AGENDA ITEM or FINAL CONTRACT REVIEW SUBMITTAL FORM

Agenda Item: TAPP Semi Annual Update; NOV 2019

Action Requested: Discussion

Parties to the Agreement:

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

Summary:

TAPP (formerly Tourism Association) semi annual update

Fiscal Impact:

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

Finance Review: (●) Required ( ) Not Required

Comments:

The 2019 contract was $2,110,000 plus $50,000 from the economic development line item approved for ICE Lab oversight costs. This contract request is a 3% increase for a total of $2,173,300. Current year collections have been under 2018 totals for the months of March, May, June, and July. If remaining months are the same as 2018, we will end the year 0.2% over 2018. If that trend continues into 2020, we would be contracting almost 100% of the total year revenues. ln

Reviewed by: GUNCOUNTY1\lNienhueser Discharge Date: 10/4/2019

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

Comments:

ok db 10/4/19

Reveiwed by: Discharge Date: 10/4/2019 Certificate of Insurance Required Yes ( ) No (●)

County Manager Review:

Comments:

Reveiwed by: GUNCOUNTY1\mbirnie Discharge Date: 10/4/2019

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

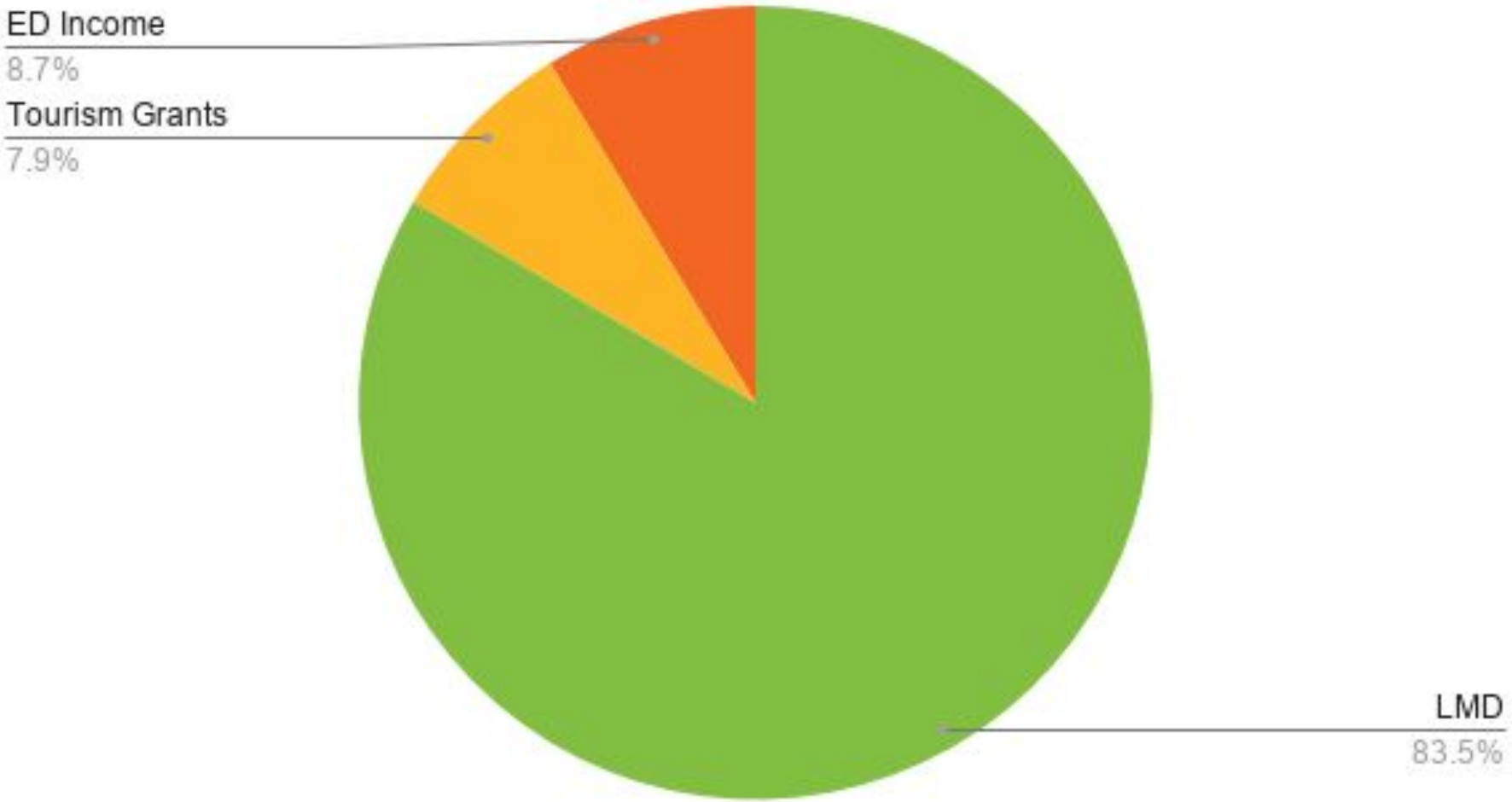
Agenda Date: 11/12/2019

Revised April 2015

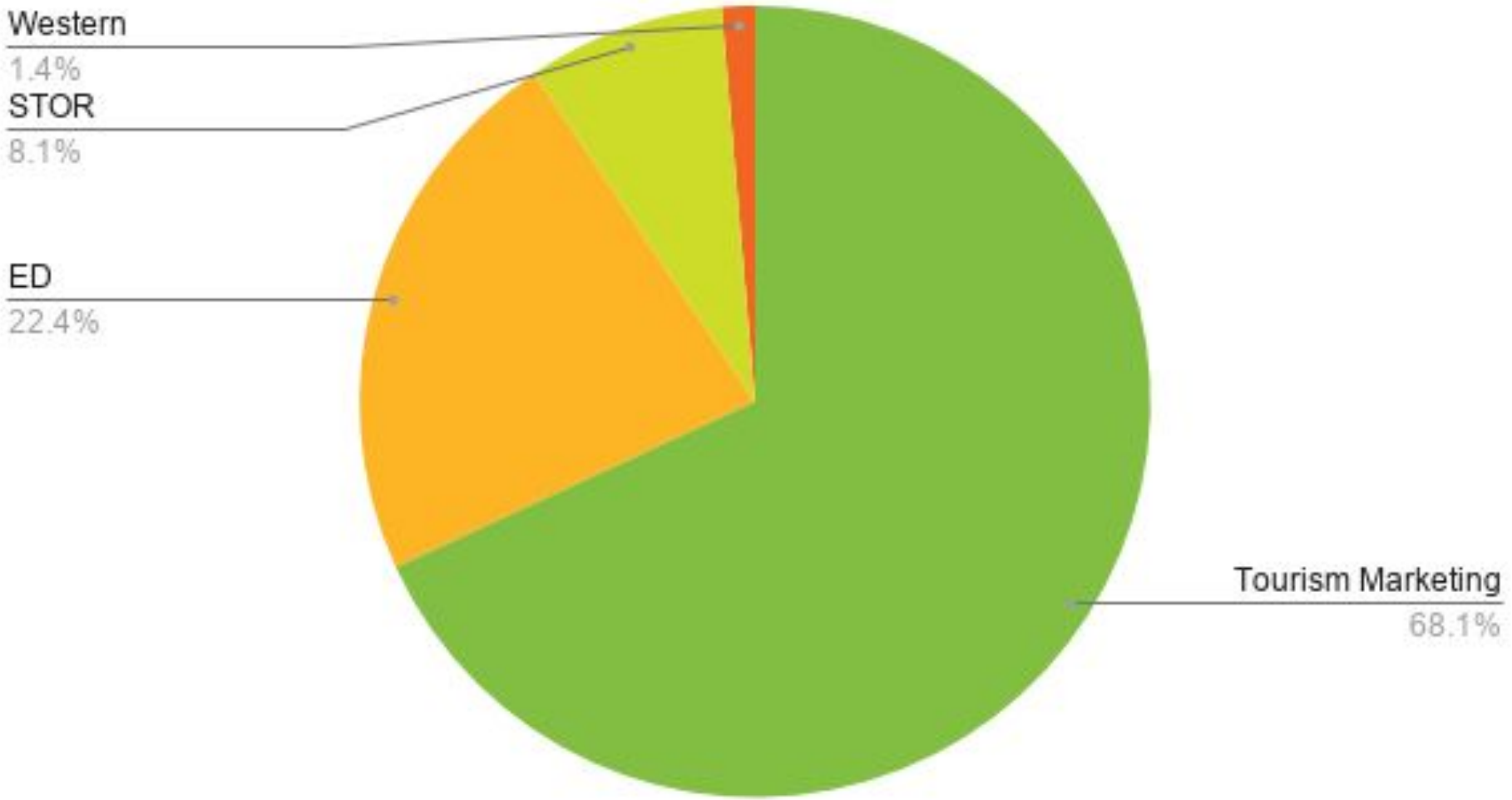
Tourism and Prosperity Partnership

Local Marketing District Annual Budget Approval
