

Financial Statements

March 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

April 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 March 31, 2013 , and the related statements of activities - cash basis for the one month and nine 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
April 5, 2013

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

ASSETS

ASSETS

CURRENT ASSETS

Checking \$ 10,332.22

Total Current Assets 10,332.22

OTHER CURRENT ASSETS

TOTAL ASSETS \$ 10,332.22

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Payroll Liabilities \$ 5,170.99

Deferred Revenue 3,000.00

Total Current Liabilities 8,170.99

Total Liabilities 8,170.99

UNRESTRICTED NET ASSETS

Net Assets (899.90)

Current Income 3,061.13

Total Unrestricted Net Assets 2,161.23

**TOTAL LIABILITIES AND
UNRESTRICTED NET ASSETS** \$ 10,332.22

See Accountants' Compilation Report

Destination Missoula
Statements of Activities - Cash Basis
For the One Month and Nine Months Ended March 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	9.4	14,000.00	7.6
Miscellaneous Income	0.00	0.0	50.00	0.0
TBID Income				
Bookkeeping	\$ 208.33	\$ 1.1	\$ 1,874.97	\$ 1.0
Health Insurance	238.67	1.3	1,997.21	1.1
Payroll Taxes	604.16	3.2	3,909.54	2.1
Salaries Director	2,291.67	12.3	20,625.03	11.3
Destination Sales Mgr	3,750.00	20.2	20,625.00	11.3
Worker's Comp	0.00	0.0	1,050.00	0.6
Project Income				
Annual Memb. Luncheon Income	0.00	0.0%	1,939.08	1.1%
Partner Events	75.00	0.4%	400.00	0.2%
Destination Dining	0.00	0.0%	2,613.40	1.4%
Marathon Welcome Party	0.00	0.0%	8,610.49	4.7%
City Map Income	3,600.00	19.4%	8,975.00	4.9%
Visitors Guide	0.00	0.0%	10,943.28	6.0%
Bed Tax Income				
Part-Time VIC Staff	0.00	0.0	2,389.99	1.3
Full Time VIC Staff	1,339.66	7.2	12,056.94	6.6
Marketing Personnel	1,291.50	6.9	11,623.50	6.3
Administration	2,291.67	12.3	20,625.03	11.3
Dues Income				
Individual	0.00	0.0	5,395.14	2.9
Lodging	0.00	0.0	13,720.00	7.5
Base	<u>1,160.00</u>	<u>6.2</u>	<u>19,319.70</u>	<u>10.5</u>
Total Revenue	<u>18,600.66</u>	<u>100.0</u>	<u>183,143.30</u>	<u>100.0</u>
Employee Expenses				
Payroll Expenses	11.60	0.1	110.20	0.1
Destination Sales Manager	3,750.00	20.2	20,625.00	11.3
Director	4,885.06	26.3	43,895.94	24.0
VIC/Full Time	1,737.38	9.3	15,352.03	8.4
VIC/Part-Time	0.00	0.0	2,414.00	1.3
VIC Mgr/Mktg/Membership	3,474.72	18.7	28,511.32	15.6
Payroll Taxes	<u>1,317.58</u>	<u>7.1</u>	<u>10,244.73</u>	<u>5.6</u>
Total Employee Expenses	<u>15,176.34</u>	<u>81.6</u>	<u>121,153.22</u>	<u>66.2</u>
General Expenses				
Insurance				
Health Insurance - Employees	492.86	2.6	5,118.71	2.8
Indemnity	0.00	0.0	633.00	0.3
Board Insurance	0.00	0.0	1,288.00	0.7
Workers' Compensation Insurance	0.00	0.0	1,297.30	0.7
Legislature	0.00	0.0	1,500.00	0.8
Marketing				
Marketing	0.00	0.0	310.00	0.2
Qwest/Dex	41.00	0.2	409.98	0.2
Meetings				
Meetings	(64.00)	(0.3)	131.19	0.1
Membership				
Annual Membership Luncheon	0.00	0.0	2,572.84	1.4
Membership Packets	0.00	0.0	381.57	0.2
Recruitment/Retention	0.00	0.0	374.20	0.2

