CC update

AGENDA

MEETING OF THE LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
TUESDAY, NOVEMBER 27, 2012 @ 7 A.M.
AT THE CHAMBER OFFICE

1. **Call to Order**

2. **Action Items**
   - **A)** October 26, 2012 Minutes
   - **B)** October - 2012 Financials

3. **Discussion/Action Items**
   - **A)** Christmas Parade, Saturday, December 1, 2012 – Volunteers Needed
   - **B)** Replacing Kyocera Copier
   - **C)** Results of Goal Setting Retreat/Meeting
   - **D)** Personnel Update
   - **E)** Membership Update
   - **F)** Holiday Stroll – Follow-up/Discussion
   - **G)** Rental Update
   - **H)** Installation and Awards Banquet – Friday, January 18, 2013
   - **I)** Green Tote/Grocery Bags

4. **Upcoming Events:**
   - a) Christmas Parade, Saturday, December 1, 2012
   - b) Chamber **"Holiday Luncheon"** Wednesday, December 12, 2012
   - c) Installation and Awards Banquet – Friday, January 18, 2013

5. **Other Business**

MINUTES
OF THE
LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
FRIDAY, OCTOBER 26, 2012
8:15AM – 9:00AM
Tachi Palace Casino - on the 3rd Floor
Inside the "Pork Chop Hill" Buffet

PRESENT WERE: CHAIRMAN, John Miller; VICE-CHAIRMAN, Skip Nugent; CFO, Don Warkentin; PAST CHAIRMAN, Michael Patterson; DIRECTORS, Rick Rossiter, Noé Ambriz, Michele Costa, Victor Rosa, Melinda Larson, Jeff Briltz, and CEO Maureen Azevedo

ABSENT WERE: CHAIRMAN-ELECT, Paul Santiago; DIRECTORS; Mary Hornsby, Heiko Sweeney and Carolina Evangelo

1. **Call to Order:** *8:22am BY Chairman, John Miller*

2. **Action Items**
   - A) **September 25, 2012 Minutes:** *A motion to approve; Don Warkentin; Seconded by Michael Patterson, minutes unanimously approved.*
   - B) **September - 2012 Financials:** *A motion to approve, Jeff Briltz; Seconded by Skip Nugent, financials unanimously approved.*
   - C) **Authorized Check Signers on Bank Accts:** *C.E.O. advised the Board, the current Authorized Check Signers are: John Miller, Rick Rossiter, Mary Hornsby and Paul Santiago. However, since we will be removing Paul Santiago, now would be a good time to add additional "Authorized Signers". Director Jeff Briltz asked about using a "Facsimile Signature". C.E.O. said at the most, maybe 20-30 checks are written each month.*

     Michael Patterson said he had no problem being an "Authorized Signers". Jeff Briltz also said he would be willing to be an Authorized Signer.

     A motion was made by, Skip Nugent; to add Michael Patterson and Jeff Briltz, as "Authorized Check Signers" to the accounts at Union Bank, while at the same time, removing Paul Santiago, as well as Mary Hornsby, because she is not easily accessible; Seconded by Rick Rossiter, motion unanimously approved.

3. **Discussion/Action Items**
   - A) **Rentals (212 "D" Street) Is the Chamber interested in selling this property?** *C.E.O. informed the Board, Roman Benitez had inquired about the possibility of purchasing, rather than leasing this property, for his wife's new Skin Care/Spa business. The Board instructed C.E.O. to let Mr. Benitez know, at the present time the Board is not interested in selling the property. However, if he decides to lease the property, and if at a later date, the Board decides to sell, then they would be willing to give you the "Right of First Refusal".*
   - B) **Replacement to fill vacancy on Chamber Board:** *C.E.O. advised the Board, she had talked to John Roush, owner of Lemoore Stadium Cinemas. She explained the commitment requirements, monthly meeting date, etc. After having time to think about it, and discuss it with his wife Techie, John said, "Yes, he would like to serve on the Chamber Board of*

Lemoore District Chamber of Commerce
Balance Sheet (previous yr comparison)
As of October 31, 2012

