

Financial Statements

May 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

June 5, 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 May 31, 2013 , and the related statements of activities - cash basis for the one month and eleven 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
June 5, 2013

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

ASSETS

| | |
|-----------------------------|---------------------------|
| ASSETS | |
| CURRENT ASSETS | |
| Checking | \$ <u>2,597.25</u> |
| Total Current Assets | <u>2,597.25</u> |
| OTHER CURRENT ASSETS | |
| TOTAL ASSETS | \$ <u>2,597.25</u> |

LIABILITIES AND NET ASSETS

| | |
|--|---------------------------|
| CURRENT LIABILITIES | |
| Payroll Liabilities | \$ 4,957.46 |
| Deferred Revenue | <u>3,000.00</u> |
| Total Current Liabilities | <u>7,957.46</u> |
| Total Liabilities | <u>7,957.46</u> |
| UNRESTRICTED NET ASSETS | |
| Net Assets | (899.90) |
| Current Income | <u>(4,460.31)</u> |
| Total Unrestricted Net Assets | <u>(5,360.21)</u> |
| TOTAL LIABILITIES AND UNRESTRICTED NET ASSETS | \$ <u>2,597.25</u> |

See Accountants' Compilation Report

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

| | Current Period | Percent | Year To Date | Percent |
|---------------------------------|------------------|--------------|-------------------|--------------|
| Revenue | | | | |
| Monte Dolack Print Sales | \$ 0.00 | 0.0 | \$ 400.00 | 0.2 |
| Banner Ads Income | 1,750.00 | 10.6 | 17,500.00 | 8.2 |
| Miscellaneous Income | 0.00 | 0.0 | 50.00 | 0.0 |
| TBID Income | | | | |
| Bookkeeping | \$ 208.33 | \$ 1.3 | \$ 2,291.63 | \$ 1.1 |
| Health Insurance | 238.67 | 1.4 | 2,474.55 | 1.2 |
| Payroll Taxes | 604.16 | 3.7 | 5,117.86 | 2.4 |
| Salaries Director | 2,291.67 | 13.9 | 25,208.37 | 11.8 |
| Destination Sales Mgr | 3,750.00 | 22.7 | 28,125.00 | 13.2 |
| Worker's Comp | 0.00 | 0.0 | 1,050.00 | 0.5 |
| Project Income | | | | |
| Annual Memb. Luncheon Income | 0.00 | 0.0% | 1,939.08 | 0.9% |
| Partner Events | 175.00 | 1.1% | 575.00 | 0.3% |
| Destination Dining | 952.99 | 5.8% | 3,566.39 | 1.7% |
| Dining Card | 225.00 | 1.4% | 225.00 | 0.1% |
| Travel Expo | 244.88 | 1.5% | 244.88 | 0.1% |
| Marathon Welcome Party | 0.00 | 0.0% | 8,610.49 | 4.0% |
| City Map Income | 700.00 | 4.2% | 9,675.00 | 4.5% |
| Visitors Guide | 0.00 | 0.0% | 10,943.28 | 5.1% |
| Bed Tax Income | | | | |
| Part-Time VIC Staff | 0.00 | 0.0 | 2,389.99 | 1.1 |
| Full Time VIC Staff | 1,339.66 | 8.1 | 14,736.26 | 6.9 |
| Marketing Personnel | 1,291.50 | 7.8 | 14,206.50 | 6.7 |
| Administration | 2,291.67 | 13.9 | 25,208.37 | 11.8 |
| Dues Income | | | | |
| Individual | 0.00 | 0.0 | 5,395.14 | 2.5 |
| Lodging | 0.00 | 0.0 | 13,720.00 | 6.4 |
| Base | 435.00 | 2.6 | 19,754.70 | 9.3 |
| Total Revenue | 16,498.53 | 100.0 | 213,407.49 | 100.0 |
| Employee Expenses | | | | |
| Payroll Expenses | 11.60 | 0.1 | 133.40 | 0.1 |
| Destination Sales Manager | 3,750.00 | 22.7 | 28,125.00 | 13.2 |
| Director | 4,885.06 | 29.6 | 53,666.06 | 25.1 |
| VIC/Full Time | 1,889.38 | 11.5 | 19,054.79 | 8.9 |
| VIC/Part-Time | 0.00 | 0.0 | 2,414.00 | 1.1 |
| VIC Mgr/Mktg/Membership | 3,474.72 | 21.1 | 35,460.76 | 16.6 |
| Payroll Taxes | 1,324.65 | 8.0 | 12,893.47 | 6.0 |
| Total Employee Expenses | 15,335.41 | 93.0 | 151,747.48 | 71.1 |
| General Expenses | | | | |
| Insurance | | | | |
| Health Insurance - Employees | 492.86 | 3.0 | 6,104.43 | 2.9 |
| Indemnity | 0.00 | 0.0 | 633.00 | 0.3 |
| Board Insurance | 0.00 | 0.0 | 1,288.00 | 0.6 |
| Workers' Compensation Insurance | 0.00 | 0.0 | 1,297.30 | 0.6 |
| Legislature | 0.00 | 0.0 | 1,500.00 | 0.7 |
| Marketing | | | | |
| Marketing | 0.00 | 0.0 | 310.00 | 0.1 |
| Qwest/Dex | 81.61 | 0.5 | 491.59 | 0.2 |
| Meetings | | | | |
| Meetings | 409.88 | 2.5 | 831.83 | 0.4 |
| Membership | | | | |
| Annual Membership Luncheon | 0.00 | 0.0 | 2,572.84 | 1.2 |
| Membership Packets | 150.00 | 0.9 | 531.57 | 0.2 |
| Recruitment/Retention | 0.00 | 0.0 | 436.20 | 0.2 |

