

AGENDA
MEETING OF THE LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
TUESDAY, SEPTEMBER 25, 2012 @ 7 A.M.
AT THE CHAMBER OFFICE

1. Call to Order

2. Action Items

- A) August 28, 2012 Minutes
- B) August - 2012 Financials

3. Discussion/Action Items

- A) Board Member Terms Nomination/Selection of 2013 Executive Chamber Board Officers
- B) Goal Setting Retreat/Meeting: ■ Friday, October 26, 2012 ■ Tachi Palace, 3rd floor Conference Room
■ 8:00 A.M. – 3 P.M. (8am – 9am, will be set aside for our regular October Board Meeting)
- C) Executive Board Meeting
 - 1) Employee Handbook
 - 2) Payment of Membership Incentive for Chamber Staff
 - 3) Replacement for Board Member, Paul Santiago
- D) Update on Kings County Salute to Agriculture Banquet Final
- E) Update on Rockin' the Arbor
- F) Membership Update
- G) Follow-up on Monthly Chamber Luncheons
- H) Kiosks (Map is DONE) *what additional material/information should be included???*
- I) Rentals
- J) Does the Chamber want to continue with the Carnivals? Fall Carnival is still on our calendar of events, to be held, 10/17/12 – 10/21/12 @ Pioneer Square.
- K) Holiday Stroll, Downtown Lemoore, Saturday, November 17th;
 - 1. * Pictures with Santa
 - 2. * Possible model train display (*this is something new this year*)
 - 3. Window decorating contest
 - 4. Gingerbread House contest (*they had been displayed in the Plaza Park area*)

* The pictures with Santa had been setup in the former Leoni Pharmacy building. Just in case it's not available, what about the Chamber property @ 212 West D St. (next to PG&E)?????
- L) **2013 Lemoore Chamber of Commerce Membership Directory**
 - Ad Reservation Deadline: October 12, 2012
 - Materials Due: October 19, 2012
 - Publication Released: January 2013

4. Upcoming Events:

October 10th, Meet the Candidates, at the Lemoore Chamber Luncheon

5. Other Business

MINUTES
MEETING OF THE LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
TUESDAY, AUGUST 28, 2012 @ 7 A.M.
AT THE CHAMBER OFFICE

PRESENT WERE: CHAIRMAN, John Miller; VICE-CHAIRMAN, Skip Nugent; CFO, Don Warkentin; PAST CHAIRMAN, Michael Patterson; DIRECTORS, Rick Rossiter, Mary Hornsby, Noé Ambriz, Carolina Evangelo, Victor Rosa, Jeff Briltz, and CEO Maureen Azevedo

ABSENT WERE: CHAIRMAN-ELECT, Paul Santiago; DIRECTORS; Heiko Sweeney, Melinda Larson, and Michele Costa

1. **Call to Order:** 7:00 a.m. by CHAIRMAN, John Miller

2. **Action Items**
 - A) **July 31, 2012 Minutes:** A Motion to approve; Carolina Evangelo, Seconded by Rick Rossiter, minutes unanimously approved.
 - B) **July - 2012 Financials:** A Motion to approve; Don Warkentin, Seconded by Skip Nugent, financials unanimously approved.

3. **Discussion/Action Items**
 - A) **Board Member Terms:** Suggested/Selection of 2013 Executive Chamber Board Officers: CEO was instructed to contact Chairman Elect, Paul Santiago to see if he can still fulfill the duties of Board Chairman. CEO will also research the process for electing new officers.
 - B) **Possible Dates for Goal Setting Retreat/Meeting** – The overall preference was to hold the “Chamber Goal Setting Meeting” once again at the Tachi Palace, on a Friday in October. It was suggested using the new meeting/conference room on the 3rd floor, located next to the new buffet. CEO will check on availability and advise the Board.
 - C) **Update on Rockin’ the Arbor** – CEO provided current financial information, and overall results. There was some discussion, because of the heat, possibly starting the event an hour later, and ending an hour later in the evening. CEO asked Jeff Briltz, because of the City Noise Ordinance, would there be a problem with the band playing until 11pm. Jeff felt there would not be a problem with that, however, he felt starting the event an hour later, could potentially have an adverse result, as he felt people would more than likely go home, and stay home. It was also mentioned, by having the event go until 11 or 11:30pm, we might attract more of a “Bar Type Crowd”, rather than it being a “Family Friendly” event. The Rockin’ the Arbor committee still needs to do their recap meeting.
 - D) **Membership Update** – Board was provided the membership list (New, Renewing & Dropped), prepared by Jean Gordon, Membership Coordinator.
 - E) **Monthly Chamber Luncheons:** Seeking ideas/suggestions to revive it. i.e., Different Speakers, Change of Venue. While a better speaker was one thing mentioned, Jeff Briltz also said, “providing the members/guests, a better description of what the Luncheon Speaker would be talking about, would be most helpful”. It was also suggested, not having a Chamber Luncheon, during the summer break period, i.e. June, July and August. CEO was instructed to check the attendance during these months, over the past several years.