	Oct 31, 12	Oct 31, 11
ASSETS		
Current Assets		
Other Current Assets		
1400 · Undeposited Funds	1,990.00	400.00
Total Other Current Assets	1,990.00	400.00
Checking/Savings		
1021 · Petty Cash	220.00	220.00
1001 · Union Bank Checking/Savings	548.90	548.90
1002 · Union Bank Savings	12,050.31	12,044.46
1000 · Union Bank	39,787.95	30,375.48
Total Checking/Savings	52,607.16	43,188.84
Total Current Assets	54,597.16	43,588.84
Fixed Assets		
1515 · A/D - Rental Property	-90,279.58	-81,697.74
1595 · A/D - All other property	-44,887.00	-42,152.16
1510 · Furniture and Fixtures (Rental)	6,073.14	6,073.14
1530 · Machinery and Equipment	12,908.82	12,551.34
1525 · Furniture and Fixtures	16,912.97	16,656.27
1535 · Computers	22,832.48	22,832.48
1505 · Land (Rental Property)		
1505.2 · Land - 218 W D St.	25,000.00	25,000.00
1505.1 · Land - 212 W D St.	28,011.69	28,011.69
Total 1505 · Land (Rental Property)	53,011.69	53,011.69
1500 · Buildings (Rental Property)		
1500.1 · Buildings - 212 W D St	34,871.00	34,871.00
1500.2 · Buildings - 218 W D St	54,722.00	54,722.00
Total 1500 · Buildings (Rental Property)	89,593.00	89,593.00
1501 · Improvements (Rental Property)		
1501.2 · Improvements - 218 W D St	9,685.00	9,685.00
1501.1 · Improvements - 212 W D St	107,886.68	107,886.68
Total 1501 · Improvements (Rental Property)	117,571.68	117,571.68
Total Fixed Assets	183,737.20	194,439.70
TOTAL ASSETS	**238,334.36**	**238,028.54**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
2065 - Scholarship Fund	50.00	50.00
Lemoore Comm. pass through	430.00	0.00
2060 · Mural Fund	548.90	548.90
2100 · Payroll Liabilities		
2100.3 · FUTA Payable	0.00	4.11
2100.6 · SUI/ETT Payable	0.00	12.34
2100.5 · SDI Payable	34.37	41.09
2100.4 · State Withholding Payable	66.52	71.57
2100.1 · Federal Withholding Payable	350.00	352.00
2100.2 · FICA Payable	457.04	455.39
Total 2100 · Payroll Liabilities	907.93	936.50
2200 · Deferred Revenue	1,635.00	0.00
2070 - Rental Security Deposits	5,011.00	6,115.00
Total Other Current Liabilities	8,582.83	7,650.40
Total Current Liabilities	8,582.83	7,650.40
Long Term Liabilities		
2700 · Westamerica Mortgage	18,334.45	28,873.25
Total Long Term Liabilities	18,334.45	28,873.25
Total Liabilities	26,917.28	36,523.65

Lemoore District Chamber of Commerce
Profit & Loss Budget vs. Actual
January through October 2012

