

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

**Summary of Cash Flow:**

Cash as of 12/01/12:	20,183.29
Net Income or (Loss) from P&L:	15,156.56
Accounts Receivable change (increase) or decrease:	(2,850.00)
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	(10,582.30)
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	0.00
Loan Payable increase or (decrease):	(1,331.82)
Amortization and depreciation (non cash expense):	<u>814.00</u>
Cash as of 12/31/12:	21,389.73

**P&L vs. Budget:**

<b>Current Month</b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
<b>Total Income</b>	<b>54,944.12</b>	46,100.00	8,844.12 <sup>1</sup>
<b>COGS &amp; Expenses</b>	<b><u>39,787.56</u></b>	<u>41,679.00</u>	<u>(1,891.44)</u> <sup>2</sup>
<b>Net Income</b>	<b>15,156.56</b>	4,421.00	10,735.56
YTD			
Total Income	227,045.10	255,850.00	(28,804.90) <sup>3</sup>
COGS & Expenses	<u>234,636.91</u>	<u>229,109.00</u>	<u>5,527.91</u> <sup>4</sup>
Net Income	(7,591.81)	26,741.00	(34,332.81)
Projected Next Month			
Total Income		45,671.00	
COGS & Expenses		<u>42,400.00</u>	
Net Income		3,271.00	
Winter in the Wineries YTD			
Total Income	20,300.00	42,000.00	(21,700.00)
COGS & Expenses	<u>13,014.51</u>	<u>16,350.00</u>	<u>(3,335.49)</u>
Net Income	7,285.49	25,650.00	(18,364.51)

**YTD Total Revenues, Total Expenses, Net Income:**

	<b><u>YTD Revenue</u></b>	<b><u>YTD Expenses</u></b>	<b><u>YTD Net Income</u></b>
City Contracted	130,152.15	133,271.28	(3,119.13)
Chamber Operations	61,055.79	69,165.97	(8,110.18)
Events/Fundraisers	<u>35,837.16</u>	<u>32,199.66</u>	<u>3,637.50</u> <sup>5</sup>
Totals	227,045.10	234,636.91	(7,591.81)

**Receivables:**

Membership A/R increase or (decrease):	(3,522.50)
Non-membership A/R > 90 days	1,331.00
Non-membership A/R increase or (decrease):	2,850.00

**Payables:**

	<b><u>Previous Month</u></b>	<b><u>Current Month</u></b>	<b><u>Difference</u></b>
A/P balance	34,073.50	23,491.20	(10,582.30)
A/P from 2010/11	1,544.52	0.00	(1,544.52)
A/P from 2011/12	7,399.00	6,399.00	(1,000.00)
A/P over 30 days 2012/13	3,292.67	11,888.52	8,595.85

**Notes:**

- <sup>1</sup> Advertising Income over \$3,500; Donations Income over \$100; Membership Income over \$1,625; Participation Income over \$2,135; Retail Sales Income under \$497; Sponsorship Income over \$9,432 (TBID contributed \$8682); Ticket Sales Income under \$7450 (WIW budget \$19,000 November)
- <sup>2</sup> COGS under \$2,185 (Event Marketing under \$2,850, Event Production under \$802; Retail over \$1,397); Expenses over \$294 (Internet Marketing over \$4,347; PR Firm Fees under \$1,250; Payroll Expenses under \$2,375 primarily due to no commissions paid)
- <sup>3</sup> YTD Advertising Income under \$2,815; YTD Donations Income over \$912; YTD Membership Income under \$9,526; YTD Participation Income over \$4,601; YTD Retail Sales Income under \$1,411; YTD Sponsorship Income under \$318; YTD Ticket Sales Income under \$24,400; YTD Visitors Guide Income over \$4,152 (Village Profile)
- <sup>4</sup> YTD COGS under \$5,064 (primarily due to Event Marketing); YTD Expenses over \$10,592 (Marketing)
- <sup>5</sup> December WIW Ticket Sales budgeted at \$19,000; December actual WIW Ticket Sales \$11,550