

MANATEE COUNTY GOVERNMENT

BRADENTON AREA CONVENTION & VISITORS BUREAU
(BACVB)



VISIT FLORIDA PARTNER FINANCIAL INFORMATION

JULY 1, 2019

REVENUES

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
REVENUES
FOR THE YEAR TO DATE ENDING 9/30/2018

	FY2018 ACTUAL
Revenues	
Tourist Development Tax (4 cents) *	\$ 11,780,359
Intergovernmental - Miscellaneous Grants - Physical Environment - FL Specialty Arts Tag (Manatee)	\$ 27,127
Advertising Revenues	-
Interest Income	188,493
Contributions - Cultural/Recreation - FSF Grants	116,710
Contributions - Physical Environment Operating Grants	-
Miscellaneous Revenues	559
Refund-Prior Year Expenditures	-
Reimbursement-Tourist Development Joint Activity	-
Operating Grants	-
Total Revenues	\$ 12,113,248

* Of the five cents collected on every dollar, four cents are used for marketing and promoting of tourism interests in Manatee County, and the remaining one cent is used for beach renourishment. The one cent for beach renourishment is accounted for in a separate fund and department of Manatee County.

OPERATING BUDGET

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2018

	FY2018 ADOPTED
Tax Collector-CVB	
Constitutional officers' budgets	\$ 327,715.00
Total for CVB-Tax Collector	327,715.00
 CVB Direct Marketing	
Other contractual services	1,271,640.00
Telephone	6,480.00
Postage	6,900.00
Rents and leases	5,000.00
Printing & binding	170,000.00
Advertising	1,739,646.00
Operating supplies & expense	500
Total for Direct Marketing	3,200,166.00
 CVB Administration	
Regular salaries and wages	510,334.00
Other salaries and wages	43,392.00
Overtime	2,293.00
FICA taxes	39,039.00
Retirement contributions	37,392.00
Health insurance	110,206.00
Life insurance	1,491.00
Long-term disability	1,491.00
Flex benefits	3,045.00
Attorneys fees	10,125.00
Other contractual services	3,500.00
Indirect cost services	445,022.00
Temporary Employment Services	18,771.00
Travel and per diem	21,011.00
In County Travel Cost	3,506.00
Telephone	4,000.00
Postage	1,000.00
In-house Communication Charges	800
Rents and leases	41,820.00
Vehicle Recovery Charge	2,937.00
Data System Recovery Charge	3,800.00
Insurance	4,205.00
Vehicle maintenance	1,200.00
Automated systems maintenance	5,900.00
Printing & binding	3,500.00
In-house copying and printing	500
Awards	350
Advertising	350

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2018

	FY2018 ADOPTED
Tax Collector-CVB	
Office Supplies	6,500.00
Operating supplies & expense	11,825.00
Software	500
Uniforms	2,310.00
Gas, Oil & Tires	500
In-house Fuel Charges	629
Books/Publications/Subscriptions/Memberships	51,827.00
Education	16,174.00
Total for CVB Administration	1,411,245.00
 CVB Promotions	
Other contractual services	250,000.00
Travel and per diem	48,500.00
In County Travel Cost	350
Rents and leases	5,674.00
Promotional activities	654,220.00
Awards	280
Operating supplies & expense	500
Software	9,000.00
Uniforms	600
Gas, Oil & Tires	500
Total for CVB Promotions	969,624.00
 CVB-Sports Marketing	
Other contractual services	7,000.00
Travel and per diem	9,360.00
In County Travel Cost	900
Postage	500
Promotional activities	294,040.00
Advertising	24,500.00
Office Supplies	500
Uniforms	350
Books/Publications/Subscriptions/Memberships	2,795.00
Total for Sports Marketing	339,945.00
 CVB-Arts & Culture Segment	
Regular salaries and wages	67,892.00
FICA taxes	5,194.00
Retirement contributions	5,105.00
Health insurance	11,824.00
Life insurance	204
Long-term disability	204