	Jan - Oct 12		Budget	
Ordinary Income/Expense				
Income				
Misc Income		1,052.01		
4000 · Chamber Programs & Services				
4001 · Banners	120.00		150.00	
4002 · Merchandise	196.00		1,500.00	
4004 · Newsletter Inserts	0.00		50.00	
4005 · Other	5.00		50.00	
4006 · Notary Income	80.00		50.00	
4007 · Workshops	150.00			
Total 4000 · Chamber Programs & Services		551.00		1,800.00
4010 · Donations		0.00		1,000.00
4100 · Membership Dues				
4101 · Agricultural	500.00		1,000.00	
4102 · Business	30,490.00		53,665.00	
4103 · Clergy	260.00		325.00	
4104 · Educational	2,500.00		1,500.00	
4105 · Family	110.00		220.00	
4106 · Individual	455.00		390.00	
4107 · Money (banks)	1,750.00		1,400.00	
4108 · Non-Profit	3,600.00		4,000.00	
4110 · Utilities	500.00		500.00	
Total 4100 · Membership Dues		40,165.00		63,000.00
4200 · Events				
4201 · Pizza Fest				
4201.02 · Sponsorships	12,700.00		11,000.00	
4201.04 · Bar Sales	1,955.00		4,000.00	
4201.06 · Vendors	5,925.00		9,500.00	
4201.09 · Entry Fees	1,200.00		500.00	
Total 4201 · Pizza Fest		21,780.00		25,000.00
4202 · Installation				
4202.01 · Attendees	5,995.00		4,800.00	
4202.03 · Table Sponsorships	850.00		1,000.00	
Total 4202 · Installation		6,845.00		5,800.00
4203 · Rockin' the Arbor Concerts				
4203.02 · Sponsorships	6,200.00		4,000.00	
4203.04 · Bar Sales	19,501.74		17,000.00	
4203.06 · Food Vendors	3,910.22		4,400.00	
4203.08 · Vendors	1,240.00		800.00	
4303.07 · Bounce Hs, misc. inc.	706.00		1,000.00	
4303.09 · 50/50 Raffle	1,036.00			
Total 4203 · Rockin' the Arbor Concerts		32,593.96		27,200.00
4204 · Salute to Ag				
4204.01 · Attendees	16,525.00		11,500.00	
4204.02 · Sponsorships	4,600.00		4,800.00	
4204.05 · Table Sponsorships	0.00		700.00	
Total 4204 · Salute to Ag		21,125.00		17,000.00
4205 · Luncheons				
4205.01 · Attendees	3,846.00		6,000.00	
4205.09 · Sponsorship	1,000.00		1,000.00	
Total 4205 · Luncheons		4,846.00		7,000.00
4206 · Carnivals		3,464.00		6,000.00
4207 · Christmas Parade & Tree Light'g				
4207.02 · Sponsorships	0.00		1,000.00	
Total 4207 · Christmas Parade & Tree Light'g		0.00		1,000.00
Total 4200 · Events		90,653.96		89,000.00
4600 · RDA Income		57,000.00		37,500.00

Lemoore District Chamber of Commerce
Profit & Loss Budget vs. Actual
January through October 2012

		Jan - Oct 12	Budget
4800 · Rental Property Income			
4800.01 · Retained Security Deposits		350.00	
4800.02 · Late Fees from Rentals		536.64	
4801 · 212 D Street		6,666.50	9,000.00
4802 · 218 D Street		10,450.00	9,000.00
4803 · Freight Room & Suites		10,031.86	12,000.00
Total 4800 · Rental Property Income		28,035.00	30,000.00
Total Income		217,456.97	222,300.00
Gross Profit		217,456.97	222,300.00
Expense			
Membership Bonus		307.50	
5000 · Programs & Services			
5002 · Merchandise		0.00	1,200.00
5003 · Newsletter		10,500.59	14,500.00
5004 · Dues, Subscription & Membership		1,288.95	1,000.00
5005 · Public Relations		1,189.69	1,300.00
5006 · Donations		25.00	
5007 · Misc Expense			
*100 · Lemoore Community Foundation	30.00		
5007 · Misc Expense - Other	10.00		
Total 5007 · Misc Expense		40.00	
5009 · Bulk Mail		104.29	
Total 5000 · Programs & Services		13,148.52	18,000.00
5100 · Events Expense			
5101 · Pizza Fest		10,022.68	10,000.00
5102 · Installation		5,739.93	5,600.00
5103 · Rockin' the Arbor Concerts			
5103.1 · Bar Expense	6,912.11		
5103.2 · Band Expense	4,730.00		
5103.3 · Food Vendors	1,882.89		
5103.4 · Bounce House Expense	450.00		
5103.7 · Security	1,197.00		
5103.8 · License	500.00		
5103.9 · Other Expense	1,842.68		
5103 · Rockin' the Arbor Concerts - Other	0.00		17,000.00
Total 5103 · Rockin' the Arbor Concerts		17,514.68	17,000.00
5104 · Salute to Ag		10,939.71	9,300.00
5105 · Luncheons		4,606.15	7,000.00
5106 · Carnival		1,414.04	700.00
5107 · Christmas Parade & Tree Raising		296.23	1,000.00
5111 · Holiday Stroll		0.00	300.00
Total 5100 · Events Expense		50,533.42	50,900.00
5200 · Payroll Wages			
5201 · CEO		32,303.71	40,000.00
5202 · Events Coordinator		0.00	
5203 · Office Manager		16,868.00	24,000.00
5204 · Membership Coordinator		16,417.50	20,000.00
5205 · DMA Wages		2,260.50	2,000.00
Total 5200 · Payroll Wages		67,849.71	86,000.00
5250 · Payroll Expenses			
5251 · Payroll Taxes		7,427.49	8,000.00
5250 · Payroll Expenses - Other		0.00	0.00
Total 5250 · Payroll Expenses		7,427.49	8,000.00
5300 · Staff			
5301 · Mileage		1,565.14	1,900.00
5302 · Conferences/Meetings		0.00	150.00
5303 · Meals and Entertainment		143.20	150.00
Total 5300 · Staff		1,708.34	2,200.00

