# AGENDA ITEM or FINAL CONTRACT REVIEW SUBMITTAL FORM

**Agenda Item:** GCBTA Board; Quarterly Update

**Action Requested:** Discussion

**Parties to the Agreement:**

**Term Begins:** **Term Ends:** **Grant Contract #:**

**Summary:**

Please see the attached update and proposed 2019 budget

**Fiscal Impact:**

**Submitted by:** Liz Mense **Submitter's Email Address:** EMense@gunnisoncounty.org

**Finance Review:** (●) Required ( ) Not Required

Comments:

2019 budget request shows 15% over 2018 contract amount, and total expenses are down 2.94% resulting in net operating income of $265,283. I would question providing more revenue than expected costs of services to GCBTA from Marketing District taxes. We have accomodated cash flow issues by increasing/decreasing monthly payments to match thier needs.I would request a budget including only LMD contract expenditures to compare revenue and expenses, without Public Restricted amts included. ln

Reviewed by: GUNCOUNTY1\lNienhueser Discharge Date: 10/4/2018

**County Attorney Review:** ( ) Required (●) Not Required

Comments:

Reveiwed by: Discharge Date: Certificate of Insurance Required

Yes ( ) No ( )

**County Manager Review:**

Comments:

Reveiwed by: GUNCOUNTY1\mbirnie Discharge Date: 10/5/2018

( ) Consent Agenda ( ) Regular Agenda ( ) Worksession Time Allotted: 45

Agenda Date: 11/13/2018

*Revised April 2015*

# Gunnison-Crested Butte Tourism Association

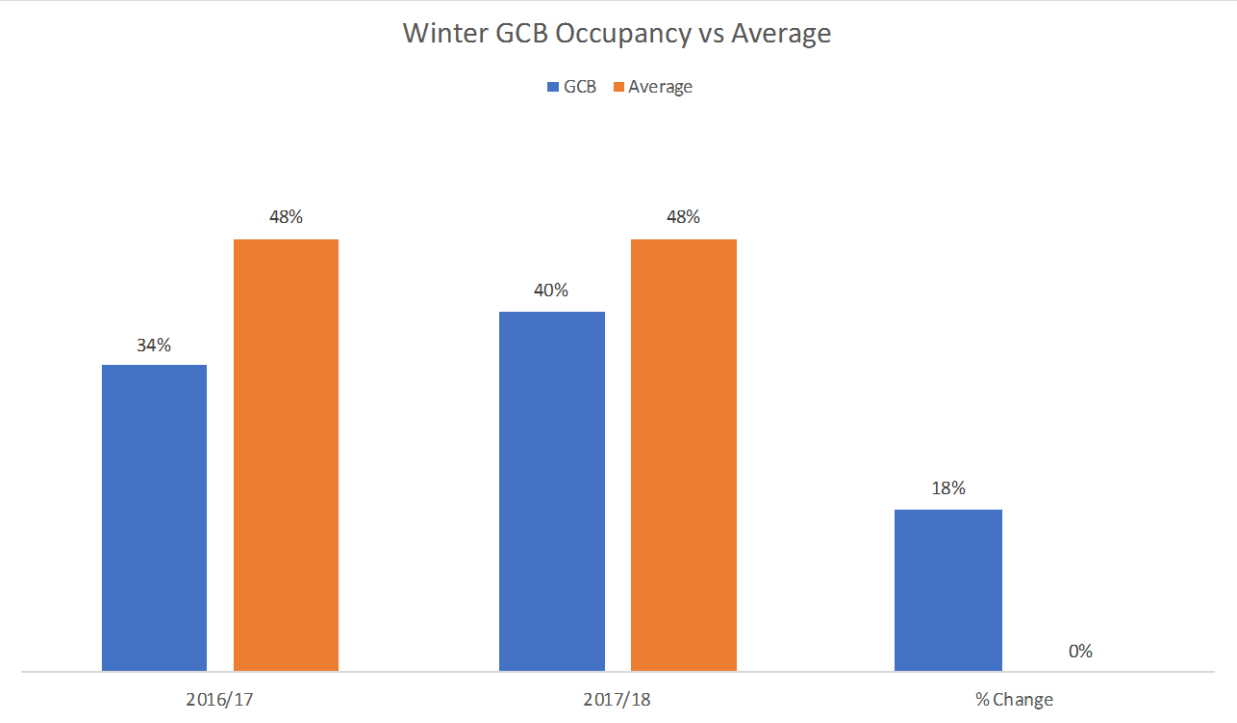
Annual Review & Strategic Business Plan 2018

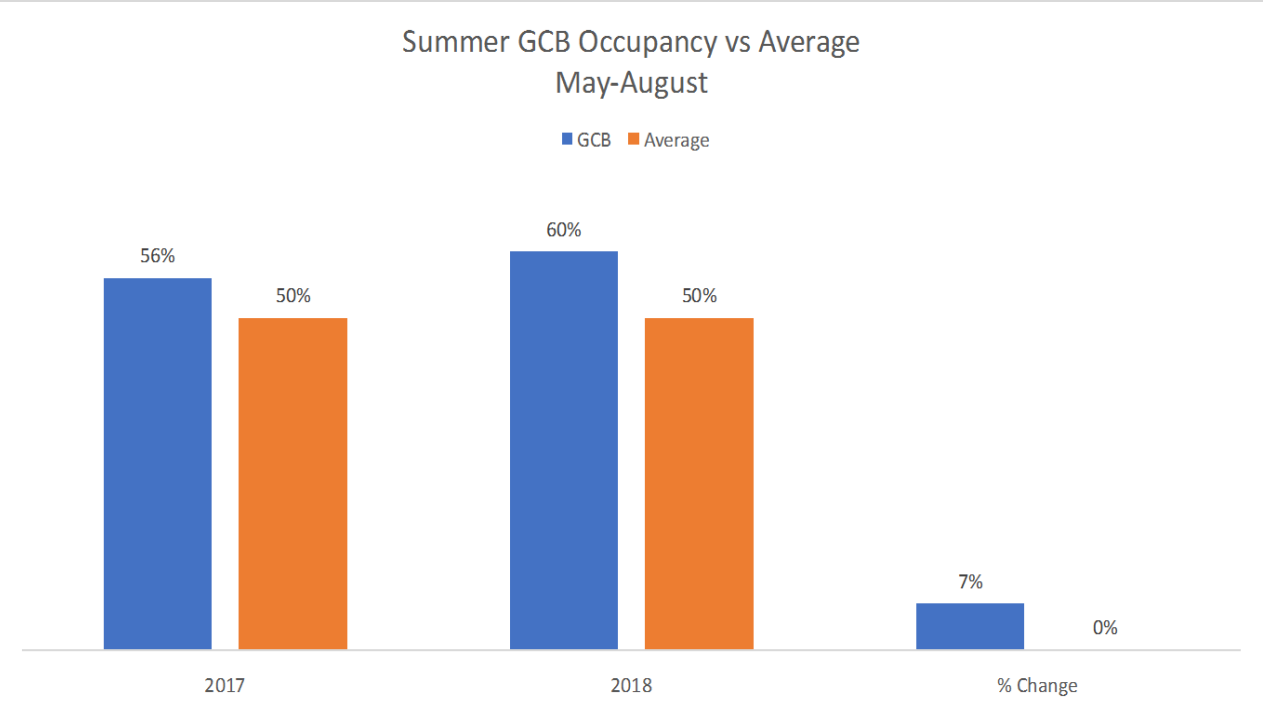
# Tourism Association Goals

- Grow lodging revenues
- Grow GUC flight program while minimizing guarantee payments
- Support for
  - Sustainable Tourism and Outdoor Recreation Committee
  - Economic Development-Assist in 5-10-7 goal. 5 companies with revenues over $10 million in 7 years.
  - Western

