



Calistoga Chamber
of Commerce

BOARD Meeting AGENDA
August 19, 2014
Calistoga Spa Hot Springs ~ Conference Room
12:00pm – 1:30pm

Mission statement: The Calistoga Chamber of Commerce is an association of business people advocating Calistoga as a premier Napa Valley destination in advancement of a strong local economy.

Call meeting to order:

Consent Items:

- Action Summary July 15, 2014
- Financials July 2014 Financials

Action Items:

- Give direction on next steps for TID's status under the Chamber 501(C) designation.

Committee Reports:

- N/A

Executive Director's Report:

- Welcome Center staffing change update
- Report back on BOD request for available metrics to be utilized for tracking progress on goals and objectives
- Harvest Table update with logistics and financial impact overview
- Present status of Winter in the Wineries 2014-15
- Review collaborative partner participation

Announcements:

- Concerts in the Park- every Thursday @ 6:30pm @ Pioneer Park (ends 08/28)
- First Thursday Event- Sept. 4th- Downtown
- Harvest Table Event- Sept. 7th @ 5:00pm on Lincoln Ave.



Board Meeting Action Summary
July 15, 2014 @ 12:00 PM
Calistoga Spa Hot Springs

BOD Attendees: Sharon Carone, Aphrodite Caserta, Joel Creager, Andrea DeTrinidad, Leonard LaBranche, Mike Lennon, Stephen Patel, Nancy Putney-Abernathy*, Brian Rios, Jon Seeger, Michael Swanton

Absent: Carlene Moore

Staff: Chris Canning, Carolyn Denero

Guest(s):

Meeting Called to Order: 12:05 PM by M. Swanton

Consent Items:

- Action Summary June 17, 2014
 - Motioned: LaBranche Seconded: DeTrinidad Passed: 10-0-0
- Financials June 2014
 - Motioned: LaBranche Seconded: Creager Passed: 10-0-0

Action Items:

- Approved the 2014-2015 BOD meeting calendar
 - Motioned: Lennon Seconded: LaBranche Passed: 10-0-0
- Reviewed current strategic goals & objectives to determine applicability moving forward
 - BOD agreed to maintain current goals and objectives for the new fiscal with more emphasis on sharing metrics on progress (i.e. TOT, STR reports).
 - Chamber will publish results monthly to membership via member online bulletin
 - Motioned: DeTrinidad Seconded: Carone Passed: 11-0-0
- BOD was made aware of TID tax reporting issue and presented options for resolution.
 - TID currently falls under Chamber non-profit certificate but has not been reported on Chamber tax returns.
 - Corrections to tax returns have been initiated and will be rectified with amended returns for the past three years.
 - Chamber has requested input from other TID's and VNV for handling these going forward with the understanding that it may require creating a separate 501-C non-profit designation for the TID. All county municipalities excluding Napa are in the same situation.

Committee Reports:

- N/A

Executive Director's Report:

- Staff requested that Chamber limits its participation with the Community Bizarre for the 2014 Holiday Village concept based upon significant challenges in the working relationship with that organization in 2013.
 - BOD supported the request of a limited (minor marketing support) engagement.
- Delivered report on Concert in the park: all is well with great attendance to date
- Harvest Table update was presented. Tickets sales go live on July 16th with anticipated sell-out of event.
- Shared destination marketing "wish-list"
- Shared collaborative partner engagements for June 2014.
- Reported that membership and collections drive has been strong.

Next BOD Meeting: August 19, 2014 @ Calistoga Hot Springs

Meeting adjourned at – 1:20 PM

Notes taken by Chris Canning

Action Items submitted by Chris Canning

*: Indicates late arrival or early departure impacting vote count variances

August 14, 2014

Calistoga Chamber of Commerce
Board of Directors

Enclosed are July 2014 financials. Below is a summary of each report:

<i>Executive Summary:</i>	Highlights of financial position
<i>Summary of Cash Flows:</i>	Snapshot of cash flowing in and out during the month with final cash position
<i>Profit & Loss by Class for month</i>	P&L broken out by Class (Events and Operations)
<i>Profit & Loss vs. Budget for month</i>	P&L vs. budget for the month (& YTD)
<i>Profit & Loss vs. Budget YTD</i>	P&L vs. budget YTD total Visitor Center & Destination Marketing
<i>Profit & Loss 2014 vs. 2013 month</i>	P&L current month vs. same month last year (& YTD)
<i>COGS & Expenses:</i>	Details all costs and expenses of each account on the P&L
<i>Balance Sheet Comparison:</i>	Compares Balance Sheet with prior month with \$ Change

**Calistoga Chamber of Commerce
Executive Summary
July 2014**

Summary of Cash Flow:

Cash as of 07/01/14:	90,588.80
Net Income or (Loss) from P&L:	34,975.48
Accounts Receivable change (increase) or decrease:	(11,236.33)
Undeposited Funds (increase) or decrease:	0.00
Accounts Payable increase or (decrease):	(32,777.51)
Accrued Director Payroll increase or (decrease):	0.00
Office Equipment Asset - computer (increase) or decrease:	0.00
Petty Cash (increase) or decrease:	0.00
Credit card overpayment	(787.86)
Prepaid Expenses (increase) or decrease	208.00
Loan Payable increase or (decrease):	(1,140.00)
Amortization and depreciation (non cash expense):	<u>67.00</u>
Cash as of 07/31/14:	79,897.58

P&L vs. Budget:

Current Month	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Income	75,529.18	80,833.33	(5,304.15) ¹
COGS & Expenses	<u>40,553.70</u>	<u>56,138.34</u>	<u>(15,584.64) ²</u>
Net Income	34,975.48	24,694.99	10,280.49
YTD			
Total Income	75,529.18	80,833.33	(5,304.15)
COGS & Expenses	<u>40,553.70</u>	<u>56,138.34</u>	<u>(15,584.64)</u>
Net Income	34,975.48	24,694.99	10,280.49
Projected Next Month			
Total Income		51,933.33	
COGS & Expenses		<u>60,775.82</u>	
Net Income		(8,842.49)	

YTD Total Revenues, Total Expenses, Net Income:

	<u>YTD Revenue</u>	<u>YTD Expenses</u>	<u>YTD Net Income</u>
City Contracted	27,083.33	20,614.92	6,468.41
Chamber Operations	48,145.85	14,740.62	33,405.23
Chamber Fundraisers	<u>300.00</u>	<u>5,198.16</u>	<u>(4,898.16)</u>
Totals	75,529.18	40,553.70	34,975.48

Receivables:

Membership A/R increase or (decrease):	(4,346.50)
Non-membership A/R > 90 days	0.00
Non-membership A/R increase or (decrease):	8,778.00

Payables:

	<u>Previous Month</u>	<u>Current Month</u>	<u>Difference</u>
A/P balance	37,955.80	5,178.29	(32,777.51)
A/P over 30 days	0.00	0.00	0.00

- Notes:**
- ¹ Advertising Income over \$7,815; Membership Income over \$9,114; Retail Sales Income under \$637
Sponsorship Income under \$23,550; Ticket Sales Income over \$680
- ² COGS under \$668; Expenses under \$14,917 (Marketing / Advertising)

