

Financial Statements

September 30, 2014

Prepared for:

Destination Missoula

140 N Higgins Avenue

Missoula, MT 59802

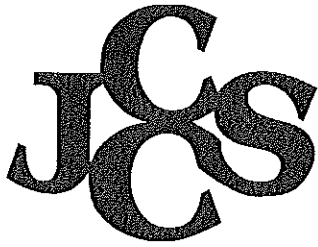
Prepared by:

Junkermier, Clark, Campanella, Stevens, PC

PO Box 16237

Missoula, Montana 59808

October 09, 2014



**Junkermier • Clark  
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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 September 30, 2014, and the related statements of activities - cash basis for the One Month and Three 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  
October 09, 2014

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

**ASSETS**

**ASSETS**

**CURRENT ASSETS**

Checking \$ 19,946.23

Total Current Assets 19,946.23

**OTHER CURRENT ASSETS**

**TOTAL ASSETS** \$ 19,946.23

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

Payroll Liabilities \$ 7,657.25

Total Current Liabilities 7,657.25

Total Liabilities 7,657.25

**UNRESTRICTED NET ASSETS**

Net Assets (6,199.33)

Current Income 18,488.31

Total Unrestricted Net Assets 12,288.98

**TOTAL LIABILITIES AND  
UNRESTRICTED NET  
ASSETS** \$ 19,946.23

**Destination Missoula**  
**Statements of Activities - Cash Basis**  
**For the One Month and Three Months Ended September 30, 2014**

	Current Period	Percent	Year To Date	Percent
<b>Revenues</b>				
Annual Memb. Luncheon Income	\$ 676.19	2.6	\$ 2,326.72	2.4
Banner Ads Income	3,500.00	13.6	5,250.00	5.3
TBID Income				
Bookkeeping	208.33	0.8	624.99	0.6
Health Insurance	538.67	2.1	1,316.01	1.3
Payroll Taxes	780.27	3.0	2,494.20	2.5
Salaries Director	2,291.67	8.9	6,875.01	7.0
Destination Sales Mgr	3,750.00	14.6	11,250.00	11.4
Worker's Comp	0.00	0.0	1,050.00	1.1
Copier Lease	131.00	0.5	393.00	0.4
Parking	187.50	0.7	562.50	0.6
Fees	234.50	0.9	234.50	0.2
Part-Time Admin Assistant	1,261.00	4.9	5,317.00	5.4
Retention Adjustment	833.33	3.2	2,499.99	2.5
Sales Assistant	(300.00)	(1.2)	0.00	0.0
Staff Retirement	196.25	0.8	588.75	0.6
Project Income				
Partner Events	0.00	0.0	75.00	0.1
Get Lost Merchandise	0.00	0.0	850.26	0.9
Marathon Welcome Party	0.00	0.0	3,000.00	3.0
City Map Income	0.00	0.0	1,000.00	1.0
Bed Tax Income				
Part-Time VIC Staff	119.00	0.5	2,084.00	2.1
Full Time VIC Staff	1,519.66	5.9	4,558.98	4.6
Marketing Personnel	1,291.50	5.0	3,874.50	3.9
Administration	3,000.00	11.7	9,000.00	9.1
Dues Income				
Individual	900.00	3.5	4,500.00	4.6
Lodging	944.50	3.7	10,713.00	10.9
Base	3,595.00	14.0	18,285.00	18.5
<b>Total Revenue</b>	<b><u>25,658.37</u></b>	<b><u>100.0</u></b>	<b><u>98,723.41</u></b>	<b><u>100.0</u></b>
Employee Expenses				
Destination Sales Manager	3,750.00	14.6	11,076.42	11.2
Director	5,583.34	21.8	16,750.02	17.0
Part-Time Admin Assistant	1,683.50	6.6	5,739.50	5.8
VIC/Full Time	2,376.00	9.3	6,748.68	6.8
VIC/Part-Time	119.00	0.5	2,084.63	2.1
VIC Mgr/Mktg/Membership	3,833.34	14.9	11,673.60	11.8
Retirement	730.00	2.8	1,185.00	1.2
Payroll Taxes	1,426.57	5.6	4,729.01	4.8
Payroll Expenses - Fees	151.60	0.6	534.60	0.5
<b>Total Employee Expenses</b>	<b><u>19,653.35</u></b>	<b><u>76.7</u></b>	<b><u>60,521.46</u></b>	<b><u>61.2</u></b>
General Expenses				
Insurance				
Health Insurance - Employees	1,510.89	5.9	4,532.63	4.6
Indemnity	1,018.00	4.0	1,018.00	1.0
Board Insurance	0.00	0.0	44.00	0.0
Workers' Compensation Insurance	299.01	1.2	1,370.14	1.4
Marketing				
Meetings				

