

FY 2017-18



THE BEACHES OF  
**FORT MYERS**  
**AND SANIBEL**

FORTMYERS-SANIBEL.COM

An aerial photograph of a tropical beach. The water is a vibrant turquoise color, transitioning to a lighter shade near the shore. The beach is a wide strip of white sand. In the background, there is a residential area with many houses and palm trees. The sky is blue with some white clouds.

**EXPENDITURE  
REPORT**

**Lee County Tourist Tax Revenue**  
**Lee County Visitor and Convention Bureau**  
**10/01/2017 - 09/30/2018**

| <u>Revenue</u>                         | <u>Actual</u><br><u>FY2017/18</u> |
|--|-----------------------------------|
| <b>Bed Tax Collections</b>             |                                   |
| Total Collections                      | \$ 42,345,976                     |
|  |                                   |
| <b>Interest</b>                        |                                   |
|  | \$ 367,741                        |
|  |                                   |
| <b>Grant</b>                           |                                   |
| BP Gulf Tourism Promotion Grant        | \$ 150,000                        |
|  |                                   |
| <b>FY2017-18 Grand Total / Revenue</b> | <b>\$ 42,863,717</b>              |

**VCB Operating Budget**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Object Account          | Account Description             | FY 17/18 Amended Budget | FY 17/18 Actual     |
|-------------------------|---------------------------------|-------------------------|---------------------|
| 369900                  | Refund Prior FY Expense         |                         | \$ (37,500)         |
| 501210                  | Salaries                        | 1,964,616               | 1,685,548           |
| 501240                  | Disaster Pay (1.0)              |                         | 399                 |
| 501250                  | Special Pay (W/Retirement)      |                         | 30                  |
| 501260                  | Sick Leave                      |                         | 45,644              |
| 501270                  | Vacation Leave                  |                         | 109,507             |
| 501281                  | CPI-Consumer Price Index        | 58,937                  |                     |
| 501310                  | Pay-Non-Perm. Labor             | 40,000                  | 32,420              |
| 501420                  | Holiday Pay                     |                         | 81,916              |
| 501430                  | Disaster Pay - OT (1.5)         |                         | (90)                |
| 501510                  | Special Pay (w/o Rtmnt)         |                         | 2,007               |
| 501550                  | Sick Leave Buy Back             |                         | 63                  |
| 502110                  | FICA Taxes (OASDI)              | 124,429                 | 115,654             |
| 502120                  | FICA Taxes (Medicare)           | 29,342                  | 27,712              |
| 502210                  | Regular Retirement              | 156,508                 | 148,821             |
| 502226                  | Sr Mgmt Rtmnt                   | 33,111                  | 33,751              |
| 502310                  | Health Insurance                | 440,490                 | 399,885             |
| 502311                  | Health Ins Opt Out              |                         | 700                 |
| 502320                  | Life Insurance                  | 4,525                   | 5,118               |
| 502330                  | Dental Insurance                | 13,875                  | 12,543              |
| 502350                  | Disability Insurance            | 9,393                   | 8,947               |
| 502410                  | Worker's Comp-(IGS)             | 20,756                  | 20,756              |
| <b>Total Personnel:</b> |                                 | <b>\$ 2,895,982</b>     | <b>\$ 2,731,331</b> |
| 503120                  | Legal Services                  | \$ 2,500                |                     |
| 503190                  | Other Professional Srvc         | 131,000                 | \$ 99,943           |
| 503450                  | Comp Data Proc & Netwk-IGS      | 182,364                 | 182,364             |
| 503460                  | Data Processing                 | 35,300                  | 64,546              |
| 503490                  | Other Contracted Services       | 1,935,000               | 1,770,828           |
| 504010                  | Local Travel - Class C          | 17,500                  | 14,916              |
| 504015                  | County-Sponsored Functions      | 200                     |                     |
| 504022                  | Out-of-County Travel            | 158,500                 | 143,176             |
| 504024                  | International Travel            | 52,000                  | 41,197              |
| 504025                  | Interview Expenses              |                         |                     |
| 504026                  | Moving Expense                  |                         |                     |
| 504030                  | Motor Pool Chrg(Var IGS)        |                         |                     |
| 504032                  | Fleet (IGS)                     | 11,194                  | 11,194              |
| 504110                  | Telecommunications              | 31,150                  | 28,520              |
| 504120                  | Advertising/Public Notices/Bids |                         | 573                 |
| 504130                  | Int. Phone Line (IGS-Var)       | 28,987                  | 27,516              |
| 504135                  | Int. Phone Usage (IGS-Var)      | 1,018                   | 1,083               |
| 504211                  | Freight, Postage & Courier Svc  | 42,000                  | 32,547              |
| 504410                  | Land, Bldg, Parking Rental      | 120                     |                     |



**VCB Operating Budget**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Object Account                        | Account Description            | FY 17/18 Amended Budget | FY 17/18 Actual      |
|---------------------------------------|--------------------------------|-------------------------|----------------------|
| 504430                                | Office Equipment Rental        |                         |                      |
| 504431                                | Office Equip Lease             | 8,250                   | 9,438                |
| 504450                                | Other Equipment Rental         | 50                      | 76                   |
| 504510                                | Self-Ins Assess-Gen Liab.      | 3,271                   | 3,271                |
| 504510                                | Self Ins Assess-Auto Ins       | 990                     | 990                  |
| 504510                                | Self Ins Assess-Prop Ins       | 5,096                   | 5,096                |
| 504520                                | Insurance & Bonds              | 4,000                   | 2,893                |
| 504620                                | Vehicle Maintenance            | 200                     | 37                   |
| 504630                                | Equipment Maintenance          | 6,200                   | 8,442                |
| 504635                                | Equipment Repair Parts         |                         |                      |
| 504690                                | Internal Repair & Maint.       | 1,000                   | 2,326                |
| 504710                                | Prntng, Bndng & Copy Ext       | 26,550                  | 17,162               |
| 504810                                | Promo. Advertising & Expenses  | 13,043,095              | 12,803,283           |
| 504811                                | Promotions/Brochures/Entertain | 1,312,700               | 1,268,976            |
| 504950                                | Indirect Cost                  | 284,097                 | 284,097              |
| 504960                                | Admin Chrgs-Admin East Bldg    | 49,399                  | 49,399               |
| 504970                                | License,Permit & Appl.Fee      | 800                     | 2,743                |
| 505120                                | Gen. Office Supplies           | 10,000                  | 8,507                |
| 505210                                | Fuel and Lubricants            | 100                     |                      |
| 505215                                | Int Fuel & Lube (IGS-Var)      | 762                     | 762                  |
| 505260                                | Jani. & Other Maint. Supplies  | 300                     | 638                  |
| 505280                                | Minor Equipment                | 4,850                   | 14,615               |
| 505290                                | Other Supplies                 | 1,400                   | 1,644                |
| 505410                                | Reference Materials            | 22,800                  | 35,129               |
| 505420                                | Memberships                    | 59,700                  | 69,258               |
| 505530                                | Educational Expenses           | 2,500                   | 698                  |
| 505531                                | Training/Seminars/Bus. Meeting | 21,000                  | 38,119               |
| 506410                                | Furniture and Equipment        |                         | 9,930                |
| <b>Total Operating:</b>               |                                | <b>\$ 17,497,943</b>    | <b>\$ 17,055,932</b> |
| <b>Total Personnel and Operating:</b> |                                | <b>\$ 20,393,925</b>    | <b>\$ 19,749,763</b> |