# Destimetrics Occupancies

(Does not include RBO's)



# Flights

- Winter: Denver focus
  - 44% increase in seats a success
- Summer: Denver and Houston focus
  - Denver, 80% LF w/ 50% increase in seats
  - Houston, 68% LF, 9 Pt increase vs previous year

# STOR

- Continued financial support of Conservation Corps
- River Signage in 2019

# Economic Development/Western

- Financial support for Duane Vandenbusche movie
- gcbeconomicdevelopment.com website
- Blister relocation from Taos
- Recruitment of national outdoor company for valley promo photo/video shoots using local talent
- PR pushes for Outdoor Industry MBA program

# Changes

- GCBR closes
- Final summer for financial support of Beach Bash/Big Blue Festival.
- Major TGR partnership ends (but ski and MTB movie continue)
- Blister platform
- More support for PR
- Trail Running in the summer mix
- More ICELab involvement
- Less focus on winter/more on summer
- Grant cycle updated format and mandatory meetings

To: Local Marketing District

From: Gunnison-Crested Butte Tourism Association

Subject: Year-end review

The 19-mountain valley DestiMetrics set reports flat occupancies for the winter of 2017/18 and the May through August period of 2018. Our valley has once again grown occupancies and market share in both seasons as it has since 2015. All three municipalities in our valley have grown occupancies and lodging revenues as reflected in not only lodging sales tax increases but general sales tax increases.

Our trails focus presented to millennials and millennials+ is working. We plan to continue the effort.

It should be noted that our efforts in marketing and enthusiastic support for trail building have not gone unnoticed. Sun Valley, Jackson Hole, Grand Junction and Bentonville, Arkansas are making extraordinary efforts in mountain bike trail building and marketing. As an example, we "won" the only Outerbike satellite event outside of Moab from Whistler in 2017. This fall, Outerbike adds a Bentonville event. Next summer, they add Sun Valley. IMBA's anniversary celebration? In Bentonville this fall, although IMBA is headquartered in Boulder and of course the executive director lives in Gunnison.

Our two-year partnership with Teton Gravity Research is coming to an end. It has been a fruitful partnership. We are featured in this winter's ski movie and in TGR's next mountain bike film. TGR encouraged us to join Alterra/IKON last spring, and of course that is not going to happen. TGR is becoming an IKON platform. It seems unlikely that our presence as the only EPIC pass mountain featured by TGR would pay the dividends we have seen these past two years. The TGR partnership will be replaced by a new and different partnership with Blister, the biggest independent gear-review guide in the U.S. Blister has a smaller audience than TGR, but one that is at least as core in outdoor sports.

We are making a better effort at educating those who apply for funds from us this winter. We told organizations prior to the summer grants cycle that we were not going to fund events in July and the first half of August when we, for the most part, can't grow occupancies. Half our funding requests came in for events in July and the first half of August. We didn't fund those requests. This fall we are hosting mandatory Gunnison and Crested Butte training sessions for those considering applying for support.

Turning to air service, United Airlines recommitted to serving Colorado ski markets last winter. The number of seats from Denver increased by 44%, an increase of almost 4,000. The TA worked closely with Air Command partners to fill this additional Denver capacity. Last summer, the airport was open the entire month of June for the first time in 3 years. This led to an overall summer capacity increase of 50%. Capacity for July and August combined was up 15% as United added more seats from Denver in late August. Both summer programs posted strong performance with Denver maintaining an 80% LF and Houston adding 9 LF points to reach 68%.

We expect the purchase of the ski area by Vail Resorts to solve the multi-year problem of sub-par occupancies in the winter versus the DestiMetrics set. The TA and CBMR have fielded two different

winter brands for three years now. The former messaging around tough steep skiing and a cool valley. The latter blue skiing for families. Vail Resorts has expressed the desire that we get on the same page regarding the brand. Public comments from VR suggest staff there lean toward the uniqueness and attractiveness of our tough skiing and cool towns, but we will see. In any event, TA efforts for this winter have not come out fast and hard as they have in the past as both a courtesy to VR and because VR will most likely carry more of the winter load than CBMR has been able to.

You asked that we help Western, that we involve ourselves in sustainable recreation, and that we make an effort in 2018 to support the ICELab and also attract companies to relocate to the valley. We supported the PBS special on Western with $10,000. We are active in sustainable recreation and supported Conservation Corps with $20,000 and our signage program will continue to grow. While our batting average in attracting companies to the valley is low, we were successful with Blister which will include the relocation of three professional positions from Taos to Crested Butte and plans to hire more people here as Blister grows. (BTW, Blister has already hired two reviewers in the valley) There are potential synergies between Blister, Western, and ICELab which are being explored right now. We work very closely and collegially with the ICELab. It is in the area of economic development that we have spent most our time and money outside of marketing. Through nine months we have spent approximately $24,000 on the county ED website and other projects, and approximately 8% of our time (based on 40-hour work weeks, which we routinely exceed) on economic development efforts.

Here is a 2019 Crystal Ball

- VR grows winter significantly
- Extra LMD revenues bring even more focus to bear on “shoulder” non-snow months
- Those non-snow months grow. Again.
- ICELab plus TA show some more gains in the area of economic development as we lay the groundwork to position ourselves to achieve the 5-10-7 goal.

# 2019 Budget Variance Notes

Per John's request, we've provided a document providing context and assumptions for the largest variances on the YOY Expense Summary tab on the 2019 budget.

## Income

### LMD Income

We've requested a 15% increase in funds from the LMD. Through Q2, the LMD collections were up 14.4% over year and DestiMetrics showed a 15% increase in RevPAR in July so we expect the trend to continue at least through July.

### Public/Restricted

We are assuming Vail Resorts will keep the same payment schedule CBMR used in the 2017-2018 Winter Season.

We will receive $160,000 in winter admissions tax grant funds for this upcoming ski season from Mt. CB to be paid in two installments, one in January, one in March. Note that basically all of the relevant marketing will be completed and paid for in 2018 Fall, so we'll have to front the funds for this in 2018. This will make things extremely tight for the next few months (see budget re-forecast), but then we'll be in a much stronger financial position in 2019.

We assume $25,000 in summer admissions tax grant funds from Mt. CB to be received in May.

## Expenses

### Buydown

We don't anticipate a need or enthusiasm for buydown in 2019.

### Contract Labor

Final year of adjustments for Laurel and John. Raise for Daniel in recognition of job very well done and increased responsibilities in his role. Raise for Andrew and also correcting Andrew's retainer which was incorrectly budgeted in 2018.