- F) **Kings County Salute to Agriculture Banquet:** updates were provided
- G) **Kiosks (Map Update):** updates were provided
- H) **Employee Handbook** – The handbook has been completed. It will be reviewed by Executive Board, and discussed at the next Executive Board Meeting, on Wednesday, September 12, 2012, @ 7a.m.
- I) **Rentals** - updates were provided
- J) **Results of 2013 Installation and Awards Banquet Planning Meeting, held August 20, 2012 at West Hills - Golden Eagle Arena:** After much discussion, it was decided to announce who the new Citizen of the Year in advance. Just like the Agriculturalist of the Year is announced in advance. This will allow family and friends the opportunity to be present for the honors. We can still make the DVD/Slide show an element of a surprise.
- K) **West Hills College – Measure L, School Facilities Improvement Bond, on the November 6, 2012 Ballot:** Don Warkentin made presentation to the Board, and asked for the Chamber's support on Measure L. After some discussion; A Motion to approve; Skip Nugent, Seconded by Michael Patterson, this motion unanimously approved, with Don Warkentin abstaining.

REMAINING and UPDATE ITEMS were discussed, with no further action necessary at this time.

Meeting was adjourned at 8:08 A.M.

Respectfully Submitted,

Maureen Azevedo,
Chief Executive Officer

Lemoore District Chamber of Commerce

Balance Sheet

As of August 31, 2012

	<u>Aug 31, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Union Bank	37,513.17
1001 · Union Bank Checking/Savings	548.90
1002 · Union Bank Savings	12,048.85
1021 · Petty Cash	220.00
Total Checking/Savings	<u>50,330.92</u>
Other Current Assets	
1400 · Undeposited Funds	150.00
Total Other Current Assets	<u>150.00</u>
Total Current Assets	50,480.92
Fixed Assets	
1500 · Buildings (Rental Property)	
1500.1 · Buildings - 212 W D St	34,871.00
1500.2 · Buildings - 218 W D St	54,722.00
Total 1500 · Buildings (Rental Property)	<u>89,593.00</u>
1501 · Improvements (Rental Property)	
1501.1 · Improvements - 212 W D St	107,886.68
1501.2 · Improvements - 218 W D St	9,685.00
Total 1501 · Improvements (Rental Property)	<u>117,571.68</u>
1505 · Land (Rental Property)	
1505.1 · Land - 212 W D St.	28,011.69
1505.2 · Land - 218 W D St.	25,000.00
Total 1505 · Land (Rental Property)	<u>53,011.69</u>
1510 · Furniture and Fixtures (Rental)	6,073.14
1515 · A/D - Rental Property	-88,878.08
1525 · Furniture and Fixtures	16,912.97
1530 · Machinery and Equipment	12,908.82
1535 · Computers	22,832.48
1595 · A/D - All other property	-44,459.00
Total Fixed Assets	<u>185,566.70</u>
TOTAL ASSETS	<u><u>236,047.62</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2065 - Scholarship Fund	50.00
2070 - Rental Security Deposits	3,645.00
2060 - Mural Fund	548.90
2100 · Payroll Liabilities	
2100.1 · Federal Withholding Payable	579.00
2100.2 · FICA Payable	779.43
2100.4 · State Withholding Payable	119.22
2100.5 · SDI Payable	58.60
Total 2100 · Payroll Liabilities	<u>1,536.25</u>
2200 · Deferred Revenue	2,000.00
Total Other Current Liabilities	<u>7,780.15</u>
Total Current Liabilities	7,780.15
Long Term Liabilities	
2700 · Westamerica Mortgage	20,139.19
Total Long Term Liabilities	<u>20,139.19</u>
Total Liabilities	27,919.34

