AGENDA ITEM or FINAL CONTRACT REVIEW SUBMITTAL FORM

Agenda Item:

Action Requested: Discussion

Parties to the Agreement:

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

Summary:

Please see the attached update and proposed 2018 budget.

Fiscal Impact:

Submitted by: Katherine Haase **Submitter's Email Address:** khaase@gunnisoncounty.org

Finance Review: (●) Required ( ) Not Required

Comments:
I believe this is the report for discussion, not a budget agreement request. No concerns. ln

Reviewed by: GUNCOUNTY1\lNienhueser Discharge Date: 10/5/2017

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: 10/6/2017

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

Agenda Date: 11/14/2017

Revised April 2015

BOCC Annual Review 2017/18

Mission:

- Building lodging revenues
- Successful flight programs

Messages: trails, trails and more trails

- Map app summer and winter
- Increasingly digital and social, little print
- Target market: Millennials +

Results:

- Destimetrics
    - Winter Occupancy Growth
        - Dec. #2 of 18 valleys
        - Jan. #2 of 18 valleys
        - Feb. #1 of 18 valleys
        - Mar. #2 of 18 valleys
        - Apr. #2 of 18 valleys
        - May #2 of 18 valleys
    - Summer, Looking for Revenue Growth
        - Jun. #14 of 18 valleys
        - Jul. #8 of 18 valleys
        - Aug. #4 of 18 valleys

- Lodging tax receipts
    - First six months county reports: +3%
    - Municipalities (weighted): +13%
- Airlines
    - Alaska reported we were their only growing air market—but not enough
    - Unable to make United/Chicago work
    - Occupancy growth signals a shift from air markets to drive markets

Hits:

- Increasing recognition of our valley's mtb trails
- Growler
- Outerbike
- Summer Grand Traverse
- Alley Loop

Growing:

- CBBW
- Blue Mesa Beach Bash

Flops:

- ?

Threats:

- Increasing mtb competition: Snowmass, Sun Valley, Albuquerque, NW Arkansas
- Heavy capital spending across the ski industry at key competitors: Jackson, Sun Valley, Aspen, Telluride, Taos

Payroll as a % of revenue:

- Decreasing because of increasing revenues
- Digital and social efforts are much more labor intensive than print ad placement

Statewide recognition of GCBTA efforts by CTO at Governor's Conference

- '16, speaking to trails
- '17, two speaking requests: Outdoor Retailer and TrailQuest

Focus this winter:

- Denver air service, 12/20-2/8
    - Northeast and West Coast
    - Locals and Western outbound
- More winter brand of the steeps
- Fat Biking
    - Gunnison
    - CB
- Nordic
    - Alley Loop

Focus for next summer:

- Mountain Biking (cont)
    - Opportunity for CBBW morphing into a family event?
    - Outerbike returns
- Fishing

Also support for:

