

CCSP/John

AGENDA
MEETING OF THE LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
FRIDAY, OCTOBER 26, 2012
8:15AM – 9:00AM

Tachi Palace Casino
Meeting Room is located on the 3rd Floor
Inside the "Pork Chop Hill" Buffet

1. Call to Order

2. Action Items

- A) September 25, 2012 Minutes
- B) September - 2012 Financials

C) Auth. Signatures on Bank Accts

3. Discussion/Action Items

- A) Rentals (212 "D" Street) Is the Chamber interested in selling this property?
- B) Replacement to fill vacancy on Chamber Board
- C) 3rd Quarter Update
- D) Membership Update
- E) Holiday Stroll – November 17th, Help Needed
- F) Carnival Update
- G) Christmas Parade – New Entry Forms
- H) Freight Room – Revised Rental Application

4. Other Business

Minutes
MEETING OF THE LEMOORE DISTRICT CHAMBER OF COMMERCE
BOARD OF DIRECTORS
TUESDAY, SEPTEMBER 25, 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, Heiko Sweeney, Michele Costa, Victor Rosa, Jeff Brittz, and CEO Maureen Azevedo

ABSENT WERE: CHAIRMAN-ELECT, Paul Santiago; DIRECTORS; Noé Ambriz, Carolina Evangelo, and Melinda Larson

1. Call to Order: 7:02AM by Chairman, John Miller

2. Action Items

- A) **August 28, 2012 Minutes:** A motion to approve; Skip Nugent; Seconded by Michael Patterson, minutes unanimously approved.
- B) **August - 2012 Financials:** A motion to approve, Rick Rossiter; Seconded by Heiko Sweeney, financials unanimously approved.

3. Discussion/Action Items

- A) **Board Member Terms Nomination/Selection:** Discussed Board Member terms; as possible Board Members, the CEO was instructed to contact the following: Jeff Garcia, Jesus Garcia, Olam, and Leprino, F.A.S.T. Credit Union or another Financial Institution, and John Roush, owner of Lemoore Stadium Cinema.

2013 Executive Chamber Board Officers:

Chairman: Skip Nugent **Chairman-Elect:** Michele Costa

Vice Chairman: Heiko Sweeny **CFO:** Don Warkentin **Past Chairman:** John Miller

A motion to approve the above Board Members to the Executive Board, Jeff Brittz; Seconded by Mary Hornsby, motion unanimously approved.

- 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) It was suggested inviting other guests, i.e., Kings EDC, NAS Lemoore, (in case Melinda Larson is unable to attend), Olam, Kings County Sheriffs Dept, Kings County Board of Supervisors, to provide the Board with information on their businesses/industry. The invited guests should arrive at approximately 10A.M., and they will be invited to join us for lunch.
- C) **Executive Board Meeting:** Provided Board with updated information on Employee Handbook, and Membership Payment Incentive will be included in employee paycheck
 - 1) Employee Handbook
 - 2) Payment of Membership Incentive for Chamber Staff
 - 3) Replacement for Board Member, Paul Santiago: This item was discussed #3, item A.
- D) **Update on Kings County Salute to Agriculture Banquet Final**
- E) **Update on Rockin' the Arbor**
- F) **Membership Update**

Items D, E and F were discussed, with no action necessary.

- G) Follow-up on Monthly Chamber Luncheons:** *Provided the Board with the numbers from previous years, during the summer months. All reflected a decrease in attendance. Heiko Sweeny asked why the Chamber was no longer recognizing the "Sailor of the Month", which also adds to the numbers of attendees. CEO explained, when she came on board, June 2010, the contact person Lynda worked with was, Christopher (Chris) Welch. Apparently Chris was being transferred to Maryland. Two new contact names were given. They were, Master Chief's Stephen Sutter and Christopher Scarano. CEO contacted both, and never received a reply. Directors Heiko Sweeny and Victor Rosa mentioned the name Margaret Gladders. She is the liaison between the schools and the base. She is also involved in bases youth program. Additionally, it was thought she could probably help with the Sailor of the Month. Victor Rosa was going to get her contact information to Chamber CEO.*

In the future, the Chamber needs to get more specific information on what the Guest Speakers will be speaking about. In addition, the Chamber needs to look at more interesting speakers, and topics. luncheons,

A motion to not host a Chamber luncheon during the months of June, July and August was made by Skip Nugent; Seconded by Rick Rossiter; Motion unanimously approved.

