



**Visit Newport Beach, Inc. Group Sales (TBID)
Statement of Activities for May 2021**

	Year To Date 05/31/2021			Year Ending 06/30/2021	
	ACTUALS YTD	Main Budget	Budget Variance	Main Budget	Remaining Amount
Operating Revenue					
Revenue					
41000 - TOT/TBID Income	1,446,266.65	1,044,787.33	401,479.32	1,254,487.56	191,779.09
Total Revenue	<u>1,446,266.65</u>	<u>1,044,787.33</u>	<u>401,479.32</u>	<u>1,254,487.56</u>	<u>191,779.09</u>
Other Income					
46001 - Interest Income	527.22	0.00	527.22	0.00	527.22
Total Other Income	<u>527.22</u>	<u>0.00</u>	<u>527.22</u>	<u>0.00</u>	<u>527.22</u>
Total Operating Revenue	<u>1,446,793.87</u>	<u>1,044,787.33</u>	<u>402,006.54</u>	<u>1,254,487.56</u>	<u>192,306.31</u>
Expenses					
Salary and Wages					
61010 - Salaries and Wages	487,268.97	635,971.85	(148,702.88)	720,630.02	(233,361.05)
61020 - Auto Allowance	10,925.00	14,520.00	(3,595.00)	15,840.00	(4,915.00)
61030 - Payroll Tax Expenses	35,881.55	50,139.95	(14,258.40)	56,767.02	(20,885.47)
61040 - Accrued PTO Expense	283.65	0.00	283.65	0.00	283.65
Total Salary and Wages	<u>534,359.17</u>	<u>700,631.80</u>	<u>(166,272.63)</u>	<u>793,237.04</u>	<u>(258,877.87)</u>
Benefits					
61110 - Medical Insurance	75,172.49	74,220.95	951.54	82,033.68	(6,861.19)
61115 - Benefit Administrative Fees	329.03	475.00	(145.97)	500.00	(170.97)
61120 - Dental Insurance	7,064.42	4,927.19	2,137.23	5,393.28	1,671.14
61125 - Vision Insurance	1,077.56	901.87	175.69	987.18	90.38
61130 - Life and Disability	14,237.62	13,670.89	566.73	15,109.94	(872.32)
61140 - Retirement Plan (401k)	19,376.21	0.00	19,376.21	0.00	19,376.21
61150 - Flexible Spending Plan	2,630.44	960.00	1,670.44	960.00	1,670.44
61160 - Employee Engagement Benefit	3,041.66	660.00	2,381.66	660.00	2,381.66
Total Benefits	<u>122,929.43</u>	<u>95,815.90</u>	<u>27,113.53</u>	<u>105,644.08</u>	<u>17,285.35</u>
General and Administrative Expenses					
Operating Expenses					
64100 - Office Supplies	2,214.58	2,200.00	14.58	2,400.00	(185.42)
64101 - Kitchen Supplies	747.91	2,200.00	(1,452.09)	2,400.00	(1,652.09)
64110 - Office Equipment Leases	2,200.00	2,392.50	(192.50)	2,610.00	(410.00)
64115 - Office Equipment (non-deprec)	1,670.82	0.00	1,670.82	0.00	1,670.82
