

Mendocino County Tourism Commission, Inc.
Profit & Loss Budget Performance - SUMMARY

07/22/2018

Accrual Basis

June 2018

Preliminary

	Jun 18	Budget	% of Budget	Jul '17 - Jun 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	886,519.08	886,519.00	100.0%	886,519.00
4031 - County BID adjustments	0.00			56,795.43	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	435,528.00	430,000.00	101.29%	430,000.00
4040 - County Admin Fee	0.00	(26,596.00)	0.0%	0.00	(26,596.00)	0.0%	(26,596.00)
Other Income	10.87	420.00	2.59%	7,307.16	26,600.00	27.47%	26,600.00
Total Income	110,181.46	83,533.92	131.9%	1,386,149.67	1,316,523.00	105.29%	1,316,523.00
Gross Profit	110,181.46	83,533.92	131.9%	1,386,149.67	1,316,523.00	105.29%	1,316,523.00
Expense							
MEDIA & WEBSITE	166,544.29	68,282.37	243.91%	953,953.34	834,500.00	114.31%	834,500.00
VISITOR SVS / PARTNERSHIPS	4,502.56	6,365.00	70.74%	118,844.11	123,500.00	96.23%	123,500.00
ADMIN EXPENSES	7,143.13	7,644.26	93.44%	112,330.04	111,200.00	101.02%	111,200.00
PERSONNEL	33,512.55	23,644.00	141.74%	273,224.82	277,800.00	98.35%	277,800.00
Total Expense	211,702.53	105,935.63	199.84%	1,458,352.31	1,347,000.00	108.27%	1,347,000.00
Net Ordinary Income	(101,521.07)	(22,401.71)	453.18%	(72,202.64)	(30,477.00)	236.91%	(30,477.00)
Net Income	(101,521.07)	(22,401.71)	453.18%	(72,202.64)	(30,477.00)	236.91%	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	30,477.00	0.0%	30,477.00
BALANCE	(101,521.07)	(19,861.96)	511.13%	(72,202.64)	0.00	100.0%	0.00

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	Jun 18	Budget	% of Budget	Jul '17 - Jun 18	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense							
Income							
4030 - County BID	73,876.59	73,876.59	100.0%	886,519.08	886,519.00	100.0%	886,519.00
4031 - County BID adjustments	0.00			56,795.43	0.00	100.0%	0.00
4035 - County 50% Match	36,294.00	35,833.33	101.29%	435,528.00	430,000.00	101.29%	430,000.00
4040 - County Admin Fee	0.00	(26,596.00)	0.0%	0.00	(26,596.00)	0.0%	(26,596.00)
Other Income	10.87	420.00	2.59%	7,307.16	26,600.00	27.47%	26,600.00
Total Income	110,181.46	83,533.92	131.9%	1,386,149.67	1,316,523.00	105.29%	1,316,523.00
Gross Profit	110,181.46	83,533.92	131.9%	1,386,149.67	1,316,523.00	105.29%	1,316,523.00
Expense							
MEDIA & WEBSITE							
Advertising / Media							
5130 - Print & Online Advertising	105,527.04	27,087.00	389.59%	387,871.10	325,000.00	119.35%	325,000.00
5150 - Ad Development/Design	0.00	666.63	0.0%	3,770.08	8,000.00	47.13%	8,000.00
5170 - Photography	0.00	666.63	0.0%	607.58	8,000.00	7.6%	8,000.00
5240 - Research & Development	0.00	1,666.63	0.0%	0.00	20,000.00	0.0%	20,000.00
5110 - Video Development	37,550.00	833.37	4,505.8%	91,652.67	10,000.00	916.53%	10,000.00
5015 - Marketing Contingency	0.00	833.37	0.0%	0.00	10,000.00	0.0%	10,000.00
Total Advertising / Media	143,077.04	31,753.63	450.59%	483,901.43	381,000.00	127.01%	381,000.00
Marketing / Public Relations							
5510 - Public Relations Contract	6,666.66	8,208.37	81.22%	85,399.92	98,500.00	86.7%	98,500.00
5520 - Marketing Agency Contract	8,333.00	8,337.00	99.95%	99,996.00	100,000.00	100.0%	100,000.00
5650 - Marketing & Comm. Coordin	0.00	5,500.00	0.0%	55,000.00	66,000.00	83.33%	66,000.00
5660 - Clipping Service	608.68	541.63	112.38%	6,933.96	6,500.00	106.68%	6,500.00
5530 - In-Market PR Stunts	36.83	208.37	17.68%	252.83	2,500.00	10.11%	2,500.00
5560 - Media Events	0.00	291.63	0.0%	8,755.22	3,500.00	250.15%	3,500.00
5610 - Travel -PR Related	1,761.18	833.37	211.33%	7,453.99	10,000.00	74.54%	10,000.00
5550 - Visiting Media FAM Expense	377.40	1,000.00	37.74%	10,181.02	12,000.00	84.84%	12,000.00
Total Marketing / Public Relations	17,783.75	24,920.37	71.36%	273,972.94	299,000.00	91.63%	299,000.00