- H) Kiosks (Map is DONE) what additional material/information should be included???** *CEO showed the completed map to the Board. However, before putting them into the Kiosks, input was requested regarding what additional information was needed. It was suggested, next year when the map is updated, it would be helpful if it had the Letters/Numbers Grid, which would be added next to various points of interest, i.e. Vineyard Inn, Rotary Skate Park, and Indoor Soccer Field.*
- I) Rentals:** *This item was discussed, with no action necessary.*
- 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. The Board wants to continue with the Carnivals, however we need to look at the possibility of another Carnival vendor.**

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

Meeting was adjourned at 8:15 A.M.

Respectfully Submitted,

Maureen Azevedo,
Chief Executive Officer

Lemoore District Chamber of Commerce
Balance Sheet
 As of September 30, 2012

	Sep 30, 12
ASSETS	
Current Assets	
Checking/Savings	
1000 · Union Bank	43,239.50
1001 · Union Bank Checking/Savings	548.90
1002 · Union Bank Savings	12,050.31
1021 · Petty Cash	220.00
Total Checking/Savings	56,058.71
Accounts Receivable	
1200 · Accounts Receivable	-275.00
Total Accounts Receivable	-275.00
Other Current Assets	
1400 · Undeposited Funds	150.00
Total Other Current Assets	150.00
Total Current Assets	55,933.71
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)	89,593.00
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)	117,571.68
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)	53,011.69
1510 · Furniture and Fixtures (Rental)	6,073.14
1515 · A/D - Rental Property	-89,578.83
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	-44,673.00
Total Fixed Assets	184,651.95
TOTAL ASSETS	240,585.66
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2065 - Scholarship Fund	50.00
2070 - Rental Security Deposits	4,065.00
Lemoore Comm. pass through	430.00
2060 · Mural Fund	548.90
2100 · Payroll Liabilities	
2100.1 · Federal Withholding Payable	719.00
2100.2 · FICA Payable	930.88
2100.4 · State Withholding Payable	146.77
2100.5 · SDI Payable	69.98
Total 2100 · Payroll Liabilities	1,866.63
2200 · Deferred Revenue	1,835.00
Total Other Current Liabilities	8,795.53
Total Current Liabilities	8,795.53

2:46 PM
10/15/12
Cash Basis

Lemoore District Chamber of Commerce
Balance Sheet
As of September 30, 2012

	<u>Sep 30, 12</u>
Long Term Liabilities	
2700 · Westamerica Mortgage	19,241.16
Total Long Term Liabilities	<u>19,241.16</u>
Total Liabilities	28,036.69
Equity	
3100 · Fund Surplus	191,403.26
3800 · Unrestricted Net Assets	588.41
Net Income	<u>20,557.30</u>
Total Equity	<u>212,548.97</u>
TOTAL LIABILITIES & EQUITY	<u><u>240,585.66</u></u>