**Destination Missoula**  
**Statements of Activities - Cash Basis**  
**For the One Month and Three Months Ended September 30, 2014**

	Current Period	Percent	Year To Date	Percent
Membership				
Annual Membership Luncheon	342.05	1.3	2,712.05	2.7
Recruitment/Retention	73.50	0.3	73.50	0.1
Office				
Chamber Master	119.00	0.5	357.00	0.4
Computer Misc	644.94	2.5	664.92	0.7
Copier Lease	167.00	0.7	501.00	0.5
Copies	82.70	0.3	82.70	0.1
Miscellaneous Expenses	101.36	0.4	625.13	0.6
Parking	300.00	1.2	900.00	0.9
Postage	73.50	0.3	367.50	0.4
Printing	(434.00)	(1.7)	(434.00)	(0.4)
Rent	1,600.00	6.2	4,800.00	4.9
Supplies	202.76	0.8	455.13	0.5
T-One Service	37.51	0.1	112.52	0.1
Telephone	90.99	0.4	272.98	0.3
Utilities	75.00	0.3	225.00	0.2
Other Expenses				
Dues, Membership Subscriptions	0.00	0.0	100.00	0.1
Professional Development				
Professional Development	0.00	0.0	100.00	0.1
DMAI	0.00	0.0	537.50	0.5
Professional Fees				
Projects				
Visitor Guide Cover	48.75	0.2	48.75	0.0
Get Lost Merchandise	247.19	1.0	247.19	0.3
Travel Expo	(1,018.00)	(4.0)	0.00	0.0
Telemarketing				
Total General Expenses	<u>5,582.15</u>	<u>21.8</u>	<u>19,713.64</u>	<u>20.0</u>
<b>Total Expenses</b>	<b><u>25,235.50</u></b>	<b><u>98.4</u></b>	<b><u>80,235.10</u></b>	<b><u>81.3</u></b>
<b>Net Income (Loss)</b>	<b><u>\$ 422.87</u></b>	<b><u>1.6 %</u></b>	<b><u>\$ 18,488.31</u></b>	<b><u>18.7 %</u></b>

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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Central Income</b>													
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
<b>Total Central Income</b>	<b>2,650.53</b>	<b>750.00</b>	<b>4,176.19</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,576.72</b>
<b>TBID Income</b>													
Bookkeeping	208.33	208.33	208.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	624.99
Health Insurance	238.67	538.67	538.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,316.01
Payroll Taxes	654.17	1,059.76	780.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,494.20
Salaries Director	2,291.67	2,291.67	2,291.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,875.01
Destination Sales Mgr	3,750.00	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,250.00
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	393.00
Parking	187.50	187.50	187.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	562.50
Fees	0.00	0.00	234.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	234.50
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,499.99
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	588.75
<b>Total TBID Income</b>	<b>12,009.74</b>	<b>11,083.69</b>	<b>10,112.52</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>33,205.95</b>
<b>Project Income</b>													
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
<b>Total Project Income</b>	<b>1,075.00</b>	<b>3,850.26</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,925.26</b>
<b>Bed Tax Income</b>													
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,558.98
Marketing Personnel	1,291.50	1,291.50	1,291.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,874.50
Administration	3,000.00	3,000.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
<b>Total Bed Tax Income</b>	<b>6,807.16</b>	<b>6,780.16</b>	<b>5,930.16</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>19,517.48</b>
<b>Dues Income</b>													
Individual	3,300.00	300.00	900.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,500.00
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,285.00