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

| | Current Period | Percent | Year To Date | Percent |
|--------------------------------|----------------------|----------------|----------------------|---------------|
| Office | | | | |
| Chamber Master | \$ 238.00 | 1.4 | \$ 1,309.00 | 0.6 |
| Christmas Gift | 0.00 | 0.0 | 1,103.70 | 0.5 |
| Computer Misc | 65.00 | 0.4 | 765.42 | 0.4 |
| Copies | 0.00 | 0.0 | 1,047.76 | 0.5 |
| Director's Lunch Meeting Exp. | 67.00 | 0.4 | 353.83 | 0.2 |
| Furniture | 0.00 | 0.0 | 516.00 | 0.2 |
| Miscellaneous Expenses | 199.18 | 1.2 | 526.38 | 0.2 |
| Parking | 150.00 | 0.9 | 563.50 | 0.3 |
| Postage | 0.00 | 0.0 | 356.00 | 0.2 |
| Printing | 0.00 | 0.0 | 344.00 | 0.2 |
| Rent | 1,200.00 | 7.3 | 14,400.00 | 6.7 |
| Supplies | 328.42 | 2.0 | 2,089.70 | 1.0 |
| T-One Service | 50.00 | 0.3 | 600.00 | 0.3 |
| Telephone | 109.20 | 0.7 | 1,310.40 | 0.6 |
| Utilities | 100.00 | 0.6 | 1,200.00 | 0.6 |
| Other Expenses | | | | |
| Dues, Membership Subscriptions | 0.00 | 0.0 | 665.00 | 0.3 |
| Professional Development | | | | |
| Professional Development | 0.00 | 0.0 | 77.70 | 0.0 |
| Board Retreat | 0.00 | 0.0 | 1,768.00 | 0.8 |
| DMAI | 0.00 | 0.0 | 664.56 | 0.3 |
| Professional Fees | | | | |
| Professional Fees | 0.00 | 0.0 | 1,275.00 | 0.6 |
| Projects | | | | |
| Visitor Guide Cover | 0.00 | 0.0 | 140.00 | 0.1 |
| City Maps | 0.00 | 0.0 | 4,435.50 | 2.1 |
| Destination Dining | 18.75 | 0.1 | 1,833.85 | 0.9 |
| Travel Expo | 252.50 | 1.5 | 602.70 | 0.3 |
| Marathon Welcome Party | 0.00 | 0.0 | 6,390.27 | 3.0 |
| Telemarketing | | | | |
| Certified Folder | 157.06 | 1.0 | 785.29 | 0.4 |
| USPS/Windfall Tech. Postage | 0.00 | 0.0 | 5,000.00 | 2.3 |
| Total General Expenses | <u>3,969.46</u> | <u>24.1</u> | <u>58,530.05</u> | <u>27.4</u> |
| Total Expenses | <u>19,404.87</u> | <u>117.6</u> | <u>217,867.80</u> | <u>102.1</u> |
| Net Income (Loss) | <u>\$ (2,906.34)</u> | <u>(17.6)%</u> | <u>\$ (4,460.31)</u> | <u>(2.1)%</u> |

