

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

	Jan - Jun 09	Jan - Jun 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	400.00	1,750.00	-1,350.00	-77.1%
Insurance Refund	146.00	0.00	146.00	100.0%
Interest	68.45	71.34	-2.89	-4.1%
Labels	25.00	50.00	-25.00	-50.0%
Membership Directory	9,031.00	602.00	8,429.00	1,400.2%
Membership Dues	43,901.75	43,656.50	245.25	0.6%
Misc. Sales	0.00	97.48	-97.48	-100.0%
Refund	881.82	31.95	849.87	2,660.0%
Town Appropriation				
General Fund	0.00	20,000.00	-20,000.00	-100.0%
<b>Total Town Appropriation</b>	0.00	20,000.00	-20,000.00	-100.0%
<b>Web Site Links &amp; Advertising</b>				
Advertising	1,375.00	0.00	1,375.00	100.0%
Web Site Links & Advertising - Other	510.00	1,650.00	-1,140.00	-69.1%
<b>Total Web Site Links &amp; Advertising</b>	1,885.00	1,650.00	235.00	14.2%
<b>Total Chamber Operating Income</b>	56,339.02	69,579.16	-13,240.14	-19.0%
<b>Total Income</b>	56,339.02	69,579.16	-13,240.14	-19.0%
<b>Expense</b>				
<b>Reconciliation Discrepancies</b>	-7.50	-150.36	142.86	95.0%
<b>Chamber Operating Expense</b>				
Welcome Center at Exit 44	31.00	0.00	31.00	100.0%
<b>Marketing</b>				
Littleton Brochure				
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%
Advertising-General				
General Advertising	224.75	2,648.25	-2,423.50	-91.5%
Marketing	2,277.64	780.00	1,497.64	192.0%
Advertising-General - Other	0.00	21.68	-21.68	-100.0%
<b>Total Advertising-General</b>	2,502.39	3,449.93	-947.54	-27.5%
<b>Total Advertising</b>	2,502.39	4,949.93	-2,447.54	-49.5%
<b>Total Marketing</b>	2,842.39	5,564.93	-2,722.54	-48.9%
Bookkeeping	0.00	450.00	-450.00	-100.0%
Bad Debts	6,130.00	4,727.75	1,402.25	29.7%
<b>Breakfast Meetings</b>				
Food & Beverage	154.64	103.00	51.64	50.1%
<b>Total Breakfast Meetings</b>	154.64	103.00	51.64	50.1%
Credit Card Discount/Fees	334.12	380.34	-46.22	-12.2%
Depreciation	1,329.84	1,329.84	0.00	0.0%
<b>Dues/Subscriptions</b>				
Prof. Organization Memberships	521.00	191.50	329.50	172.1%
Subscriptions	115.40	359.80	-244.40	-67.9%
<b>Total Dues/Subscriptions</b>	636.40	551.30	85.10	15.4%
Equipment Lease	1,169.04	1,256.04	-87.00	-6.9%
Insurance	617.00	1,775.00	-1,158.00	-65.2%
Meals	50.00	0.00	50.00	100.0%
Membership Directory	5,966.27	0.00	5,966.27	100.0%
Membership Survey	0.00	200.00	-200.00	-100.0%
<b>Office Expense</b>				
General Supplies				
Paper	39.95	0.00	39.95	100.0%
Toner & Ink	277.94	739.94	-462.00	-62.4%
General Supplies - Other	685.26	215.86	469.40	217.5%
<b>Total General Supplies</b>	1,003.15	955.80	47.35	5.0%
<b>Internet</b>				
Internet Service - NCIA	249.60	249.62	-0.02	0.0%
Website Hosting	490.00	380.00	110.00	29.0%
<b>Total Internet</b>	739.60	629.62	109.98	17.5%
Postage Machine	324.00	201.86	122.14	60.5%
Printer/copier copies	624.70	261.41	363.29	139.0%