Lemoore District Chamber of Commerce
Profit & Loss Budget vs. Actual
January through October 2012

	Jan - Oct 12		Budget
5350 · Board of Directors			
5351 · Goal Setting Retreat	0.00		800.00
Total 5350 · Board of Directors		0.00	800.00
5370 · Taxes			
5371 · Federal Taxes	2,492.00		
5372 · State Taxes	1,321.00		
Total 5370 · Taxes		3,813.00	
5400 · Insurance			
5400.1 · Workers Comp	23.00		1,300.00
5400 · Insurance - Other	9,044.43		9,200.00
Total 5400 · Insurance		9,067.43	10,500.00
5450 · Mortgage Interest		1,275.76	2,000.00
5500 · Chamber Property			
5501 · Repairs & Maintenance	315.75		1,800.00
5502 · Service	510.00		
5503 · Janitorial Supplies	17.67		
Total 5500 · Chamber Property		843.42	1,800.00
5600 · Office Expenses			
5601 · Equipment Maintenance	819.09		
5602 · Supplies	1,208.50		
5603 · Postage, Mailing Service	1,411.50		
5604 · Printing and Copying	1,404.36		
5605 · Computer/Internet/Tech	2,672.03		
5606 · Telephone, Telecommunications	2,321.13		
5607 · Books, Subscriptions, Reference	20.00		
5600 · Office Expenses - Other	20.06		12,600.00
Total 5600 · Office Expenses		9,876.67	12,600.00
5650 · Professional & Banking			
5651 · Accounting Fees	3,405.64		
5653 · Bank Service Charges	11.00		
5654 · Credit Card Service Charges	515.63		
5650 · Professional & Banking - Other	0.00		9,000.00
Total 5650 · Professional & Banking		3,932.27	9,000.00
5800 · Rental Prop Expenses			
5801 · 212 D Street	1,354.43		
5802 · 218 D Street	1,423.79		
5803 · Freight Room & Suites			
5803.01 · City of Lemoore Shared Rental	6,523.39		
5803.50 · Security	154.00		
5803 · Freight Room & Suites - Other	3,163.49		
Total 5803 · Freight Room & Suites	9,840.88		
5800 · Rental Prop Expenses - Other	0.00		9,000.00
Total 5800 · Rental Prop Expenses		12,619.10	9,000.00
5890 · Utilities			
5890.01 · Electricity-Depot	3,761.85		
5890.02 · Electricity-Downtown Heinlen	850.30		
5890.03 · Electricity-Downtown Lights 218	469.47		
5890.05 · Gas	601.72		
5890.06 · Water	639.00		
5890 · Utilities - Other	0.00		8,000.00
Total 5890 · Utilities		6,322.34	8,000.00
5980 · Interest Expense		26.47	
5988 · Late Fees		137.00	
Total Expense		188,888.44	218,800.00
Net Ordinary Income		28,568.53	3,500.00

Lemoore District Chamber of Commerce
Profit & Loss Budget vs. Actual
January through October 2012

	Jan - Oct 12	Budget
Other Income/Expense		
Other Income		
4900 · Interest Income	4.38	
Total Other Income	4.38	
Other Expense		
5900 · Depreciation Expense	9,147.50	12,000.00
Total Other Expense	9,147.50	12,000.00
Net Other Income	-9,143.12	-12,000.00
Net Income	**19,425.41**	**-8,500.00**

