

**Littleton Area Chamber of Commerce
Profit & Loss Budget vs. Actual
January through June 2009**

	Jan - Jun 09	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Chamber Operating Income				
Information Booth Sponsorship	400.00	2,500.00	-2,100.00	16.0%
Insurance Refund	146.00			
Interest	68.45	72.00	-3.55	95.1%
Labels	25.00	50.00	-25.00	50.0%
Membership Directory	9,031.00	11,365.00	-2,334.00	79.5%
Membership Dues	43,901.75	34,800.00	9,101.75	126.2%
Misc. Sales	0.00	24.00	-24.00	0.0%
Newsletters				
Newsletter Advertising	0.00	50.00	-50.00	0.0%
Newsletter Insert	0.00	200.00	-200.00	0.0%
Total Newsletters	0.00	250.00	-250.00	0.0%
Refund	881.82			
Town Appropriation	0.00	15,000.00	-15,000.00	0.0%
Web Site Links & Advertising				
Links	0.00	1,500.00	-1,500.00	0.0%
Advertising	1,375.00	3,000.00	-1,625.00	45.8%
Web Site Links & Advertising - Other	510.00			
Total Web Site Links & Advertising	1,885.00	4,500.00	-2,615.00	41.9%
Welcome Center at Exit 44	0.00	3,000.00	-3,000.00	0.0%
Total Chamber Operating Income	56,339.02	71,561.00	-15,221.98	78.7%
Uncategorized Income	0.00	0.00	0.00	0.0%
Total Income	56,339.02	71,561.00	-15,221.98	78.7%
Expense				
Reconciliation Discrepancies	-7.50			
Chamber Operating Expense				
Newsletter				
Postage	0.00	75.00	-75.00	0.0%
Total Newsletter	0.00	75.00	-75.00	0.0%
Welcome Center at Exit 44	31.00	300.00	-269.00	10.3%
Information Booth	0.00	300.00	-300.00	0.0%
Marketing				
Littleton Brochure				
Brochure Production	0.00	7,980.00	-7,980.00	0.0%
Brochure Distribution	340.00	510.00	-170.00	66.7%
Total Littleton Brochure	340.00	8,490.00	-8,150.00	4.0%
Advertising				
Advertising-General				
General Advertising	224.75	1,200.00	-975.25	18.7%
Marketing	2,277.64			
Total Advertising-General	2,502.39	1,200.00	1,302.39	208.5%
Total Advertising	2,502.39	1,200.00	1,302.39	208.5%
Governors Council	0.00	1,000.00	-1,000.00	0.0%
Total Marketing	2,842.39	10,690.00	-7,847.61	26.6%
Bad Debts	6,130.00	3,600.00	2,530.00	170.3%
Breakfast Meetings				
Food & Beverage	154.64	60.00	94.64	257.7%
Hall Rental	0.00	60.00	-60.00	0.0%
Total Breakfast Meetings	154.64	120.00	34.64	128.9%
Credit Card Discount/Fees	334.12	240.00	94.12	139.2%
Depreciation	1,329.84	1,329.84	0.00	100.0%
Dues/Subscriptions				
Prof. Organization Memberships	521.00	600.00	-79.00	86.8%
Subscriptions	115.40	250.00	-134.60	46.2%
Total Dues/Subscriptions	636.40	850.00	-213.60	74.9%
Equipment Lease	1,169.04	1,169.04	0.00	100.0%
Information Booth-Maintenance	0.00	250.00	-250.00	0.0%
Insurance	617.00	2,000.00	-1,383.00	30.9%
Meals	50.00	60.00	-10.00	83.3%
Member giveaways	0.00	0.00	0.00	0.0%
Member Recruitment/Event Credit	0.00	0.00	0.00	0.0%
Membership Directory	5,966.27	7,560.18	-1,593.91	78.9%
Membership Survey	0.00	200.00	-200.00	0.0%
Office Expense				
General Supplies				
Paper	39.95			
Toner & Ink	277.94	500.00	-222.06	55.6%
General Supplies - Other	685.26	1,500.00	-814.74	45.7%
Total General Supplies	1,003.15	2,000.00	-996.85	50.2%
Internet				
Internet Service - NCIA	249.60	249.60	0.00	100.0%
Website Hosting	490.00	750.00	-260.00	65.3%
Website Maintenance	0.00	0.00	0.00	0.0%
Total Internet	739.60	999.60	-260.00	74.0%