Budget Support Charts

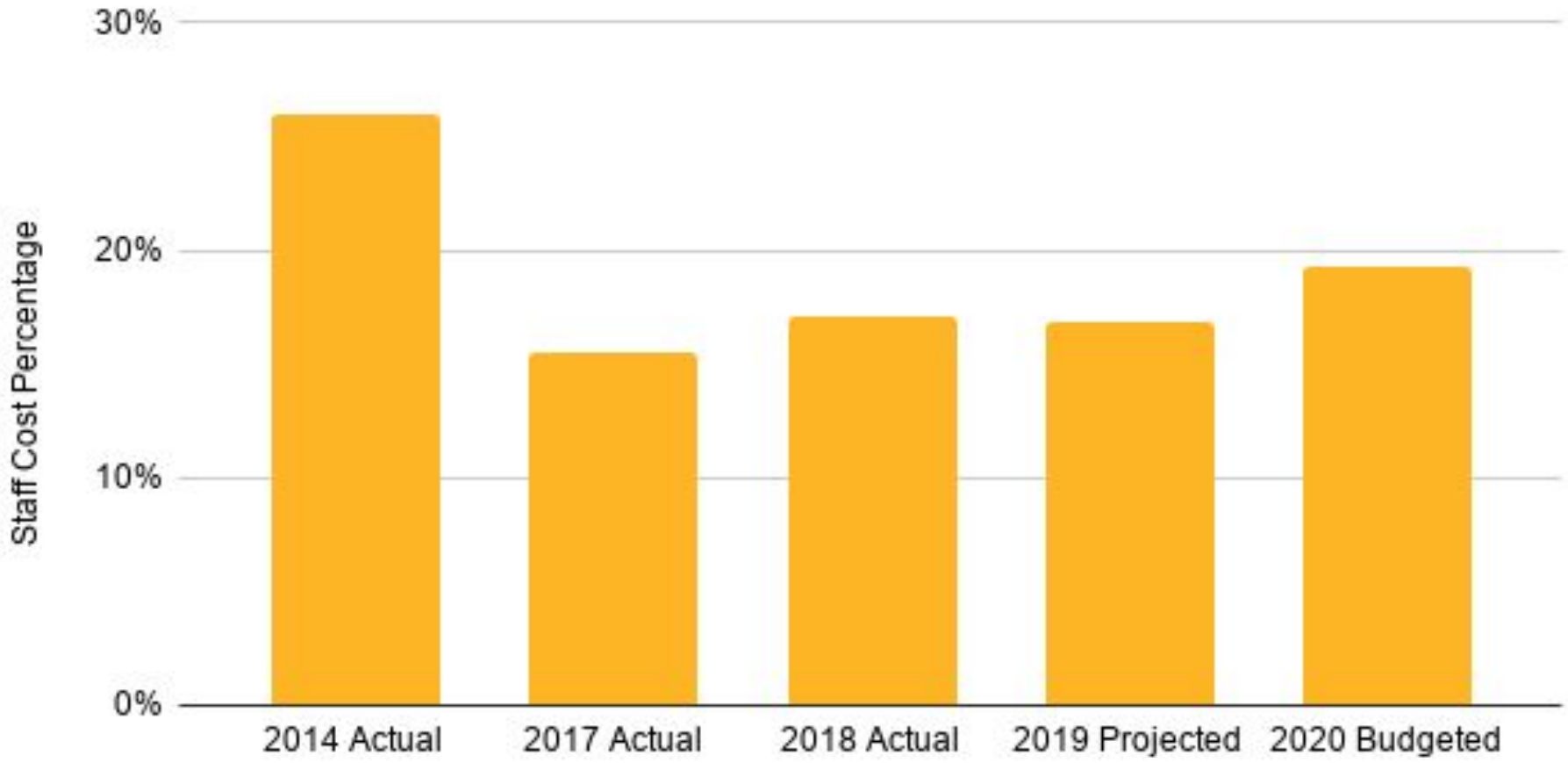
Income: $2,604,101.96



Expenses: $2,577,735.77



Percentage of Staff Cost to Total Expenditures (Tourism Spending Only)



	January	February	March	April	May	June	July	August	September	October	November	December	Totals	Trails
Income	$349,108.33	$276,608.33	$201,108.33	$248,108.33	$231,108.33	$185,794.33	$228,794.33	$233,794.33	$184,794.33	$183,794.33	$138,794.33	$139,794.33	$2,601,601.96	
Expense	$289,199.85	$232,891.72	$188,028.22	$259,467.22	$260,643.22	$238,684.22	$246,995.22	$178,024.22	$156,935.22	$273,075.22	$119,826.22	$133,965.22	$2,577,735.77	
Other Income	$0.00	$0.00	$0.00	$20.56	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$20.56	
Net	$59,908.48	$43,716.61	$13,080.11	($11,338.33)	($29,534.89)	($52,889.89)	($18,200.89)	$55,770.11	$27,859.11	($89,280.89)	$18,968.11	$5,829.11	$23,886.75	
													$33,886.75	
Starting Balance	$10,000.00													
Transfer from Contingency														
Available Cash	$69,908.48	$113,625.09	$126,705.20	$115,366.87	$85,831.98	$32,942.09	$14,741.20	$70,511.31	$98,370.42	$9,089.53	$28,057.64	$33,886.75		
Transfer to Contingency														
Contingency	$50,000.00	$50,000.00	$50,000.00	$50,000.00	$50,000.00	$50,000.00	$50,000.00	$50,000.00	$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	$219,908.48	$263,625.09	$276,705.20	$265,366.87	$235,831.98	$182,942.09	$164,741.20	$220,511.31	$248,370.42	$159,089.53	$178,057.64	$183,886.75		