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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Total Dues Income	25,348.00	2,710.50	5,439.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33,498.00
<b>Total Income</b>	<b>47,890.43</b>	<b>25,174.61</b>	<b>25,658.37</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>98,723.41</b>

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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Employee Expenses</b>													
Destination Sales Manager	3,576.42	3,750.00	3,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,076.42
Director	5,583.34	5,583.34	5,583.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,750.02
Part-Time Admin Assistant	2,340.00	1,716.00	1,683.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,739.50
VIC/Full Time	2,116.00	2,256.68	2,376.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,748.68
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,673.60
Retirement	227.50	227.50	730.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,185.00
Payroll Taxes	1,725.25	1,577.19	1,426.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,729.01
Payroll Expenses - Fees	191.50	191.50	151.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	534.60
<b>Total Employee Expenses</b>	<b>20,763.56</b>	<b>20,104.55</b>	<b>19,653.35</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>60,521.46</b>
<b>Insurance</b>													
Health Insurance - Employees	1,118.61	1,903.13	1,510.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,532.63
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
<b>Total Insurance Expense</b>	<b>1,542.32</b>	<b>2,594.55</b>	<b>2,827.90</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,964.77</b>
<b>Membership</b>													
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
<b>Total Membership Expenses</b>	<b>100.00</b>	<b>2,270.00</b>	<b>415.55</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,785.55</b>
<b>Office</b>													
Chamber Master	119.00	119.00	119.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	357.00
Computer Misc	9.99	9.99	644.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	664.92
Copier Lease	167.00	167.00	167.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	501.00
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	900.00
Postage	294.00	0.00	73.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	367.50
Printing	0.00	0.00	(434.00)	0.00	0.00	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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,800.00
Supplies	154.12	98.25	202.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	455.13
T-One Service	37.50	37.51	37.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	112.52
Telephone	91.00	90.99	90.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	272.98



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

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Utilities	75.00	75.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	225.00
Total Office Expenses	2,992.61	2,876.51	3,060.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,929.88

**Destination Missoula  
Supplementary Schedule I  
Statements of Activities - Cash Basis  
For The Three Months Ended September 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
Total Other Expenses	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
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
DMAL	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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	637.50
Professional Fees													
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,713.64
Total Expenses	26,035.99	28,963.61	25,235.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80,235.10
Net Income (Loss)	\$ 21,854.44	\$ (3,789.00)	\$ 422.87	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 18,488.31

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Central Income						
Annual Memb. Luncheon Income \$	676.19 \$	677.00 \$	(0.81)	2,326.72 \$	2,328.00 \$	(1.28)
Banner Ads Income	3,500.00	3,500.00	0.00	5,250.00	3,500.00	1,750.00
<b>Total Central Income</b>	<b>4,176.19</b>	<b>4,177.00</b>	<b>(0.81)</b>	<b>7,576.72</b>	<b>5,828.00</b>	<b>1,748.72</b>
TBID Income						
Bookkeeping	208.33	208.33	0.00	624.99	624.99	0.00
Health Insurance	538.67	238.67	300.00	1,316.01	1,316.01	0.00
Payroll Taxes	780.27	780.00	0.27	2,494.20	2,494.00	0.20
Salaries Director	2,291.67	2,291.67	0.00	6,875.01	6,875.01	0.00
Destination Sales Mgr	3,750.00	3,750.00	0.00	11,250.00	11,250.00	0.00
Worker's Comp	0.00	0.00	0.00	1,050.00	1,050.00	0.00
Copier Lease	131.00	131.00	0.00	393.00	393.00	0.00
Parking	187.50	187.50	0.00	562.50	562.50	0.00
Fees	234.50	234.50	0.00	234.50	234.50	0.00
Part-Time Admin Assistant	1,261.00	1,261.00	0.00	5,317.00	5,317.34	(0.34)
Retention Adjustment	833.33	833.33	0.00	2,499.99	2,499.99	0.00
Sales Assistant	(300.00)	0.00	(300.00)	0.00	0.00	0.00
Staff Retirement	196.25	196.25	0.00	588.75	588.75	0.00
<b>Total TBID Income</b>	<b>10,112.52</b>	<b>10,112.25</b>	<b>0.27</b>	<b>33,205.95</b>	<b>33,206.09</b>	<b>(0.14)</b>
Project Income						
Partner Events	0.00	0.00	0.00	75.00	0.00	75.00
Get Lost Merchandise	0.00	0.00	0.00	850.26	850.00	0.26
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
<b>Total Project Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,925.26</b>	<b>3,850.00</b>	<b>1,075.26</b>