**Calistoga Chamber of Commerce
Summary of Cash Flows
July 2014**

Beginning Cash:		
Cash on Hand as of 07/01/14		\$90,588.80
 Income June		
Advertising	\$25,815.00	
City Contract	\$27,083.33	
Donations	\$0.00	
Mailing Lists	\$0.00	
Membership	\$11,114.00	
Participation	\$0.00	
Retail Sales	\$1,386.85	
Sponsorship	\$9,450.00	
Ticket Sales	\$680.00	
Visitors Guides	\$0.00	
Interest	\$0.00	
Total Income		\$75,529.18
 Accounts Receivable Income (increase) or decrease:		
		(\$11,236.33)
Undeposited Funds (increase) or decrease:		
		\$0.00
Accounts Payable increase or (decrease):		
		(\$32,777.51)
Accrued Director Payroll increase or (decrease):		
		\$0.00
Office Equipment Asset - computer (increase) or decrease:		
		\$0.00
Petty Cash (increase) or decrease:		
		\$0.00
Credit card overpayment		
		(\$787.86)
Prepaid Expenses (increase) or decrease		
		\$208.00
Loan Payable (decrease):		
		(\$1,140.00)
Amortization and Depreciation:		
		\$67.00
Expenditures July		
Events	(\$4,523.16)	
Operations	(\$36,030.54)	
Total Expenditures		(\$40,553.70)
Interest Income		
		\$0.00
 Ending Cash:		
Cash on Hand as of 07/31/14		\$79,897.58

Calistoga Chamber of Commerce
Profit & Loss by Class
 July 2014

11:57 AM
 08/12/14
 Accrual Basis

Ordinary Income/Expense	Communit... (Chamber ...)	Concerts I... (Chamber ...)	Harvest Ta... (Chamber ...)	Total Cha...	Chamber o... (Operations)	Visitors Ce... (Destinatio...)	Website (Destinatio...)	Total Destl... (Operations)	Total Oper...	TOTAL
Income										
40000 · Income	0.00	0.00	0.00	0.00	25,815.00	0.00	0.00	0.00	25,815.00	25,815.00
40100 · Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40200 · Income - City Contract	0.00	0.00	0.00	0.00	0.00	27,083.33	0.00	27,083.33	27,083.33	27,083.33
40600 · Income - Membership	0.00	0.00	0.00	0.00	11,114.00	0.00	0.00	0.00	11,114.00	11,114.00
40800 · Income - Retail Sales	0.00	0.00	0.00	0.00	1,386.85	0.00	0.00	0.00	1,386.85	1,386.85
40900 · Income - Sponsorship	0.00	0.00	0.00	0.00	9,450.00	0.00	0.00	0.00	9,450.00	9,450.00
41000 · Income - Ticket Sales	300.00	0.00	0.00	300.00	380.00	0.00	0.00	0.00	380.00	680.00
Total 40000 · Income	300.00	0.00	0.00	300.00	48,145.85	27,083.33	0.00	27,083.33	75,229.18	75,229.18
Total Income	300.00	0.00	0.00	300.00	48,145.85	27,083.33	0.00	27,083.33	75,229.18	75,229.18
Cost of Goods Sold										
50000 · Cost of Goods Sold	0.00	3,500.00	0.00	3,500.00	0.00	0.00	0.00	0.00	0.00	3,500.00
50200 · COGS - Event Music / Artist	513.22	12.94	0.00	526.16	419.40	0.00	0.00	0.00	419.40	945.56
50300 · COGS - Event Production	0.00	0.00	0.00	0.00	386.76	0.00	0.00	0.00	386.76	386.76
50600 · COGS - Retail Goods	513.22	3,512.94	0.00	4,026.16	806.16	0.00	0.00	0.00	806.16	4,832.32
Total 50000 · Cost of Goods Sold	513.22	3,512.94	0.00	4,026.16	806.16	0.00	0.00	0.00	806.16	4,832.32
Total COGS	513.22	3,512.94	0.00	4,026.16	806.16	0.00	0.00	0.00	806.16	4,832.32
Gross Profit	-213.22	-3,512.94	0.00	-3,726.16	47,339.69	27,083.33	0.00	27,083.33	74,423.02	70,686.86
Expense										
60000 · Expenses	0.00	0.00	0.00	0.00	210.00	490.00	0.00	490.00	700.00	700.00
60100 · Accounting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60150 · Amortization Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60200 · Automobile / Mileage	0.00	0.00	0.00	0.00	0.00	55.50	0.00	55.50	55.50	55.50
60300 · Bank Charges	0.00	0.00	0.00	0.00	3.74	11.21	0.00	14.95	14.95	14.95
60650 · Credit Card Merchant Fees	0.00	0.00	0.00	0.00	39.21	117.61	0.00	156.82	156.82	156.82
60700 · Depreciation Expense	0.00	0.00	0.00	0.00	20.00	47.00	0.00	67.00	67.00	67.00
60800 · Dues / Subscriptions	0.00	0.00	0.00	0.00	68.00	0.00	0.00	68.00	68.00	68.00
60900 · Equipment / Copier Lease	0.00	0.00	0.00	0.00	195.71	456.67	0.00	652.38	652.38	652.38
61200 · Interest Expense	0.00	0.00	0.00	0.00	60.00	0.00	0.00	60.00	60.00	60.00
61300 · Janitorial	0.00	0.00	0.00	0.00	64.80	151.20	0.00	216.00	216.00	216.00
61400 · Legal	0.00	0.00	0.00	0.00	325.00	0.00	0.00	325.00	325.00	325.00
61500 · Licenses & Permits	0.00	0.00	912.00	912.00	70.00	0.00	0.00	70.00	70.00	982.00
61600 · Marketing / Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
61625 · Creative Services	0.00	0.00	0.00	0.00	0.00	68.00	0.00	68.00	68.00	68.00
61630 · Internet Marketing	0.00	0.00	0.00	0.00	237.60	299.96	0.00	299.96	537.56	537.56
61660 · Print Media	0.00	260.00	0.00	260.00	100.00	0.00	0.00	100.00	100.00	360.00
Total 61600 · Marketing / Advertising	0.00	260.00	0.00	260.00	337.60	367.96	0.00	367.96	705.56	965.56
61700 · Meeting Expenses	0.00	0.00	0.00	0.00	0.00	55.99	0.00	55.99	55.99	55.99
61800 · Office Supplies	0.00	0.00	0.00	0.00	82.96	113.46	0.00	113.46	196.42	196.42
61900 · Payroll Expenses	0.00	0.00	0.00	0.00	1,493.04	0.00	0.00	0.00	1,493.04	1,493.04
61905 · Employee Commissions	0.00	0.00	0.00	0.00	425.64	534.12	0.00	534.12	959.76	959.76
61910 · Employee Health Insurance	0.00	0.00	0.00	0.00	7,090.71	14,254.16	0.00	14,254.16	21,344.87	21,344.87
61930 · Employee Wages	0.00	0.00	0.00	0.00	722.45	1,196.16	0.00	1,918.61	1,918.61	1,918.61
61950 · Payroll Tax Expense	0.00	0.00	0.00	0.00	65.00	143.00	0.00	143.00	208.00	208.00
61970 · Worker's Compensation Insurance	0.00	0.00	0.00	0.00	9,796.84	16,127.44	0.00	16,127.44	25,924.28	25,924.28
Total 61900 · Payroll Expenses	0.00	0.00	0.00	0.00	9,796.84	16,127.44	0.00	16,127.44	25,924.28	25,924.28

