

First Quarter Financial Committee Notes

1. First Quarter Expenses: large expense variances, such as association dues, are a result of the timing of receiving and paying invoices.
2. Miscellaneous Income of \$15,000 from Sussex County Government to pay for SDT Visitor Guides
3. Education- Expenses are up compared to last year due to more money being budgeted in this area this year for items such as cost for Certified Destination Marketing Executive (CDME) courses.
4. Discussion ensued relating to a request for a 3-year audit of the Division of Revenue's accounting of the Public Accommodation Tax (PAT) at both the Finance Committee and P&P Committee levels.

Notes from Fred M.:

1. The PAT Revenue for the 1st quarter was up \$19,276 from this same quarter last year (3.22% increase).
2. Since this is just the first quarter report, there are quite a few variances between this year and last year, and this year and the budget. This is pretty typical, as a lot of these variances are just timing differences, between when things were paid this year versus last year. We'll have a clearer picture after the December financial statements are completed, and months of the year are done.
3. The State of Delaware recently corrected their PAT collections by zip code report for last year, which changed our PAT %'s for each of the Chambers. All of the Chambers allocations have been updated with this last month's PAT checks, besides Milton. Milton has currently been paid about \$2,000 too much, so their future PAT checks will be reduced until they've received the correct allocation.
4. At 9/30/24, there was \$313,730 in the checking account. \$527.41 of this is reserved for the Culinary Coast campaign. There also is \$168,838 in SDT's reserve (money market) account. The Edward Jones investment account that was opened last spring with \$25,000, had a current cost basis at 9/30/24 of \$25,142.