Lemoore District Chamber of Commerce
Profit & Loss Prev Year Comparison
January through October 2012

	Jan - Oct 12		Jan - Oct 11	
Ordinary Income/Expense				
Income				
4300 · Relocation Packets		0.00		10.00
4010 · Donations		0.00		1,000.00
4000 · Chamber Programs & Services				
4004 · Newsletter Inserts	0.00		10.00	
4005 · Other	5.00		0.00	
4006 · Notary Income	80.00		65.00	
4001 · Banners	120.00		100.00	
4007 · Workshops	150.00		0.00	
4002 · Merchandise	196.00		991.00	
Total 4000 · Chamber Programs & Services		551.00		1,166.00
Misc Income		1,052.01		168.65
4800 · Rental Property Income				
4800.01 · Retained Security Deposits	350.00		750.00	
4800.02 · Late Fees from Rentals	536.64		116.68	
4801 · 212 D Street	6,666.50		3,800.00	
4803 · Freight Room & Suites	10,031.86		12,204.96	
4802 · 218 D Street	10,450.00		9,500.00	
Total 4800 · Rental Property Income		28,035.00		26,371.64
4100 · Membership Dues				
4105 · Family	110.00		110.00	
4103 · Clergy	260.00		260.00	
4106 · Individual	455.00		455.00	
4110 · Utilities	500.00		500.00	
4101 · Agricultural	500.00		250.00	
4107 · Money (banks)	1,750.00		1,400.00	
4104 · Educational	2,500.00		1,000.00	
4108 · Non-Profit	3,600.00		3,000.00	
4102 · Business	30,490.00		27,626.50	
Total 4100 · Membership Dues		40,165.00		34,601.50
4600 · RDA Income		57,000.00		49,000.00
4200 · Events				
4020.11 · Sponsorship		0.00		100.00
4210 · Lemoore H.S. Foundation		0.00		188.00
4207 · Christmas Parade & Tree Light'g				
4207.02 · Sponsorships	0.00		500.00	
Total 4207 · Christmas Parade & Tree Light'g		0.00		500.00
4200 · Events - Other		0.00		158.00
4206 · Carnivals		3,464.00		4,402.00
4205 · Luncheons				
4205.09 · Sponsorship	1,000.00		2,000.00	
4205.01 · Attendees	3,846.00		4,256.00	
Total 4205 · Luncheons		4,846.00		6,256.00
4202 · Installation				
4202.03 · Table Sponsorships	850.00		950.00	
4202.01 · Attendees	5,995.00		7,990.00	
Total 4202 · Installation		6,845.00		8,940.00
4204 · Salute to Ag				
4204.05 · Table Sponsorships	0.00		650.00	
4204.02 · Sponsorships	4,600.00		3,250.00	
4204.01 · Attendees	16,525.00		13,430.00	
Total 4204 · Salute to Ag		21,125.00		17,330.00
4201 · Pizza Fest				
4201.08 · Entry Fee	0.00		300.00	
4201.09 · Entry Fees	1,200.00		0.00	
4201.04 · Bar Sales	1,955.00		2,831.10	
4201.06 · Vendors	5,925.00		9,342.00	
4201.02 · Sponsorships	12,700.00		7,700.00	
Total 4201 · Pizza Fest		21,780.00		20,173.10

Lemoore District Chamber of Commerce
Profit & Loss Prev Year Comparison
January through October 2012