64120 - Equipment Repairs & Maintenance	17,028.20	21,395.00	(4,366.80)	23,340.00	(6,311.80)
64125 - Computer Software (non-deprec)	8,093.41	9,350.00	(1,256.59)	10,200.00	(2,106.59)
64130 - Voice and Data - Office	5,945.75	4,400.00	1,545.75	4,800.00	1,145.75
64135 - Telephone - Mobile	3,320.00	6,600.00	(3,280.00)	7,200.00	(3,880.00)
64136 - Cable Expenses	1,131.43	990.00	141.43	1,080.00	51.43
64140 - Postage	385.00	1,100.00	(715.00)	1,200.00	(815.00)
64145 - Shipping Charges	247.57	1,614.58	(1,367.01)	1,761.36	(1,513.79)
64150 - Bank Fees	15.00	0.00	15.00	0.00	15.00
64160 - Membership Dues	32,063.77	16,827.50	15,236.27	16,927.50	15,136.27
64165 - Subscriptions	0.00	990.00	(990.00)	1,080.00	(1,080.00)
64170 - Team Meetings	6,063.13	1,000.00	5,063.13	1,500.00	4,563.13
64175 - Governance Meeting Expenses	0.00	2,500.00	(2,500.00)	2,500.00	(2,500.00)
64180 - Education	4,574.20	0.00	4,574.20	0.00	4,574.20
64190 - Business Licensing and Fees	35.00	550.00	(515.00)	550.00	(515.00)
64300 - Depreciation Expense	4,784.06	4,756.62	27.44	5,189.04	(404.98)
64600 - Business Meals/Entertainment	1,336.47	800.00	536.47	900.00	436.47
64400 - Bad Debt Expense	1,056.96	0.00	1,056.96	0.00	1,056.96
Total Operating Expenses	<u>92,913.26</u>	<u>79,666.20</u>	<u>13,247.06</u>	<u>85,637.90</u>	<u>7,275.36</u>
Office Lease and Expenses					
62100 - Office Lease	120,089.41	124,838.27	(4,748.86)	137,252.88	(17,163.47)
62110 - Office Repairs and Maintenance	0.00	385.00	(385.00)	420.00	(420.00)
Total Office Lease and Expenses	<u>120,089.41</u>	<u>125,223.27</u>	<u>(5,133.86)</u>	<u>137,672.88</u>	<u>(17,583.47)</u>
Insurance					
63100 - General Liability Insurance	1,337.34	1,440.00	(102.66)	1,440.00	(102.66)
63200 - Workers Compensation Insurance	3,002.54	3,600.00	(597.46)	3,600.00	(597.46)
63300 - Board of Directors Insurance	2,488.29	3,650.00	(1,161.71)	3,650.00	(1,161.71)
Total Insurance	<u>6,828.17</u>	<u>8,690.00</u>	<u>(1,861.83)</u>	<u>8,690.00</u>	<u>(1,861.83)</u>
Professional Fees					
64205 - Payroll Processing Service	4,446.51	3,680.00	766.51	4,160.00	286.51
64206 - Independent Contractors	66.25	5,000.00	(4,933.75)	5,000.00	(4,933.75)
67004 - Marketing NBCo Fees	81,000.00	81,000.00	0.00	108,000.00	(27,000.00)
64201 - Audit Fees	13,500.00	16,000.00	(2,500.00)	16,000.00	(2,500.00)



