

MANATEE COUNTY GOVERNMENT

BRADENTON AREA CONVENTION & VISITORS BUREAU  
(BACVB)



VISIT FLORIDA PARTNER FINANCIAL INFORMATION

JULY 1, 2021

**REVENUES**

MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)  
**REVENUES**  
 FOR THE YEAR TO DATE ENDING 9/30/2020

<b>Revenues</b>	<b>FY2020 ACTUAL</b>
Tourist Development Tax (4 cents) *	\$ 11,773,341
FL Arts License Plate (Specialty Arts Tag) (Manatee)	\$ 34,187
Interest Income	160,420
Contributions - Cultural/Recreation - FSF Grants	54,000
Operating Grants - FEMA storm-federal	7,883
Miscellaneous Revenues	-
<b>Total Revenues</b>	<b>\$ 12,029,831</b>

\* 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**  
FY2020

	<b>FY2020 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Constitutional officers' budgets	\$ 374,934
<b>Total for CVB-Tax Collector</b>	<b>374,934</b>
<b>CVB Direct Marketing</b>	
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
<b>Total for Direct Marketing</b>	<b>3,672,498</b>
<b>CVB Administration</b>	
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

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

	<b>FY2020 ADOPTED</b>
Uniforms	2,310
Gas, Oil & Tires	500
In-house Fuel Charges	417
Books/Publications/Subscriptions/Memberships	71,496
Education	13,800
<b>Total for CVB Administration</b>	<b>1,399,866</b>
 <b>CVB Promotions</b>	
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
<b>Total for CVB Promotions</b>	<b>1,137,496</b>
 <b>CVB-Sports Marketing</b>	
Other contractual services	32,120
Travel and per diem	26,850
Promotional activities	374,000
Advertising	25,000
<b>Total for Sports Marketing</b>	<b>457,970</b>
 <b>CVB-Arts &amp; Culture Segment</b>	
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
<b>Total for Arts &amp; Culture Segment</b>	<b>116,097</b>
 <b>PSC Sports Marketing</b>	
Regular salaries and wages	85,474
FICA taxes	6,539
Retirement contributions	7,061
Health insurance	5,267
Life insurance	264

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

	<b>FY2020 ADOPTED</b>
Long-term disability	264
Flex benefits	543
Other contractual services	38,694
Travel and 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
<b>Total for PSC Sports Marketing</b>	<b>176,035</b>
<b>Tourist Info Center-CVB</b>	
Other contractual services	113,950
Rents and leases	5,000
Advertising	90,000
Operating supplies & expense	5,000
<b>Total for Tourist Information Center</b>	<b>213,950</b>
<b>Other Civic Enterprises-CVB</b>	
Aids to governmental agencies	450,000
Aid to private organizations	630,000
<b>Total for Other Civic Enterprises</b>	<b>1,080,000</b>
<b>Beach Clean-Up</b>	
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
<b>Total for Beach Clean-Up</b>	<b>447,500</b>

**Beach Maintenance & Improvement**

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

	<b>FY2020 ADOPTED</b>
Regular salaries and wages	125,537
Overtime	1,200
FICA taxes	8,987
Retirement contributions	10,370
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
<b>Total for Beach Maintenance &amp; Improvements</b>	<b>348,724</b>
 <b>Tourist Tax-OtherDebtSvc-Admin</b>	
Interest	70,000
<b>Total for Tourist Tax-Other</b>	<b>70,000</b>
 <b>Transfers-CVB</b>	
Transfer to General Fund	500,000
Transfer to Parks & Recreation - Premier Sports Campus (PSC)	100,000
Transfer to Parks & Recreation - Capital Projects (Coquina Beach)	3,550,769
Transfer to Convention Center	600,000
<b>Total for Transfers</b>	<b>4,750,769</b>
 <b>TOTAL FY2020 OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND</b>	<b>\$ 14,245,839</b>



MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
 FY2021

	<b>FY2021 ADOPTED</b>
<b>Tax Collector-CVB</b>	
Constitutional officers' budgets	\$ 386,182
<b>Total for CVB-Tax Collector</b>	<b>386,182</b>
<b>CVB Direct Marketing</b>	
Other contractual services	1,552,110
Telephone	6,480
Postage	6,900
Rents and leases	5,000
Printing & binding	82,000
Advertising	1,902,592
Operating supplies & expense	500
<b>Total for Direct Marketing</b>	<b>3,555,582</b>
<b>CVB Administration</b>	
Regular salaries and wages	597,727
Other salaries and wages	68,470
Overtime	2,300
FICA taxes	45,418
Retirement contributions	46,511
Health insurance	128,375
Life insurance	1,768
Long-term disability	1,768
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	3,458
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

MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
 FY2021

	<b>FY2021 ADOPTED</b>
Uniforms	2,310
Gas, Oil & Tires	500
In-house Fuel Charges	417
Books/Publications/Subscriptions/Memberships	71,496
Education	13,800
<b>Total for CVB Administration</b>	<b>1,399,880</b>
 <b>CVB Promotions</b>	
Other contractual services	202,000
Travel and per diem	44,500
Rents and leases	3,674
Promotional activities	655,122
Operating supplies & expense	800
Software	10,500
Uniforms	600
Gas, Oil & Tires	300
<b>Total for CVB Promotions</b>	<b>917,496</b>
 <b>CVB-Sports Marketing</b>	
Other contractual services	32,120
Travel and per diem	26,850
Promotional activities	524,000
Advertising	25,000
<b>Total for Sports Marketing</b>	<b>607,970</b>
 <b>CVB-Arts &amp; Culture Segment</b>	
Regular salaries and wages	44,428
FICA taxes	3,399
Retirement contributions	3,670
Health insurance	12,297
Life insurance	133
Long-term disability	133
Flex benefits	350
Data System Recovery Charge	638
Automated systems maintenance	731
Promotional activities	50,000
Books/Publications/Subscriptions/Memberships	310
<b>Total for Arts &amp; Culture Segment</b>	<b>116,089</b>
 <b>PSC Sports Marketing</b>	
Regular salaries and wages	85,474
FICA taxes	6,539
Retirement contributions	7,061
Health insurance	5,267
Life insurance	256

MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
 FY2021

	<b>FY2021 ADOPTED</b>
Long-term disability	256
Flex benefits	543
Other contractual services	38,694
Travel and per diem	9,650
Data System Recovery Charge	234
Automated systems maintenance	350
Promotional activities	15,894
Operating supplies & expense	5,000
Uniforms	400
Education	400
<b>Total for PSC Sports Marketing</b>	<b>176,018</b>
<b>Tourist Info Center-CVB</b>	
Other contractual services	113,950
Rents and leases	5,000
Advertising	90,000
Operating supplies & expense	5,000
<b>Total for Tourist Information Center</b>	<b>213,950</b>
<b>Other Civic Enterprises-CVB</b>	
Aids to governmental agencies	450,000
Aid to private organizations	330,000
<b>Total for Other Civic Enterprises</b>	<b>780,000</b>
<b>Beach Clean-Up</b>	
Regular salaries and wages	43,681
FICA taxes	3,341
Retirement contributions	3,608
Health insurance	7,022
Life insurance	131
Long-term disability	131
Flex benefits	700
Other contractual services	63,072
Indirect cost services	1,419
Telephone	160
Utility services	132,477
Vehicle Recovery Charge	14,089
Insurance	18
Vehicle maintenance	8,040
Operating supplies & expense	160,570
Uniforms	400
In-house Fuel Charges	9,110
<b>Total for Beach Clean-Up</b>	<b>447,969</b>