Calistoga Chamber of Commerce
Profit & Loss by Class
July 2014

	Communit... (Chamber ...)	Concerts I... (Chamber ...)	Harvest Ta... (Chamber ...)	Total Cha...	Chamber o... (Operations)	Visitors Ce... (Destinatio...)	Website (Destinatio...)	Total Destl... (Operations)	Total Oper...	TOTAL
62000 - Postage	0.00	0.00	0.00	0.00	199.22	303.73	0.00	303.73	502.95	502.95
62100 - Rent	0.00	0.00	0.00	0.00	628.56	1,466.64	0.00	1,466.64	2,095.20	2,095.20
62500 - Taxes - Federal / State	0.00	0.00	0.00	0.00	30.68	46.01	0.00	46.01	76.69	76.69
62600 - Telephone / Fax / Cell	0.00	0.00	0.00	0.00	88.01	235.35	0.00	235.35	323.36	323.36
62800 - Travel / Entertainment	0.00	0.00	0.00	0.00	1,519.50	115.00	0.00	115.00	1,634.50	1,634.50
62900 - Utilities										
62910 - Electric / Gas	0.00	0.00	0.00	0.00	184.54	383.92	0.00	383.92	548.48	548.48
62920 - Trash	0.00	0.00	0.00	0.00	7.99	18.65	0.00	18.65	26.64	26.64
62930 - Water	0.00	0.00	0.00	0.00	22.10	51.58	0.00	51.58	73.68	73.68
Total 62900 - Utilities	0.00	0.00	0.00	0.00	194.63	454.15	0.00	454.15	648.78	648.78
Total 60000 - Expenses	0.00	260.00	912.00	1,172.00	13,934.46	20,614.92	0.00	20,614.92	34,549.38	35,721.38
Total Expense	0.00	260.00	912.00	1,172.00	13,934.46	20,614.92	0.00	20,614.92	34,549.38	35,721.38
Net Ordinary Income	-213.22	-3,772.94	-912.00	-4,898.16	33,405.23	6,468.41	0.00	6,468.41	39,873.64	34,975.48
Net Income	-213.22	-3,772.94	-912.00	-4,898.16	33,405.23	6,468.41	0.00	6,468.41	39,873.64	34,975.48

11:57 AM
 08/12/14
 Accrual Basis

Calistoga Chamber of Commerce Profit & Loss Budget vs. Actual July 2014

	Jul 14	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
40000 · Income			
40100 · Income - Advertising	25,815.00	18,000.00	7,815.00
40200 · Income - City Contract	27,083.33	27,083.33	0.00
40300 · Income - Commissions	0.00	0.00	0.00
40400 · Income - Donations	0.00	0.00	0.00
40500 · Income - Mailing Lists	0.00	0.00	0.00
40600 · Income - Membership	11,114.00	2,000.00	9,114.00
40700 · Income - Participation	0.00	0.00	0.00
40800 · Income - Retail Sales	1,386.85	750.00	636.85
40900 · Income - Sponsorship	9,450.00	33,000.00	-23,550.00
41000 · Income - Ticket Sales	680.00	0.00	680.00
41100 · Income - Visitors Guide	0.00	0.00	0.00
40000 · Income - Other	0.00	0.00	0.00
Total 40000 · Income	<u>75,529.18</u>	<u>80,833.33</u>	<u>-5,304.15</u>
Total Income	75,529.18	80,833.33	-5,304.15
Cost of Goods Sold			
50000 · Cost of Goods Sold			
50100 · COGS - Event Marketing	0.00	1,000.00	-1,000.00
50200 · COGS - Event Music / Artist	3,500.00	2,000.00	1,500.00
50300 · COGS - Event Production	945.56	0.00	945.56
50400 · COGS - Event Staging / Tenting	0.00	0.00	0.00
50500 · COGS - Management Fees	0.00	0.00	0.00
50600 · COGS - Retail Goods	386.76	2,500.00	-2,113.24
50700 · COGS - Other	0.00	0.00	0.00
50000 · Cost of Goods Sold - Other	0.00	0.00	0.00
Total 50000 · Cost of Goods Sold	<u>4,832.32</u>	<u>5,500.00</u>	<u>-667.68</u>
Total COGS	4,832.32	5,500.00	-667.68
Gross Profit	70,696.86	75,333.33	-4,636.47
Expense			
60000 · Expenses			
60100 · Accounting	700.00	700.00	0.00
60150 · Amortization Expense	0.00	0.00	0.00
60200 · Automobile / Mileage	55.50	133.34	-77.84
60300 · Bank Charges	14.95	0.00	14.95
60400 · Computer Repairs	0.00	45.00	-45.00
60500 · Conferences / Seminars	0.00	0.00	0.00
60600 · Contract Labor	0.00	0.00	0.00
60650 · Credit Card Merchant Fees	156.82	330.00	-173.18
60700 · Depreciation Expense	67.00	197.00	-130.00
60800 · Dues / Subscriptions	68.00	250.00	-182.00
60900 · Equipment / Copier Lease	652.38	475.00	177.38
61000 · Equipment Rental	0.00	0.00	0.00
61100 · Insurance	0.00	750.00	-750.00
61200 · Interest Expense	60.00	80.00	-20.00
61300 · Janitorial	216.00	250.00	-34.00
61400 · Legal	325.00	0.00	325.00
61500 · Licenses & Permits	982.00	0.00	982.00
61600 · Marketing / Advertising			
61610 · Advertising Guides	0.00	0.00	0.00
61620 · Calistoga Brochure	0.00	0.00	0.00
61625 · Creative Services	68.00	4,125.00	-4,057.00
61630 · Internet Marketing	537.56	9,125.00	-8,587.44
61640 · Media Photo / Video	0.00	0.00	0.00
61650 · Mixer Expenses	0.00	0.00	0.00
61655 · Outdoor Campaign	0.00	0.00	0.00
61660 · Print Media	360.00	1,600.00	-1,240.00
61670 · PR Firm Fees	0.00	1,500.00	-1,500.00
61680 · Trade Shows / Fam Trips	0.00	0.00	0.00
61690 · Visitor Signs	0.00	0.00	0.00

