

Financial Statements

January 31, 2013

Prepared For:

Destination Missoula

140 N Higgins Avenue

Missoula, MT

59802

Prepared by:

Junkermier, Clark, Campanella, Stevens, P.C.

PO Box 16237

Missoula, Montana 59808

February 13, 2013

ACCOUNTANTS' COMPILATION REPORT

Destination Missoula
140 N Higgins Avenue
Missoula, MT 59802

We have compiled the accompanying statements of financial position - cash basis of Destination Missoula (private branch only) as of January 31, 2013 , and the related statements of activities - cash basis for the one month and seven months then ended and supplementary information contained in schedules I - III, which are presented only for supplementary analysis purposes. The financial statements and supplementary schedules have been prepared on the cash basis of accounting which is a comprehensive basis of accounting other than generally accepted accounting principles. We have not audited or reviewed the accompanying financial statements and supplementary schedules and, accordingly, do not express an opinion or provide any assurance about whether the financial statements and supplementary schedules are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements and supplementary schedules in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements and supplementary schedules.

We are not independent of Destination Missoula.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements and supplementary schedules without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements and supplementary schedules.

Junkermier, Clark, Campanella, Stevens, P.C.

Missoula, Montana
February 13, 2013

Destination Missoula
Statement of Financial Position - Cash Basis
As of January 31, 2013

ASSETS

ASSETS	
CURRENT ASSETS	
Checking	\$ <u>11,519.05</u>
Total Current Assets	<u>11,519.05</u>
OTHER CURRENT ASSETS	
Undeposited Funds	\$ <u>1,070.00</u>
Total Other Current Assets	<u>1,070.00</u>
TOTAL ASSETS	<u>\$ 12,589.05</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Payroll Liabilities	\$ <u>4,600.07</u>
Total Current Liabilities	<u>4,600.07</u>
Total Liabilities	<u>4,600.07</u>
UNRESTRICTED NET ASSETS	
Net Assets	(899.90)
Current Income	<u>8,888.88</u>
Total Unrestricted Net Assets	<u>7,988.98</u>
TOTAL LIABILITIES AND UNRESTRICTED NET ASSETS	<u>\$ 12,589.05</u>

See Accountants' Compilation Report

Destination Missoula
Statements of Activities - Cash Basis
For the One Month and Seven Months Ended January 31, 2013

	Current Period	Percent	Year To Date	Percent
Revenue				
Monte Dolack Print Sales	\$ 0.00	0.0	\$ 400.00	0.3
Banner Ads Income	3,500.00	16.7	10,500.00	7.1
Miscellaneous Income	0.00	0.0	50.00	0.0
TBID Income				
Bookkeeping	\$ 208.33	\$ 1.0	\$ 1,458.31	\$ 1.0
Health Insurance	319.87	1.5	1,519.87	1.0
Payroll Taxes	604.16	2.9	2,701.22	1.8
Salaries Director	2,291.67	11.0	16,041.69	10.9
Destination Sales Mgr	3,750.00	17.9	13,125.00	8.9
Worker's Comp	1,050.00	5.0	1,050.00	0.7
Project Income				
Annual Memb. Luncheon Income	0.00	0.0%	1,939.08	1.3%
Partner Events	0.00	0.0%	325.00	0.2%
Destination Dining	825.00	3.9%	2,613.40	1.8%
Marathon Welcome Party	0.00	0.0%	8,610.49	5.8%
City Map Income	2,250.00	10.8%	2,475.00	1.7%
Visitors Guide	0.00	0.0%	10,943.28	7.4%
Full Moon Missoula	(300.00)	(1.4)%	0.00	0.0%
Bed Tax Income				
Part-Time VIC Staff	0.00	0.0	2,389.99	1.6
Full Time VIC Staff	1,339.66	6.4	9,377.62	6.4
Marketing Personnel	1,291.50	6.2	9,040.50	6.1
Administration	2,291.67	11.0	16,041.69	10.9
Dues Income				
Individual	300.00	1.4	5,395.14	3.7
Lodging	40.00	0.2	13,720.00	9.3
Base	1,160.00	5.5	17,869.70	12.1
Total Revenue	20,921.86	100.0	147,586.98	100.0
Employee Expenses				
Payroll Expenses	14.50	0.1	87.00	0.1
Destination Sales Manager	3,750.00	17.9	13,125.00	8.9
Director	4,885.06	23.3	34,125.82	23.1
VIC/Full Time	1,428.63	6.8	11,953.27	8.1
VIC/Part-Time	684.00	3.3	2,414.00	1.6
VIC Mgr/Mktg/Membership	3,404.02	16.3	21,561.88	14.6
Payroll Taxes	1,416.34	6.8	7,564.17	5.1
Total Employee Expenses	15,582.55	74.5	90,831.14	61.5
General Expenses				
Insurance				
Health Insurance - Employees	534.00	2.6	4,132.99	2.8
Indemnity	0.00	0.0	633.00	0.4
Workers' Compensation Insurance	0.00	0.0	1,297.30	0.9
Legislature	0.00	0.0	1,500.00	1.0
Marketing				
Marketing	(37.50)	(0.2)	310.00	0.2
CVB Awareness Campaign	(59.98)	(0.3)	0.00	0.0
Qwest/Dex	36.50	0.2	330.67	0.2
Meetings				
Meetings	(89.81)	(0.4)	195.19	0.1
Membership				
Annual Membership Luncheon	(1,377.60)	(6.6)	2,572.84	1.7
Membership Packets	161.58	0.8	381.57	0.3
Recruitment/Retention	59.98	0.3	374.20	0.3