**Beach and Shoreline Operating Budget**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Object Account                        | Account Description            | FY 17/18 Amended Budget | FY 17/18 Actual   |
|---------------------------------------|--------------------------------|-------------------------|-------------------|
| 501210                                | Salaries                       | 92,049                  | 82,218            |
| 501260                                | Sick Leave                     |                         | 1,807             |
| 501270                                | Vacation Leave                 |                         | 7,180             |
| 501281                                | CPI-Consumer Price Index       | 2,761                   |                   |
| 501420                                | Holiday Pay                    |                         | 4,011             |
| 502110                                | FICA Taxes (OASDI)             | 5,878                   | 5,637             |
| 502120                                | FICA Taxes (Medicare)          | 1,375                   | 1,318             |
| 502210                                | Regular Retirement             | 7,500                   | 7,631             |
| 502310                                | Health Insurance               | 21,450                  | 21,450            |
| 502320                                | Life Insurance                 | 194                     | 233               |
| 502330                                | Dental Insurance               | 555                     | 555               |
| 502350                                | Disability Insurance           | 455                     | 455               |
| 502410                                | Worker's Comp-(IGS)            | 1,092                   | 1,092             |
| <b>Total Personnel:</b>               |                                | <b>\$ 133,309</b>       | <b>\$ 133,588</b> |
| 503450                                | Comp Data Proc & Netwk-IGS     | 3,507                   | 3,507             |
| 504010                                | Local Travel - Class C         | 250                     | 10                |
| 504015                                | County Sponsored Functions     | 500                     | -                 |
| 504022                                | Out-of-County Travel           | 2,500                   | 941               |
| 504032                                | Fleet (IGS)                    | 589                     | 589               |
| 504110                                | Telecommunications             | 250                     | 21                |
| 504130                                | Int. Phone Line (IGS-Var)      | 2,121                   | 2,239             |
| 504135                                | Int. Phone Usage (IGS-Var)     |                         | 44                |
| 504510                                | Self-Ins Assess-Gen Liab.      | 172                     | 172               |
| 504510                                | Self Ins Assess-Auto Ins       | 52                      | 52                |
| 504510                                | Self Ins Assess-Prop Ins       | 268                     | 268               |
| 504620                                | Vehicle Maintenance            | 75                      | 73                |
| 504710                                | Prntng, Bndng & Copy Ext       | 1,000                   | 1,000             |
| 504811                                | Promotions/Brochures/Entertain | 2,500                   | 4,352             |
| 504960                                | Admin Charges                  | 2,328                   | 1,746             |
| 504960                                | Admin Charges                  |                         | 582               |
| 505215                                | Fleet Fuel (Fixed IGS)         | 41                      | 41                |
| 505230                                | Clothing & Wearing Apparel     | 200                     |                   |
| 505250                                | Food and Food Supplies         | 200                     |                   |
| 505280                                | Minor Equipment                | 100                     | -                 |
| 505290                                | Other Supplies                 | 100                     | -                 |
| 505410                                | Reference Materials            | 50                      | -                 |
| 505420                                | Memberships                    | 1,500                   | 1,100             |
| 505531                                | Training/Seminars/Bus. Meeting | 2,000                   | 42                |
| <b>Total Operating:</b>               |                                | <b>\$ 20,303</b>        | <b>\$ 16,780</b>  |
| <b>Total Personnel and Operating:</b> |                                | <b>\$ 153,612</b>       | <b>\$ 150,368</b> |

| Salaries and Benefits                                     |  |                       |                      |                       |
|---|--|-----------------------|----------------------|-----------------------|
| Lee County Visitor and Convention Bureau Operating Budget |  |                       |                      |                       |
| 10/1/2017-9/30/2018                                       |  |                       |                      |                       |
| Name  | Title  | FY17-18 Salaries      | FY17-18 Benefits     | Total                 |
| Auer, Amanda J  | Business, Sports and Tourism Specialist          | \$ 56,359.25          | \$ 19,934.38         | \$ 76,293.63          |
| Barkowski, Joan   | Business, Sports and Tourism Specialist          | 14,286.22             | 8,224.70             | 22,510.92             |
| Behr, Simone  | Business, Sports and Tourism Specialist, Sr      | 58,031.28             | 28,503.50            | 86,534.78             |
| Belasco, Frances Bernadette                               | Manager, Business, Sports and Tourism            | 85,406.28             | 33,042.01            | 118,448.29            |
| Bremer, Brittany Lauren                                   | Business, Sports and Tourism Specialist          | 15,363.16             | 6,053.56             | 21,416.72             |
| Brown, Pamela R   | Business, Sports and Tourism Specialist          | 56,172.85             | 19,903.74            | 76,076.59             |
| Cassel, Tommy F Jr  | Business, Sports and Tourism Specialist          | 47,956.14             | 18,536.36            | 66,492.50             |
| Cocco, Candi M  | Business, Sports and Tourism Specialist, Senior  | 65,992.65             | 21,534.00            | 87,526.65             |
| Congregane, Erin Margaret                                 | Business, Sports and Tourism Specialist, Senior  | 54,234.97             | 19,581.83            | 73,816.80             |
| Curiel, Neil Brandon                                      | Business, Sports and Tourism Specialist          | 23,990.61             | 1,224.05             | 25,214.66             |
| Derathe, Thomas Robert Benoit                             | Administrative Specialist                        | 37,024.13             | 25,739.19            | 62,763.32             |
| Donlan, Francesca Cline                                   | Manager, Business, Sports and Tourism            | 72,943.86             | 30,974.66            | 103,918.52            |
| Durant, Judith A  | Manager, Business, Sports and Tourism            | 85,795.74             | 29,814.92            | 115,610.66            |
| Evans, Charmine Denise                                    | Business, Sports and Tourism Specialist          | 59,363.53             | 28,724.00            | 88,087.53             |
| Glasscock, Kenneth J                                      | Business, Sports and Tourism Specialist          | 53,394.89             | 27,729.28            | 81,124.17             |
| Hackett, William Henry Young IV                           | Business, Sports and Tourism Specialist          | 2,659.33              | 216.18               | 2,875.51              |
| Harmer, Lisa Lorraine*                                    | Fiscal Specialist                                | 32,183.39             | 19,986.92            | 52,170.32             |
| Harris, Megan Elizabeth                                   | Intern   | 12,915.86             | 988.04               | 13,903.90             |
| Hersl, Courtney Lynn                                      | Business, Sports and Tourism Specialist, Senior  | 66,583.20             | 21,630.76            | 88,213.96             |
| Hinson, Cynthia Lynn                                      | Business, Sports and Tourism Specialist          | 36,285.86             | 2,223.56             | 38,509.42             |
| Huber, Nancy J  | Business, Sports and Tourism Specialist, Senior  | 37,126.35             | 2,291.89             | 39,418.24             |
| Johnson, Pamela B*  | Deputy Director (Temp. Assign. as EDO Director)  | 17,154.36             | 2,223.06             | 19,377.42             |
| Junkin, Erin Michelle                                     | Administrative Specialist                        | 30,439.80             | 23,935.91            | 54,375.71             |
| King, Nicole M  | Business, Sports and Tourism Specialist, Senior  | 68,659.26             | 21,975.51            | 90,634.77             |
| Lacko, McKenzy Droukas                                    | Intern   | 7,613.17              | 582.40               | 8,195.57              |
| Lambert, Joshua Joseph                                    | Business, Sports and Tourism Specialist          | 38,260.52             | 16,480.15            | 54,740.67             |
| Linares, Elizabeth  | Business, Sports and Tourism Specialist          | 8,179.12              | 664.99               | 8,844.11              |
| Maldonado, Berta R  | Fiscal Officer, Senior                           | 81,748.22             | 24,147.24            | 105,895.46            |
| Maldonado, Lucy   | Fiscal Manager                                   | 88,849.94             | 34,340.68            | 123,190.62            |
| Ososky, Brian Joseph                                      | Manager, Business, Sports and Tourism Operations | 90,274.01             | 34,036.39            | 124,310.40            |
| Parker, Jackie Hutcherson                                 | Business, Sports and Tourism Specialist          | 61,263.62             | 29,035.65            | 90,299.27             |
| Pigott, Tamara W  | Director   | 150,521.52            | 68,066.59            | 218,588.11            |
| Rodriguez, Jacqueline                                     | Administrative Specialist, Senior                | 41,098.19             | 25,688.88            | 66,787.07             |
| Steinke, Megan Renee                                      | Business, Sports and Tourism Specialist          | 47,296.44             | 7,090.69             | 54,387.13             |
| Thompson, Lesley-Ann Macaulay                             | Business, Sports and Tourism Specialist, Senior  | 73,494.06             | 22,777.92            | 96,271.98             |
| Vance, Jill Annette                                       | Manager, Business, Sports and Tourism            | 84,746.01             | 32,931.71            | 117,677.72            |
| Walla, Jennifer Jane                                      | Business, Sports and Tourism Specialist          | 28,747.82             | 10,772.78            | 39,520.60             |
| Wyant, Krista Marie                                       | Intern   | 13,303.35             | 1,017.68             | 14,321.03             |
| Zinke, Stefanie Monika                                    | Business, Sports and Tourism Specialist, Senior  | 72,140.90             | 30,845.48            | 102,986.38            |
|   | <b>Total</b>                                     | <b>\$1,977,859.87</b> | <b>\$ 753,471.25</b> | <b>\$2,731,331.11</b> |