### Contract Services

Modest raises for Leia and Jeff. Accounting and audit. ICELab.

### COOP Programs

Some Blister money in here as a placeholder. Also anticipating $90k in summer/winter grant funds and $20k in STOR funds.

### Digital Media

This is currently down because we're not anticipating significant winter expenditures after this fall. That's part of why we've got about $264k of "retained earnings" at this point. We anticipate

that those funds will most likely be allocated towards additional media buys and/or Public Relations efforts, but they could be spent on the Winter 2019-2020 season if need be.

## Events

We have failed to achieve break-even on the Beach Bash/Big Blue Festival at Blue Mesa. If anyone wants to take it on in 2019, they can apply for funds through our summer grant cycle.

## FAMS

Getting Andrew some extra FAM budget for this next year due to the ROI of PR.

## Fulfillment

As we become a more digital society and we continue to market to younger people, we're spending less and less on putting out the vacation guide.

## Market Research

We're trying to get our hands on Strava data for the last several years and anticipate a heavy outlay of capital to purchase that data because, in an ideal world, we'd like data from as far back as 2014. So far, we've hit several dead ends, but this would be an incredibly valuable way to measure our effectiveness on a macro and more micro level.

We've also inserted funding to keep our Arrivliast 3.0 Program going for another year next October. We will get a rough estimate on this number.

## Media Planning

We likely overbudgeted a little bit in 2018. We also backed off the winter media planning budget since we don't anticipate having such a large winter presence after this year.

## Photo/Video/Creative Production

This is currently down because of the end of our TGR partnership. Like with digital media, we could anticipate this going up once we have more certainty about winter 2019-2020.

## Print Media

Same as digital media/production. In holding pattern until we see what we need for winter.

## Professional Development

Each staff member will be asked to look for at least one really good opportunity in 2019.

## Promotional Items

In holding pattern for now.

## Reservation Fees

GCBR is gone.

## Signage

Tariffs are raising the costs on signage. We anticipate this will cover river signage and Signal Peak signage for the new trail system. The current CPW grant is slated to finish in fall of 2018.

## Social Media

Increased summer budget, dramatic reduction in winter spending while we wait for more info from Vail Resorts.

## Supplies

Probably overbudgeting to get a really nice tent for events. Our current set up isn't functional for outdoor events and doesn't look particularly pro.

## Travel

Significant reduction in travel expenses is anticipated without the TGR partnership. We did budget $8k for economic development-related travel. We also have money tentatively budgeted for a board retreat to a comp-set community in August.

## Vacation Guide

We moved toward a more evergreen piece. However, the current one has GCBR phone numbers and also references Cottonwood being closed so it's probably time for a new one.

## Web Design and Development

We are trying to overbudget for app-related development. We also will be making the final payment from the fall privacy law adjustments in early January 2019.