11:57 AM
 08/12/14
 Accrual Basis

Calistoga Chamber of Commerce Profit & Loss Budget vs. Actual July 2014

	Jul 14	Budget	\$ Over Budget
61600 · Marketing / Advertising - Other	0.00	0.00	0.00
Total 61600 · Marketing / Advertising	965.56	16,350.00	-15,384.44
61700 · Meeting Expenses	55.99	0.00	55.99
61800 · Office Supplies	196.42	500.00	-303.58
61900 · Payroll Expenses			
61903 · Employee Bonus	0.00	0.00	0.00
61905 · Employee Commissions	1,493.04	0.00	1,493.04
61910 · Employee Health Insurance	959.76	1,880.00	-920.24
61920 · Employee Paid Vacation	0.00	0.00	0.00
61930 · Employee Wages	21,344.87	22,866.00	-1,521.13
61940 · Payroll Service	0.00	0.00	0.00
61960 · Payroll Tax Expense	1,918.61	2,058.00	-139.39
61960 · Severance Pay	0.00	0.00	0.00
61970 · Worker's Compensation Insurance	208.00	129.00	79.00
61900 · Payroll Expenses - Other	0.00	0.00	0.00
Total 61900 · Payroll Expenses	25,924.28	26,933.00	-1,008.72
62000 · Postage	502.95	125.00	377.95
62100 · Rent	2,095.20	2,095.00	0.20
62200 · Repairs / Maintenance	0.00	80.00	-80.00
62300 · Storage	0.00	0.00	0.00
62400 · Supplies	0.00	90.00	-90.00
62500 · Taxes - Federal / State	76.69	0.00	76.69
62600 · Telephone / Fax / Cell	323.36	450.00	-126.64
62700 · Training	0.00	0.00	0.00
62800 · Travel / Entertainment	1,634.50	350.00	1,284.50
62900 · Utilities			
62910 · Electric / Gas	548.46	350.00	198.46
62920 · Trash	26.64	30.00	-3.36
62930 · Water	73.68	75.00	-1.32
62900 · Utilities - Other	0.00	0.00	0.00
Total 62900 · Utilities	648.78	455.00	193.78
63000 · Other Expenses			
63200 · Donations	0.00	0.00	0.00
63100 · Scholarship Fund	0.00	0.00	0.00
63000 · Other Expenses - Other	0.00	0.00	0.00
Total 63000 · Other Expenses	0.00	0.00	0.00
60000 · Expenses - Other	0.00	0.00	0.00
Total 60000 · Expenses	35,721.38	50,638.34	-14,916.96
5000 · OPERATING EXPENSES			
65000 · Contengencies & Development	0.00	0.00	0.00
69000 · Write Off Bad Debt	0.00	0.00	0.00
5000 · OPERATING EXPENSES - Other	0.00	0.00	0.00
Total 5000 · OPERATING EXPENSES	0.00	0.00	0.00
70000 · Suspense	0.00	0.00	0.00
Total Expense	35,721.38	50,638.34	-14,916.96
Net Ordinary Income	34,975.48	24,694.99	10,280.49
Other Income/Expense			
Other Income			
80000 · Interest Income	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	34,975.48	24,694.99	10,280.49

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 Accrual Basis

**Calistoga Chamber of Commerce
 Profit & Loss Budget vs. Actual
 Fiscal YTD Visitor Center, Billboard & Website**

	Jul 14	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
40000 · Income			
40100 · Income - Advertising	0.00	0.00	0.00
40200 · Income - City Contract	27,083.33	27,083.33	0.00
40300 · Income - Commissions	0.00	0.00	0.00
40400 · Income - Donations	0.00	0.00	0.00
40600 · Income - Mailing Lists	0.00	0.00	0.00
40600 · Income - Membership	0.00	0.00	0.00
40700 · Income - Participation	0.00	0.00	0.00
40800 · Income - Retail Sales	0.00	0.00	0.00
40900 · Income - Sponsorship	0.00	30,000.00	-30,000.00
41000 · Income - Ticket Sales	0.00	0.00	0.00
41100 · Income - Visitors Guide	0.00	0.00	0.00
Total 40000 · Income	27,083.33	57,083.33	-30,000.00
Total Income	27,083.33	57,083.33	-30,000.00
Cost of Goods Sold			
50000 · Cost of Goods Sold			
50100 · COGS - Event Marketing	0.00	0.00	0.00
50200 · COGS - Event Music / Artist	0.00	0.00	0.00
50300 · COGS - Event Production	0.00	0.00	0.00
50400 · COGS - Event Staging / Tenting	0.00	0.00	0.00
50600 · COGS - Management Fees	0.00	0.00	0.00
50600 · COGS - Retail Goods	0.00	0.00	0.00
50700 · COGS - Other	0.00	0.00	0.00
50000 · Cost of Goods Sold - Other	0.00	0.00	0.00
Total 50000 · Cost of Goods Sold	0.00	0.00	0.00
Total COGS	0.00	0.00	0.00
Gross Profit	27,083.33	57,083.33	-30,000.00
Expense			
60000 · Expenses			
60100 · Accounting	490.00	490.00	0.00
60150 · Amortization Expense	0.00	0.00	0.00
60200 · Automobile / Mileage	55.50	60.00	-4.50
60300 · Bank Charges	11.21	0.00	11.21
60400 · Computer Repairs	0.00	30.00	-30.00
60500 · Conferences / Seminars	0.00	0.00	0.00
60600 · Contract Labor	0.00	0.00	0.00
60650 · Credit Card Merchant Fees	117.61	0.00	117.61
60700 · Depreciation Expense	47.00	47.00	0.00
60800 · Dues / Subscriptions	0.00	250.00	-250.00
60900 · Equipment / Copier Lease	458.67	333.00	123.67
61000 · Equipment Rental	0.00	0.00	0.00
61100 · Insurance	0.00	375.00	-375.00
61200 · Interest Expense	0.00	0.00	0.00
61300 · Janitorial	151.20	175.00	-23.80
61400 · Legal	0.00	0.00	0.00
61500 · Licenses & Permits	0.00	0.00	0.00
61600 · Marketing / Advertising			
61610 · Advertising Guides	0.00	0.00	0.00
61620 · Calistoga Brochure	0.00	0.00	0.00
61625 · Creative Services	68.00	3,675.00	-3,607.00
61630 · Internet Marketing	299.96	4,850.00	-4,550.04
61640 · Media Photo / Video	0.00	0.00	0.00
61650 · Mixer Expenses	0.00	0.00	0.00
61655 · Outdoor Campaign	0.00	0.00	0.00
61660 · Print Media	0.00	1,250.00	-1,250.00
61670 · PR Firm Fees	0.00	1,500.00	-1,500.00
61680 · Trade Shows / Fam Trips	0.00	0.00	0.00
61690 · Visitor Signs	0.00	0.00	0.00
61600 · Marketing / Advertising - Other	0.00	0.00	0.00
Total 61600 · Marketing / Advertising	367.96	11,275.00	-10,907.04
61700 · Meeting Expenses	55.99	0.00	55.99
61800 · Office Supplies	113.46	300.00	-186.54
61900 · Payroll Expenses			
61903 · Employee Bonus	0.00	0.00	0.00
61905 · Employee Commissions	0.00	0.00	0.00
61910 · Employee Health Insurance	534.12	1,509.00	-974.88
61920 · Employee Paid Vacation	0.00	0.00	0.00
61930 · Employee Wages	14,254.16	15,798.00	-1,543.84
61940 · Payroll Service	0.00	0.00	0.00

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Calistoga Chamber of Commerce
Profit & Loss Budget vs. Actual
 Fiscal YTD Visitor Center, Billboard & Website

