

Financial Statements

November 30, 2014

Prepared for:

Destination Missoula

140 N Higgins Avenue

Missoula, MT 59802

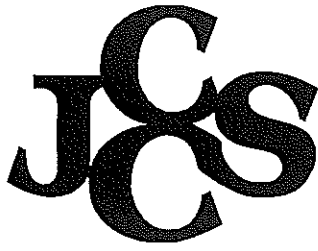
Prepared by:

Junkermier, Clark, Campanella, Stevens, PC

PO Box 16237

Missoula, Montana 59808

December 08, 2014



Junkermier • Clark
Campanella • Stevens • P.C.

2620 Connery Way
P.O. Box 16237
Missoula, MT 59808
Ph. (406) 549-4148
Fx. (406) 549-3003
www.jccsopa.com

Certified Public Accountants and Business Advisors

ACCOUNTANTS' COMPILATION REPORT

Destination Missoula
140 N Higgins Avenue
Missoula, MT 59802

We have compiled the accompanying statement of financial position- cash basis of Destination Missoula (private branch only) as of November 30, 2014, and the related statements of activities - cash basis for the one month and five months then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide assurance about whether the financial statements are in accordance with the cash basis of accounting.

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

Our responsibility is to conduct the compilation in accordance with the Statements on Standards for the 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 without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

The supplementary information contained in Schedules I through III is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of Management. We have not audited or reviewed the supplementary information and, accordingly, do not express an opinion or provide any assurance on such supplementary information.

We are not independent of Destination Missoula.

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

Missoula, Montana
December 08, 2014

**Destination Missoula
Statement of Financial Position - Cash Basis
As of November 30, 2014**

ASSETS

ASSETS

CURRENT ASSETS

Checking \$ 22,549.16

Total Current Assets 22,549.16

OTHER CURRENT ASSETS

TOTAL ASSETS \$ 22,549.16

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Payroll Liabilities \$ 14,356.87

Total Current Liabilities 14,356.87

Total Liabilities 14,356.87

UNRESTRICTED NET ASSETS

Net Assets (6,199.33)

Current Income 14,391.62

Total Unrestricted Net Assets 8,192.29

TOTAL LIABILITIES AND

UNRESTRICTED NET

ASSETS

\$ 22,549.16

See Accountants' Compilation Report

Destination Missoula
Statements of Activities - Cash Basis
For the One Month and Five Months Ended November 30, 2014

