

**Calistoga Chamber of Commerce
Executive Summary
October 2012**

Summary of Cash Flow:

Cash as of 10/01/12:	29,148.50
Net Income or (Loss) from P&L:	135.96
Accounts Receivable change (increase) or decrease:	3,000.00
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	(2,084.99)
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	0.00
Loan Payable increase or (decrease):	(1,399.31)
Amortization and depreciation (non cash expense):	<u>814.00</u>
Cash as of 10/31/12:	29,614.16

P&L vs. Budget:

Current Month	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Income	36,158.83	44,627.00	(8,468.17) ¹
COGS & Expenses	<u>36,022.87</u>	<u>42,550.00</u>	<u>(6,527.13)</u> ²
Net Income	135.96	2,077.00	(1,941.04)
YTD			
Total Income	140,946.46	152,433.00	(11,486.54) ³
COGS & Expenses	<u>141,730.43</u>	<u>147,930.00</u>	<u>(6,199.57)</u> ⁴
Net Income	(783.97)	4,503.00	(5,286.97)
Projected Next Month			
Total Income		57,317.00	
COGS & Expenses		<u>39,500.00</u>	
Net Income		17,817.00	

YTD Total Revenues, Total Expenses, Net Income:

	<u>YTD Revenue</u>	<u>YTD Expenses</u>	<u>YTD Net Income</u>
City Contracted	88,152.15	87,621.26	530.89
Chamber Operations	47,964.79	45,912.64	2,052.15
Events/Fundraisers	<u>4,829.52</u>	<u>8,196.53</u>	<u>(3,367.01)</u> ⁵
Totals	140,946.46	141,730.43	(783.97)

Receivables:

Membership A/R increase or (decrease):	4,823.50
Non-membership A/R > 90 days	1,331.00
Non-membership A/R increase or (decrease):	(3,000.00)

Payables:

	<u>Previous Month</u>	<u>Current Month</u>	<u>Difference</u>
A/P balance	19,037.55	16,952.56	(2,084.99)
A/P from 2010/11	3,544.52	2,544.52	(1,000.00)
A/P from 2011/12	9,399.00	9,399.00	0.00
A/P over 30 days 2012/13	3,045.57	942.50	(2,103.07)

Notes:

- 1 Advertising Income under \$1,500; Membership Income under \$4,679; Participation Income over \$100; Retail Sales Income under \$1,757; Sponsorship Income over \$350; Ticket Sales Income under \$3,135; Visitors Guide Income over \$2,152 (Village Profile)
- 2 COGS under \$5,671; Expenses under \$856
- 3 YTD Advertising Income under \$4,815; YTD Donations Income over \$812; YTD Membership Income under \$9,306; YTD Participation Income over \$2,225; YTD Retail Sales Income under \$70; YTD Sponsorship Income under \$1,650; YTD Ticket Sales Income under \$2,835; YTD Visitors Guide Income over \$4,152 (Village Profile)
- 4 YTD COGS under \$7,504; YTD Expenses over \$1,304
- 5 WIW Passport creative services expense of \$1,350 captured in October