Office Expense - Other	345.50	39.04	306.46	785.0%
<b>Total Office Expense</b>	3,036.95	2,087.73	949.22	45.5%
<b>Payroll Expenses</b>				
Benefits				
Health Insurance	2,034.75	4,817.55	-2,782.80	-57.8%
<b>Total Benefits</b>	2,034.75	4,817.55	-2,782.80	-57.8%
Payroll Taxes	1,921.96	2,448.00	-526.04	-21.5%
Staff Wages	19,484.71	15,590.07	3,894.64	25.0%
Payroll Expenses - Other	0.00	103.84	-103.84	-100.0%
<b>Total Payroll Expenses</b>	23,441.42	22,959.46	481.96	2.1%
<b>Postage</b>	600.00	663.73	-63.73	-9.6%
<b>Professional Development</b>	199.00	0.00	199.00	100.0%
<b>Professional Services</b>				
Accounting	250.00	0.00	250.00	100.0%
Professional Services - Other	4,580.00	2,160.00	2,420.00	112.0%
<b>Total Professional Services</b>	4,830.00	2,160.00	2,670.00	123.6%
<b>Reimbursed Expenses</b>	100.00	0.00	100.00	100.0%
<b>Rent</b>				
Storage	300.00	0.00	300.00	100.0%
Booth	600.00	600.00	0.00	0.0%
Office	2,277.60	2,490.00	-212.40	-8.5%
<b>Total Rent</b>	3,177.60	3,090.00	87.60	2.8%
<b>Repairs &amp; Maintenance</b>	0.00	3.29	-3.29	-100.0%

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<b>Telephone</b>				
Cellular	422.53	0.00	422.53	100.0%
Office	1,062.99	882.91	180.08	20.4%
Info Booth	14.53	0.00	14.53	100.0%
Telephone - Other	0.00	32.50	-32.50	-100.0%
<b>Total Telephone</b>	<u>1,500.05</u>	<u>915.41</u>	<u>584.64</u>	<u>63.9%</u>
<b>Travel</b>				
Mileage Reimbursement	671.66	576.53	95.13	16.5%
<b>Total Travel</b>	<u>671.66</u>	<u>576.53</u>	<u>95.13</u>	<u>16.5%</u>
<b>Utilities</b>				
Water & Electric				
Office	416.67	0.00	416.67	100.0%
Info Booth	41.56	0.00	41.56	100.0%
Water & Electric - Other	0.00	398.18	-398.18	-100.0%
<b>Total Water &amp; Electric</b>	<u>458.23</u>	<u>398.18</u>	<u>60.05</u>	<u>15.1%</u>
<b>Total Utilities</b>	<u>458.23</u>	<u>398.18</u>	<u>60.05</u>	<u>15.1%</u>
<b>Total Chamber Operating Expense</b>	<u>57,275.61</u>	<u>49,192.53</u>	<u>8,083.08</u>	<u>16.4%</u>
<b>Total Expense</b>	<u>57,268.11</u>	<u>49,042.17</u>	<u>8,225.94</u>	<u>16.8%</u>
<b>Net Ordinary Income</b>	-929.09	20,536.99	-21,466.08	-104.5%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Event Income</b>				
Annual Meeting				
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>	<u>19,785.00</u>	<u>19,601.50</u>	<u>183.50</u>	<u>0.9%</u>
Art Show				
Participants	350.00	700.00	-350.00	-50.0%
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>	<u>0.00</u>	<u>1,500.00</u>	<u>-1,500.00</u>	<u>-100.0%</u>
<b>Total Art Show</b>	<u>350.00</u>	<u>2,270.00</u>	<u>-1,920.00</u>	<u>-84.6%</u>
<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	3,790.00	4,640.00	-850.00	-18.3%
Hole Sponsors Only	780.00	1,200.00	-420.00	-35.0%
Major/Hole Sponsors	0.00	4,100.00	-4,100.00	-100.0%
