

## Seal Beach Chamber of Commerce

### Profit & Loss

August 2007 through July 2008

	Aug '07 - Jul 08	Aug '06 - Jul 07	% Change
<b>Income</b>			
<b>Memberships</b>			
Corporate memberships	1,400.00	0.00	100.0%
Business memberships	27,340.00	21,300.00	28.4%
Non-profit memberships	1,150.00	1,080.00	6.5%
Associate memberships	1,050.00	180.00	483.3%
<b>Total Memberships</b>	30,940.00	22,560.00	37.2%
<b>Christmas Parade</b>			
Christmas Parade income			
Christmas Parade-sponsorship	1,800.00	2,277.00	-21.0%
Christmas Parade-entry fees	1,825.00	1,625.00	12.3%
<b>Total Christmas Parade income</b>	3,625.00	3,902.00	-7.1%
Christmas Parade expenses	-2,058.19	-2,444.92	15.8%
<b>Total Christmas Parade</b>	1,566.81	1,457.08	7.5%
<b>Santa and Reindeer</b>			
Santa & Reindeer income			
Reindeer-admissions	813.00	741.48	9.7%
Reindeer-sponsorship	942.00	900.00	4.7%
<b>Total Santa &amp; Reindeer income</b>	1,755.00	1,641.48	6.9%
Santa & Reindeer expense	-3,232.08	-3,013.54	-7.3%
<b>Total Santa and Reindeer</b>	-1,477.08	-1,372.06	-7.7%
<b>Health Fair</b>			
Health Fair vendor fees	2,950.00	0.00	100.0%
Health Fair expenses	-1,847.07	0.00	-100.0%
<b>Total Health Fair</b>	1,102.93	0.00	100.0%
<b>Springfest</b>			
Springfest sponsorship	520.00	0.00	100.0%
Springfest expenses	-610.00	0.00	-100.0%
<b>Total Springfest</b>	-90.00	0.00	-100.0%
<b>Car Show</b>			
Car Show income			
Entry fees	14,555.00	12,100.00	20.3%
Sponsorship & vendor fees	10,075.00	6,950.00	45.0%
Trophy sponsorship	1,600.00	700.00	128.6%
Tee shirt sales	8,190.00	6,461.00	26.8%
Other revenue	0.00	400.00	-100.0%
<b>Total Car Show income</b>	34,420.00	26,611.00	29.4%
Car Show expenses			
Bands	-2,850.00	-1,600.00	-78.1%
Advertising & promo	-2,907.91	-2,701.69	-7.6%
Operations	-6,189.60	-4,202.08	-47.3%
Trophies	-1,600.89	-904.24	-77.0%
Tee shirts	-6,301.22	-5,191.36	-21.4%
<b>Total Car Show expenses</b>	-19,849.62	-14,599.37	-36.0%
<b>Total Car Show</b>	14,570.38	12,011.63	21.3%
<b>Police Banquet</b>			
Ticket sales & donations	3,655.00	11,900.00	-69.3%
Expenses	-9,190.47	-12,022.74	23.6%
<b>Total Police Banquet</b>	-5,535.47	-122.74	-4,409.9%
<b>Summer Concert Series</b>			
Summer Concert income	7,118.00	5,815.00	22.4%
Summer Concert expenses	-5,524.20	-4,021.71	-37.4%
<b>Total Summer Concert Series</b>	1,593.80	1,793.29	-11.1%
<b>Business Directory</b>			
Bus Dir ad income	30,523.50	1,325.00	2,203.7%

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August 2007 through July 2008

	Aug '07 - Jul 08	Aug '06 - Jul 07	% Change
<b>Bus Dir expenses</b>			
Bus Dir ad solicitation exp	-12,189.40	0.00	-100.0%
Bus Dir printing exp	-22,803.75	-3,831.35	-495.2%
<b>Total Bus Dir expenses</b>	<b>-34,993.15</b>	<b>-3,831.35</b>	<b>-813.3%</b>
<b>Total Business Directory</b>	<b>-4,469.65</b>	<b>-2,506.35</b>	<b>-78.3%</b>
<b>Interest Income</b>	<b>1,028.69</b>	<b>37.41</b>	<b>2,649.8%</b>
<b>Total Income</b>	<b>39,230.41</b>	<b>33,858.26</b>	<b>15.9%</b>
<b>Expense</b>			
Administrative	90.28	35.00	157.9%
Advertising & marketing	443.30	273.00	62.4%
Bank charges	39.60	32.89	20.4%
Board Member Gifts	633.99	162.43	290.3%
Contract Services	1,000.00	0.00	100.0%
CPA- annual tax filing	350.00	575.00	-39.1%
Credit card fees	622.13	0.00	100.0%
Donations	126.98	0.00	100.0%
Event sponsorship	1,500.00	700.00	114.3%
Internet access	839.40	824.00	1.9%
Liability Ins	2,070.00	4,893.36	-57.7%
Licenses & permits	155.00	140.00	10.7%
Loss on disposal of fixed asset	0.00	1,597.00	-100.0%
Marketing	953.52	0.00	100.0%
Miscellaneous	40.00	302.30	-86.8%
Mixer expense	609.95	0.00	100.0%
Monthly meeting expenses	1,198.58	1,073.79	11.6%
Office maintenance fees	1,006.00	924.00	8.9%
Office supplies	1,227.71	526.69	133.1%
Officer badges	51.40	132.91	-61.3%
Permits	40.00	100.00	-60.0%
Postage	700.09	477.39	46.7%
Printing & reproduction	154.55	59.40	160.2%
Promotions	0.00	449.86	-100.0%
Property Tax	59.14	0.00	100.0%
Telephone	1,945.27	1,859.17	4.6%
Wages	4,476.30	3,654.00	22.5%
Web hosting fees	510.00	240.00	112.5%
Web site maintenance	49.99	2,640.00	-98.1%
<b>Total Expense</b>	<b>20,893.18</b>	<b>21,672.19</b>	<b>-3.6%</b>
<b>Net Income</b>	<b>18,337.23</b>	<b>12,186.07</b>	<b>50.5%</b>