\* Position Split

| Salaries and Benefits   |   |                     |                     |                      |
|---|---|---------------------|---------------------|----------------------|
| Lee County Visitor and Convention Bureau Beach and Shoreline Budget |   |                     |                     |                      |
| 10/1/2017-9/30/2018   |   |                     |                     |                      |
| Name  | Title   | FY17-18 Salaries    | FY17-18 Benefits    | Total                |
| Harmer, Lisa Lorraine*  | Fiscal Specialist                               | 10,727.80           | 3,802.44            | 14,530.24            |
| MacPhee, Nancy M  | Business, Sports and Tourism Specialist, Senior | 87,820.66           | 31,236.90           | 119,057.56           |
| * Position Split  | <b>Total</b>                                    | <b>\$ 98,548.46</b> | <b>\$ 35,039.34</b> | <b>\$ 133,587.80</b> |

**Visit Florida-Detailed Expenditure Report**  
**Lee County Visitor and Convention Bureau Operating Budget**  
**10/1/2017 to 9/30/2018**

| <b>Transaction Date</b> | <b>Description</b>  | <b>Actual Amount</b> |
|-------------------------|---|----------------------|
| 10/6/2017               | Visit FL Leadership Summit/Z. Zinke   | \$ 149.00            |
| 10/6/2017               | Visit FL Leadership Summit/T. Pigott  | 149.00               |
| 10/9/2017               | Visit FL Leadership Summit/P. Johnson   | 149.00               |
| 10/9/2017               | Visit FL Leadership Summit/J. Durant  | 149.00               |
| 10/9/2017               | Visit FL Leadership Summit/F. Donlan  | 149.00               |
| 10/11/2017              | Visit FL Leadership Summit/B. Osofsky   | 149.00               |
| 10/9/2017               | Visit FL Encounter/Exhibitor  | 2,995.00             |
| 10/31/2017              | Visit FL Canada-The Weather Network 10/30/17-11/5/17                          | 15,000.00            |
| 10/31/2017              | Visit FL Canada Takeover Campaign 10/30/17-11/26/17                           | 20,000.00            |
| 11/7/2017               | WTM Event 110617 Booth Convention/Exhibit                                     | 13,200.00            |
| 11/14/2017              | FADMO FL Tourism Day/P. Johnson   | 55.00                |
| 11/14/2017              | FADMO FL Tourism Day/T. Pigott  | 55.00                |
| 12/8/2017               | Visit FL Huddle/Exhibitor   | 3,195.00             |
| 12/19/2017              | Visit Florida - Facebook Co-op Buy 12/4/17-12/10/17                           | 10,000.00            |
| 12/31/2017              | Visit Florida Officials Visitors Guide Ad                                     | 17,601.00            |
| 1/23/2018               | World Trl Latin America/Exhibt  | 3,840.00             |
| 1/26/2018               | 2018 Official Transportation Map Ad   | 30,000.00            |
| 1/31/2018               | Visit Florida-New York Times Branded Content Package 1/1/18-3/31/18           | 50,000.00            |
| 1/31/2018               | Visit Florida Weather Triggered Campaign - 1.15.18-3.15.18                    | 7,000.00             |
| 2/8/2018                | ITB-PanAM Event   | 4,160.00             |
| 2/13/2018               | Air Canada Tvl Trade Roadshow   | 1,000.00             |
| 2/18/2018               | Visit Florida Online NYT Branded Content Social Amplification 2/19/18-3/31/19 | 50,000.00            |
| 3/7/2018                | Visit FL NYC Media Recep  | 1,200.00             |
| 3/12/2018               | Visit FL WTM/LATAM Credit   | (1,000.00)           |
| 3/19/2018               | WTM Latin Amer Media Recep  | 500.00               |
| 3/26/2018               | VF German Road Show/Exhibitor   | 4,500.00             |
| 4/10/2018               | Visit FL Ocean FL Training  | 140.00               |
| 4/24/2018               | FI Workstation Event Booth Convention/Exhibit                                 | 5,600.00             |
| 4/30/2018               | Visit Florida Seashell Guide  | 40,000.00            |
| 5/29/2018               | Membership Fees   | 6,000.00             |
| 7/3/2018                | Brochure Slots - Welcome Center   | 571.75               |
| 7/13/2018               | 2018 GOVS CONF REGISTRATION   | 5,417.00             |
| 7/26/2018               | SITV Int'l Tourism & Travel Show Exhibitor                                    | 3,000.00             |
| 8/7/2018                | World Travel Market Event   | 1,800.00             |
| 8/7/2018                | Florida Huddle Tradeshow  | 2,700.00             |
| 8/9/2018                | FL Gov's Conf Regist./P. Cronin   | 599.00               |
| 8/15/2018               | Visit FL Germany Roadshow   | 4,250.00             |
| 8/21/2018               | Visit FL CVIC Summit  | 150.00               |
| 8/22/2018               | BBREMER100918 Visit FL CVIC Summit  | 150.00               |
| 8/22/2018               | Zoomer Lifestyle Expo Event   | 1,200.00             |
| 8/23/2018               | Visit FL Media Event  | 1,200.00             |
| 9/11/2018               | Domestic & Int'l VisaVue Reports/Subscription                                 | 5,060.00             |
| 9/21/2018               | NY Times Travel Show Exhibitor  | 3,600.00             |
|                         | <b>Total:</b>   | <b>\$ 315,632.75</b> |