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	Jun 18	Budget	% of Budget	Jul '17 - Jun 18	YTD Budget	% of Budget	Annual Budget
Website Maint / Development							
5710 - Interactive Media Coordinat	2,500.00	2,500.00	100.0%	30,000.00	30,000.00	100.0%	30,000.00
5750 - Development/ Maintenance	1,656.00	1,416.63	116.9%	68,896.34	17,000.00	405.27%	12,000.00
5780 - Interactive Marketing	0.00	1,000.00	0.0%	2,058.69	12,000.00	17.16%	17,000.00
Total Website Maint / Development	4,156.00	4,916.63	84.53%	100,955.03	59,000.00	171.11%	59,000.00
Leisure / Group Sales							
5805 - Sales Manager Contract	0.00	4,166.74	0.0%	41,666.60	50,000.00	83.33%	50,000.00
5810 - Promotion Items, Booth Dev	327.50	0.00	100.0%	21,990.50	3,000.00	733.02%	3,000.00
5820 - Consumer & Trade Shows	1,200.00	0.00	100.0%	17,717.48	13,000.00	136.29%	13,000.00
5840 - State Fair Exhibit	0.00	1,000.00	0.0%	0.00	4,500.00	0.0%	4,500.00
5870 - Shipping - Travel Shows	0.00	500.00	0.0%	1,910.08	2,500.00	76.4%	2,500.00
5880 - Travel - Leisure/Group Sales	0.00	0.00	0.0%	9,541.25	11,000.00	86.74%	10,000.00
5885 - Travel - Group FAMs	0.00	900.00	0.0%	2,005.57	10,000.00	20.06%	11,000.00
5890 - Misc. Sales Opportunities	0.00	125.00	0.0%	292.46	1,500.00	19.5%	1,500.00
Total Leisure / Group Sales	1,527.50	6,691.74	22.83%	95,123.94	95,500.00	99.61%	95,500.00
Total MEDIA & WEBSITE	166,544.29	68,282.37	243.91%	953,953.34	834,500.00	114.31%	834,500.00
VISITOR SVS / PARTNERSHIPS							
Visitor Services							
6220 - Event & Festival Guides	429.26	1,000.00	42.93%	39,863.67	50,000.00	79.73%	50,000.00
6530 - Incentives & Sponsorships	1,762.50	3,625.00	48.62%	51,037.50	43,500.00	117.33%	43,500.00
6170 - Visitor Centers & Signage	0.00	0.00	0.0%	265.71	2,000.00	13.29%	2,000.00
Retail Store	0.00	0.00	0.0%	895.00	0.00	100.0%	0.00
Total Visitor Services	2,191.76	4,625.00	47.39%	92,061.88	95,500.00	96.4%	95,500.00
Partnerships							
6550 - Conferences & Seminars	47.96	0.00	100.0%	2,828.40	6,000.00	47.14%	6,000.00
6620 - In-County Relations	573.84	390.00	147.14%	3,078.55	4,680.00	65.78%	4,680.00
6520 - Memberships	1,689.00	1,350.00	125.11%	10,875.28	7,320.00	148.57%	7,320.00
6510 - North Coast Tourism Council	0.00	0.00	0.0%	10,000.00	10,000.00	100.0%	10,000.00
Total Partnerships	2,310.80	1,740.00	132.81%	26,782.23	28,000.00	95.65%	28,000.00
Total VISITOR SVS / PARTNERSHIPS	4,502.56	6,365.00	70.74%	118,844.11	123,500.00	96.23%	123,500.00

