

Destination Missoula Profit & Loss Budget vs. Actual July 2012 through April 2013

	Jul '12 - Apr 13	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Event/Fundraising	0.00	650.00	-650.00	0.0%
Miscellaneous Income	50.00			
Monte Dolack Print Sales	400.00			
Annual Memb. Luncheon Income	1,939.08			
Banner Ads Income	15,750.00	23,250.00	-7,500.00	67.7%
Projects Income				
Dining Card	0.00	2,000.00	-2,000.00	0.0%
Travel Expo	244.88	4,500.00	-4,255.12	5.4%
Projects Income - Other	400.00			
Destination Dining	2,613.40	15,000.00	-12,386.60	17.4%
Marathon Welcome Party	8,610.49	3,000.00	5,610.49	287.0%
City Map Income	8,975.00	8,100.00	875.00	110.8%
Visitor Guide	10,943.28	10,000.00	943.28	109.4%
Total Projects Income	31,787.05	42,600.00	-10,812.95	74.6%
Dues				
Individual/Non-profit	5,395.14	47,500.00	-42,104.86	11.4%
Lodging	13,720.00			
Base	19,319.70			
Total Dues	38,434.84	47,500.00	-9,065.16	80.9%
Bed Tax Revenue				
Bed Tax Revenue - Other	0.00	61,490.00	-61,490.00	0.0%
Part-time VIC Staff	2,389.99			
Marketing Personnel	12,915.00			
Full-time VIC	13,396.60			
Admin	22,916.70			
Total Bed Tax Revenue	51,618.29	61,490.00	-9,871.71	83.9%
TBID Income				
TBID Income - Other	0.00	89,300.00	-89,300.00	0.0%
TBID Workers Comp	1,050.00			
TBID Bookkeeping	2,083.30			
Health Insurance	2,235.88			
Payroll Taxes	4,513.70			
Director Salary	22,916.70			
Destination Sales Manager	24,375.00			
Total TBID Income	57,174.58	89,300.00	-32,125.42	64.0%
Total Income	197,153.84	264,790.00	-67,636.16	74.5%
Expense				
Bank Service Charges	0.00	150.00	-150.00	0.0%
Advanta Platinum Businesscard				
Credit Card fee	0.00	100.00	-100.00	0.0%
Total Advanta Platinum Businesscard	0.00	100.00	-100.00	0.0%
Miscellaneous Expenses	162.00	500.00	-338.00	32.4%
Meetings	421.95			
Dues, Memberships Subscriptions	665.00	1,305.00	-640.00	51.0%
Marketing				
Marketing - Other	310.00			
Qwest/Dex	409.98	400.00	9.98	102.5%
Total Marketing	719.98	400.00	319.98	180.0%
Professional Fees				
Tax Preparation	0.00	500.00	-500.00	0.0%
Annual Corporate Report	0.00	15.00	-15.00	0.0%
Professional Fees - Other	1,275.00			
Total Professional Fees	1,275.00	515.00	760.00	247.6%

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Legislature				
Legislature	1,500.00	1,500.00	0.00	100.0%
Total Legislature	1,500.00	1,500.00	0.00	100.0%
Professional Development				
Professional Development - Other	77.70			
DMAI	664.56	2,000.00	-1,335.44	33.2%
Board Retreat	1,768.00	2,500.00	-732.00	70.7%
Total Professional Development	2,510.26	4,500.00	-1,989.74	55.8%
Membership				
Membership Packet	381.57	750.00	-368.43	50.9%
Recruitment/Retention	436.20	750.00	-313.80	58.2%
Annual Membership Luncheon	2,572.84	2,025.00	547.84	127.1%
Total Membership	3,390.61	3,525.00	-134.39	96.2%
Telemarketing/Fulfillment				
Guide Distribution (Certified)	628.23			
Postage	5,000.00	5,000.00	0.00	100.0%
Total Telemarketing/Fulfillment	5,628.23	5,000.00	628.23	112.6%
Insurance				
Indemnity	633.00	650.00	-17.00	97.4%
Board Insurance	1,288.00	1,400.00	-112.00	92.0%
Worker's Compensation Insurance	1,297.30	2,300.00	-1,002.70	56.4%
Health Insurance-Employees	5,611.57	15,600.00	-9,988.43	36.0%
Total Insurance	8,829.87	19,950.00	-11,120.13	44.3%
Projects				
Visitor Guide Cover	140.00	2,500.00	-2,360.00	5.6%
Travel Expo	350.20	2,600.00	-2,249.80	13.5%
Destination Dining	1,815.10	10,500.00	-8,684.90	17.3%
City Maps	4,435.50	4,500.00	-64.50	98.6%
Marathon Welcome Party	6,390.27			
Total Projects	13,131.07	20,100.00	-6,968.93	65.3%
Office Expenses				
Travel Expenses - General	0.00	500.00	-500.00	0.0%
Telephone Long Distance	0.00	500.00	-500.00	0.0%
Director's Lunch Meeting Exp.	40.00			
Miscellaneous Expenses	165.20	575.00	-409.80	28.7%
Director Meetings & Lunches	246.83	350.00	-103.17	70.5%
Printing				
General Printing	0.00	1,000.00	-1,000.00	0.0%
Office stationery	344.00			
Total Printing	344.00	1,000.00	-656.00	34.4%
Postage	356.00	900.00	-544.00	39.6%
Parking	413.50			
Furniture	516.00	1,000.00	-484.00	51.6%
T-One Service	550.00	900.00	-350.00	61.1%
Computers	700.42	1,500.00	-799.58	46.7%
Copies	1,047.76	1,250.00	-202.24	83.8%
Utilities	1,100.00	1,200.00	-100.00	91.7%
Christmas gift	1,103.70	1,100.00	3.70	100.3%
Chamber Master	1,190.00	1,325.00	-135.00	89.8%
Telephone Lines	1,201.20	1,440.00	-238.80	83.4%
Supplies	1,761.28	1,750.00	11.28	100.6%
Rent	13,200.00	14,400.00	-1,200.00	91.7%
Total Office Expenses	23,935.89	29,690.00	-5,754.11	80.6%
Payroll Expenses				
Payroll Expenses - Other	121.80			

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 Cash Basis

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	<u>Jul '12 - Apr 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Salaries				
VIC/Part-time	2,414.00	2,416.00	-2.00	99.9%
Payroll Taxes	11,568.82	16,400.00	-4,831.18	70.5%
VIC Full-time	17,165.41	19,760.00	-2,594.59	86.9%
Destination Sales Manager	24,375.00	45,000.00	-20,625.00	54.2%
VIC Mgr/Mktg/Membership	31,986.04	40,000.00	-8,013.96	80.0%
Director	48,781.00	55,000.00	-6,219.00	88.7%
Total Salaries	<u>136,290.27</u>	<u>178,576.00</u>	<u>-42,285.73</u>	<u>76.3%</u>
Total Payroll Expenses	<u>136,412.07</u>	<u>178,576.00</u>	<u>-42,163.93</u>	<u>76.4%</u>
Total Expense	<u>198,581.93</u>	<u>265,811.00</u>	<u>-67,229.07</u>	<u>74.7%</u>
Net Ordinary Income	<u>-1,428.09</u>	<u>-1,021.00</u>	<u>-407.09</u>	<u>139.9%</u>
Net Income	<u>-1,428.09</u>	<u>-1,021.00</u>	<u>-407.09</u>	<u>139.9%</u>