



# Visit Pensacola Financial Report July 2025

## FY25 JULY TAKEAWAYS:

Unified financial statement reports a net loss of \$593K for July. This is due to not being able bill the county for Showcase expenses (\$443K) until reimbursement is received from the county for previous expenses.

## MAJOR HIGHLIGHTS:

There are still about \$450K in unpaid invoices from the county related to short-paid amounts. We are awaiting the list of unpaid invoices from the Clerk's Office in order to gather the necessary documentation and resubmit for reimbursement.

To date, VP has applied \$1.3M toward the advance with a remaining balance of \$650K to be paid by the end of the year.

ACE has submitted the necessary supporting documentation for the \$900K advance received.

\* 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 \$1,736,067.54. We recognize income as billed to the County).

VISIT PENSACOLA ONLY Month To Date Private revenue totaled \$6,844.41

VISIT PENSACOLA ONLY Month to date total Revenue = \$1,742,911.95

VISIT PENSACOLA ONLY Month to date expense:

Direct Programming \$770,878.99

Operations \$76,027.83

Personnel \$118,791.68

VISIT PENSACOLA ONLY Month to Date total Expense = \$965,698.50

**VISIT PENSACOLA Only Month to Date Net Income= \$777,213.45**

UNIFIED Year to Date TDT revenue totaled \$8,853,826.59

UNIFIED Year To Date Private revenue totaled \$297,319.28

UNIFIED Year to date total Revenue = \$9,151,145.87

UNIFIED Year to date expense:

Direct Programming \$8,167,081.46

Operations \$342,972.32

Personnel \$1,225,129.97

UNIFIED Year to Date total Expense = \$9,735,183.75

**UNIFIED Year to Date Net Loss = -\$584,037.88**

## County Submissions

\* June's submission has been submitted to the county on July 11th.

# Balance Sheet

Visit Pensacola Inc

As of July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL
<b>Assets</b>	
Current Assets	
Bank Accounts	
1010 TDT Op #2290	21,879.28
1025 EFT TDT #4196	\$377,420.53
1027 EFT TDT #4196-ACE	
<b>Total for 1025 EFT TDT #4196</b>	<b>\$377,420.53</b>
1030 Partner#2177	\$128,836.58
1033 PPP LOan	
<b>Total for 1030 Partner#2177</b>	<b>\$128,836.58</b>
1035 Reserves #3955	20,767.72
1050 Petty Cash	115.00
<b>Total for Bank Accounts</b>	<b>\$549,019.11</b>
Accounts Receivable	
1200 Accounts Receivable	\$1,404,422.93
1200-5 Membershp Receivable	
<b>Total for 1200 Accounts Receivable</b>	<b>\$1,404,422.93</b>
<b>Total for Accounts Receivable</b>	<b>\$1,404,422.93</b>
Other Current Assets	
12000 Undeposited Funds	
1201 Allowance - Doubtful Accounts	
1400 Prepaid Postage	78.31
1405 Prepaid Expenses	64,871.39
1410 Prepaid Insurance	11,539.73
1455 Due from Reserve	
1460 Due From Partnership	
1465 Due from TDT	
1500 Gift Cards	
1999 Merchandise Inventory	
<b>Total for Other Current Assets</b>	<b>\$76,489.43</b>
<b>Total for Current Assets</b>	<b>\$2,029,931.47</b>
Fixed Assets	
1300 Furniture & Fixtures	0
1997 Acc Depr - F&F	
<b>Total for 1300 Furniture &amp; Fixtures</b>	<b>0</b>