	Current Period	Percent	Year To Date	Percent
Revenues				
Annual Memb. Luncheon Income	\$ 0.00	0.0	\$ 2,326.72	1.5
Banner Ads Income	0.00	0.0	5,250.00	3.3
TBID Income				
Bookkeeping	208.33	0.6	1,041.65	0.7
Health Insurance	238.67	0.7	1,793.35	1.1
Payroll Taxes	3,201.57	9.7	7,837.14	5.0
Salaries Director	2,291.67	7.0	11,458.35	7.2
Destination Sales Mgr	3,750.00	11.4	18,750.00	11.9
Worker's Comp	0.00	0.0	1,050.00	0.7
Copier Lease	83.50	0.3	607.50	0.4
Parking	187.50	0.6	937.50	0.6
Fees	0.00	0.0	450.00	0.3
Sales Manager Bonus	15,750.00	47.9	15,750.00	10.0
Part-Time Admin Assistant	0.00	0.0	5,317.00	3.4
Retention Adjustment	833.33	2.5	4,166.65	2.6
Staff Retirement	196.25	0.6	981.25	0.6
Project Income				
Partner Events	0.00	0.0	75.00	0.0
Get Lost Merchandise	0.00	0.0	850.26	0.5
Marathon Welcome Party	0.00	0.0	3,000.00	1.9
City Map Income	0.00	0.0	1,000.00	0.6
Visitors Guide	0.00	0.0	10,000.00	6.3
Bed Tax Income				
Part-Time VIC Staff	0.00	0.0	2,084.00	1.3
Full Time VIC Staff	1,519.66	4.6	7,598.30	4.8
Marketing Personnel	1,291.50	3.9	6,457.50	4.1
Administration	3,000.00	9.1	15,000.00	9.5
Dues Income				
Individual	300.00	0.9	4,800.00	3.0
Lodging	0.00	0.0	10,713.00	6.8
Base	0.00	0.0	18,865.00	11.9
Total Revenue	<u>32,851.98</u>	<u>100.0</u>	<u>158,160.17</u>	<u>100.0</u>
Employee Expenses				
Destination Sales Manager	3,750.00	11.4	18,576.42	11.7
Director	5,583.34	17.0	27,916.70	17.7
Sales Manager Bonus	15,750.00	47.9	15,750.00	10.0
Part-Time Admin Assistant	884.00	2.7	7,988.50	5.1
VIC/Full Time	1,628.00	5.0	10,400.68	6.6
VIC/Part-Time	0.00	0.0	2,084.63	1.3
VIC Mgr/Mktg/Membership	3,833.34	11.7	19,340.28	12.2
Retirement	395.00	1.2	1,975.00	1.2
Payroll Taxes	2,474.21	7.5	8,558.68	5.4
Payroll Expenses - Fees	17.60	0.1	568.20	0.4
Total Employee Expenses	<u>34,315.49</u>	<u>104.5</u>	<u>113,159.09</u>	<u>71.6</u>
General Expenses				
Insurance				
Health Insurance - Employees	1,570.99	4.8	6,937.52	4.4
Indemnity	0.00	0.0	1,018.00	0.6
Board Insurance	0.00	0.0	44.00	0.0
Workers' Compensation Insurance	0.00	0.0	1,370.14	0.9

See Accountants' Compilation Report

Destination Missoula
Statements of Activities - Cash Basis
For the One Month and Five Months Ended November 30, 2014

	Current Period	Percent	Year To Date	Percent
Marketing				
Meetings				
Meetings	0.00	0.0	24.53	0.0
Membership				
Annual Membership Luncheon	0.00	0.0	2,712.05	1.7
Recruitment/Retention	0.00	0.0	73.50	0.0
Office				
Chamber Master	119.00	0.4	595.00	0.4
Computer Misc	9.99	0.0	739.91	0.5
Copier Lease	167.00	0.5	835.00	0.5
Copies	0.00	0.0	82.70	0.1
Miscellaneous Expenses	0.00	0.0	625.13	0.4
Parking	375.00	1.1	1,679.00	1.1
Postage	0.00	0.0	417.50	0.3
Printing	868.00	2.6	434.00	0.3
Rent	1,250.00	3.8	7,300.00	4.6
Supplies	18.50	0.1	553.33	0.3
T-One Service	37.51	0.1	187.54	0.1
Telephone	90.99	0.3	454.96	0.3
Utilities	75.00	0.2	375.00	0.2
Other Expenses				
Dues, Membership Subscriptions	0.00	0.0	100.00	0.1
Legislature	1,500.00	4.6	1,500.00	0.9
Professional Development				
Professional Development	0.00	0.0	100.00	0.1
Board Retreat	0.00	0.0	1,117.21	0.7
DMAI	0.00	0.0	537.50	0.3
Professional Fees				
Professional Fees	0.00	0.0	500.00	0.3
Projects				
Visitor Guide Cover	0.00	0.0	48.75	0.0
Get Lost Merchandise	0.00	0.0	247.19	0.2
Telemarketing				
Total General Expenses	<u>6,081.98</u>	<u>18.5</u>	<u>30,609.46</u>	<u>19.4</u>
Total Expenses	<u>40,397.47</u>	<u>123.0</u>	<u>143,768.55</u>	<u>90.9</u>
Net Income (Loss)	<u>\$ (7,545.49)</u>	<u>(23.0)%</u>	<u>\$ 14,391.62</u>	<u>9.1 %</u>