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2018

	FY2018 ADOPTED
Tax Collector-CVB	
Flex benefits	350
Data System Recovery Charge	500
Automated systems maintenance	660
Promotional activities	50,000.00
Office Supplies	500
Operating supplies & expense	500
Total for Arts & Culture Segment	142,933.00
 Tourist Info Center-CVB	
Health insurance	2,055.00
Other contractual services	91,950.00
Rents and leases	4,800.00
Advertising	90,000.00
Operating supplies & expense	5,000.00
Total for Tourist Information Center	193,805.00
 Other Civic Enterprises-CVB	
Aids to governmental agencies	400,000.00
Aid to private organizations	630,000.00
Total for Other Civic Enterprises	1,030,000.00
 Beach Clean-Up	
Regular salaries and wages	48,872.00
FICA taxes	3,223.00
Retirement contributions	3,168.00
Health insurance	13,433.00
Life insurance	127
Long-term disability	127
Flex benefits	700
Other contractual services	84,700.00
Indirect cost services	1,701.00
Utility services	103,618.00
Vehicle Recovery Charge	21,327.00
Insurance	72
Vehicle maintenance	12,344.00
Operating supplies & expense	79,508.00
In-house Fuel Charges	5,000.00
Total for Beach Clean-Up	377,920.00
 Beach Maintenance & Improvement	
Regular salaries and wages	127,360.00
Overtime	1,200.00

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2018

	FY2018 ADOPTED
Tax Collector-CVB	
FICA taxes	9,410.00
Retirement contributions	9,577.00
Health insurance	22,744.00
Life insurance	383
Long-term disability	383
Flex benefits	753
Professional services	42,526.00
Attorneys fees	1,000.00
Other contractual services	70,000.00
Indirect cost services	2,896.00
Travel and per diem	4,500.00
Vehicle Recovery Charge	40,881.00
Vehicle maintenance	45,098.00
Operating supplies & expense	2,000.00
Uniforms	200
In-house Fuel Charges	10,000.00
Books/Publications/Subscriptions/Memberships	7,100.00
Education	1,600.00
Total for Beach Maintenance Improvements	399,611.00
 Tourist Tax-OtherDebtSvc-Admin	
Interest	17,000.00
Total for Tourist Tax-Other	17,000.00
 Transfers-CVB	
Transfer to General Fund	500,000.00
Transfer to Convention Center	600,000.00
Total for Transfers	1,100,000.00
 TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND	 \$ 9,509,964.00

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2019

	FY2019 ADOPTED
Tax Collector-CVB	
Constitutional officers' budgets	\$ 337,546.00
Total for CVB-Tax Collector	337,546.00
 CVB Direct Marketing	
Other contractual services	1,278,900.00
Telephone	6,480.00
Postage	6,900.00
Rents and leases	5,000.00
Printing & binding	80,000.00
Advertising	1,733,646.00
Operating supplies & expense	500
Total for Direct Marketing	3,111,426.00
 CVB Administration	
Regular salaries and wages	550,168.00
Other salaries and wages	26,280.00
Overtime	2,293.00
FICA taxes	42,072.00
Retirement contributions	41,541.00
Health insurance	115,310.00
Life insurance	1,573.00
Long-term disability	1,573.00
Flex benefits	3,045.00
Attorneys fees	10,125.00
Other contractual services	3,500.00
Indirect cost services	445,022.00
Temporary Employment Services	18,771.00
Travel and per diem	21,011.00
In County Travel Cost	3,506.00
Telephone	4,000.00
Postage	1,000.00
In-house Communication Charges	800
Rents and leases	41,820.00
Vehicle Recovery Charge	3,230.00
Data System Recovery Charge	3,800.00
Insurance	3,439.00
Vehicle maintenance	1,200.00
Automated systems maintenance	5,900.00
Printing & binding	3,500.00
In-house copying and printing	500
Awards	350
Advertising	350
Office Supplies	6,500.00
Operating supplies & expense	11,825.00
Software	500
Uniforms	2,310.00
Gas, Oil & Tires	500