- CB Conservation Corps
- Mountain Manners
- Sustainable Tourism

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL	2017 TOTAL (BUDGET)
Income																					
Income	$1,848,000.00	$295,000.00	$17,661.14	$0.00																$2,160,661.14	$2,409,090.38
Uncategorized Income																					
Total Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,661.14**	**$ 0.00**																**$ 2,160,661.14**	**$ 2,409,090.38**
Expenses																					
Airport Guest Recovery					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,270.00	$0.00	$0.00	$0.00	$6,270.00	$6,925.00
Bank Service Charge					$0.00	$240.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$240.00	$276.75
Broadcast Media					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,000.00	$0.00	$300.00	$0.00	$0.00	$23,000.00	$0.00	$0.00	$28,300.00	$72,800.00
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	$26,827.66
Computer/Office Equipment					$0.00	$1,500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$249.00	$0.00	$0.00	$0.00	$0.00	$1,749.00	$1,811.83
Contract Labor					$25,200.00	$348,084.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$10,307.00	$0.00	$0.00	$0.00	$0.00	$383,591.00	$392,834.47
Contract Services					$0.00	$84,034.35	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$9,000.00	$74,481.00	$0.00	$0.00	$0.00	$0.00	$167,515.35	$118,982.00
COOP Programs					$0.00	$0.00	$22,000.00	$0.00	$15,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$37,000.00	$105,000.00
Digital Media					$0.00	$0.00	$15,000.00	$0.00	$140,000.00	$0.00	$26,100.00	$0.00	$0.00	$6,200.00	$0.00	$0.00	$55,000.00	$276,701.00	$7,985.00	$526,986.00	$528,309.00
Dues/ Memberships					$0.00	$1,500.00	$0.00	$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	$530.00
Events					$0.00	$0.00	$2,000.00	$0.00	$40,000.00	$0.00	$0.00	$0.00	$0.00	$11,400.00	$0.00	$0.00	$0.00	$20,208.80	$10,000.00	$83,608.80	$82,108.80
FAMS					$0.00	$0.00	$0.00	$25,910.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25,910.00	$28,650.00
Fulfillment					$0.00	$0.00	$13,080.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$13,080.00	$17,235.07
Insurance					$2,100.00	$2,138.00	$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	$4,738.00	$3,609.00
Market Research					$0.00	$347.88	$0.00	$14,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$14,347.88	$34,138.50
Meals and Entertainment					$900.00	$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	$3,900.00	$5,264.90
Media Planning					$0.00	$0.00	$67,500.00	$0.00	$0.00	$0.00	$4,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$250.00	$260.52	$0.00	$72,010.52	$69,521.05
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	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Phone/Fax/ Internet					$0.00	$3,480.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,480.00	$6,900.00
Photo/Video/ Creative Production					$0.00	$0.00	$0.00	$0.00	$70,000.00	$0.00	$29,500.00	$0.00	$0.00	$5,000.00	$0.00	$0.00	$14,021.14	$185,925.00	$13,985.00	$318,431.14	$416,278.72
Postage					$0.00	$180.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$125.00	$0.00	$0.00	$0.00	$250.00	$0.00	$555.00	$730.00
Print Media					$0.00	$0.00	$20,000.00	$0.00	$0.00	$0.00	$2,950.00	$0.00	$0.00	$300.00	$0.00	$0.00	$3,800.00	$15,500.00	$2,500.00	$45,050.00	$19,775.00
Professional Development					$0.00	$400.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$400.00	$1,400.00
Promotional Items					$0.00	$0.00	$3,000.00	$60.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,300.00	$0.00	$0.00	$0.00	$10,000.00	$0.00	$14,360.00	$12,860.00
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	$7,288.00
Reservation Fees					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,134.00	$0.00	$0.00	$0.00	$0.00	$5,134.00	$11,927.82
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	$196.48	$0.00	$196.48	$100,196.48
Social Media					$0.00	$0.00	$15,900.00	$0.00	$85,000.00	$0.00	$14,425.00	$0.00	$0.00	$13,850.00	$0.00	$0.00	$34,354.10	$48,000.00	$7,985.00	$219,514.10	$175,055.18
Supplies					$0.00	$455.00	$300.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,500.00	$0.00	$4,255.00	$880.00
Tradeshows					$0.00	$150.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$0.00	$650.00	$675.00
Travel					$0.00	$590.00	$16,800.00	$265.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$26,200.00	$0.00	$43,855.00	$43,290.00
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	$0.00	$0.00	$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
Visitor Centers					$0.00	$0.00	$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	$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	$0.00	$0.00	$50,000.00	$0.00	$50,000.00	$109,045.00
Web Maintenance and Repairs					$0.00	$1,500.00	$0.00	$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	$1,850.00
Web Servers & Domains					$0.00	$1,000.00	$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	$1,000.00	$950.00
Total Expenses					**$28,200.00**	**$448,599.23**	**$175,580.00**	**$40,235.00**	**$350,000.00**	**$0.00**	**$76,975.00**	**$5,000.00**	**$0.00**	**$47,975.00**	**$90,171.00**	**$56,270.00**	**$130,425.24**	**$637,241.80**	**$42,455.00**	$2,129,127.27	$2,473,925.23
Net Operating Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,661.14**	**$ 0.00**	**($28,200.00)**	**($448,599.23)**	**($175,580.00)**	**($40,235.00)**	**($350,000.00)**	**$0.00**	**($76,975.00)**	**($5,000.00)**	**$0.00**	**($47,975.00)**	**($90,171.00)**	**($56,270.00)**	**($130,425.24)**	**($637,241.80)**	**($42,455.00)**	$31,533.87	
Other Income																					
Interest Income	0.00		25.49		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25.49	
Total Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49	
Net Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49	
Net Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,686.63**	**$ 0.00**	**($28,200.00)**	**($448,599.23)**	**($175,580.00)**	**($40,235.00)**	**($350,000.00)**	**$0.00**	**($76,975.00)**	**($5,000.00)**	**$0.00**	**($47,975.00)**	**($90,171.00)**	**($56,270.00)**	**($130,425.24)**	**($637,241.80)**	**($42,455.00)**	$31,559.36	

	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Income	$259,200.00	$207,400.00	$252,700.00	$154,282.00	$204,000.00	$154,000.00	$154,000.00	$154,000.00	$159,000.00	$154,036.00	$154,012.00	$154,031.14	$2,160,661.14
Expense	$187,500.12	$160,228.08	$300,630.36	$151,925.84	$210,690.84	$220,598.99	$163,569.84	$154,847.84	$145,243.84	$171,835.84	$120,514.84	$141,540.84	$2,129,127.27
Other Income	$25.49	$8.71	$8.25	$9.78	$0.00	$5.10	$5.10	$5.10	$5.10	$5.10	$5.10	$5.10	$87.93
Net	$71,725.37	$47,180.63	($47,922.11)	$2,365.94	($6,690.84)	($66,593.89)	($9,564.74)	($842.74)	$13,761.26	($17,794.74)	$33,502.26	$12,495.40	$31,621.80
													$46,077.39
Starting Balance	$14,455.59												
Available Cash	$86,180.96	$133,361.59	$85,439.48	$87,805.42	$81,114.58	$14,520.69	$4,955.95	$4,113.21	$17,874.47	$79.73	$33,581.99	$46,077.39	
Transfer													
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	$250,636.55	$283,361.59	$235,439.48	$237,805.42	$231,114.58	$164,520.69	$154,955.95	$154,113.21	$167,874.47	$150,079.73	$183,581.99	$196,077.39	

