



# Visit Pensacola Financial Report August 2025

## FY25 AUGUST TAKEAWAYS:

Unified financial statement reports a net Income of \$247K. VP was able to bill the county for invoices for Showcase, ACE and monthly VP expenses.

## MAJOR HIGHLIGHTS:

The TDC has approved the Unified budget request and now awaiting final approval from the BOCC.

To date, VP has applied \$1.625M toward the advance with a remaining balance of \$375K to be paid by the end of the year.

Expenses related to the initial \$900K advance have been submitted. Additionally, ACE has submitted a second funding request in the amount of \$903K.

\* VP MTD TDT Income is from billing the county for all expenses that have cleared the bank to date.

\* VP MTD PRIVATE INCOME is from partnership dues and advertising income.

VISIT PENSACOLA ONLY Month to Date TDT revenue totaled \$766,720.87. We recognize income as billed to the County).

VISIT PENSACOLA ONLY Month To Date Private revenue totaled \$3,125.88

VISIT PENSACOLA ONLY Month to date total Revenue = \$769,846.75

VISIT PENSACOLA ONLY Month to date expense:

Direct Programming \$463,879.71

Operations \$40,078.20

Personnel \$117,941.42

VISIT PENSACOLA ONLY Month to Date total Expense = \$621,899.33

**VISIT PENSACOLA Only Month to Date Net Income= \$147,947.42**

UNIFIED Year to Date TDT revenue totaled \$10,203,868.23

UNIFIED Year To Date Private revenue totaled \$300,445.16

UNIFIED Year to date total Revenue = \$10,504,313.39

UNIFIED Year to date expense:

Direct Programming \$8,530,896.63

Operations \$383,115.06

Personnel \$1,343,071.39

UNIFIED Year to Date total Expense = \$10,257,083.08

**UNIFIED Year to Date Net Income = \$247,230.31**

## County Submissions

\* July's submission has been submitted to the county on August 13th.

# Balance Sheet

Visit Pensacola Inc

As of August 31, 2025

DISTRIBUTION ACCOUNT	TOTAL
<b>Assets</b>	
Current Assets	
Bank Accounts	
1010 TDT Op #2290	267,934.79
1025 EFT TDT #4196	\$502,557.17
1027 EFT TDT #4196-ACE	0.00
<b>Total for 1025 EFT TDT #4196</b>	<b>\$502,557.17</b>
1030 Partner#2177	\$104,205.42
1033 PPP LOan	0.00
<b>Total for 1030 Partner#2177</b>	<b>\$104,205.42</b>
1035 Reserves #3955	20,775.97
1050 Petty Cash	115.00
<b>Total for Bank Accounts</b>	<b>\$895,588.35</b>
Accounts Receivable	
1200 Accounts Receivable	\$954,327.93
1200-5 Membershp Receivable	0.00
<b>Total for 1200 Accounts Receivable</b>	<b>\$954,327.93</b>
<b>Total for Accounts Receivable</b>	<b>\$954,327.93</b>
Other Current Assets	
12000 Undeposited Funds	0.00
1201 Allowance - Doubtful Accounts	0.00
1400 Prepaid Postage	100.91
1405 Prepaid Expenses	90,894.49
1410 Prepaid Insurance	9,676.21
1455 Due from Reserve	0.00
1460 Due From Partnership	0.00
1465 Due from TDT	0.00
1500 Gift Cards	0.00
1999 Merchandise Inventory	0.00
<b>Total for Other Current Assets</b>	<b>\$100,671.61</b>
<b>Total for Current Assets</b>	<b>\$1,950,587.89</b>
Fixed Assets	
1300 Furniture & Fixtures	\$0.00
1997 Acc Depr - F&F	0.00
<b>Total for 1300 Furniture &amp; Fixtures</b>	<b>\$0.00</b>