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Preliminary

	Jun 18	Budget	% of Budget	Jul '17 - Jun 18	YTD Budget	% of Budget	Annual Budget
ADMIN EXPENSES							
Occupancy Costs							
7250 - Rent	1,950.00	1,950.00	100.0%	23,400.00	23,400.00	100.0%	23,400.00
7120 - Insurance	0.00	0.00	0.0%	2,681.78	2,717.00	98.7%	2,717.00
7260 - Repairs & Maintenance	231.00	125.00	184.8%	5,867.00	1,500.00	391.13%	1,500.00
7270 - Taxes	0.00			72.31	73.00	99.06%	73.00
7310 - Telecommunication	580.30	500.00	116.06%	6,964.33	6,000.00	116.07%	6,000.00
7350 - Utilities	511.15	666.63	76.68%	7,610.27	8,000.00	95.13%	8,000.00
Total Occupancy Costs	3,272.45	3,241.63	100.95%	46,595.69	41,690.00	111.77%	41,690.00
General Admin							
7010 - Accounting	1,015.00	600.00	169.17%	19,402.19	17,000.00	114.13%	17,000.00
7060 - Bank Fees	26.95	41.00	65.73%	520.84	500.00	104.17%	500.00
5250 - Board Development	0.00	0.00	0.0%	3,417.87	3,500.00	97.65%	3,500.00
7090 - Copying & Printing	502.37	100.00	502.37%	3,568.64	1,200.00	297.39%	1,200.00
7030 - Legal Fees	0.00	0.00	0.0%	2,132.50	2,500.00	85.3%	2,500.00
7140 - Licenses & Permits	0.00	0.00	0.0%	105.00	63.00	166.67%	63.00
7150 - Meeting Expenses	212.27	125.00	169.82%	3,276.49	1,500.00	218.43%	1,500.00
7200 - Office Expense	481.61	1,095.00	43.98%	17,078.47	13,947.00	122.45%	13,947.00
7210 - Postage & Shipping	389.20	1,250.00	31.14%	4,810.08	15,000.00	32.07%	15,000.00
7280 - Travel Expenses	1,243.28	1,191.63	104.33%	11,422.27	14,300.00	79.88%	14,300.00
Total General Admin	3,870.68	4,402.63	87.92%	65,734.35	69,510.00	94.57%	69,510.00
Total ADMIN EXPENSES	7,143.13	7,644.26	93.44%	112,330.04	111,200.00	101.02%	111,200.00
Personnel							
8510 - Salaries & Wages	22,885.06	18,750.00	122.05%	212,296.23	225,000.00	94.35%	225,000.00
8520 - Paid Time Off	2,365.42	0.00	100.0%	3,648.86	0.00	100.0%	0.00
8530 - Payroll Taxes	2,269.33	1,787.00	126.99%	20,051.57	21,400.00	93.7%	21,400.00
8540 - Payroll Processing Fees	74.75	0.00	100.0%	822.84	0.00	100.0%	0.00
8550 - Workers Comp	0.00	0.00	0.0%	2,788.00	3,518.00	79.25%	3,518.00
8570 - Health Insurance	1,898.00	1,744.00	108.83%	19,365.50	20,304.00	95.38%	20,304.00