| | January | February | March | April | May | June | July | August | September | October | November | December | Totals |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Income | $332,500.00 | $172,500.00 | $272,500.00 | $172,500.00 | $197,500.00 | $172,500.00 | $172,500.00 | $172,500.00 | $172,500.00 | $172,500.00 | $172,500.00 | $172,500.00 | $2,355,000.00 |
| Expense | $234,399.24 | $149,356.64 | $205,196.64 | $168,876.64 | $238,451.64 | $209,281.64 | $170,536.64 | $125,076.64 | $121,251.64 | $244,161.64 | $110,251.64 | $112,876.64 | $2,089,717.28 |
| Other Income | $0.00 | $0.00 | $0.00 | $9.78 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $9.78 |
| Net | $98,100.76 | $23,143.36 | $67,303.36 | $3,633.14 | ($40,951.64) | ($36,781.64) | $1,963.36 | $47,423.36 | $51,248.36 | ($71,661.64) | $62,248.36 | $59,623.36 | $265,292.50 |
| | | | | | | | | | | | | | $264,047.29 |
| Starting Balance | $48,754.79 | | | | | | | | | | | | |
| Transfer from Contingency | | | | | | | | | | | | | |
| Available Cash | $146,855.55 | $169,998.91 | $237,302.27 | $220,935.41 | $179,983.77 | $143,202.13 | $145,165.49 | $192,588.85 | $223,837.21 | $142,175.57 | $204,423.93 | $264,047.29 | |
| Transfer to Contingency | | | ($20,000.00) | | | | | ($20,000.00) | ($10,000.00) | | | | |
| Contingency | $0.00 | $0.00 | $20,000.00 | $20,000.00 | $20,000.00 | $20,000.00 | $20,000.00 | $40,000.00 | $50,000.00 | $50,000.00 | $50,000.00 | $50,000.00 | |
| Reserve | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | $ 100,000.00 | |
| Total Cash | $246,855.55 | $269,998.91 | $337,302.27 | $340,935.41 | $299,983.77 | $263,202.13 | $265,165.49 | $312,588.85 | $363,837.21 | $292,175.57 | $354,423.93 | $414,047.29 | |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $2,070,000.00 | $285,000.00 | $0.00 | $0.00 | | | | | | | | | | | | | | | | | $2,355,000.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $ 0.00 |
| **Total Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | | | | | | | | | | | | | | | | | **$ 2,355,000.00** |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,000.00 |
| **Bank Service Charge** | | | | | $0.00 | $144.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $144.00 |
| **Broadcast Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Buydown** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Computer/Office Equipment** | 38,805.19 | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Contract Labor** | | | | | $23,100.00 | $397,246.80 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $420,346.80 |
| **Contract Services** | | | | | $0.00 | $81,616.88 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $70,000.00 | $0.00 | $0.00 | $151,616.88 |
| **COOP Programs** | | | | | $0.00 | $0.00 | $90,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $20,000.00 | $110,000.00 |
| **Digital Media** | | | | | $0.00 | $0.00 | $280,000.00 | $0.00 | $0.00 | $0.00 | $10,750.00 | $0.00 | $0.00 | $0.00 | $0.00 | $151,500.00 | $0.00 | $0.00 | $0.00 | $0.00 | $442,250.00 |
| **Dues/ Memberships** | | | | | $0.00 | $4,015.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $4,015.00 |
| **Events** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,250.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,250.00 |
| **FAMS** | | | | | $0.00 | $0.00 | $0.00 | $36,850.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $36,850.00 |
| **Fulfillment** | | | | | $0.00 | $0.00 | $3,175.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,175.00 |
| **Insurance** | | | | | $1,200.00 | $3,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $4,200.00 |
| **Market Research** | | | | | $0.00 | $0.00 | $98,000.00 | $15,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $25,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $138,000.00 |
| **Meals and Entertainment** | | | | | $2,290.00 | $3,600.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $5,890.00 |
| **Media Planning** | | | | | $0.00 | $0.00 | $47,000.00 | $0.00 | $0.00 | $0.00 | $1,250.00 | $0.00 | $0.00 | $0.00 | $0.00 | $2,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,250.00 |
| **Out of Home Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $7,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $7,000.00 |
| **Phone/Fax/ Internet** | | | | | $0.00 | $3,552.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,552.00 |
| **Photo/Video/ Creative Production** | | | | | $0.00 | $5,000.00 | $38,000.00 | $17,500.00 | $50,000.00 | $0.00 | $2,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $76,050.00 | $0.00 | $0.00 | $0.00 | $0.00 | $188,550.00 |
| **Postage** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,040.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,040.00 |
| **Print Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $400.00 | $0.00 | $0.00 | $0.00 | $0.00 | $26,800.00 | $0.00 | $0.00 | $0.00 | $0.00 | $27,200.00 |
| **Professional Development** | | | | | $0.00 | $8,100.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $8,100.00 |
| **Promotional Items** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,100.00 | $0.00 | $0.00 | $0.00 | $0.00 | $11,500.00 | $0.00 | $0.00 | $0.00 | $0.00 | $12,600.00 |
| **Rent** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Reservation Fees** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Signage** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $75,000.00 | $75,000.00 |
| **Social Media** | | | | | $0.00 | $0.00 | $20,000.00 | $0.00 | $28,000.00 | $0.00 | $13,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $77,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $138,000.00 |
| **Supplies** | | | | | $0.00 | $3,600.00 | $0.00 | $0.00 | $0.00 | $0.00 | $95.00 | $0.00 | $0.00 | $0.00 | $0.00 | $12,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $15,695.00 |
| **Tradeshows** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Travel** | | | | | $9,000.00 | $0.00 | $5,000.00 | $0.00 | $5,000.00 | $0.00 | $1,400.00 | $0.00 | $0.00 | $0.00 | $0.00 | $20,600.00 | $0.00 | $8,000.00 | $0.00 | $0.00 | $49,000.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Vacation Guide** | | | | | $0.00 | $0.00 | $25,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $25,000.00 |
| **Visitor Centers** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,000.00 |
| **Web Design and Development** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $115,012.60 | $0.00 | $0.00 | $0.00 | $0.00 | $115,012.60 |
| **Maintenance and Repairs** | | | | | $0.00 | $1,800.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,800.00 |
| **Web Servers & Domains** | | | | | $0.00 | $905.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $275.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,180.00 |
| **Total Expenses** | | | | | **$35,590.00** | **$512,579.68** | **$606,175.00** | **$69,350.00** | **$83,000.00** | **$0.00** | **$32,285.00** | **$0.00** | **$0.00** | **$53,000.00** | **$0.00** | **$524,737.60** | **$0.00** | **$78,000.00** | **$0.00** | **$95,000.00** | $ 2,089,717.28 |
| **Net Operating Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | **($35,590.00)** | **($512,579.68)** | **($606,175.00)** | **($69,350.00)** | **($83,000.00)** | **$0.00** | **($32,285.00)** | **$0.00** | **$0.00** | **($53,000.00)** | **$0.00** | **($524,737.60)** | **$0.00** | **($78,000.00)** | **$0.00** | **($95,000.00)** | $ 265,282.72 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | 0.00 | | $0.00 | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Total Other Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | $ 0.00 |
| **Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | $ 0.00 |
| **Net Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | **($35,590.00)** | **($512,579.68)** | **($606,175.00)** | **($69,350.00)** | **($83,000.00)** | **$0.00** | **($32,285.00)** | **$0.00** | **$0.00** | **($53,000.00)** | **$0.00** | **($524,737.60)** | **$0.00** | **($78,000.00)** | **$0.00** | **($95,000.00)** | $ 265,282.72 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL | 2018 TOTAL (BUDGET) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $2,070,000.00 | $285,000.00 | $0.00 | $0.00 | | | | | | | | | | | | | | | | | $2,355,000.00 | $2,104,718.88 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | **$ 0.00** | |
| **Total Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | | | | | | | | | | | | | | | | | **$ 2,355,000.00** | **$ 2,140,718.88** |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,000.00 | $1,770.00 |
| **Bank Service Charge** | | | | | $0.00 | $144.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $144.00 | $240.00 |
| **Broadcast Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Buydown** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $4,566.10 |
| **Computer/Office Equipment** | 38,805.19 | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,500.00 |
| **Contract Labor** | | | | | $23,100.00 | $397,246.80 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $420,346.80 | $374,956.28 |
| **Contract Services** | | | | | $0.00 | $81,616.88 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $70,000.00 | $0.00 | $0.00 | $151,616.88 | $121,938.00 |
| **COOP Programs** | | | | | $0.00 | $0.00 | $90,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $20,000.00 | $110,000.00 | $139,000.00 |
| **Digital Media** | | | | | $0.00 | $0.00 | $280,000.00 | $0.00 | $0.00 | $0.00 | $10,750.00 | $0.00 | $0.00 | $0.00 | $0.00 | $151,500.00 | $0.00 | $0.00 | $0.00 | $0.00 | $442,250.00 | $484,055.75 |
| **Dues/ Memberships** | | | | | $0.00 | $4,015.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $4,015.00 | $4,554.00 |
| **Events** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,250.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,250.00 | $54,400.00 |
| **FAMS** | | | | | $0.00 | $0.00 | $0.00 | $36,850.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $36,850.00 | $31,645.76 |
| **Fulfillment** | | | | | $0.00 | $0.00 | $3,175.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,175.00 | $8,880.00 |
| **Insurance** | | | | | $1,200.00 | $3,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $4,200.00 | $4,475.00 |
| **Market Research** | | | | | $0.00 | $0.00 | $98,000.00 | $15,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $25,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $138,000.00 | $20,196.00 |
| **Meals and Entertainment** | | | | | $2,290.00 | $3,600.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $5,890.00 | $5,229.07 |
