

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

| | CURRENT MONTH | | YEAR TO DATE | | 2018-2019 Annual Budget |
|--|-----------------------|------------------------|-----------------------|-----------------------|----------------------------|
| | Aug 2018 | Aug 2018 | July-Aug 2018 | July-Aug 2018 | |
| | Actual | Budget | Actual | Budget | |
| Income | | | | | |
| SEMT State Revenue | 164,216 | | 164,216 | 163,250 | 545,000 |
| SEMT State Interest Revenue | 7 | - | 15 | - | - |
| Unrestricted Funds Revenue: | | | | | |
| Sponsorships | - | - | - | - | 15,000 |
| Advertising - Tear Off Maps/Microsite | 750 | - | 750 | - | 7,500 |
| Total Income | <u>164,973</u> | <u>-</u> | <u>164,981</u> | <u>163,250</u> | <u>567,500</u> |
| | | | | | |
| Committed Rollover Funds from Prior Year | - | - | - | - | 50,000 |
| | | | | | |
| Expense | | | | | |
| SEMT Unrestricted Funds | | | | | |
| SEMT Unrestricted - Advertising | - | - | - | - | - |
| SEMT Unrestricted - Staff Training | - | - | - | - | 200 |
| SEMT Unrestricted - Meetings | 4 | - | 4 | - | 4,625 |
| SEMT Unrestricted - Lobby/Awareness | - | - | - | - | 2,000 |
| SEMT Unrestricted - Membership Dues | - | - | - | - | 150 |
| SEMT Unrestricted - Tradeshow Exp | - | - | - | - | 400 |
| SEMT Unrestricted - Office Supplies | - | - | - | - | 150 |
| SEMT Unrestricted - Printing | 21 | 25 | 21 | 25 | 3,200 |
| SEMT Unrestricted - Commissions | - | - | - | - | 1,875 |
| SEMT Unrestricted - Misc. | (69) | - | (69) | - | - |
| Total SEMT Unrestricted Funds | <u>(44)</u> | <u>25</u> | <u>(44)</u> | <u>25</u> | <u>12,600</u> |
| | | | | | |
| SEMT State Expenses | | | | | |
| SEMT State Advertising | - | - | 449 | 500 | 250,000 |
| SEMT State Marketing Support | 20,253 | 20,500 | 35,088 | 35,000 | 221,200 |
| SEMT State Printed Projects | - | - | - | - | 5,000 |
| SEMT State Publicity | 2,932 | 3,000 | 3,065 | 3,000 | 25,000 |
| SEMT State Tradeshows | - | - | - | - | 16,500 |
| SEMT State TeleMarketing/Fulfill. | 23,256 | 23,500 | 23,327 | 23,300 | 33,300 |
| SEMT State Internet Development | 250 | 250 | 250 | 250 | 29,000 |
| SEMT State Visitor Info. Center | - | - | - | - | 15,000 |
| Total SEMT State Expenses | <u>46,691</u> | <u>47,250</u> | <u>62,178</u> | <u>62,050</u> | <u>595,000</u> |
| | | | | | |
| Total Expense | <u>46,647</u> | <u>47,275</u> | <u>62,134</u> | <u>62,075</u> | <u>607,600</u> |
| | | | | | |
| Net Income | <u><u>118,327</u></u> | <u><u>(47,275)</u></u> | <u><u>102,847</u></u> | <u><u>101,175</u></u> | <u><u>9,900</u></u> |
| | | | | | |
| Cash | | | Current Month | Last Month | |
| State Funds - Checking | | | 158,869 | 41,844 | |
| State Funds - Savings | | | 34,476 | 34,468 | |
| Unrestricted Funds - Checking | | | 32,959 | 32,165 | |
| Total Cash | | | <u>226,304</u> | <u>108,477</u> | |