See Accountants' Compilation Report

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

	Current Period	Percent	Year To Date	Percent
Office				
Chamber Master	\$ 119.00	0.6	\$ 1,071.00	0.6
Christmas Gift	0.00	0.0	1,103.70	0.6
Computer Misc	0.00	0.0	554.87	0.3
Copies	0.00	0.0	942.38	0.5
Director's Lunch Meeting Exp.	40.00	0.2	286.83	0.2
Furniture	0.00	0.0	516.00	0.3
Miscellaneous Expenses	0.00	0.0	327.20	0.2
Parking	150.00	0.8	263.50	0.1
Postage	46.00	0.2	326.00	0.2
Printing	0.00	0.0	344.00	0.2
Rent	1,200.00	6.5	12,000.00	6.6
Supplies	61.86	0.3	1,678.55	0.9
T-One Service	50.00	0.3	500.00	0.3
Telephone	109.20	0.6	1,092.00	0.6
Utilities	100.00	0.5	1,000.00	0.5
Other Expenses				
Dues, Membership Subscriptions	0.00	0.0	665.00	0.4
Professional Development				
Professional Development	0.00	0.0	77.70	0.0
Board Retreat	0.00	0.0	1,768.00	1.0
DMAI	0.00	0.0	664.56	0.4
Professional Fees				
Professional Fees	15.00	0.1	1,275.00	0.7
Projects				
Visitor Guide Cover	0.00	0.0	140.00	0.1
City Maps	4,435.50	23.8	4,435.50	2.4
Destination Dining	0.00	0.0	1,815.10	1.0
Travel Expo	138.00	0.7	138.00	0.1
Marathon Welcome Party	0.00	0.0	6,390.27	3.5
Telemarketing				
Certified Folder	96.15	0.5	537.00	0.3
USPS/Windfall Tech. Postage	0.00	0.0	5,000.00	2.7
Total General Expenses	<u>6,930.57</u>	<u>37.3</u>	<u>51,538.68</u>	<u>28.1</u>
Total Expenses	<u>22,206.91</u>	<u>119.4</u>	<u>180,082.17</u>	<u>98.3</u>
Net Income (Loss)	<u>\$ (3,606.25)</u>	<u>(19.4)%</u>	<u>\$ 3,061.13</u>	<u>1.7%</u>

**Destination Missoula
Supplemental Schedule I
Statement of Activities - Cash Basis
For The Nine Months Ended March 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	1,750.00	1,750.00	0.00	0.00	0.00	14,000.00
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	0.00	0.00	0.00	14,450.00
TBID Income													
Bookkeeping	0.00	0.00	0.00	833.32	208.33	208.33	208.33	208.33	208.33	0.00	0.00	0.00	1,874.97
Health Insurance	400.00	200.00	200.00	0.00	200.00	200.00	319.87	238.67	238.67	0.00	0.00	0.00	1,997.21
Payroll Taxes	0.00	0.00	0.00	0.00	1,492.90	604.16	604.16	604.16	604.16	0.00	0.00	0.00	3,909.54
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	0.00	0.00	0.00	20,625.03
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	0.00	0.00	0.00	20,625.00
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	7,092.83	7,092.83	0.00	0.00	0.00	50,081.75
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	75.00	0.00	0.00	0.00	400.00
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	2,900.00	3,600.00	0.00	0.00	0.00	8,975.00
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	0.00	0.00	33,481.25
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	1,339.66	1,339.66	0.00	0.00	0.00	12,056.94
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	0.00	0.00	0.00	11,623.50
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	0.00	0.00	0.00	20,625.03
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	0.00	0.00	0.00	46,695.46
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)	569.70	1,160.00	290.00	1,160.00	0.00	0.00	0.00	19,319.70
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	290.00	1,160.00	0.00	0.00	0.00	38,434.84
Total Income	50,185.00	12,255.70	14,987.44	1,400.48	18,260.93	29,574.57	20,921.86	16,955.66	18,600.66	0.00	0.00	0.00	183,143.30