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

	Jan - Sep 12	Budget
Ordinary Income/Expense		
Income		
Misc Income	1,052.01	
4000 · Chamber Programs & Services		
4001 · Banners	120.00	150.00
4002 · Merchandise	181.00	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	536.00	1,800.00
4010 · Donations	0.00	1,000.00
4100 · Membership Dues		
4101 · Agricultural	500.00	1,000.00
4102 · Business	26,095.00	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	3,450.00	4,000.00
4110 · Utilities	500.00	500.00
Total 4100 · Membership Dues	35,620.00	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	19,496.74	17,000.00
4203.06 · Food Vendors	3,910.22	4,400.00
4203.08 · Vendors	1,130.00	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	32,478.96	27,200.00
4204 · Salute to Ag		
4204.01 · Attendees	16,225.00	11,500.00
4204.02 · Sponsorships	4,100.00	4,800.00
4204.05 · Table Sponsorships	0.00	700.00
Total 4204 · Salute to Ag	20,325.00	17,000.00
4205 · Luncheons		
4205.01 · Attendees	3,275.00	6,000.00
4205.09 · Sponsorship	1,000.00	1,000.00
Total 4205 · Luncheons	4,275.00	7,000.00
4206 · Carnivals	3,464.00	6,000.00
4207 · Christmas Parade & Tree Raising		
4207.02 · Sponsorships	0.00	1,000.00
Total 4207 · Christmas Parade & Tree Raising	0.00	1,000.00
Total 4200 · Events	89,167.96	89,000.00
4600 · RDA Income	57,000.00	37,500.00

9:05 AM
 10/24/12
 Cash Basis

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

	Jan - Sep 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	9,500.00	9,000.00
4803 · Freight Room & Suites	8,356.86	12,000.00
Total 4800 · Rental Property Income	25,410.00	30,000.00
Total Income	208,785.97	222,300.00
Gross Profit	208,785.97	222,300.00
Expense		
Membership Bonus	307.50	
5000 · Programs & Services		
5002 · Merchandise	0.00	1,200.00
5003 · Newsletter	8,800.59	14,500.00
5004 · Dues, Subscription & Membership	1,288.95	1,000.00
5005 · Public Relations	1,123.25	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	11,382.08	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	10,682.23	9,300.00
5105 · Luncheons	3,970.40	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	49,640.19	50,900.00
5200 · Payroll Wages		
5201 · CEO	30,650.11	40,000.00
5202 · Events Coordinator	0.00	
5203 · Office Manager	16,001.00	24,000.00
5204 · Membership Coordinator	15,537.50	20,000.00
5205 · DMA Wages	2,224.50	2,000.00
Total 5200 · Payroll Wages	64,413.11	86,000.00
5250 · Payroll Expenses		
5251 · Payroll Taxes	7,164.60	8,000.00
5250 · Payroll Expenses - Other	0.00	0.00
Total 5250 · Payroll Expenses	7,164.60	8,000.00
5300 · Staff		
5301 · Mileage	1,487.43	1,900.00
5302 · Conferences/Meetings	0.00	150.00
5303 · Meals and Entertainment	143.20	150.00
Total 5300 · Staff	1,630.63	2,200.00

9:05 AM
 10/24/12
 Cash Basis

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

	Jan - Sep 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	1,171.87	2,000.00
5500 · Chamber Property		
5501 · Repairs & Maintenance	303.14	1,800.00
5502 · Service	425.00	
5503 · Janitorial Supplies	17.67	
Total 5500 · Chamber Property	745.81	1,800.00
5600 · Office Expenses		
5601 · Equipment Maintenance	819.09	
5602 · Supplies	1,208.50	
5603 · Postage, Mailing Service	1,254.45	
5604 · Printing and Copying	1,306.37	
5605 · Computer/Internet/Tech	2,432.08	
5606 · Telephone, Telecommunications	2,088.21	
5607 · Books, Subscriptions, Reference	20.00	
5600 · Office Expenses - Other	20.06	12,600.00
Total 5600 · Office Expenses	9,148.76	12,600.00
5650 · Professional & Banking		
5651 · Accounting Fees	3,205.64	
5653 · Bank Service Charges	11.00	
5654 · Credit Card Service Charges	459.76	
5650 · Professional & Banking - Other	0.00	9,000.00
Total 5650 · Professional & Banking	3,676.40	9,000.00
5800 · Rental Prop Expenses		
5801 · 212 D Street	1,021.25	
5802 · 218 D Street	1,361.29	
5803 · Freight Room & Suites		
5803.01 · City of Lemoore Shared Rental	1,351.00	
5803 · Freight Room & Suites - Other	8,210.88	
Total 5803 · Freight Room & Suites	9,561.88	
5800 · Rental Prop Expenses - Other	0.00	9,000.00
Total 5800 · Rental Prop Expenses	11,944.42	9,000.00
5890 · Utilities		
5890.01 · Electricity-Depot	3,322.61	
5890.02 · Electricity-Downtown Heinlen	792.24	
5890.03 · Electricity-Downtown Lights 218	439.36	
5890.05 · Gas	601.72	
5890.06 · Water	575.10	
5890 · Utilities - Other	0.00	8,000.00
Total 5890 · Utilities	5,731.03	8,000.00
5980 · Interest Expense	26.47	
5988 · Late Fees	137.00	
Total Expense	180,000.30	218,800.00
Net Ordinary Income	28,785.67	3,500.00