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

| | July | August | September | October | November | December | January | February | March | April | May | June | Total |
|-------------------------------|-----------|-----------|-----------|----------|----------|-----------|----------|----------|----------|----------|----------|---------|-----------|
| Central Income | | | | | | | | | | | | | |
| Monte Dalack 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 | 1,750.00 | 1,750.00 | 1,750.00 | 1,750.00 | 0.00 | 17,500.00 |
| 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 | 1,750.00 | 1,750.00 | 1,750.00 | 1,750.00 | 0.00 | 17,950.00 |
| TBID Income | | | | | | | | | | | | | |
| Bookkeeping | 0.00 | 0.00 | 0.00 | 853.32 | 208.33 | 208.33 | 208.33 | 208.33 | 208.33 | 208.33 | 208.33 | 0.00 | 2,291.63 |
| Health Insurance | 400.00 | 200.00 | 200.00 | 0.00 | 200.00 | 200.00 | 319.87 | 238.67 | 238.67 | 238.67 | 238.67 | 0.00 | 2,474.55 |
| Payroll Taxes | 0.00 | 0.00 | 0.00 | 0.00 | 1,492.90 | 604.16 | 604.16 | 604.16 | 604.16 | 604.16 | 604.16 | 0.00 | 5,117.86 |
| Salaries Director | 4,933.96 | 2,466.98 | 2,466.98 | 0.00 | 1,590.43 | 2,291.67 | 2,291.67 | 2,291.67 | 2,291.67 | 2,291.67 | 2,291.67 | 0.00 | 25,208.37 |
| Destination Sales Mgr | 0.00 | 0.00 | 0.00 | 0.00 | 5,625.00 | 3,750.00 | 3,750.00 | 3,750.00 | 3,750.00 | 3,750.00 | 3,750.00 | 0.00 | 28,125.00 |
| 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 | 853.32 | 9,116.66 | 7,054.16 | 8,254.03 | 7,092.83 | 7,092.83 | 7,092.83 | 7,092.83 | 0.00 | 64,267.41 |
| Project Income | | | | | | | | | | | | | |
| Annual Membr. 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 | 75.00 | 0.00 | 175.00 | 0.00 | 575.00 |
| Destination Dining | 0.00 | 0.00 | 0.00 | 0.00 | 1,688.40 | 100.00 | 825.00 | 0.00 | 0.00 | 0.00 | 952.99 | 0.00 | 3,566.39 |
| Dining Card | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 225.00 | 0.00 | 225.00 |
| Travel Expo | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 244.88 | 0.00 | 244.88 |
| 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 | 2,900.00 | 3,600.00 | 0.00 | 700.00 | 0.00 | 9,675.00 |
| 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 | 2,900.00 | 3,675.00 | 0.00 | 2,297.87 | 0.00 | 35,779.12 |
| 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 | 1,339.66 | 1,339.66 | 1,339.66 | 1,339.66 | 0.00 | 14,736.26 |
| 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 | 0.00 | 14,206.50 |
| 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 | 0.00 | 25,208.37 |
| Total Bed Tax Income | 11,019.96 | 0.00 | 11,019.96 | 241.39 | 4,772.83 | 4,872.83 | 4,922.83 | 4,922.83 | 4,922.83 | 4,922.83 | 4,922.83 | 0.00 | 56,541.12 |