See Accountants' Compilation Report

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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Employee Expenses													
Payroll Expenses	382.50	781.25	626.85	(1,721.30)	11.60	11.60	14.50	11.60	11.60	0.00	0.00	0.00	110.20
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	0.00	0.00	0.00	20,625.00
Director	2,438.73	4,873.46	7,310.19	4,873.46	4,873.46	4,873.46	4,865.06	4,865.06	4,865.06	0.00	0.00	0.00	43,895.94
VIC/Full Time	827.97	1,807.94	2,483.91	1,883.94	1,807.94	1,712.94	1,428.63	1,661.38	1,737.38	0.00	0.00	0.00	15,352.03
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/Meets/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	0.00	0.00	0.00	28,511.32
Payroll Taxes	437.09	882.61	1,243.15	1,101.60	1,248.28	1,235.09	1,416.34	1,362.98	1,317.58	0.00	0.00	0.00	10,244.73
Total Employee Expenses	5,375.96	10,908.60	15,538.12	13,211.98	15,160.56	15,052.37	15,582.55	15,145.74	15,176.34	0.00	0.00	0.00	121,155.22
Insurance													
Health Insurance - Employees	1,913.38	937.58	855.98	(463.28)	(138.78)	492.11	534.00	492.86	492.86	0.00	0.00	0.00	5,118.71
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 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	1,768.71	1,596.29	(463.28)	(138.78)	492.11	534.00	1,780.86	492.86	0.00	0.00	0.00	8,337.01
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	38.50	0.00	73.54	38.50	36.50	36.50	38.31	41.00	0.00	0.00	0.00	409.98
Total Marketing Expenses	111.13	98.48	0.00	73.54	384.00	36.50	(60.98)	38.31	41.00	0.00	0.00	0.00	719.98
Meetings													
Meetings	0.00	0.00	0.00	90.00	195.00	0.00	(89.81)	0.00	(64.00)	0.00	0.00	0.00	131.19
Total Meeting Expenses	0.00	0.00	0.00	90.00	195.00	0.00	(89.81)	0.00	(64.00)	0.00	0.00	0.00	131.19
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	119.00	119.00	0.00	0.00	0.00	1,071.00
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

See Accountants' Compilation Report

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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Computer Misc	162.24	282.69	0.00	0.00	9.99	0.00	89.95	0.00	0.00	0.00	0.00	0.00	554.87
Copies	168.56	131.20	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	40.00	0.00	0.00	0.00	286.83
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	182.00	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	150.00	0.00	0.00	0.00	263.50
Postage	0.00	185.00	0.00	0.00	45.00	0.00	50.00	0.00	46.00	0.00	0.00	0.00	326.00
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	1,200.00	1,200.00	0.00	0.00	0.00	12,000.00
Supplies	209.59	493.47	0.00	458.22	204.99	5.49	188.58	56.35	61.86	0.00	0.00	0.00	1,678.55
T-One Service	150.00	50.00	0.00	50.00	50.00	50.00	50.00	50.00	50.00	0.00	0.00	0.00	500.00
Telephone	327.60	109.20	0.00	109.20	109.20	109.20	109.20	109.20	109.20	0.00	0.00	0.00	1,092.00
Utilities	300.00	100.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00	1,000.00
Total Office Expenses	5,294.66	2,974.31	0.00	2,976.25	2,584.90	3,099.49	1,566.81	1,634.55	1,876.06	0.00	0.00	0.00	22,006.03
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	77.70	0.00	0.00	0.00	0.00	77.70
Professional Development	0.00	47.00	0.00	(47.00)	0.00	0.00	0.00	77.70	0.00	0.00	0.00	0.00	77.70
Board Retreat	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
DMIA	5,802.70	(4,591.54)	0.00	(971.80)	425.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	684.56
Total Prof. Dev. Expenses	5,802.70	(4,544.54)	0.00	(250.60)	1,425.00	0.00	0.00	77.70	0.00	0.00	0.00	0.00	2,510.26
Professional Fees	0.00	280.00	0.00	480.00	0.00	0.00	0.00	500.00	15.00	0.00	0.00	0.00	1,275.00
Professional Fees	0.00	280.00	0.00	480.00	0.00	0.00	0.00	500.00	15.00	0.00	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	15.00	0.00	0.00	0.00	1,275.00
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	140.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00
City Maps	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,435.50	0.00	0.00	0.00	4,435.50
Destination Dining	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
Travel Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	138.00	0.00	0.00	0.00	138.00
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	4,573.50	0.00	0.00	0.00	12,918.87

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**Destination Missoula
Supplementary Schedule I
Statement of Activities - Cash Basis
For The Nine Months Ended March 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	0.00	0.00	537.00
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	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	0.00	0.00	5,537.00
Total Telemarketing	18,620.80	2,912.59	1,596.29	4,095.39	4,817.84	6,405.70	2,228.08	3,931.42	6,930.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	51,538.68
Total General Expenses	29,907.25	14,700.97	17,135.41	17,407.37	20,078.40	21,558.07	17,910.63	19,177.16	22,206.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180,082.17
Net Income (Loss)	\$ 20,278.75	\$ (2,445.27)	\$ (2,147.97)	\$ (16,006.89)	\$ (1,817.47)	\$ 8,016.50	\$ 3,011.23	\$ (2,221.50)	\$ (3,606.23)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 3,061.13

