



	SEPT MTD FY18				OCTOBER-SEPT YTD FY18					FY18	
	VISIT PENSACOLA- TDT		VISIT PENSACOLA PRIVATE		VISIT PENSACOLA ONLY		PSA & ACE ONLY	UNIFIED		UNIFIED	
Revenue	ACTUALS MTD	BUDGET	ACTUALS MTD	BUDGET	ACTUALS YTD	BUDGET	ACTUALS YTD	ACTUALS YTD	BUDGET YTD	ANNUAL BUDGET	REMAINING FY18 BUDGET
TDT Revenue	\$915,745.82	\$407,259.00			\$6,078,731.80	\$6,158,427.00	\$2,120,582.58	1 \$8,199,314.38	\$8,339,438.00	\$8,339,438.00	\$ 140,123.62
Private Revenue			\$244,606.81	\$136,800.00	\$994,251.33	\$668,100.00		2 \$994,251.33	\$668,100.00	\$668,100.00	\$ (326,151.33)
Total Revenue	A \$915,745.82	\$407,259.00	B \$244,606.81	\$136,800.00	\$7,072,983.13	\$6,826,527.00	\$2,120,582.58	3 \$9,193,565.71	\$9,007,538.00	\$9,007,538.00	\$ (186,027.71)
Expense	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Direct Programming	D \$611,503.41	\$311,587.33	D \$23,627.38	\$1,243.00	\$4,936,630.15	\$4,729,680.00	\$1,810,582.58	4 \$6,747,212.73	\$6,600,691.00	\$6,600,691.00	\$ (146,521.73)
Operations	E \$19,999.24	\$25,895.00	E \$227,745.02	\$154,729.60	\$532,117.41	\$534,058.00	\$65,000.00	5 \$597,117.41	\$599,058.00	\$599,058.00	\$ 1,940.59
Personnel	F \$110,109.31	\$98,345.00	F \$0.00	\$0.00	\$1,142,686.50	\$1,251,686.00	\$245,000.00	6 \$1,387,686.50	\$1,496,686.00	\$1,496,686.00	\$ 108,999.50
Total Expenses	G \$741,611.96	\$435,827.33	G \$251,372.40	\$155,972.60	\$6,611,434.06	\$6,515,424.00	\$2,120,582.58	7 \$8,732,016.64	\$8,696,435.00	\$8,696,435.00	\$ (35,581.64)
<i>Net Income (loss)</i>	H \$174,133.86	-\$28,568.33	H -\$6,765.59	-\$19,172.60	\$461,549.07	\$311,103.00	\$0.00	8 \$461,549.07	\$311,103.00	\$311,103.00	\$ (150,446.07)



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Bullets

NOTES:

FY18 Takeaways:	
Tall Ships accounts \$229K (net) of FY18 income	
Moving the prepays to the BS, yet being paid by the County accounts for \$202K of FY18 income	
MAJOR HIGHLIGHTS:	
Tall Ship Event. This will not occur again until 2020.	
Unforseen Grants (Visit Florida, BP)	
Large purchases not budgeted, Pensacola.com site, extensive marketing reports, grants provided by VPI to local events	

A	VP MTD TDT INCOME is from billing the County for checks that had cleared the bank \$187K total, yet were expensed in previous periods. Year end has accrual entries.
A	VP MTD TDT budget expense discrepancy is due to moving prepays to the balance sheet, yet being able to be paid from the County.
B	VP MTD PRIVATE INCOME is from the BP grant. Membership dues continues to lag. The in kind income is a year end entry booked at the use of the buildings and the equipment owned by the County
B	VP MTD PRIVATE budget discrepancy is due to my budget being incorrect for the in kind entry for rent of both buildings, and equipment owned by the County
8	VP YEAR TO DATE NET PROFIT is from billing the County for expenses as incurred, yet with prepays being moved to the balance sheet, \$202K on balance sheet.
8	VP YEAR TO DATE budget discrepancy is due to in kind being more than budgeted, ad sales, and moving prepays to the balance sheet.

A	VISIT PENSACOLA ONLY Month to Date TDT revenue totaled \$916K (release of unearned from the BS)
B	VISIT PENSACOLA ONLY Month To Date Private revenue totaled \$245K (\$220K is in-kind)
C	VISIT PENSACOLA ONLY Month to date total Revenue = \$1,160K
	VISIT PENSACOLA ONLY Month to date expense:
D	Direct Programming Totalled \$635K
E	Operations totalled \$248K
F	Personnel total \$110K
G	VISIT PENSACOLA ONLY Month to Date total Expense = \$993K
H	VISIT PENSACOLA Only Month to Date Net Income (loss) = \$167K

1	UNIFIED Year to Date TDT revenue totaled \$8,199K
2	UNIFIED Year To Date Private revenue totaled \$994K
3	UNIFIED Year to date total Revenue = \$9,194K
	UNIFIED Year to date expense:
4	Direct Programming Totalled \$6,747K
5	Operations totalled \$597K
6	Personnel total \$1,388K
7	UNIFIED Year to Date total Expense = \$8,732K
8	UNIFIED Year to Date Net Income (loss) = \$462K

County Submissions

*	At the end of September, August and September submissions were outstanding with the County. For a total owed of \$\$282K. VPI has paid back all of the \$2.3M advance. We used all of the budget in Ops and Personnel, returning only \$79K in direct programming. As the fiscal agent for PSA, they did not use \$211K from their FY18 budget in direct programming, ACE used all of theirs.
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