Southeast Montana

Variance Report

For the year ending: June 30, 2017

Revenue over expenses is $25,228 over budget. *Following the state lodging tax audit, the uncommitted funds will be applied to the 2017-2018 budget.*

Revenue is $1,276 over budget from interest.

* Estimated Bed tax collections are under budget $500.
* Travel Guide advertising is over budget $1,750 from collections on the remaining outstanding invoices from the prior year.

Total Expenses are $23,953 under budget.

* SEMT States Expenses are $21,808 under budget.
	+ Advertising is under budget $399.
	+ State Marketing Support is under budget $8,708 from Administrative and Personal Expenses.
	+ Printed Projects is under budget $8,752 from the niche project (cancelled).
	+ Publicity is under budget $572 from item giveaways.
	+ Tradeshows is currently over budget $2,344 from IPW and tradeshow booth items.
	+ Telemarketing & Fulfillment is under budget $612 from postage and MARS Stout.
	+ Internet Development is under budget $5,908 from the photo/video library.
	+ Visitor Information Center is over budget $800 from Community Education programs (prior year expense).
* SEMT Unrestricted Expenses are $2,145 under budget.
	+ Staff Training is under budget $200.
	+ Meetings is under budget $1,389 from Board Goodwill and Board Meeting mileage reimbursement.
	+ Lobby/Awareness is over budget $1,000 for the Tourism Matters contribution (Board approved at February meeting).
	+ Tradeshows Expense is $1,056 under budget from anticipated travel expenses not covered by state marketing dollars.
	+ Miscellaneous Opportunity is under budget $500.