9:05 AM
10/24/12
Cash Basis

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

	<u>Jan - Sep 12</u>	<u>Budget</u>
Other Income/Expense		
Other Income		
4900 · Interest Income	4.38	
Total Other Income	4.38	
Other Expense		
5900 · Depreciation Expense	8,232.75	12,000.00
Total Other Expense	8,232.75	12,000.00
Net Other Income	-8,228.37	-12,000.00
Net Income	<u><u>20,557.30</u></u>	<u><u>-8,500.00</u></u>

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

	Jan - Sep 12	Jan - Sep 11	\$ Change
Ordinary Income/Expense			
Income			
4300 · Relocation Packets	0.00	10.00	-10.00
4010 · Donations	0.00	1,000.00	-1,000.00
4000 · Chamber Programs & Services			
4004 · Newsletter Inserts	0.00	10.00	-10.00
4005 · Other	5.00	0.00	5.00
4006 · Notary Income	80.00	45.00	35.00
4001 · Banners	120.00	90.00	30.00
4007 · Workshops	150.00	0.00	150.00
4002 · Merchandise	181.00	951.00	-770.00
Total 4000 · Chamber Programs & Services	536.00	1,096.00	-560.00
Misc Income	1,052.01	158.00	894.01
4800 · Rental Property Income			
4800.01 · Retained Security Deposits	350.00	750.00	-400.00
4800.02 · Late Fees from Rentals	536.64	0.00	536.64
4801 · 212 D Street	6,666.50	2,450.00	4,216.50
4803 · Freight Room & Suites	8,356.86	10,726.64	-2,369.78
4802 · 218 D Street	9,500.00	8,550.00	950.00
Total 4800 · Rental Property Income	25,410.00	22,476.64	2,933.36
4100 · Membership Dues			
4105 · Family	110.00	110.00	0.00
4103 · Clergy	260.00	260.00	0.00
4106 · Individual	455.00	455.00	0.00
4110 · Utilities	500.00	0.00	500.00
4101 · Agricultural	500.00	250.00	250.00
4107 · Money (banks)	1,750.00	1,400.00	350.00
4104 · Educational	2,500.00	500.00	2,000.00
4108 · Non-Profit	3,450.00	2,700.00	750.00
4102 · Business	26,095.00	24,036.50	2,058.50
Total 4100 · Membership Dues	35,620.00	29,711.50	5,908.50
4600 · RDA Income	57,000.00	49,000.00	8,000.00
4200 · Events			
4200 · Events - Other	0.00	158.00	-158.00
4206 · Carnivals	3,464.00	4,402.00	-938.00
4205 · Luncheons			
4205.09 · Sponsorship	1,000.00	1,000.00	0.00
4205.01 · Attendees	3,275.00	3,831.00	-556.00
Total 4205 · Luncheons	4,275.00	4,831.00	-556.00
4202 · Installation			
4202.03 · Table Sponsorships	850.00	950.00	-100.00
4202.01 · Attendees	5,995.00	7,990.00	-1,995.00
Total 4202 · Installation	6,845.00	8,940.00	-2,095.00
4204 · Salute to Ag			
4204.05 · Table Sponsorships	0.00	625.00	-625.00
4204.02 · Sponsorships	4,100.00	2,750.00	1,350.00
4204.01 · Attendees	16,225.00	13,230.00	2,995.00
Total 4204 · Salute to Ag	20,325.00	16,605.00	3,720.00
4201 · Pizza Fest			
4201.08 · Entry Fee	0.00	300.00	-300.00
4201.09 · Entry Fees	1,200.00	0.00	1,200.00
4201.04 · Bar Sales	1,955.00	2,831.10	-876.10
4201.06 · Vendors	5,925.00	9,342.00	-3,417.00
4201.02 · Sponsorships	12,700.00	7,700.00	5,000.00
Total 4201 · Pizza Fest	21,780.00	20,173.10	1,606.90
4203 · Rockin' the Arbor Concerts			
4303.07 · Bounce Hs, misc. inc.	706.00	648.50	57.50
4303.09 · 50/50 Raffle	1,036.00	0.00	1,036.00
4203.08 · Vendors	1,130.00	790.00	340.00
4203.06 · Food Vendors	3,910.22	6,951.00	-3,040.78
4203.02 · Sponsorships	6,200.00	4,500.00	1,700.00
4203.04 · Bar Sales	19,496.74	14,921.80	4,574.94
Total 4203 · Rockin' the Arbor Concerts	32,478.96	27,811.30	4,667.66
Total 4200 · Events	89,167.96	82,920.40	6,247.56
Total Income	208,785.97	186,372.54	22,413.43
Gross Profit	208,785.97	186,372.54	22,413.43

