

## Littleton Area Chamber of Commerce Profit & Loss Prev Year Comparison

January 1 through December 30, 2009

	Jan 1 - Dec 30, 09	Jan 1 - Dec 30, 08	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Chamber Operating Income</b>				
Weekly Member Update	550.00	0.00	550.00	100.0%
Health Insurance Reimbursement	0.00	1,669.89	-1,669.89	-100.0%
Information Booth Sponsorship	699.00	1,900.00	-1,201.00	-63.2%
Insurance Refund	156.00	0.00	156.00	100.0%
Interest	101.95	233.30	-131.35	-56.3%
Labels	25.00	175.00	-150.00	-85.7%
Map Advertising				
Padded Maps	0.00	1,000.00	-1,000.00	-100.0%
<b>Total Map Advertising</b>	0.00	1,000.00	-1,000.00	-100.0%
Membership Directory	10,331.00	1,002.00	9,329.00	931.0%
Membership Dues	82,764.25	77,415.50	5,348.75	6.9%
Misc. Sales	0.00	97.48	-97.48	-100.0%
Refund	1,060.92	34.97	1,025.95	2,933.8%
Town Appropriation				
General Fund	15,000.00	20,000.00	-5,000.00	-25.0%
<b>Total Town Appropriation</b>	15,000.00	20,000.00	-5,000.00	-25.0%
Web Site Links & Advertising				
Advertising	3,750.00	2,500.00	1,250.00	50.0%
Web Site Links & Advertising - Other	510.00	2,870.00	-2,360.00	-82.2%
<b>Total Web Site Links &amp; Advertising</b>	4,260.00	5,370.00	-1,110.00	-20.7%
Welcome Center at Exit 44	2,200.00	2,250.00	-50.00	-2.2%
<b>Total Chamber Operating Income</b>	117,148.12	111,148.14	5,999.98	5.4%
<b>Total Income</b>	117,148.12	111,148.14	5,999.98	5.4%
<b>Expense</b>				
Misc Admin Expense	0.00	1,347.10	-1,347.10	-100.0%
Reconciliation Discrepancies	-7.50	-208.34	200.84	96.4%
<b>Chamber Operating Expense</b>				
Camera	213.89	0.00	213.89	100.0%
Newsletter				
Postage	0.00	180.65	-180.65	-100.0%
<b>Total Newsletter</b>	0.00	180.65	-180.65	-100.0%
Bookkeeping	0.00	2,500.00	-2,500.00	-100.0%
Bad Debts	11,138.75	10,282.75	856.00	8.3%
Computer	235.57	0.00	235.57	100.0%
Credit Card Discount/Fees	425.49	569.51	-144.02	-25.3%
Depreciation	2,659.68	2,659.68	0.00	0.0%
Dues/Subscriptions				
Prof. Organization Memberships	1,261.01	682.50	578.51	84.8%
Subscriptions	273.40	825.30	-551.90	-66.9%
<b>Total Dues/Subscriptions</b>	1,534.41	1,507.80	26.61	1.8%
Equipment Lease	2,338.08	2,425.08	-87.00	-3.6%
Information Booth-Maintenance	10.49	0.00	10.49	100.0%
Information Booth - Signs	295.40	0.00	295.40	100.0%
Insurance	2,198.00	2,358.00	-160.00	-6.8%
<b>Marketing</b>				
Littleton Brochure				
Brochure Production	3,300.00	0.00	3,300.00	100.0%
Brochure Distribution	340.00	955.00	-615.00	-64.4%
<b>Total Littleton Brochure</b>	3,640.00	955.00	2,685.00	281.2%
Advertising				
Advertising- LMSI	0.00	1,500.00	-1,500.00	-100.0%
Advertising-General				
General Advertising	1,344.75	4,536.00	-3,191.25	-70.4%
Marketing	1,875.71	1,780.00	95.71	5.4%
Padded Maps	0.00	494.48	-494.48	-100.0%
Advertising-General - Other	0.00	21.68	-21.68	-100.0%
<b>Total Advertising-General</b>	3,220.46	6,832.16	-3,611.70	-52.9%
<b>Total Advertising</b>	3,220.46	8,332.16	-5,111.70	-61.4%
WMAA Advertising	500.00	0.00	500.00	100.0%
Marketing - Other	3,050.15	0.00	3,050.15	100.0%
<b>Total Marketing</b>	10,410.61	9,287.16	1,123.45	12.1%
Meals	80.00	0.00	80.00	100.0%
<b>Meetings</b>				
Food & Beverage	219.14	150.94	68.20	45.2%
Hall Rental	97.50	50.00	47.50	95.0%
<b>Total Meetings</b>	316.64	200.94	115.70	57.6%
<b>Membership Committee</b>				
Promotional Materials	1,510.00	0.00	1,510.00	100.0%
Membership Survey	0.00	200.00	-200.00	-100.0%
Membership Directory	7,787.52	1,300.00	6,487.52	499.0%
<b>Total Membership Committee</b>	9,297.52	1,500.00	7,797.52	519.8%
<b>Office Expense</b>				
General Supplies				
Paper	363.65	0.00	363.65	100.0%
Toner & Ink	948.42	1,637.94	-689.52	-42.1%
General Supplies - Other	1,099.46	911.03	188.43	20.7%
<b>Total General Supplies</b>	2,411.53	2,548.97	-137.44	-5.4%
Internet				
Internet Service - NCIA	499.20	499.22	-0.02	0.0%
Website Hosting	490.00	1,315.00	-825.00	-62.7%
Website Maintenance	675.00	0.00	675.00	100.0%
<b>Total Internet</b>	1,664.20	1,814.22	-150.02	-8.3%
Postage Machine	648.00	687.86	-39.86	-5.8%
Printer/copier copies	1,244.84	606.03	638.81	105.4%
Technology	509.00	0.00	509.00	100.0%
Office Expense - Other	345.50	185.04	160.46	86.7%
<b>Total Office Expense</b>	6,823.07	5,842.12	980.95	16.8%