# Balance Sheet

Visit Pensacola Inc

As of August 31, 2025

DISTRIBUTION ACCOUNT	TOTAL
1350 Equipment	\$0.00
1351 Laminator & case	409.00
1352 Flag & Flagpole	683.00
1359 Apple laptop	1,449.00
1361 iMac Pro	5,757.91
1998 Acc Depr - Equipment	-8,298.91
<b>Total for 1350 Equipment</b>	<b>\$0.00</b>
<b>Total for Fixed Assets</b>	<b>\$0.00</b>
Other Assets	0.00
<b>Total for Assets</b>	<b>\$1,950,587.89</b>
<b>Liabilities and Equity</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	-586,699.75
<b>Total for Accounts Payable</b>	<b>-\$586,699.75</b>
Credit Cards	
2000 Visit Pensacola P-Card	46,278.22
2002 Regions Membership PCard	2,191.99
<b>Total for Credit Cards</b>	<b>\$48,470.21</b>
Other Current Liabilities	
2500 Due to HRT	0.00
25500 Sales Tax Payable	35.25
2600 Due to Partnership	0.00
2605 Due to Reserve	0.00
2650 Due to TDT	0.00
2655 Line of Credit	0.00
2660 Pass through payment	0.00
2700-1 Unearned Revenue-PS	0.00
2700-2 Unearned Revenue-ACE	210,329.40
2700 Unearned Revenue	385,440.00
2999 Salaries payable	78,815.79
Out Of Scope Agency Payable	0.00
Sales Tax Agency Payable	0.00
<b>Total for Other Current Liabilities</b>	<b>\$674,620.44</b>
<b>Total for Current Liabilities</b>	<b>\$136,390.90</b>
Long-term Liabilities	
0.00	0.00
<b>Total for Liabilities</b>	<b>\$136,390.90</b>

# Balance Sheet

Visit Pensacola Inc

As of August 31, 2025

DISTRIBUTION ACCOUNT		TOTAL
Equity		
32000 Unrestricted Net Assets		1,566,966.68
Net Income		247,230.31
<b>Total for Equity</b>		<b>\$1,814,196.99</b>
<b>Total for Liabilities and Equity</b>		<b>\$1,950,587.89</b>

