

**Littleton Area Chamber of Commerce**  
**Profit & Loss Prev Year Comparison**  
**January through February 2009**

	Jan - Feb 09	Jan - Feb 08	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Chamber Operating Income				
Interest	14.36	21.06	-6.70	-31.8%
Labels	0.00	25.00	-25.00	-100.0%
Membership Directory	9,031.00	0.00	9,031.00	100.0%
Membership Dues	17,396.50	12,246.00	5,150.50	42.1%
Misc. Sales	0.00	2.00	-2.00	-100.0%
Web Site Links & Advertising	510.00	420.00	90.00	21.4%
<b>Total Chamber Operating Income</b>	<b>26,951.86</b>	<b>12,714.06</b>	<b>14,237.80</b>	<b>112.0%</b>
<b>Total Income</b>	<b>26,951.86</b>	<b>12,714.06</b>	<b>14,237.80</b>	<b>112.0%</b>
<b>Expense</b>				
Reconciliation Discrepancies	0.00	-262.32	262.32	100.0%
Chamber Operating Expense				
Marketing				
Littleton Brochure				
Brochure Distribution	170.00	85.00	85.00	100.0%
<b>Total Littleton Brochure</b>	<b>170.00</b>	<b>85.00</b>	<b>85.00</b>	<b>100.0%</b>
Advertising				
Advertising- LMSI	0.00	1,500.00	-1,500.00	-100.0%
Advertising-General				
General Advertising	184.75	289.50	-104.75	-36.2%
Marketing	1,072.64	0.00	1,072.64	100.0%
<b>Total Advertising-General</b>	<b>1,257.39</b>	<b>289.50</b>	<b>967.89</b>	<b>334.3%</b>
<b>Total Advertising</b>	<b>1,257.39</b>	<b>1,789.50</b>	<b>-532.11</b>	<b>-29.7%</b>
<b>Total Marketing</b>	<b>1,427.39</b>	<b>1,874.50</b>	<b>-447.11</b>	<b>-23.9%</b>
Bad Debts	2,230.00	735.00	1,495.00	203.4%
Breakfast Meetings				
Food & Beverage	0.00	25.00	-25.00	-100.0%
<b>Total Breakfast Meetings</b>	<b>0.00</b>	<b>25.00</b>	<b>-25.00</b>	<b>-100.0%</b>
Credit Card Discount/Fees	116.80	231.87	-115.07	-49.6%
Depreciation	443.28	443.28	0.00	0.0%
Dues/Subscriptions				
Prof. Organization Memberships	279.00	141.50	137.50	97.2%
Subscriptions	45.60	51.20	-5.60	-10.9%
<b>Total Dues/Subscriptions</b>	<b>324.60</b>	<b>192.70</b>	<b>131.90</b>	<b>68.5%</b>
Equipment Lease	389.68	476.68	-87.00	-18.3%
Meals	50.00	0.00	50.00	100.0%
Membership Directory	5,966.27	0.00	5,966.27	100.0%
Office Expense				
General Supplies				
Toner	0.00	739.94	-739.94	-100.0%
General Supplies - Other	227.85	180.65	47.20	26.1%
<b>Total General Supplies</b>	<b>227.85</b>	<b>920.59</b>	<b>-692.74</b>	<b>-75.3%</b>
Internet				
Internet Service - NCIA	83.20	83.22	-0.02	0.0%
<b>Total Internet</b>	<b>83.20</b>	<b>83.22</b>	<b>-0.02</b>	<b>0.0%</b>
Postage Machine	44.95	172.86	-127.91	-74.0%
Printer/copier copies	340.12	145.23	194.89	134.2%
Office Expense - Other	0.00	39.04	-39.04	-100.0%
<b>Total Office Expense</b>	<b>696.12</b>	<b>1,360.94</b>	<b>-664.82</b>	<b>-48.9%</b>
Payroll Expenses				
Benefits				
Health Insurance	406.95	921.14	-514.19	-55.8%
<b>Total Benefits</b>	<b>406.95</b>	<b>921.14</b>	<b>-514.19</b>	<b>-55.8%</b>
Payroll Taxes	638.45	1,496.65	-858.20	-57.3%
Staff Wages	6,669.80	6,838.39	-168.59	-2.5%
Payroll Expenses - Other	0.00	103.84	-103.84	-100.0%
<b>Total Payroll Expenses</b>	<b>7,715.20</b>	<b>9,360.02</b>	<b>-1,644.82</b>	<b>-17.6%</b>
Postage	200.00	534.83	-334.83	-62.6%
Professional Services	925.00	0.00	925.00	100.0%
Reimbursed Expenses	100.00	0.00	100.00	100.0%
Rent				
Storage	100.00	0.00	100.00	100.0%
Booth	200.00	200.00	0.00	0.0%
Office	759.20	1,245.00	-485.80	-39.0%
<b>Total Rent</b>	<b>1,059.20</b>	<b>1,445.00</b>	<b>-385.80</b>	<b>-26.7%</b>
Telephone				
Cellular	169.76	0.00	169.76	100.0%
Office	178.65	180.98	-2.33	-1.3%
Telephone - Other	0.00	32.50	-32.50	-100.0%
<b>Total Telephone</b>	<b>348.41</b>	<b>213.48</b>	<b>134.93</b>	<b>63.2%</b>