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule I
Statements of Activities - Cash Basis
For The Five Months Ended November 30, 2014**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Central Income													
Annual Memb. Luncheon Income	\$ 900.53	\$ 750.00	\$ 676.19	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,326.72
Banner Ads Income	1,750.00	0.00	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,250.00
Total Central Income	2,650.53	750.00	4,176.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,576.72
TBID Income													
Bookkeeping	208.33	208.33	208.33	208.33	208.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,041.65
Health Insurance	238.67	538.67	538.67	238.67	238.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,793.35
Payroll Taxes	654.17	1,059.76	780.27	2,141.37	3,201.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,837.14
Salaries Director	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,458.35
Destination Sales Mgr	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,750.00
Worker's Comp	1,050.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00
Copier Lease	131.00	131.00	131.00	131.00	83.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	607.50
Parking	187.50	187.50	187.50	187.50	187.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	937.50
Fees	0.00	0.00	234.50	215.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	450.00
Sales Manager Bonus	0.00	0.00	0.00	0.00	15,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,750.00
Part-Time Admin Assistant	0.00	4,056.00	1,261.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,317.00
Retention Adjustment	833.33	833.33	833.33	833.33	833.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,166.65
Sales Assistant	2,665.07	(2,365.07)	(300.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Staff Retirement	0.00	392.50	196.25	196.25	196.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	981.25
Total TBID Income	12,009.74	11,083.69	10,112.52	10,193.62	26,740.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	70,140.39
Project Income													
Partner Events	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.00
Get Lost Merchandise	0.00	850.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	850.26
Marathon Welcome Party	0.00	3,000.00	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	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
Visitors Guide	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total Project Income	1,075.00	3,850.26	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,925.26
Bed Tax Income													
Part-Time VIC Staff	996.00	969.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,084.00
Full Time VIC Staff	1,519.66	1,519.66	1,519.66	1,519.66	1,519.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,598.30
Marketing Personnel	1,291.50	1,291.50	1,291.50	1,291.50	1,291.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,457.50
Administration	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
Total Bed Tax Income	6,807.16	6,780.16	5,930.16	5,811.16	5,811.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31,139.80
Dues Income													
Individual	3,300.00	300.00	900.00	0.00	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,800.00

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule I
Statements of Activities - Cash Basis
For The Five Months Ended November 30, 2014**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Lodging	9,098.00	670.50	944.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,713.00
Base	12,950.00	1,740.00	3,595.00	580.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,865.00
Total Dues Income	25,248.00	2,710.50	5,439.50	580.00	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,378.00
Total Income	47,890.43	25,174.61	25,658.37	26,584.78	32,851.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	158,160.17

**Destination Missoula
Supplementary Schedule I
Statements of Activities - Cash Basis
For The Five Months Ended November 30, 2014**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Employee Expenses													
Destination Sales Manager	3,576.42	3,750.00	3,750.00	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,576.42
Director	5,583.34	5,583.34	5,583.34	5,583.34	5,583.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,916.70
Sales Manager Bonus	0.00	0.00	0.00	0.00	15,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,750.00
Part-Time Admin Assistant	2,340.00	1,716.00	1,683.50	1,365.00	884.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,988.50
VIC/Full Time	2,116.00	2,256.68	2,376.00	2,024.00	1,628.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,400.68
VIC/Part-Time	996.63	969.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,084.63
VIC Mgr/Mktg/Membership	4,006.92	3,833.34	3,833.34	3,833.34	3,833.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,340.28
Retirement	227.50	227.50	730.00	395.00	395.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,975.00
Payroll Taxes	1,725.25	1,577.19	1,426.57	1,355.46	2,474.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,558.68
Payroll Expenses - Fees	191.50	191.50	151.60	16.00	17.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	568.20
Total Employee Expenses	20,763.56	20,104.55	19,653.35	18,322.14	34,315.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	113,159.09
Insurance													
Health Insurance - Employees	1,118.61	1,903.13	1,510.89	833.90	1,570.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,937.52
Indemnity	0.00	0.00	1,018.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,018.00
Board Insurance	44.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44.00
Workers' Compensation Insurance	379.71	691.42	299.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,370.14
Total Insurance Expense	1,542.32	2,594.55	2,827.90	833.90	1,570.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,369.66
Membership													
Annual Membership Luncheon	100.00	2,270.00	342.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,712.05
Recruitment/Retention	0.00	0.00	73.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	73.50
Total Membership Expenses	100.00	2,270.00	415.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,785.55
Office													
Chamber Master	119.00	119.00	119.00	119.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	595.00
Computer Misc	9.99	9.99	644.94	65.00	9.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	739.91
Copier Lease	167.00	167.00	167.00	167.00	167.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	835.00
Copies	0.00	0.00	82.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	82.70
Miscellaneous Expenses	145.00	378.77	101.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	625.13
Parking	300.00	300.00	300.00	404.00	375.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,679.00
Postage	294.00	0.00	73.50	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	417.50
Printing	0.00	0.00	(434.00)	0.00	868.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	434.00
Rent	1,600.00	1,600.00	1,600.00	1,250.00	1,250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,300.00
Supplies	154.12	98.25	202.76	79.70	18.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	553.33
T-One Service	37.50	37.51	37.51	37.51	37.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	187.54

