

**Visit Southeast Montana  
Profit & Loss  
Budget vs. Actual  
June 2018**

	CURRENT MONTH		YEAR TO DATE		**2017-2018 Annual Budget
	June 2018	June 2018	July-June 2018	July-June 2018	
	Actual	Budget	Actual	Budget	
<b>Income</b>					
SEMT State Revenue	2,826	-	574,326	564,048	564,048
SEMT State Interest Revenue	7	-	62	-	-
Unrestricted Funds Revenue:					
Sponsorships	15,000	22,500	15,000	22,500	22,500
Advertising - Tear Off Maps/Microsite	-	-	6,750	20,000	20,000
<b>Total Income</b>	<b>17,833</b>	<b>22,500</b>	<b>596,138</b>	<b>606,548</b>	<b>606,548</b>
Committed Rollover Funds from Prior Year	-	-	19,734	19,734	19,734
<b>Expense</b>					
SEMT Unrestricted Funds					
SEMT Unrestricted - Advertising	-	-	-	-	-
SEMT Unrestricted - Staff Training	-	-	196	200	200
SEMT Unrestricted - Meetings	735	140	3,635	2,400	2,400
SEMT Unrestricted - Lobby/Awareness	-	-	2,000	2,000	2,000
SEMT Unrestricted - Membership Dues	-	-	150	150	150
SEMT Unrestricted - Tradeshow Exp	(594)	-	81	400	400
SEMT Unrestricted - Printing	-	3,400	1,583	5,000	5,000
SEMT Unrestricted - Commissions	-	8,375	-	8,375	8,375
SEMT Unrestricted - Misc.	15,814	15,262	15,814	15,262	15,262
<b>Total SEMT Unrestricted Funds</b>	<b>15,955</b>	<b>27,177</b>	<b>23,459</b>	<b>33,787</b>	<b>33,787</b>
SEMT State Expenses					
SEMT State Advertising	23,533	16,100	206,749	213,972	213,972
SEMT State Marketing Support	17,656	20,597	194,499	204,010	204,010
SEMT State Printed Projects	709.20	35,000	709	35,000	35,000
SEMT State Publicity	5,365	7,500	8,751	23,000	23,000
SEMT State Tradeshows	487	2,000	6,607	9,200	9,200
SEMT State TeleMarketing/Fulfill.	1,490	803	29,162	28,500	28,500
SEMT State Internet Development	28,961	35,490	48,237	55,100	55,100
SEMT State Visitor Info. Center	-	15,000	-	15,000	15,000
<b>Total SEMT State Expenses</b>	<b>78,201</b>	<b>132,490</b>	<b>494,715</b>	<b>583,782</b>	<b>583,782</b>
<b>Total Expense</b>	<b>94,156</b>	<b>159,667</b>	<b>518,175</b>	<b>617,569</b>	<b>617,569</b>
<b>Net Income</b>	<b>(76,323)</b>	<b>(137,167)</b>	<b>97,698</b>	<b>8,713</b>	<b>8,713</b>
<b>Cash</b>			<b>Current Month</b>	<b>Last Month</b>	
State Funds - Checking			68,142	143,516	
State Funds - Savings			34,461	34,454	
Unrestricted Funds - Checking			32,165	33,120	
<b>Total Cash</b>			<b>134,767</b>	<b>211,090</b>	

\*\* 2017-2018 Budget incorporates the carryover funds from the previous year as decided by the board in addition to the increased sponsorship revenue & expenses proposed by Windfall for Unrestricted Funds.