

Ordinary Income/Expense

				FY27 - \$4/Night	FY27 - \$2/Night	FY27 - \$2/Winter - \$4/Summer
Income						
	43400 · Gallatin Valley TBID Collection					
	43401 · Bozeman District			\$2,600,000.00	\$1,300,000.00	\$2,000,000.00
	43402 · Belgrade District			\$440,000.00	\$220,000.00	
	43403 · Three Fork District			\$32,000.00	\$16,000.00	
	43400 · Gallatin Valley TBID Collection - Other					
	Total 43400 · Gallatin Valley TBID Collection			\$3,072,000.00	\$1,536,000.00	\$2,000,000.00
	Total Income			\$3,072,000.00	\$1,536,000.00	\$2,000,000.00
Expense						
	60900 · Business Expenses					
	60920 · Business Registration Fees			\$5,000.00	\$3,000.00	\$4,000.00
	60921 · Interest Expense LOC			\$1,500.00	\$1,500.00	\$1,500.00
	Total 60900 · Business Expenses			\$6,500.00	\$4,500.00	\$5,500.00
	62100 · Contract Services					
	62105 · Administration/Lease/Wage Reim					
	1 · Administration			\$200,000.00	\$130,000.00	\$200,000.00
	2 · Office Space Lease			\$60,000.00	\$50,000.00	\$50,000.00
	62105 · Adminstration/Lease/Wage Reim - Other			\$0.00	-	
	Additional Staffing			\$225,000.00	\$0.00	\$100,000.00
	Total 62105 · Adminstration/Lease/Wage Reim			\$485,000.00	\$180,000.00	\$350,000.00
	62110 · Accounting Fees			\$19,500.00	\$19,500.00	\$19,500.00
	62140 · Legal Fees			\$5,000.00	\$2,500.00	\$10,000.00
	Total 62100 · Contract Services			\$509,500.00	\$202,000.00	\$379,500.00
	63000 · Advertising					
	Fall			\$73,775.00	\$20,000.00	\$26,791.00
	Winter			\$170,250.00	\$85,125.00	\$103,336.00
	Spring			\$68,100.00	\$20,000.00	\$49,755.00
	Summer			\$113,500.00	\$56,750.00	\$84,200.00
	Destination Stewardship			\$30,000.00	\$0.00	\$20,170.00
	Meetings & Events			\$57,000.00	\$57,000.00	\$56,950.00
	Yellowstone					\$8,009.00
	Travel Guide					\$4,746.00
	OPPORTUNITY			\$40,000.00	\$0.00	\$28,712.00
	Sub total					
	Total 63000 · Advertising			\$552,625.00	\$238,875.00	\$382,669.00
	65000 · Marketing Support - AGENCY FEES					
	65010 · Prime Marketing Support			\$187,500.00	\$138,000.00	\$159,000.00
	Campaign Management					
	Campaign Creative					
	Content Creation & SEO					
	Digital Marketing & Advertising					
	Email Marketing					
	Social Media Marketing					
	Website Updates/Maintenance					
	Consulting/Reporting/Analysis					
	Consulting - Annual Marketing Plan					
	HubSpot			\$34,000.00	\$34,000.00	\$34,000.00
	RIPE - Booking Engine			\$23,000.00	\$23,000.00	\$23,000.00
	Placer.AI			\$50,000.00	\$50,000.00	\$50,000.00
	Air DNA			\$11,000.00	\$11,000.00	\$11,000.00
	CoStar			\$12,000.00	\$12,000.00	\$12,000.00
	Sprinklr			\$12,000.00	\$0.00	
	Photos/Videos			\$58,000.00	\$58,000.00	\$58,000.00
	Visit Bozeman Brand SWAG			\$20,000.00	\$20,000.00	\$20,000.00
	Total 65000 · Marketing Support			\$407,500.00	\$346,000.00	\$367,000.00
	65100 · Grant Programs					
	65101 · Tournament Committee					
	101 · Bozeman District			\$125,000.00	\$60,500.00	\$100,000.00
	102 · Belgrade District					
	103 · Three Forks District					
	65101 · Tournament Committee - Other					
	Total 65101 · Tournament Committee			\$125,000.00	\$60,500.00	\$100,000.00
	65120 · Non GVTC Grants			\$200,000.00	\$115,000.00	\$125,000.00
	65150 · MSU Concerts			\$100,000.00	\$0.00	\$100,000.00
	65175 · Visitor Information Center			\$15,000.00	\$10,000.00	\$10,000.00
	Total 65100 · Grant Programs			\$440,000.00	\$185,500.00	\$335,000.00
	65200 · Air Transportation Support					
	65201 · Revenue Guarantee Match			\$250,000.00	\$125,000.00	\$175,000.00
	65220 · Air Service Marketing Match			\$177,000.00	\$88,500.00	\$100,000.00
	Total 65200 · Air Transportation Support			\$427,000.00	\$213,500.00	\$275,000.00
	65400 · Other Types of Expenses					
	60199 · Insurance - Liability, D and O					
	Total 65400 · Other Types of Expenses			\$3,000.00	\$3,000.00	\$3,000.00
	65500 · Community Engagement			\$143,000.00	\$143,000.00	\$143,000.00
	68300 · Travel and Meetings					
	FAM Tours					
	68310 · Conference, Convention, Meeting			\$20,000.00	\$20,000.00	\$20,000.00
	Total 68300 · Travel and Meetings			\$75,000.00	\$75,000.00	\$75,000.00
				\$95,000.00	\$95,000.00	\$95,000.00
				\$2,584,125.00	\$1,431,375.00	\$1,985,669.00
	Total Expense					
	Net Ordinary Income			\$15,875.00	-\$131,375.00	\$14,331.00
	Net Income					

\$15,875.00
-\$131,375.00
\$50,000.00

\$0.00