

MANATEE COUNTY GOVERNMENT

BRADENTON AREA CONVENTION & VISITORS BUREAU
(BACVB)



VISIT FLORIDA PARTNER FINANCIAL INFORMATION

JULY 1, 2020

REVENUES

MANATEE COUNTY GOVERNMENT
 BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
REVENUES
 FOR THE YEAR TO DATE ENDING 9/30/2019

Revenues	FY2019 ACTUAL
Tourist Development Tax (4 cents) *	\$ 12,694,231
FL Arts License Plate (Specialty Arts Tag) (Manatee)	\$ 17,262
Interest Income	350,323
Contributions - Cultural/Recreation - FSF Grants	77,500
Contributions - Physical Environment Operating Grants	93,379
Miscellaneous Revenues	211
Total Revenues	\$ 13,232,906

* 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
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

MANATEE COUNTY GOVERNMENT
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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
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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
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Regular salaries and wages	57,715.00
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Retirement contributions	4,571.00
Health insurance	31.00
Life insurance	173
Long-term disability	173
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Automated systems maintenance	660
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Office Supplies	500
Operating supplies & expense	500
Total for Arts & Culture Segment	119,588.00
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FY2019

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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
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Aids to governmental agencies	400,000.00
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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
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Life insurance	130
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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	

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OPERATING BUDGET
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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

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OPERATING BUDGET
FY2020

	FY2020 ADOPTED
Tax Collector-CVB	
Constitutional officers' budgets	\$ 374,934
Total for CVB-Tax Collector	374,934
CVB Direct Marketing	
Other contractual services	1,536,718
Telephone	6,480
Postage	6,900
Rents and leases	5,000
Printing & binding	80,000
Advertising	2,036,900
Operating supplies & expense	500
Total for Direct Marketing	3,672,498
CVB Administration	
Regular salaries and wages	597,727
Other salaries and wages	68,471
Overtime	2,300
FICA taxes	45,418
Retirement contributions	46,511
Health insurance	128,375
Life insurance	1,819
Long-term disability	1,819
Flex benefits	3,395
Other contractual services	3,500
Indirect cost services	294,592
Travel and per diem	21,015
In County Travel Cost	5,300
Telephone	4,250
Postage	750
In-house Communication Charges	800
Rents and leases	37,400
Vehicle Recovery Charge	3,341
Data System Recovery Charge	5,232
Insurance	5,082
Vehicle maintenance	1,200
Automated systems maintenance	6,951
Printing & binding	3,500
In-house copying and printing	500
Awards	350
Advertising	350
Office Supplies	6,500
Operating supplies & expense	13,845
Refreshments	300
Software	750
Uniforms	2,310
Gas, Oil & Tires	500

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2020

	FY2020 ADOPTED
Tax Collector-CVB	
In-house Fuel Charges	417
Books/Publications/Subscriptions/Memberships	71,496
Education	13,800
Total for CVB Administration	1,399,866
 CVB Promotions	
Other contractual services	202,000
Travel and per diem	49,500
Rents and leases	3,674
Promotional activities	870,122
Operating supplies & expense	800
Software	10,500
Uniforms	600
Gas, Oil & Tires	300
Total for CVB Promotions	1,137,496
 CVB-Sports Marketing	
Other contractual services	32,120
Travel and per diem	26,850
Promotional activities	374,000
Advertising	25,000
Total for Sports Marketing	457,970
 CVB-Arts & Culture Segment	
Regular salaries and wages	44,428
FICA taxes	3,399
Retirement contributions	3,670
Health insurance	12,297
Life insurance	137
Long-term disability	137
Flex benefits	350
Data System Recovery Charge	638
Automated systems maintenance	731
Promotional activities	50,000
Books/Publications/Subscriptions/Memberships	310
Total for Arts & Culture Segment	116,097
 Premier Sports Campus - Sports Marketing	
Regular salaries and wages	85,474
FICA taxes	6,539
Retirement contributions	7,061
Health insurance	5,267
Life insurance	264
Long-term disability	264
Flex benefits	543
Other Contractual Services	38,694

