

RESORT TAX

— BUILDING BIG SKY SINCE 1992 —

2018-2019 APPLICATION FOR RESORT TAX FUNDS

Applicant's Official Name: The Montana Land Reliance

Project Name: Land Conservation in Big Sky

Address: PO Box 161554 Big Sky, MT 59716

Representative: Jessie Wiese

Telephone: 406 594 1570 Email: jessie@mtlandreliance.org

Project Start Date: April 2016 Project Completion Date: Ongoing

Total Funds Requested \$ 14,851.10

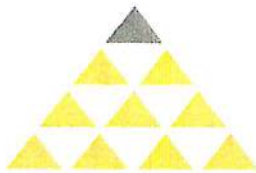
State your estimated payment request schedule for the coming year; amounts should total funds requested. Please enter dollar amounts.

	July '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Payment Request \$						<u>7425.55</u>
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Payment Request \$						<u>7425.55</u>

I certify that the application and its attachments are correct to the best of my knowledge.

[Signature]
 Signature
JAY ERICKSON
 Printed Name

Managing Director
 Title (Board Chair or Governing Officer)
4/30/2018
 Date



RESORT TAX

— BUILDING BIG SKY SINCE 1982 —

2018-2019 APPLICATION FOR RESORT TAX FUNDS

- 1) **Provide a description of the entity and the Mission Statement.**
State the entity's tax status/legal identity and when it was initiated.
What is the personnel makeup of your office; specifically how many are employees, how many are contractors and what are their duties? What is the full time equivalent (FTE) of each: ¼, ½, ¾ or full time?
Unless previously provided to the resort tax office, please include a copy of the Articles of Incorporation.
(200 words max)

The Montana Land Reliance (MLR) partners with private landowners to permanently protect agricultural lands, fish and wildlife habitat, and open space. MLR is a nonprofit started in 1978 that serves all of Montana with satellite offices in Bigfork, Bozeman, Big Sky, and a main office in Helena. MLR has protected over 1,040,000 acres through private land conservation easements in Montana, including over 290,000 acres in the Greater Yellowstone Ecosystem, and 1,675 miles of riverfront statewide. **Within the Resort Tax boundary of Big Sky, MLR has protected 9,581 acres of land, 29 miles of stream and riverfront, and 9,000 acres of elk habitat.** All community members are served by private land conservation that protects water quality and quantity, scenic beauty, wildlife habitat and corridors in our beautiful community.

MLR has 13 full-time employees and 16 part-time employees (equal to 3 FTEs). MLR has five contractors who complete resource documentation reports and mineral remoteness report evaluations when need be to complete conservation easement agreements.

- 2) **Provide a complete description of the project(s). Include the project(s) purpose, goals and objectives. For each project provide a budget number and measurable objectives, i.e. how you will do something and in what timeframe. The information provided here should be specific regarding what the entity is requesting to be funded by resort tax. If requesting funds for operations, identify the categories and assign a dollar amount (salaries, software, etc.) If permits are required, please specify what permits are required and what projects they apply to. If requesting funds for a study (feasibility, etc.), a minimum of two bids are required. Also provide the RFP submitted for the study. Funding for a study will only be considered if the proposal has measurable outcomes. Please be succinct.**

Gallatin County is the fastest growing county in Montana, and we are losing important open lands every day. Supporting land trusts like MLR is an investment in our outdoor heritage, providing opportunities to hunt and fish and for children to explore nature, while conserving the rural character of our community. From clean water and natural beauty to working farms and ranches and recreating in the great outdoors, conserving our open lands benefits us all. We need to plan for the future to maintain our quality of life.

The open lands of Big Sky and all of Montana are the economic drivers that fuel our businesses, support our families, and allow our community to grow and reach its full potential. In Big Sky, the economic drivers of land conservation and open space are clear. Visitors come to the Big Sky community to enjoy and appreciate our views, habitat and open lands. The Montana lifestyle relies on and revolves around protected open space.

Our quality of life, scenery and outdoor recreation opportunities bring employers, entrepreneurs and visitors to our area. Big Sky has one of the strongest economy in the state, and our quality of life and access to the outdoors is fueling our economic success. By conserving open lands we'll support a healthy economy. This request will help facilitate the protection of important lands and critical habitat in the greater Big Sky area, protect miles of streams and river, as well as bolster our local economy.