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$1,848,000.00	$295,000.00	$17,661.14	$0.00																$2,160,661.14
Uncategorized Income																				
Total Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,661.14**	**$ 0.00**																**$ 2,160,661.14**
Expenses																				
Airport Guest Recovery					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$6,270.00	$0.00	$0.00	$0.00	$6,270.00
Bank Service Charge					$0.00	$240.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$240.00
Broadcast Media					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,000.00	$0.00	$300.00	$0.00	$0.00	$23,000.00	$0.00	$0.00	$28,300.00
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	$1,500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$249.00	$0.00	$0.00	$0.00	$0.00	$1,749.00
Contract Labor					$25,200.00	$348,084.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$10,307.00	$0.00	$0.00	$0.00	$0.00	$383,591.00
Contract Services					$0.00	$84,034.35	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$9,000.00	$74,481.00	$0.00	$0.00	$0.00	$0.00	$167,515.35
COOP Programs					$0.00	$0.00	$22,000.00	$0.00	$15,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$37,000.00
Digital Media					$0.00	$0.00	$15,000.00	$0.00	$140,000.00	$0.00	$26,100.00	$0.00	$0.00	$6,200.00	$0.00	$0.00	$55,000.00	$276,701.00	$7,985.00	$526,986.00
Dues/ Memberships					$0.00	$1,500.00	$0.00	$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
Events					$0.00	$0.00	$2,000.00	$0.00	$40,000.00	$0.00	$0.00	$0.00	$0.00	$11,400.00	$0.00	$0.00	$0.00	$20,208.80	$10,000.00	$83,608.80
FAMS					$0.00	$0.00	$0.00	$25,910.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25,910.00
Fulfillment					$0.00	$0.00	$13,080.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$13,080.00
Insurance					$2,100.00	$2,138.00	$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	$4,738.00
Market Research					$0.00	$347.88	$0.00	$14,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$14,347.88
Meals and Entertainment					$900.00	$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	$3,900.00
Media Planning					$0.00	$0.00	$67,500.00	$0.00	$0.00	$0.00	$4,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$250.00	$260.52	$0.00	$72,010.52
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	$0.00	$0.00	$0.00	$0.00	$0.00
Phone/Fax/ Internet					$0.00	$3,480.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,480.00
Photo/Video/ Creative Production					$0.00	$0.00	$0.00	$0.00	$70,000.00	$0.00	$29,500.00	$0.00	$0.00	$5,000.00	$0.00	$0.00	$14,021.14	$185,925.00	$13,985.00	$318,431.14
Postage					$0.00	$180.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$125.00	$0.00	$0.00	$0.00	$250.00	$0.00	$555.00
Print Media					$0.00	$0.00	$20,000.00	$0.00	$0.00	$0.00	$2,950.00	$0.00	$0.00	$300.00	$0.00	$0.00	$3,800.00	$15,500.00	$2,500.00	$45,050.00
Professional Development					$0.00	$400.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$400.00
Promotional Items					$0.00	$0.00	$3,000.00	$60.00	$0.00	$0.00	$0.00	$0.00	$0.00	$1,300.00	$0.00	$0.00	$0.00	$10,000.00	$0.00	$14,360.00
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
Reservation Fees					$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$5,134.00	$0.00	$0.00	$0.00	$0.00	$5,134.00
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	$196.48	$0.00	$196.48
Social Media					$0.00	$0.00	$15,900.00	$0.00	$85,000.00	$0.00	$14,425.00	$0.00	$0.00	$13,850.00	$0.00	$0.00	$34,354.10	$48,000.00	$7,985.00	$219,514.10
Supplies					$0.00	$455.00	$300.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$3,500.00	$0.00	$4,255.00
Tradeshows					$0.00	$150.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$500.00	$0.00	$650.00
Travel					$0.00	$590.00	$16,800.00	$265.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$26,200.00	$0.00	$43,855.00
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
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	$0.00	$0.00	$0.00	$50,000.00	$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	$0.00	$0.00	$50,000.00	$0.00	$50,000.00
Web Maintenance and Repairs					$0.00	$1,500.00	$0.00	$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
Web Servers & Domains					$0.00	$1,000.00	$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	$1,000.00
Total Expenses					**$28,200.00**	**$448,599.23**	**$175,580.00**	**$40,235.00**	**$350,000.00**	**$0.00**	**$76,975.00**	**$5,000.00**	**$0.00**	**$47,975.00**	**$90,171.00**	**$56,270.00**	**$130,425.24**	**$637,241.80**	**$42,455.00**	$2,129,127.27
Net Operating Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,661.14**	**$ 0.00**	**($28,200.00)**	**($448,599.23)**	**($175,580.00)**	**($40,235.00)**	**($350,000.00)**	**$0.00**	**($76,975.00)**	**($5,000.00)**	**$0.00**	**($47,975.00)**	**($90,171.00)**	**($56,270.00)**	**($130,425.24)**	**($637,241.80)**	**($42,455.00)**	$31,533.87
Other Income																				
Interest Income	0.00		25.49		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25.49
Total Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49
Net Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49
Net Income	**$ 1,848,000.00**	**$ 295,000.00**	**$ 17,686.63**	**$ 0.00**	**($28,200.00)**	**($448,599.23)**	**($175,580.00)**	**($40,235.00)**	**($350,000.00)**	**$0.00**	**($76,975.00)**	**($5,000.00)**	**$0.00**	**($47,975.00)**	**($90,171.00)**	**($56,270.00)**	**($130,425.24)**	**($637,241.80)**	**($42,455.00)**	$31,559.36

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00	$100,000.00	$ 5,200.00																	$259,200.00
Uncategorized Income																				
Total Income	**$ 154,000.00**	**$ 100,000.00**	**$ 5,200.00**	**$ 0.00**																**$ 259,200.00**
Expenses																				
Airport Guest Recovery																$4,500.00				$4,500.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																	$5,000.00			$5,000.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									$218.00					$31,325.00
Contract Services						$6,187.85									$6,771.00					$12,958.85
COOP Programs							$11,000.00													$11,000.00
Digital Media									$20,000.00								$35,000.00	$3,756.00		$58,756.00
Dues/ Memberships																				$0.00
Events																		$208.80	$5,000.00	$5,208.80
FAMS								$5,950.00												$5,950.00
Fulfillment							$2,600.00													$2,600.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$7,000.00													$7,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production																	$500.00	$200.00	$1,000.00	$1,700.00
Postage						$15.00														$15.00
Print Media																				$0.00
Professional Development																				$0.00
Promotional Items								$60.00												$60.00
Rent																				$0.00
Reservation Fees															$1,381.00					$1,381.00
Signage																		$196.48		$196.48
Social Media							$75.00		$7,000.00								$15,000.00	$3,500.00		$25,575.00
Supplies						$60.00												$3,500.00		$3,560.00
Tradeshows																				$0.00
Travel																				$0.00
Unapplied Cash Bill Payment Expense																				$0.00
Vacation Guide																				$0.00
Visitor Centers																				$0.00
Web Design and Development																		$10,000.00		$10,000.00
Web Maintenance and Repairs																				$0.00
Web Servers & Domains						$50.00														$50.00
Total Expenses					**$2,175.00**	**$35,908.84**	**$20,675.00**	**$6,010.00**	**$27,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$8,370.00**	**$4,500.00**	**$55,500.00**	**$21,361.28**	**$6,000.00**	$187,500.12
Net Operating Income	**$ 154,000.00**	**$ 100,000.00**	**$ 5,200.00**	**$ 0.00**	**($2,175.00)**	**($35,908.84)**	**($20,675.00)**	**($6,010.00)**	**($27,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,370.00)**	**($4,500.00)**	**($55,500.00)**	**($21,361.28)**	**($6,000.00)**	$71,699.88
Other Income																				
Interest Income	0.00		25.49		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$25.49
Total Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49
Net Other Income	**$ 0.00**	**$ 0.00**	**$ 25.49**	**$ 0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$25.49
Net Income	**$ 154,000.00**	**$ 100,000.00**	**$ 5,225.49**	**$ 0.00**	**($2,175.00)**	**($35,908.84)**	**($20,675.00)**	**($6,010.00)**	**($27,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,370.00)**	**($4,500.00)**	**($55,500.00)**	**($21,361.28)**	**($6,000.00)**	$71,725.37