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	CHECK COLUMN
Income																						
Income	$2,173,299.96	$205,000.00	$0.00	$225,802.00	$0.00																$2,604,101.96	$2,604,101.96
Uncategorized Income																					$0.00	
Total Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**																**$2,604,101.96**	
Expenses																						
Airport Guest Recovery						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$2,577,735.77
Bank Service Charge						$0.00	$144.57	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$144.57	
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	
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	
Computer/Office Equipment						$0.00	$0.00	$0.00	$0.00	$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						$18,000.00	$411,430.68	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$201,000.00	$0.00	$0.00	$0.00	$630,430.68	
Contract Services						$0.00	$74,859.96	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,500.00	$0.00	$77,501.00	$20,000.00	$0.00	$0.00	$173,860.96	
COOP Programs						$0.00	$0.00	$95,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$20,000.00	$0.00	$0.00	$0.00	$0.00	$20,000.00	$135,000.00	
Digital Media						$0.00	$0.00	$200,000.00	$0.00	$0.00	$37,500.00	$84,500.00	$0.00	$0.00	$192,900.00	$0.00	$5,800.00	$25,000.00	$0.00	$0.00	$545,700.00	
Dues/ Memberships						$0.00	$4,915.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$83,530.00	$0.00	$0.00	$0.00	$88,445.00	
Events						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$7,100.00	$0.00	$30,000.00	$0.00	$37,100.00	
FAMS						$0.00	$0.00	$0.00	$32,500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,000.00	$0.00	$37,500.00	
Fulfillment						$0.00	$0.00	$3,334.92	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,334.92	
Insurance						$1,300.00	$2,250.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$750.00	$0.00	$0.00	$0.00	$4,300.00	
Market Research						$0.00	$120.99	$98,000.00	$15,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$113,120.99	
Meals and Entertainment						$3,140.57	$3,464.88	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$11,001.00	$0.00	$0.00	$26.97	$17,633.42	
Media Planning						$0.00	$0.00	$49,250.00	$0.00	$0.00	$2,000.00	$5,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$56,250.00	
Out of Home Media						$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	$0.00	$7,000.00	
Phone/Fax/ Internet						$0.00	$3,568.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,480.00	$0.00	$0.00	$0.00	$10,048.00	
Photo/Video/ Creative Production						$0.00	$55,000.00	$0.00	$8,000.00	$0.00	$12,000.00	$18,500.00	$0.00	$0.00	$114,700.00	$0.00	$23,000.00	$0.00	$0.00	$0.00	$231,200.00	
Postage						$0.00	$20.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$457.00	$0.00	$0.00	$0.00	$0.00	$0.00	$477.00	
Print Media						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$11,500.00	$0.00	$5,800.00	$0.00	$0.00	$0.00	$17,300.00	
Professional Development						$0.00	$6,075.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,075.00	
Promotional Items						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,057.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,057.00	
Rent						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$12,000.00	$0.00	$0.00	$0.00	$12,000.00	
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	
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	$40,000.00	$40,000.00	
Social Media						$0.00	$0.00	$2,400.00	$0.00	$0.00	$25,000.00	$39,500.00	$0.00	$0.00	$86,200.00	$0.00	$0.00	$0.00	$0.00	$0.00	$153,100.00	
Supplies						$0.00	$3,087.03	$150.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,000.00	$0.00	$1,200.00	$0.00	$0.00	$0.00	$5,437.03	
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	
Travel						$0.00	$416.84	$0.00	$2,200.00	$7,500.00	$0.00	$0.00	$0.00	$0.00	$15,000.00	$0.00	$8,496.00	$0.00	$0.00	$0.00	$33,612.84	
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	
Vacation Guide						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
Visitor Centers						$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	$11,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$141,320.00	$152,320.00	
Web Maintenance and Operations						$0.00	$1,837.50	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,837.50	
Web Servers & Domains						$0.00	$930.86	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$275.00	$0.00	$0.00	$0.00	$0.00	$6,745.00	$7,950.86	
Total Expenses						**$22,440.57**	**$568,121.31**	**$459,134.92**	**$57,700.00**	**$7,500.00**	**$76,500.00**	**$147,500.00**	**$0.00**	**$50,500.00**	**$456,589.00**	**$0.00**	**$443,658.00**	**$45,000.00**	**$35,000.00**	**$208,091.97**	$ 2,577,735.77	$26,366.19
Net Operating Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**	**($22,440.57)**	**($568,121.31)**	**($459,134.92)**	**($57,700.00)**	**($7,500.00)**	**($76,500.00)**	**($147,500.00)**	**$0.00**	**($50,500.00)**	**($456,589.00)**	**$0.00**	**($443,658.00)**	**($45,000.00)**	**($35,000.00)**	**($208,091.97)**	$26,366.19	
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	$0.00	
Total Other Income	**$ 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**	$ 0.00	$26,366.19
Net Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**	**($22,440.57)**	**($568,121.31)**	**($459,134.92)**	**($57,700.00)**	**($7,500.00)**	**($76,500.00)**	**($147,500.00)**	**$0.00**	**($50,500.00)**	**($456,589.00)**	**$0.00**	**($443,658.00)**	**($45,000.00)**	**($35,000.00)**	**($208,091.97)**	$26,366.19	

$ 1,204,923.92

488,658.00

19%

$ (262,856.00)