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule I
Statements of Activities - Cash Basis
For The Five Months Ended November 30, 2014**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Telephone	91.00	90.99	90.99	90.99	90.99	90.99	0.00	0.00	0.00	0.00	0.00	0.00	454.96
Utilities	75.00	75.00	75.00	75.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	375.00
Total Office Expenses	<u>2,992.61</u>	<u>2,876.51</u>	<u>3,060.76</u>	<u>2,338.20</u>	<u>3,010.99</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>14,279.07</u>

**Destination Missoula
Supplementary Schedule I
Statements of Activities - Cash Basis
For The Five Months Ended November 30, 2014**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Other Expenses													
Dues, Membership Subscriptions	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Legislature	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total Other Expenses	100.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,600.00
Professional Development													
Professional Development	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Board Retreat	0.00	0.00	0.00	1,117.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,117.21
DNAI	537.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	537.50
Total Prof. Dev. Expenses	537.50	100.00	0.00	1,117.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,754.71
Professional Fees													
Professional Fees	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Total Prof. Fees Expense	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Projects													
Visitor Guide Cover	0.00	0.00	48.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48.75
Get Lost Merchandise	0.00	0.00	247.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	247.19
Travel Expo	0.00	1,018.00	(1,018.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Project Expenses	0.00	1,018.00	(722.06)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	295.94
Telemarketing													
Total General Expenses	5,272.43	8,859.06	5,582.15	4,813.84	6,081.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30,609.46
Total Expenses	26,035.99	28,963.61	25,235.50	23,135.98	40,397.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	143,768.55
Net Income (Loss)	\$ 21,854.44	\$ (3,789.00)	\$ 422.87	\$ 3,448.80	\$ (7,545.49)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 14,391.62

**Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis
Actual Versus Budget
For the Five Months Ended November 30, 2014**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Central Income						
Annual Memb. Luncheon Income \$	0.00	0.00	\$ 0.00	2,326.72	2,328.00	\$ (1.28)
Banner Ads Income	0.00	2,166.67	(2,166.67)	5,250.00	10,833.31	(5,583.31)
Montana Magazine Coop	0.00	1,000.00	(1,000.00)	0.00	1,000.00	(1,000.00)
Total Central Income	0.00	3,166.67	(3,166.67)	7,576.72	14,161.31	(6,584.59)
TBID Income						
Bookkeeping	208.33	208.33	0.00	1,041.65	1,041.65	0.00
Health Insurance	238.67	238.67	0.00	1,793.35	1,793.35	0.00
Payroll Taxes	3,201.57	800.00	2,401.57	7,837.14	4,094.00	3,743.14
Salaries Director	2,291.67	2,291.67	0.00	11,458.35	11,458.31	0.04
Destination Sales Mgr	3,750.00	3,750.00	0.00	18,750.00	18,750.00	0.00
Worker's Comp	0.00	0.00	0.00	1,050.00	1,050.00	0.00
Copier Lease	83.50	131.00	(47.50)	607.50	655.00	(47.50)
Parking	187.50	187.50	0.00	937.50	937.50	0.00
Fees	0.00	0.00	0.00	450.00	450.00	0.00
Sales Manager Bonus	15,750.00	15,750.00	0.00	15,750.00	15,750.00	0.00
Part-Time Admin Assistant	0.00	1,400.00	(1,400.00)	5,317.00	8,117.34	(2,800.34)
Retention Adjustment	833.33	833.33	0.00	4,166.65	4,166.69	(0.04)
Staff Retirement	196.25	196.25	0.00	981.25	981.25	0.00
Total TBID Income	26,740.82	25,786.75	954.07	70,140.39	69,245.09	895.30
Project Income						
Partner Events	0.00	75.00	(75.00)	75.00	250.00	(175.00)
Get Lost Merchandise	0.00	300.00	(300.00)	850.26	1,150.00	(299.74)
Marathon Welcome Party	0.00	0.00	0.00	3,000.00	3,000.00	0.00
City Map Income	0.00	0.00	0.00	1,000.00	0.00	1,000.00
Visitors Guide	0.00	10,000.00	(10,000.00)	10,000.00	10,000.00	0.00
Total Project Income	0.00	10,375.00	(10,375.00)	14,925.26	14,400.00	525.26

**Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis
Actual Versus Budget
For the Five Months Ended November 30, 2014**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Bed Tax Income						
Part-Time VIC Staff	0.00	0.00	0.00	2,084.00	2,084.00	0.00
Full Time VIC Staff	1,519.66	1,519.67	(0.01)	7,598.31	7,598.31	(0.01)
Marketing Personnel	1,291.50	1,291.50	0.00	6,457.50	6,457.50	0.00
Administration	3,000.00	3,000.00	0.00	15,000.00	15,000.00	0.00
Total Bed Tax Income	<u>5,811.16</u>	<u>5,811.17</u>	<u>(0.01)</u>	<u>31,139.80</u>	<u>31,139.81</u>	<u>(0.01)</u>
Dues Income						
Individual	300.00	0.00	300.00	4,800.00	5,200.00	(400.00)
Lodging	0.00	0.00	0.00	10,713.00	11,293.00	(580.00)
Base	0.00	0.00	0.00	18,865.00	19,155.00	(290.00)
Total Dues Income	<u>300.00</u>	<u>0.00</u>	<u>300.00</u>	<u>34,378.00</u>	<u>35,648.00</u>	<u>(1,270.00)</u>
Total Income	<u>32,851.98</u>	<u>45,139.59</u>	<u>(12,287.61)</u>	<u>158,160.17</u>	<u>164,594.21</u>	<u>(6,434.04)</u>

**Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis**

**Actual Versus Budget
For the Five Months Ended November 30, 2014**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Employee Expenses						
Destination Sales Manager	3,750.00	3,750.00	0.00	18,576.42	18,750.00	173.58
Director	5,583.34	5,583.33	(0.01)	27,916.70	27,916.69	(0.01)
Sales Manager Bonus	15,750.00	15,750.00	0.00	15,750.00	15,750.00	0.00
Part-Time Admin Assistant	884.00	1,400.00	516.00	7,988.50	8,539.50	551.00
VIC/Full Time	1,628.00	1,908.00	280.00	10,400.68	10,564.00	163.32
VIC/Part-Time	0.00	0.00	0.00	2,084.63	2,085.00	0.37
VIC Mgr/Mktg/Membership	3,833.34	3,833.33	(0.01)	19,340.28	19,166.69	(173.59)
Retirement	395.00	395.00	0.00	1,975.00	1,975.00	0.00
Payroll Taxes	2,474.21	1,500.00	(974.21)	8,558.68	7,980.00	(578.68)
Payroll Expenses - Fees	17.60	24.00	6.40	568.20	582.00	13.80
Total Employee Expenses	34,315.49	34,143.66	(171.83)	113,159.09	113,308.88	149.79
Insurance						
Health Insurance - Employees	1,570.99	1,325.00	(245.99)	6,937.52	7,453.00	515.48
Indemnity	0.00	0.00	0.00	1,018.00	1,240.00	222.00
Board Insurance	0.00	0.00	0.00	44.00	0.00	(44.00)
Workers' Compensation Insurance	0.00	0.00	0.00	1,370.14	1,672.00	301.86
Total Insurance Expenses	1,570.99	1,325.00	(245.99)	9,369.66	10,365.00	995.34
Marketing Expenses						
Meeting Expenses Meetings	0.00	0.00	0.00	24.53	400.00	375.47
Total Meeting Expenses	0.00	0.00	0.00	24.53	400.00	375.47

**Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis
Actual Versus Budget
For the Five Months Ended November 30, 2014**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Membership Expenses						
Annual Membership Luncheon	0.00	0.00	0.00	2,712.05	2,712.05	0.00
Recruitment/Retention	0.00	50.00	50.00	73.50	126.00	51.50
Total Membership Expenses	0.00	50.00	50.00	2,785.55	2,837.05	51.50
Office Expenses						
Chamber Master	119.00	119.00	0.00	595.00	595.00	0.00
Computer Misc	9.99	10.00	0.01	739.91	685.00	(54.91)
Copier Lease	167.00	167.00	0.00	835.00	835.00	0.00
Copies	0.00	0.00	0.00	82.70	83.00	0.30
Director's Lunch Meeting Exp.	0.00	38.88	38.88	0.00	77.84	77.84
Miscellaneous Expenses	0.00	100.00	100.00	625.13	726.00	100.87
Parking	375.00	375.00	0.00	1,679.00	1,650.00	(29.00)
Postage	0.00	36.36	36.36	417.50	445.48	27.98
Printing	868.00	0.00	(868.00)	434.00	434.00	0.00
Rent	1,250.00	1,250.00	0.00	7,300.00	7,300.00	0.00
Supplies	18.50	145.83	127.33	553.33	729.19	175.86
T-One Service	37.51	37.50	(0.01)	187.54	187.50	(0.04)
Telephone	90.99	91.00	0.01	454.96	530.00	75.04
Utilities	75.00	75.00	0.00	375.00	375.00	0.00
Total Office Expenses	3,010.99	2,445.57	(565.42)	14,279.07	14,653.01	373.94

**Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis
Actual Versus Budget
For the Five Months Ended November 30, 2014**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Other Expenses						
Dues, Membership Subscriptions	0.00	0.00	0.00	100.00	600.00	500.00
Legislature	1,500.00	1,000.00	(500.00)	1,500.00	1,500.00	0.00
Total Other Expenses	1,500.00	1,000.00	(500.00)	1,600.00	2,100.00	500.00
Professional Development Expenses						
Professional Development	0.00	0.00	0.00	100.00	0.00	(100.00)
Board Retreat	0.00	0.00	0.00	1,117.21	1,500.00	382.79
DMAI	0.00	0.00	0.00	537.50	0.00	(537.50)
Total Prof. Dev. Expenses	0.00	0.00	0.00	1,754.71	1,500.00	(254.71)
Professional Fees Expenses						
Professional Fees	0.00	550.00	550.00	500.00	550.00	50.00
Total Prof. Fees Expenses	0.00	550.00	550.00	500.00	550.00	50.00
Projects Expenses						
Visitor Guide Cover	0.00	0.00	0.00	48.75	500.00	451.25
Get Lost Merchandise	0.00	0.00	0.00	247.19	250.00	2.81
Total Projects Expenses	0.00	0.00	0.00	295.94	750.00	454.06
Telemarketing						

Destination Missoula
Supplementary Schedule II
Comparative Statements of Activities - Cash Basis
Actual Versus Budget
For the Five Months Ended November 30, 2014