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2019

	FY2019 ADOPTED
Tax Collector-CVB	
In-house Fuel Charges	629
Books/Publications/Subscriptions/Memberships	51,827.00
Education	16,174.00
Total for CVB Administration	1,445,944.00
 CVB Promotions	
Other contractual services	250,000.00
Travel and per diem	44,700.00
In County Travel Cost	350
Rents and leases	5,674.00
Promotional activities	669,020.00
Awards	280
Operating supplies & expense	500
Software	9,000.00
Uniforms	600
Gas, Oil & Tires	500
Total for CVB Promotions	980,624.00
 CVB-Sports Marketing	
Other contractual services	7,000.00
Travel and per diem	9,360.00
In County Travel Cost	900
Postage	500
Promotional activities	294,040.00
Advertising	24,500.00
Office Supplies	500
Uniforms	350
Books/Publications/Subscriptions/Memberships	2,795.00
Total for Sports Marketing	339,945.00
 CVB-Arts & Culture Segment	
Regular salaries and wages	57,715.00
FICA taxes	4,415.00
Retirement contributions	4,571.00
Health insurance	31.00
Life insurance	173
Long-term disability	173
Flex benefits	350
Data System Recovery Charge	500
Automated systems maintenance	660
Promotional activities	50,000.00
Office Supplies	500
Operating supplies & expense	500
Total for Arts & Culture Segment	119,588.00
 PSC Sports Marketing	
Regular salaries and wages	84,256

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2019

	FY2019 ADOPTED
Tax Collector-CVB	
FICA taxes	6,446
Retirement contributions	6,673
Health insurance	19,060
Life insurance	252
Long-term disability	252
Flex benefits	543
Healthy habits	964
Other contractual services	50,000
Travel and per diem	1,650
In County Travel Costs	964
Promotion Activities	2,000
Operating supplies & expense	2,475
Uniforms	500
Total for Tourist Information Center	176,035.00
 Tourist Info Center-CVB	
Health insurance	2,002.00
Other contractual services	91,950.00
Rents and leases	4,800.00
Advertising	90,000.00
Operating supplies & expense	5,000.00
Total for Tourist Information Center	193,752.00
 Other Civic Enterprises-CVB	
Aids to governmental agencies	400,000.00
Aid to private organizations	630,000.00
Total for Other Civic Enterprises	1,030,000.00
 Beach Clean-Up	
Regular salaries and wages	43,398.00
FICA taxes	3,320.00
Retirement contributions	3,438.00
Health insurance	14,007.00
Life insurance	130
Long-term disability	130
Flex benefits	700
Other contractual services	86,186.00
Indirect cost services	1,701.00
Utility services	103,618.00
Vehicle Recovery Charge	23,460.00
Insurance	100
Vehicle maintenance	12,344.00
Operating supplies & expense	75,893.00
In-house Fuel Charges	5,000.00
Total for Beach Clean-Up	373,425.00
 Beach Maintenance & Improvement	

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2019

	FY2019 ADOPTED
Tax Collector-CVB	
Regular salaries and wages	125,388.00
Overtime	1,200.00
FICA taxes	9,138.00
Retirement contributions	9,931.00
Health insurance	21,576.00
Life insurance	378
Long-term disability	378
Flex benefits	753
Professional services	42,526.00
Attorneys fees	1,000.00
Other contractual services	70,000.00
Indirect cost services	2,896.00
Travel and per diem	4,500.00
Vehicle Recovery Charge	44,964.00
Vehicle maintenance	45,098.00
Operating supplies & expense	2,000.00
Uniforms	200
In-house Fuel Charges	10,000.00
Books/Publications/Subscriptions/Memberships	7,100.00
Education	1,600.00
Total for Beach Maintenance Improvements	400,626.00
 Tourist Tax-OtherDebtSvc-Admin	
Interest	17,000.00
Total for Tourist Tax-Other	17,000.00
 Transfers-CVB	
Transfer to General Fund	500,000.00
Transfer to Convention Center	600,000.00
Total for Transfers	1,100,000.00
 TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND	 \$ 9,625,911.00