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	2019 ACCOUNT TOTALs (BUDGET)	
Income																							
Income	$2,173,299.96	$205,000.00	$0.00	$225,802.00	$0.00																$2,604,101.96		
Uncategorized Income																					$ 0.00		
Total Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**																**$2,604,101.96**	**$ 2,592,764.31**	**0.44%**
Expenses																							
Airport Guest Recovery						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$500.00	**0.00%**
Bank Service Charge						$0.00	$144.57	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$144.57	$144.57	**0.00%**
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		
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		
Computer/Office Equipment						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,575.41	**-100.00%**
Contract Labor						$18,000.00	$411,430.68	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$201,000.00	$0.00	$0.00	$0.00	$630,430.68	$545,991.22	**15.47%**
Contract Services						$0.00	$74,859.96	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,500.00	$0.00	$77,501.00	$20,000.00	$0.00	$0.00	$173,860.96	$138,583.36	**25.46%**
COOP Programs						$0.00	$0.00	$95,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$20,000.00	$0.00	$0.00	$0.00	$0.00	$20,000.00	$135,000.00	$140,000.00	**-3.57%**
Digital Media						$0.00	$0.00	$200,000.00	$0.00	$0.00	$37,500.00	$84,500.00	$0.00	$0.00	$192,900.00	$0.00	$5,800.00	$25,000.00	$0.00	$0.00	$545,700.00	$502,500.00	**8.60%**
Dues/ Memberships						$0.00	$4,915.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$83,530.00	$0.00	$0.00	$0.00	$88,445.00	$7,271.50	**1116.32%**
Events						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$7,100.00	$0.00	$30,000.00	$0.00	$37,100.00	$42,300.00	**-12.29%**
FAMS						$0.00	$0.00	$0.00	$32,500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,000.00	$0.00	$37,500.00	$34,079.24	**10.04%**
Fulfillment						$0.00	$0.00	$3,334.92	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,334.92	$3,334.92	**0.00%**
Insurance						$1,300.00	$2,250.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$750.00	$0.00	$0.00	$0.00	$4,300.00	$4,900.00	**-12.24%**
Market Research						$0.00	$120.99	$98,000.00	$15,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$113,120.99	$113,120.99	**0.00%**
Meals and Entertainment						$3,140.57	$3,464.88	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$11,001.00	$0.00	$0.00	$26.97	$17,633.42	$10,184.61	**73.14%**
Media Planning						$0.00	$0.00	$49,250.00	$0.00	$0.00	$2,000.00	$5,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$56,250.00	$58,902.86	**-4.50%**
Out of Home Media						$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	$0.00	$7,000.00	$7,000.00	**0.00%**
Phone/Fax/ Internet						$0.00	$3,568.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,480.00	$0.00	$0.00	$0.00	$10,048.00	$25,978.00	**-61.32%**
Photo/Video/ Creative Production						$0.00	$145,000.00	$0.00	$8,000.00	$0.00	$12,000.00	$18,500.00	$0.00	$0.00	$114,700.00	$0.00	$23,000.00	$0.00	$0.00	$0.00	$321,200.00	$258,675.00	**24.17%**
Postage						$0.00	$20.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$457.00	$0.00	$0.00	$0.00	$0.00	$0.00	$477.00	$1,067.00	**-55.30%**
Print Media						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$11,500.00	$0.00	$5,800.00	$0.00	$0.00	$0.00	$17,300.00	$19,099.00	**-9.42%**
Professional Development						$0.00	$6,075.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,075.00	$6,075.00	**0.00%**
Promotional Items						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,057.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,057.00	$13,057.00	**-53.61%**
Rent						$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$12,000.00	$0.00	$0.00	$0.00	$12,000.00	$14,000.00	**-14.29%**
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	$40,000.00	$40,000.00	$80,799.00	**-50.49%**
Social Media						$0.00	$0.00	$2,400.00	$0.00	$0.00	$25,000.00	$39,500.00	$0.00	$0.00	$86,200.00	$0.00	$0.00	$0.00	$0.00	$0.00	$153,100.00	$140,567.54	**8.92%**
Supplies						$0.00	$3,087.03	$150.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,000.00	$0.00	$1,200.00	$0.00	$0.00	$0.00	$5,437.03	$21,040.38	**-74.16%**
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	$4,500.00	**-100.00%**
Travel						$0.00	$416.84	$0.00	$2,200.00	$7,500.00	$0.00	$0.00	$0.00	$0.00	$15,000.00	$0.00	$8,496.00	$0.00	$0.00	$0.00	$33,612.84	$62,080.06	**-45.86%**
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	$0.00	$0.00	$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	**-100.00%**
Visitor Centers						$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	**0.00%**
Web Design and Development						$0.00	$0.00	$11,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$141,320.00	$152,320.00	$329,936.10	**-53.83%**
Web Maintenance and Planning						$0.00	$1,837.50	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,837.50	$1,837.50	**0.00%**
Web Servers & Domains						$0.00	$930.86	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$275.00	$0.00	$0.00	$0.00	$0.00	$6,745.00	$7,950.86	$7,950.86	**0.00%**
Total Expenses						**$22,440.57**	**$658,121.31**	**$459,134.92**	**$57,700.00**	**$7,500.00**	**$76,500.00**	**$147,500.00**	**$0.00**	**$50,500.00**	**$456,589.00**	**$0.00**	**$443,658.00**	**$45,000.00**	**$35,000.00**	**$208,091.97**	$ 2,667,735.77	$2,676,051.12	**-0.31%**
Net Operating Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**	**($22,440.57)**	**($658,121.31)**	**($459,134.92)**	**($57,700.00)**	**($7,500.00)**	**($76,500.00)**	**($147,500.00)**	**$0.00**	**($50,500.00)**	**($456,589.00)**	**$0.00**	**($443,658.00)**	**($45,000.00)**	**($35,000.00)**	**($208,091.97)**	($63,633.81)		
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		
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**	$ 0.00		0.00
Net Income	**$ 2,173,299.96**	**$ 205,000.00**	**$ 0.00**	**$ 225,802.00**	**$ 0.00**	**($22,440.57)**	**($658,121.31)**	**($459,134.92)**	**($57,700.00)**	**($7,500.00)**	**($76,500.00)**	**($147,500.00)**	**$0.00**	**($50,500.00)**	**($456,589.00)**	**$0.00**	**($443,658.00)**	**($45,000.00)**	**($35,000.00)**	**($208,091.97)**	-$ 63,633.81		
2019 Class Totals (Budget)	$2,110,000.00	$233,118.11	$2,800.00	$246,846.20		($27,740.57)	($507,387.43)	($616,384.92)	($64,109.97)	($121,575.60)	$0.00	($46,035.00)	$0.00	($50,500.00)	($417,139.00)	$0.00	($365,671.56)	$0.00	($35,000.00)	($424,507.07)			
YOY Change	**3.00%**	**-12.06%**	**-100.00%**	**-8.53%**		**-19.11%**	**29.71%**	**-25.51%**	**-10.00%**	**-93.83%**		**220.41%**		**0.00%**	**9.46%**		**21.33%**		**0.00%**	**-50.98%**			