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00	$50,000.00	$3,400.00																	**$207,400.00**
Uncategorized Income																				**$0.00**
Total Income	**$154,000.00**	**$50,000.00**	**$3,400.00**	**$0.00**																**$207,400.00**
Expenses																				
Airport Guest Recovery																$265.00				**$265.00**
Bank Service Charge						$20.00														**$20.00**
Broadcast Media																	$3,000.00			**$3,000.00**
Buydown																				**$0.00**
Computer/Office Equipment																				**$0.00**
Contract Labor					$2,100.00	$29,007.00									$171.00					**$31,278.00**
Contract Services						$6,187.85									$6,771.00					**$12,958.85**
COOP Programs							$1,000.00													**$1,000.00**
Digital Media									$40,000.00								$12,000.00	$3,830.00		**$55,830.00**
Dues/ Memberships																				**$0.00**
Events																				**$0.00**
FAMS								$2,750.00												**$2,750.00**
Fulfillment							$580.00													**$580.00**
Insurance						$838.00														**$838.00**
Market Research						$28.99														**$28.99**
Meals and Entertainment					$75.00	$250.00														**$325.00**
Media Planning							$2,500.00										$250.00	$260.52		**$3,010.52**
Out of Home Media																				**$0.00**
Phone/Fax/ Internet						$290.00														**$290.00**
Photo/Video/ Creative Production																	$6,510.57	$1,862.50		**$8,373.07**
Postage						$15.00														**$15.00**
Print Media																				**$0.00**
Professional Development																				**$0.00**
Promotional Items																				**$0.00**
Rent																				**$0.00**
Reservation Fees															$946.00					**$946.00**
Signage																				**$0.00**
Social Media							$75.00		$5,000.00								$5,534.65	$2,500.00		**$13,109.65**
Supplies						$60.00														**$60.00**
Tradeshows																		$500.00		**$500.00**
Travel							$15,000.00													**$15,000.00**
Unapplied Cash Bill Payment Expense																				**$0.00**
Vacation Guide																				**$0.00**
Visitor Centers																				**$0.00**
Web Design and Development																		$10,000.00		**$10,000.00**
Web Maintenance and Repairs																				**$0.00**
Web Servers & Domains						$50.00														**$50.00**
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,746.84**	**$19,155.00**	**$2,750.00**	**$45,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$7,888.00**	**$265.00**	**$27,295.22**	**$18,953.02**	**$0.00**	**$160,228.08**
Net Operating Income	**$154,000.00**	**$50,000.00**	**$3,400.00**	**$0.00**	**($2,175.00)**	**($36,746.84)**	**($19,155.00)**	**($2,750.00)**	**($45,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,888.00)**	**($265.00)**	**($27,295.22)**	**($18,953.02)**	**$0.00**	**$47,171.92**
Other Income																				
Interest Income	$0.00		$8.71		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	**$8.71**
Total Other Income	**$0.00**	**$0.00**	**$8.71**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$8.71**
Net Other Income	**$0.00**	**$0.00**	**$8.71**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$8.71**
Net Income	**$154,000.00**	**$50,000.00**	**$3,408.71**	**$0.00**	**($2,175.00)**	**($36,746.84)**	**($19,155.00)**	**($2,750.00)**	**($45,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,888.00)**	**($265.00)**	**($27,295.22)**	**($18,953.02)**	**$0.00**	**$47,180.63**