9:01 AM
 10/24/12
 Cash Basis

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

	Jan - Sep 12	Jan - Sep 11	\$ Change
Expense			
5990 · Returned Checks	0.00	0.00	0.00
5910 · Pass Through Expense	0.00	0.00	0.00
5980 · Interest Expense	26.47	0.00	26.47
5988 · Late Fees	137.00	0.00	137.00
Membership Bonus	307.50	0.00	307.50
5500 · Chamber Property			
5503 · Janitorial Supplies	17.67	281.59	-263.92
5501 · Repairs & Maintenance	303.14	963.02	-659.88
5502 · Service	425.00	0.00	425.00
Total 5500 · Chamber Property	745.81	1,244.61	-498.80
5450 · Mortgage Interest	1,171.87	1,671.43	-499.56
5300 · Staff			
5302 · Conferences/Meetings	0.00	10.35	-10.35
5303 · Meals and Entertainment	143.20	91.29	51.91
5301 · Mileage	1,487.43	1,071.08	416.35
Total 5300 · Staff	1,630.63	1,172.72	457.91
5650 · Professional & Banking			
5650 · Professional & Banking - Other	0.00	171.65	-171.65
5652 · Legal Fees	0.00	1,000.00	-1,000.00
5653 · Bank Service Charges	11.00	140.21	-129.21
5654 · Credit Card Service Charges	459.76	1,113.06	-653.30
5651 · Accounting Fees	3,205.64	5,129.71	-1,924.07
Total 5650 · Professional & Banking	3,676.40	7,554.63	-3,878.23
5370 · Taxes			
5372 · State Taxes	1,321.00	0.00	1,321.00
5371 · Federal Taxes	2,492.00	0.00	2,492.00
Total 5370 · Taxes	3,813.00	0.00	3,813.00
5890 · Utilities			
5890.03 · Electricity-Downtown Lights 218	439.36	623.08	-183.72
5890.06 · Water	575.10	662.49	-87.39
5890.05 · Gas	601.72	904.49	-302.77
5890.02 · Electricity-Downtown Heinlen	792.24	895.35	-103.11
5890.01 · Electricity-Depot	3,322.61	2,910.00	412.61
Total 5890 · Utilities	5,731.03	5,995.41	-264.38
5250 · Payroll Expenses			
5250 · Payroll Expenses - Other	0.00	0.00	0.00
5251 · Payroll Taxes	7,164.60	5,916.95	1,247.65
Total 5250 · Payroll Expenses	7,164.60	5,916.95	1,247.65
5400 · Insurance			
5400.1 · Workers Comp	23.00	1,302.00	-1,279.00
5400 · Insurance - Other	9,044.43	9,109.43	-65.00
Total 5400 · Insurance	9,067.43	10,411.43	-1,344.00
5600 · Office Expenses			
5607 · Books, Subscriptions, Reference	20.00	0.00	20.00
5600 · Office Expenses - Other	20.06	563.61	-543.55
5601 · Equipment Maintenance	819.09	0.00	819.09
5602 · Supplies	1,208.50	1,052.79	155.71
5603 · Postage, Mailing Service	1,254.45	1,455.40	-200.95
5604 · Printing and Copying	1,306.37	1,229.58	76.79
5606 · Telephone, Telecommunications	2,088.21	2,602.81	-514.60
5605 · Computer/Internet/Tech	2,432.08	1,866.71	565.37
Total 5600 · Office Expenses	9,148.76	8,770.90	377.86
5000 · Programs & Services			
5002 · Merchandise	0.00	1,976.74	-1,976.74
5010 · Notary Fees	0.00	42.00	-42.00
5006 · Donations	25.00	0.00	25.00
5007 · Misc Expense			
5007 · Misc Expense - Other	10.00	30.20	-20.20
*100 · Lemoore Community Foundation	30.00	0.00	30.00
Total 5007 · Misc Expense	40.00	30.20	9.80
5009 · Bulk Mail	104.29	0.00	104.29
5005 · Public Relations	1,123.25	773.98	349.27
5004 · Dues, Subscription & Membership	1,288.95	1,286.30	2.65
5003 · Newsletter	8,800.59	10,025.81	-1,225.22
Total 5000 · Programs & Services	11,382.08	14,135.03	-2,752.95
5800 · Rental Prop Expenses			
5801 · 212 D Street	1,021.25	2,271.19	-1,249.94
5802 · 218 D Street	1,361.29	3,577.30	-2,216.01