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	
Income																						
Income	$199,108.33	$150,000.00		$ 2,500.00																	$351,608.33	$351,608.33
Uncategorized Income																					$0.00	
Total Income	**$ 199,108.33**	**$ 150,000.00**	**$ 0.00**	**$ 2,500.00**	**$ 0.00**																**$ 349,108.33**	
Expenses																						
Airport Guest Recovery																					$0.00	$289,199.85
Bank Service Charge							$12.57														$12.57	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				$52,835.89	
Contract Services							$4,383.33								$500.00						$4,883.33	
COOP Programs								$5,000.00													$5,000.00	
Digital Media								$25,000.00			$30,000.00	$30,000.00			$7,900.00		$1,150.00				$94,050.00	
Dues/ Memberships							$700.00										$7,090.00				$7,790.00	
Events																	$310.00		$5,000.00		$5,310.00	
FAMS									$2,500.00												$2,500.00	
Fulfillment								$409.92													$409.92	
Insurance																					$0.00	
Market Research							$120.99														$120.99	
Meals and Entertainment						$70.57	$164.88										$125.00			$26.97	$387.42	
Media Planning								$4,000.00			$1,000.00	$1,000.00									$6,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$300.00										$540.00				$840.00	
Photo/Video/ Creative Production											$10,000.00	$10,000.00			$2,200.00						$22,200.00	
Postage															$7.00						$7.00	
Print Media																	$1,150.00				$1,150.00	
Professional Development																					$0.00	
Promotional Items															$16.00						$16.00	
Rent																					$0.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00			$12,500.00	$12,500.00			$200.00						$25,400.00	
Supplies							$87.03										$100.00				$187.03	
Tradeshows																					$0.00	
Travel							$416.84		$600.00	$2,500.00							$708.00				$4,224.84	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers														$25,000.00							$25,000.00	
Web Design and Development								$1,000.00												$28,264.00	$29,264.00	
Web Maintenance and Repairs																					$0.00	$0.00
Web Servers & Domains							$375.86													$1,235.00	$1,610.86	
Total Expenses						**$1,870.57**	**$40,847.39**	**$35,609.92**	**$3,100.00**	**$2,500.00**	**$53,500.00**	**$53,500.00**	**$0.00**	**$25,000.00**	**$10,823.00**	**$0.00**	**$27,923.00**	**$0.00**	**$5,000.00**	**$29,525.97**	$289,199.85	$62,408.48
Net Operating Income	**$ 199,108.33**	**$ 150,000.00**	**$ 0.00**	**$ 2,500.00**	**$ 0.00**	**($1,870.57)**	**($40,847.39)**	**($35,609.92)**	**($3,100.00)**	**($2,500.00)**	**($53,500.00)**	**($53,500.00)**	**$0.00**	**($25,000.00)**	**($10,823.00)**	**$0.00**	**($27,923.00)**	**$0.00**	**($5,000.00)**	**($29,525.97)**	$62,408.48	
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	
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**	$ 0.00	
Net Income	**$ 199,108.33**	**$ 150,000.00**	**$ 0.00**	**$ 2,500.00**	**$ 0.00**	**($1,870.57)**	**($40,847.39)**	**($35,609.92)**	**($3,100.00)**	**($2,500.00)**	**($53,500.00)**	**($53,500.00)**	**$0.00**	**($25,000.00)**	**($10,823.00)**	**$0.00**	**($27,923.00)**	**$0.00**	**($5,000.00)**	**($29,525.97)**	$62,408.48	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$199,108.33	$25,000.00		$52,500.00																	**$276,608.33**	$276,608.33
Uncategorized Income																					**$0.00**	
Total Income	**$199,108.33**	**$25,000.00**	**$0.00**	**$52,500.00**	**$0.00**																**$276,608.33**	
Expenses																						
Airport Guest Recovery																					**$0.00**	$232,891.72
Bank Service Charge							$12.00														**$12.00**	
Broadcast Media																					**$0.00**	
Buydown																					**$0.00**	
Computer/Office Equipment																					**$0.00**	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				**$52,835.89**	
Contract Services							$4,293.33								$500.00						**$4,793.33**	
COOP Programs								$50,000.00													**$50,000.00**	
Digital Media								$25,000.00			$7,500.00	$7,500.00					$1,150.00				**$41,150.00**	
Dues/ Memberships							$200.00										$6,090.00				**$6,290.00**	
Events																	$1,190.00		$5,000.00		**$6,190.00**	
FAMS									$2,500.00												**$2,500.00**	
Fulfillment								$150.00													**$150.00**	
Insurance																					**$0.00**	
Market Research																					**$0.00**	
Meals and Entertainment						$100.00	$300.00										$125.00				**$525.00**	
Media Planning								$3,750.00			$1,000.00	$1,000.00									**$5,750.00**	
Out of Home Media																					**$0.00**	
Phone/Fax/ Internet							$300.00										$540.00				**$840.00**	
Photo/Video/ Creative Production																	$3,000.00				**$3,000.00**	
Postage							$20.00														**$20.00**	
Print Media																	$1,150.00				**$1,150.00**	
Professional Development																					**$0.00**	
Promotional Items															$41.00						**$41.00**	
Rent																					**$0.00**	
Reservation Fees																					**$0.00**	
Signage																					**$0.00**	
Social Media								$200.00			$12,500.00	$12,500.00			$500.00						**$25,700.00**	
Supplies																	$100.00				**$100.00**	
Tradeshows																					**$0.00**	
Travel									$1,000.00								$708.00				**$1,708.00**	
Unapplied Cash Bill Payment Expense																					**$0.00**	
Vacation Guide																					**$0.00**	
Visitor Centers																					**$0.00**	
Web Design and Development								$1,000.00												$28,264.00	**$29,264.00**	
Web Maintenance and Repairs							$337.50														**$337.50**	
Web Servers & Domains							$60.00													$475.00	**$535.00**	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,900.00**	**$39,808.72**	**$80,100.00**	**$3,500.00**	**$0.00**	**$21,000.00**	**$21,000.00**	**$0.00**	**$0.00**	**$1,041.00**	**$0.00**	**$30,803.00**	**$0.00**	**$5,000.00**	**$28,739.00**	**$232,891.72**	$43,716.61
Net Operating Income	**$199,108.33**	**$25,000.00**	**$0.00**	**$52,500.00**	**$0.00**	**($1,900.00)**	**($39,808.72)**	**($80,100.00)**	**($3,500.00)**	**$0.00**	**($21,000.00)**	**($21,000.00)**	**$0.00**	**$0.00**	**($1,041.00)**	**$0.00**	**($30,803.00)**	**$0.00**	**($5,000.00)**	**($28,739.00)**	**$43,716.61**	
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**	
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**	**$0.00**	
Net Income	**$199,108.33**	**$25,000.00**	**$0.00**	**$52,500.00**	**$0.00**	**($1,900.00)**	**($39,808.72)**	**($80,100.00)**	**($3,500.00)**	**$0.00**	**($21,000.00)**	**($21,000.00)**	**$0.00**	**$0.00**	**($1,041.00)**	**$0.00**	**($30,803.00)**	**$0.00**	**($5,000.00)**	**($28,739.00)**	**$43,716.61**	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$199,108.33			$2,000.00																	$201,108.33	$201,108.33
Uncategorized Income																					$0.00	
Total Income	**$199,108.33**	**$0.00**	**$0.00**	**$2,000.00**	**$0.00**																$201,108.33	
Expenses																						
Airport Guest Recovery														$500.00							$500.00	$188,028.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				$52,835.89	
Contract Services							$4,643.33								$500.00						$5,143.33	
COOP Programs																					$0.00	
Digital Media								$25,000.00				$5,000.00					$275.00				$30,275.00	
Dues/ Memberships							$650.00										$6,090.00				$6,740.00	
Events																	$660.00		$5,000.00		$5,660.00	
FAMS									$3,000.00												$3,000.00	
Fulfillment								$200.00													$200.00	
Insurance																					$0.00	
Market Research																					$0.00	
Meals and Entertainment						$100.00	$300.00										$125.00				$525.00	
Media Planning								$5,000.00				$1,000.00									$6,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$300.00										$540.00				$840.00	
Photo/Video/ Creative Production									$8,000.00			$5,500.00									$13,500.00	
Postage																					$0.00	
Print Media																	$275.00				$275.00	
Professional Development																					$0.00	
Promotional Items																					$0.00	
Rent																					$0.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00													$200.00	
Supplies							$300.00								$1,000.00		$100.00				$1,400.00	
Tradeshows																					$0.00	
Travel										$5,000.00							$708.00				$5,708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers														$25,000.00							$25,000.00	
Web Design and Development								$1,000.00												$28,264.00	$29,264.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains							$40.00													$760.00	$800.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,900.00**	**$40,681.22**	**$31,400.00**	**$11,000.00**	**$5,000.00**	**$0.00**	**$11,500.00**	**$0.00**	**$25,500.00**	**$1,500.00**	**$0.00**	**$25,523.00**	**$0.00**	**$5,000.00**	**$29,024.00**	$188,028.22	$13,080.11
Net Operating Income	**$199,108.33**	**$0.00**	**$0.00**	**$2,000.00**	**$0.00**	**($1,900.00)**	**($40,681.22)**	**($31,400.00)**	**($11,000.00)**	**($5,000.00)**	**$0.00**	**($11,500.00)**	**$0.00**	**($25,500.00)**	**($1,500.00)**	**$0.00**	**($25,523.00)**	**$0.00**	**($5,000.00)**	**($29,024.00)**	$13,080.11	
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	
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**	$0.00	
Net Income	**$199,108.33**	**$0.00**	**$0.00**	**$2,000.00**	**$0.00**	**($1,900.00)**	**($40,681.22)**	**($31,400.00)**	**($11,000.00)**	**($5,000.00)**	**$0.00**	**($11,500.00)**	**$0.00**	**($25,500.00)**	**($1,500.00)**	**$0.00**	**($25,523.00)**	**$0.00**	**($5,000.00)**	**($29,024.00)**	$13,080.11	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$199,108.33			$49,000.00																	$248,108.33	$248,108.33
Uncategorized																					$0.00	
Total Income	**$199,108.33**	**$0.00**	**$0.00**	**$49,000.00**	**$0.00**																$248,108.33	
Expenses																						
Airport Guest Recovery																					$0.00	$259,467.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				$52,835.89	
Contract Services							$4,393.33										$14,042.00	$10,000.00			$28,435.33	
COOP Programs															$20,000.00						$20,000.00	
Digital Media								$25,000.00				$6,000.00			$30,000.00		$275.00				$61,275.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$340.00				$340.00	
FAMS									$1,500.00												$1,500.00	
Fulfillment								$375.00													$375.00	
Insurance																					$0.00	
Market Research																					$0.00	
Meals and Entertainment						$100.00	$300.00										$1,792.00				$2,192.00	
Media Planning								$6,000.00				$1,000.00									$7,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$300.00										$540.00				$840.00	
Photo/Video/ Creative Production															$7,500.00		$3,000.00				$10,500.00	