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Bed Tax Income						
Part-Time VIC Staff	119.00	119.00	0.00	2,084.00	2,084.00	0.00
Full Time VIC Staff	1,519.66	1,519.67	(0.01)	4,558.98	4,559.01	(0.03)
Marketing Personnel	1,291.50	1,291.50	0.00	3,874.50	3,874.50	0.00
Administration	3,000.00	3,000.00	0.00	9,000.00	9,000.00	0.00
<b>Total Bed Tax Income</b>	<b>5,930.16</b>	<b>5,930.17</b>	<b>(0.01)</b>	<b>19,517.48</b>	<b>19,517.51</b>	<b>(0.03)</b>
Dues Income						
Individual	900.00	900.00	0.00	4,500.00	4,500.00	0.00
Lodging	944.50	944.50	0.00	10,713.00	10,713.00	0.00
Base	3,595.00	3,595.00	0.00	18,285.00	18,285.00	0.00
<b>Total Dues Income</b>	<b>5,439.50</b>	<b>5,439.50</b>	<b>0.00</b>	<b>33,498.00</b>	<b>33,498.00</b>	<b>0.00</b>
<b>Total Income</b>	<b>25,658.37</b>	<b>25,658.92</b>	<b>(0.55)</b>	<b>98,723.41</b>	<b>95,899.50</b>	<b>2,823.81</b>

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
<b>Employee Expenses</b>						
Destination Sales Manager	3,750.00	3,750.00	0.00	11,076.42	11,250.00	173.58
Director	5,583.34	5,583.33	(0.01)	16,750.02	16,749.99	(0.03)
Part-Time Admin Assistant	1,683.50	1,683.50	0.00	5,739.50	5,739.50	0.00
VIC/Full Time	2,376.00	2,376.00	0.00	6,748.68	6,748.00	(0.68)
VIC/Part-Time	119.00	119.00	0.00	2,084.63	2,085.00	0.37
VIC Mgr/Mktg/Membership	3,833.34	3,833.33	(0.01)	11,673.60	11,499.99	(173.61)
Retirement	730.00	395.00	(335.00)	1,185.00	1,185.00	0.00
Payroll Taxes	1,426.57	1,427.00	0.43	4,729.01	4,730.00	0.99
Payroll Expenses - Fees	151.60	486.00	334.40	534.60	534.00	(0.60)
<b>Total Employee Expenses</b>	<b>19,653.35</b>	<b>19,653.16</b>	<b>(0.19)</b>	<b>60,521.46</b>	<b>60,521.48</b>	<b>0.02</b>
<b>Insurance</b>						
Health Insurance - Employees	1,510.89	1,890.00	379.11	4,532.63	4,913.00	380.37
Indemnity	1,018.00	0.00	(1,018.00)	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	299.01	300.00	0.99	1,370.14	1,372.00	1.86
<b>Total Insurance Expenses</b>	<b>2,827.90</b>	<b>2,190.00</b>	<b>(637.90)</b>	<b>6,964.77</b>	<b>7,525.00</b>	<b>560.23</b>
<b>Marketing Expenses</b>						