5:51 PM
09/19/12
Cash Basis

Lemoore District Chamber of Commerce
Balance Sheet
As of August 31, 2012

	<u>Aug 31, 12</u>
Equity	
3100 · Fund Surplus	191,403.26
3800 · Unrestricted Net Assets	588.41
Net Income	<u>16,136.61</u>
Total Equity	<u>208,128.28</u>
TOTAL LIABILITIES & EQUITY	<u><u>236,047.62</u></u>

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

Ordinary Income/Expense	Jan - Aug 12	Jan - Aug 11
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	70.00	0.00
4001 · Banners	110.00	60.00
4007 · Workshops	150.00	0.00
4002 · Merchandise	181.00	915.00
Total 4000 · Chamber Programs & Services	516.00	985.00
Misc Income	1,052.01	82.00
4800 · Rental Property Income		
4800.01 · Retained Security Deposits	350.00	750.00
4800.02 · Late Fees from Rentals	536.64	0.00
4801 · 212 D Street	6,666.50	950.00
4803 · Freight Room & Suites	7,881.86	9,251.64
4802 · 218 D Street	8,550.00	7,600.00
Total 4800 · Rental Property Income	23,985.00	18,551.64
4600 · RDA Income	31,582.59	49,000.00
4100 · Membership Dues		
4105 · Family	110.00	110.00
4103 · Clergy	195.00	260.00
4106 · Individual	390.00	390.00
4110 · Utilities	500.00	0.00
4101 · Agricultural	500.00	250.00
4107 · Money (banks)	1,750.00	1,400.00
4104 · Educational	2,500.00	500.00
4108 · Non-Profit	2,700.00	2,250.00
4102 · Business	24,625.00	23,236.50
Total 4100 · Membership Dues	33,270.00	28,396.50
4200 · Events		
4200 · Events - Other	0.00	158.00
4206 · Carnivals	3,464.00	4,402.00
4205 · Luncheons		
4205.09 · Sponsorship	1,000.00	1,000.00
4205.01 · Attendees	3,011.00	3,507.00
Total 4205 · Luncheons	4,011.00	4,507.00
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	450.00
4204.02 · Sponsorships	3,600.00	2,250.00
4204.01 · Attendees	14,440.00	7,050.00
Total 4204 · Salute to Ag	18,040.00	9,750.00
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 August 2012

	Jan - Aug 12	Jan - Aug 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	1,130.00	710.00
4203.06 · Food Vendors	3,910.22	6,951.00
4203.02 · Sponsorships	6,200.00	4,500.00
4203.04 · Bar Sales	19,496.74	14,921.80
Total 4203 · Rockin' the Arbor Concerts	32,478.96	27,731.30
Total 4200 · Events	86,618.96	75,661.40
Total Income	177,024.56	173,686.54
Gross Profit	177,024.56	173,686.54
Expense		
5990 · Returned Checks	0.00	0.00
5910 · Pass Through Expense	0.00	0.00
5980 · Interest Expense	1.98	0.00
5988 · Late Fees	117.00	0.00
5500 · Chamber Property		
5503 · Janitorial Supplies	17.67	64.89
5501 · Repairs & Maintenance	175.64	963.02
5502 · Service	255.00	0.00
Total 5500 · Chamber Property	448.31	1,027.91
5450 · Mortgage Interest	1,059.30	1,500.81
5300 · Staff		
5303 · Meals and Entertainment	134.20	79.29
5301 · Mileage	1,269.59	933.30
Total 5300 · Staff	1,403.79	1,012.59
5650 · Professional & Banking		
5650 · Professional & Banking - Other	0.00	171.65
5652 · Legal Fees	0.00	598.90
5653 · Bank Service Charges	11.00	68.98
5654 · Credit Card Service Charges	409.02	1,113.06
5651 · Accounting Fees	2,804.64	4,424.71
Total 5650 · Professional & Banking	3,224.66	6,377.30
5370 · Taxes		
5372 · State Taxes	1,321.00	0.00
5371 · Federal Taxes	2,132.00	0.00
Total 5370 · Taxes	3,453.00	0.00
5890 · Utilities		
5890.03 · Electricity-Downtown Lights 218	423.53	586.48
5890.06 · Water	511.20	598.59
5890.05 · Gas	563.65	867.94
5890.02 · Electricity-Downtown Heinlen	782.52	871.97
5890.01 · Electricity-Depot	2,716.88	1,875.56
Total 5890 · Utilities	4,997.78	4,800.54
5250 · Payroll Expenses		
5250 · Payroll Expenses - Other	0.00	0.00
5251 · Payroll Taxes	6,629.16	5,327.63
Total 5250 · Payroll Expenses	6,629.16	5,327.63
5400 · Insurance		
5400.1 · Workers Comp	23.00	196.00
5400 · Insurance - Other	7,764.43	7,829.43
Total 5400 · Insurance	7,787.43	8,025.43