**VISIT PENSACOLA**  
**PROFIT LOSS BUDGET PERFORMANCE VPI TDT ONLY**

	Aug-25 Oct - August, 2025 (YTD)		Budget	Remaining	% of Budget	% Remaining
	Actual					
Income						
4000 Tourism Development Tax-TDT	491,720.87	7,055,726.65	7,838,125.00	782,398.35	90.02%	9.98%
Advance Payment	275,000.00	1,625,000.00	2,000,000.00	375,000.00	81.25%	18.75%
4050 · TDT Supplemental			512,571.00	512,571.00	100.00%	0.00%
Rollover from FY24			1,409,346.00	1,409,346.00	100.00%	
Total 4000 Tourism Development Tax-TDT	\$ 766,720.87	\$ 8,680,726.65	\$ 11,760,042.00	\$ 3,079,315.35	73.82%	26.18%
Total Income	\$ 766,720.87	\$ 8,680,726.65	\$ 11,760,042.00	\$ 3,079,315.35	73.82%	26.18%
Gross Profit	\$ 766,720.87	\$ 8,680,726.65	\$ 11,760,042.00	\$ 3,079,315.35	73.82%	26.18%
Expenses						
1 Direct Programming						
5090 Marketing Research	-14,197.27	356,867.23	370,720.00	13,852.77	96.26%	3.74%
5100 Advertising/Media	3,122.04	86,937.59	99,800.00	12,862.41	87.11%	12.89%
5110 Public Relations	8,362.11	134,140.12	167,610.00	33,469.88	80.03%	19.97%
5120 Advertising Production		18,381.51	21,035.83	2,654.32	87.38%	12.62%
5130 Internet Site Production	18,582.96	365,838.75	420,252.00	54,413.25	87.05%	12.95%
5140 Festivals & Events Granted		102,661.69	112,661.69	10,000.00	91.12%	8.88%
5141 Festivals & Event Local Support		110,468.54	113,191.05	2,722.51	97.59%	2.41%
5142 Festival & Event Mini Grants			22,000.00	22,000.00	0.00%	100.00%
5150 Consumer Promotions		47,058.56	58,170.68	11,112.12	80.90%	19.10%
5160 Sales Promotions	23,360.47	76,920.71	112,000.00	35,079.29	68.68%	31.32%
5170 Brochures and Collateral	1,781.50	150,633.66	153,200.00	2,566.34	98.32%	1.68%
5180 Tradeshows	3,371.91	178,437.94	188,950.00	10,512.06	94.44%	5.56%
5190 Showcase	399,791.17	5,665,118.24	7,653,928.75	1,988,810.51	74.02%	25.98%
5210 Regional Partnership	7,187.50	79,062.50	83,000.00	3,937.50	95.26%	4.74%
5215 Tourism Development Projects			0.00	0.00	#DIV/0!	#DIV/0!
5220 Registration		24,286.24	45,750.00	21,463.76	53.08%	46.92%
5230 Dues and Subscriptions	4,525.26	61,606.53	64,020.00	2,413.47	96.23%	3.77%
5400 Business Travel & Entertainment	5,079.14	45,187.11	87,620.00	42,432.89	51.57%	48.43%
5500 Visitor Awareness Education		27,015.27	34,670.00	7,654.73	77.92%	22.08%
Total 1 Direct Programming	\$ 460,966.79	\$ 7,530,622.19	\$ 9,808,580.00	\$ 2,277,957.81	76.78%	23.22%
2 Operating Costs				0.00		
5450 Auto/ Local Travel	786.48	6,647.70	9,100.00	2,452.30	73.05%	26.95%
5520 Committee Expenses			3,000.00	3,000.00	0.00%	100.00%
5600 Building Maintenance & Repair	4,913.82	65,127.96	100,715.00	35,587.04	64.67%	35.33%
5610 Computer&IT Maintenance&Repair	4,696.56	44,513.58	46,400.00	1,886.42	95.93%	4.07%
5630 Insurance Building & Content	1,656.94	15,157.76	38,200.00	23,042.24	39.68%	60.32%
5640 D & O and Liability Insurance	206.58	5,028.29	7,100.00	2,071.71	70.82%	29.18%
5650 Audit		25,000.00	25,000.00	0.00	100.00%	0.00%
5660 Legal Services	7,058.00	14,152.00	16,000.00	1,848.00	88.45%	11.55%
5670 CPA/ Financial Services	437.50	6,502.70	8,200.00	1,697.30	79.30%	20.70%
5700 Postage	2,746.27	23,435.47	42,000.00	18,564.53	55.80%	44.20%
5710 Supplies Coffee/Sodas		1,205.65	3,500.00	2,294.35	34.45%	65.55%
5720 Office Supplies	818.57	12,209.78	12,500.00	290.22	97.68%	2.32%
5730 Storage and Delivery	1,134.71	12,581.63	20,800.00	8,218.37	60.49%	39.51%
5750 Rent		10.00	10.00	0.00	100.00%	0.00%
5760 Telephone Service		6,868.14	8,400.00	1,531.86	81.76%	18.24%
5765 Cell Phone	754.30	8,151.58	9,600.00	1,448.42	84.91%	15.09%
5770 Utilities	3,740.48	39,296.80	49,000.00	9,703.20	80.20%	19.80%
5780 Copier	846.33	9,512.30	11,600.00	2,087.70	82.00%	18.00%
5790 Capital Expenditures	9,489.19	13,134.19	40,000.00	26,865.81	32.84%	67.16%
6001 Bank Service Charge				0.00		
6500 Taxes		70.00	65.00	-5.00	107.69%	-7.69%
Total 2 Operating Costs	\$ 39,285.73	\$ 308,605.53	\$ 451,190.00	\$ 142,584.47	68.40%	31.60%
3 Personnel Costs				0.00		
5800 Salaries	94,297.09	1,062,948.24	1,211,858.00	148,909.76	87.71%	12.29%
5830 Auto	461.54	5,258.26	6,000.00	741.74	87.64%	12.36%
5840 401K Contribution Match	3,753.07	40,861.75	48,600.00	7,738.25	84.08%	15.92%
5850 Employee Insurance	9,148.02	86,113.69	104,600.00	18,486.31	82.33%	17.67%
5870 Drug Testing		38.11	400.00	361.89	9.53%	90.47%
5880 Payroll Expense	9,455.55	110,807.34	123,814.00	13,006.66	89.50%	10.50%
5890 Staff Education		3,617.04	5,000.00	1,382.96	72.34%	27.66%
Total 3 Personnel Costs	\$ 117,115.27	\$ 1,309,644.43	\$ 1,500,272.00	\$ 190,627.57	87.29%	12.71%
Total Expenses	\$ 617,367.79	\$ 9,148,872.15	\$ 11,760,042.00	\$ 11,142,674.21	77.80%	94.75%
Net Operating Income	\$ 149,353.08	-\$ 468,145.50	\$ 0.00	-\$ 149,353.08		
Net Income	\$ 149,353.08	-\$ 468,145.50	\$ 0.00	-\$ 149,353.08		