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
<b>Membership Expenses</b>						
Annual Membership Luncheon	342.05	342.05	0.00	2,712.05	2,712.05	0.00
Recruitment/Retention	73.50	75.00	1.50	73.50	75.00	1.50
<b>Total Membership Expenses</b>	<u>415.55</u>	<u>417.05</u>	<u>1.50</u>	<u>2,785.55</u>	<u>2,787.05</u>	<u>1.50</u>
<b>Office Expenses</b>						
Chamber Master	119.00	119.00	0.00	357.00	357.00	0.00
Computer Misc	644.94	645.00	0.06	664.92	665.00	0.08
Copier Lease	167.00	167.00	0.00	501.00	501.00	0.00
Copies	82.70	83.00	0.30	82.70	83.00	0.30
Miscellaneous Expenses	101.36	101.00	(0.36)	625.13	626.00	0.87
Parking	300.00	300.00	0.00	900.00	900.00	0.00
Postage	73.50	36.36	(37.14)	367.50	372.72	5.22
Printing	(434.00)	0.00	434.00	(434.00)	0.00	434.00
Rent	1,600.00	1,600.00	0.00	4,800.00	4,800.00	0.00
Supplies	202.76	145.83	(56.93)	455.13	437.49	(17.64)
T-One Service	37.51	37.50	(0.01)	112.52	112.50	(0.02)
Telephone	90.99	91.00	0.01	272.98	273.00	0.02
Utilities	75.00	75.00	0.00	225.00	225.00	0.00
<b>Total Office Expenses</b>	<u>3,060.76</u>	<u>3,400.69</u>	<u>339.93</u>	<u>8,929.88</u>	<u>9,352.71</u>	<u>422.83</u>

**Destination Missoula  
Supplementary Schedule II  
Comparative Statements of Activities - Cash Basis  
Actual Versus Budget  
For the Three Months Ended September 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	100.00	0.00
Total Other Expenses	0.00	0.00	0.00	100.00	100.00	0.00
Professional Development Expenses						
Professional Development	0.00	0.00	0.00	100.00	0.00	(100.00)
DMAI	0.00	0.00	0.00	537.50	0.00	(537.50)
Total Prof. Dev. Expenses	0.00	0.00	0.00	637.50	0.00	(637.50)
Professional Fees Expenses						
Projects Expenses						
Visitor Guide Cover	48.75	500.00	451.25	48.75	500.00	451.25
Get Lost Merchandise	247.19	250.00	2.81	247.19	250.00	2.81
Travel Expo	(1,018.00)	0.00	1,018.00	0.00	0.00	0.00
Total Projects Expenses	(722.06)	750.00	1,472.06	295.94	750.00	454.06

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

	Actual	Current Period Budget	Variance	Actual	Year To Date Budget	Variance
Total General Expenses	6,304.21	6,007.74	(296.47)	19,713.64	20,514.76	801.12
Total Expenses	25,235.50	26,410.90	1,175.40	80,235.10	81,036.24	801.14
<b>Net Income (Loss)</b>	<b>422.87 \$</b>	<b>(751.98) \$</b>	<b>1,174.85</b>	<b>18,488.31 \$</b>	<b>14,863.36 \$</b>	<b>3,624.95</b>



# 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
<b>Income</b>													
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
<b>Total Central Income</b>	<b>7,708.17</b>	<b>7,530.17</b>	<b>10,107.17</b>	<b>10,977.77</b>	<b>8,977.84</b>	<b>7,977.84</b>	<b>8,977.84</b>	<b>8,977.84</b>	<b>8,977.84</b>	<b>8,977.84</b>	<b>8,977.84</b>	<b>8,749.84</b>	<b>106,918.00</b>
<b>TBID Income</b>													
Bookkeeping	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
Health Insurance	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
Payroll Taxes	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
Salaries Director	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
Destination Sales Mgr	3,750.00	3,750.00	3,750.00	6,750.00	3,750.00	3,750.00	6,750.00	3,750.00	3,750.00	6,750.00	3,750.00	3,750.00	54,000.00
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	131.00	131.00	131.00	131.00	131.00	131.00	131.00	131.00	1,572.00
Parking	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
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
Part-Time Admin Assistant	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
Retention Adjustment	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
Staff Retirement	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
<b>Total TBID Income</b>	<b>12,009.75</b>	<b>11,084.09</b>	<b>10,112.25</b>	<b>13,252.25</b>	<b>10,036.75</b>	<b>10,036.75</b>	<b>13,036.75</b>	<b>10,036.75</b>	<b>10,036.75</b>	<b>13,036.75</b>	<b>10,036.75</b>	<b>10,036.75</b>	<b>132,752.34</b>
<b>Project Income</b>													
Partner Events	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
Travel Expo	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
Get Lost Merchandise	0.00	850.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	250.00	300.00	300.00	2,000.00
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	3,000.00
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	9,000.00
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
<b>Total Project Income</b>	<b>0.00</b>	<b>3,850.00</b>	<b>0.00</b>	<b>175.00</b>	<b>10,375.00</b>	<b>2,000.00</b>	<b>3,000.00</b>	<b>5,075.00</b>	<b>5,175.00</b>	<b>1,250.00</b>	<b>300.00</b>	<b>375.00</b>	<b>31,575.00</b>

