

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

January through August 2009

	Jan - Aug 09	Jan - Aug 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	84.19	141.30	-57.11	-40.4%
Labels	25.00	75.00	-50.00	-66.7%
Membership Directory	9,031.00	602.00	8,429.00	1,400.2%
Membership Dues	49,844.50	50,664.25	-819.75	-1.6%
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	4,050.00	2,500.00	1,550.00	62.0%
Web Site Links & Advertising - Other	510.00	1,910.00	-1,400.00	-73.3%
<b>Total Web Site Links &amp; Advertising</b>	4,560.00	4,410.00	150.00	3.4%
<b>Welcome Center at Exit 44</b>	1,950.00	1,800.00	150.00	8.3%
<b>Total Chamber Operating Income</b>	82,122.51	81,391.87	730.64	0.9%
<b>Total Income</b>	82,122.51	81,391.87	730.64	0.9%
<b>Expense</b>				
<b>Reconciliation Discrepancies</b>	-7.50	-210.34	202.84	96.4%
<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%
<b>Welcome Center at Exit 44</b>	31.00	0.00	31.00	100.0%
<b>Information Booth</b>	95.40	0.00	95.40	100.0%
<b>Marketing</b>				
<b>Littleton Brochure</b>				
Brochure Distribution	340.00	700.00	-360.00	-51.4%
<b>Total Littleton Brochure</b>	340.00	700.00	-360.00	-51.4%
<b>Advertising</b>				
Advertising- LMSI	0.00	1,500.00	-1,500.00	-100.0%
Advertising-General				
General Advertising	1,344.75	3,145.00	-1,800.25	-57.2%
Marketing	1,495.71	780.00	715.71	91.8%
Advertising-General - Other	0.00	21.68	-21.68	-100.0%
<b>Total Advertising-General</b>	2,840.46	3,946.68	-1,106.22	-28.0%
Advertising - Other	250.00	0.00	250.00	100.0%
<b>Total Advertising</b>	3,090.46	5,446.68	-2,356.22	-43.3%
<b>WMAA Advertising</b>	500.00	0.00	500.00	100.0%
<b>Marketing - Other</b>	881.15	0.00	881.15	100.0%
<b>Total Marketing</b>	4,811.61	6,146.68	-1,335.07	-21.7%
<b>Bookkeeping</b>	0.00	2,260.00	-2,260.00	-100.0%
<b>Bad Debts</b>	8,943.75	7,567.75	1,376.00	18.2%
<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%
<b>Computer</b>	240.00	0.00	240.00	100.0%
<b>Credit Card Discount/Fees</b>	407.47	475.27	-67.80	-14.3%
<b>Depreciation</b>	1,773.12	1,773.12	0.00	0.0%
<b>Dues/Subscriptions</b>				
Prof. Organization Memberships	885.00	191.50	693.50	362.1%
Subscriptions	115.40	734.13	-618.73	-84.3%
Dues/Subscriptions - Other	40.00	0.00	40.00	100.0%
<b>Total Dues/Subscriptions</b>	1,040.40	925.63	114.77	12.4%
<b>Equipment Lease</b>	1,558.72	1,645.72	-87.00	-5.3%
<b>Insurance</b>	1,537.00	1,792.00	-255.00	-14.2%
<b>Meals</b>	80.00	0.00	80.00	100.0%
<b>Membership Directory</b>	6,487.52	0.00	6,487.52	100.0%
<b>Membership Survey</b>	0.00	200.00	-200.00	-100.0%
<b>Office Expense</b>				
<b>General Supplies</b>				
Paper	145.25	0.00	145.25	100.0%
Toner & Ink	277.94	739.94	-462.00	-62.4%
General Supplies - Other	868.99	710.74	158.25	22.3%
<b>Total General Supplies</b>	1,292.18	1,450.68	-158.50	-10.9%
<b>Internet</b>				
Internet Service - NCIA	332.80	332.82	-0.02	0.0%
Website Hosting	490.00	940.00	-450.00	-47.9%
<b>Total Internet</b>	822.80	1,272.82	-450.02	-35.4%