# VISIT PENSACOLA PROFIT LOSS BUDGET PERFORMANCE VPI PRIVATE FUNDS ONLY

	Aug-25 Oct - August, 2025 (YTD)		Budget	Remaining	% of Budget	% Remaining
	Actual					
<b>Income</b>						
4100 Membership Dues	600.00	149,600.08	133,000.00	-16,600.08	112.48%	-12.48%
4150 Advertising Income	1,994.99	119,007.49	122,000.00	2,992.51	97.55%	2.45%
4400 Gifts in Kind - Goods			150,000.00	150,000.00	0.00%	100.00%
4600 Misc Income	52.64	13,978.55	200.00	-13,778.55	6989.28%	-6889.28%
4620 Interest Income	8.25	126.50	1,000.00	873.50	12.65%	87.35%
4640 Event Income	470.00	17,732.54	14,000.00	-3,732.54	126.66%	-26.66%
<b>Total Income</b>	<b>\$ 3,125.88</b>	<b>\$ 300,445.16</b>	<b>\$ 420,200.00</b>	<b>\$ 119,754.84</b>	<b>71.50%</b>	<b>28.50%</b>
<b>Gross Profit</b>	<b>\$ 3,125.88</b>	<b>\$ 300,445.16</b>	<b>\$ 420,200.00</b>	<b>\$ 119,754.84</b>	<b>71.50%</b>	<b>28.50%</b>
<b>Expenses</b>						
<b>1 Direct Programming</b>						
5100 Advertising/Media		2,413.31	4,000.00	1,586.69	60.33%	39.67%
5110 Public Relations	755.37	12,527.08	29,000.00	16,472.92	43.20%	56.80%
5120 Advertising Production				0.00		
5130 Internet Site Production	922.25	9,558.60	10,000.00	441.40	95.59%	4.41%
5140 Festivals & Events Granted			5,000.00	5,000.00	0.00%	100.00%
5141 Festivals & Event Local Support		660.16	8,000.00	7,339.84	8.25%	91.75%
5142 Festival & Event Mini Grants				0.00		
5150 Consumer Promotions		195.13	5,550.00	5,354.87	3.52%	96.48%
5160 Sales Promotions		1,223.86	19,500.00	18,276.14	6.28%	93.72%
5170 Brochures and Collateral		102.88	3,500.00	3,397.12	2.94%	97.06%
5180 Tradeshow	37.96	2,527.41	12,000.00	9,472.59	21.06%	78.94%
5190 Showcase			2,000.00	2,000.00	0.00%	100.00%
5210 Regional Partnership		11,520.00	12,500.00	980.00	92.16%	7.84%
5220 Registration		713.20	2,000.00	1,286.80	35.66%	64.34%
5230 Dues and Subscriptions		238.69	5,000.00	4,761.31	4.77%	95.23%
5400 Business Travel & Entertainment		161.45	5,185.00	5,023.55	3.11%	96.89%
5400-1 Disallowed Travel Expense	225.02	1,927.23	6,395.00	4,467.77	30.14%	69.86%
<b>Total 5400 Business Travel &amp; Entertainment</b>	<b>\$ 225.02</b>	<b>\$ 2,088.68</b>	<b>\$ 11,580.00</b>	<b>\$ 9,491.32</b>	<b>18.04%</b>	<b>81.96%</b>
5500 Visitor Awareness Education	972.32	56,505.44	57,120.00	614.56	98.92%	1.08%
<b>Total 1 Direct Programming</b>	<b>\$ 2,912.92</b>	<b>\$ 100,274.44</b>	<b>\$ 186,750.00</b>	<b>\$ 86,475.56</b>	<b>1.56%</b>	<b>46.31%</b>
<b>2 Operating Costs</b>						
5450 Auto/ Local Travel	112.89	1,103.07	2,200.00	1,096.93	50.14%	49.86%
5520 Committee Expenses			750.00	750.00	0.00%	100.00%
5600 Building Maintenance & Repair				0.00		
5610 Computer&IT Maintenance&Repair				0.00		
5700 Postage		133.68	200.00	66.32		
5710 Supplies Coffee/Sodas	184.13	4,368.24	5,700.00	1,331.76	76.64%	23.36%
5720 Office Supplies		61.45	1,200.00	1,138.55	5.12%	94.88%
5730 Storage and Delivery			1,000.00	1,000.00	0.00%	100.00%
5900 Miscellaneous Expenses	8.70	779.69	2,500.00	1,720.31	31.19%	68.81%
5920 Bad Debt Expense		49,134.77	1,300.00	-47,834.77	3779.60%	-3679.60%
6000 Consignment Sales Expenses		26.74	200.00	173.26	13.37%	86.63%
6001 Bank Service Charge	170.37	11,245.82	11,300.00	54.18	99.52%	0.48%
6010 Credit Card Processing Fee	281.13	6,429.38	6,800.00	370.62	94.55%	5.45%
6500 Taxes	35.25	1,226.69	4,000.00	2,773.31	30.67%	69.33%
6940 In Kind Expense			150,000.00	150,000.00	0.00%	100.00%
<b>Total 2 Operating Costs</b>	<b>\$ 792.47</b>	<b>\$ 74,509.53</b>	<b>\$ 187,150.00</b>	<b>\$ 112,640.47</b>	<b>39.81%</b>	<b>60.19%</b>
<b>3 Personnel Costs</b>						
5810 Commissions	542.50	26,741.25	28,500.00	1,758.75	93.83%	6.17%
5840 401K Contribution Match	32.55	1,141.44	1,800.00	658.56	63.41%	36.59%
5850 Employee Insurance	126.75	2,336.56	8,400.00	6,063.44	27.82%	72.18%
5880 Payroll Expense	54.36	2,704.24	3,600.00	895.76	75.12%	24.88%
5890 Staff Education	69.99	503.47	4,000.00	3,496.53	12.59%	87.41%
<b>Total 3 Personnel Costs</b>	<b>\$ 826.15</b>	<b>\$ 33,426.96</b>	<b>\$ 46,300.00</b>	<b>\$ 12,873.04</b>	<b>72.20%</b>	<b>27.80%</b>
<b>Total Expenses</b>	<b>\$ 4,531.54</b>	<b>\$ 208,210.93</b>	<b>\$ 420,200.00</b>	<b>\$ 211,989.07</b>	<b>49.55%</b>	<b>50.45%</b>
<b>Net Operating Income</b>	<b>-\$ 1,405.66</b>	<b>\$ 92,234.23</b>	<b>\$ 0.00</b>	<b>-\$ 92,234.23</b>		
<b>Net Income</b>	<b>-\$ 1,405.66</b>	<b>\$ 92,234.23</b>	<b>\$ 0.00</b>	<b>-\$ 92,234.23</b>		