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Nine Months Ended March 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	14,000.00	18,000.00	(4,000.00)
Miscellaneous Income	0.00	0.00	0.00	50.00	0.00	50.00
Total Central Income	<u>1,750.00</u>	<u>1,750.00</u>	<u>0.00</u>	<u>14,450.00</u>	<u>18,000.00</u>	<u>(3,550.00)</u>
TBID Income						
Bookkeeping	208.33	208.33	0.00	1,874.97	1,874.97	0.00
Health Insurance	238.67	200.00	38.67	1,997.21	1,800.00	197.21
Payroll Taxes	604.16	604.16	0.00	3,909.54	3,909.54	0.00
Salaries Director	2,291.67	2,291.67	0.00	20,625.03	20,625.03	0.00
Destination Sales Mgr	3,750.00	3,750.00	0.00	20,625.00	20,625.00	0.00
Worker's Comp	0.00	0.00	0.00	1,050.00	1,050.00	0.00
Total TBID Income	<u>7,092.83</u>	<u>7,054.16</u>	<u>38.67</u>	<u>50,081.75</u>	<u>49,884.54</u>	<u>197.21</u>
Project Income						
Annual Memb. Luncheon Income	0.00	0.00	0.00	1,939.08	1,914.08	25.00
Partner Events	75.00	175.00	(100.00)	400.00	575.00	(175.00)
Destination Dining	0.00	0.00	0.00	2,613.40	7,500.00	(4,886.60)
Dining Card	0.00	500.00	(500.00)	0.00	500.00	(500.00)
Travel Expo	0.00	1,500.00	(1,500.00)	0.00	1,500.00	(1,500.00)
Marathon Welcome Party	0.00	0.00	0.00	8,610.49	3,000.00	5,610.49
City Map Income	3,600.00	2,100.00	1,500.00	8,975.00	8,100.00	875.00
Visitors Guide	0.00	0.00	0.00	10,943.28	10,000.00	943.28
Total Project Income	<u>3,675.00</u>	<u>4,275.00</u>	<u>(600.00)</u>	<u>33,481.25</u>	<u>33,089.08</u>	<u>392.17</u>
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	12,056.94	12,056.94	0.00
Marketing Personnel	1,291.50	1,291.50	0.00	11,623.50	11,623.50	0.00
Administration	2,291.67	2,291.67	0.00	20,625.03	20,625.03	0.00
Total Bed Tax Income	<u>4,922.83</u>	<u>4,922.83</u>	<u>0.00</u>	<u>46,695.46</u>	<u>46,696.00</u>	<u>(0.54)</u>
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	1,160.00	1,500.00	(340.00)	19,319.70	42,658.50	(23,338.80)
Total Dues Income	<u>1,160.00</u>	<u>1,500.00</u>	<u>(340.00)</u>	<u>38,434.84</u>	<u>42,658.50</u>	<u>(4,223.66)</u>
Total Income	<u>18,600.66</u>	<u>19,501.99</u>	<u>(901.33)</u>	<u>183,143.30</u>	<u>190,328.12</u>	<u>(7,184.82)</u>

See Accountants' Compilation Report

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Employee Expenses						
Payroll Expenses	11.60	0.00	(11.60)	110.20	0.00	(110.20)
Destination Sales Manager	3,750.00	3,750.00	0.00	20,625.00	20,625.00	0.00
Director	4,885.06	4,873.46	(11.60)	43,895.94	43,861.01	(34.93)
VIC/Full Time	1,737.38	1,798.40	61.02	15,352.03	15,995.76	643.73
VIC/Part-Time	0.00	0.00	0.00	2,414.00	1,730.00	(684.00)
VIC Mgr/Mktg/Membership	3,474.72	3,469.28	(5.44)	28,511.32	28,565.70	54.38
Payroll Taxes	1,317.58	1,591.94	274.36	10,244.73	11,624.16	1,379.43
Total Employee Expenses	15,176.34	15,483.08	306.74	121,153.22	122,401.63	1,248.41
Insurance						
Health Insurance - Employees	492.86	492.11	(0.75)	5,118.71	5,205.86	87.15
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)	8,337.01	8,536.16	199.15
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	41.00	33.33	(7.67)	409.98	299.97	(110.01)
Total Marketing Expenses	41.00	33.33	(7.67)	719.98	799.97	79.99
Meeting Expenses						
Meetings	(64.00)	0.00	64.00	131.19	500.00	368.81
Total Meeting Expenses	(64.00)	0.00	64.00	131.19	500.00	368.81