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

	Jan - Aug 12	Jan - Aug 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	1,059.30	901.97
5604 · Printing and Copying	1,131.32	1,109.11
5603 · Postage, Mailing Service	1,147.70	1,310.37
5606 · Telephone, Telecommunications	1,643.90	2,129.41
5605 · Computer/Internet/Tech	2,217.13	1,866.71
Total 5600 · Office Expenses	8,058.50	7,881.18
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	1,123.25	773.98
5004 · Dues, Subscription & Membership	1,288.95	1,266.31
5003 · Newsletter	8,300.59	9,425.81
Total 5000 · Programs & Services	10,882.08	13,515.04
5800 · Rental Prop Expenses		
5801 · 212 D Street	890.59	1,992.84
5802 · 218 D Street	1,298.79	3,452.30
5803 · Freight Room & Suites		
5803.01 · City of Lemoore Shared Rental	1,351.00	0.00
5803 · Freight Room & Suites - Other	7,649.75	1,936.21
Total 5803 · Freight Room & Suites	9,000.75	1,936.21
Total 5800 · Rental Prop Expenses	11,190.13	7,381.35
5100 · Events Expense		
5110 · 4th of July	0.00	340.64
5104 · Salute to Ag	201.96	201.96
5107 · Christmas Parade & Tree Raising	296.23	530.95
5106 · Carnival	1,414.04	632.95
5105 · Luncheons	3,574.56	4,210.31
5102 · Installation	5,739.93	8,244.76
5101 · Pizza Fest	10,022.68	8,699.59
5103 · Rockin' the Arbor Concerts		
5103.9 · Other Expense	93.45	0.00
5103.4 · Bounce House Expense	450.00	0.00
5103.8 · License	500.00	0.00
5103 · Rockin' the Arbor Concerts - Other	675.44	15,569.27
5103.7 · Security	1,197.00	0.00
5103.3 · Food Vendors	1,882.89	0.00
5103.2 · Band Expense	4,730.00	0.00
5103.1 · Bar Expense	5,820.16	0.00
Total 5103 · Rockin' the Arbor Concerts	15,348.94	15,569.27
Total 5100 · Events Expense	36,598.34	38,430.43

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

	<u>Jan - Aug 12</u>	<u>Jan - Aug 11</u>
5200 · Payroll Wages		
5202 · Events Coordinator	0.00	0.00
5207 · LCOC	0.00	0.00
5205 · DMA Wages	2,086.50	2,161.68
5204 · Membership Coordinator	13,975.00	4,760.00
5203 · Office Manager	14,317.00	16,644.50
5201 · CEO	27,342.91	25,440.00
Total 5200 · Payroll Wages	<u>57,721.41</u>	<u>49,006.18</u>
Total Expense	<u>153,572.87</u>	<u>144,286.39</u>
Net Ordinary Income	23,451.69	29,400.15
Other Income/Expense		
Other Income		
4950 · Tax Refund	0.00	93.00
4900 · Interest Income	2.92	1.44
Total Other Income	<u>2.92</u>	<u>94.44</u>
Other Expense		
5900 · Depreciation Expense	7,318.00	7,896.72
Total Other Expense	<u>7,318.00</u>	<u>7,896.72</u>
Net Other Income	<u>-7,315.08</u>	<u>-7,802.28</u>
Net Income	<u><u>16,136.61</u></u>	<u><u>21,597.87</u></u>