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January 1 through December 30, 2009

	Jan 1 - Dec 30, 09	Jan 1 - Dec 30, 08	\$ Change	% Change
<b>Payroll Expenses</b>				
Benefits				
Health Insurance	4,883.40	8,157.33	-3,273.93	-40.1%
<b>Total Benefits</b>	<b>4,883.40</b>	<b>8,157.33</b>	<b>-3,273.93</b>	<b>-40.1%</b>
Payroll Taxes	3,929.32	4,306.22	-376.90	-8.8%
Staff Wages	42,776.26	36,124.05	6,652.21	18.4%
Payroll Expenses - Other	0.00	1,107.84	-1,107.84	-100.0%
<b>Total Payroll Expenses</b>	<b>51,588.98</b>	<b>49,695.44</b>	<b>1,893.54</b>	<b>3.8%</b>
Postage	993.84	1,063.73	-69.89	-6.6%
Professional Development	879.00	248.90	630.10	253.2%
Professional Services				
Accounting	250.00	250.00	0.00	0.0%
Professional Services - Other	5,505.00	6,962.50	-1,457.50	-20.9%
<b>Total Professional Services</b>	<b>5,755.00</b>	<b>7,212.50</b>	<b>-1,457.50</b>	<b>-20.2%</b>
Reimbursed Expenses	100.00	0.00	100.00	100.0%
Rent				
Storage	600.00	600.00	0.00	0.0%
Booth	1,200.00	1,200.00	0.00	0.0%
Office	4,555.20	4,467.60	87.60	2.0%
<b>Total Rent</b>	<b>6,355.20</b>	<b>6,267.60</b>	<b>87.60</b>	<b>1.4%</b>
Repairs & Maintenance	0.00	3.29	-3.29	-100.0%
Telephone				
Cellular	961.07	661.67	299.40	45.3%
Office	2,370.76	2,223.93	146.83	6.6%
Info Booth	0.00	10.25	-10.25	-100.0%
Telephone - Other	0.00	32.50	-32.50	-100.0%
<b>Total Telephone</b>	<b>3,331.83</b>	<b>2,928.35</b>	<b>403.48</b>	<b>13.8%</b>
Travel				
Mileage Reimbursement	1,580.86	1,111.73	469.13	42.2%
<b>Total Travel</b>	<b>1,580.86</b>	<b>1,111.73</b>	<b>469.13</b>	<b>42.2%</b>
Utilities				
Water & Electric				
Office	775.51	64.93	710.58	1,094.4%
Info Booth	169.08	7.58	161.50	2,130.6%
Water & Electric - Other	0.00	823.46	-823.46	-100.0%
<b>Total Water &amp; Electric</b>	<b>944.59</b>	<b>895.97</b>	<b>48.62</b>	<b>5.4%</b>
<b>Total Utilities</b>	<b>944.59</b>	<b>895.97</b>	<b>48.62</b>	<b>5.4%</b>
Welcome Center at Exit 44	31.00	0.00	31.00	100.0%
<b>Total Chamber Operating Expense</b>	<b>119,537.90</b>	<b>108,741.20</b>	<b>10,796.70</b>	<b>9.9%</b>
<b>Total Expense</b>	<b>119,530.40</b>	<b>109,879.96</b>	<b>9,650.44</b>	<b>8.8%</b>
<b>Net Ordinary Income</b>	<b>-2,382.28</b>	<b>1,268.18</b>	<b>-3,650.46</b>	<b>-287.9%</b>
<b>Other Income/Expense</b>				
Other Income				
Opera House Rental	100.00	0.00	100.00	100.0%
Energy Conservations	0.00	5,865.00	-5,865.00	-100.0%
Event Income				
Annual Meeting				
Ads	1,500.00	2,350.00	-850.00	-36.2%
Booth Rental	990.00	891.00	99.00	11.1%
Dinners	16,045.00	11,595.00	4,450.00	38.4%
General Sponsors	900.00	1,292.00	-392.00	-30.3%
Raffle	219.00	0.00	219.00	100.0%
Scholarship Sponsor	1,000.00	500.00	500.00	100.0%
Silent Auction	2,946.00	2,973.50	-27.50	-0.9%
<b>Total Annual Meeting</b>	<b>23,600.00</b>	<b>19,601.50</b>	<b>3,998.50</b>	<b>20.4%</b>
Art Show				
Participants	1,470.00	2,170.00	-700.00	-32.3%
Posters	595.00	240.00	355.00	147.9%
Sponsors				
General Sponsorship	1,500.00	1,675.00	-175.00	-10.5%
Purchase Prizes	1,700.00	1,200.00	500.00	41.7%
<b>Total Sponsors</b>	<b>3,200.00</b>	<b>2,875.00</b>	<b>325.00</b>	<b>11.3%</b>
<b>Total Art Show</b>	<b>5,265.00</b>	<b>5,285.00</b>	<b>-20.00</b>	<b>-0.4%</b>
Christmas Celebrations				
Christmas Parade				
Sponsors	2,500.00	3,525.00	-1,025.00	-29.1%
<b>Total Christmas Parade</b>	<b>2,500.00</b>	<b>3,525.00</b>	<b>-1,025.00</b>	<b>-29.1%</b>
Craft Fairs				
Registrations	0.00	485.00	-485.00	-100.0%
<b>Total Craft Fairs</b>	<b>0.00</b>	<b>485.00</b>	<b>-485.00</b>	<b>-100.0%</b>
Santa Party				
Sponsors	375.00	375.00	0.00	0.0%
<b>Total Santa Party</b>	<b>375.00</b>	<b>375.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Christmas Celebrations</b>	<b>2,875.00</b>	<b>4,385.00</b>	<b>-1,510.00</b>	<b>-34.4%</b>
Golf Tournament				
50/50 Putting	125.00	137.00	-12.00	-8.8%
Advantage	140.00	0.00	140.00	100.0%
Golfers	4,430.00	6,080.00	-1,650.00	-27.1%
Hole Sponsors Only	1,300.00	1,700.00	-400.00	-23.5%
Major/Hole Sponsors	540.00	4,355.00	-3,815.00	-87.6%
Corporate Sponsors	0.00	20.00	-20.00	-100.0%
Donation	0.00	200.00	-200.00	-100.0%
Golf Tournament - Other	40.00	1,331.00	-1,291.00	-97.0%
<b>Total Golf Tournament</b>	<b>6,575.00</b>	<b>13,823.00</b>	<b>-7,248.00</b>	<b>-52.4%</b>
July 4th Celebrations	0.00	6,000.00	-6,000.00	-100.0%
Main Street Reconstruction	8,733.19	0.00	8,733.19	100.0%