EMPLOYEE
&
TOURIST
DEVELOPMENT
COUNCIL
INFORMATION

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
EMPLOYEE SALARY LISTING
2019

JOB TITLE	HOURLY RATE	ANNUAL SALARY	BENEFITS	TOTAL SALARY
COMMUNICATIONS MANAGER-TOURISM	\$31.81	\$66,164.80	\$22,130.07	\$88,294.87
CVB OUTREACH & EVENTS SPECIALIST	\$22.72	\$47,257.60	\$9,920.62	\$57,178.22
DIRECTOR - CVB/CONVENTION CENTER	\$66.72	\$138,777.60	\$60,070.23	\$198,847.83 allocated 80%
EVENT SUPERVISOR	\$17.76	\$36,940.80	\$16,047.71	\$52,988.51 allocated 80%
FISCAL TECHNICIAN	\$17.61	\$26,739.02	\$3,869.13	\$30,608.15
FACILITIES OPERATIONS MANAGER-CVB	\$36.54	\$76,003.20	\$11,373.56	\$87,376.76 allocated 80%
MARKETING AND OUTREACH SPECIALIST	\$27.70	\$57,616.00	\$20,884.83	\$78,500.83
MARKETING REPRESENTATIVE	\$25.33	\$52,686.40	\$20,131.39	\$72,817.79
MARKETING SPECIALIST	\$17.64	\$36,691.20	\$12,255.59	\$48,946.79
SENIOR ADMINISTRATIVE SPECIALIST	\$24.07	\$50,065.60	\$22,636.50	\$72,702.10
SENIOR CVB MANAGER	\$40.47	\$84,177.60	\$23,508.29	\$107,685.89 allocated 90%
SENIOR FISCAL SERVICES MANAGER	\$37.80	\$78,624.00	\$29,638.67	\$108,262.67
TRAVEL TRADE & INDUSTRY RELATIONS MANAGER	\$24.98	\$51,958.40	\$3,226.62	\$55,185.02

Source: Cost per Hour Report as of 5/14/2019

MANATEE COUNTY
TOURIST DEVELOPMENT COUNCIL MEMBERS
2018

Elected Officials

Carol Whitmore, **Chairman**
Tourist Development Council
P.O. Box 1000
748-4501 x3708
e-mail: carol.whitmore@mymanatee.org
*January, 2018

Wayne Poston, Mayor
City of Bradenton
Caller Service 25015
Bradenton, FL 34206
932-9450
e-mail: wayne.poston@cityofbradenton.com
*June, 2020

Doug Copeland, Commissioner
City of Anna Maria
708 N. Bay Blvd., P.O. Box 1264
Anna Maria, FL 34216
941-778-9205
e-mail: amcommcopeland@cityofannamaria.com
*June, 2020

Interested Citizens

Jack Rynerson
70 Tidy Island Blvd.
Bradenton, FL 34210
794-1289
e-mail: jrynerson@aol.com
*June, 2018

Vernon DeSear
1209 3rd St. Dr. E.
Palmetto, FL 34221
745-7306
e-mail: vernon.desear@mmhhs.com
*June, 2018

Hoteliers

Jiten Patel
Holiday Inn Sarasota-Bradenton Airport
8009 15th St. E.
Sarasota, FL 34243
355-9000
e-mail: bradentonhie@gmail.com
*June, 2021

VACANT SEAT
*June, 2021

Ed Chiles
The Waterline Hotel and Beach Inn
P.O. Box 1478
Anna Maria, FL 34216
778-1696
e-mail: echiles@chilesgroup.com
*June, 2021

Dale Sconyers
Holiday Inn Lakewood Ranch
6231 Lake Osprey Drive
Sarasota, FL 34240
782-4400
e-mail: dale.sconyers@hilor.com
*June, 2021

All TDC advisory board members are unpaid volunteers.