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

	Jan - Aug 12	Budget
Ordinary Income/Expense		
Income		
4010 · Donations	0.00	1,000.00
4000 · Chamber Programs & Services		
4004 · Newsletter Inserts	0.00	50.00
4005 · Other	5.00	50.00
4006 · Notary Income	70.00	50.00
4001 · Banners	110.00	150.00
4007 · Workshops	150.00	
4002 · Merchandise	181.00	1,500.00
Total 4000 · Chamber Programs & Services	516.00	1,800.00
Misc Income	1,052.01	
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
4803 · Freight Room & Suites	7,881.86	12,000.00
4802 · 218 D Street	8,550.00	9,000.00
Total 4800 · Rental Property Income	23,985.00	30,000.00
4600 · RDA Income	31,582.59	37,500.00
4100 · Membership Dues		
4105 · Family	110.00	220.00
4103 · Clergy	195.00	325.00
4106 · Individual	390.00	390.00
4110 · Utilities	500.00	500.00
4101 · Agricultural	500.00	1,000.00
4107 · Money (banks)	1,750.00	1,400.00
4104 · Educational	2,500.00	1,500.00
4108 · Non-Profit	2,700.00	4,000.00
4102 · Business	24,625.00	53,665.00
Total 4100 · Membership Dues	33,270.00	63,000.00
4200 · Events		
4207 · Christmas Parade & Tree Raising		
4207.02 · Sponsorships	0.00	1,000.00
Total 4207 · Christmas Parade & Tree Raising	0.00	1,000.00
4206 · Carnivals	3,464.00	6,000.00
4205 · Luncheons		
4205.09 · Sponsorship	1,000.00	1,000.00
4205.01 · Attendees	3,011.00	6,000.00
Total 4205 · Luncheons	4,011.00	7,000.00
4202 · Installation		
4202.03 · Table Sponsorships	850.00	1,000.00
4202.01 · Attendees	5,995.00	4,800.00
Total 4202 · Installation	6,845.00	5,800.00
4204 · Salute to Ag		
4204.05 · Table Sponsorships	0.00	700.00
4204.02 · Sponsorships	3,600.00	4,800.00
4204.01 · Attendees	14,440.00	11,500.00
Total 4204 · Salute to Ag	18,040.00	17,000.00
4201 · Pizza Fest		
4201.09 · Entry Fees	1,200.00	500.00
4201.04 · Bar Sales	1,955.00	4,000.00
4201.06 · Vendors	5,925.00	9,500.00
4201.02 · Sponsorships	12,700.00	11,000.00
Total 4201 · Pizza Fest	21,780.00	25,000.00

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

	Jan - Aug 12	Budget
4203 · Rockin' the Arbor Concerts		
4303.07 · Bounce Hs, misc. inc.	706.00	1,000.00
4303.09 · 50/50 Raffle	1,036.00	
4203.08 · Vendors	1,130.00	800.00
4203.06 · Food Vendors	3,910.22	4,400.00
4203.02 · Sponsorships	6,200.00	4,000.00
4203.04 · Bar Sales	19,496.74	17,000.00
Total 4203 · Rockin' the Arbor Concerts	32,478.96	27,200.00
Total 4200 · Events	86,618.96	89,000.00
Total Income	177,024.56	222,300.00
Gross Profit	177,024.56	222,300.00
Expense		
5350 · Board of Directors		
5351 · Goal Setting Retreat	0.00	800.00
Total 5350 · Board of Directors	0.00	800.00
5980 · Interest Expense	1.98	
5988 · Late Fees	117.00	
5500 · Chamber Property		
5503 · Janitorial Supplies	17.67	
5501 · Repairs & Maintenance	175.64	1,800.00
5502 · Service	255.00	
Total 5500 · Chamber Property	448.31	1,800.00
5450 · Mortgage Interest	1,059.30	2,000.00
5300 · Staff		
5302 · Conferences/Meetings	0.00	150.00
5303 · Meals and Entertainment	134.20	150.00
5301 · Mileage	1,269.59	1,900.00
Total 5300 · Staff	1,403.79	2,200.00
5650 · Professional & Banking		
5650 · Professional & Banking - Other	0.00	9,000.00
5653 · Bank Service Charges	11.00	
5654 · Credit Card Service Charges	409.02	
5651 · Accounting Fees	2,804.64	
Total 5650 · Professional & Banking	3,224.66	9,000.00
5370 · Taxes		
5372 · State Taxes	1,321.00	
5371 · Federal Taxes	2,132.00	
Total 5370 · Taxes	3,453.00	
5890 · Utilities		
5890 · Utilities - Other	0.00	8,000.00
5890.03 · Electricity-Downtown Lights 218	423.53	
5890.06 · Water	511.20	
5890.05 · Gas	563.65	
5890.02 · Electricity-Downtown Heinlen	782.52	
5890.01 · Electricity-Depot	2,716.88	
Total 5890 · Utilities	4,997.78	8,000.00
5250 · Payroll Expenses		
5250 · Payroll Expenses - Other	0.00	0.00
5251 · Payroll Taxes	6,629.16	8,000.00
Total 5250 · Payroll Expenses	6,629.16	8,000.00
5400 · Insurance		
5400.1 · Workers Comp	23.00	1,300.00
5400 · Insurance - Other	7,764.43	9,200.00
Total 5400 · Insurance	7,787.43	10,500.00