See Accountants' Compilation Report

**Destination Missoula
Statements of Activities - Cash Basis
For the One Month and Seven Months Ended January 31, 2013**

	Current Period	Percent	Year To Date	Percent
Office				
Chamber Master	\$ 119.00	0.6	\$ 833.00	0.6
Christmas Gift	(412.10)	(2.0)	1,103.70	0.7
Computer Misc	89.95	0.4	554.87	0.4
Copies	15.20	0.1	942.38	0.6
Director's Lunch Meeting Exp.	55.98	0.3	246.83	0.2
Furniture	0.00	0.0	516.00	0.3
Miscellaneous Expenses	0.00	0.0	327.20	0.2
Parking	0.00	0.0	113.50	0.1
Postage	50.00	0.2	280.00	0.2
Printing	0.00	0.0	344.00	0.2
Rent	1,200.00	5.7	9,600.00	6.5
Supplies	188.58	0.9	1,560.34	1.1
T-One Service	50.00	0.2	400.00	0.3
Telephone	109.20	0.5	873.60	0.6
Utilities	100.00	0.5	800.00	0.5
Other Expenses				
Dues, Membership Subscriptions	120.00	0.6	665.00	0.5
Professional Development				
Board Retreat	0.00	0.0	1,768.00	1.2
DMAI	0.00	0.0	664.56	0.5
Professional Fees				
Professional Fees	0.00	0.0	760.00	0.5
Projects				
Visitor Guide Cover	0.00	0.0	140.00	0.1
Destination Dining	1,415.10	6.8	1,815.10	1.2
Marathon Welcome Party	0.00	0.0	6,390.27	4.3
Telemarketing				
Certified Folder	0.00	0.0	440.85	0.3
USPS/Windfall Tech. Postage	0.00	0.0	5,000.00	3.4
Total General Expenses	<u>2,228.08</u>	<u>10.6</u>	<u>40,676.69</u>	<u>27.6</u>
Total Expenses	<u>17,910.63</u>	<u>85.6</u>	<u>138,698.10</u>	<u>94.0</u>
Net Income (Loss)	<u>\$ 3,011.23</u>	<u>14.4%</u>	<u>\$ 8,888.88</u>	<u>6.0%</u>

**Destination Missoula
Supplementary Schedule I
Statement of Activities - Cash Basis
For The Seven Months Ended January 31, 2013**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Central Income													
Monte Dolack Print Sales	0.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00
Banner Ads Income	0.00	0.00	0.00	0.00	1,750.00	5,250.00	3,500.00	0.00	0.00	0.00	0.00	0.00	10,500.00
Miscellaneous Income	0.00	239.23	0.00	(239.23)	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
Total Central Income	0.00	639.23	0.00	(239.23)	1,800.00	5,250.00	3,500.00	0.00	0.00	0.00	0.00	0.00	10,950.00
TBID Income													
Bookkeeping	0.00	0.00	0.00	833.32	208.33	208.33	208.33	0.00	0.00	0.00	0.00	0.00	1,458.31
Health Insurance	400.00	200.00	200.00	0.00	200.00	200.00	319.87	0.00	0.00	0.00	0.00	0.00	1,519.87
Payroll Taxes	0.00	0.00	0.00	0.00	1,492.90	604.16	604.16	0.00	0.00	0.00	0.00	0.00	2,701.22
Salaries Director	4,933.96	2,466.98	2,466.98	0.00	1,590.43	2,291.67	2,291.67	0.00	0.00	0.00	0.00	0.00	16,041.69
Destination Sales Migr	0.00	0.00	0.00	0.00	5,625.00	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	13,125.00
Worker's Comp	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00	0.00	0.00	0.00	0.00	0.00	1,050.00
Total TBID Income	5,333.96	2,666.98	2,666.98	833.32	9,116.66	7,054.16	8,224.03	0.00	0.00	0.00	0.00	0.00	35,886.09
Project Income													
Annual Memb. Luncheon Income	1,689.08	175.00	25.00	25.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	0.00	1,939.08
Partner Events	75.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	325.00
Destination Dining	0.00	0.00	0.00	0.00	1,688.40	100.00	825.00	0.00	0.00	0.00	0.00	0.00	2,613.40
Marathon Welcome Party	5,521.00	3,089.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,610.49
City Map Income	225.00	0.00	0.00	0.00	0.00	0.00	2,250.00	0.00	0.00	0.00	0.00	0.00	2,475.00
Visitors Guide	0.00	0.00	0.00	0.00	0.00	10,943.28	0.00	0.00	0.00	0.00	0.00	0.00	10,943.28
Full Moon Missoula	0.00	0.00	0.00	0.00	300.00	0.00	(300.00)	0.00	0.00	0.00	0.00	0.00	0.00
Total Project Income	7,510.08	3,264.49	25.00	275.00	1,988.40	11,068.28	2,775.00	0.00	0.00	0.00	0.00	0.00	26,906.25
Bed Tax Income													
Part-Time VIC Staff	1,074.30	0.00	1,074.30	241.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,389.99
Full Time VIC Staff	2,779.32	0.00	2,779.32	0.00	1,189.66	1,289.66	1,339.66	0.00	0.00	0.00	0.00	0.00	9,377.62
Marketing Personnel	2,583.00	0.00	2,583.00	0.00	1,291.50	1,291.50	1,291.50	0.00	0.00	0.00	0.00	0.00	9,040.50
Administration	4,583.34	0.00	4,583.34	0.00	2,291.67	2,291.67	2,291.67	0.00	0.00	0.00	0.00	0.00	16,041.69
Total Bed Tax Income	11,019.96	0.00	11,019.96	241.39	4,772.83	4,872.83	4,922.83	0.00	0.00	0.00	0.00	0.00	36,849.80
Dues Income													
Individual	3,575.00	775.00	300.00	0.00	0.54	444.60	300.00	0.00	0.00	0.00	0.00	0.00	5,385.14
Lodging	10,693.00	1,520.00	355.50	0.00	796.50	315.00	40.00	0.00	0.00	0.00	0.00	0.00	13,720.00
Base	11,814.00	3,630.00	620.00	290.00	(214.00)	589.70	1,160.00	0.00	0.00	0.00	0.00	0.00	17,869.70
Dues - Other	240.00	(240.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Dues Income	26,322.00	5,685.00	1,275.50	290.00	583.04	1,329.30	1,500.00	0.00	0.00	0.00	0.00	0.00	36,984.84
Total Income	50,186.00	12,255.70	14,987.44	1,400.48	16,260.93	29,574.57	20,921.86	0.00	0.00	0.00	0.00	0.00	147,586.98