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
FY2020

	FY2020 ADOPTED
Tax Collector-CVB	
Travel & Per Diem	9,650
Data System Recovery Charge	234
Automated systems maintenance	350
Promotional activities	15,895
Operating supplies & expense	5,000
Uniforms	400
Education	400
Total for Premier Sports Campus - Sports Marketing	176,035
 Tourist Info Center-CVB	
Other contractual services	113,950
Rents and leases	5,000
Advertising	90,000
Operating supplies & expense	5,000
Total for Tourist Information Center	213,950
 Other Civic Enterprises-CVB	
Aids to governmental agencies	450,000
Aid to private organizations	630,000
Total for Other Civic Enterprises	1,080,000
 Beach Clean-Up	
Regular salaries and wages	43,681
FICA taxes	3,341
Retirement contributions	3,608
Health insurance	7,022
Life insurance	135
Long-term disability	135
Flex benefits	700
Other contractual services	63,072
Indirect cost services	1,419
Telephone	160
Utility services	132,477
Vehicle Recovery Charge	13,612
Insurance	18
Vehicle maintenance	8,040
Operating supplies & expense	160,570
Uniforms	400
In-house Fuel Charges	9,110
Total for Beach Clean-Up	447,500
 Beach Maintenance & Improvement	
Regular salaries and wages	125,537
Overtime	1,200
FICA taxes	8,987
Retirement contributions	10,370

MANATEE COUNTY GOVERNMENT
 BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)
OPERATING BUDGET
 FY2020

	FY2020 ADOPTED
Tax Collector-CVB	
Health insurance	20,269
Life insurance	389
Long-term disability	389
Flex benefits	648
Other contractual services	65,000
Indirect cost services	2,415
Travel and per diem	3,000
Vehicle Recovery Charge	50,152
Vehicle maintenance	47,112
Automated systems maintenance	31
Operating supplies & expense	500
Uniforms	250
Gas, Oil & Tires	100
In-house Fuel Charges	4,275
Books/Publications/Subscriptions/Memberships	7,100
Education	1,000
Total for Beach Maintenance Improvements	348,724
Tourist Tax-OtherDebtSvc-Admin	
Interest	70,000
Total for Tourist Tax-Other	70,000
Transfers-CVB	
Transfer to General Fund	500,000
Transfer to Convention Center	600,000
Transfer to Parks & Recreation	100,000
Transfer to Parks & Recreation (Capital Projects)	3,550,769
Total for Transfers	4,750,769
TOTAL OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND	14,245,839

**EMPLOYEE
&
TOURIST
DEVELOPMENT
COUNCIL
INFORMATION**

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
EMPLOYEE SALARY LISTING
2020

JOB TITLE	HOURLY RATE	ANNUAL SALARY	BENEFITS	TOTAL SALARY
COMMUNICATIONS MANAGER-TOURISM	\$35.16	\$73,132.80	\$32,090.83	\$105,223.63
DIRECTOR - CVB/CONVENTION CENTER	\$70.15	\$145,912.00	\$70,439.20	\$216,351.20 allocated 80%
EVENT SUPERVISOR	\$18.66	\$38,812.80	\$25,881.09	\$64,693.89 allocated 75%
FISCAL TECHNICIAN	\$18.43	\$38,334.40	\$25,790.22	\$64,124.62
MARKETING AND OUTREACH SPECIALIST	\$29.03	\$60,382.40	\$23,894.62	\$84,277.02
MARKETING REPRESENTATIVE	\$26.53	\$55,182.40	\$22,928.64	\$78,111.04
MARKETING SPECIALIST	\$23.27	\$48,401.60	\$15,870.02	\$64,271.62
OUTREACH & EVENTS SPECIALIST	\$22.50	\$46,800.00	\$15,593.70	\$62,393.70
SENIOR ADMINISTRATIVE SPECIALIST	\$24.07	\$50,065.60	\$25,928.52	\$75,994.12
SENIOR CVB MANAGER	\$42.59	\$88,587.20	\$24,672.05	\$113,259.25 allocated 90%
SENIOR FISCAL SERVICES MANAGER	\$39.80	\$82,784.00	\$33,837.59	\$116,621.59
TRAVEL TRADE & INDUSTRY RELATIONS MANAGER	\$25.38	\$52,790.40	\$16,708.59	\$69,498.99

