

**Calistoga Chamber of Commerce
Executive Summary
January 2013**

Summary of Cash Flow:

Cash as of 01/01/13:	21,389.73
Net Income or (Loss) from P&L:	16,334.84
Accounts Receivable change (increase) or decrease:	(8,515.00)
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	(9,493.94)
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	0.00
Loan Payable increase or (decrease):	(1,338.47)
Amortization and depreciation (non cash expense):	<u>814.00</u>
Cash as of 01/31/13:	19,191.16

P&L vs. Budget:

Current Month	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Income	48,942.61	45,671.00	3,271.61 ¹
COGS & Expenses	<u>32,607.77</u>	<u>42,400.00</u>	<u>(9,792.23)</u> ²
Net Income	16,334.84	3,271.00	13,063.84
YTD			
Total Income	275,987.71	301,521.00	(25,533.29) ³
COGS & Expenses	<u>267,525.93</u>	<u>271,509.00</u>	<u>(3,983.07)</u> ⁴
Net Income	8,461.78	30,012.00	(21,550.22)
Projected Next Month			
Total Income		35,804.00	
COGS & Expenses		<u>35,150.00</u>	
Net Income		654.00	
Winter in the Wineries YTD			
Total Income	33,900.00	61,000.00	(27,100.00)
COGS & Expenses	<u>15,775.84</u>	<u>20,600.00</u>	<u>(4,824.16)</u>
Net Income	18,124.16	40,400.00	(22,275.84)

YTD Total Revenues, Total Expenses, Net Income:

	<u>YTD Revenue</u>	<u>YTD Expenses</u>	<u>YTD Net Income</u>
City Contracted	151,152.15	149,975.25	1,176.90
Chamber Operations	65,298.40	79,899.22	(14,600.82)
Events/Fundraisers	<u>59,537.16</u>	<u>37,651.46</u>	<u>21,885.70</u> ⁵
Totals	275,987.71	267,525.93	8,461.78

Receivables:

Membership A/R increase or (decrease):	(2,141.66)
Non-membership A/R > 90 days	1,331.00
Non-membership A/R increase or (decrease):	(1,485.00)

Payables:

	<u>Previous Month</u>	<u>Current Month</u>	<u>Difference</u>
A/P balance	23,491.20	13,997.26	(9,493.94)
A/P from 2011/12	6,399.00	6,399.00	0.00
A/P over 30 days 2012/13	11,888.52	5,305.33	(6,583.19)

Notes:

- ¹ Advertising Income under \$100; Donations Income over \$322; Membership Income under \$412; Retail Sales Income under \$1,239; Sponsorship Income over \$10,100 (CIP \$10K from Nestle) Ticket Sales Income under \$5,400 (WIW budget \$19,000 January, Actual \$13,600)
- ² COGS under \$4,763 (Event Marketing under \$2,000, Event Production under \$2,100; Retail under \$663); Expenses under \$5,029 (Interest Expense under \$1,039 due to payment from R. Albright; Marketing under \$1,755; Payroll Expenses under \$2,329 due to no bonus paid in January)
- ³ YTD Advertising Income under \$2,915; YTD Donations Income over \$1,234; YTD Membership Income under \$9,977; YTD Participation Income over \$4,601; YTD Retail Sales Income under \$2,611; YTD Sponsorship Income over \$9,782; YTD Ticket Sales Income under \$29,800; YTD Visitors Guide Income over \$4,152 (Village Profile)
- ⁴ YTD COGS under \$9,827 (primarily due to Event Marketing); YTD Expenses over \$5,844 (Marketing)
- ⁵ January WIW Ticket Sales budgeted at \$19,000; January actual WIW Ticket Sales \$13,600