* = Term expiration

Updated: 5/31/2018

MANATEE COUNTY
TOURIST DEVELOPMENT COUNCIL MEMBERS
2019

Elected Officials

Carol Whitmore, **Chairman**
Tourist Development Council
P.O. Box 1000
748-4501 x3708
e-mail: carol.whitmore@mymanatee.org
*January, 2020

Wayne Poston, Mayor
City of Bradenton
Caller Service 25015
Bradenton, FL 34206
932-9450
e-mail: wayne.poston@cityofbradenton.com
*June, 2020

Doug Copeland, Commissioner
City of Anna Maria
708 N. Bay Blvd., P.O. Box 1264
Anna Maria, FL 34216
941-778-9205
e-mail: amcommcopeland@cityofannamaria.com
*June, 2020

Interested Citizens

Jack Rynerson
70 Tidy Island Blvd.
Bradenton, FL 34210
794-1289
e-mail: jrynerson@aol.com
*June, 2022

Vernon DeSear
1209 3rd St. Dr. E.
Palmetto, FL 34221
745-7306
e-mail: vernon.desear@mmhhs.com
*June, 2022

Hoteliers

Jiten Patel
Holiday Inn Sarasota-Bradenton Airport
8009 15th St. E.
Sarasota, FL 34243
355-9000 cell: 941-962-7600
e-mail: bradentonhie@gmail.com
*June, 2021

Eric Cairns
Cedar Cove Resort
2710 Gulf Drive
Holmes Beach, FL 34217
778-1010
e-mail: info@cedarcoversort.com
*June, 2021

Ed Chiles
The Waterline Hotel and Beach Inn
P.O. Box 1478
Anna Maria, FL 34216
778-1696
e-mail: echiles@chilesgroup.com
*June, 2021

Barbara Baker
Anna Maria Island Resorts
300 Bay Drive S.
Bradenton Beach, FL 34217
778-0156 x119
e-mail: barbara@annamariaislandresorts.net
*June, 2021

ALL TDC advisory members are unpaid volunteers.

* = Term expiration

Updated: 4/25/2019

**EXPENDITURES
COORDINATED
WITH VISIT
FLORIDA**

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
VISIT FLORIDA (VF) RELATED/PARTNERSHIP EXPENDITURES
FY2018 (For the period ended 09/30/2018)

MONTH	DESCRIPTION	DATE	AMOUNT	PURPOSE
December 2018	2017 Florida Encounter Conference & Trade Show, West Palm Beach, FL	12/13-15/2017	\$ 3,250.00	Booth registration/sponsorship
January 2017	Florida Huddle, Appointment based Trade Show, Orlando, FL	1/9-11/2018	4,190.00	Booth Registration
January 2018	2018 Visit Florida - Official Visitor Guide (Vacation Guide) - Miles Media	1/1/2018	16,471.99	Advertising - Full Page
February 2018	2018 Visit Florida Official Travel Guide UK - BMI Publishing	2/12/2018	8,600.00	Advertising - Full Page
June 2018	Visit Florida-Virtual Sunshine Munich Media Reception-press release/media kit (no personal attendance at the event) - Germany	6/6/2018	200.00	Media Kit
June 2018	Visit Florida Partnership Sponsorship for Breakfast at Zota Beach Resort, LBK	5/22/2018	720.00	
June 2018	PR - FAM Partnership with Visit Florida -Abigail King-Travel Writer of "Inside the Travel Lab" - UK Market	6/1-4/2018	267.00	lodging for travel writer
July 2018	Visit Florida - Partnership Dues	7/1/2018 - 06/30/2019	4,104.91	Membership Dues
September 2018	2018 Florida Governor's Conference - Championsgate, FL	9/12-14/2018	459.00	Registration for Aimee Blenker
September 2018	2018 Florida Governor's Conference - Championsgate, FL	9/12-14/2018	459.00	Registration for Emily Knight
September 2018	2018 Florida Governor's Conference - Championsgate, FL	9/12-14/2018	189.00	Wednesday Evening Event only registration for Kelly Clark
September 2018	Visit Florida - 2018-2019 Official Welcome Center Brochure Rack Space Lease Program	7/1/2018 - 06/30/2019	2,674.25	Rack Space Lease
November 2018	World Travel Market (WTM) Dinner - London, UK	11/5-6/2018	\$ 300.00	For Kelly Clark in attendance at WTM
November 2018	World Travel Market (WTM) - London, UK	11/5-6/2018	\$ 10,160.00	Registration
TOTAL			\$ 52,045.15	