See Accountant's Compilation Report

**Destination Missoula
Supplementary Schedule I
Statement of Activities - Cash Basis
For The Eleven Months Ended May 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 | 11.60 | 11.60 | 11.60 | 11.60 | 0.00 | 133.40 |
| 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 | 0.00 | 28,125.00 |
| Director | 2,436.73 | 4,873.46 | 7,310.19 | 4,873.46 | 4,873.46 | 4,873.46 | 4,885.06 | 4,885.06 | 4,885.06 | 4,885.06 | 4,885.06 | 0.00 | 53,666.06 |
| VIC/Full Time | 827.97 | 1,807.94 | 2,463.91 | 1,883.94 | 1,807.94 | 1,712.94 | 1,428.63 | 1,661.38 | 1,737.38 | 1,813.38 | 1,889.38 | 0.00 | 19,054.79 |
| 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 | 3,469.28 | 3,404.02 | 3,474.72 | 3,474.72 | 3,474.72 | 3,474.72 | 0.00 | 35,460.76 |
| Payroll Taxes | 437.08 | 882.61 | 1,243.16 | 1,101.60 | 1,248.28 | 1,235.09 | 1,416.34 | 1,362.98 | 1,317.58 | 1,324.09 | 1,324.65 | 0.00 | 12,893.47 |
| Total Employee Expenses | 5,375.96 | 10,908.60 | 15,539.12 | 13,211.98 | 15,180.56 | 15,082.37 | 15,582.55 | 15,145.74 | 15,176.34 | 15,258.85 | 15,335.41 | 0.00 | 151,747.48 |
| Insurance | | | | | | | | | | | | | |
| Health Insurance - Employees | 1,913.38 | 937.58 | 855.98 | (463.28) | (136.78) | 492.11 | 534.00 | 492.86 | 492.86 | 492.86 | 492.86 | 0.00 | 6,104.43 |
| 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 | 0.00 | 1,288.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,288.00 |
| 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 | 1,596.29 | (463.28) | (136.78) | 492.11 | 534.00 | 1,780.86 | 492.86 | 492.86 | 492.86 | 0.00 | 9,322.73 |
| 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 | (59.98) | 0.00 | 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 | 38.31 | 41.00 | 0.00 | 81.61 | 0.00 | 491.59 |
| Total Marketing Expenses | 111.13 | 96.48 | 0.00 | 73.54 | 384.00 | 36.50 | (60.98) | 38.31 | 41.00 | 0.00 | 81.61 | 0.00 | 801.59 |
| Meetings | | | | | | | | | | | | | |
| Meetings | 0.00 | 0.00 | 0.00 | 90.00 | 195.00 | 0.00 | (89.81) | 0.00 | (64.00) | 290.76 | 409.88 | 0.00 | 831.83 |
| Total Meeting Expenses | 0.00 | 0.00 | 0.00 | 90.00 | 195.00 | 0.00 | (89.81) | 0.00 | (64.00) | 290.76 | 409.88 | 0.00 | 831.83 |
| 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 | 150.00 | 0.00 | 531.57 |
| Recruitment/Retention | 0.00 | 0.00 | 0.00 | 0.00 | 314.22 | 0.00 | 59.98 | 0.00 | 0.00 | 62.00 | 0.00 | 0.00 | 436.20 |
| Total Membership Expenses | 244.57 | 2,328.27 | 0.00 | 47.99 | 486.22 | 1,377.60 | (1,156.04) | 0.00 | 0.00 | 62.00 | 150.00 | 0.00 | 3,540.61 |