	Jul 14	Budget	\$ Over Budget
61950 · Payroll Tax Expense	1,196.16	1,422.00	-225.84
61960 · Severance Pay	0.00	0.00	0.00
61970 · Worker's Compensation Insurance	143.00	89.00	54.00
61900 · Payroll Expenses - Other	0.00	0.00	0.00
Total 61900 · Payroll Expenses	18,127.44	18,818.00	-2,690.56
62000 · Postage	303.73	75.00	228.73
62100 · Rent	1,486.64	1,465.00	1.64
62200 · Repairs / Maintenance	0.00	56.00	-56.00
62300 · Storage	0.00	0.00	0.00
62400 · Supplies	0.00	40.00	-40.00
62500 · Taxes - Federal / State	46.01	0.00	46.01
62600 · Telephone / Fax / Cell	235.35	315.00	-79.65
62700 · Training	0.00	0.00	0.00
62800 · Travel / Entertainment	115.00	100.00	15.00
62900 · Utilities			
62910 · Electric / Gas	383.92	245.00	138.92
62920 · Trash	18.65	21.00	-2.35
62930 · Water	51.58	52.00	-0.42
62900 · Utilities - Other	0.00	0.00	0.00
Total 62900 · Utilities	454.15	318.00	136.15
63000 · Other Expenses			
63200 · Donations	0.00	0.00	0.00
63100 · Scholarship Fund	0.00	0.00	0.00
63000 · Other Expenses - Other	0.00	0.00	0.00
Total 63000 · Other Expenses	0.00	0.00	0.00
60000 · Expenses - Other	0.00	0.00	0.00
Total 60000 · Expenses	20,614.92	34,522.00	-13,907.08
5000 · OPERATING EXPENSES			
65000 · Contingencies & Development	0.00	0.00	0.00
69000 · Write Off Bad Debt	0.00	0.00	0.00
5000 · OPERATING EXPENSES - Other	0.00	0.00	0.00
Total 5000 · OPERATING EXPENSES	0.00	0.00	0.00
70000 · Suspense	0.00	0.00	0.00
Total Expense	20,614.92	34,522.00	-13,907.08
Net Ordinary Income	6,468.41	22,561.33	-16,092.92
Other Income/Expense			
Other Income			
80000 · Interest Income	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	6,468.41	22,561.33	-16,092.92

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 Accrual Basis

Calistoga Chamber of Commerce
Profit & Loss
 July 2014

	Jul 14	Jul 13	\$ Change
Ordinary Income/Expense			
Income			
40000 · Income			
40100 · Income - Advertising	25,815.00	17,959.28	7,855.72
40200 · Income - City Contract	27,083.33	25,000.00	2,083.33
40600 · Income - Membership	11,114.00	19,146.48	-8,032.48
40800 · Income - Retail Sales	1,386.85	853.85	533.00
40900 · Income - Sponsorship	9,450.00	2,750.00	6,700.00
41000 · Income - Ticket Sales	680.00	110.00	570.00
Total 40000 · Income	75,529.18	65,819.61	9,709.57
Total Income	75,529.18	65,819.61	9,709.57
Cost of Goods Sold			
50000 · Cost of Goods Sold			
50200 · COGS - Event Music / Artist	3,500.00	1,400.00	2,100.00
50300 · COGS - Event Production	945.56	537.00	408.56
50400 · COGS - Event Staging / Tenting	0.00	1,332.16	-1,332.16
50600 · COGS - Retail Goods	386.76	2,705.07	-2,318.31
Total 50000 · Cost of Goods Sold	4,832.32	5,974.23	-1,141.91
Total COGS	4,832.32	5,974.23	-1,141.91
Gross Profit	70,696.86	59,845.38	10,851.48
Expense			
60000 · Expenses			
60100 · Accounting	700.00	650.00	50.00
60150 · Amortization Expense	0.00	366.00	-366.00
60200 · Automobile / Mileage	55.50	49.10	6.40
60300 · Bank Charges	14.95	-125.05	140.00
60600 · Contract Labor	0.00	332.50	-332.50
60650 · Credit Card Merchant Fees	156.82	176.56	-19.74
60700 · Depreciation Expense	67.00	323.00	-256.00
60800 · Dues / Subscriptions	68.00	42.00	26.00
60900 · Equipment / Copier Lease	652.38	452.75	199.63
61000 · Equipment Rental	0.00	378.16	-378.16
61100 · Insurance	0.00	437.17	-437.17
61200 · Interest Expense	60.00	117.15	-57.15
61300 · Janitorial	216.00	216.00	0.00
61400 · Legal	325.00	0.00	325.00
61500 · Licenses & Permits	982.00	270.00	712.00
61600 · Marketing / Advertising			
61625 · Creative Services	68.00	1,600.00	-1,532.00
61630 · Internet Marketing	537.56	898.38	-360.82
61660 · Print Media	360.00	1,196.25	-836.25
61670 · PR Firm Fees	0.00	1,200.00	-1,200.00
Total 61600 · Marketing / Advertising	965.56	4,894.63	-3,929.07
61700 · Meeting Expenses	55.99	0.00	55.99
61800 · Office Supplies	196.42	229.07	-32.65
61900 · Payroll Expenses			
61905 · Employee Commissions	1,493.04	1,344.39	148.65
61910 · Employee Health Insurance	959.76	1,441.32	-481.56
61930 · Employee Wages	21,344.87	18,975.65	2,369.22
61950 · Payroll Tax Expense	1,918.61	1,675.91	242.70
61970 · Worker's Compensation Insurance	208.00	434.50	-226.50
Total 61900 · Payroll Expenses	25,924.28	23,871.77	2,052.51
62000 · Postage	502.95	207.99	294.96
62100 · Rent	2,095.20	2,064.00	31.20
62400 · Supplies	0.00	393.44	-393.44
62500 · Taxes - Federal / State	76.69	0.00	76.69
62600 · Telephone / Fax / Cell	323.36	406.54	-83.18
62800 · Travel / Entertainment	1,634.50	619.26	1,015.24

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Accrual Basis

Calistoga Chamber of Commerce
Profit & Loss
July 2014

	<u>Jul 14</u>	<u>Jul 13</u>	<u>\$ Change</u>
62900 · Utilities			
62910 · Electric / Gas	548.46	573.37	-24.91
62920 · Trash	26.64	26.64	0.00
62930 · Water	73.68	71.88	1.80
Total 62900 · Utilities	<u>648.78</u>	<u>671.89</u>	<u>-23.11</u>
Total 60000 · Expenses	<u>35,721.38</u>	<u>37,043.93</u>	<u>-1,322.55</u>
Total Expense	<u>35,721.38</u>	<u>37,043.93</u>	<u>-1,322.55</u>
Net Ordinary Income	<u>34,975.48</u>	<u>22,801.45</u>	<u>12,174.03</u>
Net Income	<u><u>34,975.48</u></u>	<u><u>22,801.45</u></u>	<u><u>12,174.03</u></u>

