

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

Summary of Cash Flow:

Cash as of 11/01/12:	29,614.16
Net Income or (Loss) from P&L:	(21,964.40)
Accounts Receivable change (increase) or decrease:	(3,375.00)
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	17,120.94
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	(700.00)
Loan Payable increase or (decrease):	(1,326.41)
Amortization and depreciation (non cash expense):	<u>814.00</u>
Cash as of 11/30/12:	20,183.29

P&L vs. Budget:

Current Month	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Income	31,154.52	57,317.00	(26,162.48) ¹
COGS & Expenses	<u>53,118.92</u>	<u>39,500.00</u>	<u>13,618.92</u> ²
Net Income	(21,964.40)	17,817.00	(39,781.40)
YTD			
Total Income	172,100.98	209,750.00	(37,649.02) ³
COGS & Expenses	<u>194,849.35</u>	<u>187,430.00</u>	<u>7,419.35</u> ⁴
Net Income	(22,748.37)	22,320.00	(45,068.37)
Projected Next Month			
Total Income		46,100.00	
COGS & Expenses		<u>41,679.00</u>	
Net Income		4,421.00	

YTD Total Revenues, Total Expenses, Net Income:

	<u>YTD Revenue</u>	<u>YTD Expenses</u>	<u>YTD Net Income</u>
City Contracted	109,152.15	113,707.13	(4,554.98)
Chamber Operations	50,228.31	56,532.10	(6,303.79)
Events/Fundraisers	<u>12,720.52</u>	<u>24,610.12</u>	<u>(11,889.60)</u> ⁵
Totals	172,100.98	194,849.35	(22,748.37)

Receivables:

Membership A/R increase or (decrease):	(4,012.50)
Non-membership A/R > 90 days	1,331.00
Non-membership A/R increase or (decrease):	3,375.00

Payables:

	<u>Previous Month</u>	<u>Current Month</u>	<u>Difference</u>
A/P balance	16,952.56	34,073.50	17,120.94
A/P from 2010/11	2,544.52	1,544.52	(1,000.00)
A/P from 2011/12	9,399.00	7,399.00	(2,000.00)
A/P over 30 days 2012/13	942.50	3,292.67	2,350.17

Notes:

- 1 Advertising Income under \$1,500; Membership Income under \$1,845; Participation Income over \$241; Retail Sales Income under \$843; Sponsorship Income under \$8,100 (Chamber budget \$5,000, TP budget \$4,000) Ticket Sales Income under \$14,115 (WIW budget \$15,865 November)
- 2 COGS over \$4,625 (Event Marketing under \$3,951, Event Artist over \$2,050, Event Production over \$7,221); Expenses over \$8,994 (Marketing/Advertising over \$8,455)
- 3 YTD Advertising Income under \$6,315; YTD Donations Income over \$812; YTD Membership Income under \$11,151; YTD Participation Income over \$2,466; YTD Retail Sales Income under \$914; YTD Sponsorship Income under \$9,750; YTD Ticket Sales Income under \$16,950; YTD Visitors Guide Income over \$4,152 (Village Profile)
- 4 YTD COGS under \$2,879; YTD Expenses over \$10,298
- 5 November WIW Ticket Sales budgeted at \$15,865; actual WIW Ticket Sales \$1,750