# UNIFIED

## PROFIT LOSS BUDGET PERFORMANCE ALL FUNDING SOURCES

	Aug-25					
	Actual	Oct - August, 2025 (YTD)	Budget	Remaining	% of Budget	% Remaining
Income						
4000 Tourism Development Tax-ACE	483,470.98	1,523,141.58	1,954,375.00	431,233.42	77.93%	22.07%
4000 Tourism Development Tax-TDT	491,720.87	7,055,726.65	7,838,125.00	782,398.35	90.02%	9.98%
Advance Payment	375,000.00	1,625,000.00	2,000,000.00	375,000.00	81.25%	18.75%
4050 · TDT Supplemental			614,395.00	1,034,242.00	168.34%	0.00%
Rollover from FY24			2,245,852.00			
Total 4000 Tourism Development Tax-TDT	\$ 1,350,191.85	\$ 10,203,868.23	\$ 14,652,747.00	\$ 4,448,878.77	69.64%	30.36%
4100 Membership Dues	600.00	149,600.08	133,000.00	-16,600.08	112.48%	-12.48%
4150 Advertising Income	1,994.99	119,007.49	122,000.00	2,992.51	97.55%	2.45%
4400 Gifts in Kind - Goods			150,000.00	150,000.00	0.00%	100.00%
4600 Misc Income	52.64	13,978.55	200.00	-13,778.55	6989.28%	-6889.28%
4620 Interest Income	8.25	126.50	1,000.00	873.50	12.65%	87.35%
4640 Event Income	470.00	17,732.54	14,000.00	-3,732.54	126.66%	-26.66%
Total Income	\$ 1,353,317.73	\$ 10,504,313.39	\$ 15,072,947.00	\$ 4,568,633.61	69.69%	30.31%
Gross Profit	\$ 1,353,317.73	\$ 10,504,313.39	\$ 15,072,947.00	\$ 4,568,633.61	69.69%	30.31%
Expenses						
1 Direct Programming				0.00		
5090 Marketing Research	-14,197.27	356,867.23	370,720.00	13,852.77	96.26%	3.74%
5100 Advertising/Media	3,122.04	89,350.90	103,800.00	14,449.10	86.08%	13.92%
5110 Public Relations	9,117.48	146,667.20	196,610.00	49,942.80	74.60%	25.40%
5120 Advertising Production		18,381.51	21,035.83	2,654.32	87.38%	12.62%
5130 Internet Site Production	19,505.21	375,397.35	430,252.00	54,854.65	87.25%	12.75%
5140 Festivals & Events Granted		102,661.69	117,661.69	15,000.00	87.25%	12.75%
5141 Festivals & Event Local Support		111,128.70	121,191.05	10,062.35	91.70%	8.30%
5142 Festival & Event Mini Grants			22,000.00	22,000.00	0.00%	100.00%
5150 Consumer Promotions		47,253.69	63,720.68	16,466.99	74.16%	25.84%
5160 Sales Promotions	23,360.47	78,144.57	131,500.00	53,355.43	59.43%	40.57%
5170 Brochures and Collateral	1,781.50	150,736.54	156,700.00	5,963.46	96.19%	3.81%
5180 Tradeshows	3,409.87	180,965.35	200,950.00	19,984.65	90.05%	9.95%
5190 Showcase	399,791.17	5,665,118.24	7,655,928.75	1,990,810.51	74.00%	26.00%
5210 Regional Partnership	7,187.50	90,582.50	95,500.00	4,917.50	94.85%	5.15%
5215 Tourism Development Projects			0.00	0.00		
5220 Registration		24,999.44	47,750.00	22,750.56	52.35%	47.65%
5230 Dues and Subscriptions	4,525.26	61,845.22	69,020.00	7,174.78	89.60%	10.40%