See Accountants' Compilation Report

**Destination Missoula
Supplementary Schedule II
Comparative Statement of Activities - Cash Basis
Actual Versus Budget
For the One Month and Nine Months Ended March 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	0.00	52.00	52.00	381.57	650.00	268.43
Recruitment/Retention	0.00	93.75	93.75	374.20	468.75	94.55
Total Membership Expenses	0.00	145.75	145.75	3,328.61	3,691.59	362.98
Office Expenses						
Chamber Master	119.00	119.00	0.00	1,071.00	1,071.00	0.00
Christmas Gift	0.00	0.00	0.00	1,103.70	1,100.00	(3.70)
Computer Misc	0.00	0.00	0.00	554.87	1,500.00	945.13
Copies	0.00	55.70	55.70	942.38	1,082.96	140.58
Credit Card Fees	0.00	100.00	100.00	0.00	100.00	100.00
Director's Lunch Meeting Exp.	40.00	29.78	(10.22)	286.83	260.65	(26.18)
Furniture	0.00	0.00	0.00	516.00	1,000.00	484.00
Miscellaneous Expenses	0.00	57.60	57.60	327.20	402.20	75.00
Parking	150.00	150.00	0.00	263.50	1,350.00	1,086.50
Postage	46.00	89.39	43.39	326.00	631.88	305.88
Printing	0.00	0.00	0.00	344.00	694.00	350.00
Rent	1,200.00	1,200.00	0.00	12,000.00	10,800.00	(1,200.00)
Supplies	61.86	101.96	40.10	1,678.55	1,444.11	(234.44)
T-One Service	50.00	50.00	0.00	500.00	500.00	0.00
Telephone	109.20	109.20	0.00	1,092.00	1,092.00	0.00
Utilities	100.00	100.00	0.00	1,000.00	1,000.00	0.00
Total Office Expenses	1,876.06	2,162.63	286.57	22,006.03	24,028.80	2,022.77
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 Nine Months Ended March 31, 2013**

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Professional Fees Expenses						
Professional Fees	15.00	0.00	(15.00)	1,275.00	1,260.00	(15.00)
Total Prof. Fees Expenses	15.00	0.00	(15.00)	1,275.00	1,260.00	(15.00)
Projects Expenses						
Visitor Guide Cover	0.00	0.00	0.00	140.00	340.00	200.00
City Maps	4,435.50	0.00	(4,435.50)	4,435.50	4,500.00	64.50
Destination Dining	0.00	0.00	0.00	1,815.10	5,250.00	3,434.90
Travel Expo	138.00	2,600.00	2,462.00	138.00	2,600.00	2,462.00
Marathon Welcome Party	0.00	0.00	0.00	6,390.27	0.00	(6,390.27)
Total Projects Expenses	4,573.50	2,600.00	(1,973.50)	12,918.87	12,690.00	(228.87)
Telemarketing						
Certified Folder	96.15	0.00	(96.15)	537.00	245.00	(292.00)
USPS/Windfall Tech. Postage	0.00	0.00	0.00	5,000.00	5,000.00	0.00
Total Telemarketing Expense	96.15	0.00	(96.15)	5,537.00	5,245.00	(292.00)
Total General Expenses	6,930.57	5,333.82	(1,596.75)	51,538.68	60,947.58	9,408.90
Total Expenses	22,206.91	20,916.90	(1,290.01)	180,082.17	184,349.21	4,267.04
Net Income (Loss)	\$ (3,606.25)	\$ (1,414.91)	\$ (2,191.34)	\$ 3,061.13	\$ 5,978.91	\$ (2,917.78)

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	1,889.08	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	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	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	4,784.08	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	22,476.99	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	58,481.39
VIC/Full Time	827.97	1,607.94	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/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	36,973.64
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	15,683.08	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 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	1,045.07	0.00	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	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	0.00	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

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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	1,463.00	2,938.15	2,972.17	3,662.61	3,077.91	2,032.83	2,162.63	2,368.61	2,062.63	2,062.66	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
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	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	5,363.82	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	21,554.88	25,380.18	21,750.10	20,916.90	21,110.88	18,364.90	21,375.83	245,200.82
Net Income (Loss)	\$ 30,414.15	\$ (11,573.39)	\$ (1,260.24)	\$ (13,633.06)	\$ (1,454.45)	\$ 9,587.11	\$ (5,978.19)	\$ 1,291.89	\$ (1,414.91)	\$ 1,366.11	\$ (2,612.44)	\$ (1,482.34)	\$ 3,250.24

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