9:01 AM
 10/24/12
 Cash Basis

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

	Jan - Sep 12	Jan - Sep 11	\$ Change
5803 · Freight Room & Suites			
5803.01 · City of Lemoore Shared Rental	1,351.00	0.00	1,351.00
5803 · Freight Room & Suites - Other	8,210.88	2,061.21	6,149.67
Total 5803 · Freight Room & Suites	<u>9,561.88</u>	<u>2,061.21</u>	<u>7,500.67</u>
Total 5800 · Rental Prop Expenses	11,944.42	7,909.70	4,034.72
5100 · Events Expense			
5112 · Lemoore H.S. Foundation	0.00	50.00	-50.00
5110 · 4th of July	0.00	340.64	-340.64
5107 · Christmas Parade & Tree Raising	296.23	530.95	-234.72
5106 · Carnival	1,414.04	632.95	781.09
5105 · Luncheons	3,970.40	4,570.17	-599.77
5102 · Installation	5,739.93	8,244.76	-2,504.83
5101 · Pizza Fest	10,022.68	8,699.59	1,323.09
5104 · Salute to Ag	10,682.23	8,769.01	1,913.22
5103 · Rockin' the Arbor Concerts			
5103 · Rockin' the Arbor Concerts - Other	0.00	18,234.11	-18,234.11
5103.4 · Bounce House Expense	450.00	0.00	450.00
5103.8 · License	500.00	0.00	500.00
5103.7 · Security	1,197.00	0.00	1,197.00
5103.9 · Other Expense	1,842.68	0.00	1,842.68
5103.3 · Food Vendors	1,882.89	0.00	1,882.89
5103.2 · Band Expense	4,730.00	0.00	4,730.00
5103.1 · Bar Expense	6,912.11	0.00	6,912.11
Total 5103 · Rockin' the Arbor Concerts	<u>17,514.68</u>	<u>18,234.11</u>	<u>-719.43</u>
Total 5100 · Events Expense	49,640.19	50,072.18	-431.99
5200 · Payroll Wages			
5202 · Events Coordinator	0.00	0.00	0.00
5207 · LCOC	0.00	0.00	0.00
5205 · DMA Wages	2,224.50	2,674.68	-450.18
5204 · Membership Coordinator	15,537.50	6,100.00	9,437.50
5203 · Office Manager	16,001.00	18,894.50	-2,893.50
5201 · CEO	30,650.11	28,620.00	2,030.11
Total 5200 · Payroll Wages	<u>64,413.11</u>	<u>56,289.18</u>	<u>8,123.93</u>
Total Expense	<u>180,000.30</u>	<u>171,144.17</u>	<u>8,856.13</u>
Net Ordinary Income	28,785.67	15,228.37	13,557.30
Other Income/Expense			
Other Income			
4950 · Tax Refund	0.00	93.00	-93.00
4900 · Interest Income	4.38	2.90	1.48
Total Other Income	4.38	95.90	-91.52
Other Expense			
5900 · Depreciation Expense	8,232.75	8,883.81	-651.06
Total Other Expense	<u>8,232.75</u>	<u>8,883.81</u>	<u>-651.06</u>
Net Other Income	-8,228.37	-8,787.91	559.54
Net Income	<u><u>20,557.30</u></u>	<u><u>6,440.46</u></u>	<u><u>14,116.84</u></u>