The purpose of this position is to:

- Educate the community on the importance of land conservation by providing outreach and education workshops and opportunities;
- Create lasting partnerships that culminate in land conservation;
- Complete private land protection projects;
- Provide excellent stewardship of existing conservation easements.

The goals of this position are to:

- Build awareness and educate the community about private land conservation through hosting workshops in Big Sky;
- Complete two private land conservation projects in the next 1-2 years;
- Protect 700 acres of land in the Big Sky community in the next 1-2 years.

The request for funding is as follows:

- Land protection, education, and outreach: \$11,691.10
(includes salary, benefits and payroll taxes)
- Operations: \$3,160
(includes utilities, supplies, insurance, equipment, etc.)

A separate budget is attached for the Big Sky office, which delineates its funding needs from Resort Tax separately from MLR's general budget.

3) Is the project within the resort tax district? (25 words max)

Yes

Please note: Not every project will fulfill questions #4 through #8. Applications will not be rated on the ability to fulfill multiple questions.

Does the entity and/or project...

4) Benefit the community at large including residents, visitors and tax collectors/the business community? (50 words max)

Private land conservation benefits the public in several ways, including: conservation of wildlife habitat and migration corridors, preservation of open space, creation of buffers around public lands, protection of water quality, and maintenance of Montana's unique landscapes for tourism. It maintains the character of the community we live in, our quality of life, and supports our local economy by bringing destination guests and outdoor adventurers to the area.

5) Promote tourism development, help make Big Sky a world class resort community and increase the visitor experience and/or increase resort tax revenue? (50 words max)

Big Sky's growth has created tremendous socioeconomic benefits. Several studies show that conserving the natural amenities that attract us to this great place will support the community's continued prosperity and success. These studies highlight the economic importance of open land conservation in Montana, showing that proximity to accessible open land results in an increase in jobs, income, and population – all necessary components of a dynamic and growing economy.

6) Support, improve or maintain critical infrastructure, public health, safety and/or welfare in the world class community? (50 words max)

The breathtaking vistas, pristine rivers, and untouched nature around us are the reasons there are a steady stream of guests and adventurers visiting Big Sky and supporting our mountain town economy. Some conservation easements may also permit recreational opportunities and/or public access, allowing residents and visitors new access to fishing, hiking, and other outdoor activities. For example, the Yellow Mule Trail on the Gallatin Preserve and Yellowstone Preserve, both easements held by MLR, is open to the public through a Forest Service easement.

7) Involve collaboration among entities in the community to meet common goals? (100 words max)

MLR has partnered with several local community groups. These groups include the Gallatin River Task Force (GRTF), Big Sky Community Organization (BSCO), Wildlife Conservation Society, and the Madison Conservation District. MLR works with GRTF through having a seat on their Wastewater Solutions Group and through identification of key parcels that could help with long-term water quality in the area; the BSCO through serving on the Natural Resource Council and identifying potential project partnership opportunities on private land; and the Madison Conservation District through serving on their advisory board.

8) Fill a community need not currently or adequately being satisfied? (50 words max)

Although a handful of conservation easements are in place in the Big Sky area, private land conservation opportunities are largely untapped. By opening an office in Big Sky, MLR is thrilled to now be the local land trust resource putting a focused effort toward new projects in the Big Sky community.

9) What is your entity most proud of accomplishing? (100 words max)

The Montana Land Reliance has completed some massive feats, including conserving over 1,040,000 acres in Montana and working with 856 landowners statewide.

Another aspect of MLR's strength as an organization is its engagement with both the state and national land trust communities, including serving on the board, leadership council, and accreditation commission of the Land Trust Alliance - an association of more than 1,100 land trusts across the country in charge of supporting and rigorously monitoring land trusts nationally.

Provide the following financial documents:

10) Copy of the entity's complete operating budget for the period 07/01/18 through 06/30/19.

If your fiscal year does not coincide with this time period, please provide complete budgets for the entity's fiscal year that covers the aforementioned time period. For example, if the entity's fiscal year corresponds with a calendar year, provide two budgets 1) 01/01/2018 through 12/31/2018 and 2) 01/01/2019 through 12/31/2019.

11) Organization's Profit and Loss Report, Budget vs. Actual Report and Balance Sheet from your previous completed fiscal year.

12) Organization's Profit and Loss Report, Budget vs. Actual Report and Balance Sheet from your current fiscal year to date.