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00	$95,000.00	$3,700.00																	$252,700.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$95,000.00**	**$3,700.00**	**$0.00**																$252,700.00
Expenses																				
Airport Guest Recovery																$115.00				$115.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									573					$31,680.00
Contract Services						$6,187.85									$6,771.00					$12,958.85
COOP Programs							$1,000.00													$1,000.00
Digital Media																	$3,000.00	$36,115.00	$2,985.00	$42,100.00
Dues/ Memberships																				$0.00
Events																			$5,000.00	$5,000.00
FAMS								$3,100.00												$3,100.00
Fulfillment							$2,000.00													$2,000.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$6,500.00													$6,500.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production									$40,000.00								$7,010.57	$36,362.50	$2,985.00	$86,358.07
Postage						$15.00														$15.00
Print Media							$20,000.00											$12,900.00		$32,900.00
Professional Development																				$0.00
Promotional Items																		$5,000.00		$5,000.00
Rent																				$0.00
Reservation Fees															$1,050.00					$1,050.00
Signage																				$0.00
Social Media							$75.00		$3,000.00								$3,819.45		$2,985.00	$9,879.45
Supplies						$110.00														$110.00
Tradeshows																				$0.00
Travel																				$0.00
Unapplied Cash Bill Payment Expense																				$0.00
Vacation Guide																				$0.00
Visitor Centers																$50,000.00				$50,000.00
Web Design and Development																		$10,000.00		$10,000.00
Web Maintenance and Repairs						$150.00														$150.00
Web Servers & Domains						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,108.84**	**$29,575.00**	**$3,100.00**	**$43,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$8,394.00**	**$50,115.00**	**$13,830.02**	**$100,377.50**	**$13,955.00**	$300,630.36
Net Operating Income	**$154,000.00**	**$95,000.00**	**$3,700.00**	**$0.00**	**($2,175.00)**	**($36,108.84)**	**($29,575.00)**	**($3,100.00)**	**($43,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,394.00)**	**($50,115.00)**	**($13,830.02)**	**($100,377.50)**	**($13,955.00)**	($47,930.36)
Other Income																				
Interest Income	$0.00	$0.00	$8.25	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00		$0.00	$0.00	$0.00	$0.00		$8.25
Total Other Income	**$0.00**	**$0.00**	**$8.25**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$8.25
Net Other Income	**$0.00**	**$0.00**	**$8.25**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$8.25
Net Income	**$154,000.00**	**$95,000.00**	**$3,708.25**	**$0.00**	**($2,175.00)**	**($36,108.84)**	**($29,575.00)**	**($3,100.00)**	**($43,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,394.00)**	**($50,115.00)**	**($13,830.02)**	**($100,377.50)**	**($13,955.00)**	($47,922.11)

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00		$282.00																	$154,282.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$282.00**	**$0.00**																$154,282.00
Expenses																				
Airport Guest Recovery																$340.00				$340.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									$50.00					$31,157.00
Contract Services						$6,187.85									$6,771.00					$12,958.85
COOP Programs							$1,000.00													$1,000.00
Digital Media																		$55,000.00		$55,000.00
Dues/ Memberships																				$0.00
Events																				$0.00
FAMS								$110.00												$110.00
Fulfillment							$2,500.00													$2,500.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$5,500.00				$750.00									$6,250.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production																		$20,000.00		$20,000.00
Postage						$15.00														$15.00
Print Media																		$1,000.00		$1,000.00
Professional Development																				$0.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees															$91.00					$91.00
Signage																				$0.00
Social Media							$75.00											$10,000.00		$10,075.00
Supplies						$75.00														$75.00
Tradeshows																				$0.00
Travel						$90.00														$90.00
Unapplied Cash Bill Payment Expense																				$0.00
Vacation Guide																				$0.00
Visitor Centers																				$0.00
Web Design and Development																		$10,000.00		$10,000.00
Web Maintenance and Repairs						$150.00														$150.00
Web Servers & Domains						$450.00														$450.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,563.84**	**$9,075.00**	**$110.00**	**$0.00**	**$0.00**	**$750.00**	**$0.00**	**$0.00**	**$0.00**	**$6,912.00**	**$340.00**	**$0.00**	**$96,000.00**	**$0.00**	$151,925.84
Net Operating Income	**$154,000.00**	**$0.00**	**$282.00**	**$0.00**	**($2,175.00)**	**($36,563.84)**	**($9,075.00)**	**($110.00)**	**$0.00**	**$0.00**	**($750.00)**	**$0.00**	**$0.00**	**$0.00**	**($6,912.00)**	**($340.00)**	**$0.00**	**($96,000.00)**	**$0.00**	$2,356.16
Other Income																				
Interest 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
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	**$154,000.00**	**$0.00**	**$291.78**	**$0.00**	**($2,175.00)**	**($36,563.84)**	**($9,075.00)**	**($110.00)**	**$0.00**	**$0.00**	**($750.00)**	**$0.00**	**$0.00**	**$0.00**	**($6,912.00)**	**($340.00)**	**$0.00**	**($96,000.00)**	**$0.00**	$2,365.94

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00	$50,000.00																		$204,000.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$50,000.00**	**$0.00**	**$0.00**																$204,000.00
Expenses																				
Airport Guest Recovery																$200.00				$200.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									$106.00					$31,213.00
Contract Services						$6,187.85									$6,771.00					$12,958.85
COOP Programs							$1,000.00													$1,000.00
Digital Media							$5,000.00				$17,500.00							$55,000.00		$77,500.00
Dues/ Memberships																				$0.00
Events																		$5,000.00		$5,000.00
FAMS								$1,000.00												$1,000.00
Fulfillment							$2,200.00													$2,200.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$10,500.00				$3,250.00									$13,750.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production											$2,000.00							$35,000.00		$37,000.00
Postage						$15.00														$15.00
Print Media																		$400.00		$400.00
Professional Development																				$0.00
Promotional Items																		$5,000.00		$5,000.00
Rent																				$0.00
Reservation Fees																				$0.00
Signage																				$0.00
Social Media							$75.00				$2,100.00							$10,000.00		$12,175.00
Supplies						$150.00														$150.00
Tradeshows																				$0.00
Travel								$265.00												$265.00
Unapplied Cash Bill Payment Expense																				$0.00
Vacation Guide																				$0.00
Visitor Centers																				$0.00
Web Design and Development																		$10,000.00		$10,000.00
Web Maintenance and Repairs						$150.00														$150.00
Web Servers & Domains						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,148.84**	**$18,775.00**	**$1,265.00**	**$0.00**	**$0.00**	**$24,850.00**	**$0.00**	**$0.00**	**$0.00**	**$6,877.00**	**$200.00**	**$0.00**	**$120,400.00**	**$0.00**	$210,690.84
Net Operating Income	**$154,000.00**	**$50,000.00**	**$0.00**	**$0.00**	**($2,175.00)**	**($36,148.84)**	**($18,775.00)**	**($1,265.00)**	**$0.00**	**$0.00**	**($24,850.00)**	**$0.00**	**$0.00**	**$0.00**	**($6,877.00)**	**($200.00)**		**($120,400.00)**		($6,690.84)
Other Income																				$0.00
Interest Income	**$0.00**	**$0.00**	**$12.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$12.00
Total Other Income	**$0.00**	**$0.00**	**$12.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$12.00
Net Other Income	**$0.00**	**$0.00**	**$12.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$12.00
Net Income	**$154,000.00**	**$50,000.00**	**$12.00**	**$0.00**	**($2,175.00)**	**($36,148.84)**	**($18,775.00)**	**($1,265.00)**	**$0.00**	**$0.00**	**($24,850.00)**	**$0.00**	**$0.00**	**$0.00**	**($6,877.00)**	**($200.00)**	**$0.00**	**($120,400.00)**	**$0.00**	**($6,678.84)**