**Entertainment Expenditure Detail**  
**Lee County Visitor and Convention Bureau Operating Budget**  
**10/1/2017-9/30/2018**

| <b>Transaction Date</b> | <b>Description</b>  | <b>Actual Amount</b> |
|-------------------------|---|----------------------|
| 10/4/2017               | Canada Sales Mission Meeting                                      | \$ 460.85            |
| 10/4/2017               | Canada Sales Mission Meeting Intl Fee                             | 4.61                 |
| 10/4/2017               | UK Journalists/Alliance/ Meeting                                  | 63.92                |
| 11/28/2017              | L Croft/FRLA  | 42.08                |
| 12/4/2017               | Feria Intl Turismo-Hosted Dinner                                  | 136.79               |
| 12/4/2017               | Feria Intl Turismo-Hosted Dinner Intl Fee                         | 1.37                 |
| 12/4/2017               | Sales Mission Gainesville/Meeting Coordinators                    | 29.95                |
| 12/4/2017               | Sales Mission Gainesville/Huysman & Cooper                        | 38.75                |
| 12/4/2017               | Journalists Gates, Nickell /Doc Ford Mystery Book                 | 108.20               |
| 12/4/2017               | Influencers Hedley/Edwards/Canada Zoomer Radio                    | 182.98               |
| 1/4/2018                | Journalists - Paluzzi and O'Neal /Full Circle                     | 58.55                |
| 1/4/2018                | Journalist Burch/Luxury Report                                    | 261.60               |
| 2/4/2018                | Columnist Koster Walton / Freelance                               | 54.50                |
| 2/4/2018                | UK Tour Operator / Styles / Trailfinders                          | 57.15                |
| 2/4/2018                | Charlotte, NC Sales Client Event/ ABA /Rustad Tours               | 72.79                |
| 2/4/2018                | Business Mtng/SATW Event  | 134.90               |
| 2/4/2018                | Journalists / Germany, Austria, and Swizerland                    | 140.16               |
| 2/4/2018                | Journalists / Germany, Austria, and Swizerland                    | 200.58               |
| 3/4/2018                | Tallahassee Sales Mission Client Event/Global Accounts            | 38.23                |
| 3/4/2018                | Journalist Dr. Dirk Rohrbach & Photog                             | 53.10                |
| 3/4/2018                | Business Mtng/Foster STR  | 56.38                |
| 3/4/2018                | Journalist Dr. Dirk Rohrbach & Photog                             | 109.08               |
| 3/4/2018                | Tallahassee Sales Mission Client Event/Meeting Planners           | 236.40               |
| 3/4/2018                | Tampa Client Event/JHG/HelmsBriscoe                               | 266.00               |
| 3/20/2018               | Travel Editor/Meinch/Midwest Living                               | 39.08                |
| 4/4/2018                | Journalist Jacobs/Photographer Dean/Southern Salt Mag             | 787.50               |
| 4/4/2018                | Hosted VCB Industry Appreciation Night/JetBlue Park               | 3,180.80             |
| 4/4/2018                | Journalist Bethune/Travel & Leisure                               | 33.83                |
| 5/4/2018                | Tallahassee Sales Calls / fsae meeting                            | 35.00                |
| 5/4/2018                | Tallahassee Sales Calls / fsae meeting                            | 35.00                |
| 5/4/2018                | Tallahassee Sales Calls / fsae meeting                            | 35.00                |
| 5/4/2018                | Journalist/Gilmore/Canadian Traveler                              | 35.52                |
| 5/4/2018                | Journalist/Fenton/Boston Globe                                    | 35.92                |
| 5/4/2018                | Journalist Teo, Photog/Atlanta Journal Constitution and Tennessee | 52.08                |
| 5/4/2018                | Travel Writer Pennington/St. Louis Dispatch Newspaper & STL To    | 66.30                |
| 5/4/2018                | Journalist/Blumberg/Southern Living/Overholser/NJF                | 79.55                |
| 5/4/2018                | Trvl Writer/Khosrowshahian/Culinary/Fam. Friendly Act             | 84.15                |
| 5/4/2018                | Journalist/Gilmore/Canadian Traveler                              | 87.48                |
| 5/4/2018                | Potential Clients/Podiatric & Pharmacy Assoc.                     | 130.80               |
| 5/4/2018                | Journalist/Photographer Hart and guest/Freelance                  | 135.30               |
| 5/4/2018                | Journalist/Rubio, Dousset/Conde Nast Traveler                     | 145.73               |
| 5/4/2018                | Journalist/Mackinnon/Boston Globe                                 | 193.71               |
| 5/4/2018                | RedSox&MediaEvent &Sales Calls                                    | 250.00               |
| 5/4/2018                | RedSox&MediaEvent &Sales Calls                                    | 250.00               |
| 5/4/2018                | JetBlue Vacation Support Cntr / 85 Travel Agents                  | 478.09               |
| 5/4/2018                | RedSox&MediaEvent& Sales Calls                                    | 1,152.63             |
| 5/4/2018                | RedSox&MediaEvent& Sales Calls                                    | 1,152.64             |
| 5/4/2018                | Atlanta Sals Calls/Kellen Comp/Meeting Planners                   | 38.66                |
| 6/4/2018                | LCPA Collier Euowings Inaugural Business Reception                | 1,195.93             |
| 6/4/2018                | Culinary Feldman/Business Meeting                                 | 31.51                |
| 7/4/2018                | Journalist Steston/FL Weekly                                      | 44.27                |
| 7/4/2018                | Journalist Mays/Muck Ruck/Eat Move Make                           | 48.50                |
| 7/4/2018                | Journalists Pierce/Steston/Smith FL Weekly                        | 84.50                |