13) For applicants with mill levy authority please provide the following:

- a. A map of your district's boundaries
- b. The current taxable value of your district
- c. If applicable, the current mill levy rate
- d. Using the information above, provide a detailed budgetary breakdown of the potential tax burden per \$100,000 value, for property owners within your district if mill levy authority would be used to fund this project rather than resort tax funds.

TOTAL ORGANIZATIONAL BUDGET FOR THE YEAR \$ 1,453,461.50

(Include all organization projects and programs, not only those requesting Resort Tax funding. This number should match the organization's Revenue from Profit and Loss Report)

PRINCIPLE	ITEM	AMOUNT	PERCENTAGE
Revenue	Request from Resort Tax	14,851.10	<1%
	Other Public Grants	121,475	7%
	Private Donor Contributions (not including In-kind)	578,647.50	31%
	Fundraising Events	30,075.00	2%
	Revenue Other*	1,101,192.50	59 %
	Sub Total Revenue		100%
	Private Donor Contributions In-kind		%
	Total Revenue	1,846,241.10	100% (the revenue line items above should total)
Expenses	Personnel: ___16___ # of FTE Paid Personnel ___1___ # of FTE Contract Personnel Do not include volunteer time (in the amount column include the total expense including salary, benefits and payroll taxes)	979,056.50	67%
	Operations	474,405.00	33%
	Programming		%
	Expenses Other**		%
	Total Expenses	1,453,461.50	100% (the expenses line items above should total)
Capital Expenditures	Total Capital Expenditures		%
Income	Net Income	392,779.60	%

*Revenue Other: Foundations

**Expenses Other: In the event that we have more income that expense in budget, we purchase conservation easements and ensure long term stewardship of our conservation properties.

Clarifications you'd like to provide regarding the information on this page: Our team works on outreach and land projects, along with a few other program related items. For sake of clarity, I lumped team work into our salary time because it is largely our time working on a program or project and meeting with landowners.

RESERVES: Capital, Programming and/or Operating	On Hand Restricted**	7,703 856 (easement properties)
	On Hand Unrestricted**	1,876,866
	Goal (if currently no reserves)	

****Purpose of Restricted and Unrestricted Capital Reserves:** This money is used for day-to-day operations and will be spent down by about 60-75% this year. As an organization that operates with legal obligations into perpetuity it is important for MLR to have funding for unexpected expenses, long-term planning, and lean years. With 856 easements, MLR has annual easement liability to ensure these conservation easements are in compliance.

TOTAL CASH FLOW 3-YEAR REQUIREMENT

(Include all organization projects and programs, not only those requesting Resort Tax funding)

ITEM	This Current Application's Request from Resort Tax (18-19)	19-20	20-21	Total Cash Flow 3-Yr Requirement
Personnel: Paid and/or Contract (include salary, benefits and payroll taxes; do not include volunteer time)	979,056.50	998,637.63	1,018,610.38	2,996,304.51
Total # of FTE Personnel	16	16	17	NA
Operations	474,405.00	483,893.10	493,570.96	1,451,869.06
Programming				
Capital Expenditures				
Other*				
Total	1,453,461.50	1,482,530.73	1,512,181.34	4,448,173.57

RESORT TAX REQUEST	14,851.10	15,148.12	15,451.08	45,450.30
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Describe financial increases and decreases and the projects for which resort tax funds may be requested.

2020 _____

2021 As new conservation projects are identified in the Big Sky area MLR may request funds to support completion of those projects.

*Other Description _____

THE MONTANA LAND RELIANCE
OPERATING BUDGET -- 2019

DRAFT

INCOME

	Main Office	Regional Offices	Stewardship	Total
Associate Supporters	\$100	\$0	\$0	\$100
Corporations/Organizations	38,000	85,000	0	123,000
Foundations	750,000	265,000	0	1,015,000
Fundraising Events	0	5,000	0	5,000
Individuals	315,000	265,000	0	580,000
Land Projects/Stewardship	0	0	0	0
Miscellaneous	67,000	0	0	67,000
TOTAL INCOME BUDGET	\$1,170,100	\$620,000	\$0	\$1,790,100

