

Visit Southeast Montana
Profit & Loss
Budget vs. Actual
October 2018

	CURRENT MONTH		YEAR TO DATE		2018-2019 Annual Budget
	Oct 2018	Oct 2018	July-Oct 2018	July-Oct 2018	
	Actual	Budget	Actual	Budget	
Income					
SEMT State Revenue	-		164,216	163,250	545,000
SEMT State Interest Revenue	9	-	31	-	-
Unrestricted Funds Revenue:					
Sponsorships	-	-	# -	-	15,000
Advertising - Tear Off Maps/Microsite	0	-	750	-	7,500
Total Income	<u>9</u>	<u>-</u>	<u>164,997</u>	<u>163,250</u>	<u>567,500</u>
Committed Rollover Funds from Prior Year	-	-	-	-	91,000
Expense					
SEMT Unrestricted Funds					
SEMT Unrestricted - Advertising	-	-	-	-	-
SEMT Unrestricted - Staff Training	-	-	-	-	200
SEMT Unrestricted - Meetings	1,020	900	993	1,100	4,625
SEMT Unrestricted - Lobby/Awareness	-	-	-	-	2,000
SEMT Unrestricted - Membership Dues	150	150	150	150	150
SEMT Unrestricted - Tradeshow Exp	119	200	119	200	400
SEMT Unrestricted - Office Supplies	-	-	39	40	150
SEMT Unrestricted - Printing	-	-	1,632	1,636	3,200
SEMT Unrestricted - Commissions	-	-	-	-	1,875
SEMT Unrestricted - Misc.	-	-	(69)	-	-
Total SEMT Unrestricted Funds	<u>1,289</u>	<u>1,250</u>	<u>2,864</u>	<u>3,126</u>	<u>12,600</u>
SEMT State Expenses					
SEMT State Advertising	12,870	13,000	13,319	13,500	275,000
SEMT State Marketing Support	15,766	17,230	66,154	69,335	237,200
SEMT State Printed Projects	-	-	-	-	5,000
SEMT State Publicity	421	400	3,773	4,150	25,000
SEMT State Tradeshows	-	-	-	-	16,500
SEMT State TeleMarketing/Fulfill.	(849)	1,000	25,439	27,190	33,300
SEMT State Internet Development	6,640	6,700	6,975	6,950	29,000
SEMT State Visitor Info. Center	5,000	5,000	5,000	5,000	15,000
Total SEMT State Expenses	<u>39,849</u>	<u>43,330</u>	<u>120,660</u>	<u>126,125</u>	<u>636,000</u>
Total Expense	<u>41,138</u>	<u>44,580</u>	<u>123,524</u>	<u>129,251</u>	<u>648,600</u>
Net Income	<u>(41,129)</u>	<u>(44,580)</u>	<u>41,473</u>	<u>33,999</u>	<u>9,900</u>
Cash			Current Month	Last Month	
State Funds - Checking			100,288	140,137	
State Funds - Savings			34,492	34,482	
Unrestricted Funds - Checking			30,051	31,340	
Total Cash			<u>164,830</u>	<u>205,959</u>	