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June 2018

Preliminary

	Jun 18	Budget	% of Budget	Jul '17 - Jun 18	YTD Budget	% of Budget	Annual Budget
8580 · Other Employee Benefits	0.00	768.00	0.0%	485.48	3,078.00	15.77%	3,078.00
8590 · Contract Work	2,235.00	220.00	1,015.91%	10,447.00	3,000.00	348.23%	3,000.00
7415 · Employee Recruitment	1,784.99	375.00	476.0%	3,319.34	1,500.00	221.29%	1,500.00
Total Personnel	33,512.55	23,644.00	141.74%	273,224.82	277,800.00	98.35%	277,800.00
Total Expense	211,702.53	105,935.63	199.84%	1,458,352.31	1,347,000.00	108.27%	1,347,000.00
Net Ordinary Income	(101,521.07)	(22,401.71)	453.18%	(72,202.64)	(30,477.00)	236.91%	(30,477.00)
Net Income	(101,521.07)	(22,401.71)	453.18%	(72,202.64)	(30,477.00)	236.91%	(30,477.00)
Budget Adjustment							
Previous Year Carryover	0.00	2,539.75	0.0%	0.00	30,477.00	0.0%	30,477.00
BALANCE	(101,521.07)	(19,861.96)	511.13%	(72,202.64)	0.00	100.0%	0.00

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison

07/22/2018
 Accrual Basis

As of June 30, 2018

Preliminary

	Jun 30, 18	Jun 30, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1015 - MLCU Checking	245,163.45	240,872.52	4,290.93	1.78%
1020 - MLCU Savings	132,286.01	130,459.35	1,826.66	1.4%
1030 - Cash drawer	100.00	100.00	0.00	0.0%
Total Checking/Savings	377,549.46	371,431.87	6,117.59	1.65%
Accounts Receivable				
1100 - Accounts Receivable	294,217.77	308,288.21	(14,070.44)	(4.56%)
Total Accounts Receivable	294,217.77	308,288.21	(14,070.44)	(4.56%)
Other Current Assets				
1230 - Prepaid Expenses	7,384.14	14,432.03	(7,047.89)	(48.84%)
1250 - Refundable Deposits	2,836.00	2,350.00	486.00	20.68%
Total Other Current Assets	10,220.14	16,782.03	(6,561.89)	(39.1%)
Total Current Assets	681,987.37	696,502.11	(14,514.74)	(2.08%)
Fixed Assets				
1510 - Furniture and Equipment	46,385.00	46,385.00	0.00	0.0%
1600 - Accumulated Depreciation	(46,385.00)	(46,385.00)	0.00	0.0%
Total Fixed Assets	0.00	0.00	0.00	0.0%
Other Assets				
1700 - Website Development	0.00	70,000.00	(70,000.00)	(100.0%)
1750 - Accumulated Amortization	0.00	(70,000.00)	70,000.00	100.0%
Total Other Assets	0.00	0.00	0.00	0.0%
TOTAL ASSETS	681,987.37	696,502.11	(14,514.74)	(2.08%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 - Accounts Payable	85,242.65	33,721.72	51,520.93	152.78%
Total Accounts Payable	85,242.65	33,721.72	51,520.93	152.78%
Other Current Liabilities				
Payroll Liabilities				
2210 - Federal Payroll Tax Payable	0.00	0.00	0.00	0.0%
2220 - State Payroll Tax Payable	0.00	0.00	0.00	0.0%
2230 - SUI & ETT Payable	1,159.86	399.00	760.86	190.69%
2240 - FUTA Payable	122.09	42.00	80.09	190.69%
2270 - Accrued Payroll	11,714.17	8,650.17	3,064.00	35.42%
2275 - Accrued PTO	2,805.90	440.48	2,365.42	537.01%
Total Payroll Liabilities	15,802.02	9,531.65	6,270.37	65.79%