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>	<u>5,140.00</u>	<u>11,628.00</u>	<u>-6,488.00</u>	<u>-55.8%</u>
July 4th Celebrations	0.00	6,000.00	-6,000.00	-100.0%
Main Street Reconstruction	92.21	0.00	92.21	100.0%
Music in Remich Park				
Sponsors	0.00	3,250.00	-3,250.00	-100.0%
<b>Total Music in Remich Park</b>	<u>0.00</u>	<u>3,250.00</u>	<u>-3,250.00</u>	<u>-100.0%</u>
<b>Taste of Littleton</b>				
Raffle	77.50	102.00	-24.50	-24.0%
Ticket Sales	3,781.00	4,146.00	-365.00	-8.8%
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>	<u>4,429.50</u>	<u>5,514.00</u>	<u>-1,084.50</u>	<u>-19.7%</u>
<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>	<u>9,417.00</u>	<u>8,649.00</u>	<u>768.00</u>	<u>8.9%</u>
<b>Total Event Income</b>	<u>39,213.71</u>	<u>56,912.50</u>	<u>-17,698.79</u>	<u>-31.1%</u>
<b>Total Other Income</b>	<u>39,213.71</u>	<u>56,912.50</u>	<u>-17,698.79</u>	<u>-31.1%</u>
<b>Other Expense</b>				
<b>Event Expense</b>				
Annual Meeting				
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>	<u>12,213.27</u>	<u>11,800.86</u>	<u>412.41</u>	<u>3.5%</u>
Art Show				
Postage	61.62	0.00	61.62	100.0%
<b>Total Art Show</b>	<u>61.62</u>	<u>0.00</u>	<u>61.62</u>	<u>100.0%</u>
<b>Christmas Celebrations</b>				
Christmas Parades				
Media	280.00	0.00	280.00	100.0%
<b>Total Christmas Parades</b>	<u>280.00</u>	<u>0.00</u>	<u>280.00</u>	<u>100.0%</u>
<b>Total Christmas Celebrations</b>	<u>280.00</u>	<u>0.00</u>	<u>280.00</u>	<u>100.0%</u>

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	Jan - Jun 09	Jan - Jun 08	\$ Change	% Change
<b>Golf Tournament</b>				
Golfers	0.00	2,780.00	-2,780.00	-100.0%
Postage	76.66	0.00	76.66	100.0%
Prizes	1,800.00	1,800.00	0.00	0.0%
Golf Tournament - Other	0.00	80.00	-80.00	-100.0%
<b>Total Golf Tournament</b>	<b>1,876.66</b>	<b>4,660.00</b>	<b>-2,783.34</b>	<b>-59.7%</b>
<b>Main Street Reconstruction</b>	<b>405.14</b>	<b>0.00</b>	<b>405.14</b>	<b>100.0%</b>
<b>Taste of the Littleton Area</b>				
Trash Removal	38.50	35.50	3.00	8.5%
Advertising	-50.00	0.00	-50.00	-100.0%
Misc	0.00	13.98	-13.98	-100.0%
Signage	214.65	125.00	89.65	71.7%
Tents	0.00	1,503.00	-1,503.00	-100.0%
Ticket Sales	3,222.00	3,470.00	-248.00	-7.2%
<b>Total Taste of the Littleton Area</b>	<b>3,425.15</b>	<b>5,147.48</b>	<b>-1,722.33</b>	<b>-33.5%</b>
<b>Trade Expo</b>				
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>5,678.37</b>	<b>5,049.25</b>	<b>629.12</b>	<b>12.5%</b>
<b>Total Event Expense</b>	<b>23,940.21</b>	<b>26,657.59</b>	<b>-2,717.38</b>	<b>-10.2%</b>
<b>Total Other Expense</b>	<b>23,940.21</b>	<b>26,657.59</b>	<b>-2,717.38</b>	<b>-10.2%</b>
<b>Net Other Income</b>	<b>15,273.50</b>	<b>30,254.91</b>	<b>-14,981.41</b>	<b>-49.5%</b>
<b>Net Income</b>	<b>14,344.41</b>	<b>50,791.90</b>	<b>-36,447.49</b>	<b>-71.8%</b>