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Eleven Months Ended May 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 | 1,750.00 | 1,750.00 | 0.00 | 17,500.00 | 21,500.00 | (4,000.00) |
| Miscellaneous Income | 0.00 | 0.00 | 0.00 | 50.00 | 0.00 | 50.00 |
| Total Central Income | 1,750.00 | 1,750.00 | 0.00 | 17,950.00 | 21,500.00 | (3,550.00) |
| TBID Income | | | | | | |
| Bookkeeping | 208.33 | 208.33 | 0.00 | 2,291.63 | 2,291.63 | 0.00 |
| Health Insurance | 238.67 | 200.00 | 38.67 | 2,474.55 | 2,200.00 | 274.55 |
| Payroll Taxes | 604.16 | 604.16 | 0.00 | 5,117.86 | 5,117.86 | 0.00 |
| Salaries Director | 2,291.67 | 2,291.67 | 0.00 | 25,208.37 | 25,208.37 | 0.00 |
| Destination Sales Mgr | 3,750.00 | 3,750.00 | 0.00 | 28,125.00 | 28,125.00 | 0.00 |
| Worker's Comp | 0.00 | 0.00 | 0.00 | 1,050.00 | 1,050.00 | 0.00 |
| Total TBID Income | 7,092.83 | 7,054.16 | 38.67 | 64,267.41 | 63,992.86 | 274.55 |
| Project Income | | | | | | |
| Annual Memb. Luncheon Income | 0.00 | 0.00 | 0.00 | 1,939.08 | 1,914.08 | 25.00 |
| Partner Events | 175.00 | 0.00 | 175.00 | 575.00 | 575.00 | 0.00 |
| Destination Dining | 952.99 | 0.00 | 952.99 | 3,566.39 | 11,250.00 | (7,683.61) |
| Dining Card | 225.00 | 500.00 | (275.00) | 225.00 | 1,500.00 | (1,275.00) |
| Travel Expo | 244.88 | 0.00 | 244.88 | 244.88 | 4,500.00 | (4,255.12) |
| Marathon Welcome Party | 0.00 | 0.00 | 0.00 | 8,610.49 | 3,000.00 | 5,610.49 |
| City Map Income | 700.00 | 0.00 | 700.00 | 9,675.00 | 8,100.00 | 1,575.00 |
| Visitors Guide | 0.00 | 0.00 | 0.00 | 10,943.28 | 10,000.00 | 943.28 |
| Total Project Income | 2,297.87 | 500.00 | 1,797.87 | 35,779.12 | 40,839.08 | (5,059.96) |
| Bed Tax Income | | | | | | |
| Part-Time VIC Staff | 0.00 | 25.47 | (25.47) | 2,389.99 | 2,416.00 | (26.01) |
| Full Time VIC Staff | 1,339.66 | 1,339.66 | 0.00 | 14,736.26 | 14,736.26 | 0.00 |
| Marketing Personnel | 1,291.50 | 1,291.50 | 0.00 | 14,206.50 | 14,206.50 | 0.00 |
| Administration | 2,291.67 | 2,291.67 | 0.00 | 25,208.37 | 25,208.37 | 0.00 |
| Total Bed Tax Income | 4,922.83 | 4,948.30 | (25.47) | 56,541.12 | 56,567.13 | (26.01) |
| Dues Income | | | | | | |
| Individual | 0.00 | 0.00 | 0.00 | 5,395.14 | 0.00 | 5,395.14 |
| Lodging | 0.00 | 0.00 | 0.00 | 13,720.00 | 0.00 | 13,720.00 |
| Base | 435.00 | 1,500.00 | (1,065.00) | 19,754.70 | 45,658.50 | (25,903.80) |
| Total Dues Income | 435.00 | 1,500.00 | (1,065.00) | 38,869.84 | 45,658.50 | (6,788.66) |
| Total Income | 16,488.53 | 15,752.46 | 746.07 | 213,407.49 | 228,557.57 | (15,150.08) |

See Accountants' Compilation Report

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

| | Actual | Current Period Budget | Variance | Actual | Year To Date Budget | Variance |
|-----------------------------------|------------------|--------------------------|-----------------|-------------------|------------------------|-----------------|
| Employee Expenses | | | | | | |
| Payroll Expenses | 11.60 | 0.00 | (11.60) | 133.40 | 0.00 | (133.40) |
| Destination Sales Manager | 3,750.00 | 3,750.00 | 0.00 | 28,125.00 | 28,125.00 | 0.00 |
| Director | 4,885.06 | 4,873.46 | (11.60) | 53,666.06 | 53,607.93 | (58.13) |
| VIC/Full Time | 1,889.38 | 1,798.40 | (90.98) | 19,054.79 | 19,592.56 | 537.77 |
| VIC/Part-Time | 0.00 | 200.00 | 200.00 | 2,414.00 | 1,930.00 | (484.00) |
| VIC Mgr/Mktg/Membership | 3,474.72 | 3,469.28 | (5.44) | 35,460.76 | 35,504.26 | 43.50 |
| Payroll Taxes | 1,324.65 | 1,591.94 | 267.29 | 12,893.47 | 14,808.04 | 1,914.57 |
| Total Employee Expenses | 15,335.41 | 15,683.08 | 347.67 | 151,747.48 | 153,567.79 | 1,820.31 |
| Insurance | | | | | | |
| Health Insurance - Employees | 492.86 | 492.11 | (0.75) | 6,104.43 | 6,190.08 | 85.65 |
| Indemnity | 0.00 | 0.00 | 0.00 | 633.00 | 633.00 | 0.00 |
| Board Insurance | 0.00 | 0.00 | 0.00 | 1,288.00 | 1,400.00 | 112.00 |
| Workers' Compensation Insurance | 0.00 | 0.00 | 0.00 | 1,297.30 | 1,297.30 | 0.00 |
| Total Insurance Expenses | 492.86 | 492.11 | (0.75) | 9,322.73 | 9,520.38 | 197.65 |
| 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 | 0.00 | 0.00 | 0.00 | 310.00 | 500.00 | 190.00 |
| Qwest/Dex | 81.61 | 33.33 | (48.28) | 491.59 | 366.63 | (124.96) |
| Total Marketing Expenses | 81.61 | 33.33 | (48.28) | 801.59 | 866.63 | 65.04 |
| Meeting Expenses | | | | | | |
| Meetings | 409.88 | 0.00 | (409.88) | 831.83 | 500.00 | (331.83) |
| Total Meeting Expenses | 409.88 | 0.00 | (409.88) | 831.83 | 500.00 | (331.83) |