**Beach Maintenance & Improvement**

MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION & VISITORS BUREAU (BACVB)  
**OPERATING BUDGET**  
 FY2021

	<b>FY2021 ADOPTED</b>
Regular salaries and wages	125,537
Overtime	1,200
FICA taxes	8,987
Retirement contributions	10,370
Health insurance	20,269
Life insurance	377
Long-term disability	377
Flex benefits	648
Other contractual services	65,000
Indirect cost services	2,415
Travel and per diem	3,000
Vehicle Recovery Charge	51,781
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
<b>Total for Beach Maintenance &amp; Improvements</b>	<b>350,329</b>
<b>Tourist Tax-OtherDebtSvc-Admin</b>	
Interest	70,000
<b>Total for Tourist Tax-Other</b>	<b>70,000</b>
<b>Transfers-CVB</b>	
Transfer to General Fund	282,000
Transfer to Unincorporated	218,000
Transfer to Parks & Recreation - Premier Sports Campus (PSC)	100,000
Transfer to Convention Center	600,000
<b>Total for Transfers</b>	<b>1,200,000</b>
<b>TOTAL FY2021 OPERATING BUDGET - TOURIST DEVELOPMENT TAX FUND \$</b>	<b>10,221,465</b>

**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	\$31,722.38	\$104,855.18
DIRECTOR - CVB/CONVENTION CENTER	\$70.15	\$145,912.00	\$68,762.73	\$214,674.73 allocated 80%
EVENT SPECIALIST - permanent part-time	\$17.66	\$26,814.94	\$1,665.21	\$28,480.15 allocated 50%
EVENT SUPERVISOR	\$18.66	\$38,812.80	\$26,037.73	\$64,850.53 allocated 75%
FISCAL TECHNICIAN	\$18.43	\$38,334.40	\$25,954.18	\$64,288.58
MARKETING AND OUTREACH SPECIALIST	\$29.03	\$60,382.40	\$23,484.37	\$83,866.77
MARKETING REPRESENTATIVE	\$26.53	\$55,182.40	\$22,597.95	\$77,780.35
MARKETING SPECIALIST	\$23.27	\$48,401.60	\$15,410.28	\$63,811.88
OUTREACH & EVENTS SPECIALIST	\$22.50	\$46,800.00	\$15,158.46	\$61,958.46
SENIOR ADMINISTRATIVE SPECIALIST	\$24.07	\$50,065.60	\$25,250.56	\$75,316.16
SENIOR FISCAL SERVICES MANAGER	\$39.80	\$82,784.00	\$33,321.47	\$116,105.47
TRAVEL TRADE & INDUSTRY RELATIONS MANAGER	\$25.38	\$52,790.40	\$16,181.70	\$68,972.10

Source: Cost per Hour Report as of 9/30/2020

**MANATEE COUNTY  
TOURIST DEVELOPMENT COUNCIL MEMBERS  
2020**

**Elected Officials**

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

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

Shirley Groover Bryant, Mayor  
City of Palmetto  
516 8<sup>th</sup> Ave. W.  
Palmetto, FL 34221  
723-4570  
mayor@palmettofl.org  
\*June 2020

**Interested Citizens**

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

Vernon DeSear  
1209 3<sup>rd</sup> St. Dr. E.  
Palmetto, FL 34221  
962-2885  
ceo@manateememorialfoundation.com  
\*June 2022

**Hoteliers**

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

Eric Cairns  
Cedar Cove Resort  
2710 Gulf Drive  
Holmes Beach, FL 34217  
778-1010  
info@cedarcoveresort.com  
\*June 2021

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

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

\* = Term expiration **ALL TDC advisory members are unpaid volunteers**

**Staff Liaisons:** Elliott Falcione, Exec. Dir., BACVB 729-9177 x3940 [elliott.falcione@BACVB.com](mailto:elliott.falcione@BACVB.com)  
Monica Luff, Sr. Admin. Spec, BACVB 729-9177 x3944 [monica.luff@BACVB.com](mailto:monica.luff@BACVB.com)

**MANATEE COUNTY  
TOURIST DEVELOPMENT COUNCIL MEMBERS  
2021**

**Elected Officials**

Misty Servia, **Chairman**  
Tourist Development Council  
P.O. Box 1000  
748-4501 x3708  
misty.servia@mymanatee.org  
\*January 2022

Gene Brown, Mayor  
City of Bradenton  
Caller Service 25015  
Bradenton, FL 34206  
(941) 932-9450  
mayor@cityofbradenton.com  
\*June 2024

Shirley Groover Bryant, Mayor  
City of Palmetto  
516 8<sup>th</sup> Ave. W.  
Palmetto, FL 34221  
723-4570  
mayor@palmettofl.org  
\*June 2024