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Accrual Basis

Calistoga Chamber of Commerce
COGS & Expenses
 As of July 31, 2014

Type	Date	Num	Name	Memo	Amount
3001 · Retained Earnings					
Total 3001 · Retained Earnings					
50000 · Cost of Goods Sold					
50200 · COGS - Event Music / Artist					
Check	07/03/2014	4701	Dennis Hubert	Swing 7	500.00
Check	07/10/2014	4702	Grodrian, Todd	Rosetown Soul	525.00
Check	07/17/2014	4703	Prfoco, Dennis	Dennis Johnson & the Mississippi Ra...	675.00
Check	07/24/2014	4710	Ford, Buck	Musician	1,000.00
Check	07/31/2014	4711	Keyser Soze	Music	800.00
Total 50200 · COGS - Event Music / Artist					3,500.00
50300 · COGS - Event Production					
General Journal	07/31/2014	587		Ace Hardware	12.94
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	-MULTIPLE-	932.62
Total 50300 · COGS - Event Production					945.56
50600 · COGS - Retail Goods					
Bill	07/31/2014	0031978-IN	Franmara, Inc.		386.76
Total 50600 · COGS - Retail Goods					386.76
Total 50000 · Cost of Goods Sold					4,832.32
60000 · Expenses					
60100 · Accounting					
Bill	07/31/2014		Crowder, Douglas F		700.00
Total 60100 · Accounting					700.00
60150 · Amortization Expense					
General Journal	07/31/2014	582		To record dep	0.00
Total 60150 · Amortization Expense					0.00
60200 · Automobile / Mileage					
Bill	07/31/2014	07.14	Hernandez, Carolyn	VNV sales meeting, Outreach for HT	55.50
Total 60200 · Automobile / Mileage					55.50
60300 · Bank Charges					
General Journal	07/31/2014	588			14.95
Total 60300 · Bank Charges					14.95
60650 · Credit Card Merchant Fees					
General Journal	07/31/2014	588			156.82
Total 60650 · Credit Card Merchant Fees					156.82
60700 · Depreciation Expense					
General Journal	07/31/2014	582		-MULTIPLE-	67.00
Total 60700 · Depreciation Expense					67.00
60800 · Dues / Subscriptions					
Bill	07/31/2014	07.31.14	Calistoga Rotary Club		68.00
Total 60800 · Dues / Subscriptions					68.00
60900 · Equipment / Copier Lease					
Bill	07/01/2014	4013276554	Canon Solutions America, Inc.	-MULTIPLE-	154.31
Bill	07/26/2014	5147174	LEAF	-MULTIPLE-	498.07
Total 60900 · Equipment / Copier Lease					652.38
61200 · Interest Expense					
Bill	07/01/2014		Westamerica Bank	313-00204	60.00
Total 61200 · Interest Expense					60.00
61300 · Janitorial					
Check	07/03/2014	4741	Zendejas, Bertha	-MULTIPLE-	120.00
Check	07/18/2014	4767	Zendejas, Bertha	-MULTIPLE-	96.00
Total 61300 · Janitorial					216.00
61400 · Legal					
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	US Patent Trademark	325.00
Total 61400 · Legal					325.00

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Accrual Basis

Calistoga Chamber of Commerce
COGS & Expenses
 As of July 31, 2014

Type	Date	Num	Name	Memo	Amount
61500 · Licenses & Permits					
Check	07/21/2014	4781	Department of Alcoholic Beverage C...	ABC license for Harvest Table	400.00
Check	07/21/2014	4782	Caltrans - District 4	Lincoln Avenue closure - Permit #04...	492.00
Check	07/21/2014	4783	Calistoga Police Department	ABC license - HT	20.00
Check	07/30/2014	4784	Department of Alcoholic Beverage C...	ABC license for Ragnar Relay	50.00
Check	07/30/2014	4785	Calistoga Police Department	ABC license - Ragnar Relay	20.00
Total 61500 · Licenses & Permits					982.00
61600 · Marketing / Advertising					
61625 · Creative Services					
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	Shutterstock	68.00
Total 61625 · Creative Services					68.00
61630 · Internet Marketing					
Bill	07/01/2014	32013	EcTownUSA, LLC		237.60
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	-MULTIPLE-	299.96
Total 61630 · Internet Marketing					537.56
61660 · Print Media					
Bill	07/21/2014	12983	Calistoga Tribune Newspaper	-MULTIPLE-	360.00
Total 61660 · Print Media					360.00
Total 61600 · Marketing / Advertising					965.56
61700 · Meeting Expenses					
General Journal	07/02/2014	584		Cal Mart - Ambassador meeting - ca...	55.99
Total 61700 · Meeting Expenses					55.99
61800 · Office Supplies					
Bill	07/01/2014	4184749	Quill	-MULTIPLE-	27.99
Bill	07/01/2014	3724531	Quill	-MULTIPLE-	31.30
Liability Check	07/02/2014		QuickBooks Payroll Service	Fee for 6 direct deposit(s) at \$1.50 e...	9.00
Liability Check	07/02/2014		QuickBooks Payroll Service	Fee for 2 direct deposit(s) at \$1.50 e...	3.00
Bill	07/06/2014	14G37087706...	Arrowhead Mountain Springs Water ...	-MULTIPLE-	22.30
Liability Check	07/11/2014		QuickBooks Payroll Service	Fee for 1 direct deposit(s) at \$1.50 e...	1.50
Liability Check	07/17/2014		QuickBooks Payroll Service	Fee for 5 direct deposit(s) at \$1.50 e...	7.50
General Journal	07/31/2014	587		Ace Hardware	4.63
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	-MULTIPLE-	89.20
Total 61800 · Office Supplies					196.42
61900 · Payroll Expenses					
61905 · Employee Commissions					
Paycheck	07/14/2014	DD1052	Hernandez, Carolyn B	Direct Deposit	1,058.04
Paycheck	07/31/2014	DD1064	Hernandez, Carolyn B	Direct Deposit	435.00
Total 61905 · Employee Commissions					1,493.04
61910 · Employee Health Insurance					
Bill	07/01/2014	07.14	Kaiser Foundation Health Plan	ID 000708669-0000	1,179.38
Paycheck	07/03/2014	DD1044	Canning, Christopher J	Direct Deposit	-179.92
Paycheck	07/03/2014	DD1045	Denero, Carolyn G	Direct Deposit	175.00
Paycheck	07/03/2014	DD1048	Hernandez, Carolyn B	Direct Deposit	-192.39
Paycheck	07/03/2014	DD1049	Stokkebye, Elizabeth A	Direct Deposit	175.00
General Journal	07/03/2014	579		-MULTIPLE-	-222.44
General Journal	07/03/2014	579		-MULTIPLE-	222.44
Paycheck	07/14/2014	DD1052	Hernandez, Carolyn B	Direct Deposit	0.00
Paycheck	07/18/2014	DD1053	Canning, Christopher J	Direct Deposit	-179.92
Paycheck	07/18/2014	DD1054	Denero, Carolyn G	Direct Deposit	175.00
Paycheck	07/18/2014	DD1056	Hernandez, Carolyn B	Direct Deposit	-192.39
General Journal	07/18/2014	583		-MULTIPLE-	-203.20
General Journal	07/18/2014	583		-MULTIPLE-	203.20
Paycheck	07/31/2014	DD1084	Hernandez, Carolyn B	Direct Deposit	0.00
Total 61910 · Employee Health Insurance					959.76