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Total General Expenses	6,081.98	5,370.57	(711.41)	30,609.46	33,155.06	2,545.60
Total Expenses	40,397.47	39,514.23	(883.24)	143,768.55	146,463.94	2,695.39
Net Income (Loss)	\$ (7,545.49) \$	\$ 5,625.36 \$	(13,170.85)	\$ 14,391.62	\$ 18,130.27 \$	(3,738.65)

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

Income	July	August	September	October	November	December	January	February	March	April	May	June	Total
Annual Memb. Luncheon Income	\$ 901.00	\$ 750.00	\$ 677.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,328.00
Banner Ads Income	0.00	0.00	3,500.00	5,166.64	2,166.67	2,166.67	2,166.67	2,166.67	2,166.67	2,166.67	2,166.67	2,166.67	26,000.00
Montana Magazine Coop	0.00	0.00	0.00	0.00	1,000.00	0.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	0.00	6,000.00
Part-Time VIC Staff	996.00	969.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	772.00	2,856.00
Full Time VIC Staff	1,519.67	1,519.67	1,519.67	1,519.63	1,519.67	1,519.67	1,519.67	1,519.67	1,519.67	1,519.67	1,519.67	1,519.67	18,236.00
Marketing Personnel	1,291.50	1,291.50	1,291.50	1,291.50	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	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	36,000.00
Total Central Income	7,708.17	7,530.17	10,107.17	10,977.77	8,977.84	7,977.84	8,977.84	8,977.84	8,977.84	8,977.84	8,977.84	8,749.84	106,918.00
TBID Income	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	208.33	2,499.96
Bookkeeping	538.67	538.67	238.67	238.67	238.67	238.67	238.67	238.67	238.67	238.67	238.67	238.67	3,464.04
Health Insurance	851.00	863.00	780.00	800.00	800.00	800.00	800.00	800.00	800.00	800.00	800.00	800.00	9,694.00
Payroll Taxes	2,291.67	2,291.67	2,291.67	2,291.63	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	2,291.67	27,500.00
Salaries Director	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	45,000.00
Destination Sales Mgr	1,050.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00
Worker's Comp	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	1,572.00
Copier/Lease	187.50	187.50	187.50	187.50	187.50	187.50	187.50	187.50	187.50	187.50	187.50	187.50	2,250.00
Parking	0.00	0.00	234.50	215.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	450.00
Fees	0.00	0.00	0.00	0.00	15,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,750.00
Sales Manager Bonus	1,972.00	2,084.34	1,261.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	17,917.34
Part-Time Admin Assistant	833.33	833.33	833.33	833.37	833.33	833.33	833.33	833.33	833.33	833.33	833.33	833.33	10,000.00
Retention Adjustment	196.25	196.25	196.25	196.25	196.25	196.25	196.25	196.25	196.25	196.25	196.25	196.25	2,355.00
Staff Retirement	12,009.75	11,084.09	10,112.25	10,252.25	25,786.75	10,036.75	10,036.75	10,036.75	10,036.75	10,036.75	10,036.75	10,036.75	139,502.34
Total TBID Income	0.00	0.00	0.00	175.00	75.00	0.00	0.00	75.00	175.00	0.00	0.00	75.00	575.00
Project Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	4,000.00	1,000.00	0.00	0.00	7,000.00
Partner Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
Travel Expo	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	250.00	300.00	300.00	2,000.00
Get Lost Merchandise	0.00	850.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Marathon Welcome Party	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
City Map Income	0.00	0.00	0.00	0.00	0.00	2,000.00	3,000.00	3,000.00	1,000.00	0.00	0.00	0.00	10,000.00
Visitors Guide	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total Project Income	0.00	3,850.00	0.00	175.00	10,375.00	2,000.00	3,000.00	5,075.00	5,175.00	1,250.00	300.00	375.00	31,575.00