**Interested Citizens**

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

Vernon DeSear  
1209 3<sup>rd</sup> St. Dr. E.  
Palmetto, FL 34221  
962-2885  
ceo@manateememorialfoundation.com  
\*June 2022

**Hoteliers**

Jiten Patel  
Holiday Inn Sarasota-Bradenton Airport  
8009 15<sup>th</sup> St. E.  
Sarasota, FL 34243  
355-9000  
bradentonhie@gmail.com  
\*June 2021

Eric Cairns  
Cedar Cove Resort  
2710 Gulf Drive  
Holmes Beach, FL 34217  
778-1010  
info@cedarcoveresort.com  
\*June 2021

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

Rahul Patel  
Red Roof Inn  
4915 17<sup>th</sup> St. E.  
Ellenton, FL 34222  
737-0630  
rahul9889@hotmail.com  
\*June 2021

\* = Term expiration      **ALL TDC advisory members are unpaid volunteers**

**Staff Liaisons:** Elliott Falcione, Exec. Dir., BACVB 729-9177 x3940 [elliott.falcione@BACVB.com](mailto:elliott.falcione@BACVB.com)  
Monica Luff, Sr. Admin. Spec, BACVB 729-9177 x3944 [monica.luff@BACVB.com](mailto:monica.luff@BACVB.com)



**EXPENDITURES  
COORDINATED  
WITH VISIT  
FLORIDA**

MANATEE COUNTY GOVERNMENT  
 BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB)  
**VISIT FLORIDA (VF) RELATED/PARTNERSHIP EXPENDITURES**  
 FY2020 (For the period ended 09/30/2020)

MONTH/YEAR	DESCRIPTION	DATE	AMOUNT	PURPOSE
2020	Madden Media - Site Retargeting - Visit Florida Co-Op Partner	11/01/2019 - 08/31/2020	38,541.67	online digital advertising
July 2020	Visit Florida - Destination Marketing Organization - Partnership Dues	7/1/2020 - 06/30/2021	4,908.50	Membership Dues
November 2019	2019 Florida Encounter - The Official Meetings Show for Florida	11/20-22/2019	3,995.00	Booth registration/sponsorship
January 2020	2020 Visit Florida - Official Visitor Guide (Vacation Guide) - Miles Media	12/15/2019	16,601.25	Advertising - Full Page
January 2020	ICELOLLY MARKETING - Visit Florida Co-Op Advertising Campaign - UK Marke	12/2019 & 01/2020	5,000.00	icelolly.com - microsite, email banner & social media
January 2020	Florida Huddle, Appointment based Trade Show, Jacksonville, FL	01/29-31/2020	5,295.00	Booth Registration
March 2020	Undiscovered Florida 2019 - VF States - Smithsonian Magazine - Visit Florida Welcome Centers	3/1/2020	\$ 14,630.00	advertising
June 2020	Visit Florida - 2020-2021 Official Welcome Center Brochure Rack Space Lease Program	7/1/2020 - 06/30/2021	2,401.90	Rack Space Lease
	<b>TOTAL</b>		<b>\$ 91,373.32</b>	

**ITEMIZED  
TRAVEL  
AND  
ENTERTAINMENT  
EXPENDITURES**

MANATEE COUNTY GOVERNMENT  
BRADENTON AREA CONVENTION AND VISITORS BUREAU (BACVB) - (TDT - FUND 103)  
**TRAVEL & ENTERTAINMENT EXPENDITURES**  
FY2020 (FOR THE PERIOD ENDING 9/30/2020)