# Balance Sheet

Visit Pensacola Inc  
As of July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL
1350 Equipment	0
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</b>
<b>Total for Fixed Assets</b>	<b>0</b>
Other Assets	
<b>Total for Assets</b>	<b>\$2,029,931.47</b>
<b>Liabilities and Equity</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	39,564.34
<b>Total for Accounts Payable</b>	<b>\$39,564.34</b>
Credit Cards	
2000 Visit Pensacola P-Card	57,874.55
2002 Regions Membership PCard	1,162.84
<b>Total for Credit Cards</b>	<b>\$59,037.39</b>
Other Current Liabilities	
2500 Due to HRT	
25500 Sales Tax Payable	105.75
2600 Due to Partnership	
2605 Due to Reserve	
2650 Due to TDT	
2655 Line of Credit	
2660 Pass through payment	
2700-1 Unearned Revenue-PS	
2700-2 Unearned Revenue-ACE	210,329.40
2700 Unearned Revenue	659,150.00
2999 Salaries payable	78,815.79
Out Of Scope Agency Payable	
Sales Tax Agency Payable	
<b>Total for Other Current Liabilities</b>	<b>\$948,400.94</b>
<b>Total for Current Liabilities</b>	<b>\$1,047,002.67</b>
Long-term Liabilities	
<b>Total for Liabilities</b>	<b>\$1,047,002.67</b>

# Balance Sheet

Visit Pensacola Inc

As of July 31, 2025

DISTRIBUTION ACCOUNT		TOTAL
Equity		
32000 Unrestricted Net Assets		1,566,966.68
Net Income		-584,037.88
<b>Total for Equity</b>		<b>\$982,928.80</b>
<b>Total for Liabilities and Equity</b>		<b>\$2,029,931.47</b>

