

**Steubenville Convention & Visitors Bureau**  
**Profit & Loss**  
 October 2007 through July 2008

	Oct '07 - Jul 08
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4 - Contributed support</b>	
4000 - Bed Tax	89,540.37
4010 - Indiv/business contribution	2,000.00
4530 - State grants	938.75
<b>Total 4 - Contributed support</b>	92,479.12
<b>5 - Earned revenues</b>	
5000 - Tour Income	3,387.75
5210 - Membership dues - individuals	4,150.00
5441 - Promotional Item Sales	223.00
<b>Total 5 - Earned revenues</b>	7,760.75
<b>5800 - Special events</b>	
5821 - City Market Income	270.00
5823 - Christmas	210.00
5824 - Light Up Night Income	385.77
<b>Total 5800 - Special events</b>	865.77
<b>Total Income</b>	101,105.64
<b>Expense</b>	
<b>7200 - Salaries &amp; related expenses</b>	
7210 - Officers & directors salaries	28,865.32
7221 - Executive Assistant	9,529.50
7250 - Payroll taxes	3,356.49
7260 - Workers Comp	261.05
<b>Total 7200 - Salaries &amp; related expenses</b>	42,012.36
<b>7500 - Other personnel expenses</b>	
7540 - Professional fees - other	1,884.00
7550 - Temporary help - contract	100.00
7551 - Tour Guide	100.00
<b>Total 7500 - Other personnel expenses</b>	2,084.00
<b>8100 - Non-personnel expenses</b>	
8110 - Supplies	3,871.96
8130 - Telephone & telecommunications	2,221.44
8140 - Postage, shipping, delivery	2,102.11
8160 - Equip rental & maintenance	617.90
8180 - Books, subscriptions, reference	142.80
8181 - Membership Dues and Expenses	2,384.33
<b>Total 8100 - Non-personnel expenses</b>	11,340.54
<b>8200 - Occupancy expenses</b>	
8210 - Rent, parking, other occupancy	6,250.00
8220 - Utilities	121.25
<b>Total 8200 - Occupancy expenses</b>	6,371.25
<b>8201 - Tour Expense</b>	
8202 - Creegans Tour	17.00
8203 - Dining	652.93
8205 - Fort Tour	18.00
8207 - Land Office Tour	6.00
8208 - Historical Museum	12.00
8201 - Tour Expense - Other	50.00
<b>Total 8201 - Tour Expense</b>	755.93
<b>8290 - Racking Services</b>	4,464.65
<b>8300 - Travel &amp; meetings expenses</b>	
8310 - Travel	556.69
8320 - Conference, convention, meeting	1,149.90
8330 - Travel Shows	6,271.05
8300 - Travel & meetings expenses - Other	676.74
<b>Total 8300 - Travel &amp; meetings expenses</b>	8,654.38

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Cash Basis

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	<u>Oct '07 - Jul 08</u>
<b>8301 · Special Events Expense</b>	
8302 · Christmas Parade	2,198.56
8304 · Traditions	860.00
8305 · City Market	3,380.00
8306 · Light Up Night	811.45
8307 · Spotlight Show	725.46
<b>Total 8301 · Special Events Expense</b>	<u>7,975.47</u>
<b>8500 · Misc expenses</b>	
8520 · Insurance - non-employee	3,937.00
8570 · Advertising expenses	15,108.10
8571 · Promotional Items	1,133.48
8590 · Other expenses	100.00
<b>Total 8500 · Misc expenses</b>	<u>20,278.58</u>
<b>Total Expense</b>	<u>103,937.16</u>
<b>Net Ordinary Income</b>	-2,831.52
<b>Other Income/Expense</b>	
<b>Other Expense</b>	
9800 · Fixed asset purchases	
9830 · Capital purchases - equipment	1,433.52
<b>Total 9800 · Fixed asset purchases</b>	<u>1,433.52</u>
<b>Total Other Expense</b>	<u>1,433.52</u>
<b>Net Other Income</b>	-1,433.52
<b>Net Income</b>	<u><u>-4,265.04</u></u>