ITEMIZED
TRAVEL
AND
ENTERTAINMENT
EXPENDITURES

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
TRAVEL & ENTERTAINMENT EXPENDITURES
FY2018 (FOR THE PERIOD ENDING 9/30/2018)

MONTH	DATE	DESCRIPTION/PURPOSE	LOCATION	ATTENDEE	REGISTRATION	BOOTH	TRANSPORTATION	LODGING	GAS/FUEL	MEALS/Per Diem	ENTERTAINMENT	PARKING	OTHER	SPONSORSHIP	TOTAL
October	10/4/2017	FSAE 2017 Education Expo	Tallahassee, FL	Aimee Blenker	\$900.00			\$196.00		\$74.00	\$37.15				\$1,207.15
October	10/09-11/2017	NASC/CSEE Fall Course Summit	Detroit, MI	Sean Walter	\$699.00		\$697.97	\$423.20		\$110.00		\$36.00	\$19.95		\$1,986.12
October	10/17-19/2017	eTourism Summit	San Francisco, CA	Emily Knight	\$2,290.00		\$825.67	\$1,299.52		\$240.00					\$4,655.19
October/November	10/30-11/03/2017	Team Sports Trade Show	Orlando, FL	Aimee Blenker				\$1,094.00		\$175.00					\$1,269.00
October/November	10/30-11/03/2017	Team Sports Trade Show	Orlando, FL	Sean Walter	\$3,790.00	\$94.26	\$111.28	\$1,140.98		\$175.00	\$517.60				\$5,829.12
November	11/07-13/2017	Airline Press Conference & HX The Hotel Experience/convention	Pittsburgh, PA & New York,	Elliot Falcione	\$75.00		\$872.81	\$670.26	\$22.20	\$248.00	\$43.00	\$91.00			\$2,022.27
December	12/07-12/2017	PirateFest 2017	Pittsburgh, PA	Elliot Falcione			\$557.84		\$28.15	\$147.00	\$2,535.06	\$92.00			\$3,360.05
December	12/13-16/2017	Florida Encounter by Visit Florida	West Palm Beach, FL	Aimee Blenker	\$2,500.00	\$215.00		\$477.00		\$106.00				\$750.00	\$4,048.00
January	01/09-11/2018	Florida Huddle	Fort Lauderdale, FL	Kelly Clark	\$4,190.00			\$717.00		\$44.00	\$49.30				\$5,000.30
January	01/09-11/2018	Florida Huddle	Fort Lauderdale, FL	Kasara Morison		\$1,909.50		\$717.00		\$28.00					\$2,654.50
January	01/18-20/2018	Trumpet Awards	Atlanta, GA	Aimee Blenker			\$521.80	\$516.51		\$130.00					\$1,168.31
January	01/18-20/2018	Trumpet Awards	Atlanta, GA	Elliot Falcione			\$556.10			\$82.00		\$40.00	\$221.75		\$899.85
January	01/18-20/2018	United Soccer Coach Convention	Philadelphia, PA	Antonio Saviano		\$600.00	\$110.17	\$575.19		\$193.00		\$30.00			\$1,508.36
January	1/26-29/2018	Pittsburgh AAA Travel Showcase	Pittsburgh, PA	Elliot Falcione	\$1,333.85		\$584.10		\$9.93	\$172.00		\$89.00			\$2,981.48
January	01/26-30/2018	ABA's Annual Meeting & Marketplace	Charlotte, NC	Aimee Blenker	\$1,545.00	\$1,921.48	\$97.80	\$1,181.30		\$199.00	\$104.23				\$5,048.81
January	01/26-30/2018	ABA's Annual Meeting & Marketplace	Charlotte, NC	Sable Santana	\$700.00		\$693.80	\$1,181.30		\$199.00		\$72.00		\$2,500.00	\$5,346.10
February	02/08-09/2018	Sun & Stars Splash Event, Giveaway & Media Mission	Dallas, TX	Kelly Clark			\$438.38	\$535.98		\$193.00		\$72.00			\$1,239.36