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

	Jan - Aug 12	Budget
5600 · Office Expenses		
5607 · Books, Subscriptions, Reference	20.00	
5600 · Office Expenses - Other	20.06	12,600.00
5601 · Equipment Maintenance	819.09	
5602 · Supplies	1,059.30	
5604 · Printing and Copying	1,131.32	
5603 · Postage, Mailing Service	1,147.70	
5606 · Telephone, Telecommunications	1,643.90	
5605 · Computer/Internet/Tech	2,217.13	
Total 5600 · Office Expenses	8,058.50	12,600.00
5000 · Programs & Services		
5002 · Merchandise	0.00	1,200.00
5006 · Donations	25.00	
5007 · Misc Expense		
5007 · Misc Expense - Other	10.00	
*100 · Lemoore Community Foundation	30.00	
Total 5007 · Misc Expense	40.00	
5009 · Bulk Mail	104.29	
5005 · Public Relations	1,123.25	1,300.00
5004 · Dues, Subscription & Membership	1,288.95	1,000.00
5003 · Newsletter	8,300.59	14,500.00
Total 5000 · Programs & Services	10,882.08	18,000.00
5800 · Rental Prop Expenses		
5800 · Rental Prop Expenses - Other	0.00	9,000.00
5801 · 212 D Street	890.59	
5802 · 218 D Street	1,298.79	
5803 · Freight Room & Suites		
5803.01 · City of Lemoore Shared Rental	1,351.00	
5803 · Freight Room & Suites - Other	7,649.75	
Total 5803 · Freight Room & Suites	9,000.75	
Total 5800 · Rental Prop Expenses	11,190.13	9,000.00
5100 · Events Expense		
5111 · Holiday Stroll	0.00	300.00
5104 · Salute to Ag	201.96	9,300.00
5107 · Christmas Parade & Tree Raising	296.23	1,000.00
5106 · Carnival	1,414.04	700.00
5105 · Luncheons	3,574.56	7,000.00
5102 · Installation	5,739.93	5,600.00
5101 · Pizza Fest	10,022.68	10,000.00
5103 · Rockin' the Arbor Concerts		
5103.9 · Other Expense	93.45	
5103.4 · Bounce House Expense	450.00	
5103.8 · License	500.00	
5103 · Rockin' the Arbor Concerts - Other	675.44	17,000.00
5103.7 · Security	1,197.00	
5103.3 · Food Vendors	1,882.89	
5103.2 · Band Expense	4,730.00	
5103.1 · Bar Expense	5,820.16	
Total 5103 · Rockin' the Arbor Concerts	15,348.94	17,000.00
Total 5100 · Events Expense	36,598.34	50,900.00
5200 · Payroll Wages		
5202 · Events Coordinator	0.00	
5205 · DMA Wages	2,086.50	2,000.00
5204 · Membership Coordinator	13,975.00	20,000.00
5203 · Office Manager	14,317.00	24,000.00
5201 · CEO	27,342.91	40,000.00
Total 5200 · Payroll Wages	57,721.41	86,000.00
Total Expense	153,572.87	218,800.00
Net Ordinary Income	23,451.69	3,500.00