EXPENDITURES

Salaries & Benefits	\$700,000	\$305,000	\$0	\$1,005,000
Contract	5,300	7,000	1,000	13,300
Equipment	2,500	9,000	6,250	17,750
Insurance/Licensing	17,000	10,000	3,500	30,500
Legal	12,000	12,000	10,000	34,000
Printing	0	0	0	0
Rent	30,000	15,000	5,500	50,500
Supplies/Postage	40,500	20,000	7,000	67,500
Telephone	12,000	8,500	1,750	22,250
Travel/Per Diem	54,000	40,000	20,000	114,000
Special Expenses*	50,000	1,500	30,000	81,500
TOTAL EXPENSE BUDGET	\$923,300	\$428,000	\$85,000	\$1,436,300

* Special Expenses include expenses that do not occur annually (i.e., vehicle purchases, digital scanning, uncollectible accounts, etc.)

THE MONTANA LAND RELIANCE
OPERATING BUDGET -- 2018

	Main Office	Regional Offices	Stewardship	Total
INCOME				
Associate Supporters	\$100	\$0	\$0	\$100
Corporations/Organizations	38,000	81,950	0	119,950
Foundations	790,650	262,735	0	1,053,385
Fundraising Events	0	55,150	0	55,150
Individuals	313,245	264,050	0	577,295
Land Projects/Stewardship	0	0	0	0
Miscellaneous	67,000	0	0	67,000
TOTAL INCOME BUDGET	\$1,208,995	\$663,885	\$0	\$1,872,880

	Main Office	Regional Offices	Stewardship	Total
EXPENDITURES				
Salaries & Benefits	\$651,578	\$301,535	\$0	\$953,113
Contract	52,500	6,750	500	59,750
Equipment	24,500	9,100	6,250	39,850
Insurance/Licensing	16,250	9,960	3,100	29,310
Legal	12,000	13,500	8,500	34,000
Printing	0	0	0	0
Rent	29,000	15,200	5,400	49,600
Supplies/Postage	40,500	21,000	7,000	68,500
Telephone	11,700	8,400	1,650	21,750
Travel/Per Diem	54,000	40,700	19,500	114,200
Special Expenses*	65,050	35,500	0	100,550
TOTAL EXPENSE BUDGET	\$957,078	\$461,645	\$51,900	\$1,470,623

* Special Expenses include expenses that do not occur annually (i.e., vehicle purchases, digital scanning, uncollectible accounts, etc.)

MONTANA LAND RELIANCE
FINANCIAL STATEMENT

March 31, 2018

	ACTUAL			ORGANIZATIONAL	
	HELENA	REGIONAL	STEWARD	ACTUAL	BUDGET
GENERAL FUND					
Revenues					
Associate Supporters		\$0	\$0	\$0	\$28
Corporations/Organizations	6,027	250	0	6,277	29,995
Foundations	59,020	9,000	0	68,020	263,347
Individuals	13,924	18,098	0	32,022	144,332
Interest/Dividends	24,354	0	0	24,354	6,253
Land Projects/Stewardship		0	1,600	1,600	0
Receipts/Miscellaneous	544	0	0	544	10,500
Subtotal	\$103,869	\$27,348	\$1,600	\$132,817	\$454,455
Grants to MLR Foundation					
CONSERV	0	0		0	0
EOF	(100,000)	0		(100,000)	0
GENERAL OPERATING	(1,208,390)			(1,208,390)	0
LPF	(200,000)	(10,000)		(210,000)	(32,756)
Subtotal	(\$1,508,390)	(\$10,000)	\$0	(\$1,518,390)	(\$32,756)
Grants from MLR Foundation					
CONSERV	20,000	0	0	20,000	0
EOF	172,930	0	0	172,930	0
LPF	230,541	0	0	230,541	0
Subtotal	\$423,471	\$0	\$0	\$423,471	\$0
TOTAL REVENUES	(\$981,050)	\$17,348	\$1,600	(\$962,102)	\$421,699
Change in Market Value	(18,833) (from 1st of the year)				
Expenditures					
Salaries/Benefits	\$159,646	\$95,522	\$45,839	\$301,007	\$314,777
Contract	20,460	847	97	21,404	39,000
Equipment	2,588	63	146	2,797	9,970
Insurance/Licensing	9,105	4,650	2,339	16,094	7,332
Legal	1,120	2,265	370	3,755	9,881
Printing	1,567	905	392	2,865	5,400
Rent	6,321	3,594	1,330	11,246	12,403
Supplies/Postage	10,438	4,750	1,597	16,785	17,128
Telephone	2,310	1,427	384	4,120	5,442
Travel/Per Diem	6,470	6,089	3,755	16,314	42,628
Sub Total	220,025	120,111	56,250	396,385	463,961
Special Expenses					
1 Million Acre Accompl	0	0	0	0	6,070
Conservation Defense Fund	0	0	0	0	6,253
Digital Scanning Files	0	0	3,028	3,028	7,500
License Plate	5,980	0	0	5,980	1,453
Open Space Bond	0	13,333	0	13,333	3,750
Succession Planning	0	0	0	0	1,256
Uncollectibles	0	0	0	0	1,378
Vehicles	0	0	0	0	5,006
TOTAL EXPENDITURES	\$226,005	\$133,444	\$59,278	\$418,727	\$496,627
Fundraising Events					
Income	\$0	\$5,150	\$0	\$5,150	\$25,556
Expenses	0	(3,454)	0	(3,454)	(\$11,770)
NET GAIN/LOSS	\$0	\$1,696	\$0	\$1,696	\$13,786
GENERAL FUND ACTIVITY					
	Fund Balance 12/31/17				\$3,274,834
Income					
Contributions	\$79,515	\$32,498	\$1,600	\$113,613	
Interest/Dividends	24,354	0	0	24,354	
Grants from MLR Foundation	423,471	0	0	423,471	
Grants to MLR Foundation	(1,508,390)	(10,000)	0	(1,518,390)	
Total Income	(\$981,050)	\$22,498	\$1,600	(\$956,952)	
Expenditures					
	226,005	136,898	59,278	422,181	
Excess (Rev-Exp)	(\$1,207,055)	(\$114,400)	(\$57,678)	(1,379,133)	
Change in Market Value	(18,833)	0.00	0.00	(18,833)	
Net Change Fund Balance					(1,397,966)
	Fund Balance 3/31/18				\$1,876,866