February	02/08-09/2018	Sun & Stars Splash Event, Giveaway & Media Mission	Dallas, TX	Emily Knight			\$768.50	\$389.80		\$134.00			\$15.00		\$1,307.30
February	02/08-09/2018	Sun & Stars Splash Event, Giveaway & Media Mission	Dallas, TX	Kasara Morison		\$34.77	\$205.98	\$357.32	\$7.12	\$134.00			\$5.51		\$744.70
February	02/09-10/2018	Destination Leadership	Washington DC	Michelle Stewart	\$1,375.00		\$339.84	\$629.25		\$174.00					\$2,518.09
March	03/07-10/2018	ITB Berlin Convention	Berlin, Germany	Elliot Falcione	\$12,169.50	\$369.99	\$3,040.36	\$1,166.43		\$101.00	\$335.00	\$60.00			\$17,242.28
March	3/27/2018	PRSA Tampa Chapter/ Meeting	Tampa, FL	Kelly Clark / Kasa	\$60.00										\$60.00
April	04/09-10/2018	Association Sales Mission	Tallahassee, FL	Aimee Blenker				\$131.00	\$32.89	\$62.00					\$225.89
April	04/12-13/2018	Annual Department Director Retreat	Punta Gorda, FL	Elliot Falcione				\$93.00							\$93.00
April	04/18-20/2018	FADMO Destination Marketing Summit	Palm Coast, FL	Sable Santana	\$295.00			\$443.78		\$47.00					\$785.78
April	4/19/2018	MPI - Meeting Academy Conference	Sarasota, FL	Anne Vanworme	\$119.00		\$16.24								\$135.24
April	4/19/2018	MPI - Meeting Academy Conference	Sarasota, FL	Tonya Kida	\$119.00										\$119.00
April	04/23-26/2018	NASC Symposium / Conference	Minneapolis, MN	Sean Walter	\$1,465.00		\$625.10	\$878.04		\$162.00	\$146.60	\$60.00	\$4.00		\$3,340.74
May	05/08-11/2018	Local Arts Agency Leadership Professional Development Intensive	New Smyrna Beach, FL	Judith Tilton					\$29.76	\$30.00					\$59.76
May	5/15/2018	Capital Events Tradeshow	Tallahassee, FL	Aimee Blenker	\$1,000.00			\$278.00	\$37.02	\$73.00		\$30.00			\$1,418.02
May	5/16/2018	FSAE Power Luncheon	Tallahassee, FL	Aimee Blenker	\$30.00					\$12.00					\$42.00
May	05/17-18/2018	AAA Blitz	Ft. Lauderdale, FL	Aimee Blenker			\$70.00	\$79.00	\$90.39	\$60.00			\$10.19		\$309.58
May	05/19-23/2018	International POW WOW	Denver, CO	Elliot Falcione	\$13,365.00	\$2,925.18	\$776.00	\$1,176.60		\$160.00	\$384.94	\$60.00	\$10.00		\$18,857.72
May	05/21-23/2018	Florida Sports Foundation Sports Summit / Meeting conference	Jacksonville, FL	Sean Walter			\$310.65	\$537.00		\$104.00					\$951.65
June	06/03-06/2018	PRSA Travel & Tourism Conference	New Orleans, LA	Kelly Clark	\$799.00		\$339.09	\$488.22		\$88.00					\$1,714.31
June	06/03-06/2018	PRSA Travel & Tourism Conference	New Orleans, LA	Kasara Morison	\$799.00		\$288.22	\$488.22		\$88.00					\$1,663.44
June	06/13-15/2018	Art Opportunity - Sales Mission	Los Angeles, CA	Elliot Falcione			\$979.12	\$361.48	\$12.26	\$102.00	\$222.15	\$40.00			\$1,717.01
June	06/24-27/2018	STS - Marketing College	Dahlonega, GA	Aimee Blenker	\$1,670.00		\$711.50		\$23.16	\$58.00					\$2,462.66