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

	Jul-25 Oct - July, 2025 (YTD)		Budget	Remaining	% of Budget	% Remaining
Actual						
<b>Income</b>						
4000 Tourism Development Tax-TDT	1,386,067.54	6,564,155.99	7,838,125.00	1,273,969.01	83.75%	16.25%
Advance Payment	350,000.00	1,350,000.00	2,000,000.00	650,000.00	67.50%	32.50%
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%	
<b>Total 4000 Tourism Development Tax-TDT</b>	<b>\$ 1,736,067.54</b>	<b>\$ 7,914,155.99</b>	<b>\$ 11,760,042.00</b>	<b>\$ 3,845,886.01</b>	<b>67.30%</b>	<b>32.70%</b>
<b>Total Income</b>	<b>\$ 1,736,067.54</b>	<b>\$ 7,914,155.99</b>	<b>\$ 11,760,042.00</b>	<b>\$ 3,845,886.01</b>	<b>67.30%</b>	<b>32.70%</b>
<b>Gross Profit</b>	<b>\$ 1,736,067.54</b>	<b>\$ 7,914,155.99</b>	<b>\$ 11,760,042.00</b>	<b>\$ 3,845,886.01</b>	<b>67.30%</b>	<b>32.70%</b>
<b>Expenses</b>						
<b>1 Direct Programming</b>						
5090 Marketing Research	68,901.91	371,064.50	350,720.00	-20,344.50	105.80%	-5.80%
5100 Advertising/Media	140,159.50	183,815.55	269,800.00	85,984.45	68.13%	31.87%
5110 Public Relations	19,314.98	126,206.99	167,610.00	41,403.01	75.30%	24.70%
5120 Advertising Production	6,600.00	18,381.51	21,035.83	2,654.32	87.38%	12.62%
5130 Internet Site Production	33,363.65	347,255.79	420,252.00	72,996.21	82.63%	17.37%
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	5,242.70	47,058.56	58,170.68	11,112.12	80.90%	19.10%
5160 Sales Promotions	31,614.78	53,560.24	118,000.00	64,439.76	45.39%	54.61%
5170 Brochures and Collateral		148,852.16	153,200.00	4,347.84	97.16%	2.84%
5180 Tradeshow	3,067.93	175,066.03	188,950.00	13,883.97	92.65%	7.35%
5190 Showcase	443,883.53	5,265,327.07	7,565,257.75	2,299,930.68	69.60%	30.40%
5210 Regional Partnership	8,729.13	87,291.66	83,000.00	-4,291.66	105.17%	-5.17%
5215 Tourism Development Projects			0.00	0.00	#DIV/0!	#DIV/0!
5220 Registration	2,300.00	24,286.24	45,750.00	21,463.76	53.08%	46.92%
5230 Dues and Subscriptions	1,001.67	41,664.61	58,020.00	16,355.39	71.81%	28.19%
5400 Business Travel & Entertainment	367.36	40,107.97	87,620.00	47,512.03	45.77%	54.23%
5500 Visitor Awareness Education		27,015.27	34,670.00	7,654.73	77.92%	22.08%
<b>Total 1 Direct Programming</b>	<b>\$ 764,547.14</b>	<b>\$ 7,170,084.38</b>	<b>\$ 9,869,909.00</b>	<b>\$ 2,699,824.62</b>	<b>72.65%</b>	<b>27.35%</b>
<b>2 Operating Costs</b>						
5450 Auto/ Local Travel	333.75	5,863.07	6,600.00	736.93	88.83%	11.17%
5520 Committee Expenses			3,000.00	3,000.00	0.00%	100.00%
5600 Building Maintenance & Repair	3,998.37	60,214.14	89,000.00	28,785.86	67.66%	32.34%
5610 Computer&IT Maintenance&Repair	7,838.21	39,817.02	37,000.00	-2,817.02	107.61%	-7.61%
5630 Insurance Building & Content	1,656.94	13,500.82	38,200.00	24,699.18	35.34%	64.66%
5640 D & O and Liability Insurance	206.58	4,821.71	7,100.00	2,278.29	67.91%	32.09%
5650 Audit		25,000.00	24,000.00	-1,000.00	104.17%	-4.17%
5660 Legal Services		7,094.00	16,000.00	8,906.00	44.34%	55.66%
5670 CPA/ Financial Services	1,557.50	6,065.20	7,200.00	1,134.80	84.24%	15.76%
5700 Postage	2,252.34	20,689.20	42,000.00	21,310.80	49.26%	50.74%
5710 Supplies Coffee/Sodas	68.50	1,139.26	3,500.00	2,360.74	32.55%	67.45%
5720 Office Supplies	866.70	11,391.21	12,000.00	608.79	94.93%	5.07%
5730 Storage and Delivery	1,034.11	11,446.92	21,000.00	9,553.08	54.51%	45.49%
5750 Rent		10.00	10.00	0.00	100.00%	0.00%
5760 Telephone Service	1,263.54	6,868.14	8,400.00	1,531.86	81.76%	18.24%
5765 Cell Phone	754.30	7,397.28	9,600.00	2,202.72	77.06%	22.95%
5770 Utilities	3,300.29	35,556.32	49,000.00	13,443.68	72.56%	27.44%
5780 Copier	846.33	8,665.97	9,600.00	934.03	90.27%	9.73%
5790 Capital Expenditures		3,645.00	40,000.00	36,355.00	9.11%	90.89%
6001 Bank Service Charge				0.00		
6500 Taxes		70.00	65.00	-5.00	107.69%	-7.69%
<b>Total 2 Operating Costs</b>	<b>\$ 25,977.46</b>	<b>\$ 269,255.26</b>	<b>\$ 423,275.00</b>	<b>\$ 154,019.74</b>	<b>63.61%</b>	<b>36.39%</b>
<b>3 Personnel Costs</b>						
5800 Salaries	95,101.14	968,651.15	1,197,858.00	229,206.85	80.87%	19.13%
5830 Auto	461.54	4,796.72	6,000.00	1,203.28	79.95%	20.05%
5840 401K Contribution Match	3,739.06	37,108.68	48,600.00	11,491.32	76.36%	23.64%
5850 Employee Insurance	9,098.05	76,965.67	104,600.00	27,634.33	73.58%	26.42%
5870 Drug Testing		38.11	400.00	361.89	9.53%	90.47%
5880 Payroll Expense	9,533.56	101,351.79	104,400.00	3,048.21	97.08%	2.92%
5890 Staff Education		3,617.04	5,000.00	1,382.96	72.34%	27.66%
<b>Total 3 Personnel Costs</b>	<b>\$ 117,933.35</b>	<b>\$ 1,192,529.16</b>	<b>\$ 1,466,858.00</b>	<b>\$ 274,328.84</b>	<b>81.30%</b>	<b>18.70%</b>
<b>Total Expenses</b>	<b>\$ 908,457.95</b>	<b>\$ 8,631,868.80</b>	<b>\$ 11,760,042.00</b>	<b>\$ 10,851,584.05</b>	<b>73.40%</b>	<b>92.28%</b>
<b>Net Operating Income</b>	<b>\$ 827,609.59</b>	<b>\$ 717,712.81</b>	<b>\$ 0.00</b>	<b>\$ 827,609.59</b>		
<b>Net Income</b>	<b>\$ 827,609.59</b>	<b>\$ 717,712.81</b>	<b>\$ 0.00</b>	<b>\$ 827,609.59</b>		