**Visit Newport Beach, Inc. Group Sales (TBID)
Statement of Activities for May 2021**

	Year To Date 05/31/2021			Year Ending 06/30/2021	
	ACTUALS YTD	Main Budget	Budget Variance	Main Budget	Remaining Amount
64202 - Tax Preparation Fees	2,000.00	1,600.00	400.00	1,600.00	400.00
Total Professional Fees	101,012.76	107,280.00	(6,267.24)	134,760.00	(33,747.24)
Travel Expenses					
65100 - Airfare	0.00	3,000.00	(3,000.00)	3,000.00	(3,000.00)
65200 - Accommodations	0.00	2,500.00	(2,500.00)	2,500.00	(2,500.00)
65300 - Meals	0.00	300.00	(300.00)	300.00	(300.00)
65400 - Transportation Costs	0.00	800.00	(800.00)	800.00	(800.00)
65405 - Mileage (\$0.58/mile 2021)	3.80	181.50	(177.70)	200.00	(196.20)
Total Travel Expenses	3.80	6,781.50	(6,777.70)	6,800.00	(6,796.20)
Total General and Administrative	320,847.40	327,640.97	(6,793.57)	373,560.78	(52,713.38)
Advertising Expenses					
66101 - Advertising - Purchased	5,000.00	0.00	5,000.00	0.00	5,000.00
66121 - Promotional Gift Cards	5,250.00	38,000.00	(32,750.00)	43,000.00	(37,750.00)
66123 - Promotional Client Gifts	3,684.22	3,500.00	184.22	4,000.00	(315.78)
66202 - Ad Production	2,916.20	0.00	2,916.20	0.00	2,916.20
66203 - Creative Design/Development	10,728.40	2,250.00	8,478.40	2,750.00	7,978.40
Total Advertising Expenses	27,578.82	43,750.00	(16,171.18)	49,750.00	(22,171.18)
Marketing Expenses					
Community Relations					
67104 - Annual Marketing Outlook Event	0.00	10,000.00	(10,000.00)	10,000.00	(10,000.00)
67107 - Promotional Items	61.00	0.00	61.00	0.00	61.00
Total Community Relations	61.00	10,000.00	(9,939.00)	10,000.00	(9,939.00)
Marketing Collateral					
67311 - Collateral Production Expenses	187.59	0.00	187.59	0.00	187.59
Total Marketing Collateral	187.59	0.00	187.59	0.00	187.59
Digital Marketing					
67502 - Website Maintenance	9,764.00	0.00	9,764.00	0.00	9,764.00
67503 - Online Search Advertising	12,000.00	0.00	12,000.00	0.00	12,000.00
67504 - Digital Advertising	5,512.50	0.00	5,512.50	0.00	5,512.50
67508 - Website Redesign Expenses	24,332.33	24,332.00	0.33	26,544.00	(2,211.67)
66211 - CRM Maintenance	44,744.00	15,500.00	29,244.00	15,500.00	29,244.00
Total Digital Marketing	96,352.83	39,832.00	56,520.83	42,044.00	54,308.83
Total Marketing Expenses	96,601.42	49,832.00	46,769.42	52,044.00	44,557.42
Direct Sales Initiatives					
Trade Show Expense					
66221 - Trade Show Travel Expenses	4,633.47	14,000.00	(9,366.53)	14,000.00	(9,366.53)
66222 - Trade Show Registration	16,039.52	57,190.00	(41,150.48)	57,190.00	(41,150.48)
66223 - Trade Show Booth Expenses	10,406.23	60,736.25	(50,330.02)	60,736.25	(50,330.02)
Total Trade Show Expense	31,079.22	131,926.25	(100,847.03)	131,926.25	(100,847.03)
Sponsorships					
66231 - Sales Group Enhancement Credit	8,700.00	195,000.00	(186,300.00)	220,000.00	(211,300.00)
66232 - Hosted Industry Events	0.00	5,000.00	(5,000.00)	5,000.00	(5,000.00)
66233 - Industry Partnerships	68,216.92	82,075.00	(13,858.08)	82,075.00	(13,858.08)
66234 - Industry Sponsorships	2,500.00	0.00	2,500.00	0.00	2,500.00
Total Sponsorships	79,416.92	282,075.00	(202,658.08)	307,075.00	(227,658.08)
Sales Initiatives					
66207 - Site Inspections	2,169.16	13,500.00	(11,330.84)	15,000.00	(12,830.84)
66208 - Client Events	0.00	10,000.00	(10,000.00)	10,000.00	(10,000.00)
66209 - Database/Prospecting	17,311.44	20,000.00	(2,688.56)	20,000.00	(2,688.56)
Total Sales Initiatives	19,480.60	43,500.00	(24,019.40)	45,000.00	(25,519.40)
Total Direct Sales Initiatives	129,976.74	457,501.25	(327,524.51)	484,001.25	(354,024.51)
Customized Destination Support					
66243 - Hotel Partner Booking Incentives	(18,800.00)	68,750.00	(87,550.00)	75,000.00	(93,800.00)
66247 - Partner Engagement Expenses	1,064.62	1,500.00	(435.38)	2,000.00	(935.38)
66248 - Group Marketing Initiatives	7,494.10	0.00	7,494.10	0.00	7,494.10
Total Customized Destination Support	(10,241.28)	70,250.00	(80,491.28)	77,000.00	(87,241.28)
Total Expenses	1,222,051.70	1,745,421.92	(523,370.22)	1,935,237.15	(713,185.45)
Net Income	224,742.17	(700,634.59)	925,376.76	(680,749.59)	905,491.76