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January 1 through December 30, 2009

	Jan 1 - Dec 30, 09	Jan 1 - Dec 30, 08	\$ Change	% Change
Music in Remich Park Sponsors	0.00	3,250.00	-3,250.00	-100.0%
<b>Total Music in Remich Park</b>	<b>0.00</b>	<b>3,250.00</b>	<b>-3,250.00</b>	<b>-100.0%</b>
Sidewalk Sale Participants	0.00	410.00	-410.00	-100.0%
<b>Total Sidewalk Sale</b>	<b>0.00</b>	<b>410.00</b>	<b>-410.00</b>	<b>-100.0%</b>
Task Force Luncheon 50/50 Raffle	60.00	0.00	60.00	100.0%
Donations	4,825.00	4,634.00	191.00	4.1%
<b>Total Task Force Luncheon</b>	<b>4,885.00</b>	<b>4,634.00</b>	<b>251.00</b>	<b>5.4%</b>
Taste of Littleton Raffle	77.50	102.00	-24.50	-24.0%
Ticket Sales	3,831.00	4,146.00	-315.00	-7.6%
Soda Sales	271.00	266.00	5.00	1.9%
Sponsorship	300.00	1,000.00	-700.00	-70.0%
<b>Total Taste of Littleton</b>	<b>4,479.50</b>	<b>5,514.00</b>	<b>-1,034.50</b>	<b>-18.8%</b>
Trade Expo Booth Rentals	7,917.00	7,149.00	768.00	10.7%
Sponsorship	1,500.00	1,500.00	0.00	0.0%
<b>Total Trade Expo</b>	<b>9,417.00</b>	<b>8,649.00</b>	<b>768.00</b>	<b>8.9%</b>
<b>Total Event Income</b>	<b>65,829.69</b>	<b>71,551.50</b>	<b>-5,721.81</b>	<b>-8.0%</b>
<b>Total Other Income</b>	<b>65,829.69</b>	<b>77,416.50</b>	<b>-11,486.81</b>	<b>-14.8%</b>
Other Expense Opera House	1,651.51	0.00	1,651.51	100.0%
Energy Conservation	123.35	4,080.00	-3,956.65	-97.0%
Event Expense Annual Meeting Dinner	11,020.00	9,342.71	1,677.29	18.0%
Gifts & awards	895.35	1,339.45	-444.10	-33.2%
Miscellaneous	348.00	426.20	-78.20	-18.4%
Scholarship Sponsor	500.00	500.00	0.00	0.0%
Signage	65.00	192.50	-127.50	-66.2%
<b>Total Annual Meeting</b>	<b>12,828.35</b>	<b>11,800.86</b>	<b>1,027.49</b>	<b>8.7%</b>
Art Show Awards	1,500.00	1,553.40	-53.40	-3.4%
Media Expense	876.34	1,532.38	-656.04	-42.8%
Miscellaneous	0.00	364.00	-364.00	-100.0%
Musicians	200.00	650.00	-450.00	-69.2%
Photo Poster	375.00	150.00	225.00	150.0%
Postage	133.32	268.00	-134.68	-50.3%
Purchase Prizes	900.00	1,000.00	-100.00	-10.0%
<b>Total Art Show</b>	<b>3,984.66</b>	<b>5,517.78</b>	<b>-1,533.12</b>	<b>-27.8%</b>