# VISIT PENSACOLA PROFIT LOSS BUDGET PERFORMANCE VPI PRIVATE FUNDS ONLY

	Jul-25 Oct - July, 2025 (YTD)		Budget	Remaining	% of Budget	% Remaining
Actual						
<b>Income</b>						
4100 Membership Dues	1,250.01	149,000.08	133,000.00	-16,000.08	112.03%	-12.03%
4150 Advertising Income	4,175.00	117,012.50	122,000.00	4,987.50	95.91%	4.09%
4400 Gifts in Kind - Goods			150,000.00	150,000.00	0.00%	100.00%
4600 Misc Income	0.58	13,925.91	200.00	-13,725.91	6962.96%	-6862.96%
4620 Interest Income	8.82	118.25	1,000.00	881.75	11.83%	88.18%
4640 Event Income	1,410.00	17,262.54	14,000.00	-3,262.54	123.30%	-23.30%
<b>Total Income</b>	<b>\$ 6,844.41</b>	<b>\$ 297,319.28</b>	<b>\$ 420,200.00</b>	<b>\$ 122,880.72</b>	<b>70.76%</b>	<b>29.24%</b>
<b>Gross Profit</b>	<b>\$ 6,844.41</b>	<b>\$ 297,319.28</b>	<b>\$ 420,200.00</b>	<b>\$ 122,880.72</b>	<b>70.76%</b>	<b>29.24%</b>
<b>Expenses</b>						
<b>1 Direct Programming</b>						
5100 Advertising/Media	2,413.31	2,413.31	4,000.00	1,586.69	60.33%	39.67%
5110 Public Relations	2,340.59	11,407.27	53,000.00	41,592.73	21.52%	78.48%
5120 Advertising Production				0.00		
5130 Internet Site Production	948.63	8,636.35	5,000.00	-3,636.35	172.73%	-72.73%
5140 Festivals & Events Granted			10,000.00	10,000.00	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	450.44	1,223.86	28,500.00	27,276.14	4.29%	95.71%
5170 Brochures and Collateral		102.88	3,500.00	3,397.12	2.94%	97.06%
5180 Tradeshows	143.88	2,489.45	12,000.00	9,510.55	20.75%	79.25%
5190 Showcase			2,000.00	2,000.00	0.00%	100.00%
5210 Regional Partnership		11,520.00	3,500.00	-8,020.00	329.14%	-229.14%
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	35.00	1,702.21	6,395.00	4,692.79	26.62%	73.38%
<b>Total 5400 Business Travel &amp; Entertainment</b>	<b>\$ 35.00</b>	<b>\$ 1,863.66</b>	<b>\$ 11,580.00</b>	<b>\$ 9,716.34</b>	<b>16.09%</b>	<b>83.91%</b>
5500 Visitor Awareness Education		55,533.12	33,120.00	-22,413.12	167.67%	-67.67%
<b>Total 1 Direct Programming</b>	<b>\$ 6,331.85</b>	<b>\$ 96,997.08</b>	<b>\$ 186,750.00</b>	<b>\$ 89,752.92</b>	<b>3.39%</b>	<b>48.06%</b>
<b>2 Operating Costs</b>						
5450 Auto/ Local Travel	62.17	990.18	2,200.00	1,209.82	45.01%	54.99%
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	141.85	4,184.11	5,700.00	1,515.89	73.41%	26.59%
5720 Office Supplies	7.05	61.45	3,000.00	2,938.55	2.05%	97.95%
5730 Storage and Delivery			1,000.00	1,000.00	0.00%	100.00%
5900 Miscellaneous Expenses	4.99	770.99	2,500.00	1,729.01	30.84%	69.16%
5920 Bad Debt Expense	49,134.77	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	156.52	11,075.45	10,300.00	-775.45	107.53%	-7.53%
6010 Credit Card Processing Fee	437.27	6,148.25	6,000.00	-148.25	102.47%	-2.47%
6500 Taxes	105.75	1,191.44	4,000.00	2,808.56	29.79%	70.21%
6940 In Kind Expense			150,000.00	150,000.00	0.00%	100.00%
<b>Total 2 Operating Costs</b>	<b>\$ 50,050.37</b>	<b>\$ 73,717.06</b>	<b>\$ 187,150.00</b>	<b>\$ 113,432.94</b>	<b>39.39%</b>	<b>60.61%</b>
<b>3 Personnel Costs</b>						
5810 Commissions	519.38	26,198.75	28,500.00	2,301.25	91.93%	8.07%
5840 401K Contribution Match	31.16	1,108.89	1,800.00	691.11	61.61%	38.40%
5850 Employee Insurance	255.75	2,209.81	8,400.00	6,190.19	26.31%	73.69%
5880 Payroll Expense	52.04	2,649.88	3,600.00	950.12	73.61%	26.39%
5890 Staff Education		433.48	4,000.00	3,566.52	10.84%	89.16%
<b>Total 3 Personnel Costs</b>	<b>\$ 858.33</b>	<b>\$ 32,600.81</b>	<b>\$ 46,300.00</b>	<b>\$ 13,699.19</b>	<b>70.41%</b>	<b>29.59%</b>
<b>Total Expenses</b>	<b>\$ 57,240.55</b>	<b>\$ 203,314.95</b>	<b>\$ 420,200.00</b>	<b>\$ 216,885.05</b>	<b>48.39%</b>	<b>51.61%</b>
<b>Net Operating Income</b>	<b>-\$ 50,396.14</b>	<b>\$ 94,004.33</b>	<b>\$ 0.00</b>	<b>-\$ 94,004.33</b>		
<b>Net Income</b>	<b>-\$ 50,396.14</b>	<b>\$ 94,004.33</b>	<b>\$ 0.00</b>	<b>-\$ 94,004.33</b>		