**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
<b>Dues Income</b>													
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	12,950.00	1,740.00	3,595.00	870.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,155.00
<b>Total Dues Income</b>	<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>
<b>Total Income</b>	<b>45,065.32</b>	<b>25,174.76</b>	<b>25,658.92</b>	<b>26,555.02</b>	<b>29,389.59</b>	<b>20,014.59</b>	<b>25,014.59</b>	<b>24,089.59</b>	<b>24,189.59</b>	<b>23,264.59</b>	<b>19,314.59</b>	<b>19,161.59</b>	<b>306,893.34</b>



**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
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
<b>Total Office Expenses</b>	<b>2,990.33</b>	<b>2,961.69</b>	<b>3,400.69</b>	<b>2,854.73</b>	<b>2,445.57</b>	<b>4,336.57</b>	<b>3,085.57</b>	<b>2,345.57</b>	<b>2,620.57</b>	<b>2,450.57</b>	<b>2,345.57</b>	<b>2,512.57</b>	<b>34,350.00</b>
<b>Other Expenses</b>													
Dues, Membership Subscriptions	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
Legislature	0.00	0.00	0.00	500.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	1,500.00
<b>Total Other Expenses</b>	<b>100.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>150.00</b>	<b>1,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,250.00</b>
<b>Professional Development</b>													
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
<b>Total Prof. Dev. Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,500.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,500.00</b>
<b>Professional Fees</b>													
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
<b>Total Prof. Fees Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>550.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15.00</b>	<b>0.00</b>	<b>0.00</b>	<b>565.00</b>
<b>Projects</b>													
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
<b>Total Project Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>750.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,750.00</b>	<b>4,250.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10,750.00</b>
<b>Telemarketing</b>													
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
<b>Total Telemarketing Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,125.00</b>	<b>125.00</b>	<b>125.00</b>	<b>125.00</b>	<b>3,375.00</b>
<b>Total General Expenses</b>	<b>4,690.33</b>	<b>9,066.69</b>	<b>6,757.74</b>	<b>7,269.73</b>	<b>4,370.57</b>	<b>6,411.57</b>	<b>4,560.57</b>	<b>11,870.57</b>	<b>11,745.57</b>	<b>3,915.57</b>	<b>3,795.57</b>	<b>3,962.57</b>	<b>69,893.91</b>

**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
<b>Total Expenses</b>	<u>25,453.99</u>	<u>29,171.35</u>	<u>26,410.90</u>	<u>28,913.47</u>	<u>22,764.23</u>	<u>24,805.23</u>	<u>26,210.23</u>	<u>30,270.23</u>	<u>30,145.23</u>	<u>25,565.23</u>	<u>22,195.23</u>	<u>29,088.23</u>	<u>294,783.32</u>
<b>Net Income (Loss)</b>	<u>\$ 19,611.93</u>	<u>\$ (3,996.59)</u>	<u>\$ (751.98)</u>	<u>\$ (2,358.45)</u>	<u>\$ 6,625.36</u>	<u>\$ (4,790.64)</u>	<u>\$ (1,195.64)</u>	<u>\$ (6,180.64)</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>