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Accrual Basis

Calistoga Chamber of Commerce
COGS & Expenses
 As of July 31, 2014

Type	Date	Num	Name	Memo	Amount
61930 · Employee Wages					
Paycheck	07/03/2014	DD1044	Canning, Christopher J	Direct Deposit	4,083.75
Paycheck	07/03/2014	DD1045	Denero, Carolyn G	Direct Deposit	1,860.84
Paycheck	07/03/2014	DD1046	Espinoza-Tamayo, Ivan	Direct Deposit	520.00
Paycheck	07/03/2014	DD1047	Foster, David S	Direct Deposit	327.60
Paycheck	07/03/2014	DD1048	Hernandez, Carolyn B	Direct Deposit	2,344.65
Paycheck	07/03/2014	DD1049	Stokkebye, Elizabeth A	Direct Deposit	1,558.10
General Journal	07/03/2014	579		-MULTIPLE-	-3,438.01
General Journal	07/03/2014	579		-MULTIPLE-	3,438.01
Paycheck	07/03/2014	DD1051	Espinoza-Tamayo, Ivan	Direct Deposit	104.00
Paycheck	07/14/2014	DD1052	Hernandez, Carolyn B	Direct Deposit	0.00
Paycheck	07/18/2014	DD1053	Canning, Christopher J	Direct Deposit	4,288.25
Paycheck	07/18/2014	DD1054	Denero, Carolyn G	Direct Deposit	1,923.38
Paycheck	07/18/2014	DD1055	Espinoza-Tamayo, Ivan	Direct Deposit	979.99
Paycheck	07/18/2014	DD1056	Hernandez, Carolyn B	Direct Deposit	2,200.00
Paycheck	07/18/2014	DD1057	Stokkebye, Elizabeth A	Direct Deposit	1,356.33
General Journal	07/18/2014	583		-MULTIPLE-	-3,854.70
General Journal	07/18/2014	583		-MULTIPLE-	3,854.70
Paycheck	07/31/2014	DD1064	Hernandez, Carolyn B	Direct Deposit	0.00
Total 61930 · Employee Wages					21,344.87
61950 · Payroll Tax Expense					
Paycheck	07/03/2014	DD1044	Canning, Christopher J	Direct Deposit	312.41
Paycheck	07/03/2014	DD1045	Denero, Carolyn G	Direct Deposit	140.45
Paycheck	07/03/2014	DD1046	Espinoza-Tamayo, Ivan	Direct Deposit	75.14
Paycheck	07/03/2014	DD1047	Foster, David S	Direct Deposit	47.34
Paycheck	07/03/2014	DD1048	Hernandez, Carolyn B	Direct Deposit	179.35
Paycheck	07/03/2014	DD1049	Stokkebye, Elizabeth A	Direct Deposit	132.42
General Journal	07/03/2014	579		Payroll taxes to Chamber 35%	-310.49
General Journal	07/03/2014	579		Payroll taxes to Chamber 35%	310.49
Paycheck	07/03/2014	DD1051	Espinoza-Tamayo, Ivan	Direct Deposit	15.04
Paycheck	07/14/2014	DD1052	Hernandez, Carolyn B	Direct Deposit	80.95
Paycheck	07/18/2014	DD1053	Canning, Christopher J	Direct Deposit	328.05
Paycheck	07/18/2014	DD1054	Denero, Carolyn G	Direct Deposit	160.51
Paycheck	07/18/2014	DD1055	Espinoza-Tamayo, Ivan	Direct Deposit	141.61
Paycheck	07/18/2014	DD1056	Hernandez, Carolyn B	Direct Deposit	168.30
Paycheck	07/18/2014	DD1057	Stokkebye, Elizabeth A	Direct Deposit	103.77
General Journal	07/18/2014	583		Payroll taxes to Chamber 33%	-297.74
General Journal	07/18/2014	583		Payroll taxes to Chamber 33%	297.74
Paycheck	07/31/2014	DD1064	Hernandez, Carolyn B	Direct Deposit	33.27
Total 61950 · Payroll Tax Expense					1,918.61
61970 · Worker's Compensation Insurance					
General Journal	07/01/2014	581		Deposit	208.00
Total 61970 · Worker's Compensation Insurance					208.00
Total 61900 · Payroll Expenses					25,924.28
62000 · Postage					
Bill	07/15/2014	07.15.14	Pitney Bowes Purchase Power	-MULTIPLE-	472.04
General Journal	07/31/2014	587		USPS	26.00
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	USPS	4.91
Total 62000 · Postage					502.95
62100 · Rent					
Bill	07/01/2014		LPS Ventures #1, LLC		2,095.20
Total 62100 · Rent					2,095.20
62500 · Taxes - Federal / State					
Bill	07/31/2014	2014-2015	Napa County Tax Collector	-MULTIPLE-	76.69
Total 62500 · Taxes - Federal / State					76.69
62600 · Telephone / Fax / Cell					
Bill	07/12/2014	07.12.14	AT&T Long Distance	-MULTIPLE-	16.63
Bill	07/20/2014	07.20.14	Comcast	-MULTIPLE-	276.73
Bill	07/31/2014	07.14	Hernandez, Carolyn	Reimbursement	30.00
Total 62600 · Telephone / Fax / Cell					323.36
62800 · Travel / Entertainment					
Bill	07/31/2014	07.14	WestAmerica Cardmember Services	-MULTIPLE-	1,634.50
Total 62800 · Travel / Entertainment					1,634.50
62900 · Utilities					
62910 · Electric / Gas					
Bill	07/18/2014	07.18.14	PG&E	-MULTIPLE-	548.48
Total 62910 · Electric / Gas					548.48

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08/12/14

Accrual Basis

Calistoga Chamber of Commerce
COGS & Expenses
As of July 31, 2014

Type	Date	Num	Name	Memo	Amount
62920 - Trash					
Bill	07/01/2014	07.14	Upper Valley Disposal	-MULTIPLE-	26.64
Total 62920 - Trash					26.64
62930 - Water					
Bill	07/30/2014	07.30.14	City of Calistoga (v)	-MULTIPLE-	73.88
Total 62930 - Water					73.88
Total 62900 - Utilities					648.78
Total 60000 - Expenses					35,721.38
TOTAL					40,563.70

