

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

Summary of Cash Flow:

Cash as of 04/01/13:	14,294.68
Net Income or (Loss) from P&L:	6,294.77
Accounts Receivable change (increase) or decrease:	23,650.00
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	(8,668.24)
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	0.00
Loan Payable increase or (decrease):	(895.12)
Amortization and depreciation (non cash expense):	<u>814.00</u>
Cash as of 04/30/13:	35,490.09

P&L vs. Budget:

Current Month	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Income	38,974.77	28,142.00	10,832.77 ¹
COGS & Expenses	<u>32,680.00</u>	<u>37,000.00</u>	<u>(4,320.00)</u> ²
Net Income	6,294.77	(8,858.00)	15,152.77
YTD			
Total Income	441,182.92	416,771.00	24,411.92 ³
COGS & Expenses	<u>405,694.31</u>	<u>395,959.00</u>	<u>9,735.31</u> ⁴
Net Income	35,488.61	20,812.00	14,676.61
Projected Next Month			
Total Income		30,824.00	
COGS & Expenses		<u>36,390.00</u>	
Net Income		(5,566.00)	
Mustard, Mud and Music YTD			
Total Income	25,751.70	20,000.00	5,751.70 ⁵
COGS & Expenses	<u>27,764.08</u>	<u>22,900.00</u>	<u>4,864.08</u>
Net Income	(2,012.38)	(2,900.00)	887.62

YTD Total Revenues, Total Expenses, Net Income:

	<u>YTD Revenue</u>	<u>YTD Expenses</u>	<u>YTD Net Income</u>
City Contracted	254,952.15	218,781.55	36,170.60
Chamber Operations	86,006.91	120,015.68	(34,008.77)
Chamber Fundraisers	<u>100,223.86</u>	<u>66,897.08</u>	<u>33,326.78</u>
Totals	441,182.92	405,694.31	35,488.61

Receivables:

Membership A/R increase or (decrease):	(7,184.50)	6
Non-membership A/R > 90 days	500.00	
Non-membership A/R increase or (decrease):	(23,650.00)	

Payables:

	<u>Previous Month</u>	<u>Current Month</u>	<u>Difference</u>
A/P balance	16,756.17	8,087.93	(8,668.24)
A/P from 2011/12	5,750.00	2,500.00	(3,250.00)
A/P over 30 days 2012/13	1,372.04	4,026.00	2,653.96

Notes:

- 1 Advertising Income over \$3,240; Donations Income over \$305; Membership Income under \$1,398; Participation Income over \$1,283; Retail Sales Income under \$487; Ticket Sales Income over \$7,890
- 2 COGS over \$857 (Event Marketing over \$870); Expenses under \$5,177 (Payroll expenses under \$4,900)
- 3 YTD Advertising Income under \$695; YTD City Contract over \$36,060; YTD Donations Income over \$539; YTD Membership Income under \$10,551; YTD Participation Income over \$6,148; YTD Retail Sales Income under \$5,863; YTD Sponsorship Income over \$4,082; YTD Ticket Sales Income under \$9,461; YTD Visitors Guide Income over \$4,152
- 4 YTD COGS under \$6,305 (primarily due to Event Marketing); YTD Expenses over \$16,040 (Marketing)
- 5 YTD MMM Ticket Sales Income over \$5,799
- 6 Old Dues written off Chamber Nation - not actual A/R
- 7 City TOT bonus for Q3 2012/13 for \$12,500 booked in March - not previously booked for March financials
- 8 Director bonus for Q3 2012/13 for \$2,500 booked in March - not previously booked for March financials