Visit Newport Beach, Inc. Group Sales (TBID) Statement of Activities YoY for May 2021

	Year To Date <u>05/31/2021</u>	Year To Date <u>05/31/2020</u>	<u>\$ Variance Year over</u>
Operating Revenue			
Revenue			
41000 - TOT/TBID Income	1,446,266.65	4,207,074.52	(2,760,807.87)
Total Revenue	<u>1,446,266.65</u>	<u>4,207,074.52</u>	<u>(2,760,807.87)</u>
Other Income			
46001 - Interest Income	527.22	1,931.20	(1,403.98)
Total Other Income	<u>527.22</u>	<u>1,931.20</u>	<u>(1,403.98)</u>
Total Operating Revenue	<u>1,446,793.87</u>	<u>4,209,005.72</u>	<u>(2,762,211.85)</u>
Expenses			
Salary and Wages			
61010 - Salaries and Wages	487,268.97	891,238.01	(403,969.04)
61015 - Bonuses and Commissions	0.00	68,403.16	(68,403.16)
61020 - Auto Allowance	10,925.00	12,655.00	(1,730.00)
61030 - Payroll Tax Expenses	35,881.55	76,327.19	(40,445.64)
61040 - Accrued PTO Expense	283.65	0.00	283.65
Total Salary and Wages	<u>534,359.17</u>	<u>1,048,623.36</u>	<u>(514,264.19)</u>
Benefits			
61110 - Medical Insurance	75,172.49	105,374.94	(30,202.45)
61115 - Benefit Administrative Fees	329.03	289.09	39.94
61120 - Dental Insurance	7,064.42	7,089.11	(24.69)
61125 - Vision Insurance	1,077.56	1,188.21	(110.65)
61130 - Life and Disability	14,237.62	15,027.40	(789.78)
61140 - Retirement Plan (401k)	19,376.21	68,797.80	(49,421.59)
61150 - Flexible Spending Plan	2,630.44	1,686.94	943.50
61160 - Employee Engagement Benefit	3,041.66	6,750.65	(3,708.99)
Total Benefits	<u>122,929.43</u>	<u>206,204.14</u>	<u>(83,274.71)</u>
General and Administrative Expenses			
Operating Expenses			
64100 - Office Supplies	2,214.58	6,523.48	(4,308.90)
64101 - Kitchen Supplies	747.91	3,817.68	(3,069.77)
64110 - Office Equipment Leases	2,200.00	535.18	1,664.82
64115 - Office Equipment (non-deprec)	1,670.82	2,328.46	(657.64)
64120 - Equipment Repairs & Maintenance	17,028.20	19,145.25	(2,117.05)
64125 - Computer Software (non-deprec)	8,093.41	9,088.00	(994.59)
64130 - Voice and Data - Office	5,945.75	4,984.37	961.38
64135 - Telephone - Mobile	3,320.00	7,805.28	(4,485.28)
64136 - Cable Expenses	1,131.43	0.00	1,131.43
64140 - Postage	385.00	0.00	385.00
64145 - Shipping Charges	247.57	3,194.06	(2,946.49)
64150 - Bank Fees	15.00	30.00	(15.00)
64160 - Membership Dues	32,063.77	41,226.68	(9,162.91)
64165 - Subscriptions	0.00	170.25	(170.25)
64170 - Team Meetings	6,063.13	21,934.90	(15,871.77)
64175 - Governance Meeting Expenses	0.00	9,559.22	(9,559.22)
64180 - Education	4,574.20	13,959.32	(9,385.12)
64190 - Business Licensing and Fees	35.00	291.70	(256.70)



Visit Newport Beach, Inc. Group Sales (TBID) Statement of Activities YoY for May 2021