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule I
Statement of Activities - Cash Basis
For The Seven Months Ended January 31, 2013**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Employee Expenses													
Payroll Expenses	382.50	761.25	626.85	(1,721.30)	11.60	11.60	14.50	0.00	0.00	0.00	0.00	0.00	87.00
Destination Sales Manager	0.00	0.00	0.00	1,875.00	3,750.00	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	13,125.00
Director	2,436.73	4,873.46	7,310.19	4,873.46	4,873.46	4,873.46	4,885.06	0.00	0.00	0.00	0.00	0.00	34,125.82
VIC/Full Time	827.97	1,807.94	2,463.91	1,883.94	1,807.94	1,712.94	1,428.63	0.00	0.00	0.00	0.00	0.00	11,953.27
VIC/Part-Time	0.00	0.00	0.00	1,730.00	0.00	0.00	684.00	0.00	0.00	0.00	0.00	0.00	2,414.00
VIC Mgr/Mktg/Membership	1,291.67	2,583.34	3,875.01	3,469.28	3,469.28	3,404.02	3,404.02	0.00	0.00	0.00	0.00	0.00	21,561.88
Payroll Taxes	437.09	882.61	1,243.16	1,101.60	1,248.28	1,235.09	1,416.34	0.00	0.00	0.00	0.00	0.00	7,564.17
Total Employee Expenses	5,375.96	10,908.60	15,539.12	13,211.98	15,160.56	15,052.37	15,582.55	0.00	0.00	0.00	0.00	0.00	90,831.14
Insurance													
Health Insurance - Employees	1,913.38	937.58	855.98	(463.28)	(136.78)	482.11	534.00	0.00	0.00	0.00	0.00	0.00	4,132.99
Indemnity	0.00	633.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	633.00
Workers' Compensation Insurance	358.86	198.13	740.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,297.30
Total Insurance Expenses	2,272.24	1,768.71	1,598.29	(463.28)	(136.78)	482.11	534.00	0.00	0.00	0.00	0.00	0.00	6,063.29
Legislature													
Legislature	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total Legislature Expense	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Marketing													
Marketing	0.00	0.00	0.00	0.00	347.50	0.00	(37.50)	0.00	0.00	0.00	0.00	0.00	310.00
CVB Awareness Campaign	0.00	59.98	0.00	0.00	0.00	0.00	(59.98)	0.00	0.00	0.00	0.00	0.00	0.00
Qwest/Dex	111.13	36.50	0.00	73.54	36.50	36.50	36.50	0.00	0.00	0.00	0.00	0.00	330.67
Total Marketing Expenses	111.13	96.48	0.00	73.54	384.00	36.50	(60.98)	0.00	0.00	0.00	0.00	0.00	640.67
Meetings													
Meetings	0.00	0.00	0.00	90.00	195.00	0.00	(89.81)	0.00	0.00	0.00	0.00	0.00	195.19
Total Meeting Expenses	0.00	0.00	0.00	90.00	195.00	0.00	(89.81)	0.00	0.00	0.00	0.00	0.00	195.19
Membership													
Annual Membership Luncheon	244.57	2,328.27	0.00	0.00	0.00	1,377.60	(1,377.60)	0.00	0.00	0.00	0.00	0.00	2,572.84
Membership Packets	0.00	0.00	0.00	47.99	172.00	0.00	161.58	0.00	0.00	0.00	0.00	0.00	381.57
Recruitment/Retention	0.00	0.00	0.00	0.00	314.22	0.00	59.98	0.00	0.00	0.00	0.00	0.00	374.20
Total Membership Expenses	244.57	2,328.27	0.00	47.99	486.22	1,377.60	(1,156.04)	0.00	0.00	0.00	0.00	0.00	3,328.61
Office													
Chamber Master	119.00	119.00	0.00	238.00	119.00	119.00	119.00	0.00	0.00	0.00	0.00	0.00	833.00
Christmas Gift	0.00	0.00	0.00	0.00	0.00	1,515.80	(412.10)	0.00	0.00	0.00	0.00	0.00	1,103.70
Computer Misc	162.24	292.69	0.00	0.00	9.99	0.00	89.95	0.00	0.00	0.00	0.00	0.00	554.87