Source: Cost per Hour Report as of 7/22/2020

**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.

**MANATEE COUNTY
TOURIST DEVELOPMENT COUNCIL MEMBERS
2020**

Elected Officials

Misty Servia, **Chairman**
Tourist Development Council
P.O. Box 1000
941-748-4501 x3708
e-mail: misty.servia@mymanatee.org
*January, 2021

Wayne Poston, Mayor
City of Bradenton
Caller Service 25015
Bradenton, FL 34206
941-932-9450
e-mail: wayne.poston@cityofbradenton.com
*June, 2020

Shirley Groover Bryant, Mayor
City of Palmetto
516 8th Ave. W.
Palmetto, FL 34221
941-723-4570
e-mail: mayor@palmettofl.org
*June, 2020

Interested Citizens

Jack Rynerson
70 Tidy Island Blvd.
Bradenton, FL 34210
941-794-1289
e-mail: jrynerson@aol.com
*June, 2022

Vernon DeSear
1209 3rd St. Dr. E.
Palmetto, FL 34221
941-745-7306
ceo@manateememorialfoundation.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

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* = Term expiration

Updated: 1/14/2020

**EXPENDITURES
COORDINATED
WITH VISIT
FLORIDA**

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)
VISIT FLORIDA (VF) RELATED/PARTNERSHIP EXPENDITURES
FY2019 (For the period ended 09/30/2019)

MONTH	DESCRIPTION	DATE	AMOUNT	PURPOSE
2019	Madden Media - Site Retargeting - Visit Florida Co-Op Partner	11/01/2019 - 08/30/2019	50,000.00	online digital advertising
2019	Visit Florida Grant - Red Tide #9119 - Miles Media - Google Content	Oct-Sept 2019	22,500.00	Online /digital advertising
2019	Visit Florida Grant - Red Tide #9075 - Various Online/digital advertising - Spectrum, Netweave	Oct-Sept 2019	70,879.40	Online /digital advertising
July 2018	Visit Florida - Partnership Dues	7/1/2019 - 06/30/2020	4,399.87	Membership Dues
November 2018	2018 Florida Encounter Conference & Trade Show, Bonita Springs, FL	11/28-30/2018	3,500.00	Booth registration/sponsorship
November 2018	World Travel Market (WTM) - London, UK	11/5-6/2018	10,160.00	Registration a seg1222
November 2018	World Travel Market (WTM) Dinner - London, UK	11/5-6/2018	300.00	For Kelly Clark in attendance at WTM
January 2019	2019 Visit Florida - Official Visitor Guide (Vacation Guide) - Miles Media	1/1/2019	16,601.00	Advertising - Full Page
January 2019	Florida Huddle, Appointment based Trade Show, Daytona Beach, FL	1/08-10/2019	3,195.00	Booth Registration
January 2019	VF Germany - Brochure Distribution - Dusseldorf Event in Messe, Germany	1/19-27/2019	400.00	Media Kit
February 2019	2019 Visit Florida Official Travel Guide UK - BMI Publishing	2/12/2018	9,460.00	Advertising - Full Page
March 2019	Undiscovered Florida 2019 - VF State - Visit Florida Welcome Centers		\$ 14,630.00	advertising -
June 2019	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 2019	Visit Florida - 2019-2020 Official Welcome Center Brochure Rack Space Lease Program	7/1/2019 - 06/30/2020	2,401.90	Rack Space Lease
June 2019	IPW Reception - partnership with other west coast CVB's - Rock the Beaches at IPW Anaheim, CA	6/1-5/2019	10,000.00	
TOTAL			\$ 218,627.17	

**ITEMIZED
TRAVEL
AND
ENTERTAINMENT
EXPENDITURES**

MANATEE COUNTY GOVERNMENT
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB) - (TDT - FUND 103)
TRAVEL & ENTERTAINMENT EXPENDITURES
FY2019 (FOR THE PERIOD ENDING 9/30/2019)