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 08/12/14
 Accrual Basis

Calistoga Chamber of Commerce
Balance Sheet
 As of July 31, 2014

	Jul 31, 14	Jun 30, 14	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1002 · Westamerica Bank	74,524.68	85,215.90	-10,691.22
1006 · Scholarship Fund	5,372.90	5,372.90	0.00
Total Checking/Savings	79,897.58	90,588.80	-10,691.22
Accounts Receivable			
1201 · Accounts Receivables			
1200 · Accounts Receivable	43,557.33	32,321.00	11,236.33
Total 1201 · Accounts Receivables	43,557.33	32,321.00	11,236.33
Total Accounts Receivable	43,557.33	32,321.00	11,236.33
Other Current Assets			
1180 · Prepaid Expenses	2,290.00	2,498.00	-208.00
1170 · Petty Cash	1,100.00	1,100.00	0.00
Total Other Current Assets	3,390.00	3,598.00	-208.00
Total Current Assets	126,844.91	126,507.80	337.11
Fixed Assets			
1510 · Furniture / Fixtures			
1515 · Accum Depr - Furniture/Fixtures	-5,464.45	-5,464.45	0.00
1510 · Furniture / Fixtures - Other	6,017.25	6,017.25	0.00
Total 1510 · Furniture / Fixtures	552.80	552.80	0.00
1590 · Leasehold Improvements			
1595 · Accum Dep - Leasehold Improve	-4,044.55	-3,977.55	-67.00
1590 · Leasehold Improvements - Other	20,199.00	20,199.00	0.00
Total 1590 · Leasehold Improvements	16,154.45	16,221.45	-67.00
1610 · Office Equipment			
1611 · ChamberWare Software	4,745.00	4,745.00	0.00
1615 · Accum Depr - Office Equipment	-36,457.42	-36,457.42	0.00
1610 · Office Equipment - Other	34,186.35	34,186.35	0.00
Total 1610 · Office Equipment	2,473.93	2,473.93	0.00
1620 · Internet Site Development			
1630 · Media CD ROM			
1630.1 · Accum Amort - Media CD ROM	-47,506.00	-47,506.00	0.00
Total 1630 · Media CD ROM	-47,506.00	-47,506.00	0.00
1620 · Internet Site Development - Other	48,798.00	48,798.00	0.00
Total 1620 · Internet Site Development	1,292.00	1,292.00	0.00
Total Fixed Assets	20,473.18	20,540.18	-67.00
Other Assets			
1700 · Deposits	2,261.25	2,261.25	0.00
Total Other Assets	2,261.25	2,261.25	0.00
TOTAL ASSETS	149,579.34	149,309.23	270.11
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable	4,793.37	36,362.46	-31,569.09
Total Accounts Payable	4,793.37	36,362.46	-31,569.09
Credit Cards			
2050 · WestAmerica Credit Card	-787.86	0.00	-787.86
Total Credit Cards	-787.86	0.00	-787.86

11:57 AM
 08/12/14
 Accrual Basis

Calistoga Chamber of Commerce
Balance Sheet
 As of July 31, 2014

	Jul 31, 14	Jun 30, 14	\$ Change
Other Current Liabilities			
2111 · Direct Deposit Liabilities	379.38	1,044.05	-664.67
2100 · Payroll Liabilities			
2110 · Federal Withholding	18.00	170.00	-152.00
2130 · Federal Unemployment	11.60	41.09	-29.49
2100 · Payroll Liabilities - Other	192.64	665.85	-473.21
Total 2100 · Payroll Liabilities	222.24	876.94	-654.70
2200 · Sales Tax Payable	45.84	-65.11	110.95
2430 · Loan Payable - West America	5,504.72	6,644.72	-1,140.00
Total Other Current Liabilities	6,152.18	8,500.60	-2,348.42
Total Current Liabilities	10,157.69	44,863.06	-34,705.37
Total Liabilities	10,157.69	44,863.06	-34,705.37
Equity			
3001 · Retained Earnings	104,446.17	41,873.84	62,572.33
Net Income	34,975.48	62,572.33	-27,596.85
Total Equity	139,421.65	104,446.17	34,975.48
TOTAL LIABILITIES & EQUITY	149,579.34	149,309.23	270.11

Calistoga Harvest Table
Sunday, September 7, 2014
Event Profile

Mission: To highlight the cuisine of Calistoga. The "Harvest Table" will be an outstanding and unique dining experience in the Napa Valley featuring Calistoga restaurants and wines along the historic Lincoln Avenue.

Overview & Guidelines

Submission of a signed agreement and payment for the 2014 Harvest Table indicates participating restaurant understands and adheres to the following guidelines:

1. Dinner service should begin at 6:00 pm and conclude no later than 9:00 pm. Plan for 6:00 – 8:00 service (best practice).
2. Lincoln Avenue will be closed to through traffic at 1:00 pm at which time set-up will take place. Tear down can begin at 9:00; please be considerate to your neighbors and do not tear down until neighboring guests have finished. The base rentals included in the per-seat price will be set-up and torn-down by chamber contractors. Lincoln Avenue to reopen to vehicle traffic by 11:00 pm.
3. Due to fire lane requirements and restaurant proximities to each other, we cannot guarantee footprint will be directly in front of your restaurant. We will make every effort to get them as close as possible.
4. Canopies, tents, barricades are not allowed.
5. Restaurant must submit a detailed street footprint/site plan for approval no later than August 28th. Please send or drop your plan off to Carolyn Denero – carolynd@calistogachamber.net
6. All participating restaurants will be listed on the official website: CalistogaHarvestTable.com. All tickets/reservations will be pre-paid through this system (for this year). You will be given your own login to monitor your ticket sales. Please submit your restaurant logo and menu with pricing by June 30. The site will go live July 1, 2014!
7. Restaurant will determine their menu, pricing, number of seats and confirmation method. Consider including tax and gratuity in your menu pricing.
8. Attached you will find the event budget and cost per chair for participating. The per seat fee covers the rentals of chairs, tables and base linens, delivery fees, labor to set up/tear down those items, licensing, a portion of the street closure fees and a portion of the creative/marketing. Each participating restaurant is encouraged to market the event through their standard marketing practices. Calistoga Harvest Table is a registered trademark and is the sole and exclusive

property of the Calistoga Chamber of Commerce. Participating restaurants are authorized to use this Trademark solely in connection with the promotion of the event. All uses of the Trademark, including use in promotional materials, website presentation or printed matter which will display the Calistoga Harvest Table artwork must receive approval in advance of publication by the Chamber of Commerce. Contact Carolyn Hernandez at Carolyn@visitCalistoga.com or call 942-6333.

9. Calistoga Harvest Table is rain or shine. Each participating restaurant is required to develop a rain contingency plan and communicate this to their customers during the online purchase process or confirmation process. Because all tickets will be pre-sold, indoor seating must be available in case of rain or a refund policy must be in place. Should rain occur, there will be no refund of per chair participation fee.
10. Restaurant is responsible for their service ware, glassware, tray jacks, table décor, and over-all design of their space. Basic tables, chairs and base linens are included in the per-seat cost to participate. If you would like to upgrade your chairs or add other design elements we are working with Encore Party Rentals to have all elements delivered first thing Sunday morning and returned Monday morning.
 - a. Contact Carolyn Denero if you would like to discuss options – carolynd@calistogachamber.net or 942-6333.3
11. Restaurant gives permission to the Chamber to use any photos taken during the event that may include any view of their participation in the event and understands that such may be used in future Calistoga promotions or marketing whether electronic, print, digital or electronic publishing via the internet.
12. Alcohol: The Chamber will maintain “custody” of the wine and will sell and serve via our agent (Pour Boys Bartending).
13. Restaurant agrees to protect, indemnify and hold both the Calistoga Chamber of Commerce and the City of Calistoga harmless from any and all expenses, damages, claims, suits, actions, judgments and costs whatsoever, including attorney’s fees, arising out of or in any way connected to their participation in the Harvest Table event.
14. INSURANCE: Restaurant must provide, no later than August 28, 2014, a General Liability policy with limits of \$1 million per occurrence, naming the Chamber of Commerce as additionally insured.



Date: August 19, 2014
To: Chamber Board of Directors
From: Chris Canning, Executive Director
Re: July 2014 Collaborative Organizations Participation

July 16th	NVVT BOD Meeting
July 16th	NCTPA BOD Meeting
N/A	VNV BOD Meeting

Index:
VNV: Visit Napa Valley (formerly the NV Destination Council)
NVV: Napa Valley Vintners Association
TID: Tourism Business Improvement District
NCTPA: Napa County Transportation and Planning Agency