

**Seal Beach Chamber of Commerce**  
**Profit & Loss**  
**August 2007 through January 2008**

|  | Aug '07 - Jan 08  | Aug '06 - Jan 07 |
|--|-------------------|------------------|
| <b>Income</b>                            |                   |                  |
| <b>Memberships</b>                       |                   |                  |
| Corporate memberships                    | 700.00            | 0.00             |
| Business memberships                     | 12,060.00         | 12,660.00        |
| Non-profit memberships                   | 650.00            | 780.00           |
| Associate memberships                    | 370.00            | 180.00           |
| <b>Total Memberships</b>                 | <b>13,780.00</b>  | <b>13,620.00</b> |
| <b>Christmas Parade</b>                  |                   |                  |
| <b>Christmas Parade income</b>           |                   |                  |
| Christmas Parade-sponsorship             | 1,800.00          | 2,277.00         |
| Christmas Parade-entry fees              | 1,825.00          | 1,625.00         |
| <b>Total Christmas Parade income</b>     | <b>3,625.00</b>   | <b>3,902.00</b>  |
| <b>Christmas Parade expenses</b>         |                   |                  |
|  | -2,058.19         | -2,444.92        |
| <b>Total Christmas Parade</b>            | <b>1,566.81</b>   | <b>1,457.08</b>  |
| <b>Santa and Reindeer</b>                |                   |                  |
| <b>Santa &amp; Reindeer income</b>       |                   |                  |
| Reindeer-admissions                      | 813.00            | 741.48           |
| Reindeer-sponsorship                     | 942.00            | 900.00           |
| <b>Total Santa &amp; Reindeer income</b> | <b>1,755.00</b>   | <b>1,641.48</b>  |
| <b>Santa &amp; Reindeer expense</b>      |                   |                  |
|  | -3,232.08         | -3,013.54        |
| <b>Total Santa and Reindeer</b>          | <b>-1,477.08</b>  | <b>-1,372.06</b> |
| <b>Health Fair</b>                       |                   |                  |
| <b>Health Fair vendor fees</b>           |                   |                  |
|  | 600.00            | 0.00             |
| <b>Total Health Fair</b>                 | <b>600.00</b>     | <b>0.00</b>      |
| <b>Car Show</b>                          |                   |                  |
| <b>Car Show income</b>                   |                   |                  |
| Entry fees                               | 0.00              | 10,350.00        |
| Trophy sponsorship                       | 100.00            | 0.00             |
| <b>Total Car Show income</b>             | <b>100.00</b>     | <b>10,350.00</b> |
| <b>Car Show expenses</b>                 |                   |                  |
| Advertising & promo                      | -540.00           | -85.00           |
| Operations                               | -58.76            | -100.00          |
| Tee shirts                               | 0.00              | -1,500.00        |
| <b>Total Car Show expenses</b>           | <b>-598.76</b>    | <b>-1,685.00</b> |
| <b>Total Car Show</b>                    | <b>-498.76</b>    | <b>8,665.00</b>  |
| <b>Summer Concert Series</b>             |                   |                  |
| <b>Summer Concert income</b>             |                   |                  |
|  | 1,377.00          | 2,408.00         |
| <b>Summer Concert expenses</b>           |                   |                  |
|  | -2,218.00         | -1,477.04        |
| <b>Total Summer Concert Series</b>       | <b>-841.00</b>    | <b>930.96</b>    |
| <b>Business Directory</b>                |                   |                  |
| <b>Bus Dir ad income</b>                 |                   |                  |
|  | 23,188.50         | 1,275.00         |
| <b>Bus Dir expenses</b>                  |                   |                  |
| Bus Dir ad solicitation exp              | -9,295.40         | 0.00             |
| Bus Dir printing exp                     | -1,500.00         | -3,831.35        |
| <b>Total Bus Dir expenses</b>            | <b>-10,795.40</b> | <b>-3,831.35</b> |
| <b>Total Business Directory</b>          | <b>12,393.10</b>  | <b>-2,556.35</b> |
| <b>Interest Income</b>                   |                   |                  |
|  | 508.90            | 0.00             |
| <b>Total Income</b>                      | <b>26,031.97</b>  | <b>20,744.63</b> |
| <b>Expense</b>                           |                   |                  |
| Administrative                           | 90.28             | 0.00             |
| Advertising & marketing                  | 374.30            | 204.00           |
| Board Member Gifts                       | 224.54            | 162.43           |
| CPA- annual tax filing                   | 350.00            | 575.00           |
| Credit card fees                         | 210.44            | 0.00             |

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**Seal Beach Chamber of Commerce**  
**Profit & Loss**  
**August 2007 through January 2008**

|                          | <u>Aug '07 - Jan 08</u> | <u>Aug '06 - Jan 07</u> |
|--------------------------|-------------------------|-------------------------|
| Donations                | 0.00                    | 0.00                    |
| Event sponsorship        | 300.00                  | 0.00                    |
| Internet access          | 419.70                  | 354.50                  |
| Liability Ins            | 1,305.00                | 2,688.16                |
| Licenses & permits       | 155.00                  | 140.00                  |
| Marketing                | 466.02                  | 0.00                    |
| Miscellaneous            | 40.00                   | 202.30                  |
| Mixer Door Prizes        | 344.95                  | 0.00                    |
| Monthly meeting expenses | 573.34                  | 459.88                  |
| Office maintenance fees  | 539.00                  | 462.00                  |
| Office supplies          | 543.97                  | 264.02                  |
| Officer badges           | 51.40                   | 132.91                  |
| Postage                  | 433.06                  | 163.25                  |
| Printing & reproduction  | 154.55                  | 44.40                   |
| Promotions               | 0.00                    | 268.00                  |
| Property Tax             | 15.31                   | 0.00                    |
| Telephone                | 949.49                  | 890.42                  |
| Wages                    | 1,971.00                | 1,620.00                |
| Web hosting fees         | 225.00                  | 165.00                  |
| Web site maintenance     | 49.99                   | 2,640.00                |
| <b>Total Expense</b>     | <u>9,786.34</u>         | <u>11,436.27</u>        |
| <b>Net Income</b>        | <u><b>16,245.63</b></u> | <u><b>9,308.36</b></u>  |