MONTANA LAND RELIANCE
FINANCIAL STATEMENT

December 31, 2017

GENERAL FUND

Revenues

	ACTUAL			ORGANIZATIONAL	
	HELENA	REGIONAL	STEWARD	ACTUAL	BUDGET
Associate Supporters	\$0	\$0	\$0	\$0	\$150
Corporations/Organizations	21,830	94,749	0	116,579	107,000
Foundations	744,693	301,484	0	1,046,177	818,500
Individuals	502,480	333,493	0	835,973	910,000
Interest/Dividends	40,465	0	0	40,465	20,000
Land Projects/Stewardship	0	0	5,750	5,750	0
Receipts/Miscellaneous	46,171	253	1,375	47,799	33,000
Subtotal	\$1,355,639	\$729,979	\$7,125	\$2,092,743	\$1,888,650

Grants to MLR Foundation

CONSERV	(19,029)	0	0	(19,029)	0
EOF	(40,135)	0	0	(40,135)	0
LPF	0	(60,505)	0	(60,505)	(65,000)
Subtotal	(\$59,164)	(\$60,505)	\$0	(\$119,669)	(\$65,000)

Grants from MLR Foundation

CONSERV	15,000	0	0	15,000	0
EOF	185,464	0	0	185,464	0
LPF	281,975	0	0	281,975	0
Subtotal	\$482,439	\$0	\$0	\$482,439	\$0

TOTAL REVENUES **\$1,778,914** **\$669,474** **\$7,125** **\$2,455,513** **\$1,823,650**

Change in Market Value 11,937 (from 1st of the year)

Expenditures

Salaries/Benefits	\$649,593	\$336,638	\$191,001	\$1,177,232	\$1,282,946
Contract	109,097	2,290	6,844	118,231	151,650
Equipment	12,155	3,379	4,623	20,156	39,600
Insurance/Licensing	13,972	5,763	2,657	22,393	30,800
Legal	7,715	9,657	20,983	38,354	43,100
Printing	11,345	4,680	2,598	18,623	22,700
Rent	25,072	13,272	5,262	43,605	51,650
Supplies/Postage	24,967	9,369	5,747	40,083	66,200
Telephone	7,901	6,572	1,620	16,092	21,350
Travel/Per Diem	65,530	32,034	27,310	124,874	162,000
Sub Total	927,345	423,655	268,644	1,619,644	1,871,996