Mendocino County Tourism Commission, Inc.
Balance Sheet Prev Year Comparison

07/22/2018
 Accrual Basis

As of June 30, 2018

Preliminary

	Jun 30, 18	Jun 30, 17	\$ Change	% Change
2800 - Sales Tx Payable	69.60	173.00	(103.40)	(59.77%)
Total Other Current Liabilities	15,871.62	9,704.65	6,166.97	63.55%
Total Current Liabilities	101,114.27	43,426.37	57,687.90	132.84%
Total Liabilities	101,114.27	43,426.37	57,687.90	132.84%
Equity				
3100 - Contingency-Restricted	132,044.00	130,344.00	1,700.00	1.3%
3900 - Unrestricted Net Assets (RE)	521,031.74	443,565.59	77,466.15	17.46%
Net Income	(72,202.64)	79,166.15	(151,368.79)	(191.2%)
Total Equity	580,873.10	653,075.74	(72,202.64)	(11.06%)
TOTAL LIABILITIES & EQUITY	681,987.37	696,502.11	(14,514.74)	(2.08%)

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison

07/22/2018
 Accrual Basis

July 2017 through June 2018

Preliminary

	Jul '17 - Jun 18	Jul '16 - Jun 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4020 · MCPA Matching Funds	0.00	9,000.00	(9,000.00)	(100.0%)
4030 · County BID	886,519.08	800,000.00	86,519.08	10.82%
4031 · County BID adjustments	56,795.43	107,214.74	(50,419.31)	(47.03%)
4035 · County 50% Match	435,528.00	400,000.00	35,528.00	8.88%
4050 · NCTC Administration	0.00	4,500.00	(4,500.00)	(100.0%)
Other Income	7,307.16	22,563.11	(15,255.95)	(67.62%)
Total Income	1,386,149.67	1,343,277.85	42,871.82	3.19%
Gross Profit	1,386,149.67	1,343,277.85	42,871.82	3.19%
Expense				
MEDIA & WEBSITE				
Advertising / Media				
5130 · Print & Online Advertising	387,871.10	262,870.23	125,000.87	47.55%
5150 · Ad Development/Design	3,770.08	5,417.86	(1,647.78)	(30.41%)
5165 · AdverGame Development	0.00	12,000.00	(12,000.00)	(100.0%)
5170 · Photography	607.58	0.00	607.58	100.0%
5240 · Research & Development	0.00	41,545.16	(41,545.16)	(100.0%)
5110 · Video Development	91,652.67	20,762.31	70,890.36	341.44%
5015 · Marketing Contingency	0.00	20,890.09	(20,890.09)	(100.0%)
Total Advertising / Media	483,901.43	363,485.65	120,415.78	33.13%
Marketing / Public Relations				
5510 · Public Relations Contract	85,399.92	102,933.59	(17,533.67)	(17.03%)
5520 · Marketing Agency Contract	99,996.00	104,000.00	(4,004.00)	(3.85%)
5650 · Marketing & Comm. Coordinatc	55,000.00	60,000.00	(5,000.00)	(8.33%)
5660 · Clipping Service	6,933.96	0.00	6,933.96	100.0%
5530 · In-Market PR Stunts	252.83	1,770.25	(1,517.42)	(85.72%)
5560 · Media Events	8,755.22	989.49	7,765.73	784.82%
5610 · Travel -PR Related	7,453.99	8,966.93	(1,512.94)	(16.87%)
5550 · Visiting Media FAM Expenses	10,181.02	11,258.21	(1,077.19)	(9.57%)
Total Marketing / Public Relations	273,972.94	289,918.47	(15,945.53)	(5.5%)
Website Maint / Development				
5710 · Interactive Media Coordinator	30,000.00	23,860.00	6,140.00	25.73%
5750 · Development/ Maintenance	68,896.34	11,342.67	57,553.67	507.41%
5780 · Interactive Marketing	2,058.69	1,247.29	811.40	65.05%
Total Website Maint / Development	100,955.03	36,449.96	64,505.07	176.97%

