

**Ouray Tourism Office**  
**Profit & Loss by Class**  
 January through December 2019

(Statement of Activities)

|  | <u>Visitor's Services</u><br><u>(LOT)</u> |
|--|---|
| <b>Ordinary Income/Expense</b>                   |   |
| <b>Income</b>                                    |   |
| <b>5100 · TOURISM FUND REVENUE</b>               |   |
| 5150 · Tourism Fund - City of Ouray              | 138,750.00                                |
| <b>Total 5100 · TOURISM FUND REVENUE</b>         | <u>138,750.00</u>                         |
| <b>Total Income</b>                              | <u>138,750.00</u>                         |
| <b>Gross Profit</b>                              | 138,750.00                                |
| <b>Expense</b>                                   |   |
| <b>6000 · PAYROLL &amp; STAFF EXPENSES</b>       |   |
| 6015 · Gross Wages                               | 66,716.70                                 |
| 6016 · Vacation Pay                              | 7,116.27                                  |
| 6019 · Overtime, (Time and a half)               | 613.13                                    |
| 6023 · Health & Accident Benefits                | 400.00                                    |
| 6024 · Business Use of Personal Mobile           | 67.21                                     |
| 6100 · Payroll Taxes                             |   |
| 6110 · FICA                                      | 4,276.78                                  |
| 6120 · FUTA                                      | 261.31                                    |
| 6130 · Medicare                                  | 1,000.22                                  |
| 6140 · SUICO                                     | 472.68                                    |
| 6100 · Payroll Taxes - Other                     | 442.90                                    |
| <b>Total 6100 · Payroll Taxes</b>                | <u>6,453.89</u>                           |
| 6220 · Professional Development                  |   |
| 6230 · Industry Conferences                      |   |
| 6250 · Co. Governors Tourism Conferenc           | 577.80                                    |
| <b>Total 6230 · Industry Conferences</b>         | <u>577.80</u>                             |
| 6235 · Industry Trainings                        | 0.00                                      |
| 6220 · Professional Development - Other          | 20.99                                     |
| <b>Total 6220 · Professional Development</b>     | <u>598.79</u>                             |
| 6280 · Workmans Comp                             | 163.13                                    |
| 6295 · Custodian                                 | 7,899.25                                  |
| 6299 · Other Contract Payroll                    | 521.28                                    |
| <b>Total 6000 · PAYROLL &amp; STAFF EXPENSES</b> | <u>90,549.65</u>                          |
| <b>6900 · VISITOR CENTER</b>                     |   |
| 6915 · Cleaning & Supplies                       | 481.87                                    |
| 6920 · Insurance                                 | 500.00                                    |
| 6925 · Landscaping                               | 35.00                                     |
| 6930 · Misc.                                     | 286.00                                    |
| 6940 · Repairs & Maintenance                     | 578.05                                    |
| 6945 · Snow Removal                              | 2,167.50                                  |
| 6950 · Communications                            |   |
| 6951 · Internet & Server fees                    | 1,200.00                                  |
| 6960 · 970-325-4746                              | 3,372.26                                  |
| <b>Total 6950 · Communications</b>               | <u>4,572.26</u>                           |
| 6990 · Utilities                                 | 5,113.88                                  |

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|  | <b>(LOT)</b>              |
| 6995 · Trash Service                                   | 2,004.53                  |
| 6999 · VS Management & Contingency                     | 13,875.00                 |
| <b>Total 6900 · VISITOR CENTER</b>                     | <b>29,614.09</b>          |
| <b>7000 · DESTINATION MKTG, MGMT &amp; DVPT</b>        |                           |
| 7025 · Marketing Grants Match                          | 0.00                      |
| 7050 · Local Collab. Marketing Support                 | 0.00                      |
| 7070 · Video Asset Production                          | 0.00                      |
| 7074 · Tourism Industry Memberships                    |                           |
| 7075 · CADMO   | 0.00                      |
| 7077 · Grand Circle Travel                             | 0.00                      |
| 7079 · CO Hotel & Lodgers Association                  | 0.00                      |
| 7081 · Other Partnerships & Committees                 | 0.00                      |
| <b>Total 7074 · Tourism Industry Memberships</b>       | <b>0.00</b>               |
| <b>7088 · STAY LONGER, VISITOR GUIDE, LNT</b>          |                           |
| 7089 · Visitor's Guide                                 | 0.00                      |
| 7090 · Distribution Expense                            |                           |
| 7526 · Pitney Bowes Lease                              | 0.00                      |
| 7528 · Postage Expense                                 | 0.00                      |
| <b>Total 7090 · Distribution Expense</b>               | <b>0.00</b>               |
| 7095 · Stay Longer & Ethics Collateral                 | 0.00                      |
| <b>Total 7088 · STAY LONGER, VISITOR GUIDE, LNT</b>    | <b>0.00</b>               |
| <b>7130 · ONLINE MARKETING</b>                         |                           |
| 7131 · Email Marketing                                 | 0.00                      |
| 7137 · Go-Colorado.com                                 | 0.00                      |
| 7142 · Web, Undetermined                               | 0.00                      |
| 7150 · OurayColorado.com expenses                      | 0.00                      |
| 7130 · ONLINE MARKETING - Other                        | 0.00                      |
| <b>Total 7130 · ONLINE MARKETING</b>                   | <b>0.00</b>               |
| <b>7200 · PRINT MARKETING</b>                          |                           |
| 7230 · National Print                                  |                           |
| 7231 · CO State Vacation Guide(s)                      | 0.00                      |
| 7290 · National Print Other                            | 0.00                      |
| <b>Total 7230 · National Print</b>                     | <b>0.00</b>               |
| 7310 · InState & Regional Print                        |                           |
| 7351 · Watch Newspapers                                | 0.00                      |
| 7380 · InState / Regional Other                        | 0.00                      |
| <b>Total 7310 · InState &amp; Regional Print</b>       | <b>0.00</b>               |
| <b>Total 7200 · PRINT MARKETING</b>                    | <b>0.00</b>               |
| <b>7700 · MEDIA, GROUP &amp; TRADE MARKETING</b>       |                           |
| 7730 · Fam Tours & Travel Writers                      | 0.00                      |
| <b>Total 7700 · MEDIA, GROUP &amp; TRADE MARKETING</b> | <b>0.00</b>               |
| <b>7800 · TRADE/CONSUMER DIRECT MARKETING</b>          |                           |
| 7811 · Travel Expenses                                 | 0.00                      |
| 7812 · Meal Expenses                                   | 0.00                      |