	Year To Date <u>05/31/2021</u>	Year To Date <u>05/31/2020</u>	<u>\$ Variance Year over</u>
64300 - Depreciation Expense	4,784.06	10,232.20	(5,448.14)
64600 - Business Meals/Entertainment	1,336.47	7,773.15	(6,436.68)
64400 - Bad Debt Expense	1,056.96	0.00	1,056.96
Total Operating Expenses	<u>92,913.26</u>	<u>162,599.18</u>	<u>(69,685.92)</u>
Office Lease and Expenses			
62100 - Office Lease	120,089.41	91,421.73	28,667.68
62110 - Office Repairs and Maintenance	0.00	3,423.91	(3,423.91)
Total Office Lease and Expenses	<u>120,089.41</u>	<u>94,845.64</u>	<u>25,243.77</u>
Insurance			
63100 - General Liability Insurance	1,337.34	1,168.18	169.16
63200 - Workers Compensation Insurance	3,002.54	4,419.54	(1,417.00)
63300 - Board of Directors Insurance	2,488.29	3,594.51	(1,106.22)
Total Insurance	<u>6,828.17</u>	<u>9,182.23</u>	<u>(2,354.06)</u>
Professional Fees			
64205 - Payroll Processing Service	4,446.51	3,538.26	908.25
64206 - Independent Contractors	66.25	25,497.00	(25,430.75)
67004 - Marketing NBCo Fees	81,000.00	81,000.00	0.00
64201 - Audit Fees	13,500.00	450.00	13,050.00
64202 - Tax Preparation Fees	2,000.00	(1,000.00)	3,000.00
Total Professional Fees	<u>101,012.76</u>	<u>109,485.26</u>	<u>(8,472.50)</u>
Travel Expenses			
65100 - Airfare	0.00	5,476.84	(5,476.84)
65200 - Accommodations	0.00	5,086.31	(5,086.31)
65300 - Meals	0.00	369.96	(369.96)
65400 - Transportation Costs	0.00	2,347.03	(2,347.03)
65405 - Mileage (\$0.58/mile 2021)	3.80	0.00	3.80
65500 - Other Travel Costs	0.00	215.00	(215.00)
Total Travel Expenses	<u>3.80</u>	<u>13,495.14</u>	<u>(13,491.34)</u>
Total General and Administrative	<u>320,847.40</u>	<u>389,607.45</u>	<u>(68,760.05)</u>
Advertising Expenses			
66101 - Advertising - Purchased	5,000.00	63,230.00	(58,230.00)
66121 - Promotional Gift Cards	5,250.00	78,957.65	(73,707.65)
66123 - Promotional Client Gifts	3,684.22	23,173.02	(19,488.80)
66202 - Ad Production	2,916.20	0.00	2,916.20
66203 - Creative Design/Development	10,728.40	82,598.36	(71,869.96)
66212 - Community Sponsorships	0.00	1,756.33	(1,756.33)
Total Advertising Expenses	<u>27,578.82</u>	<u>249,715.36</u>	<u>(222,136.54)</u>
Marketing Expenses			
Community Relations			
67103 - Community Partner Events	0.00	6,500.00	(6,500.00)
67101 - Research	0.00	1,500.00	(1,500.00)
67104 - Annual Marketing Outlook Event	0.00	74,984.71	(74,984.71)
67107 - Promotional Items	61.00	0.00	61.00
Total Community Relations	<u>61.00</u>	<u>82,984.71</u>	<u>(82,923.71)</u>
Marketing Collateral			
67311 - Collateral Production Expenses	187.59	0.00	187.59
Total Marketing Collateral	<u>187.59</u>	<u>0.00</u>	<u>187.59</u>
Digital Marketing			