**Entertainment Expenditure Detail**  
**Lee County Visitor and Convention Bureau Operating Budget**  
**10/1/2017-9/30/2018**

| <b>Transaction Date</b> | <b>Description</b>                                    | <b>Actual Amount</b> |
|-------------------------|---|----------------------|
| 7/4/2018                | Journalist Galeano/Miami Herald                       | 114.00               |
| 7/12/2019               | Journalist Gilmore/Canadian Traveler Parking          | 9.00                 |
| 8/4/2018                | Blogger/She Knows Media/Amelia Edelman                | 10.48                |
| 8/4/2018                | Germany & Netherlands Sales Mission Int'l Fee 9/12/18 | 29.95                |
| 8/4/2018                | Travel Writer Windsor, Schweers NJF                   | 68.90                |
| 8/4/2018                | Motorcoach Tour Operators Rece                        | 500.00               |
| 8/4/2018                | Sales & Mktg Qtrly Mtg Space                          | 682.63               |
| 8/4/2018                | Sales & Mktg Qtrly Mtg AV                             | 815.24               |
| 8/4/2018                | Europe Sales Mission Client Event 9/9-9/18            | 2,994.50             |
| 8/4/2018                | Journalist Reed/Gulfshore Life                        | 33.10                |
| 8/4/2018                | Europe Sales Mission Client Event 9/9-9/18            | (44.73)              |
| 9/4/2018                | Travel Writer /J.Reed                                 | (1.55)               |
| 9/30/2018               | Refund Europe Sales Mission Client Evens 9/9-9/18     | (197.96)             |
| 9/30/2018               | Feria Intl Turismo-Hosted Lunch                       | 12.07                |
| 9/30/2018               | IHSF Journalist MB Roberts/NJF                        | 58.60                |
| 9/30/2018               | IHSF Business Mting w/Missy Layfiel/Island Sandpaper  | 58.95                |
| 9/30/2018               | IHSF Kick-Off Reception                               | 315.00               |
| 9/30/2018               | European Sales Mission Client Event 9/9-9/18          | 1,824.94             |
| 9/30/2018               | European Sales Mission Client Event 9/9-9/18          | 3,140.99             |
|                         | <b>Total:</b>   | <b>\$ 23,152.51</b>  |