5400 Business Travel & Entertainment	5,079.14	44,845.23	92,805.00	47,959.77	48.32%	51.68%
5400-1 Disallowed Travel Expense	225.02	2,430.56	6,395.00	3,964.44	38.01%	61.99%
Total 5400 Business Travel & Entertainment	\$ 5,304.16	\$ 47,275.79	\$ 99,200.00	\$ 51,924.21	47.66%	52.34%
5500 Visitor Awareness Education	972.32	83,520.71	91,790.00	8,269.29	90.99%	9.01%
7400 ACE - DP		900,000.00	2,892,705.00	1,992,705.00	0.00%	68.89%
Total 1 Direct Programming	\$ 463,879.71	\$ 8,530,896.63	\$ 12,888,035.00	\$ 4,357,138.37	66.19%	33.81%
2 Operating Costs				0.00		
5450 Auto/ Local Travel	899.37	7,750.77	11,300.00	3,549.23	68.59%	31.41%
5520 Committee Expenses			3,750.00	3,750.00	0.00%	100.00%
5600 Building Maintenance & Repair	4,913.82	65,128.18	100,715.00	35,586.82	64.67%	35.33%
5610 Computer&IT Maintenance&Repair	4,696.56	44,513.58	46,400.00	1,886.42	95.93%	4.07%
5630 Insurance Building & Content	1,656.94	15,157.76	38,200.00	23,042.24	39.68%	60.32%
5640 D & O and Liability Insurance	206.58	5,028.29	7,100.00	2,071.71	70.82%	29.18%
5650 Audit		25,000.00	25,000.00	0.00	100.00%	0.00%
5660 Legal Services	7,058.00	14,152.00	16,000.00	1,848.00	88.45%	11.55%
5670 CPA/ Financial Services	437.50	6,502.70	8,200.00	1,697.30	79.30%	20.70%
5700 Postage	2,746.27	23,568.93	42,200.00	18,631.07	55.85%	44.15%
5710 Supplies Coffee/Sodas	184.13	5,573.89	9,200.00	3,626.11	60.59%	39.41%
5720 Office Supplies	818.57	12,271.23	13,700.00	1,428.77	89.57%	10.43%
5730 Storage and Delivery	1,134.71	12,581.63	21,800.00	9,218.37	57.71%	42.29%
5750 Rent		10.00	10.00	0.00	100.00%	0.00%
5760 Telephone Service		6,868.14	8,400.00	1,531.86	81.76%	18.24%
5765 Cell Phone	754.30	8,151.58	9,600.00	1,448.42	84.91%	15.09%
5770 Utilities	3,740.48	39,296.80	49,000.00	9,703.20	80.20%	19.80%
5780 Copier	846.33	9,512.30	11,600.00	2,087.70	82.00%	18.00%
5790 Capital Expenditures	9,489.19	13,134.19	40,000.00	26,865.81	32.84%	67.16%
5900 Miscellaneous Expenses	8.70	779.69	2,500.00	1,720.31	31.19%	68.81%
5920 Bad Debt Expense		49,134.77	1,300.00	-47,834.77	3779.60%	-3679.60%
6000 Consignment Sales Expenses		26.74	200.00	173.26	13.37%	86.63%
6001 Bank Service Charge	170.37	11,245.82	11,300.00	54.18	99.52%	0.48%
6010 Credit Card Processing Fee	281.13	6,429.38	6,800.00	370.62	94.55%	5.45%
6500 Taxes	35.25	1,296.69	4,065.00	2,768.31	31.90%	68.10%
6940 In Kind Expense			150,000.00	150,000.00	0.00%	100.00%
Total 2 Operating Costs	\$ 40,078.20	\$ 383,115.06	\$ 638,340.00	\$ 255,224.94	60.02%	39.98%
3 Personnel Costs						
5800 Salaries	94,297.09	1,062,948.24	1,211,858.00	148,909.76	87.71%	12.29%

