

**Calistoga Chamber of Commerce
 Profit & Loss
 July 2007 through March 2008**

Jul '07 - Mar 08

Ordinary Income/Expense		
Income		
4000 · INCOME		
4100 · PROGRAM REVENUE		
4103 · Board/Membership Meeting		-254.83
4124 · Marketing Assessment		57.14
4160 · Office Sales		
4161 · Cards & Magnets		1,280.01
4162 · Maps		536.54
4163 · Posters		415.80
4164 · Vintage books-Napa Val Guide		16.95
4165.1 · Coins Callistoga Logo		21.00
4165.2 · License Plate Frames		21.00
4165.4 · Christmas Ornament		65.00
4168 · Herrero Prints		
4168.1 · Sale of Print		160.00
4168.2 · Pay Sales Print		-120.00
4168 · Herrero Prints - Other		160.00
Total 4168 · Herrero Prints		<u>200.00</u>
4160 · Office Sales - Other		<u>223.56</u>
Total 4160 · Office Sales		<u>2,779.86</u>
Total 4100 · PROGRAM REVENUE		<u>2,582.17</u>
Total 4000 · INCOME		2,582.17
4500 · VISITORS CENTER INCOME		
4501 · City Contract		267,929.15
Total 4500 · VISITORS CENTER INCOME		<u>267,929.15</u>
Total Income		270,511.32
Expense		
5000 · OPERATING EXPENSES		
5100 · PROGRAM EXPENSES		
5102 · Accounting & Legal		2,164.24
5110 · Brd/Membership Meetings		2,340.54
5120 · Conferences & Seminars		1,714.69
5123 · Staff Training		365.73
5125 · Copier Contract & Supplies		1,974.00
5136 · Dues and Subscriptions		1,147.00
5137 · Entertainment & Meals		652.15
5140 · Insurance		5,918.58
5145 · Newsletter-Production		216.29
5150 · Office/ComputerSupplies		5,850.78
5155 · Postage-Office/Membership		440.79
5160 · Office Sales		
5162 · Maps		182.15
5163 · Posters/Cards		1,929.80
5164 · Books-Napa Valley Guide		10.64
5160 · Office Sales - Other		310.62
Total 5160 · Office Sales		<u>2,433.21</u>
5175 · Rent		10,320.00
5176 · Storage		909.31
5180 · Repairs & Maint		7,327.18
5187 · Taxes-Federal/State		66.73
5190 · Telephone/Fax		2,680.25
5193 · Travel & Mileage		345.23
5195 · Utilities		2,253.40
5210 · Other Program Expenses		79.83
Total 5100 · PROGRAM EXPENSES		<u>49,199.93</u>
5300 · EVENT EXPENSE		
5318 · Callistoga Christmas		1,502.87
5325 · Concerts in the Park		381.00
5330 · Community Awards Dinner		5,973.70

**Calistoga Chamber of Commerce
 Profit & Loss
 July 2007 through March 2008**

	<u>Jul '07 - Mar 08</u>
5346 · Friday Night Dance	150.00
Total 5300 · EVENT EXPENSE	8,007.57
5400 · MARKETING and ADVERTISING	
5402 · Trade Show Marketing	17,898.01
5404 · Media PR Program	
5404.1 · Wolf Communications	22,987.50
5404 · Media PR Program - Other	1,500.00
Total 5404 · Media PR Program	24,487.50
5405 · Contract Services/Agency Fee	300.00
5415 · Mailing Expense-Brochures	1,062.04
5420 · Advertising Guides	
5422 · Our Town - NV Publishing	675.00
5426 · Napa Valley Guide	3,590.00
5429 · Sonoma Cty Tourism Guide	3,925.00
Total 5420 · Advertising Guides	8,190.00
5430 · INTERNET - WWW	
5431 · Website Promotion	2,400.00
5434 · Website Development	7,955.00
5436 · Domain Names	821.08
Total 5430 · INTERNET - WWW	11,176.08
5450 · PRINT MEDIA	
5458 · Regional Publications	
5458.1 · Vintage Publicatlons	912.00
5458 · Regional Publications - Other	2,011.30
Total 5458 · Regional Publications	2,923.30
Total 5450 · PRINT MEDIA	2,923.30
5470 · OTHER ADVERTISING EXP	
5472 · Media Photo/Video	-200.00
5474 · Entertainment & Meals	783.04
5476 · Telephone/Fax	170.22
5477 · Travel & Mileage	2,771.97
Total 5470 · OTHER ADVERTISING EXP	3,525.23
5480 · Printed Collateral	5,528.54
5400 · MARKETING and ADVERTISING - Other	100.00
Total 5400 · MARKETING and ADVERTISING	75,190.70
5000 · OPERATING EXPENSES - Other	228.00
Total 5000 · OPERATING EXPENSES	132,626.20
6560 · Payroll Expenses	
6560.10 · Employee Benefits	1,586.41
6560.2 · Employee Wages	117,260.25
6560.3 · ETT-Company	67.58
6560.4 · FUTA-Company	540.72
6560.5 · Social Security-Company	6,661.91
6560.6 · MediCare-Company	1,558.02
6560.7 · SUTA-Company	2,804.18
6560.9 · Workers' Compensation Insurance	165.05
Total 6560 · Payroll Expenses	130,644.12
Total Expense	263,270.32
Net Ordinary Income	7,241.00
Net Income	7,241.00