5:41 PM
09/21/12
Cash Basis

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

	<u>Jan - Aug 12</u>	<u>Budget</u>
Other Income/Expense		
Other Income		
4900 · Interest Income	2.92	
Total Other Income	<u>2.92</u>	
Other Expense		
5900 · Depreciation Expense	7,318.00	12,000.00
Total Other Expense	<u>7,318.00</u>	<u>12,000.00</u>
Net Other Income	<u>-7,315.08</u>	<u>-12,000.00</u>
Net Income	<u><u>16,136.61</u></u>	<u><u>-8,500.00</u></u>

Rockin' the Arbor Profit & Loss Prev Year Comparison January 1 through September 24, 2012

	Jan 1 - Sep 24, 12	Jan 1 - Sep 24, 11
Ordinary Income/Expense		
Income		
Misc Income	25.00	0.00
4200 · Events		
4203 · Rockin' the Arbor Concerts		
4203.02 · Sponsorships	6,200.00	4,500.00
4203.04 · Bar Sales	19,496.74	14,921.80
4203.06 · Food Vendors	3,910.22	6,951.00
4203.08 · Vendors	1,130.00	790.00
4303.07 · Bounce Hs, misc. inc.	706.00	648.50
4303.09 · 50/50 Raffle	1,036.00	0.00
Total 4203 · Rockin' the Arbor Concerts	32,478.96	27,811.30
Total 4200 · Events	32,478.96	27,811.30
Total Income	32,503.96	27,811.30
Gross Profit	32,503.96	27,811.30
Expense		
5000 · Programs & Services		
5005 · Public Relations	241.25	264.81
Total 5000 · Programs & Services	241.25	264.81
5100 · Events Expense		
5103 · Rockin' the Arbor Concerts		
5103.1 · Bar Expense	6,912.11	0.00
5103.2 · Band Expense	4,730.00	0.00
5103.3 · Food Vendors	1,882.89	0.00
5103.4 · Bounce House Expense	450.00	0.00
5103.7 · Security	1,197.00	0.00
5103.8 · License	500.00	0.00
5103.9 · Other Expense	93.45	0.00
5103 · Rockin' the Arbor Concerts - Other	1,278.18	18,234.11
Total 5103 · Rockin' the Arbor Concerts	17,043.63	18,234.11
Total 5100 · Events Expense	17,043.63	18,234.11
5600 · Office Expenses		
5603 · Postage, Mailing Service	0.00	117.75
Total 5600 · Office Expenses	0.00	117.75
5650 · Professional & Banking		
5653 · Bank Service Charges	-6.00	0.00
Total 5650 · Professional & Banking	-6.00	0.00
Total Expense	17,278.88	18,616.67
Net Ordinary Income	15,225.08	9,194.63
Net Income	15,225.08	9,194.63

Salute to Ag Banquet
Profit & Loss Prev Year Comparison
 January 1 through September 24, 2012

	Jan 1 - Sep 24, 12	Jan 1 - Sep 24, 11
Ordinary Income/Expense		
Income		
4200 · Events		
4204 · Salute to Ag		
4204.01 · Attendees	16,225.00	12,880.00
4204.02 · Sponsorships	4,100.00	2,750.00
4204.05 · Table Sponsorships	0.00	625.00
Total 4204 · Salute to Ag	20,325.00	16,255.00
Total 4200 · Events	20,325.00	16,255.00
Total Income	20,325.00	16,255.00
Gross Profit	20,325.00	16,255.00
Expense		
5000 · Programs & Services		
5005 · Public Relations	0.00	26.48
Total 5000 · Programs & Services	0.00	26.48
5100 · Events Expense		
5104 · Salute to Ag	10,145.30	8,769.01
Total 5100 · Events Expense	10,145.30	8,769.01
Total Expense	10,145.30	8,795.49
Net Ordinary Income	10,179.70	7,459.51
Net Income	10,179.70	7,459.51