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07/22/2018
 Accrual Basis

Preliminary

	Jul '17 - Jun 18	Jul '16 - Jun 17	\$ Change	% Change
Leisure / Group Sales				
5805 · Sales Manager Contract	41,666.60	0.00	41,666.60	100.0%
5810 · Promotion Items, Booth Develc	21,990.50	3,928.08	18,062.42	459.83%
5820 · Consumer & Trade Shows	17,717.48	13,122.09	4,595.39	35.02%
5840 · State Fair Exhibit	0.00	6,138.55	(6,138.55)	(100.0%)
5870 · Shipping - Travel Shows	1,910.08	995.83	914.25	91.81%
5880 · Travel - Leisure/Group Sales	9,541.25	9,784.81	(243.56)	(2.49%)
5885 · Travel - Group FAMs	2,005.57	5,600.30	(3,594.73)	(64.19%)
5890 · Misc. Sales Opportunities	292.46	807.64	(515.18)	(63.79%)
Total Leisure / Group Sales	95,123.94	40,377.30	54,746.64	135.59%
Total MEDIA & WEBSITE	953,953.34	730,231.38	223,721.96	30.64%
VISITOR SVS / PARTNERSHIPS				
Visitor Services				
6220 · Event & Festival Guides	39,863.67	12,420.09	27,443.58	220.96%
6040 · In-County Guides	0.00	20,116.90	(20,116.90)	(100.0%)
6210 · Event Partnership Funding	0.00	19,433.94	(19,433.94)	(100.0%)
6530 · Incentives & Sponsorships	51,037.50	25,664.03	25,373.47	98.87%
6170 · Visitor Centers & Signage	265.71	(2,013.63)	2,279.34	113.2%
6190 · Visitor Center/ Info Support	0.00	6,145.00	(6,145.00)	(100.0%)
Retail Store	895.00	985.88	(90.88)	(9.22%)
Total Visitor Services	92,061.88	82,752.21	9,309.67	11.25%
Partnerships				
6550 · Conferences & Seminars	2,828.40	6,246.89	(3,418.49)	(54.72%)
6620 · In-County Relations	3,078.55	1,347.83	1,730.72	128.41%
6520 · Memberships	10,875.28	7,969.48	2,905.80	36.46%
6510 · North Coast Tourism Council	10,000.00	5,000.00	5,000.00	100.0%
Total Partnerships	26,782.23	20,564.20	6,218.03	30.24%
Total VISITOR SVS / PARTNERSHIPS	118,844.11	103,316.41	15,527.70	15.03%

Mendocino County Tourism Commission, Inc.
Profit & Loss Prev Year Comparison
 July 2017 through June 2018