MONTH	DATE	DESCRIPTION/PURPOSE	LOCATION	ATTENDEE	REGISTRATION	BOOTH	TRANSPORTATION	LODGING	GAS/FUEL	MEALS/Per Diem	ENTERTAINMENT	PARKING	OTHER	SPONSORSHIP	TOTAL
October	10/01-4/2018	Teams Sports Conference & Expo	Louisville, KY	Sean Walter	\$4,590.00	\$836.87	\$707.68	\$1,156.08		\$208.00		\$65.00	\$3.00		\$7,566.63
October	10/01-4/2018	Teams Sports Conference & Expo	Louisville, KY	Antonio Saviano			\$534.50	\$554.82		\$110.00		\$39.00	(\$1.96)		\$1,236.36
October	10/3/2018	FSAE Education Expo	Tallahassee, FL	Aimee Blenker	\$1,000.00			\$204.00	\$70.44	\$112.00					\$1,386.44
October	10/17-19/2018	Chicago Media Event	Chicago, IL	Kelly Clark			\$358.18	\$523.62		\$108.00		\$50.00	\$60.00		\$1,099.80
October	10/19-20/2018	Atlanta Sales Mission	Atlanta, GA	Elliott Falcione			\$387.12	\$167.49		\$0.00	\$296.10	\$22.00			\$872.71
October	10/25-28/2018	DUBE/Travel Leaders Travel Expo & AAA Sales Calls	Portland, ME	Aimee Blenker	\$1,650.00		\$429.21	\$480.69	\$7.77	\$168.00		\$52.00	\$40.00		\$2,827.67
November	11/5-7/2018	World Travel Market Conference	London, UK	Kelly Clark	\$300.00	\$10,160.00	\$1,389.96	\$1,037.12		\$584.00			\$21.06		\$13,492.14
November	11/7/2018	MPI Monthly Education Meeting - November	Dunedin, FL	Aimee Blenker	\$40.00										\$40.00
November	11/8/2018	FSAE November Central FL Power Luncheon	Tampa, FL	Aimee Blenker	\$35.00		\$47.96								\$82.96
November	11/12-14/2018	Connect Faith 2018	Ontario, CA	Aimee Blenker	\$4,250.00		\$48.40	\$518.17		\$140.00		\$72.00	\$14.00		\$5,042.57
November	11/14-16/2018	FADMO Annual Meeting	Pensacola Beach, FL	Sean Walter	\$245.00		\$659.29	\$261.30		\$110.00		\$39.00			\$1,314.59
November	11/16-17/2018	PSC Sales Meeting with AS Roma	Boston, MA	Elliott Falcione			\$619.86	\$353.65		\$53.00	\$204.92	\$26.00			\$1,257.43
November	11/16-17/2018	PSC Sales Meeting with AS Roma	Boston, MA	Antonio Saviano			\$630.51	\$353.65		\$70.00		\$26.00			\$1,080.16
November	11/25-27/2018	New York Media Event - Madison Square Garden	New York, NY	Kelly Clark			\$738.30	\$634.91		\$108.00		\$54.00	\$140.00		\$1,675.21
November	11/28-30/2018	Florida Encounter	Bonita Springs, FL	Aimee Blenker		\$3,500.00	\$122.08	\$507.00		\$82.00			\$333.48		\$4,544.56
December	12/04-05/2018	Pittsburgh Sales Mission	Pittsburgh, PA	Elliott Falcione			\$406.92	\$325.00	\$22.75	\$53.00	\$2,431.39	\$34.98			\$3,274.04
January	01/08-10/2019	Florida Huddle Travel Trade Show	Daytona Beach, FL	Kelly Clark	\$2,700.00			\$462.00		\$43.00					\$3,205.00
January	01/08-10/2019	Florida Huddle Travel Trade Show	Daytona Beach, FL	Kasara Morison	\$495.00	\$749.83	\$31.14	\$462.00		\$43.00	\$123.72				\$1,904.69
January	01/09-13/2019	United Soccer Coaches Conference	Chicago, IL	Sean Walter											\$0.00
January	01/09-13/2019	United Soccer Coaches Conference	Chicago, IL	Antonio Saviano	\$1,325.00	\$928.05	\$355.92	\$865.25		\$265.00		\$56.00	\$97.01		\$3,892.23
January	01/17-20/2019	AAA Sales Calls & Cincinnati Boat & Travel Show	Cincinnati, OH	Aimee Blenker	\$587.10	\$715.49	\$523.06	\$506.80	\$6.16	\$284.00		\$66.00	\$394.80		\$3,203.41