**Travel Expenses**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Invoice Number    | Name of Traveler        | Location                         | Event Name  | **Non-Reimbursable Expenses | Reimbursement | Total Travel Expenses |
|-------------------|-------------------------|----------------------------------|---|-----------------------------|---------------|-----------------------|
| AAUER040218       | AUER AMANDA             | NASHVILLE, TN                    | Tin Pan South Songwriter Festival                                   | \$ 2,491.04                 | \$ 297.00     | \$ 2,788.04           |
| AAUER072218       | AUER AMANDA             | LAS VEGAS, NV                    | Cvent Connect Conference  | 2,999.15                    | 272.18        | 3,271.33              |
| FBELASCO082817    | BELASCO FRANCES B       | FORT LAUDERDALE, FL              | 2017 Visit FL. Gov's Conference                                     | 785.00                      | 52.00         | 837.00                |
| FBELASCO110417    | BELASCO FRANCES B       | BATON ROUGE, LA                  | Dest Int'l CDME Cert. Program                                       | 2,312.44                    | 168.72        | 2,481.16              |
| FBELASCO121117    | BELASCO FRANCES B       | WEST PALM BEACH, FL              | Visit FL Leadersip  | 467.00                      | 56.00         | 523.00                |
| FBELASCO020818    | BELASCO FRANCES B       | WASHINGTON, D.C.                 | CDME Certification Program  | 3,406.94                    | 218.87        | 3,625.81              |
| FBELASCO070618    | BELASCO FRANCES B       | ANAHEIM, CA                      | Dest Int'l CDME Cert. Classes & Annual Meeting                      | 6,080.81                    | 324.27        | 6,405.08              |
| PBROWN032518      | BROWN PAM               | ORLANDO, FL                      | Nat'l Hurricane Conference  | 1,069.21                    | 266.06        | 1,335.27              |
| PBROWN051718      | BROWN PAM               | WEST PALM BEACH, FL              | Gov's Hurricane Conference  | 132.00                      | 59.00         | 191.00                |
| PBROWN050518      | BROWN PAM               | SCOTTSDALE, AZ                   | 2018 Simpleview Summit  | 2,315.63                    | 231.19        | 2,546.82              |
| TCASSEL060118     | CASSEL TOMMY            | MINNEAPOLIS, MN                  | Lee Co Day @ Target Field   | 953.26                      | 187.20        | 1,140.46              |
| CCOCCO102417      | COCCO CANDICE           | CINCINNATI, OH                   | Connect Faith Trade Show  | 5,475.74                    | 128.91        | 5,604.65              |
| CCOCCO112817      | COCCO CANDICE           | GAINESVILLE, FL                  | Sales Mission   | 516.30                      | 127.33        | 643.63                |
| CCOCCO12718       | COCCO CANDICE           | CHARLOTTE, NC                    | American Bus Association  | 2,864.96                    | 137.66        | 3,002.62              |
| CCOCCO021918      | COCCO CANDICE           | TALLAHASSEE, FL                  | SMERF Sales Calls & Client Events                                   | 827.36                      | 92.20         | 919.56                |
| CCOCCO030518      | COCCO CANDICE           | CONCORD, NC & ROANOKE, VA        | Christian Meeting Planners Conference & Sales Calls                 | 3,366.67                    | 171.21        | 3,537.88              |
| CCOCCO070518      | COCCO CANDICE           | SAN DIEGO, CA                    | 2018 Fraternity Executives Association (FEA)                        | 2,849.84                    | 380.10        | 3,229.94              |
| CCOCCO080718      | COCCO CANDICE           | LITTLE ROCK, AR & GREENVILLE, SC | Going on Faith Conference MASC, NCMA, VMA, 2018 Regional Tradeshow  | 3,827.23                    | 98.91         | 3,926.14              |
| CPASQUALE091218   | DEPASQUALE, COLLEEN*    | CHAMPIONSGATE, FL                | 2018 Visit FL. Gov's Conference                                     | 558.00                      | 172.00        | 730.00                |
| ECONGREGANE101617 | CONGREGANE ERIN         | JACKSONVILLE, FL                 | Jacksonville Sales Calls  | 469.41                      | 109.46        | 578.87                |
| ECONGREGANE110617 | CONGREGANE ERIN         | TALLAHASSEE, FL                  | 2017 Sales Calls & Executive Series Luncheon                        | 4,296.06                    | 152.46        | 4,448.52              |
| ECONGREGANE111317 | CONGREGANE ERIN         | ATLANTA, GA                      | 2017 Luxury Meetings and Atlanta Sales Calls                        | 2,294.21                    | 214.47        | 2,508.68              |
| ECONGREGANE120317 | CONGREGANE ERIN         | MIAMI BEACH, FL                  | Destination Southeast   | 857.50                      | 107.88        | 965.38                |
| ECONGREGANE121317 | CONGREGANE ERIN         | WEST PALM BEACH, FL              | Florida Encounter 2017  | 3,114.20                    | 122.71        | 3,236.91              |
| ECONGREGANE020618 | CONGREGANE ERIN         | TAMPA & ORLANDO, FL              | 2018 Tampa & Orlando Sales Calls/Client Event                       | 589.11                      | 169.75        | 758.86                |
| ECONGREGANE030518 | CONGREGANE ERIN         | FT LAUDERDALE, FL                | Ft Lauderdale Sales Calls   | 681.54                      | 158.06        | 839.60                |
| ECONGREGANE042418 | CONGREGANE ERIN         | TALLAHASSEE, FL                  | Tallahassee Sales Calls and Client Event                            | 689.94                      | 156.56        | 846.50                |
| ECONGREGANE051418 | CONGREGANE ERIN         | ATLANTA, GA                      | Atlanta Sales Calls & MPI Education Program                         | 1,256.92                    | 198.00        | 1,454.92              |
| ECONGREGANE071118 | CONGREGANE ERIN         | FORT LAUDERDALE, FL              | Florida Society of Association Executives (FSAE) Annual Conference  | 1,003.37                    | 58.06         | 1,061.43              |
| ECONGREGANE082318 | CONGREGANE ERIN         | SALT LAKE CITY, UT               | Connect Marketplace   | 6,026.24                    | 138.57        | 6,164.81              |
| MCONTRERAS052018  | CONTRERAS MEGAN         | DENVER, CO                       | 2018 IPW  | 2,732.40                    | 165.47        | 2,897.87              |
| FDONLAN121117     | DONLAN FRANCESCA        | WEST PALM BEACH, FL              | Florida Tourism Leadership Summit                                   | 461.00                      | 47.00         | 508.00                |
| FDONLAN011618     | DONLAN FRANCESCA        | IDYLLWILD, CA                    | NATJA Board Meeting   | 446.59                      | 95.89         | 542.48                |
| FDONLAN012418     | DONLAN FRANCESCA        | NEW YORK, NY                     | New York Time sTravel Show & Travel Media International             | 3,274.47                    | 239.89        | 3,514.36              |
| FDONLAN040418     | DONLAN FRANCESCA        | BOSTON, MA - NEWPORT, RI         | Red Sox Media Event and Media Calls                                 | 2,565.29                    | 254.29        | 2,819.58              |
| FDONLAN042218     | DONLAN FRANCESCA        | BRANSON, MO                      | North American Travel Journalist Conference & Board Meeting (NATJA) | 3,000.76                    | 112.89        | 3,113.65              |
| FDONLAN062618     | DONLAN FRANCESCA        | KANSAS CITY, MO                  | MMGY Planning Session   | 785.39                      | 53.47         | 838.86                |
| JDURANT092417     | DURANT JUDI             | COLUMBUS, OH                     | 2017 Destinations International Visitor Services Summit             | 1,612.23                    | 105.03        | 1,717.26              |
| JDURANT101717     | DURANT JUDI             | TAMPA, FL                        | Visit Florida Certified Travel Information Center Summit            | 596.37                      | 77.06         | 673.43                |
| JDURANT121117     | DURANT JUDI             | WEST PALM BEACH, FL              | Florida Tourism Leadership Summit                                   | 467.00                      | 41.00         | 508.00                |
| JDURANT030618     | DURANT JUDI             | DALLAS, TX                       | AAA/ACI-NA Airport Customer Experience Symposium                    | 1,898.92                    | 89.00         | 1,987.92              |
| CEVANS022118      | EVANS CHARMINE          | TORONTO ON                       | Outdoor Adventure Show  | 1,285.59                    | 497.32        | 1,782.91              |
| CEVANS121117      | EVANS CHARMINE          | ORLANDO/MIAMI, FL                | Annual receptive TO Appreciation Luncheons                          | 4,340.48                    | 74.65         | 4,415.13              |
| CEVANS011718      | EVANS CHARMINE          | COLUMBUS, OH                     | AAA Great Vacations Travel Expo                                     | 1,166.27                    | 335.78        | 1,502.05              |
| CEVANS032218      | EVANS CHARMINE          | TAMPA, FL                        | 2018 FL Women in Leadership Symposium                               | 431.79                      | 3.00          | 434.79                |
| CEVANS051818      | EVANS CHARMINE          | DENVER, CO                       | 2018 IPW  | 2,872.68                    | 273.89        | 3,146.57              |
| CEVANS050618      | EVANS CHARMINE          | SCOTTSDALE, AZ                   | Simpleview Summit   | 3,581.73                    | 212.45        | 3,794.18              |
| KGLASSCOCK042418  | GLASSCOCK KENNETH JASON | ATLANTA, GA                      | Train the Trainer Boot Camp   | 2,432.80                    | 204.04        | 2,636.84              |
| KGLASSCOCK050618  | GLASSCOCK KENNETH JASON | SAN DIEGO, CA                    | Association of Talent Development (ATD) Conference                  | 2,937.19                    | 204.04        | 3,141.23              |
| CHERSL012218      | HERSL COURTNEY          | KANSAS CITY, MO                  | Planning meetings at MMGY Global Offices                            | 678.67                      | 108.09        | 786.76                |
| CHERSL062618      | HERSL COURTNEY          | KANSAS CITY, MO                  | Advertising & Marketing Planning Meeting (MMGY)                     | 923.29                      | 159.22        | 1,082.51              |
| CHINSON101717     | HINSON CINDY            | DAM, KY                          | Southeastern Outdoor Press Association (SEOPA) Annual Conference    | 980.85                      | 79.55         | 1,060.40              |
| CHINSON111217     | HINSON CINDY            | CHICAGO, IL                      | Travel Massive Chicago & Desk Sides                                 | 1,509.41                    | 305.28        | 1,814.69              |
| NHUBER091517      | HUBER NANCY             | ATLANTA, GA                      | Delta Universities (Travel Desk Trainings)                          | 3,024.92                    | 132.00        | 3,156.92              |
| NHUBER100217      | HUBER NANCY             | MIAMI, FL                        | 2017 Travel Agent Forum - Miami                                     | 3,562.87                    | 129.00        | 3,691.87              |
| NHUBER102617      | HUBER NANCY             | MINNEAPOLIS, MN                  | 2017 Star Tribune Vacations & Travel Experience                     | 2,880.24                    | 241.00        | 3,121.24              |
| NHUBER011118      | HUBER NANCY             | THE VILLAGES, FL                 | Travel Expo at The Villages   | 1,045.44                    | 85.00         | 1,130.44              |