OCTOBER 2012 MEETING

2012 New Members

Cat	Joined	Dues	Name	Contact	Phone #	Mailing Address	City	State	Zip
B	10/3/2012	\$275.00	Sequoia Inn	Leighanna Staley	559-582-0338	1655 Mall Dr.	Hanford	CA	93230
B	10/11/2012	\$185.00	Maria Benitez Skin Care Therapy	Maria Benitez	559-410-1080	1826 N. 10th Ave.	Hanford	CA	93230
B	10/12/2012	\$185.00	Cinnamon Villas Apartments	Alicia Sierra	559-994-2481	335 Cinnamon Dr.	Lemoore	CA	93245
B	10/12/2012	\$215.00	Gunny's Sandwich Shop	Maximillian Vernon	559-707-7623	514 N. Lemoore Ave.	Lemoore	CA	93245
B	10/19/2012	\$185.00	Thirty One Gifts	Patti Larmon	559-707-9822	1035 Temple Ct.	Lemoore	CA	93245
B	10/23/2012	\$185.00	Ron's Auto Shop	Ron Scholz	559-924-9751	975 East D St.	Lemoore	CA	93245

\$1,230.00

2012 Renewing Members-Sep/Oct

Date	Cat	Dues	Name
9/28/2012	N	150.00	SHRM of Tulare-Kings County
10/3/2012	B	185.00	Subway of Lemoore
10/9/2012	B	215.00	Cal Viva Health Net
10/10/2012	B	215.00	Family Eye Care
10/10/2012	B	185.00	AAA Radiators & Mufflers
10/12/2012	B	185.00	Lahodnys' Write Stuff
10/18/2012	B	185.00	Rossiter Wealth Management
10/18/2012	N	150.00	Chicano Correctional Workers Assn.
10/18/2012	B	275.00	All Valley Printing
10/18/2012	B	185.00	Villa San Joaquin
10/18/2012	B	185.00	Montgomery Crossing
10/18/2012	B	185.00	Lemoore Villa Apartments
10/18/2012	B	185.00	Lemoore Elderly Apartments

\$2,485.00

2012 Dropped Members

Cat.	Joined	Bill Mo.	Business/Name	Contact	Phone	dues	Reason
Not Renewing:							
B	Oct-93	Jan	Mary's Fashion & Décor	Mary Agcaoili	559-925-0550	\$185	Retiring.
B	Apr-11	Apr	Avon-Lisa Schmidt	Lisa Schmidt	559-270-9682	\$185	out of business
N	Jul-10	Jul	US Army	Deborah Stafford	559-582-9561	\$150	no budget for memberships
B	May-10	May	TCR Hair Design Int'l.	Edmund Rosario	559-925-1220	\$185	going out of business

\$705