| **Media Planning** | | | | | $0.00 | $0.00 | $47,000.00 | $0.00 | $0.00 | $0.00 | $1,250.00 | $0.00 | $0.00 | $0.00 | $0.00 | $2,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,250.00 | $73,050.01 |
| **Out of Home Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $7,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $7,000.00 | $7,500.00 |
| **Phone/Fax/ Internet** | | | | | $0.00 | $3,552.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $3,552.00 | $3,540.00 |
| **Photo/Video/ Creative Production** | | | | | $0.00 | $5,000.00 | $38,000.00 | $17,500.00 | $50,000.00 | $0.00 | $2,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $76,050.00 | $0.00 | $0.00 | $0.00 | $0.00 | $188,550.00 | $273,683.27 |
| **Postage** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,040.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,040.00 | $1,130.00 |
| **Print Media** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $400.00 | $0.00 | $0.00 | $0.00 | $0.00 | $26,800.00 | $0.00 | $0.00 | $0.00 | $0.00 | $27,200.00 | $35,950.00 |
| **Professional Development** | | | | | $0.00 | $8,100.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $8,100.00 | $400.00 |
| **Promotional Items** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,100.00 | $0.00 | $0.00 | $0.00 | $0.00 | $11,500.00 | $0.00 | $0.00 | $0.00 | $0.00 | $12,600.00 | $19,500.00 |
| **Rent** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Reservation Fees** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $8,923.18 |
| **Signage** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $75,000.00 | $75,000.00 | $68,000.00 |
| **Social Media** | | | | | $0.00 | $0.00 | $20,000.00 | $0.00 | $28,000.00 | $0.00 | $13,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $77,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $138,000.00 | $184,144.28 |
| **Supplies** | | | | | $0.00 | $3,600.00 | $0.00 | $0.00 | $0.00 | $0.00 | $95.00 | $0.00 | $0.00 | $0.00 | $0.00 | $12,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $15,695.00 | $1,092.66 |
| **Tradeshows** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $150.00 |
| **Travel** | | | | | $9,000.00 | $0.00 | $5,000.00 | $0.00 | $5,000.00 | $0.00 | $1,400.00 | $0.00 | $0.00 | $0.00 | $0.00 | $20,600.00 | $0.00 | $8,000.00 | $0.00 | $0.00 | $49,000.00 | $72,694.24 |
| **Unapplied Cash Bill Payment Expense** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| **Vacation Guide** | | | | | $0.00 | $0.00 | $25,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $25,000.00 | $0.00 |
| **Visitor Centers** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,000.00 | $50,000.00 |
| **Web Design and Development** | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $115,012.60 | $0.00 | $0.00 | $0.00 | $0.00 | $115,012.60 | $93,000.00 |
| **Maintenance and Repairs** | | | | | $0.00 | $1,800.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,800.00 | $1,500.00 |
| **Web Servers & Domains** | | | | | $0.00 | $905.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $275.00 | $0.00 | $0.00 | $0.00 | $0.00 | $1,180.00 | $1,350.00 |
| **Total Expenses** | | | | | **$35,590.00** | **$512,579.68** | **$606,175.00** | **$69,350.00** | **$83,000.00** | **$0.00** | **$32,285.00** | **$0.00** | **$0.00** | **$53,000.00** | **$0.00** | **$524,737.60** | **$0.00** | **$78,000.00** | **$0.00** | **$95,000.00** | $2,089,717.28 | $2,153,013.60 |
| **Net Operating Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | **($35,590.00)** | **($512,579.68)** | **($606,175.00)** | **($69,350.00)** | **($83,000.00)** | **$0.00** | **($32,285.00)** | **$0.00** | **$0.00** | **($53,000.00)** | **$0.00** | **($524,737.60)** | **$0.00** | **($78,000.00)** | **$0.00** | **($95,000.00)** | $ 265,282.72 | |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | 0.00 | | $0.00 | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | |
| **Total Other Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | $ 0.00 | |
| **Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | $ 0.00 | |
| **Net Income** | **$ 2,070,000.00** | **$ 285,000.00** | **$ 0.00** | **$ 0.00** | **($35,590.00)** | **($512,579.68)** | **($606,175.00)** | **($69,350.00)** | **($83,000.00)** | **$0.00** | **($32,285.00)** | **$0.00** | **$0.00** | **($53,000.00)** | **$0.00** | **($524,737.60)** | **$0.00** | **($78,000.00)** | **$0.00** | **($95,000.00)** | $ 265,282.72 | |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | $160,000.00 | | | | | | | | | | | | | | | | | | | $332,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | |
| **Total Income** | **$ 172,500.00** | **$ 160,000.00** | **$ 0.00** | **$ 0.00** | | | | | | | | | | | | | | | | | **$ 332,500.00** |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | $1,000.00 | | | | | | | $1,000.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | 38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $2,100.00 | $33,103.90 | | | | | | | | | | | | | | | $35,203.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | $6,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | | | | | | $25,000.00 |
| **Dues/ Memberships** | | | | | | $600.00 | | | | | | | | | | | | | | | $600.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $2,500.00 | | | | | | | | | | | | | $2,500.00 |
| **Fulfillment** | | | | | | | $150.00 | | | | | | | | | | | | | | $150.00 |
| **Insurance** | | | | | | $1,500.00 | | | | | | | | | | | | | | | $1,500.00 |
| **Market Research** | | | | | | | | | | | | | | | | $25,000.00 | | | | | $25,000.00 |
| **Meals and Entertainment** | | | | | $335.00 | $300.00 | | | | | | | | | | | | | | | $635.00 |
| **Media Planning** | | | | | | | $2,500.00 | | | | | | | | | | | | | | $2,500.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | $5,000.00 | $2,000.00 | $15,000.00 | $25,000.00 | | | | | | | | | | | | $47,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Professional Development** | | | | | | $1,925.00 | | | | | | | | | | | | | | | $1,925.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | | | $28,000.00 | | | | | | | $5,000.00 | | | | | $33,000.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | | | $1,500.00 | | | $1,500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | $25,000.00 | | | | | | | $25,000.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $25,012.60 | | | | | $25,012.60 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Expenses** | | | | | **$2,435.00** | **$49,301.64** | **$29,650.00** | **$17,500.00** | **$53,000.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$26,000.00** | **$0.00** | **$55,012.60** | **$0.00** | **$1,500.00** | | **$0.00** | $234,399.24 |
| **Net Operating Income** | **$ 172,500.00** | **$ 160,000.00** | **$ 0.00** | **$ 0.00** | **($2,435.00)** | **($49,301.64)** | **($29,650.00)** | **($17,500.00)** | **($53,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($26,000.00)** | **$0.00** | **($55,012.60)** | **$0.00** | **($1,500.00)** | | **$0.00** | $98,100.76 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | 0.00 | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $0.00 | $0.00 |
| **Total Other Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $ 0.00 |
| **Income** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$ 0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $ 0.00 |
| **Net Income** | **$ 172,500.00** | **$ 160,000.00** | **$ 0.00** | **$ 0.00** | **($2,435.00)** | **($49,301.64)** | **($29,650.00)** | **($17,500.00)** | **($53,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($26,000.00)** | **$0.00** | **($55,012.60)** | **$0.00** | **($1,500.00)** | | **$0.00** | $98,100.76 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | **$172,500.00** |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | **$172,500.00** |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | $1,000.00 | | | | | | | **$1,000.00** |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | **$12.00** |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Contract Labor** | | | | | $2,100.00 | $33,103.90 | | | | | | | | | | | | | | | **$35,203.90** |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | **$6,114.74** |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | $1,500.00 | | | | | **$26,500.00** |
| **Dues/ Memberships** | | | | | | $200.00 | | | | | | | | | | | | | | | **$200.00** |
| **Events** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **FAMS** | | | | | | | | $2,400.00 | | | | | | | | | | | | | **$2,400.00** |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | **$250.00** |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Meals and Entertainment** | | | | | | $300.00 | | | | | | | | | | | | | | | **$300.00** |
| **Media Planning** | | | | | | | $4,000.00 | | | | | | | | | $2,000.00 | | | | | **$6,000.00** |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | **$296.00** |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | $10,000.00 | | | | | | | $3,550.00 | | | | | **$15,550.00** |
| **Postage** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Print Media** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | **$50.00** |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Rent** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Signage** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Social Media** | | | | | | | | | | | | | | | | $1,500.00 | | | | | **$1,500.00** |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | $12,000.00 | | | | | **$12,300.00** |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Travel** | | | | | | | | | | | | | | | | | | $1,500.00 | | | **$1,500.00** |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Vacation Guide** | | | | | | | $25,000.00 | | | | | | | | | | | | | | **$25,000.00** |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | **$0.00** |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | **$15,000.00** |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | **$150.00** |
| **Web Servers & Domains** | | | | | | $30.00 | | | | | | | | | | | | | | | **$30.00** |
| **Total Expenses** | **$38,805.19** | **$0.00** | **$0.00** | **$0.00** | **$2,100.00** | **$40,556.64** | **$56,250.00** | **$2,400.00** | **$10,000.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$1,000.00** | **$0.00** | **$35,550.00** | **$0.00** | **$1,500.00** | | **$0.00** | **$149,356.64** |
| **Net Operating Income** | **$133,694.81** | **$0.00** | **$0.00** | **$0.00** | **($2,100.00)** | **($40,556.64)** | **($56,250.00)** | **($2,400.00)** | **($10,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($1,000.00)** | **$0.00** | **($35,550.00)** | **$0.00** | **($1,500.00)** | | **$0.00** | **($15,661.83)** |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | $0.00 | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $0.00 | **$0.00** |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | **$0.00** |