June	06/25-29/2018	UK Media & Trade Mission	London, UK	Kasara Morison			\$1,550.54	\$2,256.90		\$642.00	\$128.68				\$4,578.12
June	06/25-29/2018	UK Media & Trade Mission	London, UK	Kelly Clark		\$69.81	\$1,437.68	\$2,043.98		\$642.00	\$83.22				\$4,276.69
July	07/08-13/2018	Sales & Focus Group Mission	Portland, ME	Elliot Falcione			\$784.00	\$1,075.61		\$208.00	\$81.83	\$111.00			\$2,260.44
July	07/11-13/2018	Annual Florida Society of Association Executives	Ft. Lauderdale, FL	Aimee Blenker				\$389.20	\$35.20	\$16.00	\$375.00			\$7,000.00	\$7,815.40
July	07/16-17/2018	Florida Motorcoach Association Summer Meeting	Orlando, FL	Aimee Blenker		\$200.00		\$121.00		\$26.00					\$347.00
July	07/23-26/2018	International Association of Venue Management Annual Conference	Toronto, CAN	Sable Santana	\$910.00		\$566.62	\$884.79		\$367.00			\$145.00		\$2,873.41
July	07/30-08/02/2018	Pittsburgh Sales Mission	Pittsburgh, PA	Aimee Blenker			\$637.63	\$1,536.60	\$33.29	\$124.00	\$132.48	\$50.00			\$2,514.00
July	07/30-08/02/2018	Pittsburgh Sales Mission	Pittsburgh, PA	Elliot Falcione			\$870.81		\$48.50	\$113.00	\$2,507.45	\$131.97			\$3,671.73
August	08/10-12/2018	FYSA Annual General Meeting	Orlando, FL	Antonio Saviano	\$118.29		\$117.72	\$145.00		\$54.00					\$435.01
August	08/22-24/2018	MPI Sunshine Education Summit Annual Conference	Ponte Verde Beach, FL	Aimee Blenker	\$350.00		\$270.32	\$432.00		\$106.00				\$1,650.00	\$2,808.32
August	08/23-25/2018	Connect Sports Conference & Marketplace	Salt Lake City, UT	Sean Walter	\$4,250.00		\$956.64	\$1,260.20		\$201.00	\$135.92	\$60.00	\$10.00		\$6,873.76
August	08/27-28/2018	USA Baseball Meetings	Melbourne, FL	Sean Walter				\$195.22	\$25.66	\$75.00					\$295.88
August	08/29-30/2019	US Soccer Meeting	Kansas City, KS	Sean Walter			\$600.25		\$10.17	\$59.00		\$24.00			\$693.42
August	08/29-30/2019	US Soccer Meeting	Kansas City, KS	Elliot Falcione			\$529.60	\$188.77		\$44.00		\$24.00			\$786.37
August	08/29-30/2019	US Soccer Meeting	Kansas City, KS	Antonio Saviano			\$560.75			\$44.00					\$604.75
August	08/29-30/2018	US Soccer Meeting	Kansas City, KS	Dan Schlandt						\$44.00					\$44.00
September	09/12-14/2018	Florida Governor's Conference	Championsgate, FL	Kelly Clark	\$189.00		\$159.19	\$651.60		\$190.00					\$1,189.79
September	09/12-14/2018	Florida Governor's Conference	Championsgate, FL	Aimee Blenker	\$459.00			\$314.00	\$25.10	\$56.00					\$854.10
September	09/12-14/2018	Florida Governor's Conference	Championsgate, FL	Emily Knight	\$499.00			\$368.00		\$56.00					\$923.00
September	Various throughout 2018	MPI Tampa Bay Area Chapter Meetings	Tampa Bay Area, FL	Aimee Blenker	\$90.00									\$2,500.00	\$2,590.00
TOTALS					\$58,153.64	\$9,132.59	\$23,580.07	\$30,085.25	\$470.80	\$7,171.00	\$7,819.61	\$1,172.97	\$441.40	\$14,400.00	\$152,427.33