See Accountants' Compilation Report

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

| | Actual | Current Period Budget | Variance | Actual | Year To Date Budget | Variance |
|-----------------------------------|-----------------|--------------------------|-----------------|------------------|------------------------|-----------------|
| Membership Expenses | | | | | | |
| Annual Membership Luncheon | 0.00 | 0.00 | 0.00 | 2,572.84 | 2,572.84 | 0.00 |
| Membership Packets | 150.00 | 0.00 | (150.00) | 531.57 | 650.00 | 118.43 |
| Recruitment/Retention | 0.00 | 93.75 | 93.75 | 436.20 | 656.25 | 220.05 |
| Total Membership Expenses | 150.00 | 93.75 | (56.25) | 3,540.61 | 3,879.09 | 338.48 |
| Office Expenses | | | | | | |
| Chamber Master | 238.00 | 119.00 | (119.00) | 1,309.00 | 1,309.00 | 0.00 |
| Christmas Gift | 0.00 | 0.00 | 0.00 | 1,103.70 | 1,100.00 | (3.70) |
| Computer Misc | 65.00 | 0.00 | (65.00) | 765.42 | 1,500.00 | 734.58 |
| Copies | 0.00 | 55.70 | 55.70 | 1,047.76 | 1,194.36 | 146.60 |
| Credit Card Fees | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | 100.00 |
| Director's Lunch Meeting Exp. | 67.00 | 29.79 | (37.21) | 353.83 | 320.22 | (33.61) |
| Furniture | 0.00 | 0.00 | 0.00 | 516.00 | 1,000.00 | 484.00 |
| Miscellaneous Expenses | 199.18 | 57.60 | (141.58) | 526.38 | 517.40 | (8.98) |
| Parking | 150.00 | 150.00 | 0.00 | 563.50 | 1,650.00 | 1,086.50 |
| Postage | 0.00 | 89.38 | 89.38 | 356.00 | 810.63 | 454.63 |
| Printing | 0.00 | 0.00 | 0.00 | 344.00 | 1,000.00 | 656.00 |
| Rent | 1,200.00 | 1,200.00 | 0.00 | 14,400.00 | 13,200.00 | (1,200.00) |
| Supplies | 328.42 | 101.96 | (226.46) | 2,089.70 | 1,648.03 | (441.67) |
| T-One Service | 50.00 | 50.00 | 0.00 | 600.00 | 600.00 | 0.00 |
| Telephone | 109.20 | 109.20 | 0.00 | 1,310.40 | 1,310.40 | 0.00 |
| Utilities | 100.00 | 100.00 | 0.00 | 1,200.00 | 1,200.00 | 0.00 |
| Total Office Expenses | 2,506.80 | 2,062.63 | (444.17) | 26,485.69 | 28,460.04 | 1,974.35 |
| Other Expenses | | | | | | |
| Dues, Membership Subscriptions | 0.00 | 0.00 | 0.00 | 665.00 | 695.00 | 30.00 |
| Total Other Expenses | 0.00 | 0.00 | 0.00 | 665.00 | 695.00 | 30.00 |
| Professional Development Expenses | | | | | | |
| Professional Development | 0.00 | 0.00 | 0.00 | 77.70 | 0.00 | (77.70) |
| 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 | 2,510.26 | 3,001.06 | 490.80 |