Postage																					$0.00	
Print Media															$6,700.00		$275.00				$6,975.00	
Professional Development							$50.00														$50.00	
Promotional Items															$6,000.00						$6,000.00	
Rent																	$2,000.00				$2,000.00	
Reservation Fees																					$0.00	
Signage																				$10,000.00	$10,000.00	
Social Media								$200.00				$4,500.00			$7,000.00						$11,700.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel																	$708.00				$708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00												$28,264.00	$29,264.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains							$50.00													$475.00	$525.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,900.00**	**$40,141.22**	**$32,575.00**	**$1,500.00**	**$0.00**	**$0.00**	**$11,500.00**	**$0.00**	**$0.00**	**$77,200.00**	**$0.00**	**$45,912.00**	**$10,000.00**	**$0.00**	**$38,739.00**	$259,467.22	($11,358.89)
Net Operating Income	**$199,108.33**	**$0.00**	**$0.00**	**$49,000.00**	**$0.00**	**($1,900.00)**	**($40,141.22)**	**($32,575.00)**	**($1,500.00)**	**$0.00**	**$0.00**	**($11,500.00)**	**$0.00**	**$0.00**	**($77,200.00)**	**$0.00**	**($45,912.00)**	**($10,000.00)**	**$0.00**	**($38,739.00)**	($11,358.89)	
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	$0.00	$0.00	
Total Other Income	**$0.00**	**$0.00**	**$9.78**	**$10.78**	**$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**	$20.56	
Net Other Income	**$0.00**	**$0.00**	**$9.78**	**$10.78**	**$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**	$20.56	
Net Income	**$199,108.33**	**$0.00**	**$9.78**	**$49,010.78**	**$0.00**	**($1,900.00)**	**($40,141.22)**	**($32,575.00)**	**($1,500.00)**	**$0.00**	**$0.00**	**($11,500.00)**	**$0.00**	**$0.00**	**($77,200.00)**	**$0.00**	**($45,912.00)**	**($10,000.00)**	**$0.00**	**($38,739.00)**	($11,338.33)	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$199,108.33	$30,000.00		$2,000.00																	$231,108.33	$231,108.33
Uncategorized Income																					$0.00	
Total Income	**$199,108.33**	**$30,000.00**	**$0.00**	**$2,000.00**	**$0.00**																$231,108.33	
Expenses																						
Airport Guest Recovery																					$0.00	$260,643.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor							$34,285.89										$16,750.00				$51,035.89	
Contract Services							$15,393.33										$14,042.00				$29,435.33	
COOP Programs																					$0.00	
Digital Media								$25,000.00				$1,000.00			$35,000.00		$150.00				$61,150.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$160.00				$160.00	
FAMS									$3,500.00												$3,500.00	
Fulfillment								$300.00													$300.00	
Insurance																					$0.00	
Market Research																					$0.00	
Meals and Entertainment							$300.00										$1,792.00				$2,092.00	
Media Planning								$3,500.00													$3,500.00	
Out of Home Media															$7,000.00						$7,000.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production															$10,000.00		$3,000.00				$13,000.00	
Postage															$75.00						$75.00	
Print Media															$800.00		$150.00				$950.00	
Professional Development							$1,925.00														$1,925.00	
Promotional Items																					$0.00	
Rent																	$2,000.00				$2,000.00	
Reservation Fees																					$0.00	
Signage																				$20,000.00	$20,000.00	
Social Media								$200.00				$4,000.00			$22,000.00						$26,200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel																	$708.00				$708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00												$28,264.00	$29,264.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains							$85.00													$475.00	$560.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$53,047.22**	**$30,000.00**	**$3,500.00**	**$0.00**	**$0.00**	**$5,000.00**	**$0.00**	**$0.00**	**$74,875.00**	**$0.00**	**$45,482.00**	**$0.00**	**$0.00**	**$48,739.00**	$260,643.22	($29,534.89)
Net Operating Income	**$199,108.33**	**$30,000.00**	**$0.00**	**$2,000.00**	**$0.00**	**$0.00**	**($53,047.22)**	**($30,000.00)**	**($3,500.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($74,875.00)**		**($45,482.00)**	**$0.00**	**$0.00**	**($48,739.00)**	($29,534.89)	
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**	**$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	
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**	$0.00	
Net Income	**$199,108.33**	**$30,000.00**	**$0.00**	**$2,000.00**	**$0.00**	**$0.00**	**($53,047.22)**	**($30,000.00)**	**($3,500.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($74,875.00)**	**$0.00**	**($45,482.00)**	**$0.00**	**$0.00**	**($48,739.00)**	**($29,534.89)**	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL			
Income																								
Income	$181,108.33			$4,686.00																	$185,794.33	$185,794.33		
Uncategorized																					$0.00			
Total Income	**$181,108.33**	**$0.00**	**$0.00**	**$4,686.00**	**$0.00**																$185,794.33			
Expenses																								
Airport Guest Recovery																					$0.00	$238,684.22	#NAME?	
Bank Service Charge							$12.00														$12.00			
Broadcast Media																					$0.00			
Buydown																					$0.00			
Computer/Office Equipment																					$0.00			
Contract Labor						$3,600.00	$34,285.89										$16,750.00				$54,635.89			
Contract Services							$4,393.33										$14,042.00				$18,435.33			
COOP Programs																					$0.00			
Digital Media								$25,000.00							$30,000.00		$275.00				$55,275.00			
Dues/ Memberships							$165.00										$6,090.00				$6,255.00			
Events																	$690.00				$690.00			
FAMS									$4,000.00										$5,000.00		$9,000.00			
Fulfillment								$400.00													$400.00			
Insurance						$1,300.00															$1,300.00			
Market Research																					$0.00			
Meals and Entertainment						$1,000.00	$300.00										$1,792.00				$3,092.00			
Media Planning								$3,500.00				$1,000.00									$4,500.00			
Out of Home Media																					$0.00			
Phone/Fax/ Internet							$296.00										$540.00				$836.00			
Photo/Video/ Creative Production												$1,000.00			$35,000.00						$36,000.00			
Postage															$75.00						$75.00			
Print Media															$800.00		$275.00				$1,075.00			
Professional Development							$50.00														$50.00			
Promotional Items																					$0.00			
Rent																	$2,000.00				$2,000.00			
Reservation Fees																					$0.00			
Signage																				$10,000.00	$10,000.00			
Social Media								$200.00				$6,000.00			$25,500.00						$31,700.00			
Supplies							$300.00										$100.00				$400.00			
Tradeshows																					$0.00			
Travel									$600.00								$708.00				$1,308.00			
Unapplied Cash Bill Payment Expense																					$0.00			
Vacation Guide																					$0.00			
Visitor Centers																					$0.00			
Web Design and Development								$1,000.00													$1,000.00			
Web Maintenance and Repairs							$150.00														$150.00			
Web Servers & Domains							$20.00													$475.00	$495.00			
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$5,900.00**	**$39,972.22**	**$30,100.00**	**$4,600.00**	**$0.00**	**$0.00**	**$8,000.00**	**$0.00**	**$0.00**	**$91,375.00**	**$0.00**	**$43,262.00**	**$0.00**	**$5,000.00**	**$10,475.00**	$238,684.22	($52,889.89)		
Net Operating Income	**$181,108.33**	**$0.00**	**$0.00**	**$4,686.00**	**$0.00**	**($5,900.00)**	**($39,972.22)**	**($30,100.00)**	**($4,600.00)**	**$0.00**	**$0.00**	**($8,000.00)**	**$0.00**	**$0.00**	**($91,375.00)**	**$0.00**	**($43,262.00)**	**$0.00**	**($5,000.00)**	**($10,475.00)**	($52,889.89)			
Other Income																								
Interest Income																					$0.00			
Total Other Income																					$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**	$0.00			
Net Income	**$181,108.33**	**$0.00**	**$0.00**	**$4,686.00**	**$0.00**	**($5,900.00)**	**($39,972.22)**	**($30,100.00)**	**($4,600.00)**	**$0.00**	**$0.00**	**($8,000.00)**	**$0.00**	**$0.00**	**($91,375.00)**	**$0.00**	**($43,262.00)**	**$0.00**	**($5,000.00)**	**($10,475.00)**	($52,889.89)		($52,889.89)	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$181,108.33			$47,686.00																	$228,794.33	$228,794.33
Uncategorized																					$0.00	
Total Income	**$181,108.33**	**$0.00**	**$0.00**	**$47,686.00**	**$0.00**																$228,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$246,995.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				$52,835.89	
Contract Services							$4,393.33										$9,875.00				$14,268.33	
COOP Programs																				$20,000.00	$20,000.00	
Digital Media								$25,000.00							$45,000.00		$775.00				$70,775.00	
Dues/ Memberships							$1,100.00										$7,090.00				$8,190.00	
Events																	$310.00				$310.00	
FAMS									$3,000.00												$3,000.00	
Fulfillment								$250.00													$250.00	
Insurance																					$0.00	
Market Research																					$0.00	
Meals and Entertainment						$85.00	$300.00										$125.00				$510.00	
Media Planning								$3,500.00													$3,500.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production							$30,000.00								$20,000.00		$3,000.00				$53,000.00	
Postage															$75.00						$75.00	
Print Media															$800.00		$775.00				$1,575.00	
Professional Development							$50.00														$50.00	
Promotional Items																					$0.00	
Rent																					$0.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00							$12,000.00						$12,200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel															$2,500.00		$708.00				$3,208.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00													$1,000.00	
Web Maintenance							$150.00														$150.00	
Web Servers & Domains							$100.00								$275.00					$475.00	$850.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,885.00**	**$70,987.22**	**$29,950.00**	**$3,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$80,650.00**	**$0.00**	**$40,048.00**	**$0.00**	**$0.00**	**$20,475.00**	$246,995.22	($18,200.89)
Net Operating Income	**$181,108.33**	**$0.00**	**$0.00**	**$47,686.00**	**$0.00**	**($1,885.00)**	**($70,987.22)**	**($29,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($80,650.00)**	**$0.00**	**($40,048.00)**	**$0.00**	**$0.00**	**($20,475.00)**	($18,200.89)	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$181,108.33**	**$0.00**	**$0.00**	**$47,686.00**	**$0.00**	**($1,885.00)**	**($70,987.22)**	**($29,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($80,650.00)**	**$0.00**	**($40,048.00)**	**$0.00**	**$0.00**	**($20,475.00)**	$42,322.11	($18,200.89)