January	01/21-25/2019	Adrian Awards & IMM Show	New York, NY	Kelly Clark			\$439.29	\$771.32		\$163.00		\$84.11	\$60.00		\$1,517.72
January	01/25-29/2019	ABA Marketplace	Louisville, KY	Aimee Blenker	\$1,545.00	\$1,713.51	\$299.14	\$1,146.90		\$210.00		\$108.00	\$780.00	\$3,500.00	\$9,302.55
January	01/25-29/2019	ABA Marketplace	Louisville, KY	Sable Santana	\$700.00		\$248.10	\$1,096.90		\$210.00			\$80.00		\$2,335.00
January	01/25-29/2019	PirateFest	Pittsburgh, PA	Elliott Falcione			\$386.69	\$657.39		\$99.00	\$37.59	\$65.00	(\$6.75)		\$1,238.92
February	02/12-13/2019	Parking Enforcement Certification Class	Sarasota, FL	Antonio Saviano	\$125.00										\$125.00
February	02/28-03/02/2019	Women's Entrepreneurial Empowerment Summit	Atlanta, GA	Sable Santana			\$536.20	\$342.00		\$117.00					\$995.20
February	02/28-03/02/2019	Women's Entrepreneurial Empowerment Summit	Atlanta, GA	Aimee Blenker			\$103.75	\$342.00		\$117.00		\$54.00			\$616.75
March	03/18-21/2019	Connection STS	Daytona Beach, FL	Aimee Blenker	\$495.00			\$393.00	\$29.64	\$66.00					\$983.64
March	03/20-22/2019	Dallas Media Mission	Dallas, TX	Kasara Morison			\$454.51	\$343.48		\$94.00		\$31.00	\$10.36		\$933.35
April	04/4-5/2019	Allegiant Airlines Marketing Meeting	Las Vegas, NV	Michelle Stewart			\$898.00	\$473.93		\$100.00					\$1,471.93
April	04/23-25/2019	Boston Media Mission	Boston, MA	Elliott Falcione			\$576.81	\$547.08		\$52.00					\$1,175.89
April	04/25-26/2019	AAA Blitz - Tampa/Orlando	Tampa/Orlando, FL	Anna Pohl			\$110.00	\$122.00	\$70.88	\$62.00					\$364.88
April	04/28-05/03/2019	VF Domestic Media Mission - CANCELLED	Atlanta, GA/Nashville	Kasara Morison											\$0.00
May	05/5-9/2019	National Association of Sports Commission Symposium (NASC)	Knoxville, TN	Sean Walter	\$400.00	\$1,395.00	\$706.02	\$990.75		\$189.00	\$110.95		\$64.00		\$3,855.72
May	05/5-9/2019	National Association of Sports Commission Symposium (NASC)	Knoxville, TN	Antonio Saviano	\$400.00	\$995.00	\$631.94	\$990.75		\$159.00		\$65.00	(\$0.92)		\$3,240.77
May	05/06-07/2019	AAA Blitz - Southwest & Southeast Florida	Ft. Lauderdale, FL	Anna Pohl				\$79.00		\$62.00					\$141.00
May	05/11/2019	Salon Splash Event	Grand Rapids, MI	Kelly Clark									\$60.00		\$60.00
May	05/11/2019	Salon Splash Event	Grand Rapids, MI	Kasara Morison			\$22.18	\$385.96		\$98.00			\$50.00		\$556.14
May	05/14-15/2019	Capital Events Trade Show	Tallahassee, FL	Aimee Blenker	\$1,300.00		\$372.53	\$351.00		\$138.00			\$2.00		\$2,163.53
May	05/14-15/2019	Capital Events Trade Show	Tallahassee, FL	Anna Pohl				\$306.00		\$138.00					\$444.00
May	05/15/2019	FASE Power Luncheon	Tallahassee, FL	Aimee Blenker	\$30.00										\$30.00
May	05/15/2019	FASE Power Luncheon	Tallahassee, FL	Anna Pohl	\$30.00										\$30.00
May	05/20-22/2019	Florida Sports Summit	Destin, FL	Sean Walter			\$574.50	\$522.00		\$150.00			\$64.00		\$1,310.50
May	05/21-22/2019	Palm Beach County & Delray Beach Meetings	Palm Beach, FL	Elliott Falcione											\$0.00