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	Jan - Feb 09	Jan - Feb 08	\$ Change	% Change
<b>Travel</b>				
Mileage Reimbursement	148.80	116.21	32.59	28.0%
<b>Total Travel</b>	148.80	116.21	32.59	28.0%
<b>Utilities</b>				
Water & Electric				
Office	149.34	0.00	149.34	100.0%
Info Booth	7.58	0.00	7.58	100.0%
Water & Electric - Other	0.00	138.65	-138.65	-100.0%
<b>Total Water &amp; Electric</b>	156.92	138.65	18.27	13.2%
<b>Total Utilities</b>	156.92	138.65	18.27	13.2%
<b>Total Chamber Operating Expense</b>	22,297.67	17,148.16	5,149.51	30.0%
<b>Total Expense</b>	22,297.67	16,885.84	5,411.83	32.1%
<b>Net Ordinary Income</b>	4,654.19	-4,171.78	8,825.97	211.6%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Event Income</b>				
<b>Annual Meeting</b>				
Ads	1,500.00	2,350.00	-850.00	-36.2%
Booth Rental	990.00	891.00	99.00	11.1%
Dinners	13,135.00	11,595.00	1,540.00	13.3%
General Sponsors	550.00	1,292.00	-742.00	-57.4%
Raffle	219.00	0.00	219.00	100.0%
Scholarship Sponsor	500.00	500.00	0.00	0.0%
Silent Auction	2,921.00	2,973.50	-52.50	-1.8%
<b>Total Annual Meeting</b>	19,815.00	19,601.50	213.50	1.1%
<b>Art Show</b>				
Posters	0.00	20.00	-20.00	-100.0%
<b>Total Art Show</b>	0.00	20.00	-20.00	-100.0%
<b>Trade Expo</b>				
Booth Rentals	1,000.00	0.00	1,000.00	100.0%
<b>Total Trade Expo</b>	1,000.00	0.00	1,000.00	100.0%
<b>Total Event Income</b>	20,815.00	19,621.50	1,193.50	6.1%
<b>Total Other Income</b>	20,815.00	19,621.50	1,193.50	6.1%
<b>Other Expense</b>				
<b>Event Expense</b>				
<b>Annual Meeting</b>				
Dinner	10,520.00	9,342.71	1,177.29	12.6%
Gifts & awards	780.27	1,339.45	-559.18	-41.8%
Miscellaneous	348.00	126.20	221.80	175.8%
Scholarship Sponsor	500.00	500.00	0.00	0.0%
Signage	65.00	192.50	-127.50	-66.2%
<b>Total Annual Meeting</b>	12,213.27	11,500.86	712.41	6.2%
<b>Christmas Celebrations</b>				
Christmas Parades				
Media	280.00	0.00	280.00	100.0%
<b>Total Christmas Parades</b>	280.00	0.00	280.00	100.0%
<b>Total Christmas Celebrations</b>	280.00	0.00	280.00	100.0%
<b>Total Event Expense</b>	12,493.27	11,500.86	992.41	8.6%
<b>Total Other Expense</b>	12,493.27	11,500.86	992.41	8.6%
<b>Net Other Income</b>	8,321.73	8,120.64	201.09	2.5%
<b>Net Income</b>	12,975.92	3,948.86	9,027.06	228.6%