

## Destination Missoula Profit & Loss December 2012

	Dec 12	Jul - Dec 12
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Annual Memb. Luncheon Income	25.00	1,939.08
Banner Ads Income	5,250.00	7,000.00
<b>Bed Tax Revenue</b>		
Admin	2,291.67	13,750.02
Full-time VIC	1,289.66	8,037.96
Marketing Personnel	1,291.50	7,749.00
Part-time VIC Staff	0.00	2,389.99
<b>Total Bed Tax Revenue</b>	4,872.83	31,926.97
<b>Dues</b>		
Base	569.70	16,709.70
Individual/Non-profit	444.60	5,095.14
Lodging	315.00	13,680.00
<b>Total Dues</b>	1,329.30	35,484.84
Miscellaneous Income	0.00	50.00
Monte Dolack Print Sales	0.00	400.00
<b>Projects Income</b>		
City Map Income	0.00	225.00
Destination Dining	100.00	1,788.40
Full Moon Missoula	0.00	300.00
Marathon Welcome Party	0.00	8,610.49
Visitor Guide	10,943.28	10,943.28
Projects Income - Other	0.00	325.00
<b>Total Projects Income</b>	11,043.28	22,192.17
<b>TBID Income</b>		
Destination Sales Manager	3,750.00	9,375.00
Director Salary	2,291.67	13,750.02
Health Insurance	200.00	1,200.00
Payroll Taxes	604.16	2,097.06
TBID Bookkeeping	208.33	1,249.98
TBID Income - Other	0.00	0.00
<b>Total TBID Income</b>	7,054.16	27,672.06
<b>Total Income</b>	29,574.57	126,665.12
<b>Expense</b>		
Dues, Memberships Subscriptions	0.00	545.00
<b>Insurance</b>		
Health Insurance-Employees	492.11	3,598.99
Indemnity	0.00	633.00
Worker's Compensation Insurance	0.00	1,297.30
<b>Total Insurance</b>	492.11	5,529.29
<b>Legislature</b>		
Legislature	1,500.00	1,500.00
<b>Total Legislature</b>	1,500.00	1,500.00
<b>Marketing</b>		
CVB Awareness Campaign	0.00	59.98
Miscellaneous Marketing	0.00	37.50
<b>Qwest/Dex</b>		
Qwest/Dex	0.00	184.13
Qwest/Dex - Other	36.50	110.04
<b>Total Qwest/Dex</b>	36.50	294.17
Marketing - Other	0.00	310.00
<b>Total Marketing</b>	36.50	701.65
Meetings	0.00	285.00
<b>Membership</b>		
Annual Membership Luncheon	1,377.60	3,950.44
Membership Packet	0.00	219.99

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Recruitment/Retention	0.00	314.22
<b>Total Membership</b>	<b>1,377.60</b>	<b>4,484.65</b>
Miscellaneous Expenses	0.00	162.00
<b>Office Expenses</b>		
Chamber Master	119.00	714.00
Christmas gift	1,515.80	1,515.80
Computers	0.00	464.92
Copies	0.00	927.18
Director's Lunch Meeting Exp.	0.00	111.75
Director Meetings & Lunches	0.00	79.10
Furniture	0.00	516.00
Miscellaneous Expenses	0.00	165.20
Parking	0.00	113.50
Postage	0.00	230.00
Printing		
Office stationery	0.00	344.00
<b>Total Printing</b>	<b>0.00</b>	<b>344.00</b>
Rent	1,200.00	8,400.00
Supplies	5.49	1,371.76
T-One Service	50.00	350.00
Telephone Lines	109.20	764.40
Utilities	100.00	700.00
<b>Total Office Expenses</b>	<b>3,099.49</b>	<b>16,767.61</b>
<b>Payroll Expenses</b>		
<b>Salaries</b>		
Destination Sales Manager	3,750.00	9,375.00
Director	4,873.46	29,240.76
Payroll Taxes	1,235.09	6,147.83
VIC Full-time	1,712.94	10,524.64
VIC Mgr/Mktg/Membership	3,469.28	18,157.86
VIC/Part-time	0.00	1,730.00
<b>Total Salaries</b>	<b>15,040.77</b>	<b>75,176.09</b>
Payroll Expenses - Other	11.60	72.50
<b>Total Payroll Expenses</b>	<b>15,052.37</b>	<b>75,248.59</b>
<b>Professional Development</b>		
Board Retreat	0.00	1,768.00
DMAI	0.00	664.56
<b>Total Professional Development</b>	<b>0.00</b>	<b>2,432.56</b>
<b>Professional Fees</b>	<b>0.00</b>	<b>760.00</b>
<b>Projects</b>		
Destination Dining	0.00	400.00
Marathon Welcome Party	0.00	6,390.27
Visitor Guide Cover	0.00	140.00
<b>Total Projects</b>	<b>0.00</b>	<b>6,930.27</b>
<b>Telemarketing/Fulfillment</b>		
Guide Distribution (Certified)	0.00	440.85
Postage	0.00	5,000.00
<b>Total Telemarketing/Fulfillment</b>	<b>0.00</b>	<b>5,440.85</b>
<b>Total Expense</b>	<b>21,558.07</b>	<b>120,787.47</b>
<b>Net Ordinary Income</b>	<b>8,016.50</b>	<b>5,877.65</b>
<b>Net Income</b>	<b>8,016.50</b>	<b>5,877.65</b>