**Travel Expenses**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Invoice Number           | Name of Traveler    | Location                  | Event Name  | **Non-Reimbursable Expenses | Reimbursement | Total Travel Expenses |
|--------------------------|---------------------|---------------------------|---|-----------------------------|---------------|-----------------------|
| NHUBER011818             | HUBER NANCY         | COLUMBUS, OH              | AAA Great Vacations Travel Expo   | 3,397.48                    | 295.00        | 3,692.48              |
| NHUBER012318             | HUBER NANCY         | NEW YORK, NY              | New York Times Travel Show  | 4,639.54                    | 315.10        | 4,954.64              |
| PJOHNSON110317           | JOHNSON PAMELA      | LONDON, ENGLAND           | World Travel Market (WTM)   | 3,878.18                    | 734.16        | 4,612.34              |
| PJOHNSON101117           | JOHNSON PAMELA      | AMELIA ISLAND, FL         | FADMO Annual Meeting (Board Member)   | 830.58                      | 59.00         | 889.58                |
| PJOHNSON121117           | JOHNSON PAMELA      | WEST PALM BEACH, FL       | Visit Florida Leadership Summit 2017  | 457.00                      | 43.00         | 500.00                |
| PJOHNSON062618           | JOHNSON PAMELA      | KANSAS CITY, MO           | MMGY FY18-19 Planning Meetings  | 1,194.11                    | 100.00        | 1,294.11              |
| NKING050518              | KING NICOLE         | SAN DIEGO, CA             | Association of Talent Development (ATD) Conference  | 3,367.86                    | 303.10        | 3,670.96              |
| NKING072718              | KING NICOLE         | BOCA RATON, FL            | CHART Hospitality Training Conference   | 2,090.52                    | 176.87        | 2,267.39              |
| JLAMBERT012218           | LAMBERT JOSH        | KANSAS CITY, MO           | Strategic Planning Meetings w/ MMGY Global  | 750.65                      | 99.34         | 849.99                |
| NMACPHEE102417           | MACPHEE NANCY       | FORT LAUDERDALE, FLORIDA  | American Shore & Beach Preservation (ASBPA) Natl Coastal Conf ( <b>Beach and Shoreline Operating Travel Expense</b> ) | 3,472.35                    | 94.00         | 3,566.35              |
| NMACPHEE112517           | MACPHEE NANCY       | FORT LAUDERDALE, FLORIDA  | Winterfest Family Fun Day (Shell Love Bug on Display)   | 175.00                      | 99.00         | 274.00                |
| NMACPHEE020818           | MACPHEE NANCY       | CHICAGO, IL               | Chicago Travel & Adventure Show   | 986.84                      | 205.00        | 1,191.84              |
| NMACPHEE040218           | MACPHEE NANCY       | NASHVILLE, TN             | Tin Pan South Songwriter Festival   | 4,513.17                    | 207.97        | 4,721.14              |
| NMACPHEE072218           | MACPHEE NANCY       | NASHVILLE, TN             | Nashville Island hopper Event   | 1,091.28                    | 58.83         | 1,150.11              |
| BOSOSKY121117            | OSOSKY BRIAN        | WEST PALM BEACH, FL       | Florida Tourism Leadership Summit   | 529.50                      | 41.00         | 570.50                |
| BOSOSKY012218            | OSOSKY BRIAN        | KANSAS CITY, MO           | Strategic Planning Meetings w/ MMGY Global  | 726.65                      | 113.09        | 839.74                |
| BOSOSKY021918            | OSOSKY BRIAN        | NEW YORK, NY              | HSMIAI Adrian Awards Gala   | 1,251.83                    | 108.00        | 1,359.83              |
| BOSOSKY030418            | OSOSKY BRIAN        | PITTSBURG, PA             | Destinations International Chief Marketing Officer (CMO) Summit   | 2,336.89                    | 82.74         | 2,419.63              |
| BOSOSKY060118            | OSOSKY BRIAN        | MINNEAPOLIS, MN           | Lee County Day at Target Field  | 1,034.78                    | 170.55        | 1,205.33              |
| BOSOSKY062618            | OSOSKY BRIAN        | KANSAS CITY, MO           | Advertising / Marketing Planning Meeting - MMGY   | 913.29                      | 112.09        | 1,025.38              |
| BOSOSKY041918            | OSOSKY BRIAN        | SOUTHAMPTON, BERMUDA      | Destination Marketing Organizations (DMO) Mojo  | 1,886.56                    | 368.00        | 2,254.56              |
| JPARKER032618            | PARKER JACKIE       | MIAMI-FORT LAUDERDALE, FL | Miami Media Mission   | 312.83                      | 79.97         | 392.80                |
| JPARKER042418            | PARKER JACKIE       | NEW YORK, NY              | Visit Florida Media Mission   | 2,819.48                    | 212.83        | 3,032.31              |
| JPARKER072318            | PARKER JACKIE       | NASHVILLE, TN             | BMI, 10 Music Square E  | 1,336.93                    | 143.24        | 1,480.17              |
| CPENDERGRASS052118       | PENDERGRASS CECIL*  | DENVER, CO                | IPW   | 1,732.36                    | 988.40        | 2,720.76              |
| CPENDERGRASS060918       | PENDERGRASS CECIL*  | WASHINGTON, D.C.          | Congressional Briefings on Algal Blooms   | 812.04                      | 596.80        | 1,408.84              |
| CPENDEGRASS110217AIRFARE | PENDERGRASS CECIL*  | AIRFARE TO LONDON         | Tourist Development Council - World Travel Market   | -                           | 1,177.39      | 1,177.39              |
| CPENDERGRASS110217       | PENDERGRASS CECIL*  | LONDON, ENGLAND           | World Travel Market (WTM)   | 2,802.63                    | 787.38        | 3,590.01              |
| TPIGOTT092617            | PIGOTT TAMARA       | FORT LAUDERDALE, FL       | 2017 FSBPA Board Meeting  | 190.20                      | 61.00         | 251.20                |
| TPIGOTT103117            | PIGOTT TAMARA       | TORONTO, CANADA           | Canada Media Mission  | 1,023.01                    | 179.00        | 1,202.01              |
| TPIGOTT102317            | PIGOTT TAMARA       | BALTIMORE, MD             | 2017 Marketing Outlook Forum / Travel and Tourism Research Conference   | 1,853.30                    | 84.98         | 1,938.28              |
| TPIGOTT110317            | PIGOTT TAMARA       | LONDON, ENGLAND           | WTM-World Travel Market   | 2,563.23                    | 608.78        | 3,172.01              |
| TPIGOTT111417            | PIGOTT TAMARA       | WASHINGTON DC             | U.S. Travel Fall Board Meetings   | 1,003.43                    | 81.98         | 1,085.41              |
| TPIGOTT121117            | PIGOTT TAMARA       | WEST PALM BEACH, FL       | Visit Florida Leadership Summit   | 499.10                      | 43.00         | 542.10                |
| TPIGOTT011618            | PIGOTT TAMARA       | TALLAHASSEE, FL           | Tourism Day   | 627.62                      | 113.81        | 741.43                |
| TPIGOTT011918            | PIGOTT TAMARA       | MINNEAPOLIS, MN           | Twins Fest  | 673.84                      | 158.16        | 832.00                |
| TPIGOTT012118            | PIGOTT TAMARA       | KANSAS CITY, MO           | MMGY - Advertising and Marketing Planning Meeting   | 1,010.36                    | 124.18        | 1,134.54              |
| TPIGOTT021918            | PIGOTT TAMARA       | ORLANDO, FL               | Connect Marketing Leadership Summit   | 693.94                      | 56.00         | 749.94                |
| TPIGOTT030418            | PIGOTT TAMARA       | BERLIN & MUNICH GERMANY   | ITB & Eurowings Media Event   | 2,093.87                    | 579.77        | 2,673.64              |
| TPIGOTT032218            | PIGOTT TAMARA       | WASHINGTON, DC            | U.S. Travel Spring Board Meetings   | 849.02                      | 17.00         | 866.02                |
| TPIGOTT041818            | PIGOTT TAMARA       | TALLAHASSEE, FL           | FSBPA Board Meeting   | 76.80                       | 24.00         | 100.80                |
| TPIGOTT041218            | PIGOTT TAMARA       | BOSTON, MA                | Boston Client Meetings  | 1,047.13                    | 54.00         | 1,101.13              |
| TPIGOTT052018            | PIGOTT TAMARA       | DENVER, CO                | IPW   | 1,821.54                    | 141.00        | 1,962.54              |
| TPIGOTT060518            | PIGOTT TAMARA       | NEW YORK, NY              | City_Nation Place Americas Conference   | 1,589.66                    | 122.53        | 1,712.19              |
| TPIGOTT061018            | PIGOTT TAMARA       | WASHINGTON, DC            | Congressional Briefings - Algal Blooms  | 711.81                      | 105.78        | 817.59                |
| TPIGOTT062618            | PIGOTT TAMARA       | KANSAS CITY, MO           | MMGY Planning Meetings  | 1,119.96                    | 105.77        | 1,225.73              |
| TPIGOTT072318            | PIGOTT TAMARA       | NASHVILLE, TN             | Nashville IHSF Media Event  | 956.25                      | 110.10        | 1,066.35              |
| GSALYER082817            | SALYER GLEN VERNELL | HOLLYWOOD, FL             | 2017 Visit FL Governor's Conference on Tourism  | 574.00                      | 47.34         | 621.34                |
| GSALYER060118            | SALYER GLEN VERNELL | MINNEAPOLIS, MN           | Lee County Day 2018 Twins   | 851.11                      | 132.00        | 983.11                |
| LTHOMPSON012218          | THOMPSON LESLEY ANN | KANSAS CITY, MO           | Strategic Planning Meeting with MMGY GLOBAL - Jan 2018  | 705.78                      | 109.20        | 814.98                |
| LTHOMPSON062618          | THOMPSON LESLEY ANN | KANSAS CITY, MO           | Marketing & Advertising Planning Meeting (MMGY Global)  | 874.29                      | 81.55         | 955.84                |
| LTHOMPSON081118          | THOMPSON LESLEY ANN | PHOENIX, AZ               | US Travel Association Conference - ESTO   | 1,355.65                    | 202.73        | 1,558.38              |
| JVANCE11052017           | VANCE JILL          | BATON ROUGE, LA           | Destinations International Sales Academy 2  | 1,759.74                    | 212.84        | 1,972.58              |
| JVANCE121317             | VANCE JILL          | WEST PALM BEACH, FL       | Florida Encounter 2017  | 1,029.00                    | 272.08        | 1,301.08              |
| JVANCE020818             | VANCE JILL          | CHICAGO, IL               | Travel & Adventure Show   | 988.04                      | 313.38        | 1,301.42              |
| JVANCE050618             | VANCE JILL          | SCOTTSDALE, AZ            | 13th Annual Simpleview Summit   | 1,642.52                    | 251.63        | 1,894.15              |