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00																			$154,000.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**																$154,000.00
Expenses																				
Airport Guest Recovery																				$0.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment						$300.00														$300.00
Contract Labor					$2,100.00	$29,007.00														$31,107.00
Contract Services						$7,167.00									$6,771.00					$13,938.00
COOP Programs							$1,000.00													$1,000.00
Digital Media							$10,000.00											$15,000.00		$25,000.00
Dues/ Memberships						$1,000.00														$1,000.00
Events							$2,000.00							$2,000.00				$10,000.00		$14,000.00
FAMS								$1,500.00												$1,500.00
Fulfillment							$500.00													$500.00
Insurance					$1,050.00															$1,050.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$4,000.00													$4,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production											$26,200.00							$60,000.00		$86,200.00
Postage						$15.00														$15.00
Print Media											$550.00							$400.00		$950.00
Professional Development																				$0.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees																				$0.00
Signage																				$0.00
Social Media							$5,075.00				$7,100.00			$2,000.00				$10,000.00		$24,175.00
Supplies																				$0.00
Tradeshows																				$0.00
Travel																		$15,000.00		$15,000.00
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						$50.00											$0.00			$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$3,225.00**	**$38,277.99**	**$22,575.00**	**$1,500.00**	**$0.00**	**$0.00**	**$33,850.00**	**$0.00**	**$0.00**	**$4,000.00**	**$6,771.00**	**$0.00**	**$0.00**	**$110,400.00**	**$0.00**	$220,598.99
Net Operating Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**	**($3,225.00)**	**($38,277.99)**	**($22,575.00)**	**($1,500.00)**	**$0.00**	**$0.00**	**($33,850.00)**	**$0.00**	**$0.00**	**($4,000.00)**	**($6,771.00)**	**$0.00**	**$0.00**	**($110,400.00)**	**$0.00**	($66,598.99)
Other Income																				
Interest Income			$5.10														$0.00			$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$5.10**	**$0.00**	**($3,225.00)**	**($38,277.99)**	**($22,575.00)**	**($1,500.00)**	**$0.00**	**$0.00**	**($33,850.00)**	**$0.00**	**$0.00**	**($4,000.00)**	**($6,771.00)**	**$0.00**	**$0.00**	**($110,400.00)**	**$0.00**	($66,593.89)

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00																			$154,000.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**																$154,000.00
Expenses																				
Airport Guest Recovery																				$0.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									$1,100.00					$32,207.00
Contract Services						$14,812.85									$6,771.00					$21,583.85
COOP Programs							$1,000.00													$1,000.00
Digital Media											$8,600.00			$1,200.00				$30,000.00		$39,800.00
Dues/ Memberships																				$0.00
Events														$1,400.00						$1,400.00
FAMS								$4,000.00												$4,000.00
Fulfillment							$500.00													$500.00
Insurance					$1,050.00															$1,050.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$4,000.00													$4,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production											$1,300.00							$20,000.00		$21,300.00
Postage						$15.00								$125.00				$125.00		$265.00
Print Media											$2,400.00							$400.00		$2,800.00
Professional Development																				$0.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees																				$0.00
Signage																				$0.00
Social Media							$5,075.00				$5,225.00			$2,500.00				$10,000.00		$22,800.00
Supplies																				$0.00
Tradeshows																				$0.00
Travel																		$10,000.00		$10,000.00
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						$50.00											$0.00			$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$3,225.00**	**$44,623.84**	**$10,575.00**	**$4,000.00**	**$0.00**	**$0.00**	**$17,525.00**	**$0.00**	**$0.00**	**$5,225.00**	**$7,871.00**	**$0.00**	**$0.00**	**$70,525.00**	**$0.00**	$163,569.84
Net Operating Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**	**($3,225.00)**	**($44,623.84)**	**($10,575.00)**	**($4,000.00)**	**$0.00**	**$0.00**	**($17,525.00)**	**$0.00**	**$0.00**	**($5,225.00)**	**($7,871.00)**	**$0.00**	**$0.00**	**($70,525.00)**	**$0.00**	($9,569.84)
Other Income																				
Interest Income			$5.10														$0.00			$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$5.10**	**$0.00**	**($3,225.00)**	**($44,623.84)**	**($10,575.00)**	**($4,000.00)**	**$0.00**	**$0.00**	**($17,525.00)**	**$0.00**	**$0.00**	**($5,225.00)**	**($7,871.00)**	**$0.00**	**$0.00**	**($70,525.00)**	**$0.00**	($9,564.74)