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67502 - Website Maintenance	9,764.00	0.00	9,764.00
67503 - Online Search Advertising	12,000.00	0.00	12,000.00
67504 - Digital Advertising	5,512.50	0.00	5,512.50
67508 - Website Redesign Expenses	24,332.33	18,887.33	5,445.00
66211 - CRM Maintenance	44,744.00	39,208.33	5,535.67
Total Digital Marketing	<u>96,352.83</u>	<u>58,095.66</u>	<u>38,257.17</u>
Communications/Public Relations			
67605 - Media Special Programs	0.00	1,939.98	(1,939.98)
Total Communications/Public Relations	<u>0.00</u>	<u>1,939.98</u>	<u>(1,939.98)</u>
Total Marketing Expenses	<u>96,601.42</u>	<u>143,020.35</u>	<u>(46,418.93)</u>
Direct Sales Initiatives			
Trade Show Expense			
66221 - Trade Show Travel Expenses	4,633.47	49,950.23	(45,316.76)
66222 - Trade Show Registration	16,039.52	149,870.21	(133,830.69)
66223 - Trade Show Booth Expenses	10,406.23	182,925.06	(172,518.83)
Total Trade Show Expense	<u>31,079.22</u>	<u>382,745.50</u>	<u>(351,666.28)</u>
Sponsorships			
66231 - Sales Group Enhancement Credit	8,700.00	288,837.51	(280,137.51)
66233 - Industry Partnerships	68,216.92	81,353.74	(13,136.82)
66234 - Industry Sponsorships	2,500.00	7,802.24	(5,302.24)
Total Sponsorships	<u>79,416.92</u>	<u>377,993.49</u>	<u>(298,576.57)</u>
Sales Initiatives			
66207 - Site Inspections	2,169.16	37,976.08	(35,806.92)
66208 - Client Events	0.00	47,031.07	(47,031.07)
66210 - Conference Services	0.00	165.55	(165.55)
66209 - Database/Prospecting	17,311.44	98,758.93	(81,447.49)
Total Sales Initiatives	<u>19,480.60</u>	<u>183,931.63</u>	<u>(164,451.03)</u>
Total Direct Sales Initiatives	<u>129,976.74</u>	<u>944,670.62</u>	<u>(814,693.88)</u>
Customized Destination Support			
66243 - Hotel Partner Booking Incentives	(18,800.00)	152,628.63	(171,428.63)
66247 - Partner Engagement Expenses	1,064.62	15,849.57	(14,784.95)
66248 - Group Marketing Initiatives	7,494.10	62,792.66	(55,298.56)
Total Customized Destination Support	<u>(10,241.28)</u>	<u>231,270.86</u>	<u>(241,512.14)</u>
Total Expenses	<u>1,222,051.70</u>	<u>3,213,112.14</u>	<u>(1,991,060.44)</u>
Net Income	<u>224,742.17</u>	<u>995,893.58</u>	<u>(771,151.41)</u>



VISIT
NEWPORT
BEACH
CALIFORNIA

Visit Newport Beach, Inc. Group Sales (TBID)
Statement of Cash Flows for May 2021

	Year To Date <u>05/31/2021</u>
Cash flows from operating activities	
Net Income	224,742.17
Change in Cash from Operating Activities	
Depreciation	4,784.06
Amortization	0.00
Accounts Receivable	168,127.77
Grants Receivable	0.00
Prepaid Expenses	(29,036.47)
Inventory	0.00
Other Assets	0.00
Accounts Payable	14,127.75
Deferred Revenue	0.00
Other Liabilities	(42,799.93)
Intercompany	36,056.42
Net cash used by operating Activities	<u>151,259.60</u>
Cash flows from investing activities	
Capital Expenditures	24,332.33
Purchase of long term investments and other assets	0.00
Investment in Subsidiary	0.00
Net cash used by investing activities	<u>24,332.33</u>
Cash flows from financing activities	
Debt Proceeds	0.00
Net cash used by financing activities	<u>0.00</u>
Increase (Decrease) in Cash	<u>400,334.10</u>
Cash, Beginning Period	1,779,037.51
Cash, End of Period	<u><u>2,179,371.61</u></u>