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Postage Machine	324.00	324.00	0.00	100.0%
Printer/copier copies	624.70	502.00	122.70	124.4%
Office Expense - Other	345.50			
Total Office Expense	3,036.95	3,825.60	-788.65	79.4%
Payroll Expenses				
Benefits				
Health Insurance	2,034.75	3,000.00	-965.25	67.8%
Total Benefits	2,034.75	3,000.00	-965.25	67.8%
Payroll Taxes	1,921.96	2,550.00	-628.04	75.4%
Staff Wages	19,484.71	25,500.00	-6,015.29	76.4%
Total Payroll Expenses	23,441.42	31,050.00	-7,608.58	75.5%
Postage	600.00	750.00	-150.00	80.0%
Professional Development	199.00	400.00	-201.00	49.8%
Professional Services				
Accounting	250.00	250.00	0.00	100.0%
Professional Services - Other	4,580.00			
Total Professional Services	4,830.00	250.00	4,580.00	1,932.0%
Reimbursed Expenses	100.00			
Rent				
Storage	300.00			
Booth	600.00	600.00	0.00	100.0%
Office	2,277.60	3,000.00	-722.40	75.9%
Total Rent	3,177.60	3,600.00	-422.40	88.3%
Repairs & Maintenance	0.00	60.00	-60.00	0.0%
Telephone				
Cellular	422.53	540.00	-117.47	78.2%
Office	1,062.99	1,080.00	-17.01	98.4%
Info Booth	14.53	90.00	-75.47	16.1%
Total Telephone	1,500.05	1,710.00	-209.95	87.7%
Travel				
Mileage Reimbursement	671.66	750.00	-78.34	89.6%
Total Travel	671.66	750.00	-78.34	89.6%
Utilities				
Water & Electric				
Office	416.67			
Info Booth	41.56			
Water & Electric - Other	0.00	450.00	-450.00	0.0%
Total Water & Electric	458.23	450.00	8.23	101.8%
Total Utilities	458.23	450.00	8.23	101.8%
Total Chamber Operating Expense	57,275.61	71,589.66	-14,314.05	80.0%
Total Expense	57,268.11	71,589.66	-14,321.55	80.0%
Net Ordinary Income	-929.09	-28.66	-900.43	3,241.8%
Other Income/Expense				
Other Income				
Event Income				
Annual Meeting				
Ads	1,500.00	2,000.00	-500.00	75.0%
Booth Rental	990.00	1,000.00	-10.00	99.0%
Dinners	13,080.00	12,000.00	1,080.00	109.0%
General Sponsors	550.00	1,300.00	-750.00	42.3%
Raffle	219.00	200.00	19.00	109.5%
Scholarship Sponsor	500.00	500.00	0.00	100.0%
Silent Auction	2,946.00	3,000.00	-54.00	98.2%
Total Annual Meeting	19,785.00	20,000.00	-215.00	98.9%
Art Show				
Participants	350.00			
Total Art Show	350.00			
Golf Tournament				
50/50 Putting	250.00	250.00	0.00	100.0%
Raffle	0.00	1,500.00	-1,500.00	0.0%
Advantage	280.00			
Golfers	3,790.00	8,640.00	-4,850.00	43.9%
Hole Sponsors Only	780.00	2,000.00	-1,220.00	39.0%
Major/Hole Sponsors	0.00	2,300.00	-2,300.00	0.0%
Donation	0.00	2,500.00	-2,500.00	0.0%
Golf Tournament - Other	40.00			
Total Golf Tournament	5,140.00	17,190.00	-12,050.00	29.9%
July 4th Celebrations				
Sponsors	0.00	6,500.00	-6,500.00	0.0%
Total July 4th Celebrations	0.00	6,500.00	-6,500.00	0.0%
Main Street Reconstruction	92.21			

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Taste of Littleton				
Raffle	77.50	1,500.00	-1,422.50	5.2%
Ticket Sales	3,781.00	4,000.00	-219.00	94.5%
Soda Sales	271.00	500.00	-229.00	54.2%
Sponsorship	300.00	1,500.00	-1,200.00	20.0%
Total Taste of Littleton	4,429.50	7,500.00	-3,070.50	59.1%
Trade Expo				
Booth Rentals	7,917.00	8,700.00	-783.00	91.0%
Sponsorship	1,500.00	1,500.00	0.00	100.0%
Total Trade Expo	9,417.00	10,200.00	-783.00	92.3%
Total Event Income	39,213.71	61,390.00	-22,176.29	63.9%
Total Other Income	39,213.71	61,390.00	-22,176.29	63.9%
Other Expense				
Event Expense				
Annual Meeting				
Dinner	10,520.00	10,000.00	520.00	105.2%
Gifts & awards	780.27	2,000.00	-1,219.73	39.0%
Miscellaneous	348.00	500.00	-152.00	69.6%
Scholarship Sponsor	500.00	500.00	0.00	100.0%
Signage	65.00	250.00	-185.00	26.0%
Total Annual Meeting	12,213.27	13,250.00	-1,036.73	92.2%
Art Show				
Postage	61.62			
Total Art Show	61.62			
Christmas Celebrations				
Christmas Parades				
Media	280.00			
Total Christmas Parades	280.00			
Total Christmas Celebrations	280.00			
Golf Tournament				
Golfers	0.00	3,780.00	-3,780.00	0.0%
Lunch	0.00	100.00	-100.00	0.0%
Media	0.00	200.00	-200.00	0.0%
Postage	76.66	100.00	-23.34	76.7%
Prizes	1,800.00	2,000.00	-200.00	90.0%
Total Golf Tournament	1,876.66	6,180.00	-4,303.34	30.4%
Main Street Reconstruction	405.14			
Music in Remich Park				
Advertisement	0.00	200.00	-200.00	0.0%
Banners & Signs	0.00	250.00	-250.00	0.0%
Musicians	0.00	2,500.00	-2,500.00	0.0%
Total Music in Remich Park	0.00	2,950.00	-2,950.00	0.0%
Taste of the Littleton Area				
Trash Removal	38.50			
Advertising	-50.00	1,400.00	-1,450.00	-3.6%
Signage	214.65			
Tents	0.00	1,400.00	-1,400.00	0.0%
Ticket Sales	3,222.00	4,000.00	-778.00	80.6%
Total Taste of the Littleton Area	3,425.15	6,800.00	-3,374.85	50.4%
Trade Expo				
Miscellaneous	8.88			
Postage	116.15	100.00	16.15	116.2%
Promotion	1,736.24	2,000.00	-263.76	86.8%
Rentals	3,817.10	4,000.00	-182.90	95.4%
Total Trade Expo	5,678.37	6,100.00	-421.63	93.1%
Total Event Expense	23,940.21	35,280.00	-11,339.79	67.9%
Total Other Expense	23,940.21	35,280.00	-11,339.79	67.9%
Net Other Income	15,273.50	26,110.00	-10,836.50	58.5%
Net Income	<u>14,344.41</u>	<u>26,081.34</u>	<u>-11,736.93</u>	<u>55.0%</u>