Special Expenses

1 Million Acre Accomp	13,171	0	0	13,171	20,000
Branding	4,430	0	0	4,430	5,000
Conservation Defense Fund	25,000	0	0	25,000	25,000
Conservation Projects	0	0	1,365	1,365	0
Digital Scanning Files	0	0	17,211	17,211	100,000
Employee Gifts	2,607	1,561	2,496	6,664	0
License Plate	0	0	0	0	4,800
Open Space Bond	0	1,667	0	1,667	10,000
Succession Planning	3,250	0	0	3,250	10,000
Uncollectibles	11,475	0	0	11,475	6,000
Vehicles	0	13,378	0	13,378	20,000
TOTAL EXPENDITURES	\$987,278	\$440,260	\$289,716	\$1,717,254	\$2,072,796

Fundraising Events

Income	\$208,243	\$111,676	\$0	\$319,919	\$294,500
Expenses	(98,033)	(52,307)	0	(140,360)	(141,000)
NET GAIN/LOSS	\$110,190	\$69,369	\$0	\$179,559	\$153,500

GENERAL FUND ACTIVITY

Fund Balance 12/31/16

\$2,345,081

Income

Contributions	\$1,523,417	\$841,655	\$7,125	\$2,372,197
Interest/Dividends	40,465	0	0	40,465
Grants from MLR Foundation	482,439	0	0	482,439
Grants to MLR Foundation	(59,164)	(60,505)	0	(119,669)
Total Income	\$1,987,157	\$781,150	\$7,125	\$2,775,432

Expenditures

1,085,331	482,568	289,716	1,857,614
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Excess (Rev-Exp) \$901,826 \$298,582 (\$282,591) 917,818

Change in Market Value 11,937 0.00 0.00 11,937

Net Change Fund Balance

929,755

Fund Balance 12/31/17

\$3,274,835

	ACTUAL			ORGANIZATIONAL	
	HELENA	REGIONAL	STEWARD	ACTUAL	BUDGET
LAND ACQUISITION FUND					
<i>Contributions</i>					
General Fund	\$0	\$0	\$0	\$0	\$40,631
Central MT Fund (Broadbent)	0	51,000	0	51,000	0
Dale Habitat Fund	0	0	0	0	0
Absaroka-Beartooth Fund	0	0	0	0	0
<i>Income</i>					
Dividends/Interest	301	0	0	301	253
Capital Gains/Losses	0	0	0	0	0
TOTAL INCOME	\$301	\$51,000	\$0	\$51,300.93	\$40,884
Change in Market Value	837				
<i>Expense</i>					
Easement Acquisitions	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENSE	\$0	\$0	\$0	\$0	\$0

Fund Balance 12/31/17 **\$469,058**

LAND ACQUISITION FUND ACTIVITY					
<i>Income</i>					
Contributions	\$0	\$51,000	\$0	\$51,000	
Dividends & Interest	301	0	0	301	
Realized Gains/Losses	0	0	0	0	
Total Income	\$301	\$51,000	\$0	\$51,301	
<i>Expenditures</i>					
	0	0	0	0	
Excess (Rev-Exp)	\$301	\$51,000	\$0	\$51,301	
Change in Market Value	837	0	0	837	
Net Change Fund Balance					52,138

Fund Balance 3/31/18 **\$521,196**

CASH AND SECURITIES			12/31/17
<i>General Fund</i>			Balance
Checking	\$49,222		
Savings	245,023		
Morgan Stanley	1,383,035		
		\$1,677,280	\$3,267,105
<i>Accounts Payable</i>		(25,962)	(326,045)
<i>Accounts Receivable</i>		125,547	333,774
			\$1,776,866
<i>Land Acquisition Fund</i>			
Absaroka-Beartooth Fund		\$121,712	
Central MT Fund (Broadbent)		115,599	
Dale Habitat Fund		100,242	
General Fund		283,642	
			621,196
			469,058
GRAND TOTAL		\$ 2,398,061	\$3,743,892

<i>Potential MLR Foundation Funding</i>	\$5,006	CONSERV
	+8,464	EOF
	55,191	LPF
	<u>\$108,660</u>	