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00																			$154,000.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**																$154,000.00
Expenses																				
Airport Guest Recovery																				$0.00
Bank Service Charge						$20.00														$20.00
Broadcast Media														$300.00						$300.00
Buydown																				$0.00
Computer/Office Equipment																				$0.00
Contract Labor					$2,100.00	$29,007.00									$228.00					$31,335.00
Contract Services						$6,362.85								$9,000.00	$6,771.00					$22,133.85
COOP Programs							$1,000.00													$1,000.00
Digital Media									$5,000.00					$5,000.00				$40,000.00		$50,000.00
Dues/ Memberships						$500.00														$500.00
Events														$8,000.00						$8,000.00
FAMS								$3,000.00												$3,000.00
Fulfillment							$350.00													$350.00
Insurance						$1,300.00								$500.00						$1,800.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$4,000.00													$4,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production														$5,000.00						$5,000.00
Postage						$15.00												$125.00		$140.00
Print Media														$300.00				$400.00		$700.00
Professional Development																				$0.00
Promotional Items														$1,300.00						$1,300.00
Rent																				$0.00
Reservation Fees																				$0.00
Signage																				$0.00
Social Media							$5,075.00		$10,000.00					$9,350.00						$24,425.00
Supplies																				$0.00
Tradeshows																				$0.00
Travel																				$0.00
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						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$37,973.84**	**$10,425.00**	**$3,000.00**	**$15,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$38,750.00**	**$6,999.00**	**$0.00**	**$0.00**	**$40,525.00**	**$0.00**	$154,847.84
Net Operating Income	**$154,000.00**	**$0.00**	**$0.00**	**$0.00**	**($2,175.00)**	**($37,973.84)**	**($10,425.00)**	**($3,000.00)**	**($15,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($38,750.00)**	**($6,999.00)**	**$0.00**	**$0.00**	**($40,525.00)**	**$0.00**	($847.84)
Other Income																				
Interest Income			$5.10																	$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$5.10**	**$0.00**	**($2,175.00)**	**($37,973.84)**	**($10,425.00)**	**($3,000.00)**	**($15,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($38,750.00)**	**($6,999.00)**	**$0.00**	**$0.00**	**($40,525.00)**	**$0.00**	($842.74)

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00		$5,000.00																	$159,000.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$5,000.00**	**$0.00**																$159,000.00
Expenses																				
Airport Guest Recovery																				$0.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																				$0.00
Buydown																				$0.00
Computer/Office Equipment						$300.00														$300.00
Contract Labor					$2,100.00	$29,007.00									$337.00					$31,444.00
Contract Services						$6,129.85									$6,771.00					$12,900.85
COOP Programs							$1,000.00													$1,000.00
Digital Media									$40,000.00									$20,000.00		$60,000.00
Dues/ Memberships																				$0.00
Events																		$5,000.00		$5,000.00
FAMS																				$0.00
Fulfillment							$350.00													$350.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$10,000.00													$10,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production									$10,000.00											$10,000.00
Postage						$15.00														$15.00
Print Media																				$0.00
Professional Development																				$0.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees															$645.00					$645.00
Signage																				$0.00
Social Media							$75.00		$10,000.00									$2,000.00		$12,075.00
Supplies																				$0.00
Tradeshows						$150.00														$150.00
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
Web Maintenance and Repairs						$150.00														$150.00
Web Servers & Domains						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,890.84**	**$11,425.00**	**$0.00**	**$60,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$7,753.00**	**$0.00**	**$0.00**	**$27,000.00**	**$0.00**	$145,243.84
Net Operating Income	**$154,000.00**	**$0.00**	**$5,000.00**	**$0.00**	**($2,175.00)**	**($36,890.84)**	**($11,425.00)**	**$0.00**	**($60,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,753.00)**	**$0.00**	**$0.00**	**($27,000.00)**	**$0.00**	$13,756.16
Other Income																				
Interest Income			$5.10																	$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$5,005.10**	**$0.00**	**($2,175.00)**	**($36,890.84)**	**($11,425.00)**	**$0.00**	**($60,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,753.00)**	**$0.00**	**$0.00**	**($27,000.00)**	**$0.00**	$13,761.26

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00		$36.00																	$154,036.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$36.00**	**$0.00**																$154,036.00
Expenses																				
Airport Guest Recovery																				$0.00
Bank Service Charge						$20.00														$20.00
Broadcast Media												$5,000.00					$5,000.00			$10,000.00
Buydown																				$0.00
Computer/Office Equipment						$300.00														$300.00
Contract Labor					$2,100.00	$29,007.00									$264.00					$31,371.00
Contract Services						$6,129.85									$6,771.00					$12,900.85
COOP Programs							$1,000.00		$15,000.00											$16,000.00
Digital Media																		$8,000.00		$8,000.00
Dues/ Memberships																				$0.00
Events									$40,000.00											$40,000.00
FAMS																				$0.00
Fulfillment							$500.00													$500.00
Insurance																				$0.00
Market Research						$28.99		$14,000.00												$14,028.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$6,000.00													$6,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production									$10,000.00									$7,500.00		$17,500.00
Postage						$15.00														$15.00
Print Media																				$0.00
Professional Development																				$0.00
Promotional Items							$3,000.00													$3,000.00
Rent																				$0.00
Reservation Fees															$10.00					$10.00
Signage																				$0.00
Social Media							$75.00		$10,000.00											$10,075.00
Supplies							$100.00													$100.00
Tradeshows																				$0.00
Travel																		$1,200.00		$1,200.00
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						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,240.84**	**$10,675.00**	**$14,000.00**	**$75,000.00**	**$0.00**	**$0.00**	**$5,000.00**	**$0.00**	**$0.00**	**$7,045.00**	**$0.00**	**$5,000.00**	**$16,700.00**	**$0.00**	$171,835.84
Net Operating Income	**$154,000.00**	**$0.00**	**$36.00**	**$0.00**	**($2,175.00)**	**($36,240.84)**	**($10,675.00)**	**($14,000.00)**	**($75,000.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($7,045.00)**	**$0.00**	**($5,000.00)**	**($16,700.00)**	**$0.00**	($17,799.84)
Other Income																				
Interest Income			$5.10														$0.00			$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$41.10**	**$0.00**	**($2,175.00)**	**($36,240.84)**	**($10,675.00)**	**($14,000.00)**	**($75,000.00)**	**$0.00**	**$0.00**	**($5,000.00)**	**$0.00**	**$0.00**	**($7,045.00)**	**$0.00**	**($5,000.00)**	**($16,700.00)**	**$0.00**	($17,794.74)