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule I
Statement of Activities - Cash Basis
For The Seven Months Ended January 31, 2013**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Copies	168.56	151.20	0.00	484.70	122.72	0.00	15.20	0.00	0.00	0.00	0.00	0.00	942.38
Director's Lunch Meeting Exp.	0.00	111.75	0.00	22.10	57.00	0.00	55.98	0.00	0.00	0.00	0.00	0.00	246.83
Furniture	0.00	0.00	0.00	0.00	516.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	516.00
Miscellaneous Expenses	144.17	162.00	0.00	(29.97)	51.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	327.20
Parking	113.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	113.50
Postage	0.00	185.00	0.00	0.00	45.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	280.00
Printing	0.00	0.00	0.00	344.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	344.00
Rent	3,600.00	1,200.00	0.00	1,200.00	1,200.00	1,200.00	1,200.00	0.00	0.00	0.00	0.00	0.00	9,600.00
Supplies	209.59	493.47	0.00	458.22	204.99	5.49	168.58	0.00	0.00	0.00	0.00	0.00	1,580.34
T-One Service	150.00	50.00	0.00	50.00	50.00	50.00	50.00	0.00	0.00	0.00	0.00	0.00	400.00
Telephone	327.60	109.20	0.00	109.20	109.20	109.20	109.20	0.00	0.00	0.00	0.00	0.00	873.60
Utilities	300.00	100.00	0.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00	0.00	0.00	800.00
Total Office Expenses	5,294.66	2,974.31	0.00	2,976.25	2,584.90	3,099.49	1,565.81	0.00	0.00	0.00	0.00	0.00	18,495.42
Other Expenses	0.00	0.00	0.00	1,045.00	(500.00)	0.00	120.00	0.00	0.00	0.00	0.00	0.00	665.00
Dues, Membership Subscriptions	0.00	0.00	0.00	1,045.00	(500.00)	0.00	120.00	0.00	0.00	0.00	0.00	0.00	665.00
Total Other Expenses	0.00	0.00	0.00	1,045.00	(500.00)	0.00	120.00	0.00	0.00	0.00	0.00	0.00	665.00
Professional Development	0.00	47.00	0.00	(47.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Development	0.00	0.00	0.00	768.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,768.00
Board Retreat	5,802.70	(4,591.54)	0.00	(971.60)	425.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	664.56
DMAI	5,802.70	(4,591.54)	0.00	(971.60)	425.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	664.56
Total Prof. Dev. Expenses	5,802.70	(4,544.54)	0.00	(250.60)	1,425.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,432.56
Professional Fees	0.00	280.00	0.00	480.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	760.00
Professional Fees	0.00	280.00	0.00	480.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	760.00
Total Prof. Fees Expenses	0.00	280.00	0.00	480.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	760.00
Projects	0.00	0.00	0.00	140.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00
Visitor Guide Cover	0.00	0.00	0.00	0.00	400.00	0.00	1,415.10	0.00	0.00	0.00	0.00	0.00	1,815.10
Destination Dining	5,610.49	779.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,390.27
Marathon Welcome Party	5,610.49	779.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,390.27
Total Project Expenses	5,610.49	779.78	0.00	140.00	400.00	0.00	1,415.10	0.00	0.00	0.00	0.00	0.00	8,345.37

See Accountants' Compilation Report

Destination Missoula Supplementary Schedule I Statement of Activities - Cash Basis For The Seven Months Ended January 31, 2013

Telemarketing	195.50	109.36	0.00	56.49	79.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	440.85
Certified Folder	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
USPS/Windfall Tech. Postage	5,195.50	109.36	0.00	56.49	79.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,440.85
Total Telemarketing	18,620.80	2,912.59	1,596.29	4,095.39	4,817.84	6,405.70	2,228.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,676.59
Total General Expenses	29,907.25	14,700.97	17,135.41	17,407.37	20,078.40	21,558.07	17,910.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	138,698.10
Net Income (Loss)	<u>\$ 20,278.75</u>	<u>\$ (2,445.67)</u>	<u>\$ (2,147.97)</u>	<u>\$ (16,006.89)</u>	<u>\$ (1,817.47)</u>	<u>\$ 8,016.50</u>	<u>\$ 3,011.22</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 8,888.88</u>