	Jan - Oct 12	Jan - Oct 11
4203 · Rockin' the Arbor Concerts		
4303.07 · Bounce Hs, misc. inc.	706.00	648.50
4303.09 · 50/50 Raffle	1,036.00	0.00
4203.08 · Vendors	1,240.00	790.00
4203.06 · Food Vendors	3,910.22	6,951.00
4203.02 · Sponsorships	6,200.00	4,500.00
4203.04 · Bar Sales	19,501.74	14,921.80
Total 4203 · Rockin' the Arbor Concerts	32,593.96	27,811.30
Total 4200 · Events	90,653.96	85,858.40
Total Income	217,456.97	198,176.19
Gross Profit	217,456.97	198,176.19
Expense		
5350 · Board of Directors		
5351 · Goal Setting Retreat	0.00	771.92
Total 5350 · Board of Directors	0.00	771.92
5910 · Pass Through Expense	0.00	0.00
5990 · Returned Checks	0.00	0.00
5980 · Interest Expense	26.47	0.00
5988 · Late Fees	137.00	0.00
Membership Bonus	307.50	0.00
5500 · Chamber Property		
5503 · Janitorial Supplies	17.67	281.59
5501 · Repairs & Maintenance	315.75	963.02
5502 · Service	510.00	0.00
Total 5500 · Chamber Property	843.42	1,244.61
5450 · Mortgage Interest	1,275.76	1,832.13
5300 · Staff		
5302 · Conferences/Meetings	0.00	10.35
5303 · Meals and Entertainment	143.20	91.29
5301 · Mileage	1,565.14	1,117.83
Total 5300 · Staff	1,708.34	1,219.47
5370 · Taxes		
5372 · State Taxes	1,321.00	0.00
5371 · Federal Taxes	2,492.00	0.00
Total 5370 · Taxes	3,813.00	0.00
5650 · Professional & Banking		
5650 · Professional & Banking - Other	0.00	171.65
5652 · Legal Fees	0.00	1,000.00
5653 · Bank Service Charges	11.00	140.21
5654 · Credit Card Service Charges	515.63	1,200.03
5651 · Accounting Fees	3,405.64	5,129.71
Total 5650 · Professional & Banking	3,932.27	7,641.60
5890 · Utilities		
5890.03 · Electricity-Downtown Lights 218	469.47	623.08
5890.05 · Gas	601.72	904.49
5890.06 · Water	639.00	726.39
5890.02 · Electricity-Downtown Heinlen	850.30	895.35
5890.01 · Electricity-Depot	3,761.85	2,910.00
Total 5890 · Utilities	6,322.34	6,059.31
5250 · Payroll Expenses		
5250 · Payroll Expenses - Other	0.00	0.00
5251 · Payroll Taxes	7,427.49	6,195.34
Total 5250 · Payroll Expenses	7,427.49	6,195.34
5400 · Insurance		
5400.1 · Workers Comp	23.00	1,302.00
5400 · Insurance - Other	9,044.43	9,109.43
Total 5400 · Insurance	9,067.43	10,411.43

Lemoore District Chamber of Commerce
Profit & Loss Prev Year Comparison
January through October 2012

	Jan - Oct 12		Jan - Oct 11	
5600 · Office Expenses				
5607 · Books, Subscriptions, Reference		20.00		0.00
5600 · Office Expenses - Other		20.06		563.61
5601 · Equipment Maintenance		819.09		0.00
5602 · Supplies		1,208.50		1,058.10
5604 · Printing and Copying		1,404.36		1,229.58
5603 · Postage, Mailing Service		1,411.50		1,553.06
5606 · Telephone, Telecommunications		2,321.13		2,602.81
5605 · Computer/Internet/Tech		2,672.03		1,866.71
Total 5600 · Office Expenses		9,876.67		8,873.87
5800 · Rental Prop Expenses				
5801 · 212 D Street		1,354.43		2,304.95
5802 · 218 D Street		1,423.79		3,577.30
5803 · Freight Room & Suites				
5803.50 · Security	154.00		0.00	
5803 · Freight Room & Suites - Other	3,163.49		2,099.79	
5803.01 · City of Lemoore Shared Rental	6,523.39		0.00	
Total 5803 · Freight Room & Suites		9,840.88		2,099.79
Total 5800 · Rental Prop Expenses		12,619.10		7,982.04
5000 · Programs & Services				
5002 · Merchandise		0.00		1,976.74
5010 · Notary Fees		0.00		42.00
5006 · Donations		25.00		0.00
5007 · Misc Expense				
5007 · Misc Expense - Other	10.00		30.20	
*100 · Lemoore Community Foundation	30.00		0.00	
Total 5007 · Misc Expense		40.00		30.20
5009 · Bulk Mail		104.29		0.00
5005 · Public Relations		1,189.69		773.98
5004 · Dues, Subscription & Membership		1,288.95		1,286.30
5003 · Newsletter		10,500.59		11,025.81
Total 5000 · Programs & Services		13,148.52		15,135.03
5100 · Events Expense				
5112 · Lemoore H.S. Foundation		0.00		50.00
5111 · Holiday Stroll		0.00		16.09
5110 · 4th of July		0.00		340.64
5107 · Christmas Parade & Tree Raising		296.23		530.95
5106 · Carnival		1,414.04		632.95
5105 · Luncheons		4,606.15		5,049.98
5102 · Installation		5,739.93		8,244.76
5101 · Pizza Fest		10,022.68		8,699.59
5104 · Salute to Ag		10,939.71		9,470.25
5103 · Rockin' the Arbor Concerts				
5103 · Rockin' the Arbor Concerts - Other	0.00		18,234.11	
5103.4 · Bounce House Expense	450.00		0.00	
5103.8 · License	500.00		0.00	
5103.7 · Security	1,197.00		0.00	
5103.9 · Other Expense	1,842.68		0.00	
5103.3 · Food Vendors	1,882.89		0.00	
5103.2 · Band Expense	4,730.00		0.00	
5103.1 · Bar Expense	6,912.11		0.00	
Total 5103 · Rockin' the Arbor Concerts		17,514.68		18,234.11
Total 5100 · Events Expense		50,533.42		51,269.32

