

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

	Jan - Jul 09	Jan - Jul 08	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Chamber Operating Income</b>				
Health Insurance Reimbursement	0.00	1,669.89	-1,669.89	-100.0%
Information Booth Sponsorship	600.00	1,900.00	-1,300.00	-68.4%
Insurance Refund	146.00	0.00	146.00	100.0%
Interest	71.74	107.03	-35.29	-33.0%
Labels	25.00	50.00	-25.00	-50.0%
Membership Directory	9,031.00	602.00	8,429.00	1,400.2%
Membership Dues	46,515.75	47,633.00	-1,117.25	-2.4%
Misc. Sales	0.00	97.48	-97.48	-100.0%
Refund	881.82	31.95	849.87	2,660.0%
<b>Town Appropriation</b>				
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%
<b>Web Site Links &amp; Advertising</b>				
Advertising	1,375.00	2,500.00	-1,125.00	-45.0%
Web Site Links & Advertising - Other	510.00	1,750.00	-1,240.00	-70.9%
<b>Total Web Site Links &amp; Advertising</b>	1,885.00	4,250.00	-2,365.00	-55.7%
Welcome Center at Exit 44	1,950.00	1,800.00	150.00	8.3%
<b>Total Chamber Operating Income</b>	76,106.31	78,141.35	-2,035.04	-2.6%
<b>Total Income</b>	76,106.31	78,141.35	-2,035.04	-2.6%
<b>Expense</b>				
Reconciliation Discrepancies	-7.50	-146.32	138.82	94.9%
<b>Chamber Operating Expense</b>				
<b>Newsletter</b>				
Postage	0.00	76.70	-76.70	-100.0%
<b>Total Newsletter</b>	0.00	76.70	-76.70	-100.0%
Welcome Center at Exit 44	31.00	0.00	31.00	100.0%
Information Booth	95.40	0.00	95.40	100.0%
<b>Marketing</b>				
<b>Littleton Brochure</b>				
Brochure Distribution	340.00	615.00	-275.00	-44.7%
<b>Total Littleton Brochure</b>	340.00	615.00	-275.00	-44.7%
<b>Advertising</b>				
Advertising- LMSI	0.00	1,500.00	-1,500.00	-100.0%
<b>Advertising-General</b>				
General Advertising	1,344.75	2,895.00	-1,550.25	-53.6%
Marketing	1,157.64	780.00	377.64	48.4%
Advertising-General - Other	0.00	21.68	-21.68	-100.0%
<b>Total Advertising-General</b>	2,502.39	3,696.68	-1,194.29	-32.3%
<b>Total Advertising</b>	2,502.39	5,196.68	-2,694.29	-51.9%
<b>Marketing - Other</b>	450.00	0.00	450.00	100.0%
<b>Total Marketing</b>	3,292.39	5,811.68	-2,519.29	-43.4%
Bookkeeping	0.00	1,410.00	-1,410.00	-100.0%
Bad Debts	8,428.75	7,197.75	1,231.00	17.1%
<b>Breakfast Meetings</b>				
Food & Beverage	154.64	103.00	51.64	50.1%
Hall Rental	0.00	20.00	-20.00	-100.0%
<b>Total Breakfast Meetings</b>	154.64	123.00	31.64	25.7%
Credit Card Discount/Fees	360.57	450.40	-89.83	-19.9%
Depreciation	1,551.48	1,551.48	0.00	0.0%
<b>Dues/Subscriptions</b>				
Prof. Organization Memberships	521.00	191.50	329.50	172.1%
Subscriptions	115.40	673.04	-557.64	-82.9%
Dues/Subscriptions - Other	40.00	0.00	40.00	100.0%
<b>Total Dues/Subscriptions</b>	676.40	864.54	-188.14	-21.8%
<b>Equipment Lease</b>	1,363.88	1,450.88	-87.00	-6.0%
Insurance	1,517.00	1,792.00	-275.00	-15.4%
Meals	80.00	0.00	80.00	100.0%
Membership Directory	6,247.52	0.00	6,247.52	100.0%
Membership Survey	0.00	200.00	-200.00	-100.0%
<b>Office Expense</b>				
<b>General Supplies</b>				
Paper	76.90	0.00	76.90	100.0%
Toner & Ink	277.94	739.94	-462.00	-62.4%