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Seven Months Ended January 31, 2013**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Central Income						
Monte Dolack Print Sales	\$ 0.00	\$ 0.00	0.00	\$ 400.00	\$ 0.00	\$ 400.00
Banner Ads Income	3,500.00	5,812.50	(2,312.50)	10,500.00	17,437.50	(6,937.50)
Miscellaneous Income	0.00	0.00	0.00	50.00	0.00	50.00
Total Central Income	3,500.00	5,812.50	(2,312.50)	10,950.00	17,437.50	(6,487.50)
TBID Income						
Bookkeeping	208.33	208.33	0.00	1,458.31	1,458.31	0.00
Health Insurance	319.87	200.00	119.87	1,519.87	1,400.00	119.87
Payroll Taxes	604.16	604.16	0.00	2,701.22	2,701.22	0.00
Salaries Director	2,291.67	2,291.67	0.00	16,041.69	16,041.69	0.00
Destination Sales Mgr	3,750.00	3,750.00	0.00	13,125.00	13,125.00	0.00
Worker's Comp	1,050.00	1,050.00	0.00	1,050.00	1,050.00	0.00
Total TBID Income	8,224.03	8,104.16	119.87	35,896.09	35,776.22	119.87
Project Income						
Annual Memb. Luncheon Income	0.00	0.00	0.00	1,939.08	1,914.08	25.00
Partner Events	0.00	0.00	0.00	325.00	325.00	0.00
Destination Dining	825.00	0.00	825.00	2,613.40	3,750.00	(1,136.60)
Marathon Welcome Party	0.00	0.00	0.00	8,610.49	3,000.00	5,610.49
City Map Income	2,250.00	2,000.00	250.00	2,475.00	2,000.00	475.00
Visitors Guide	0.00	0.00	0.00	10,943.28	10,000.00	943.28
Full Moon Missoula	(300.00)	0.00	(300.00)	0.00	0.00	0.00
Total Project Income	2,775.00	2,000.00	775.00	26,906.25	20,989.08	5,917.17
Bed Tax Income						
Part-Time VIC Staff	0.00	0.00	0.00	2,389.99	2,390.53	(0.54)
Full Time VIC Staff	1,339.66	1,339.66	0.00	9,377.62	9,377.62	0.00
Marketing Personnel	1,291.50	1,291.50	0.00	9,040.50	9,040.50	0.00
Administration	2,291.67	2,291.67	0.00	16,041.69	16,041.69	0.00
Total Bed Tax Income	4,922.83	4,922.83	0.00	36,849.80	36,850.34	(0.54)
Dues Income						
Individual	300.00	0.00	300.00	5,395.14	0.00	5,395.14
Lodging	40.00	0.00	40.00	13,720.00	0.00	13,720.00
Base	1,160.00	1,500.00	(340.00)	17,869.70	39,658.50	(21,788.80)
Total Dues Income	1,500.00	1,500.00	0.00	36,984.84	39,658.50	(2,673.66)
Total Income	20,921.86	22,339.49	(1,417.63)	147,586.98	150,711.64	(3,124.66)

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Seven Months Ended January 31, 2013**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Employee Expenses						
Payroll Expenses	14.50	0.00	(14.50)	87.00	0.00	(87.00)
Destination Sales Manager	3,750.00	3,750.00	0.00	13,125.00	13,125.00	0.00
Director	4,885.06	4,873.46	(11.60)	34,125.82	34,114.09	(11,773)
VIC/Full Time	1,428.63	1,798.40	369.77	11,953.27	12,398.96	445.69
VIC/Part-Time	684.00	0.00	(684.00)	2,414.00	1,730.00	(684.00)
VIC Mgr/Mktg/Membership	3,404.02	3,469.28	65.26	21,561.88	21,627.14	65.26
Payroll Taxes	1,416.34	1,591.94	175.60	7,564.17	8,440.28	876.11
Total Employee Expenses	15,582.55	15,483.08	(99.47)	90,831.14	91,435.47	604.33
Insurance						
Health Insurance - Employees	534.00	492.11	(41.89)	4,132.99	4,221.64	88.65
Indemnity	0.00	0.00	0.00	633.00	633.00	0.00
Board Insurance	0.00	1,400.00	1,400.00	0.00	1,400.00	1,400.00
Workers' Compensation Insurance	0.00	0.00	0.00	1,297.30	1,297.30	0.00
Total Insurance Expenses	534.00	1,892.11	1,358.11	6,063.29	7,551.94	1,488.65
Legislature						
Legislature	0.00	0.00	0.00	1,500.00	1,500.00	0.00
Total Legislature Expenses	0.00	0.00	0.00	1,500.00	1,500.00	0.00
Marketing Expenses						
Marketing	(37.50)	0.00	37.50	310.00	0.00	(310.00)
CVB Awareness Campaign	(59.98)	0.00	59.98	0.00	0.00	0.00
Qwest/Dex	36.50	33.33	(3.17)	330.67	233.31	(97.36)
Total Marketing Expenses	(60.98)	33.33	94.31	640.67	233.31	(407.36)
Meeting Expenses						
Meetings	(89.81)	0.00	89.81	195.19	500.00	304.81
Total Meeting Expenses	(89.81)	0.00	89.81	195.19	500.00	304.81