| **Net Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | **$0.00** |
| **Net Income** | **$133,694.81** | **$0.00** | **$0.00** | **$0.00** | **($2,100.00)** | **($40,556.64)** | **($56,250.00)** | **($2,400.00)** | **($10,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($1,000.00)** | **$0.00** | **($35,550.00)** | **$0.00** | **($1,500.00)** | | **$0.00** | **($15,661.83)** |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | $100,000.00 | | | | | | | | | | | | | | | | | | | $272,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$100,000.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $272,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | $1,000.00 | | | | | | | $1,000.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | | $33,103.90 | | | | | | | | | | | | | | | $33,103.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | $6,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | $30,000.00 | | | | | $55,000.00 |
| **Dues/ Memberships** | | | | | | $650.00 | | | | | | | | | | | | | | | $650.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $2,900.00 | | | | | | | | | | | | | $2,900.00 |
| **Fulfillment** | | | | | | | $200.00 | | | | | | | | | | | | | | $200.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Media Planning** | | | | | | | $4,000.00 | | | | | | | | | | | | | | $4,000.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | $15,000.00 | | | | | | | $10,000.00 | | | | | $27,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | $17,500.00 | | | | | $17,500.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | $1,500.00 | | | | | $1,500.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | $1,500.00 | | | | | | | | | $7,000.00 | | | | | $8,500.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | $5,000.00 | | | | | | | $1,100.00 | | $500.00 | | | $6,600.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | $25,000.00 | | | | | | | $25,000.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | $15,000.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $20.00 | | | | | | | | | | | | | | | $20.00 |
| **Total Expenses** | **$38,805.19** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$40,996.64** | **$32,700.00** | **$2,900.00** | **$20,000.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$26,000.00** | **$0.00** | **$82,100.00** | **$0.00** | **$500.00** | | **$0.00** | $205,196.64 |
| **Net Operating Income** | **$133,694.81** | **$100,000.00** | **$0.00** | **$0.00** | **$0.00** | **($40,996.64)** | **($32,700.00)** | **($2,900.00)** | **($20,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($26,000.00)** | **$0.00** | **($82,100.00)** | **$0.00** | **($500.00)** | | **$0.00** | $28,498.17 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | $0.00 | $0.00 | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $0.00 | $0.00 | $0.00 | $0.00 | | $0.00 | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$133,694.81** | **$100,000.00** | **$0.00** | **$0.00** | **$0.00** | **($40,996.64)** | **($32,700.00)** | **($2,900.00)** | **($20,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($26,000.00)** | **$0.00** | **($82,100.00)** | **$0.00** | **($500.00)** | | **$0.00** | $28,498.17 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $2,100.00 | $33,103.90 | | | | | | | | | | | | | | | $35,203.90 |
| **Contract Services** | | | | | | $3,354.74 | | | | | | | | | | | | | | | $3,354.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | $2,500.00 | | | | | $25,000.00 | | | | | $52,500.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $1,300.00 | | | | | | | | | | | | | $1,300.00 |
| **Fulfillment** | | | | | | | $375.00 | | | | | | | | | | | | | | $375.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | $85.00 | $300.00 | | | | | | | | | | | | | | | $385.00 |
| **Media Planning** | | | | | | | $6,000.00 | | | | | | | | | | | | | | $6,000.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | $1,500.00 | | | | | | | | $7,500.00 | | | | | $11,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | $4,500.00 | | | | | $4,500.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | $25,000.00 | $25,000.00 |
| **Social Media** | | | | | | | $2,700.00 | | | | $2,500.00 | | | | | $7,000.00 | | | | | $12,200.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | | | $500.00 | | | $500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | $15,000.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $450.00 | | | | | | | | | | | | | | | $450.00 |
| **Total Expenses** | **$38,805.19** | **$0.00** | **$0.00** | **$0.00** | **$2,185.00** | **$38,316.64** | **$36,075.00** | **$2,800.00** | **$0.00** | **$0.00** | **$5,000.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$59,000.00** | **$0.00** | **$500.00** | | **$25,000.00** | $168,876.64 |
| **Net Operating Income** | **$133,694.81** | **$0.00** | **$0.00** | **$0.00** | **($2,185.00)** | **($38,316.64)** | **($36,075.00)** | **($2,800.00)** | **$0.00** | **$0.00** | **($5,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($59,000.00)** | **$0.00** | **($500.00)** | | **($25,000.00)** | ($35,181.83) |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | $0.00 | $0.00 | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $0.00 | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$9.78** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $9.78 |
| **Net Other Income** | **$0.00** | **$0.00** | **$9.78** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $9.78 |
| **Net Income** | **$133,694.81** | **$0.00** | **$9.78** | **$0.00** | **($2,185.00)** | **($38,316.64)** | **($36,075.00)** | **($2,800.00)** | **$0.00** | **$0.00** | **($5,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($59,000.00)** | **$0.00** | **($500.00)** | | **($25,000.00)** | ($35,172.05) |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | $25,000.00 | | | | | | | | | | | | | | | | | | | $197,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$25,000.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $197,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | | $33,103.90 | | | | | | | | | | | | | | | $33,103.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | $6,114.74 |
| **COOP Programs** | | | | | | | $50,000.00 | | | | | | | | | | | | | | $50,000.00 |
| **Digital Media** | | | | | | | $20,000.00 | | | | $7,500.00 | | | | | $25,000.00 | | | | | $52,500.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $4,650.00 | | | | | | | | | | | | | $4,650.00 |
| **Fulfillment** | | | | | | | $300.00 | | | | | | | | | | | | | | $300.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Media Planning** | | | | | | | $3,500.00 | | | | | | | | | | | | | | $3,500.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | $7,000.00 | | | | | $7,000.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | $1,000.00 | | | | | | | | | | | | | $3,000.00 |
| **Postage** | | | | | | | | | | | $15.00 | | | | | | | | | | $15.00 |
| **Print Media** | | | | | | | | | | | $400.00 | | | | | $800.00 | | | | | $1,200.00 |
| **Professional Development** | | | | | | $1,925.00 | | | | | | | | | | | | | | | $1,925.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | $10,000.00 | | | | | $10,000.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | $25,000.00 | $25,000.00 |
| **Social Media** | | | | | | | $3,700.00 | | | | $2,500.00 | | | | | $15,000.00 | | | | | $21,200.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | $2,000.00 | | $500.00 | | | $2,500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | $15,000.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $85.00 | | | | | | | | | | | | | | | $85.00 |
| **Total Expenses** | **$38,805.19** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$42,586.64** | **$79,500.00** | **$5,650.00** | **$0.00** | **$0.00** | **$10,415.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$74,800.00** | **$0.00** | **$500.00** | | **$25,000.00** | $238,451.64 |
| **Net Operating Income** | **$133,694.81** | **$25,000.00** | **$0.00** | **$0.00** | **$0.00** | **($42,586.64)** | **($79,500.00)** | **($5,650.00)** | **$0.00** | **$0.00** | **($10,415.00)** | **$0.00** | **$0.00** | **$0.00** | | **($74,800.00)** | | **($500.00)** | | | ($54,756.83) |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Interest Income** | **$0.00** | **$0.00** | | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$133,694.81** | **$25,000.00** | **$0.00** | **$0.00** | **$0.00** | **($42,586.64)** | **($79,500.00)** | **($5,650.00)** | **$0.00** | **$0.00** | **($10,415.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($74,800.00)** | **$0.00** | **($500.00)** | | **$0.00** | **($54,756.83)** |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $4,200.00 | $33,103.90 | | | | | | | | | | | | | | | $37,303.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | $6,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $20,000.00 | | | | $750.00 | | | | | $25,000.00 | | | | | $45,750.00 |
| **Dues/ Memberships** | | | | | | $165.00 | | | | | | | | | | | | | | | $165.00 |
| **Events** | | | | | | | | | | | $1,250.00 | | | | | | | | | | $1,250.00 |
| **FAMS** | | | | | | | | $3,800.00 | | | | | | | | | | | | | $3,800.00 |
| **Fulfillment** | | | | | | | $400.00 | | | | | | | | | | | | | | $400.00 |
| **Insurance** | | | | | $1,200.00 | | | | | | | | | | | | | | | | $1,200.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | $600.00 | $300.00 | | | | | | | | | | | | | | | $900.00 |
| **Media Planning** | | | | | | | $3,500.00 | | | | $1,250.00 | | | | | | | | | | $4,750.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | | | $1,000.00 | | | | | $35,000.00 | | | | | $38,000.00 |
| **Postage** | | | | | | | | | | | $825.00 | | | | | | | | | | $825.00 |
| **Print Media** | | | | | | | | | | | | | | | | $800.00 | | | | | $800.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | $25,000.00 | $25,000.00 |
| **Social Media** | | | | | | | $3,700.00 | | | | $4,000.00 | | | | | $15,000.00 | | | | | $22,700.00 |