Lemoore District Chamber of Commerce
Profit & Loss Prev Year Comparison
January through October 2012

	Jan - Oct 12	Jan - Oct 11
5200 · Payroll Wages		
5202 · Events Coordinator	0.00	0.00
5207 · LCOC	0.00	0.00
5205 · DMA Wages	2,260.50	3,151.68
5204 · Membership Coordinator	16,417.50	6,785.00
5203 · Office Manager	16,868.00	19,566.50
5201 · CEO	32,303.71	30,210.00
Total 5200 · Payroll Wages	67,849.71	59,713.18
Total Expense	188,888.44	178,349.25
Net Ordinary Income	28,568.53	19,826.94
Other Income/Expense		
Other Income		
4950 · Tax Refund	0.00	142.69
4900 · Interest Income	4.38	2.90
Total Other Income	4.38	145.59
Other Expense		
5900 · Depreciation Expense	9,147.50	9,870.90
Total Other Expense	9,147.50	9,870.90
Net Other Income	-9,143.12	-9,725.31
Net Income	**19,425.41**	**10,101.63**

- **Committees and Tasks**

  Installation Dinner – Chairman Maureen Azevedo; Committee Don Warkentin, Michele Costa, Noe Ambriz. Location has been changed to West Hills College Event Center.

  Pizza Fest – Chairman Rick Rossiter, entire board and chamber staff on committee.

  Rockin' the Arbor – Chairman Jeff Briltz; Committee Melinda Larson and Noe Ambriz. This year's event to run 12 weeks.

  Ag Dinner – Chairman Carolina Evangelo. Due to the success of the West Hills Culinary department the chamber will re-hire for this event. Social hour will be from 6-7 p.m. and Dinner at 7 p.m.

  Holiday Stroll – Chairman John Miller, Committee Noe Ambriz.

  Christmas Parade – Chairman Rick Rossiter, Committee Virgil Powell.

- **Goals**

  The group revisited our 2012 goals and objectives previously agreed to in 2011. It was unanimously agreed; "2013 Lemoore Chamber Goals" are as follows:

  PROMOTE BUSINESS

  Contact all New Businesses within 3 months

  1. Survey their Business Setup Process; i.e. Business Licensing, Permit Processing, (Basically, their interaction with the City of Lemoore).
  2. Obtain Lemoore Chamber of Commerce Membership

  COMMUNITY ENHANCEMENT

  Evaluate all Chamber Events within 2 weeks

  1. Provide report to Chamber Board

  BUSINESS RESOURCE

  Workshops

  1. Hold 2 or more
  2. Survey members for Workshop Topics

Respectfully Submitted,

Brenda Martin, Events Coordinator
Jean Gordon, Membership Coordinator

Maureen Azevedo

Subject: FW: Green Tote Bags

From: brian [mailto:brian@boostapparel.com]
Sent: Wednesday, November 21, 2012 1:30 PM
To: ceo@lemoorechamberofcommerce.com
Subject: Green Tote Bags