# UNIFIED

## PROFIT LOSS BUDGET PERFORMANCE ALL FUNDING SOURCES

	Jul-25		Budget	Remaining	% of Budget	% Remaining
	Actual	Oct - July, 2025 (YTD)				
Income						
4000 Tourism Development Tax-ACE	700,000.00	939,670.60	1,954,375.00	1,014,704.40	48.08%	51.92%
4000 Tourism Development Tax-TDT	1,386,067.54	6,564,155.99	7,838,125.00	1,273,969.01	83.75%	16.25%
Advance Payment	350,000.00	1,350,000.00	2,000,000.00	650,000.00	67.50%	32.50%
4050 - TDT Supplemental			614,395.00	1,034,242.00	168.34%	0.00%
Rollover from FY24			2,245,852.00			
<b>Total 4000 Tourism Development Tax-TDT</b>	<b>\$ 2,436,067.54</b>	<b>\$ 8,853,826.59</b>	<b>\$ 14,652,747.00</b>	<b>\$ 5,798,920.41</b>	<b>60.42%</b>	<b>39.58%</b>
4100 Membership Dues	1,250.01	149,000.08	133,000.00	-16,000.08	112.03%	-12.03%
4150 Advertising Income	4,175.00	117,012.50	122,000.00	4,987.50	95.91%	4.09%
4400 Gifts in Kind - Goods			150,000.00	150,000.00	0.00%	100.00%
4600 Misc Income	0.58	13,925.91	200.00	-13,725.91	6962.96%	-6862.96%
4620 Interest Income	8.82	118.25	1,000.00	881.75	11.83%	88.18%
4640 Event Income	1,410.00	17,262.54	14,000.00	-3,262.54	123.30%	-23.30%
<b>Total Income</b>	<b>\$ 2,442,911.95</b>	<b>\$ 9,151,145.87</b>	<b>\$ 15,072,947.00</b>	<b>\$ 5,921,801.13</b>	<b>60.71%</b>	<b>39.29%</b>
<b>Gross Profit</b>	<b>\$ 2,442,911.95</b>	<b>\$ 9,151,145.87</b>	<b>\$ 15,072,947.00</b>	<b>\$ 5,921,801.13</b>	<b>60.71%</b>	<b>39.29%</b>
Expenses						
1 Direct Programming				0.00		
5090 Marketing Research	68,901.91	371,064.50	350,720.00	-20,344.50	105.80%	-5.80%
5100 Advertising/Media	142,572.81	186,228.86	273,800.00	87,571.14	68.02%	31.98%
5110 Public Relations	21,655.57	137,614.26	220,610.00	82,995.74	62.38%	37.62%
5120 Advertising Production	6,600.00	18,381.51	21,035.83	2,654.32	87.38%	12.62%
5130 Internet Site Production	34,312.28	355,892.14	425,252.00	69,359.86	83.69%	16.31%
5140 Festivals & Events Granted		102,661.69	122,661.69	20,000.00	83.69%	16.31%
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	5,242.70	47,253.69	63,720.68	16,466.99	74.16%	25.84%
5160 Sales Promotions	32,065.22	54,784.10	146,500.00	91,715.90	37.40%	62.60%
5170 Brochures and Collateral		148,955.04	156,700.00	7,744.96	95.06%	4.94%
5180 Tradeshows	3,211.81	177,555.48	200,950.00	23,394.52	88.36%	11.64%
5190 Showcase	443,883.53	5,265,327.07	7,567,257.75	2,301,930.68	69.58%	30.42%
5210 Regional Partnership	8,729.13	98,811.66	86,500.00	-12,311.66	114.23%	-14.23%
5215 Tourism Development Projects			0.00	0.00		
5220 Registration	2,300.00	24,999.44	47,750.00	22,750.56	52.35%	47.65%
5230 Dues and Subscriptions	1,001.67	41,903.30	63,020.00	21,116.70	66.49%	33.51%