MONTH	DATE	DESCRIPTION/PURPOSE	LOCATION	ATTENDEE	REGISTRATION	BOOTH	TRANSPORTATION	LODGING	GAS/FUEL	MEALS/Per Diem	ENTERTAINMENT	PARKING	OTHER	SPONSORSHIP	TOTAL
October	09/30-10/3/2019	Global Conference on Business & Economics	Istanbul, Turkey	Elliott Falcione											\$0.00
October	10/29-31/2019	Focus Groups and Marketing Meetings	New York, NY	Elliott Falcione				\$512.62	\$419.08	\$68.00	\$193.36				\$1,193.06
November	11/09-15/2019	London/Amsterdam Sales Mission	London & Netherlands	Elliott Falcione			\$1,823.70	\$1,934.17		\$437.00	\$1,221.98		\$38.15		\$5,455.00
November	11/11-14/2019	TEAMS 19' Sports Conference	Anaheim, CA	Sean Walter	\$255.00	\$5,986.20	\$1,118.50	\$1,030.08		\$243.00	\$112.52		\$67.00		\$8,812.30
November	11/11-14/2019	TEAMS 19' Sports Conference	Anaheim, CA	Antonio Saviano	\$995.00		\$457.00								\$1,452.00
November	11/15-18/2019	National Arts Marketing Project	Miami, FL	Aimee Blenker	\$475.00		\$287.68	\$631.70		\$73.00			\$4.00		\$1,471.38
November	11/20-22/2019	2019 Florida Encounter	Panama City Beach, FL	Vanessa Zigich		\$3,679.10	\$604.23	\$278.00		\$73.00		\$39.00	\$3.00		\$4,676.33
December	12/3/2019	MPI SOS After 5	Sarasota, FL	Anna Pohl	\$10.00										\$10.00
December	12/3/2019	MPI SOS After 5	Sarasota, FL	Aimee Blenker	\$10.00										\$10.00
December	12/3/2019	MPI SOS After 5	Sarasota, FL	Vanessa Zigich	\$10.00										\$10.00
December	12/3-5/2019	Meeting w/IMG & Trumpet Awards	Los Angeles, CA	Elliott Falcione				\$836.31	\$419.20	\$14.60	\$139.00	\$64.00			\$1,473.11
December	12/10-13/2019	Regional SportAccord Pan America	Fort Lauderdale, FL	Sean Walter			\$265.64	\$545.55		\$138.00	\$98.50	\$10.00		\$10,000.00	\$11,057.69
December	12/10-13/2019	Regional SportAccord Pan America	Fort Lauderdale, FL	Samantha Small				\$428.22		\$138.00					\$566.22
December	12/16-17/2019	American Airlines Meeting	Dallas, TX	Elliott Falcione			\$412.04	\$96.05	\$4.33	\$33.00		\$10.00	\$17.21		\$572.63
January	01/10-14/2020	ABA Marketplace 2020	Omaha, NB	Aimee Blenker	\$1,595.00	\$2,183.44	\$430.76	\$1,121.90		\$222.00	\$48.13		\$12.00		\$5,613.23
January	01/10-14/2020	ABA Marketplace 2020	Omaha, NB	Vanessa Zigich	\$825.00	\$7.25	\$417.46	\$1,121.90		\$222.00			\$10.00		\$2,603.61
January	01/15-19/2020	United Soccer Coaches Convention	Baltimore, MD	Sean Walter	\$395.00		\$479.72	\$482.94		\$233.00					\$1,590.66
January	1/17/2020	Gregor Marketing Advisors Group Meeting	Atlanta, GA	Elliott Falcione			\$573.60								\$573.60
January	01/20-22/2020	Adrian Awards and IMG Meetings - CANCELLED DUE TO ILLNESS	New York, NY	Elliott Falcione			\$361.60								\$361.60
January	01/24-26/2020	Pittsburgh Travel Showcase	Pittsburgh, PA	Aimee Blenker		\$2,416.15	\$411.81	\$430.92		\$168.00	\$240.08		\$161.43		\$3,828.39
January	01/24-26/2020	Pittsburgh Travel Showcase	Pittsburgh, PA	Monica Luff			\$419.89	\$574.56		\$181.00		\$58.00	\$100.00		\$1,333.45
January	01/29-31/2019	Florida Huddle	Jacksonville, FL	Kelly Clark	\$5,295.00			\$481.77		\$110.00					\$5,886.77
January	01/29-31/2019	Florida Huddle	Jacksonville, FL	Anastasia Taylor		\$854.29	\$269.10	\$361.18		\$74.00					\$1,558.57
January	01/29-31/2020	Pittsburgh Sales Mission	Pittsburgh, PA	Elliott Falcione			\$483.83	\$376.20		\$53.00	\$722.42				\$1,635.45