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$181,108.33			$52,686.00																	$233,794.33	$233,794.33
Uncategorized																					$0.00	
Total Income	**$181,108.33**	**$0.00**	**$0.00**	**$52,686.00**	**$0.00**																$233,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$178,024.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor							$34,285.89										$16,750.00				$51,035.89	
Contract Services							$15,393.33										$4,167.00				$19,560.33	
COOP Programs																					$0.00	
Digital Media								$25,000.00							$15,000.00		$900.00	$5,000.00			$45,900.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$1,190.00				$1,190.00	
FAMS									$3,000.00												$3,000.00	
Fulfillment								$250.00													$250.00	
Insurance							$1,500.00														$1,500.00	
Market Research																					$0.00	
Meals and Entertainment							$300.00										$1,292.00				$1,592.00	
Media Planning								$3,500.00													$3,500.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production															$20,000.00		$3,000.00				$23,000.00	
Postage															$75.00						$75.00	
Print Media															$800.00		$900.00				$1,700.00	
Professional Development							$50.00														$50.00	
Promotional Items																					$0.00	
Rent																	$2,000.00				$2,000.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00							$11,000.00						$11,200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel															$2,500.00		$708.00				$3,208.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00													$1,000.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains																				$475.00	$475.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$52,587.22**	**$29,950.00**	**$3,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$49,375.00**	**$0.00**	**$37,637.00**	**$5,000.00**	**$0.00**	**$475.00**	$178,024.22	$55,770.11
Net Operating Income	**$181,108.33**	**$0.00**	**$0.00**	**$52,686.00**	**$0.00**	**$0.00**	**($52,587.22)**	**($29,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($49,375.00)**	**$0.00**	**($37,637.00)**	**($5,000.00)**	**$0.00**	**($475.00)**	$55,770.11	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$181,108.33**	**$0.00**	**$0.00**	**$52,686.00**	**$0.00**	**$0.00**	**($52,587.22)**	**($29,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($49,375.00)**	**$0.00**	**($37,637.00)**	**($5,000.00)**	**$0.00**	**($475.00)**	$55,770.11	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$181,108.33			$3,686.00																	$184,794.33	$184,794.33
Uncategorized																					$0.00	
Total Income	**$181,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**																$184,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$156,935.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$3,600.00	$34,285.89										$16,750.00				$54,635.89	
Contract Services							$4,393.33										$8,500.00				$12,893.33	
COOP Programs																					$0.00	
Digital Media												$5,000.00			$15,000.00		$400.00	$5,000.00			$25,400.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$660.00		$5,000.00		$5,660.00	
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										$1,625.00				$2,525.00	
Media Planning								$3,500.00													$3,500.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production															$20,000.00		$2,500.00				$22,500.00	
Postage															$75.00						$75.00	
Print Media															$800.00		$400.00				$1,200.00	
Professional Development							$1,925.00														$1,925.00	
Promotional Items																					$0.00	
Rent																	$2,000.00				$2,000.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00							$6,000.00						$6,200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel															$5,000.00		$708.00				$5,708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00													$1,000.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains							$200.00													$475.00	$675.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$4,200.00**	**$42,162.22**	**$4,950.00**	**$3,000.00**	**$0.00**	**$0.00**	**$5,000.00**	**$0.00**	**$0.00**	**$46,875.00**	**$0.00**	**$40,273.00**	**$5,000.00**	**$5,000.00**	**$475.00**	$156,935.22	$27,859.11
Net Operating Income	**$181,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**	**($4,200.00)**	**($42,162.22)**	**($4,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($46,875.00)**	**$0.00**	**($40,273.00)**	**($5,000.00)**	**($5,000.00)**	**($475.00)**	$27,859.11	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$181,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**	**($4,200.00)**	**($42,162.22)**	**($4,950.00)**	**($3,000.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($46,875.00)**	**$0.00**	**($40,273.00)**	**($5,000.00)**	**($5,000.00)**	**($475.00)**	$27,859.11	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$181,108.33			$2,686.00																	$183,794.33	$183,794.33
Uncategorized																					$0.00	
Total Income	**$181,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**																$183,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$273,075.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/Office Equipment																					$0.00	
Contract Labor						$1,800.00	$34,285.89										$16,750.00				$52,835.89	
Contract Services							$4,393.33										$8,500.00	$10,000.00			$22,893.33	
COOP Programs								$40,000.00													$40,000.00	
Digital Media												$10,000.00					$150.00	$5,000.00			$15,150.00	
Dues/ Memberships							$300.00										$14,540.00				$14,840.00	
Events																	$740.00		$5,000.00		$5,740.00	
FAMS									$1,500.00												$1,500.00	
Fulfillment								$250.00													$250.00	
Insurance																					$0.00	
Market Research								$98,000.00													$98,000.00	
Meals and Entertainment						$85.00	$300.00										$1,625.00				$2,010.00	
Media Planning								$5,000.00													$5,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production											$1,000.00	$1,000.00									$2,000.00	
Postage															$75.00						$75.00	
Print Media															$800.00		$150.00				$950.00	
Professional Development							$50.00														$50.00	
Promotional Items																					$0.00	
Rent																	$2,000.00				$2,000.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00							$2,000.00						$2,200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel															$5,000.00		$708.00				$5,708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development																					$0.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains																				$475.00	$475.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,885.00**	**$40,087.22**	**$143,450.00**	**$1,500.00**	**$0.00**	**$1,000.00**	**$11,000.00**	**$0.00**	**$0.00**	**$7,875.00**	**$0.00**	**$45,803.00**	**$15,000.00**	**$5,000.00**	**$475.00**	$273,075.22	($89,280.89)
Net Operating Income	**$181,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**	**($1,885.00)**	**($40,087.22)**	**($143,450.00)**	**($1,500.00)**	**$0.00**	**($1,000.00)**	**($11,000.00)**	**$0.00**	**$0.00**	**($7,875.00)**	**$0.00**	**($45,803.00)**	**($15,000.00)**	**($5,000.00)**	**($475.00)**	($89,280.89)	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$181,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**	**($1,885.00)**	**($40,087.22)**	**($143,450.00)**	**($1,500.00)**	**$0.00**	**($1,000.00)**	**($11,000.00)**	**$0.00**	**$0.00**	**($7,875.00)**	**$0.00**	**($45,803.00)**	**($15,000.00)**	**($5,000.00)**	**($475.00)**	($89,280.89)	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$136,108.33			$2,686.00																	$138,794.33	$138,794.33
Uncategorized																					$0.00	
Total Income	**$136,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**																$138,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$119,826.22
BANK SERVICE CHARGE							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/ Office Equipment																					$0.00	
Contract Labor							$34,285.89										$16,750.00				$51,035.89	
Contract Services							$4,393.33										$4,333.00				$8,726.33	
COOP Programs																					$0.00	
Digital Media												$10,000.00			$12,500.00		$150.00	$5,000.00			$27,650.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$160.00		$5,000.00		$5,160.00	
FAMS									$2,500.00												$2,500.00	
Fulfillment								$250.00													$250.00	
Insurance																					$0.00	
Market Research																					$0.00	
Meals and Entertainment							$300.00										$458.00				$758.00	
Media Planning								$4,000.00													$4,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production											$1,000.00	$1,000.00					$5,500.00				$7,500.00	
Postage																					$0.00	
Print Media																	$150.00				$150.00	
Professional Development							$1,925.00														$1,925.00	
Promotional Items																					$0.00	
Rent																					$0.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00													$200.00	
Supplies							$300.00										$100.00				$400.00	
Tradeshows																					$0.00	
Travel																	$708.00				$708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00													$1,000.00	
Web Maintenance and Updates							$150.00														$150.00	
Web Servers & Domains																				$475.00	$475.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$41,962.22**	**$5,450.00**	**$2,500.00**	**$0.00**	**$1,000.00**	**$11,000.00**	**$0.00**	**$0.00**	**$12,500.00**	**$0.00**	**$34,939.00**	**$5,000.00**	**$5,000.00**	**$475.00**	$119,826.22	$18,968.11
Net Operating Income	**$136,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**	**$0.00**	**($41,962.22)**	**($5,450.00)**	**($2,500.00)**	**$0.00**	**($1,000.00)**	**($11,000.00)**	**$0.00**	**$0.00**	**($12,500.00)**	**$0.00**	**($34,939.00)**	**($5,000.00)**	**($5,000.00)**	**($475.00)**	$18,968.11	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$136,108.33**	**$0.00**	**$0.00**	**$2,686.00**	**$0.00**	**$0.00**	**($41,962.22)**	**($5,450.00)**	**($2,500.00)**	**$0.00**	**($1,000.00)**	**($11,000.00)**	**$0.00**	**$0.00**	**($12,500.00)**	**$0.00**	**($34,939.00)**	**($5,000.00)**	**($5,000.00)**	**($475.00)**	$18,968.11	