My name is Brian Adam Marks and I work for Boost Athletics Apparel. I would like to send 1,000 free canvas recyclable tote bags in effort to eliminate the use of plastic and paper. The bags are 15x17x6 and on one side it will list the chamber information any ad/format you would like listed will be totaly up to you. The bags are green with white print there's an example at www.wearetotebags.com then we would list 4 sponsors on the other side of the tote bags that will represent their industry with no competition. It can be businesses that are chamber members and or any recommendations from your organization. So what we would do is give you free tote bags 250 a quarter 1,000 for the year. All we ask is that you pass them out for free. Then we will do the leg work to get the sponsors but would help if you were able to send a mass email to your members to let them know I would be calling. For a business to be apart of this program is they cover the print cost we take care of the publication,arts and graphics, and shipping and handling of all the bags it would be a one time investment for the of 550.00 dollars. ***We have listed the Best Buy Market IGA*** and we are sending the free tote to them next year and would love for the chamber to have their bags so you have something that is eco friendly and going green that you can hand out to new members,events,activities, how ever you would like to distribute. So with that I'm going to leave this email with a happy THANKSGIVING and thank you for the consideration and remember this is no cost to you. Thank You again Brian Adam Marks. Contact number which is 309-981-0903

NOVEMBER 2012 MEETING

2012 New Members

Cat	Joined	Dues	Name	Contact	Phone #	Mailing Address	City	State
B	10/25/2012	$185.00	N.E.P.P.S. Mini Health Spa	Chris Liscomb	559-924-1403	95C W. Hanford-Armona Rd.	Lemoore	CA
	11/13/2012	$185.00	Gordon, John W. DBA Law Office of	John Gordon	559-707-7191	P.O. Box 798	Lemoore	CA

$370.00

2012 Renewing Members-Oct/Nov

Date	Cat	Dues	Name
10/29/2012	B	185.00	Reed Electric
10/29/2012	B	335.00	ServiceMaster by Benevento
11/5/2012	B	215.00	A-1 Allstar Plumbing
11/8/2012	N	150.00	Kings Christian School
11/13/2012	B	185.00	Ensignal
11/13/2012	B	245.00	Farm Credit West
11/19/2012	B	215.00	Michael Oxenreider, CPA
11/20/2012	B	185.00	Law Office of Maria A. Hoover
11/20/2012	N	150.00	Rotary Club of Lemoore
11/20/2012	N	100.00	Filipino-American Association of Kings County
11/20/2012	B	185.00	New Boba Island
11/21/2012	B	185.00	Eric W. Verheul Physical Therapy

$2,335.00

2012 Dropped Members

Cat.	Joined	Bill Mo.	Business/Name	Contact	Phone	dues	Reason
Out of Business:							
B	Sep-06	Sep	Gary's Antiques	Gary Ramos	559-924-1771	$185	closing store December 31, 2012
Overdue and Stale accounts. **Sent PAST DUE Letters and still no response.**							
I	Feb-11	Feb	Peggy Bennett	Peggy Bennett	559-924-7375	$65	Past due and no response.
C	Mar-07	Mar	Lemoore Seventh Day Adventist Church	Dennis Tello	559-924-2283	$65	Past due and no response.
B	Aug-94	Jan	H&R Block	Mary Beth Jones	559-924-3044	$215	Past due and no response.
B	Mar-10	Mar	Easy Living Senior Home	Ronnette Daulton	559-925-0878	$215	Past due and no response.
I	Apr-10	Apr	Tony Oliveira	Tony Oliveira		$65	Past due and no response.
B	Apr-11	Apr	Super Mercado Leon	Jose Luis Leon	559-707-6999	$185	Past due and no response.
B	Feb-94	Feb	Save Mart Supermarkets	Steve Miller	559-924-0594	$455	Unpaid for two years. Corporation changes; did not pay.

$1,450