256,997	257,729	732	1,635,426	1,647,444	12,018
Marketing Production	207,624	48,463	(159,161)	224,244	60,328	(163,916)	224,244	100,261	(123,983)	1,397,909	1,322,909	(75,000)
Media Placement	293,026	215,368	(77,658)	614,605	584,223	(30,382)	614,605	685,829	71,224	5,316,083	5,305,931	(10,152)
Collateral Material	2,521	250	(2,271)	4,982	550	(4,432)	4,982	6,407	1,425	79,600	79,600	(0)
Familiarization Trips	10,593	750	(9,843)	36,171	900	(35,271)	36,171	28,182	(7,990)	511,532	506,100	(5,432)
Trade Shows / Sales Missions	73,261	74,126	865	159,255	162,626	3,371	159,255	229,826	70,571	1,166,554	1,130,826	(35,728)
Travel & Lodging	898	-	(898)	3,784	-	(3,784)	3,784	13,886	10,102	38,998	38,100	(898)
Special Promotions	24,932	20,570	(4,362)	92,991	108,876	15,885	92,991	111,035	18,044	1,183,295	854,995	(328,300)
International Representation	55,797	39,200	(16,597)	74,885	40,300	(34,585)	74,885	57,906	(16,979)	403,200	403,200	-
Event Hosting	63,088	1,500	(61,588)	211,367	2,500	(208,867)	211,367	69,635	(141,731)	1,474,574	1,434,574	(40,000)
Research & Development	14,795	11,095	(3,700)	52,470	47,320	(5,150)	52,470	59,585	7,115	369,100	369,100	-
IT-Information Technology	13,009	10,770	(2,239)	58,446	28,040	(30,406)	58,446	63,958	5,512	287,596	257,190	(30,406)
Professional Fees	22,225	11,930	(10,295)	38,577	21,780	(16,797)	38,577	41,764	3,186	269,317	246,798	(22,519)
Principal/Interest/Capital Outlay	-	-	-	-	-	-	-	13,700	13,700	10,000	10,000	-
Overhead/Supplies-Utilities-Fees	78,206	79,793	1,587	188,274	242,581	54,307	188,274	205,097	16,823	1,259,783	1,239,876	(19,907)
Total Expenses	1,392,033	1,059,965	(332,068)	2,815,981	2,392,325	(423,657)	2,815,981	2,603,997	(211,985)	20,851,518	20,337,874	(513,644)
Period Net Revenue <class>	(360,220)	(132,390)	(227,830)	(7,254)	285,666	(282,920)	(7,254)	(245,518)	238,264	(405,757)	0	(405,757)