Christmas Celebrations Christmas Parades Awards	371.10	38.75	332.35	857.7%
Media	2,036.13	897.56	1,138.57	126.9%
Parade	948.49	1,194.26	-245.77	-20.6%
<b>Total Christmas Parades</b>	<b>3,355.72</b>	<b>2,130.57</b>	<b>1,225.15</b>	<b>57.5%</b>
Craft Fairs Food & beverages	0.00	54.48	-54.48	-100.0%
Miscellaneous	0.00	40.00	-40.00	-100.0%
<b>Total Craft Fairs</b>	<b>0.00</b>	<b>94.48</b>	<b>-94.48</b>	<b>-100.0%</b>
Santa Party Food & Gifts	246.30	50.64	195.66	386.4%
Hall Rental	0.00	300.00	-300.00	-100.0%
<b>Total Santa Party</b>	<b>246.30</b>	<b>350.64</b>	<b>-104.34</b>	<b>-29.8%</b>
<b>Total Christmas Celebrations</b>	<b>3,602.02</b>	<b>2,575.69</b>	<b>1,026.33</b>	<b>39.9%</b>
Golf Tournament Golfers	2,410.00	2,780.00	-370.00	-13.3%
Lunch	0.00	81.94	-81.94	-100.0%
Postage	76.66	0.00	76.66	100.0%
Prizes	2,472.00	1,800.00	672.00	37.3%
Golf Tournament - Other	153.07	80.00	73.07	91.3%
<b>Total Golf Tournament</b>	<b>5,111.73</b>	<b>4,741.94</b>	<b>369.79</b>	<b>7.8%</b>
July 4th Fireworks	0.00	6,500.00	-6,500.00	-100.0%
<b>Total July 4th</b>	<b>0.00</b>	<b>6,500.00</b>	<b>-6,500.00</b>	<b>-100.0%</b>
Main Street Reconstruction	10,866.81	0.00	10,866.81	100.0%
Music in Remich Park Advertisement	0.00	225.00	-225.00	-100.0%
Banners & Signs	0.00	214.65	-214.65	-100.0%
Musicians	0.00	2,650.00	-2,650.00	-100.0%
<b>Total Music in Remich Park</b>	<b>0.00</b>	<b>3,089.65</b>	<b>-3,089.65</b>	<b>-100.0%</b>
Sidewalk Sales Media	0.00	351.00	-351.00	-100.0%
<b>Total Sidewalk Sales</b>	<b>0.00</b>	<b>351.00</b>	<b>-351.00</b>	<b>-100.0%</b>
Task Force Luncheon Catering	4,060.79	3,749.79	311.00	8.3%
Hall Rental	500.00	500.00	0.00	0.0%
Banquet Rentals	293.25	0.00	293.25	100.0%
<b>Total Task Force Luncheon</b>	<b>4,854.04</b>	<b>4,249.79</b>	<b>604.25</b>	<b>14.2%</b>
Taste of the Littleton Area Trash Removal	38.50	35.50	3.00	8.5%
Advertising	172.00	0.00	172.00	100.0%
Misc	0.00	13.98	-13.98	-100.0%
Signage	214.65	125.00	89.65	71.7%
Tents	1,489.50	1,503.00	-13.50	-0.9%
Ticket Sales	3,222.00	3,470.00	-248.00	-7.2%
<b>Total Taste of the Littleton Area</b>	<b>5,136.65</b>	<b>5,147.48</b>	<b>-10.83</b>	<b>-0.2%</b>