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Seven Months Ended January 31, 2013**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Membership Expenses						
Annual Membership Luncheon	(1,377.60)	0.00	1,377.60	2,572.84	2,572.84	0.00
Membership Packets	161.58	150.00	(11.58)	381.57	598.00	216.43
Recruitment/Retention	59.98	93.75	33.77	374.20	281.25	(92.95)
Total Membership Expenses	(1,156.04)	243.75	1,399.79	3,328.61	3,452.09	123.48
Office Expenses						
Chamber Master	119.00	119.00	0.00	833.00	833.00	0.00
Christmas Gift	(412.10)	0.00	412.10	1,103.70	1,100.00	(3.70)
Computer Misc	89.95	1,045.07	955.12	554.87	1,500.00	945.13
Copies	15.20	55.70	40.50	942.38	971.56	29.18
Director's Lunch Meeting Exp.	55.98	0.00	(55.98)	246.83	230.87	(15.96)
Furniture	0.00	0.00	0.00	516.00	1,000.00	484.00
Miscellaneous Expenses	0.00	57.60	57.60	327.20	287.00	(40.20)
Parking	0.00	150.00	150.00	113.50	1,050.00	936.50
Postage	50.00	89.38	39.38	280.00	453.12	173.12
Printing	0.00	0.00	0.00	344.00	694.00	350.00
Rent	1,200.00	1,200.00	0.00	9,600.00	8,400.00	(1,200.00)
Supplies	188.58	101.96	(86.62)	1,560.34	1,240.19	(320.15)
T-One Service	50.00	50.00	0.00	400.00	400.00	0.00
Telephone	109.20	109.20	0.00	873.60	873.60	0.00
Utilities	100.00	100.00	0.00	800.00	800.00	0.00
Total Office Expenses	1,565.81	3,077.91	1,512.10	18,495.42	19,833.34	1,337.92
Other Expenses						
Dues, Membership Subscriptions	120.00	150.00	30.00	665.00	695.00	30.00
Total Other Expenses	120.00	150.00	30.00	665.00	695.00	30.00
Professional Development Expenses						
Board Retreat	0.00	0.00	0.00	1,768.00	2,500.00	732.00
DMAI	0.00	0.00	0.00	664.56	501.06	(163.50)
Total Prof. Dev. Expenses	0.00	0.00	0.00	2,432.56	3,001.06	568.50

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Seven Months Ended January 31, 2013**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Professional Fees Expenses	0.00	0.00	0.00	760.00	760.00	0.00
Professional Fees						
Total Prof. Fees Expenses	0.00	0.00	0.00	760.00	760.00	0.00
Projects Expenses						
Visitor Guide Cover	0.00	0.00	0.00	140.00	340.00	200.00
City Maps	0.00	4,500.00	4,500.00	0.00	4,500.00	4,500.00
Destination Dining	1,415.10	0.00	(1,415.10)	1,815.10	2,625.00	809.90
Marathon Welcome Party	0.00	0.00	0.00	6,390.27	0.00	(6,390.27)
Total Projects Expenses	1,415.10	4,500.00	3,084.90	8,345.37	7,465.00	(880.37)
Telemarketing						
Certified Folder	0.00	0.00	0.00	440.85	245.00	(195.85)
USPS/Windfall Tech. Postage	0.00	0.00	0.00	5,000.00	5,000.00	0.00
Total Telemarketing Expense	0.00	0.00	0.00	5,440.85	5,245.00	(195.85)
Total General Expenses	2,228.08	9,797.10	7,569.02	40,676.69	49,436.74	8,760.05
Total Expenses	17,910.63	25,380.18	7,469.55	138,698.10	141,672.21	2,974.11
Net Income (Loss)	\$ 3,011.23	\$ (3,040.69)	\$ 6,051.92	\$ 8,888.88	\$ 9,039.43	\$ (150.55)

See Accountants' Compilation Report

Destination Missoula Supplementary Schedule III Twelve Month Budgeted Schedule of Revenue and Expenses - Cash Basis