5400 Business Travel & Entertainment	367.36	39,766.09	92,805.00	53,038.91	42.85%	57.15%
5400-1 Disallowed Travel Expense	35.00	2,205.54	6,395.00	4,189.46	34.49%	65.51%
<b>Total 5400 Business Travel &amp; Entertainment</b>	<b>\$ 402.36</b>	<b>\$ 41,971.63</b>	<b>\$ 99,200.00</b>	<b>\$ 57,228.37</b>	<b>42.31%</b>	<b>57.69%</b>
5500 Visitor Awareness Education		82,548.39	67,790.00	-14,758.39	121.77%	-21.77%
7400 ACE - DP		900,000.00	2,892,705.00	1,992,705.00	0.00%	68.89%
<b>Total 1 Direct Programming</b>	<b>\$ 770,878.99</b>	<b>\$ 8,167,081.46</b>	<b>\$ 12,949,364.00</b>	<b>\$ 4,782,282.54</b>	<b>63.07%</b>	<b>36.93%</b>
2 Operating Costs				0.00		
5450 Auto/ Local Travel	395.92	6,853.25	8,800.00	1,946.75	77.88%	22.12%
5520 Committee Expenses			3,750.00	3,750.00	0.00%	100.00%
5600 Building Maintenance & Repair	3,998.37	60,214.36	89,000.00	28,785.64	67.66%	32.34%
5610 Computer&IT Maintenance&Repair	7,838.21	39,817.02	37,000.00	-2,817.02	107.61%	-7.61%
5630 Insurance Building & Content	1,656.94	13,500.82	38,200.00	24,699.18	35.34%	64.66%
5640 D & O and Liability Insurance	206.58	4,821.71	7,100.00	2,278.29	67.91%	32.09%
5650 Audit		25,000.00	24,000.00	-1,000.00	104.17%	-4.17%
5660 Legal Services		7,094.00	16,000.00	8,906.00	44.34%	55.66%
5670 CPA/ Financial Services	1,557.50	6,065.20	7,200.00	1,134.80	84.24%	15.76%
5700 Postage	2,252.34	20,822.66	42,200.00	21,377.34	49.34%	50.66%
5710 Supplies Coffee/Sodas	210.35	5,323.37	9,200.00	3,876.63	57.86%	42.14%
5720 Office Supplies	873.75	11,452.66	15,000.00	3,547.34	76.35%	23.65%
5730 Storage and Delivery	1,034.11	11,446.92	22,000.00	10,553.08	52.03%	47.97%
5750 Rent		10.00	10.00	0.00	100.00%	0.00%
5760 Telephone Service	1,263.54	6,868.14	8,400.00	1,531.86	81.76%	18.24%
5766 Cell Phone	754.30	7,397.28	9,600.00	2,202.72	77.06%	22.95%
5770 Utilities	3,300.29	35,556.32	49,000.00	13,443.68	72.56%	27.44%
5780 Copier	846.33	8,665.97	9,600.00	934.03	90.27%	9.73%
5790 Capital Expenditures		3,645.00	40,000.00	36,355.00	9.11%	90.89%
5900 Miscellaneous Expenses	4.99	770.99	2,500.00	1,729.01	30.84%	69.16%
5920 Bad Debt Expense	49,134.77	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	156.52	11,075.45	10,300.00	-775.45	107.53%	-7.53%
6010 Credit Card Processing Fee	437.27	6,148.25	6,000.00	-148.25	102.47%	-2.47%
6500 Taxes	105.75	1,261.44	4,065.00	2,803.56	31.03%	68.97%
6940 In Kind Expense			150,000.00	150,000.00	0.00%	100.00%
<b>Total 2 Operating Costs</b>	<b>\$ 76,027.83</b>	<b>\$ 342,972.32</b>	<b>\$ 610,425.00</b>	<b>\$ 267,452.68</b>	<b>56.19%</b>	<b>43.81%</b>
3 Personnel Costs						