**Travel Expenses**  
**Lee County Visitor and Convention Bureau**  
**10/1/2017-9/30/2018**

| Invoice Number | Name of Traveler | Location                       | Event Name                           | **Non-Reimbursable Expenses | Reimbursement       | Total Travel Expenses |
|----------------|------------------|--------------------------------|--------------------------------------|-----------------------------|---------------------|-----------------------|
| JWALLA041618   | WALLA JENNIFER   | VARIOUS LOCATIONS IN FLORIDA   | East Coast Florida Sales Mission     | 306.00                      | 139.00              | 445.00                |
| JWALLA050118   | WALLA JENNIFER   | ORLANDO, FL                    | TPA & RSW JetBlue Vacations Training | 212.05                      | 34.43               | 246.48                |
| SZINKE120917   | ZINKE STEFANIE M | ORLANDO, FL                    | DerTouristik Campus Live             | 1,619.66                    | 97.00               | 1,716.66              |
| SZINKE121117   | ZINKE STEFANIE M | ORLANDO, MIAMI, FL REPTIVE TOU | Receptive Tour Operator Luncheon     | 299.24                      | 45.00               | 344.24                |
| SZINKE010918   | ZINKE STEFANIE M | FORT LAUDERDALE, FL            | Florida Huddle                       | 3,620.63                    | 121.00              | 3,741.63              |
| SZINKE020318   | ZINKE STEFANIE M | PORTLAND, OR                   | International Inbound Travel Summit  | 2,384.88                    | 157.00              | 2,541.88              |
| SZINKE021818   | ZINKE STEFANIE M | ORLANDO, FL                    | Connect Travel Marketplace           | 3,932.62                    | 63.90               | 3,996.52              |
| SZINKE032518   | ZINKE STEFANIE M | ATLANTA, GA                    | Active America China Summit          | 2,700.45                    | 103.00              | 2,803.45              |
| SZINKE041818   | ZINKE STEFANIE M | PALM COAST, FL                 | FADMO (formerly FACVB) Summit        | 892.80                      | 55.00               | 947.80                |
| SZINKE043018   | ZINKE STEFANIE M | MIAMI, FL                      | ASM Air Service Development for DMOs | 1,940.86                    | 90.00               | 2,030.86              |
| SZINKE051818   | ZINKE STEFANIE M | DENVER, CO                     | 2018 IPW                             | 2,731.64                    | 251.00              | 2,982.64              |
| SZINKE082218   | ZINKE STEFANIE M | MIAMI, FL                      | Expedia Insight Summit Latin America | 66.60                       | 44.00               | 110.60                |
| SZINKE100217   | ZINKE STEFANIE M | TORONTO, OTTAWA, MONTREAL CANA | Canada Sales Mission 2017            | 2,134.62                    | 269.00              | 2,403.62              |
| SZINKE102417   | ZINKE STEFANIE M | BUENOS AIRES, ARGENTINA        | Feria Internacional de Turismo (FIT) | 6,156.89                    | 761.96              | 6,918.85              |
| SZINKE110117   | ZINKE STEFANIE M | AMSTERDAM, NETHERLANDS         | USA Reisbeurs                        | 5,709.07                    | 364.00              | 6,073.07              |
| SZINKE012418   | ZINKE STEFANIE M | REYKJAVIK, ICELAND             | Icelandair Mid Atlantic Trade Show   | 2,714.90                    | 441.96              | 3,156.86              |
| SZINKE030118   | ZINKE STEFANIE M | LYON, FRANCE                   | Mahana                               | 1,626.97                    | 384.00              | 2,010.97              |
| SZINKE030518   | ZINKE STEFANIE M | BERLIN & MUNICH GERMANY        | ITB Berlin and Eurowings             | 1,534.90                    | 607.00              | 2,141.90              |
| SZINKE040118   | ZINKE STEFANIE M | SAO PAULO, BRAZIL              | WTM Latin American                   | 6,499.53                    | 388.00              | 6,887.53              |
| <b>Total:</b>  |                  |                                |                                      | <b>\$ 242,680.56</b>        | <b>\$ 25,933.78</b> | <b>\$ 268,614.34</b>  |

\* TDC Board Member

\*\* Non-Reimbursable Expenses include event registration costs.