



800.874.1234
fax: 850.432.8211

1401 E. Gregory St.
Pensacola, FL 32502

www.VisitPensacola.com

FY21 NOVEMBER TAKEAWAYS:

NOVEMBER 2020 as compared to November 2019 both show negative income. Both are due to not billing the County for Showcase and other vendors. FY20 net loss was greater due to more expenses, larger budget, and events. FY20=(\$345K), FY21=(\$129K). FY21 = 96 paid memberships, while FY20 had 134. The difference of \$14K. The remaining difference is from the annual meeting, whereas in FY21 our annual meeting had no costs associated for the invitees and CARES. CARES was received in FY21 and not in FY20, for a difference of \$500K, which caused overall expenses to be \$170K more, and \$344K more in revenue YTD FY21.

MAJOR HIGHLIGHTS:

FY21 TDT Unified budget is \$5,997K as compared to FY20 of \$6,874K a decrease of \$877K overall. This will effect year over year statement comparisons

FY21 VPI recognized CARES funding from the County under a separate agreement from the Unified Miscellaneous Appropriations Agreement. VPI was unable to bill the Showcase bill to the County in November as we are needing further backup and corrections. CARES funding was received 12.9.2020. VPI has 38 fewer paid memberships as of 11.30.20 than 11.30.19. This accounts for the \$14K difference in dues between the two years. VPI was unable to bill for a Showcase check needing further backup, the audit check, and various other vendors (has not cleared yet). VPI will continue to see the difference in annual dues, agreements that were paid in full in the previous year, yet expensed monthly as per accounting practices.

PSA had a small submission in November comprising both October and November. They have received \$50K of the \$100K advance in \$25K installments as per their FY21 agreement.

ACE had no submission for FY21 year to date. This is typical for ACE. Their submissions usually do not start until Spring.

FY21 had 96 paying memberships for YTD November while FY20 had 138 paying memberships. Resulting in a decrease of \$14K from Year Over Year (YOY).

A	VP MTD TDT LOSS is from a Showcase, current Pcards and various vendor were unable to be billed to the County.
B	VP MTD PRIVATE INCOME is from memberships dues. All memberships start on October 1, with dues having an influx at the beginning of the fiscal year.
8	VP MONTH TO DATE NET LOSS is from not billing the County for the Showcase invoice.

A	VISIT PENSACOLA ONLY Month to Date TDT revenue totaled \$113K (We recognize income as billed to the County). CARES revenue totaled \$500K
B	VISIT PENSACOLA ONLY Month To Date Private revenue totaled \$8K.
C	VISIT PENSACOLA ONLY Month to date total Revenue = \$621K
	VISIT PENSACOLA ONLY Month to date expense:
D	Direct Programming Totaled \$683K
E	Operations totaled \$30K
F	Personnel total \$68K
G	VISIT PENSACOLA ONLY Month to Date total Expense = \$781K
H	VISIT PENSACOLA Only Month to Date Net Income (loss) = (\$160K)

1	UNIFIED Year to Date TDT revenue totaled \$250K. CARES revenue Totaled \$500K
2	UNIFIED Year To Date Private revenue totaled \$45K
3	UNIFIED Year to date total Revenue = \$796K
	UNIFIED Year to date expense:
4	Direct Programming Totaled \$733K
5	Operations totaled \$53K
6	Personnel total \$139K
7	UNIFIED Year to Date total Expense = \$925K
8	UNIFIED Year to Date Net Income (loss) =(\$129K)

County Submissions

*	All submissions to the County are current. We received FY21 advance of \$1.5M in October. This will be paid back to the County later in the fiscal year. We received the CARES payment 12.9.2020
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