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Central Income													
Banner Ads Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 5,250.00	\$ 6,375.00	\$ 5,812.50	\$ 0.00	\$ 0.00	\$ 5,812.50	\$ 0.00	\$ 0.00	\$ 23,250.00
Total Central Income	0.00	0.00	0.00	0.00	5,250.00	6,375.00	5,812.50	0.00	0.00	5,812.50	0.00	0.00	23,250.00
TBID Income													
Bookkeeping	0.00	0.00	0.00	833.32	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	2,499.96
Health Insurance	400.00	0.00	400.00	0.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
Payroll Taxes	350.62	0.00	350.62	187.50	604.16	604.16	604.16	604.16	604.16	604.16	604.16	604.16	5,722.02
Salaries Director	4,583.34	0.00	4,583.34	0.00	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	27,500.04
Destination Sales Mgr	0.00	0.00	0.00	1,875.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	31,875.00
Worker's Comp	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00	0.00	0.00	0.00	0.00	0.00	1,050.00
Total TBID Income	5,333.96	0.00	5,333.96	2,895.82	7,054.16	7,054.16	8,104.16	7,054.16	7,054.16	7,054.16	7,054.16	7,054.16	71,047.02
Project Income													
Annual Memb. Luncheon Income	1,869.08	175.00	25.00	25.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,914.08
Partner Events	75.00	0.00	0.00	250.00	0.00	0.00	0.00	75.00	175.00	0.00	0.00	75.00	650.00
Destination Dining	0.00	0.00	0.00	0.00	3,750.00	0.00	0.00	3,750.00	0.00	3,750.00	0.00	3,750.00	15,000.00
Dining Card	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00	500.00	500.00	2,000.00
Travel Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	1,500.00	0.00	0.00	0.00	4,500.00
Marathon Welcome Party	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
City Map Income	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	4,000.00	2,100.00	0.00	0.00	0.00	8,100.00
Visitors Guide	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total Project Income	4,764.08	175.00	25.00	275.00	3,750.00	10,000.00	2,000.00	10,825.00	4,275.00	4,250.00	500.00	4,325.00	45,164.08
Bed Tax Income													
Part-Time VIC Staff	1,074.30	0.00	1,074.30	241.93	0.00	0.00	0.00	0.00	0.00	0.00	25.47	0.00	2,416.00
Full Time VIC Staff	2,779.32	0.00	2,779.32	0.00	1,139.66	1,339.66	1,339.66	1,339.66	1,339.66	1,339.66	1,339.66	1,339.66	16,075.92
Marketing Personnel	2,583.00	0.00	2,583.00	0.00	1,291.50	1,291.50	1,291.50	1,291.50	1,291.50	1,291.50	1,291.50	1,291.50	15,498.00
Administration	4,583.34	0.00	4,583.34	0.00	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	27,500.04
Total Bed Tax Income	11,019.96	0.00	11,019.96	241.93	4,722.83	4,922.83	4,922.83	4,922.83	4,922.83	4,922.83	4,948.30	4,922.83	61,489.96
Dues Income													
Base	26,108.00	5,685.00	1,275.50	290.00	2,000.00	2,800.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,841.50	47,500.00
Total Dues Income	26,108.00	5,685.00	1,275.50	290.00	2,000.00	2,800.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,841.50	47,500.00
Total Income	47,226.00	5,860.00	17,654.42	3,702.75	22,776.99	31,151.99	22,339.49	24,301.99	17,751.99	23,539.49	14,002.46	18,143.49	248,451.06

See Accountants' Compilation Report

Destination Missoula Supplementary Schedule III Twelve Month Budgeted Schedule of Revenue and Expenses - Cash Basis

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Employee Expenses													
Destination Sales Manager	0.00	0.00	0.00	1,875.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	31,875.00
Director	2,436.73	4,873.46	7,600.19	4,583.33	4,873.46	4,873.46	4,873.46	4,873.46	4,873.46	4,873.46	4,873.46	4,873.46	58,481.39
VIC/Full Time	827.97	1,607.94	2,463.91	1,883.94	1,798.40	1,798.40	1,798.40	1,798.40	1,798.40	1,798.40	1,798.40	1,798.40	21,390.96
VIC/Part-Time	368.00	754.00	608.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	488.00	2,416.00
VIC Mgr/Mktg/Membership	1,291.67	2,583.34	3,875.01	3,469.28	3,469.28	3,469.28	3,469.28	3,469.28	3,469.28	3,469.28	3,469.28	3,469.28	38,973.54
Payroll Taxes	437.09	882.61	1,243.16	1,101.60	1,591.94	1,591.94	1,591.94	1,591.94	1,591.94	1,591.94	1,591.94	1,591.94	16,399.98
Total Employee Expenses	5,361.46	10,901.35	15,810.27	12,913.15	15,483.08	15,483.08	15,483.08	15,483.08	15,483.08	15,483.08	15,483.08	15,969.08	169,536.87
Insurance													
Health Insurance - Employees	1,913.38	200.00	616.75	15.18	492.11	492.11	492.11	492.11	492.11	492.11	492.11	492.11	6,682.19
Indemnity	0.00	633.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	633.00
Board Insurance	0.00	0.00	0.00	0.00	0.00	0.00	1,400.00	0.00	0.00	0.00	0.00	0.00	1,400.00
Workers' Compensation Insuranc	358.86	198.13	740.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,297.30
Total Insurance Expenses	2,272.24	1,031.13	1,357.06	15.18	492.11	492.11	1,892.11	492.11	492.11	492.11	492.11	492.11	10,012.49
Legislature													
Legislature	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total Legislature Expenses	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Marketing													
Marketing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	500.00
Quest/Dex	33.33	33.33	33.33	33.33	33.33	33.33	33.33	33.33	33.33	33.33	33.33	33.33	399.96
Total Marketing Expenses	33.33	33.33	33.33	33.33	33.33	33.33	33.33	533.33	33.33	33.33	33.33	33.33	899.96
Meetings													
Meetings	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Total Meeting Expenses	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Membership													
Annual Membership Luncheon	244.57	2,328.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,572.84
Membership Packets	0.00	0.00	0.00	48.00	100.00	300.00	150.00	0.00	52.00	0.00	0.00	100.00	750.00
Recruitment/Retention	0.00	0.00	0.00	0.00	93.75	93.75	93.75	93.75	93.75	93.75	93.75	93.75	750.00
Total Membership Expenses	244.57	2,328.27	0.00	48.00	193.75	393.75	243.75	93.75	145.75	93.75	93.75	193.75	4,072.84
Office													
Chamber Master	119.00	119.00	119.00	119.00	119.00	119.00	119.00	119.00	119.00	119.00	119.00	119.00	1,428.00
Christmas Gift	0.00	0.00	0.00	0.00	0.00	1,100.00	0.00	0.00	0.00	0.00	0.00	0.00	1,100.00
Computer Misc	162.24	292.69	0.00	0.00	0.00	0.00	1,045.07	0.00	0.00	0.00	0.00	0.00	1,500.00
Copies	188.56	151.20	0.00	484.70	55.70	55.70	55.70	55.70	55.70	55.70	55.70	55.64	1,250.00
Credit Card Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00
Director's Lunch Meeting Exp.	0.00	111.75	0.00	0.00	89.34	29.78	0.00	0.00	29.78	29.78	29.79	29.78	350.00
Furniture	0.00	0.00	0.00	0.00	500.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
Miscellaneous Expenses	67.20	47.00	0.00	0.00	57.60	57.60	57.60	57.60	57.60	57.60	57.60	57.60	575.00
Parking	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00