	Local Marketing District	Public/ Restricted	Unrestricted	ICELab	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	Blue Mesa	Customer Experience	Trails	Nordic	ICELab Expense	Economic Development Recruiting	Western	STOR	TOTAL	Check
Income																						
Income	$136,108.33			$3,686.00																	$139,794.33	$139,794.33
Uncategorized																					$0.00	
Total Income	**$136,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**																$139,794.33	
Expenses																						
Airport Guest Recovery																					$0.00	$133,965.22
Bank Service Charge							$12.00														$12.00	
Broadcast Media																					$0.00	
Buydown																					$0.00	
Computer/ Office Equipment																					$0.00	
Contract Labor							$34,285.89										$16,750.00				$51,035.89	
Contract Services							$4,393.33														$4,393.33	
COOP Programs																					$0.00	
Digital Media												$10,000.00			$2,500.00		$150.00	$5,000.00			$17,650.00	
Dues/ Memberships							$300.00										$6,090.00				$6,390.00	
Events																	$690.00				$690.00	
FAMS									$2,500.00												$2,500.00	
Fulfillment								$250.00													$250.00	
Insurance							$750.00										$750.00				$1,500.00	
Market Research									$15,000.00												$15,000.00	
Meals and Entertainment						$1,000.00	$300.00										$125.00				$1,425.00	
Media Planning								$4,000.00													$4,000.00	
Out of Home Media																					$0.00	
Phone/Fax/ Internet							$296.00										$540.00				$836.00	
Photo/Video/ Creative Production							$25,000.00														$25,000.00	
Postage																					$0.00	
Print Media																	$150.00				$150.00	
Professional Development							$50.00														$50.00	
Promotional Items																					$0.00	
Rent																					$0.00	
Reservation Fees																					$0.00	
Signage																					$0.00	
Social Media								$200.00													$200.00	
Supplies							$300.00	$150.00									$100.00				$550.00	
Tradeshows																					$0.00	
Travel																	$708.00				$708.00	
Unapplied Cash Bill Payment Expense																					$0.00	
Vacation Guide																					$0.00	
Visitor Centers																					$0.00	
Web Design and Development								$1,000.00													$1,000.00	
Web Maintenance and Repairs							$150.00														$150.00	
Web Servers & Domains																				$475.00	$475.00	
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$1,000.00**	**$65,837.22**	**$5,600.00**	**$17,500.00**	**$0.00**	**$0.00**	**$10,000.00**	**$0.00**	**$0.00**	**$2,500.00**	**$0.00**	**$26,053.00**	**$5,000.00**	**$0.00**	**$475.00**	$133,965.22	$5,829.11
Net Operating Income	**$136,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**	**($1,000.00)**	**($65,837.22)**	**($5,600.00)**	**($17,500.00)**	**$0.00**	**$0.00**	**($10,000.00)**	**$0.00**	**$0.00**	**($2,500.00)**	**$0.00**	**($26,053.00)**	**($5,000.00)**	**$0.00**	**($475.00)**	$5,829.11	
Other Income																						
Interest Income																					$0.00	
Total Other Income																					$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**	$0.00	
Net Income	**$136,108.33**	**$0.00**	**$0.00**	**$3,686.00**	**$0.00**	**($1,000.00)**	**($65,837.22)**	**($5,600.00)**	**($17,500.00)**	**$0.00**	**$0.00**	**($10,000.00)**	**$0.00**	**$0.00**	**($2,500.00)**	**$0.00**	**($26,053.00)**	**($5,000.00)**	**$0.00**	**($475.00)**	$5,829.11	$5,829.11

In order to manage cash flow in 2020 the Tourism and Prosperity Partnership requests the following payment schedule from the Local Marketing District pending approval of our 2020 Budget:

January	$199,108.33
February	$199,108.33
March	$199,108.33
April	$199,108.33
May	$199,108.33
June	$181,108.33
July	$181,108.33
August	$181,108.33
September	$181,108.33
October	$181,108.33
November	$136,108.33
December	$136,108.33
Total	$2,173,299.96