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**Bullets**      **NOTES:**

<b>FY19 OCTOBER TAKEAWAYS:</b>	
There are no monthly budgets. Annual budgets are provided with what is remaining.	
October is flat to previous year.	
<b>MAJOR HIGHLIGHTS:</b>	
Annual budget increase of \$568K to VPI from the County this year.	
No PSA submission this month.	
VPI submitted \$170K to TDT. An increase of \$47K from October 2017.	
Due to more marketing research reports and advertising production costs.	

<b>A</b>	VP MTD TDT LOSS is from not billing the County for checks that had not cleared the bank along with the October PCard for a total of \$36K.
<b>B</b>	VP MTD PRIVATE INCOME is Membership dues. This will be front loaded for the fiscal year as all membership dues are now set on our fiscal year, 10.01.18 to 9.30.19.
<b>8</b>	VP YEAR TO DATE NET PROFIT is from Membership Dues.

<b>A</b>	VISIT PENSACOLA ONLY Month to Date TDT revenue totaled \$171K
<b>B</b>	VISIT PENSACOLA ONLY Month To Date Private revenue totaled \$60K
<b>C</b>	VISIT PENSACOLA ONLY Month to date total Revenue = \$231K
	VISIT PENSACOLA ONLY Month to date expense:
<b>D</b>	Direct Programming Totaled \$97K
<b>E</b>	Operations totaled \$29K
<b>F</b>	Personnel total \$60K
<b>G</b>	VISIT PENSACOLA ONLY Month to Date total Expense = \$186K
<b>H</b>	<b>VISIT PENSACOLA Only Month to Date Net Income (loss) = \$45K</b>

<b>1</b>	UNIFIED Year to Date TDT revenue totaled \$171K
<b>2</b>	UNIFIED Year To Date Private revenue totaled \$60K
<b>3</b>	UNIFIED Year to date total Revenue = \$231K
	UNIFIED Year to date expense:
<b>4</b>	Direct Programming Totaled \$97K
<b>5</b>	Operations totaled \$29K
<b>6</b>	Personnel total \$60K
<b>7</b>	UNIFIED Year to Date total Expense = \$186K
<b>8</b>	<b>UNIFIED Year to Date Net Income (loss) = \$45K</b>

**County Submissions**

*	At the end of October, September accruals, and October submissions were outstanding with the County. For a total owed of \$2,233K. VPI received the \$2M on 10.31.18. However the bank did not post until 11.01.18.
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