May	05/21-23/2019	2019 Tourism Academy	Pittsburgh, PA	Aimee Blenker	\$825.00		\$318.30	\$861.84		\$148.00					\$2,153.14
May	05/21-23/2019	2019 Tourism Academy	Pittsburgh, PA	Anna Pohl	\$900.00		\$608.92	\$861.84		\$163.00			\$60.00		\$2,593.76
May	05/22-24/2019	FADMO Conference	Jensen Beach, FL	Michelle Stewart	\$295.00		\$198.36	\$380.00		\$62.00					\$935.36
June	06/01-05/2019	International POW WOW	Anaheim, CA	Elliott Falcione	\$13,775.00	\$2,712.92	\$1,057.87	\$1,219.20		\$116.00	\$37.62				\$18,918.61
June	6/6/2019	MPI Tampa Night of Legacy Awards	Tampa, FL	Aimee Blenker	\$40.00										\$40.00
June	6/6/2019	MPI Tampa Night of Legacy Awards	Tampa, FL	Anna Pohl	\$40.00										\$40.00
June	6/12-14/2019	Premier Super Copa Soccer Tournament	Dallas, TX	Sean Walter			\$668.81			\$127.00	\$280.99	\$50.47			\$1,127.27
June	6/12-14/2019	Premier Super Copa Soccer Tournament	Dallas, TX	Samantha Small			\$599.19		\$27.30	\$33.00					\$659.49
June	06/15-18/2019	MPI World Education Congress 2019	Toronto, Canada	Aimee Blenker	\$899.00		\$625.87	\$868.40		\$348.00					\$2,741.27
June	06/16-19/2019	PRSA Travel & Tourism Conference	Philadelphia, PA	Kasara Morison	\$1,185.00		\$406.85	\$628.35		\$110.00					\$2,330.20
June	06/21-26/2019	Pittsburgh-Arlington-Baltimore Sales Mission	Pittsburgh, PA	Elliott Falcione			\$868.32	\$1,077.59	\$51.10	\$129.00	\$2,472.42	\$50.00			\$4,648.43
July	07/10-12/2019	2019 FSAE Annual Conference	Jacksonville, FL	Anna Pohl	\$500.00		\$284.82		\$16.26	\$100.00		\$60.00		\$3,000.00	\$3,961.08
July	07/23-25/2019	Destinations International Annual Conference & Graduation	St. Louis	Michelle Stewart	\$995.00		\$481.43	\$673.80		\$49.00			\$60.00		\$2,259.23
July	7/24/2019	MPI Education Program	Tampa, FL	Aimee Blenker	\$40.00										\$40.00
July	7/24/2019	MPI Education Program	Tampa, FL	Anna Pohl	\$40.00										\$40.00
August	8/9-11/2019	FYSA Annual General Meeting - DID NOT ATTEND	Orlando, FL	Antonio Saviano											\$0.00
August	8/28-31/2019	Boston, MA & Portland, ME Sales/Media Mission	Boston, MA	Elliott Falcione			\$579.33	\$457.85		\$112.00	\$121.85	\$14.00	\$13.40		\$1,298.43
September	09/4-8/2019	U18 Baseball World Cup Event & Meetings	South Korea	Sean Walter			\$1,214.68	\$706.71		\$625.00			\$10.39		\$2,556.78
September	9/9-10/2019	Marketing Meetings with United Airlines	Chicago, IL	Elliott Falcione			\$573.98	\$447.30							\$1,021.28
September	9/18/2019	NCAA Bid Symposium	Indianapolis, IN	Sean Walter			\$504.04	\$395.46		\$115.00					\$1,014.50
September	9/19/2019	MPI SOS After 5	Sarasota, FL	Anna Pohl	\$10.00										\$10.00
September	9/19/2019	MPI SOS After 5	Sarasota, FL	Vanessa Zigich	\$15.00										\$15.00
September	09/24-26/2019	Small Meetings Market Conference (SMMC) (was AB now AP)	Wisconsin	Anna Pohl	\$1,995.00		\$439.48	\$298.00		\$50.00		\$39.00			\$2,821.48
September	9/27/2019	Pittsburgh Pirates Home Game & Meetings	Pittsburgh, PA	Sean Walter			\$390.66	\$362.52		\$53.00	\$1,116.28				\$1,922.46
TOTALS					\$43,796.10	\$23,706.67	\$23,885.84	\$28,758.69	\$302.30	\$7,105.00	\$7,233.83	\$1,222.56	\$2,407.87	\$6,500.00	\$144,918.86