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00		$12.00																	$154,012.00
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$12.00**	**$0.00**																$154,012.00
Expenses																				
Airport Guest Recovery																				$0.00
BANK SERVICE CHARGE						$20.00														$20.00
Broadcast Media																	$5,000.00			$5,000.00
Buydown																				$0.00
Computer/ Office Equipment						$300.00									$249.00					$549.00
Contract Labor					$2,100.00	$29,007.00									$6,771.00					$37,878.00
Contract Services						$6,129.85														$6,129.85
COOP Programs							$1,000.00													$1,000.00
Digital Media									$15,000.00									$5,000.00		$20,000.00
Dues/ Memberships																				$0.00
Events																				$0.00
FAMS								$2,000.00												$2,000.00
Fulfillment							$500.00													$500.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$5,000.00													$5,000.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production									$10,000.00									$5,000.00		$15,000.00
Postage						$15.00														$15.00
Print Media																	$1,900.00		$2,500.00	$4,400.00
Professional Development						$200.00														$200.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees															$4.00					$4.00
Signage																				$0.00
Social Media							$75.00		$20,000.00											$20,075.00
Supplies							$100.00													$100.00
Tradeshows																				$0.00
Travel							$1,800.00													$1,800.00
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						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,440.84**	**$8,475.00**	**$2,000.00**	**$45,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$7,024.00**	**$0.00**	**$6,900.00**	**$10,000.00**	**$2,500.00**	$120,514.84
Net Operating Income	**$154,000.00**	**$0.00**	**$12.00**	**$0.00**	**($2,175.00)**	**($36,440.84)**	**($8,475.00)**	**($2,000.00)**	**($45,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,024.00)**	**$0.00**	**($6,900.00)**	**($10,000.00)**	**($2,500.00)**	$33,497.16
Other Income																				
Interest Income			$5.10														$0.00			$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$17.10**	**$0.00**	**($2,175.00)**	**($36,440.84)**	**($8,475.00)**	**($2,000.00)**	**($45,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($7,024.00)**	**$0.00**	**($6,900.00)**	**($10,000.00)**	**($2,500.00)**	$33,502.26

	Local Marketing District	Public/ Restricted	Unrestricted	Not Specified	Board of Directors	Administration	Marketing	Public Relations	DEN	DFW	IAH	LAX	ORD	Blue Mesa	Central Reservations	Customer Experience	Gunnison Getaway	Mountain Biking	Nordic	TOTAL
Income																				
Income	$154,000.00		$31.14																	$154,031.14
Uncategorized Income																				$0.00
Total Income	**$154,000.00**	**$0.00**	**$31.14**	**$0.00**																$154,031.14
Expenses																				
Airport Guest Recovery																$850.00				$850.00
Bank Service Charge						$20.00														$20.00
Broadcast Media																	$5,000.00			$5,000.00
Buydown																				$0.00
Computer/ Office Equipment						$300.00														$300.00
Contract Labor					$2,100.00	$29,007.00									$489.00					$31,596.00
Contract Services						$6,362.85									$6,771.00					$13,133.85
COOP Programs							$1,000.00													$1,000.00
Digital Media									$20,000.00								$5,000.00	$5,000.00	$5,000.00	$35,000.00
Dues/ Memberships																				$0.00
Events																				$0.00
FAMS								$2,500.00												$2,500.00
Fulfillment							$500.00													$500.00
Insurance																				$0.00
Market Research						$28.99														$28.99
Meals and Entertainment					$75.00	$250.00														$325.00
Media Planning							$2,500.00													$2,500.00
Out of Home Media																				$0.00
Phone/Fax/ Internet						$290.00														$290.00
Photo/Video/ Creative Production																			$10,000.00	$10,000.00
Postage						$15.00														$15.00
Print Media																	$1,900.00			$1,900.00
Professional Development						$200.00														$200.00
Promotional Items																				$0.00
Rent																				$0.00
Reservation Fees															$1,007.00					$1,007.00
Signage																				$0.00
Social Media							$75.00		$20,000.00								$10,000.00		$5,000.00	$35,075.00
Supplies							$100.00													$100.00
Tradeshows																				$0.00
Travel																				$0.00
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						$50.00														$50.00
Total Expenses	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$2,175.00**	**$36,673.84**	**$4,175.00**	**$2,500.00**	**$40,000.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$8,267.00**	**$850.00**	**$21,900.00**	**$5,000.00**	**$20,000.00**	$141,540.84
Net Operating Income	**$154,000.00**	**$0.00**	**$31.14**	**$0.00**	**($2,175.00)**	**($36,673.84)**	**($4,175.00)**	**($2,500.00)**	**($40,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,267.00)**	**($850.00)**	**($21,900.00)**	**($5,000.00)**	**($20,000.00)**	$12,490.30
Other Income																				
Interest Income			$5.10														$0.00			$5.10
Total Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Other Income	**$0.00**	**$0.00**	**$5.10**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	$5.10
Net Income	**$154,000.00**	**$0.00**	**$36.24**	**$0.00**	**($2,175.00)**	**($36,673.84)**	**($4,175.00)**	**($2,500.00)**	**($40,000.00)**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**($8,267.00)**	**($850.00)**	**($21,900.00)**	**($5,000.00)**	**($20,000.00)**	$12,495.40