See Accountants' Compilation Report

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

| | Actual | Current Period Budget | Variance | Actual | Year To Date Budget | Variance |
|-----------------------------|----------------------|--------------------------|--------------------|----------------------|------------------------|----------------------|
| Professional Fees Expenses | | | | | | |
| Professional Fees | 0.00 | 0.00 | 0.00 | 1,275.00 | 1,275.00 | 0.00 |
| Total Prof. Fees Expenses | 0.00 | 0.00 | 0.00 | 1,275.00 | 1,275.00 | 0.00 |
| Projects Expenses | | | | | | |
| Visitor Guide Cover | 0.00 | 0.00 | 0.00 | 140.00 | 340.00 | 200.00 |
| City Maps | 0.00 | 0.00 | 0.00 | 4,435.50 | 4,500.00 | 64.50 |
| Destination Dining | 18.75 | 0.00 | (18.75) | 1,833.85 | 7,875.00 | 6,041.15 |
| Travel Expo | 252.50 | 0.00 | (252.50) | 602.70 | 2,600.00 | 1,997.30 |
| Marathon Welcome Party | 0.00 | 0.00 | 0.00 | 6,390.27 | 0.00 | (6,390.27) |
| Total Projects Expenses | 271.25 | 0.00 | (271.25) | 13,402.32 | 15,315.00 | 1,912.68 |
| Telemarketing | | | | | | |
| Certified Folder | 157.06 | 0.00 | (157.06) | 785.29 | 245.00 | (540.29) |
| USPS/Windfall Tech. Postage | 0.00 | 0.00 | 0.00 | 5,000.00 | 5,000.00 | 0.00 |
| Total Telemarketing Expense | 157.06 | 0.00 | (157.06) | 5,785.29 | 5,245.00 | (540.29) |
| Total General Expenses | 3,969.46 | 2,581.82 | (1,387.64) | 58,530.05 | 69,057.20 | 10,527.15 |
| Total Expenses | 19,404.87 | 18,364.90 | (1,039.97) | 217,867.80 | 223,824.99 | 5,957.19 |
| Net Income (Loss) | \$ (2,906.34) | \$ (2,612.44) | \$ (293.90) | \$ (4,460.31) | \$ 4,732.58 | \$ (9,192.89) |

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 | \$ 2,875.00 | \$ 1,750.00 | \$ 1,750.00 | \$ 1,750.00 | \$ 1,750.00 | \$ 1,750.00 | \$ 23,250.00 |
| Total Central Income | 0.00 | 0.00 | 0.00 | 0.00 | 5,250.00 | 6,375.00 | 2,875.00 | 1,750.00 | 1,750.00 | 1,750.00 | 1,750.00 | 1,750.00 | 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 | 1,689.08 | 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 | 0.00 | 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 | 0.00 | 0.00 | 500.00 | 500.00 | 2,000.00 |
| Travel Expo | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 | 3,000.00 | 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 | 7,825.00 | 4,275.00 | 7,250.00 | 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 | 19,401.99 | 23,051.99 | 19,501.99 | 22,476.99 | 15,752.46 | 19,893.49 | 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 | 59,481.39 |
| VIC/Full Time | 827.97 | 1,807.94 | 2,483.91 | 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 | 486.00 | 2,416.00 |
| VIC Mgr/Mkng/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 | 36,973.54 |
| 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 | 5,381.46 | 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 | 15,683.08 | 15,989.08 | 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 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 | 1,031.13 | 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 |
| Qwest/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 | 168.56 | 151.20 | 0.00 | 484.70 | 55.70 | 55.70 | 55.70 | 56.70 | 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 | 29.78 | 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 |

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 |
|------------------------------------|---------------------|-----------------------|----------------------|-----------------------|----------------------|--------------------|----------------------|--------------------|----------------------|--------------------|----------------------|----------------------|--------------------|
| 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 | 3,662.61 | 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 | 768.00 | 1,732.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,500.00 |
| DMIAI | 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 | 768.00 | 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 Expense | 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 | 5,306.75 | 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 | \$ (11,573.39) | \$ (1,250.24) | \$ (13,633.06) | \$ (1,454.45) | \$ 9,587.11 | \$ (5,878.19) | \$ 1,291.89 | \$ (1,414.91) | \$ 1,366.11 | \$ (2,612.44) | \$ (1,482.34) | \$ 3,250.24 |

See Accountants' Compilation Report