	ACTUAL			ORGANIZATIONAL	
	HELENA	REGIONAL	STEWARD	ACTUAL	BUDGET
LAND ACQUISITION FUND					
<i>Contributions</i>					
General Fund	\$156,500	\$0	\$0	\$156,500	\$0
Central MT Fund (Broadbent)	0	30,000	0	30,000	0
Dale Habitat Fund	100,000	0	0	100,000	0
Absaroka-Beartooth Fund	100,000	0	0	100,000	0
<i>Grants from MLR Foundation</i>					
CONSERV	115,500	0	0	115,500	0
<i>Income</i>					
Dividends/Interest	951	0	0	951	1,200
Capital Gains/Losses	0	0	0	0	0
TOTAL INCOME	\$472,951	\$30,000	\$0	\$502,951	\$1,200
Change in Market Value	S282				
<i>Expense</i>					
Easement Acquisitions	\$135,615	\$0	\$0	\$135,615	\$0
TOTAL EXPENSE	\$135,615	\$0	\$0	\$135,615	\$0

Fund Balance 12/31/16 \$101,440

LAND ACQUISITION FUND ACTIVITY

<i>Income</i>				
Contributions	\$356,500	\$30,000	\$0	\$386,500
Dividends & Interest	951	0	0	951
Grants from MLR Foundation	115,500	0	0	115,500
Realized Gains/Losses	0	0	0	0
Total Income	\$472,951	\$30,000	\$0	\$502,951
<i>Expenditures</i>				
	135,615	0	0	135,615
Excess (Rev-Exp)	\$337,336	\$30,000	\$0	\$367,336
Change in Market Value	282	0	0	282
Net Change Fund Balance	367,618			

Fund Balance 12/31/17 \$469,058

CASH AND SECURITIES

		12/31/16 Balance
<i>General Fund</i>		
Checking	\$619,484	
Savings	209,605	
Morgan Stanley	2,438,016	
	\$3,267,105	\$2,197,780
<i>Accounts Payable</i>	(335,045)	(75,480)
<i>Accounts Receivable</i>	333,774	222,781
	\$3,274,835	
<i>Land Acquisition Fund</i>		
Absaroka-Beartooth Fund	\$121,416	
Central MT Fund (Broadbent)	64,443	
Dale Habitat Fund	100,000	
General Fund	183,199	
	\$469,058	\$101,440
GRAND TOTAL	\$ 3,743,893	\$2,446,521

<i>Potential MLR Foundation Funding</i>	\$20,000	CONSERV
	172,930	EOF
	230,541	LPF
	<u>\$423,471</u>	

*Adjustment made to 2016 year end balance to account for 2016 health insurance payment of \$3,382.00 liability on books in ;

SOUTHWEST REGION - FUNDRAISING BUDGET

INCOME

	2018	2019	2018-2019 Resort Tax Fiscal Year	Resort Tax Request
Associate Supporters	\$0.00	\$0.00	\$0.00	\$0.00
Corporations/Organizations	\$42,500.00	\$43,275.00	\$42,887.50	\$0.00
Foundations	\$38,500.00	\$29,155.00	\$33,827.50	\$0.00
Fundraising Events	\$0.00	\$15,000.00	\$7,500.00	\$0.00
Individuals	\$50,825.00	\$52,349.75	\$51,587.38	\$0.00
Land Projects/Stewardship	\$0.00	\$0.00	\$0.00	\$0.00
Miscellaneous	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL INCOME BUDGET	\$131,825.00	\$139,779.75	\$135,802.38	\$0.00

EXPENDITURES

Salaries & Benefits	\$77,169.00	\$78,712.38	\$77,940.69	\$11,691.10
Contract	\$1,500.00	\$1,500.00	\$1,500.00	\$250.00
Equipment	\$2,500.00	\$1,500.00	\$2,000.00	\$300.00
Insurance/Licensing	\$1,950.00	\$2,000.00	\$1,975.00	\$296.25
Legal	\$3,000.00	\$3,000.00	\$3,000.00	\$450.00
Printing	\$0.00	\$200.00	\$100.00	\$15.00
Rent	\$5,600.00	\$5,600.00	\$5,600.00	\$840.00
Supplies/Postage	\$4,400.00	\$4,500.00	\$4,450.00	\$667.50
Telephone	\$2,350.00	\$2,200.00	\$2,275.00	\$341.25
Travel/Per Diem	\$12,500.00	\$12,000.00	\$12,250.00	\$0.00
Special Expenses*	\$20,000.00	\$0.00	\$10,000.00	\$0.00
TOTAL EXPENSE BUDGET	\$130,969.00	\$111,212.38	\$121,090.69	\$14,851.10