UNIFIED						
PROFIT LOSS BUDGET PERFORMANCE ALL FUNDING SOURCES						
5810 Commissions	542.50	26,741.25	28,500.00	1,758.75	93.83%	6.17%
5830 Auto	461.54	5,258.26	6,000.00	741.74	87.64%	12.36%
5840 401K Contribution Match	3,785.62	42,003.19	50,400.00	8,396.81	83.34%	16.66%
5850 Employee Insurance	9,274.77	88,450.25	113,000.00	24,549.75	78.27%	21.73%
5870 Drug Testing		38.11	400.00	361.89	9.53%	90.47%
5880 Payroll Expense	9,509.91	113,511.58	127,414.00	13,902.42	89.09%	10.91%
5890 Staff Education	69.99	4,120.51	9,000.00	4,879.49	45.78%	54.22%
Total 3 Personnel Costs	<b>\$ 117,941.42</b>	<b>\$ 1,343,071.39</b>	<b>\$ 1,546,572.00</b>	<b>\$ 203,500.61</b>	<b>86.84%</b>	<b>13.16%</b>
Total Expenses	<b>\$ 621,899.33</b>	<b>\$ 10,257,083.08</b>	<b>\$ 15,072,947.00</b>	<b>\$ 4,815,863.92</b>	<b>68.05%</b>	<b>31.95%</b>
Net Operating Income	<b>\$ 731,418.40</b>	<b>\$ 247,230.31</b>	<b>\$ 0.00</b>	<b>-\$ 247,230.31</b>		
Net Income	<b>\$ 731,418.40</b>	<b>\$ 247,230.31</b>	<b>\$ 0.00</b>	<b>-\$ 247,230.31</b>		