07/22/2018
 Accrual Basis

Preliminary

	Jul '17 - Jun 18	Jul '16 - Jun 17	\$ Change	% Change
ADMIN EXPENSES				
Occupancy Costs				
7250 · Rent	23,400.00	22,300.00	1,100.00	4.93%
7120 · Insurance	2,681.78	1,767.08	914.70	51.76%
7260 · Repairs & Maintenance	5,867.00	3,217.60	2,649.40	82.34%
7270 · Taxes	72.31	72.25	0.06	0.08%
7310 · Telecommunication	6,964.33	8,072.66	(1,108.33)	(13.73%)
7350 · Utilities	7,610.27	8,088.71	(478.44)	(5.92%)
Total Occupancy Costs	46,595.69	43,518.30	3,077.39	7.07%
General Admin				
7010 · Accounting	19,402.19	18,815.75	586.44	3.12%
7060 · Bank Fees	520.84	242.35	278.49	114.91%
5250 · Board Development	3,417.87	3,268.86	149.01	4.56%
7090 · Copying & Printing	3,568.64	3,463.89	104.75	3.02%
7030 · Legal Fees	2,132.50	4,717.50	(2,585.00)	(54.8%)
7140 · Licenses & Permits	105.00	82.00	23.00	28.05%
7150 · Meeting Expenses	3,276.49	4,795.25	(1,518.76)	(31.67%)
7200 · Office Expense	17,078.47	12,268.48	4,809.99	39.21%
7210 · Postage & Shipping	4,810.08	21,137.96	(16,327.88)	(77.24%)
7280 · Travel Expenses	11,422.27	10,248.79	1,173.48	11.45%
Total General Admin	65,734.35	79,040.83	(13,306.48)	(16.84%)
Total ADMIN EXPENSES	112,330.04	122,559.13	(10,229.09)	(8.35%)
Personnel				
8510 · Salaries & Wages	212,296.23	204,422.85	7,873.38	3.85%
8520 · Paid Time Off	3,648.86	5,232.63	(1,583.77)	(30.27%)
8530 · Payroll Taxes	20,051.57	24,248.15	(4,196.58)	(17.31%)
8540 · Payroll Processing Fees	822.84	717.25	105.59	14.72%
8550 · Workers Comp	2,788.00	1,998.00	790.00	39.54%
8570 · Health Insurance	19,365.50	18,188.20	1,177.30	6.47%
8580 · Other Employee Benefits	485.48	0.00	485.48	100.0%
8590 · Contract Work	10,447.00	27,430.00	(16,983.00)	(61.91%)
8615 · Employee Recruitment	3,319.34	25,767.70	(22,448.36)	(87.12%)
Total Personnel	273,224.82	308,004.78	(34,779.96)	(11.29%)
Total Expense	1,458,352.31	1,264,111.70	194,240.61	15.37%
Net Ordinary Income	(72,202.64)	79,166.15	(151,368.79)	(191.2%)
Net Income	(72,202.64)	79,166.15	(151,368.79)	(191.2%)

Mendocino County Tourism Commission, Inc.
Statement of Cash Flows

07/22/2018

As of June 30, 2018

Preliminary

	<u>Jun 2018</u>	<u>Jul 17- Jun 18</u>
<u>Cash Flows from Operating Activities</u>		
Net Income	(101,521.07)	(72,202.64)
Adjustments to Reconcile Net Income to Net Cash		
(Increase)Decrease in Accounts Receivable	177,643.64	14,070.44
(Increase)Decrease in Prepaid Expenses	1,500.00	7,047.89
(Increase)Decrease in Refundable Deposits	(486.00)	(486.00)
(Increase)Decrease in Accounts Payable	59,704.70	51,520.93
(Increase)Decrease in Payroll Liabilities	4,649.13	6,270.37
(Increase)Decrease in Sales Tx Payable	0.00	(103.40)
Total Adjustments to Reconcile Net Income to Net Cash	<u>243,011.47</u>	<u>78,320.23</u>
Net cash provided by Operating Activities	<u>141,490.40</u>	<u>6,117.59</u>
<u>Cash Flows from Investing Activities</u>		
Net cash provided by Investing Activities	<u>0.00</u>	<u>0.00</u>
<u>Cash Flows from Financing Activities</u>		
Increase in Contingency-Restricted	0.00	1,700.00
Decrease in Unrestricted Net Assets	0.00	(1,700.00)
Net cash provided by Financing Activities	<u>0.00</u>	<u>0.00</u>
Net Increase(Decrease) in Cash	141,490.40	6,117.59
Cash at Beginning of period	<u>236,059.06</u>	<u>371,431.87</u>
Cash at End of period	<u><u>377,549.46</u></u>	<u><u>377,549.46</u></u>