General Supplies - Other	648.31	568.46	79.85	14.1%
<b>Total General Supplies</b>	1,003.15	1,308.40	-305.25	-23.3%
<b>Internet</b>				
Internet Service - NCIA	291.20	291.22	-0.02	0.0%
Website Hosting	490.00	380.00	110.00	29.0%
<b>Total Internet</b>	781.20	671.22	109.98	16.4%
Postage Machine	324.00	363.86	-39.86	-11.0%
Printer/copier copies	734.05	298.51	435.54	145.9%
Technology	259.00	0.00	259.00	100.0%
Office Expense - Other	345.50	39.04	306.46	785.0%
<b>Total Office Expense</b>	3,446.90	2,681.03	765.87	28.6%
<b>Payroll Expenses</b>				
<b>Benefits</b>				
Health Insurance	2,848.65	5,374.18	-2,525.53	-47.0%
<b>Total Benefits</b>	2,848.65	5,374.18	-2,525.53	-47.0%
Payroll Taxes	2,470.90	2,790.58	-319.68	-11.5%
Staff Wages	25,929.76	18,842.99	7,086.77	37.8%
Payroll Expenses - Other	0.00	107.84	-107.84	-100.0%
<b>Total Payroll Expenses</b>	31,249.31	27,115.59	4,133.72	15.2%
Postage	600.00	663.73	-63.73	-9.6%
Professional Development	199.00	18.00	181.00	1,005.6%
<b>Professional Services</b>				
Accounting	250.00	0.00	250.00	100.0%
Professional Services - Other	5,230.00	2,700.00	2,530.00	93.7%
<b>Total Professional Services</b>	5,480.00	2,700.00	2,780.00	103.0%

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Reimbursed Expenses	100.00	0.00	100.00	100.0%
Rent				
Storage	350.00	0.00	350.00	100.0%
Booth	700.00	800.00	-100.00	-12.5%
Office	2,657.20	3,349.20	-692.00	-20.7%
<b>Total Rent</b>	<b>3,707.20</b>	<b>4,149.20</b>	<b>-442.00</b>	<b>-10.7%</b>
Repairs & Maintenance	0.00	3.29	-3.29	-100.0%
Telephone				
Cellular	507.02	199.95	307.07	153.6%
Office	1,258.05	1,368.94	-110.89	-8.1%
Info Booth	14.53	0.00	14.53	100.0%
Telephone - Other	0.00	32.50	-32.50	-100.0%
<b>Total Telephone</b>	<b>1,779.60</b>	<b>1,601.39</b>	<b>178.21</b>	<b>11.1%</b>
Travel				
Mileage Reimbursement	1,049.66	688.85	360.81	52.4%
<b>Total Travel</b>	<b>1,049.66</b>	<b>688.85</b>	<b>360.81</b>	<b>52.4%</b>
Utilities				
Water & Electric				
Office	474.78	0.00	474.78	100.0%
Info Booth	59.42	0.00	59.42	100.0%
Water & Electric - Other	0.00	470.11	-470.11	-100.0%
<b>Total Water &amp; Electric</b>	<b>534.20</b>	<b>470.11</b>	<b>64.09</b>	<b>13.6%</b>
<b>Total Utilities</b>	<b>534.20</b>	<b>470.11</b>	<b>64.09</b>	<b>13.6%</b>
<b>Total Chamber Operating Expense</b>	<b>71,944.90</b>	<b>61,019.62</b>	<b>10,925.28</b>	<b>17.9%</b>
<b>Total Expense</b>	<b>71,937.40</b>	<b>60,873.30</b>	<b>11,064.10</b>	<b>18.2%</b>
<b>Net Ordinary Income</b>	<b>4,168.91</b>	<b>17,268.05</b>	<b>-13,099.14</b>	<b>-75.9%</b>
<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	13,080.00	11,595.00	1,485.00	12.8%
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	2,946.00	2,973.50	-27.50	-0.9%
<b>Total Annual Meeting</b>	<b>19,785.00</b>	<b>19,601.50</b>	<b>183.50</b>	<b>0.9%</b>
<b>Art Show</b>				
Participants	630.00	980.00	-350.00	-35.7%
Posters	0.00	70.00	-70.00	-100.0%
Sponsors				
General Sponsorship	0.00	1,500.00	-1,500.00	-100.0%
<b>Total Sponsors</b>	<b>0.00</b>	<b>1,500.00</b>	<b>-1,500.00</b>	<b>-100.0%</b>