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**Destination Missoula
Supplementary Schedule III
Twelve Month Budgeted Schedule of Revenue and Expenses - Cash Basis**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Postage	0.00	185.00	0.00	0.00	89.37	89.37	89.38	89.37	89.39	89.37	89.38	89.37	900.00
Printing	0.00	0.00	0.00	344.00	350.00	0.00	0.00	0.00	0.00	306.00	0.00	0.00	1,000.00
Rent	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	14,400.00
Supplies	209.59	343.47	0.00	381.25	101.96	101.96	101.96	101.96	101.96	101.96	101.96	101.97	1,750.00
T-One Service	150.00	50.00	0.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	650.00
Telephone	327.60	109.20	0.00	109.20	109.20	109.20	109.20	109.20	109.20	109.20	109.20	109.20	1,419.60
Utilities	300.00	100.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,300.00
Total Office Expenses	2,854.19	2,859.31	1,469.00	2,938.15	2,972.17	3,682.61	3,077.91	2,032.83	2,162.63	2,368.61	2,062.63	2,062.56	30,522.60
Other Expenses													
Dues, Membership Subscriptions	545.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	695.00
Total Other Expenses	545.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	695.00
Professional Development													
Board Retreat	0.00	0.00	0.00	788.00	1,732.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
DMAI	501.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	501.06
Total Prof. Dev. Expenses	501.06	0.00	0.00	788.00	1,732.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,001.06
Professional Fees													
Professional Fees	0.00	280.00	0.00	480.00	0.00	0.00	0.00	500.00	0.00	15.00	0.00	0.00	1,275.00
Total Prof. Fees Expenses	0.00	280.00	0.00	480.00	0.00	0.00	0.00	500.00	0.00	15.00	0.00	0.00	1,275.00
Projects													
Visitor Guide Cover	0.00	0.00	0.00	140.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	340.00
City Maps	0.00	0.00	0.00	0.00	0.00	0.00	4,500.00	0.00	0.00	0.00	0.00	0.00	4,500.00
Destination Dining	0.00	0.00	0.00	0.00	2,625.00	0.00	0.00	2,625.00	0.00	2,625.00	0.00	2,625.00	10,500.00
Travel Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,600.00	0.00	0.00	0.00	2,600.00
Total Project Expenses	0.00	0.00	0.00	140.00	2,825.00	0.00	4,500.00	2,625.00	2,600.00	2,625.00	0.00	2,625.00	17,940.00
Telemarketing													
Certified Folder	0.00	0.00	245.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	245.00
USPS/Windfall Tech. Postage	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total Telemarketing Expenses	5,000.00	0.00	245.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,245.00
Total General Expenses	11,150.39	6,432.04	3,104.39	4,322.66	8,648.36	5,981.80	9,797.10	6,177.02	5,333.82	5,527.80	2,581.82	5,308.75	74,363.95
Total Expenses	16,811.85	17,433.39	18,914.66	17,335.81	24,231.44	21,564.88	25,380.18	21,760.10	20,916.90	21,110.88	18,364.90	21,375.83	245,200.82
Net Income (Loss)	\$ 30,414.15	\$ (11,573.33)	\$ (1,260.24)	\$ (13,633.06)	\$ (1,454.45)	\$ 9,587.11	\$ (3,040.69)	\$ 2,541.89	\$ (3,154.91)	\$ 2,428.61	\$ (4,362.44)	\$ (3,232.34)	\$ 3,250.24

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