

# Southeast Montana Variance Report Year-to-Date as of October 31, 2018

Revenue over expenses is \$7,474 over budget.

Revenue is \$1,747 over budget.

- Estimated Bed tax collections are over budget \$966.
- Interest Income is \$31 over budget.
- Advertising Revenue is over budget \$750. This was revenue that was received this year but was for the maps generated last fiscal year.

Total Expenses are \$5,727 under budget.

- SEMT States Expenses are \$5,465 under budget.
  - Advertising expenses are right at budget and will start to increase over the next few months for the FY2019 projects and media placements.
  - State Marketing Support is under budget \$3,181 from Personnel Expenses.
  - Publicity is under budget \$377 from in-house social media costs.
  - Telemarketing/Fullfillment is currently under budget \$1,751 but expected to pick up with shipping of guides and additional requests.
- SEMT Unrestricted Expenses are \$262 under budget from meetings (board mileage reimb).