| **Supplies** | | | | | | $300.00 | | | | | $95.00 | | | | | | | | | | $395.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | $1,400.00 | | | | | $2,500.00 | | $500.00 | | | $4,400.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | $15,000.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $20.00 | | | | | | | | | | | | | | | $20.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$6,000.00** | **$40,511.64** | **$29,600.00** | **$3,800.00** | **$0.00** | **$0.00** | **$10,570.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$93,300.00** | **$0.00** | **$500.00** | | **$25,000.00** | $209,281.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($6,000.00)** | **($40,511.64)** | **($29,600.00)** | **($3,800.00)** | **$0.00** | **$0.00** | **($10,570.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($93,300.00)** | **$0.00** | **($500.00)** | | **($25,000.00)** | ($36,781.64) |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | | | | | | | | | | | | | | | $0.00 | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($6,000.00)** | **($40,511.64)** | **($29,600.00)** | **($3,800.00)** | **$0.00** | **$0.00** | **($10,570.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($93,300.00)** | **$0.00** | **($500.00)** | | **($25,000.00)** | ($36,781.64) |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $2,100.00 | $33,103.90 | | | | | | | | | | | | | | | $35,203.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | | | | $6,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | $20,000.00 | $20,000.00 |
| **Digital Media** | | | | | | | $20,000.00 | | | | | | | | | $10,000.00 | | | | | $30,000.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $2,300.00 | | | | | | | | | | | | | $2,300.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | $85.00 | $300.00 | | | | | | | | | | | | | | | $385.00 |
| **Media Planning** | | | | | | | $3,500.00 | | | | | | | | | | | | | | $3,500.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $14,000.00 | | | | $1,000.00 | | | | | $20,000.00 | | | | | $35,000.00 |
| **Postage** | | | | | | | | | | | $200.00 | | | | | | | | | | $200.00 |
| **Print Media** | | | | | | | | | | | | | | | | $800.00 | | | | | $800.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | $1,100.00 | | | | | | | | | | $1,100.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | $2,200.00 | | | | $4,000.00 | | | | | $10,000.00 | | | | | $16,200.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | $2,500.00 | | $500.00 | | | $3,000.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | $15,000.00 | | | | | $15,000.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $100.00 | | | | | | | | | | $275.00 | | | | | $375.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$2,185.00** | **$40,726.64** | **$39,950.00** | **$2,300.00** | **$0.00** | **$0.00** | **$6,300.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$58,575.00** | **$0.00** | **$500.00** | | **$20,000.00** | $170,536.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($2,185.00)** | **($40,726.64)** | **($39,950.00)** | **($2,300.00)** | **$0.00** | **$0.00** | **($6,300.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($58,575.00)** | **$0.00** | **($500.00)** | | **($20,000.00)** | $1,963.36 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | | | | | | | | | | | | | | | $0.00 | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($2,185.00)** | **($40,726.64)** | **($39,950.00)** | **($2,300.00)** | **$0.00** | **$0.00** | **($6,300.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($58,575.00)** | **$0.00** | **($500.00)** | | **($20,000.00)** | $22,463.36 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $4,200.00 | $33,103.90 | | | | | | | | | | | | | | | $37,303.90 |
| **Contract Services** | | | | | | $17,114.74 | | | | | | | | | | | | | | | $17,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $20,000.00 | | | | | | | | | $10,000.00 | | | | | $30,000.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $5,500.00 | | | | | | | | | | | | | $5,500.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | $1,500.00 | | | | | | | | | | | | | | | $1,500.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Media Planning** | | | | | | | $3,500.00 | | | | | | | | | | | | | | $3,500.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $4,000.00 | | | | | | | | | | | | | | $4,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | $800.00 | | | | | $800.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | $2,700.00 | | | | | | | | | $9,000.00 | | | | | $11,700.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | $9,000.00 | | | | | | | | | | | $2,500.00 | | $500.00 | | | $12,000.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$13,200.00** | **$53,126.64** | **$30,450.00** | **$5,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$22,300.00** | **$0.00** | **$500.00** | | **$0.00** | $125,076.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($13,200.00)** | **($53,126.64)** | **($30,450.00)** | **($5,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($22,300.00)** | **$0.00** | **($500.00)** | | **$0.00** | $47,423.36 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($13,200.00)** | **($53,126.64)** | **($30,450.00)** | **($5,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($22,300.00)** | **$0.00** | **($500.00)** | | **$0.00** | $47,423.36 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $4,200.00 | $33,103.90 | | | | | | | | | | | | | | | $37,303.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | $10,000.00 | | | $16,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | $10,000.00 | | | | | $35,000.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $3,000.00 | | | | | | | | | | | | | $3,000.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | $600.00 | $300.00 | | | | | | | | | | | | | | | $900.00 |
| **Media Planning** | | | | | | | $3,500.00 | | | | | | | | | | | | | | $3,500.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | | | | | | | | | | | | | $2,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | $800.00 | | | | | $800.00 |
| **Professional Development** | | | | | | $1,925.00 | | | | | | | | | | | | | | | $1,925.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | $2,700.00 | | | | | | | | | $6,000.00 | | | | | $8,700.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | $5,000.00 | | | | | | | | | $5,000.00 | | $500.00 | | | $10,500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | $200.00 | | | | | | | | | | | | | | | $200.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$4,800.00** | **$42,701.64** | **$38,450.00** | **$3,000.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$21,800.00** | **$0.00** | **$10,500.00** | | **$0.00** | $121,251.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($4,800.00)** | **($42,701.64)** | **($38,450.00)** | **($3,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($21,800.00)** | **$0.00** | **($10,500.00)** | | **$0.00** | $51,248.36 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($4,800.00)** | **($42,701.64)** | **($38,450.00)** | **($3,000.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($21,800.00)** | **$0.00** | **($10,500.00)** | | **$0.00** | $51,248.36 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income Uncategorized** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | $2,100.00 | $33,103.90 | | | | | | | | | | | | | | | $35,203.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | $20,000.00 | | | $26,114.74 |
| **COOP Programs** | | | | | | | $40,000.00 | | | | | | | | | | | | | | $40,000.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | | | | | | $25,000.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $2,500.00 | | | | | | | | | | | | | $2,500.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | $98,000.00 | | | | | | | | | | | | | | $98,000.00 |
| **Meals and Entertainment** | | | | | $85.00 | $300.00 | | | | | | | | | | | | | | | $385.00 |
| **Media Planning** | | | | | | | $5,000.00 | | | | | | | | | | | | | | $5,000.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | | | | | | | | | | | | | $2,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | $800.00 | | | | | $800.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | $800.00 | | | | | | | | | $1,500.00 | | | | | $2,300.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | $5,000.00 | | $500.00 | | | $5,500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$2,185.00** | **$40,626.64** | **$171,050.00** | **$2,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$7,300.00** | **$0.00** | **$20,500.00** | | **$0.00** | $244,161.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($2,185.00)** | **($40,626.64)** | **($171,050.00)** | **($2,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($7,300.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | ($71,661.64) |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | | | | | | | | | | | | | | | $0.00 | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($2,185.00)** | **($40,626.64)** | **($171,050.00)** | **($2,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($7,300.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | ($71,661.64) |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **BANK SERVICE CHARGE** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/ Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | | $33,103.90 | | | | | | | | | | | | | | | $33,103.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | $20,000.00 | | | $26,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | $12,500.00 | | | | | $37,500.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $3,500.00 | | | | | | | | | | | | | $3,500.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Meals and Entertainment** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Media Planning** | | | | | | | $4,000.00 | | | | | | | | | | | | | | $4,000.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | | | | | | | | | | | | | $2,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Professional Development** | | | | | | $1,925.00 | | | | | | | | | | | | | | | $1,925.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | | | $500.00 | | | $500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$42,501.64** | **$31,250.00** | **$3,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$12,500.00** | **$0.00** | **$20,500.00** | | **$0.00** | $110,251.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($42,501.64)** | **($31,250.00)** | **($3,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($12,500.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | $62,248.36 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Interest Income** | | | | | | | | | | | | | | | $0.00 | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($42,501.64)** | **($31,250.00)** | **($3,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($12,500.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | $62,248.36 |