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Postage Machine	324.00	363.86	-39.86	-11.0%
Printer/copier copies	792.70	298.51	494.19	165.6%
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>	<b>3,836.18</b>	<b>3,424.91</b>	<b>411.27</b>	<b>12.0%</b>
<b>Payroll Expenses</b>				
Benefits				
Health Insurance	3,255.60	5,374.18	-2,118.58	-39.4%
<b>Total Benefits</b>	<b>3,255.60</b>	<b>5,374.18</b>	<b>-2,118.58</b>	<b>-39.4%</b>
Payroll Taxes	2,868.22	3,348.58	-480.36	-14.4%
Staff Wages	29,745.46	24,478.37	5,267.09	21.5%
Payroll Expenses - Other	0.00	1,107.84	-1,107.84	-100.0%
<b>Total Payroll Expenses</b>	<b>35,869.28</b>	<b>34,308.97</b>	<b>1,560.31</b>	<b>4.6%</b>
Postage	697.84	663.73	34.11	5.1%
Professional Development	794.00	18.00	776.00	4,311.1%
<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>	<b>5,480.00</b>	<b>2,700.00</b>	<b>2,780.00</b>	<b>103.0%</b>
<b>Reimbursed Expenses</b>	<b>100.00</b>	<b>0.00</b>	<b>100.00</b>	<b>100.0%</b>
<b>Rent</b>				
Storage	400.00	0.00	400.00	100.0%
Booth	800.00	800.00	0.00	0.0%
Office	3,036.80	3,349.20	-312.40	-9.3%
<b>Total Rent</b>	<b>4,236.80</b>	<b>4,149.20</b>	<b>87.60</b>	<b>2.1%</b>
Repairs & Maintenance	0.00	3.29	-3.29	-100.0%
<b>Telephone</b>				
Cellular	591.47	319.19	272.28	85.3%
Office	1,479.60	1,368.94	110.66	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>2,085.60</b>	<b>1,720.63</b>	<b>364.97</b>	<b>21.2%</b>
<b>Travel</b>				
Mileage Reimbursement	1,123.58	792.05	331.53	41.9%
<b>Total Travel</b>	<b>1,123.58</b>	<b>792.05</b>	<b>331.53</b>	<b>41.9%</b>
<b>Utilities</b>				
Water & Electric				
Office	545.01	0.00	545.01	100.0%
Info Booth	77.71	0.00	77.71	100.0%
Water & Electric - Other	0.00	554.21	-554.21	-100.0%
<b>Total Water &amp; Electric</b>	<b>622.72</b>	<b>554.21</b>	<b>68.51</b>	<b>12.4%</b>
<b>Total Utilities</b>	<b>622.72</b>	<b>554.21</b>	<b>68.51</b>	<b>12.4%</b>
<b>Total Chamber Operating Expense</b>	<b>82,006.63</b>	<b>71,320.86</b>	<b>10,685.77</b>	<b>15.0%</b>
<b>Total Expense</b>	<b>81,999.13</b>	<b>71,110.52</b>	<b>10,888.61</b>	<b>15.3%</b>
<b>Net Ordinary Income</b>	<b>123.38</b>	<b>10,281.35</b>	<b>-10,157.97</b>	<b>-98.8%</b>
<b>Other Income/Expense</b>				
Other Income				
Opera House Rental	100.00	0.00	100.00	100.0%
CFL Purchases	0.00	1,700.00	-1,700.00	-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	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>
Art Show				
Participants	980.00	1,400.00	-420.00	-30.0%
Posters	0.00	70.00	-70.00	-100.0%
Sponsors				
General Sponsorship	1,500.00	1,650.00	-150.00	-9.1%
Purchase Prizes	1,000.00	700.00	300.00	42.9%
<b>Total Sponsors</b>	<b>2,500.00</b>	<b>2,350.00</b>	<b>150.00</b>	<b>6.4%</b>
<b>Total Art Show</b>	<b>3,480.00</b>	<b>3,820.00</b>	<b>-340.00</b>	<b>-8.9%</b>

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<b>Golf Tournament</b>				
50/50 Putting Advantage	125.00	137.00	-12.00	-8.8%
Golfers	140.00	0.00	140.00	100.0%
Hole Sponsors Only	4,430.00	6,080.00	-1,650.00	-27.1%
Major/Hole Sponsors	1,300.00	1,700.00	-400.00	-23.5%
Corporate Sponsors	540.00	4,355.00	-3,815.00	-87.6%
Donation	0.00	20.00	-20.00	-100.0%
Golf Tournament - Other	0.00	200.00	-200.00	-100.0%
	40.00	1,331.00	-1,291.00	-97.0%
<b>Total Golf Tournament</b>	6,575.00	13,823.00	-7,248.00	-52.4%
July 4th Celebrations	0.00	6,000.00	-6,000.00	-100.0%
Main Street Reconstruction	8,407.60	0.00	8,407.60	100.0%
Music in Remich Park Sponsors	0.00	3,250.00	-3,250.00	-100.0%
<b>Total Music in Remich Park</b>	0.00	3,250.00	-3,250.00	-100.0%
<b>Sidewalk Sale</b>				
Participants	0.00	330.00	-330.00	-100.0%
<b>Total Sidewalk Sale</b>	0.00	330.00	-330.00	-100.0%
<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>	4,479.50	5,514.00	-1,034.50	-18.8%
<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>	9,417.00	8,649.00	768.00	8.9%
<b>Total Event Income</b>	52,144.10	60,987.50	-8,843.40	-14.5%
<b>Total Other Income</b>	52,244.10	62,687.50	-10,443.40	-16.7%
<b>Other Expense</b>				
CFL Purchase	123.35	0.00	123.35	100.0%
<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>	12,213.27	11,800.86	412.41	3.5%
Art Show				
Miscellaneous	0.00	84.00	-84.00	-100.0%
Postage	61.62	68.00	-6.38	-9.4%
<b>Total Art Show</b>	61.62	152.00	-90.38	-59.5%
<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>Golf Tournament</b>				
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>	5,111.73	4,741.94	369.79	7.8%
July 4th				
Fireworks	0.00	6,500.00	-6,500.00	-100.0%
<b>Total July 4th</b>	0.00	6,500.00	-6,500.00	-100.0%
Main Street Reconstruction	10,422.20	0.00	10,422.20	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	2,650.00	-2,650.00	-100.0%
<b>Total Music in Remich Park</b>	0.00	3,089.65	-3,089.65	-100.0%
<b>Sidewalk Sales</b>				
Media	0.00	331.00	-331.00	-100.0%
<b>Total Sidewalk Sales</b>	0.00	331.00	-331.00	-100.0%

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Accrual Basis

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

January through August 2009

	Jan - Aug 09	Jan - Aug 08	\$ Change	% Change
<b>Taste of the Littleton Area</b>				
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>	5,136.65	5,147.48	-10.83	-0.2%
<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>	5,678.37	5,049.25	629.12	12.5%
<b>Total Event Expense</b>	38,903.84	36,812.18	2,091.66	5.7%
<b>Total Other Expense</b>	39,027.19	36,812.18	2,215.01	6.0%
<b>Net Other Income</b>	13,216.91	25,875.32	-12,658.41	-48.9%
<b>Net Income</b>	13,340.29	36,156.67	-22,816.38	-63.1%