<b>Total Art Show</b>	<b>630.00</b>	<b>2,550.00</b>	<b>-1,920.00</b>	<b>-75.3%</b>
<b>Golf Tournament</b>				
50/50 Putting	250.00	137.00	113.00	82.5%
Advantage	280.00	0.00	280.00	100.0%
Golfers	4,430.00	6,080.00	-1,650.00	-27.1%
Hole Sponsors Only	1,660.00	1,700.00	-40.00	-2.4%
Major/Hole Sponsors	180.00	4,355.00	-4,175.00	-95.9%
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>6,840.00</b>	<b>13,823.00</b>	<b>-6,983.00</b>	<b>-50.5%</b>
<b>July 4th Celebrations</b>	<b>0.00</b>	<b>6,000.00</b>	<b>-6,000.00</b>	<b>-100.0%</b>
<b>Main Street Reconstruction</b>	<b>6,329.71</b>	<b>0.00</b>	<b>6,329.71</b>	<b>100.0%</b>
<b>Music in Remich Park Sponsors</b>	<b>0.00</b>	<b>3,250.00</b>	<b>-3,250.00</b>	<b>-100.0%</b>
<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>
<b>Sidewalk Sale</b>				
Participants	0.00	300.00	-300.00	-100.0%
<b>Total Sidewalk Sale</b>	<b>0.00</b>	<b>300.00</b>	<b>-300.00</b>	<b>-100.0%</b>
<b>Taste of Littleton</b>				
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>
<b>Trade Expo</b>				
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>47,481.21</b>	<b>59,687.50</b>	<b>-12,206.29</b>	<b>-20.5%</b>
<b>Total Other Income</b>	<b>47,481.21</b>	<b>59,687.50</b>	<b>-12,206.29</b>	<b>-20.5%</b>
<b>Other Expense</b>				
<b>CFL Purchase</b>	<b>123.35</b>	<b>0.00</b>	<b>123.35</b>	<b>100.0%</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	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>12,213.27</b>	<b>11,800.86</b>	<b>412.41</b>	<b>3.5%</b>
<b>Art Show</b>				
Postage	61.62	0.00	61.62	100.0%
<b>Total Art Show</b>	<b>61.62</b>	<b>0.00</b>	<b>61.62</b>	<b>100.0%</b>

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	Jan - Jul 09	Jan - Jul 08	\$ Change	% Change
Christmas Celebrations				
Christmas Parades				
Media	280.00	0.00	280.00	100.0%
Total Christmas Parades	280.00	0.00	280.00	100.0%
Total Christmas Celebrations	280.00	0.00	280.00	100.0%
Golf Tournament				
Golfers	0.00	2,780.00	-2,780.00	-100.0%
Lunch	153.07	81.94	71.13	86.8%
Postage	76.66	0.00	76.66	100.0%
Prizes	1,800.00	1,800.00	0.00	0.0%
Golf Tournament - Other	3,082.00	80.00	3,002.00	3,752.5%
Total Golf Tournament	5,111.73	4,741.94	369.79	7.8%
July 4th				
Fireworks	0.00	6,500.00	-6,500.00	-100.0%
Total July 4th	0.00	6,500.00	-6,500.00	-100.0%
Main Street Reconstruction	10,152.20	0.00	10,152.20	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	1,150.00	-1,150.00	-100.0%
Total Music in Remich Park	0.00	1,589.65	-1,589.65	-100.0%
Sidewalk Sales				
Media	0.00	181.00	-181.00	-100.0%
Total Sidewalk Sales	0.00	181.00	-181.00	-100.0%
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%
Total Taste of the Littleton Area	5,136.65	5,147.48	-10.83	-0.2%
Trade Expo				
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%
Total Trade Expo	5,678.37	5,049.25	629.12	12.5%
Total Event Expense	38,633.84	35,010.18	3,623.66	10.4%
Total Other Expense	38,757.19	35,010.18	3,747.01	10.7%
Net Other Income	8,724.02	24,677.32	-15,953.30	-64.7%
Net Income	<b>12,892.93</b>	<b>41,945.37</b>	<b>-29,052.44</b>	<b>-69.3%</b>