| | Local Marketing District | Public/ Restricted | Unrestricted | Not Specified | Board of Directors | Administration | Marketing | Public Relations | DEN | DFW | IAH | Blue Mesa | Central Reservations | Customer Experience | Gunnison Getaway | Mountain Biking | Nordic | Economic Development | Western | STOR | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | $172,500.00 | | | | | | | | | | | | | | | | | | | | $172,500.00 |
| **Uncategorized Income** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | | | | | | | | | | | | | | | | | $172,500.00 |
| **Expenses** | | | | | | | | | | | | | | | | | | | | | |
| **Airport Guest Recovery** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Bank Service Charge** | | | | | | $12.00 | | | | | | | | | | | | | | | $12.00 |
| **Broadcast Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Buydown** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Computer/ Office Equipment** | $38,805.19 | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Contract Labor** | | | | | | $33,103.90 | | | | | | | | | | | | | | | $33,103.90 |
| **Contract Services** | | | | | | $6,114.74 | | | | | | | | | | | | $20,000.00 | | | $26,114.74 |
| **COOP Programs** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Digital Media** | | | | | | | $25,000.00 | | | | | | | | | $2,500.00 | | | | | $27,500.00 |
| **Dues/ Memberships** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Events** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **FAMS** | | | | | | | | $2,500.00 | | | | | | | | | | | | | $2,500.00 |
| **Fulfillment** | | | | | | | $250.00 | | | | | | | | | | | | | | $250.00 |
| **Insurance** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Market Research** | | | | | | | | $15,000.00 | | | | | | | | | | | | | $15,000.00 |
| **Meals and Entertainment** | | | | | $500.00 | $300.00 | | | | | | | | | | | | | | | $800.00 |
| **Media Planning** | | | | | | | $4,000.00 | | | | | | | | | | | | | | $4,000.00 |
| **Out of Home Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Phone/Fax/ Internet** | | | | | | $296.00 | | | | | | | | | | | | | | | $296.00 |
| **Photo/Video/ Creative Production** | | | | | | | $2,000.00 | | | | | | | | | | | | | | $2,000.00 |
| **Postage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Print Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Professional Development** | | | | | | $50.00 | | | | | | | | | | | | | | | $50.00 |
| **Promotional Items** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Rent** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Reservation Fees** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Signage** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Social Media** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Supplies** | | | | | | $300.00 | | | | | | | | | | | | | | | $300.00 |
| **Tradeshows** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Travel** | | | | | | | | | | | | | | | | | | $500.00 | | | $500.00 |
| **Unapplied Cash Bill Payment Expense** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Vacation Guide** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Visitor Centers** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Web Design and Development** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Maintenance and Repairs** | | | | | | $150.00 | | | | | | | | | | | | | | | $150.00 |
| **Web Servers & Domains** | | | | | | | | | | | | | | | | | | | | | $0.00 |
| **Total Expenses** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$500.00** | **$40,626.64** | **$31,250.00** | **$17,500.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$2,500.00** | **$0.00** | **$20,500.00** | | **$0.00** | $112,876.64 |
| **Net Operating Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($500.00)** | **($40,626.64)** | **($31,250.00)** | **($17,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($2,500.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | $59,623.36 |
| **Other Income** | | | | | | | | | | | | | | | | | | | | | |
| **Income** | | | | | | | | | | | | | | | $0.00 | | | | | | $0.00 |
| **Total Other Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Income** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | | **$0.00** | $0.00 |
| **Net Income** | **$172,500.00** | **$0.00** | **$0.00** | **$0.00** | **($500.00)** | **($40,626.64)** | **($31,250.00)** | **($17,500.00)** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **$0.00** | **($2,500.00)** | **$0.00** | **($20,500.00)** | | **$0.00** | $59,623.36 |