See Accountants' Compliance 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
Dues Income													
Individual	3,300.00	300.00	900.00	700.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,200.00
Lodging	9,098.00	670.50	944.50	580.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,293.00
Base	<u>12,950.00</u>	<u>1,740.00</u>	<u>3,595.00</u>	<u>870.00</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>19,155.00</u>
Total Dues Income	<u>25,348.00</u>	<u>2,710.50</u>	<u>5,439.50</u>	<u>2,150.00</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>35,648.00</u>
Total Income	45,065.92	25,174.76	25,658.92	23,555.02	45,139.59	20,014.59	22,014.59	24,089.59	24,189.59	20,264.59	19,314.59	19,161.59	313,643.34

**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
Furniture	0.00	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	600.00
Miscellaneous Expenses	145.00	380.00	101.00	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	826.00
Parking	300.00	300.00	300.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	4,275.00
Postage	300.00	36.36	36.36	36.40	36.36	36.36	36.36	36.36	36.36	36.36	36.36	36.36	700.00
Printing	0.00	0.00	0.00	434.00	0.00	316.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00
Rent	1,600.00	1,600.00	1,600.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	16,050.00
Supplies	145.83	145.83	145.83	145.87	145.83	145.83	145.83	145.83	145.83	145.83	145.83	145.83	1,750.00
T-One Service	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	450.00
Telephone	91.00	91.00	91.00	166.00	91.00	166.00	91.00	91.00	166.00	91.00	91.00	166.00	1,392.00
Utilities	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00
Total Office Expenses	2,990.33	2,951.69	3,400.69	2,854.73	2,445.57	4,336.57	3,085.57	2,345.57	2,620.57	2,450.57	2,345.57	2,512.57	34,350.00
Other Expenses	100.00	0.00	0.00	500.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	750.00
Dues, Membership Subscriptions	0.00	0.00	0.00	500.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	750.00
Legislature	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total Other Expenses	100.00	0.00	0.00	1,000.00	1,000.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	2,250.00
Professional Development	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Board Retreat	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Total Prof. Dev. Expenses	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Professional Fees	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	0.00	15.00	0.00	0.00	565.00
Professional Fees	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	0.00	15.00	0.00	0.00	565.00
Total Prof. Fees Expenses	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	0.00	15.00	0.00	0.00	565.00
Projects	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
Visitor Guide Cover	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
City Maps	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,750.00	0.00	0.00	0.00	0.00	4,750.00
Get Lost Merchandise	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	1,250.00	0.00	0.00	0.00	1,500.00
Travel Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	3,000.00	0.00	0.00	0.00	4,000.00
Total Project Expenses	0.00	0.00	750.00	0.00	0.00	0.00	0.00	5,750.00	4,250.00	0.00	0.00	0.00	10,750.00
Telemarketing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	125.00	125.00	125.00	125.00	250.00
Certified Folder	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	125.00	125.00	125.00	125.00	250.00
USPS/Windfall Tech. Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Total Telemarketing Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,125.00	125.00	125.00	125.00	3,375.00
Total General Expenses	4,690.33	9,066.69	6,757.74	7,269.73	5,370.57	6,411.57	4,560.57	10,670.57	11,745.57	3,915.57	3,795.57	3,962.57	69,893.91

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
Total Expenses	<u>25,453.99</u>	<u>29,171.35</u>	<u>26,410.90</u>	<u>25,913.47</u>	<u>39,514.23</u>	<u>24,805.23</u>	<u>23,210.23</u>	<u>29,270.23</u>	<u>30,145.23</u>	<u>22,565.23</u>	<u>22,195.23</u>	<u>29,088.23</u>	<u>304,533.32</u>
Net Income (Loss)	<u>\$ 19,611.93</u>	<u>\$ (3,996.59)</u>	<u>\$ (751.98)</u>	<u>\$ (2,358.45)</u>	<u>\$ 5,625.36</u>	<u>\$ (4,790.64)</u>	<u>\$ (1,195.64)</u>	<u>\$ (5,180.64)</u>	<u>\$ (5,955.64)</u>	<u>\$ (2,300.64)</u>	<u>\$ (2,880.64)</u>	<u>\$ (9,926.64)</u>	<u>\$ (14,100.21)</u>