## UNIFIED

### PROFIT LOSS BUDGET PERFORMANCE ALL FUNDING SOURCES

5800 Salaries	95,101.14	968,651.15	1,197,858.00	229,206.85	80.87%	19.13%
5810 Commissions	519.38	26,198.75	28,500.00	2,301.25	91.93%	8.07%
5830 Auto	461.54	4,796.72	6,000.00	1,203.28	79.95%	20.05%
5840 401K Contribution Match	3,770.22	38,217.57	50,400.00	12,182.43	75.83%	24.17%
5850 Employee Insurance	9,353.80	79,175.48	113,000.00	33,824.52	70.07%	29.93%
5870 Drug Testing		38.11	400.00	361.89	9.53%	90.47%
5880 Payroll Expense	9,585.60	104,001.67	108,000.00	3,998.33	96.30%	3.70%
5890 Staff Education		4,050.52	9,000.00	4,949.48	45.01%	54.99%
Total 3 Personnel Costs	<b>\$ 118,791.68</b>	<b>\$ 1,225,129.97</b>	<b>\$ 1,513,158.00</b>	<b>\$ 288,028.03</b>	<b>80.97%</b>	<b>19.03%</b>
Total Expenses	<b>\$ 965,698.50</b>	<b>\$ 9,735,183.75</b>	<b>\$ 15,072,947.00</b>	<b>\$ 5,337,763.25</b>	<b>64.59%</b>	<b>35.41%</b>
Net Operating Income	<b>\$ 1,477,213.45</b>	<b>-\$ 584,037.88</b>	<b>\$ 0.00</b>	<b>\$ 584,037.88</b>		
Net Income	<b>\$ 1,477,213.45</b>	<b>-\$ 584,037.88</b>	<b>\$ 0.00</b>	<b>\$ 584,037.88</b>		