February	02/11-12/2020	Dallas Media Mission	Dallas, TX	Kelly Clark			\$433.88	\$366.15		\$66.00	\$241.08	\$26.00			\$1,133.11
February	2/12/2020	MPI StarLite Cruises Education Event	Clearwater, FL	Vanessa Zigich	\$40.00										\$40.00
February	02/26-28/2020	Montreal Sales Mission	Montreal, CAN	Elliott Falcione			\$879.25	\$302.53		\$54.00	\$640.28		\$686.68		\$2,562.74
March	03/03-09/2020	London/Bristol Media Mission - CANCELLED	London/Bristol UK	Kelly Clark			\$1,018.32						\$925.95		\$1,944.27
March	03/03-04/2020	New York Sales Mission	New York, NY	Elliott Falcione			\$49.97	\$254.81							\$304.78
March	03/24-26/2020	US Soccer Federation Meetings - CANCELLED	Chicago, IL	Sean Walter			\$594.40								\$594.40
March	03/24-26/2020	Chicago Sales Mission - CANCELLED	Chicago, IL	Elliott Falcione			\$445.40								\$445.40
April	04/01-02/2020	2020 FMA Spring Meeting - CANCELLED	Orlando, FL	Aimee Blenker											\$0.00
April	04/07-10/2020	2020 Local Arts Agency - Professional Development Intensive - CANCELLED	New Smyrna Beach, FL	Aimee Blenker											\$0.00
April	04/08-10/2020	Allegiant Airlines Meeting - CANCELLED	Las Vegas, NV	Michelle Stewart			\$721.40								\$721.40
April	04/20-23/2020	Sports ETA Sports Conference and Symposium - RESCHEDULED 08/2020	Kansas City, MO	Sean Walter			\$606.40								\$606.40
April	04/28-05/04/2020	London/Bristol Media Mission - CANCELLED	London/Bristol UK	Kelly Clark			\$310.46						\$527.45		\$837.91
April	4/28/2020	MPI Tampa Chapter Meeting - CANCELLED	Tampa, FL	Vanessa Zigich											\$0.00
May	05/18-21/2020	Florida Sports Foundation Summit 2020 - CANCELLED	Palm Coast, FL	Sean Walter											\$0.00
May	05/30-06/04/2020	International Pow Wow - CANCELLED	Las Vegas, NV	Kelly Clark			\$561.40								\$561.40
May	05/30-06/04/2020	International Pow Wow - CANCELLED	Las Vegas, NV	Anastasia Taylor			\$561.40								\$561.40
June	06/06-09/2020	MPI WEC Annual Conference - CANCELLED	Grapevine, TX	Aimee Blenker			\$386.80								\$386.80
June	06/06-09/2020	MPI WEC Annual Conference - CANCELLED	Grapevine, TX	Vanessa Zigich			\$294.80								\$294.80
June	06/26-28/2020	Americans for the Arts Annual Convention & Public Art & Design Conference - CANCELLED	Washington, D.C.	Aimee Blenker			\$274.80								\$274.80
July	07/14-17/2020	FSAE 2020 Conference - CANCELLED	Orlando, FL	Vanessa Zigich											\$0.00
August	08/2-5/2020	Sports ETA Sports Conference and Symposium - CANCELLED	Kansas City, MO	Sean Walter	\$1,830.90										\$1,830.90
August	8/19/2020	MPI Sunshine Education Summit - Virtual Event	Virtual Event	Aimee Blenker	\$10.00										\$10.00
August	8/19/2020	MPI Sunshine Education Summit - Virtual Event	Virtual Event	Vanessa Zigich	\$10.00										\$10.00

**NOTES:**

All transportation expenditures beginning March 2020 are airline tickets that were cancelled due to COVID-19. Received e-credit for same to be used in 2021-2022 with the exceptions of 3/3 - \$49.97 (Uber), 3/24 and 8/2 airfare for former staff Sean Walter, (resigned October 2020) travel expenditure non-refundable and credit non-transferrable. Registration fee for 8/2 Sports ETA Conference cancelled due to COVID-19 was transferred to 2021 event.