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Accrual Basis

### Littleton Area Chamber of Commerce Profit & Loss Prev Year Comparison

January 1 through December 30, 2009

	Jan 1 - Dec 30, 09	Jan 1 - Dec 30, 08	\$ Change	% Change
Trade Expo				
Mileage	15.36	0.00	15.36	100.0%
Miscellaneous	8.88	0.00	8.88	100.0%
Postage	116.15	73.10	43.05	58.9%
Promotion	1,736.24	1,051.25	684.99	65.2%
Rentals	3,817.10	3,924.90	-107.80	-2.8%
<b>Total Trade Expo</b>	<b>5,693.73</b>	<b>5,049.25</b>	<b>644.48</b>	<b>12.8%</b>
<b>Total Event Expense</b>	<b>52,077.99</b>	<b>49,023.44</b>	<b>3,054.55</b>	<b>6.2%</b>
<b>Total Other Expense</b>	<b>53,852.85</b>	<b>53,103.44</b>	<b>749.41</b>	<b>1.4%</b>
<b>Net Other Income</b>	<b>12,076.84</b>	<b>24,313.06</b>	<b>-12,236.22</b>	<b>-50.3%</b>
<b>Net Income</b>	<b>9,694.56</b>	<b>25,581.24</b>	<b>-15,886.68</b>	<b>-62.1%</b>