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|  | <b>Visitor's Services</b><br><b>(LOT)</b> |
|--|---|
| Total 7800 · TRADE/CONSUMER DIRECT MARKETING | 0.00                                      |
| Total 7000 · DESTINATION MKTG, MGMT & DVPT   | 0.00                                      |
| 7900 · DMMD PLATFORMS & RESEARCH             |   |
| 7911 · CRM Platform                          | 0.00                                      |
| 7913 · PR Tracking & ROI Platform            | 0.00                                      |
| 7915 · User Generated Content Platform       | 0.00                                      |
| 7916 · Graphic Design                        | 0.00                                      |
| 7950 · Market Research                       | 0.00                                      |
| Total 7900 · DMMD PLATFORMS & RESEARCH       | 0.00                                      |
| 7999 · DMMD Management & Contingency         | 0.00                                      |
| 8300 · ADMINISTRATIVE EXPENSES & LOSS        |   |
| 8320 · Accounting Software                   | 260.00                                    |
| 8380 · Office Equipment                      |   |
| 8382 · Tech Hardware Software & Maint.       | 441.12                                    |
| 8384 · Computer Maintenance                  | 341.00                                    |
| 8389 · Copier Lease                          | 1,603.43                                  |
| Total 8380 · Office Equipment                | 2,385.55                                  |
| 8399 · Office Supplies                       | 736.29                                    |
| 8400 · Professional Services                 |   |
| 8420 · Accounting & Tax Prep                 | 2,400.00                                  |
| Total 8400 · Professional Services           | 2,400.00                                  |
| Total 8300 · ADMINISTRATIVE EXPENSES & LOSS  | 5,781.84                                  |
| Total Expense                                | 125,945.58                                |
| Net Ordinary Income                          | 12,804.42                                 |
| Net Income                                   | 12,804.42                                 |

**Ouray Tourism Office**  
**Statement of Functional Expenses (990)**  
 January through December 2019

|  | <u>Visitor's Services</u> |                          |                          |
|--|---------------------------|--------------------------|--------------------------|
|  | <u>(LOT)</u>              | <u>Total LOT</u>         | <u>TOTAL</u>             |
| <b>6000 · PAYROLL &amp; STAFF EXPENSES</b>       | 90,549.65                 | 90,549.65                | 90,549.65                |
| <b>6900 · VISITOR CENTER</b>                     | 29,614.09                 | 29,614.09                | 29,614.09                |
| <b>8300 · ADMINISTRATIVE EXPENSES &amp; LOSS</b> | 5,781.84                  | 5,781.84                 | 5,781.84                 |
| <b>TOTAL</b>                                     | <b><u>125,945.58</u></b>  | <b><u>125,945.58</u></b> | <b><u>125,945.58</u></b> |

**Ouray Tourism Office**  
**Statement of Cash Flows**  
January through December 2019

Jan - Dec 19

**OPERATING ACTIVITIES**

|  |                           |
|--|---------------------------|
| Net Income   | 12,804.42                 |
| Adjustments to reconcile Net Income<br>to net cash provided by operations: |                           |
| 1800 · Accounts Receivable   | -138,750.00               |
| 2000 · Will Move Forward to Next Year                                      | 500.00                    |
| 2500 · Payroll Liabilities:2520 · Fed Withholding/FICA                     | 14,375.00                 |
| 2500 · Payroll Liabilities:2530 · FUTA                                     | 261.31                    |
| 2500 · Payroll Liabilities:2540 · State Withholding CO                     | 1,707.00                  |
| 2500 · Payroll Liabilities:2550 · SUICO                                    | 472.68                    |
| Net cash provided by Operating Activities                                  | <u>-108,629.59</u>        |
| Net cash increase for period   | <u>-108,629.59</u>        |
| Cash at end of period  | <u><u>-108,629.59</u></u> |