**VISIT
NEWPORT
BEACH
CALIFORNIA**

**Visit Newport Beach, Inc. Group Sales (TBID)
Statement of Financial Position for May 2021**

	<u>Year To Date 05/31/2021</u>	<u>Prior Year To Date 05/31/2020</u>
Assets		
Current Assets		
Cash and Cash Equivalents		
11102 - Checking - VNB Inc. Sales	145,261.18	715,605.57
11111 - Money Market - VNB Inc. Sales	602,394.65	251,858.28
11121 - Investment Reserve - TBID	1,416,715.78	908,254.69
11134 - Checking - CBT - VNB TBID	14,000.00	0.00
11136 - Money Market - CBT - VNB TBID	1,000.00	0.00
Total Cash and Cash Equivalents	<u>2,179,371.61</u>	<u>1,875,718.54</u>
Accounts Receivable		
12000 - Accounts Receivable	<u>1,337.34</u>	<u>55,721.96</u>
Total Accounts Receivable	<u>1,337.34</u>	<u>55,721.96</u>
Other Current Assets		
Prepaid Expenses		
13200 - Prepaid Expenses	<u>99,306.42</u>	<u>113,299.06</u>
Total Prepaid Expenses	<u>99,306.42</u>	<u>113,299.06</u>
Intercompany Receivable		
13300 - Intercompany AR - NB&Co	0.00	17,361.98
13310 - Intercompany AR - VNB Inc. TOT	<u>1,000.00</u>	<u>0.00</u>
Total Intercompany Receivable	<u>1,000.00</u>	<u>17,361.98</u>
Total Other Current Assets	<u>100,306.42</u>	<u>130,661.04</u>
Total Current Assets	<u>2,281,015.37</u>	<u>2,062,101.54</u>
Long-term Assets		
Property & Equipment		
14100 - Leasehold Improvements	38,467.66	38,467.66
14200 - Office Furniture and Fixtures	114,702.97	114,702.97
14300 - Computer Equipment	19,171.83	19,171.83
15200 - Capitalized Website Development	54,450.00	54,450.00
15210 - Accum. Amortization Website	(52,237.93)	(25,693.57)
14110 - Accum. Deprec.- Leasehold	(38,467.66)	(38,467.66)
14210 - Accum. Deprec. - Office Furniture	(112,100.31)	(111,181.71)
14310 - Accum. Deprec. - Computer	(12,866.62)	(8,529.71)
Total Property & Equipment	<u>11,119.94</u>	<u>42,919.81</u>
Total Long-term Assets	<u>11,119.94</u>	<u>42,919.81</u>
Total Assets	<u>2,292,135.31</u>	<u>2,105,021.35</u>



VISIT
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Visit Newport Beach, Inc. Group Sales (TBID)
Statement of Financial Position for May 2021

	Year To Date <u>05/31/2021</u>	Prior Year To Date <u>05/31/2020</u>
Liabilities and Net Assets		
Liabilities		
Short-term Liabilities		
Accounts Payable		
21000 - Accounts Payable	30,472.56	38,972.35
Total Accounts Payable	<u>30,472.56</u>	<u>38,972.35</u>
Accrued Liabilities		
23100 - Accrued Expenses	15,500.00	0.00
23115 - Accrued Paid Time Off	23,010.57	21,945.84
Total Accrued Liabilities	<u>38,510.57</u>	<u>21,945.84</u>
Other Short-term Liabilities		
Intercompany Payable		
23300 - Intercompany AP - NB&Co	38,561.30	1,376.17
23310 - Intercompany AP - VNB Inc. TOT	184.77	519.26
Total Intercompany Payable	<u>38,746.07</u>	<u>1,895.43</u>
Total Other Short-term Liabilities	<u>38,746.07</u>	<u>1,895.43</u>
Total Short-term Liabilities	<u>107,729.20</u>	<u>62,813.62</u>
Long Term Liabilities		
Other Long-term Liabilities		
24100 - Group Booking Incentive Reserve	(13,000.00)	33,800.00
24300 - Deferred Rent	37,462.71	19,409.65
Total Other Long-term Liabilities	<u>24,462.71</u>	<u>53,209.65</u>
Total Long Term Liabilities	<u>24,462.71</u>	<u>53,209.65</u>
Total Liabilities	<u>132,191.91</u>	<u>116,023.27</u>
Net Assets		
Net Assets		
31100 - General Fund Balance	1,935,201.23	993,104.50
Total Net Assets	<u>1,935,201.23</u>	<u>993,104.50</u>
Net Income	<u>224,742.17</u>	<u>995,893.58</u>
Total Net Assets	<u>2,159,943.40</u>	<u>1,988,998.08</u>
Total Liabilities and Net Assets	<u>2,292,135.31</u>	<u>2,105,021.35</u>