

Indian River Chamber of Commerce
Profit & Loss Prev Year Comparison
 January 1 through December 1, 2017

	Jan 1 - Dec 1, 17	Jan 1 - Dec 1, 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
Ambassador's Income				
BAH	96.33	1,855.00	-1,758.67	-94.8%
Other Ambassador's Income	100.00	1,075.70	-975.70	-90.7%
Ambassador's Income - Other	0.00	275.00	-275.00	-100.0%
Total Ambassador's Income	196.33	3,205.70	-3,009.37	-93.9%
Event's Income				
Annual Awards Dinner	1,620.00	1,976.00	-356.00	-18.0%
Artisans Market	490.00	0.00	490.00	100.0%
Christmas Craft Show	18,050.00	17,902.00	148.00	0.8%
Fallfest				
Drinks	1,788.00	0.00	1,788.00	100.0%
Food	278.00	0.00	278.00	100.0%
Gate Entry	985.00	0.00	985.00	100.0%
Sponsor	300.00	0.00	300.00	100.0%
Total Fallfest	3,351.00	0.00	3,351.00	100.0%
Spring Fling				
Donations	750.00	0.00	750.00	100.0%
Entertainment Tent Drinks	1,488.00	0.00	1,488.00	100.0%
Poker-Walk	35.00	0.00	35.00	100.0%
Raffle	185.00	0.00	185.00	100.0%
Sponsor	700.00	0.00	700.00	100.0%
Spring Fling - Other	600.00	0.00	600.00	100.0%
Total Spring Fling	3,758.00	0.00	3,758.00	100.0%
SummerFest Income				
Beach Bash				
Sponsor - Beach Bash	250.00	1,250.00	-1,000.00	-80.0%
Total Beach Bash	250.00	1,250.00	-1,000.00	-80.0%
Buttons	0.00	4.00	-4.00	-100.0%
Car Show				
Sponsor - Car Show	250.00	1,300.00	-1,050.00	-80.8%
Car Show - Other	1,533.00	1,663.00	-130.00	-7.8%
Total Car Show	1,783.00	2,963.00	-1,180.00	-39.8%
Children's Activity Area				
Sponsor-Children's Activity Area	300.00	0.00	300.00	100.0%
Total Children's Activity Area	300.00	0.00	300.00	100.0%
Chili Cook Off	0.00	218.00	-218.00	-100.0%
Concession	1,368.00	121.35	1,246.65	1,027.3%
Craft Show				
Sponsor - Craft Show	150.00	500.00	-350.00	-70.0%
Craft Show - Other	5,625.00	4,050.00	1,575.00	38.9%
Total Craft Show	5,775.00	4,550.00	1,225.00	26.9%
Duck Race	258.00	506.00	-248.00	-49.0%
Entertainment - Thursday	1,478.00	50.00	1,428.00	2,856.0%
Entertainment Tent - Friday				
Sponsor - Friday Tent	0.00	750.00	-750.00	-100.0%
Entertainment Tent - Friday - Other	5,284.00	3,952.00	1,332.00	33.7%
Total Entertainment Tent - Friday	5,284.00	4,702.00	582.00	12.4%
Entertainment Tent - Saturday				
Sponsor - Saturday Tent	0.00	250.00	-250.00	-100.0%
Entertainment Tent - Saturday - Other	7,778.00	8,590.00	-812.00	-9.5%
Total Entertainment Tent - Saturday	7,778.00	8,840.00	-1,062.00	-12.0%
Major - Sponsors	0.00	9,500.00	-9,500.00	-100.0%
Merchandise	1,479.00	528.00	951.00	180.1%
Non-Cash Contributions -Raffles	93.00	0.00	93.00	100.0%
Pizza Contest	0.00	374.00	-374.00	-100.0%

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Sand Drags				
Driver Entry	0.00	645.00	-645.00	-100.0%
Gate Entry	0.00	310.00	-310.00	-100.0%
Sand Drags - Other	1,645.00	2,155.00	-510.00	-23.7%
Total Sand Drags	1,645.00	3,110.00	-1,465.00	-47.1%
SF Raffle	4,010.00	4,150.00	-140.00	-3.4%
Summerfest 50/50	0.00	150.00	-150.00	-100.0%
Teen Dance				
Sponsor - Teen Dance	0.00	500.00	-500.00	-100.0%
Teen Dance - Other	0.00	177.00	-177.00	-100.0%
Total Teen Dance	0.00	677.00	-677.00	-100.0%
SummerFest Income - Other	8,750.00	1,350.00	7,400.00	548.2%
Total SummerFest Income	40,251.00	43,043.35	-2,792.35	-6.5%
Winterfest				
Entertainment Tent	9,817.00	10,496.00	-679.00	-6.5%
Raffle	3,895.00	4,792.00	-897.00	-18.7%
Sponsor-Winterfest	0.00	3,194.00	-3,194.00	-100.0%
Winterfest Poker Run	1,800.00	1,200.00	600.00	50.0%
Winterfest - Other	13,199.00	4,482.96	8,716.04	194.4%
Total Winterfest	28,711.00	24,164.96	4,546.04	18.8%
Event's Income - Other	986.39	1,118.00	-131.61	-11.8%
Total Event's Income	97,217.39	88,204.31	9,013.08	10.2%
Marketing Income				
Merchandise/Other				
Indian Riveropoly	50.00	84.15	-34.15	-40.6%
Navigational Charts	490.00	105.09	384.91	366.3%
Waterway Guides	190.00	70.00	120.00	171.4%
Waterway Poster	2.00	9.44	-7.44	-78.8%
Merchandise/Other - Other	150.00	200.00	-50.00	-25.0%
Total Merchandise/Other	882.00	468.68	413.32	88.2%
Website	0.00	-30.00	30.00	100.0%
Total Marketing Income	882.00	438.68	443.32	101.1%
Membership Income				
Membership Dues	43,901.02	41,594.53	2,306.49	5.6%
Total Membership Income	43,901.02	41,594.53	2,306.49	5.6%
Tourist Bureau Income				
Administration fee	8,660.00	0.00	8,660.00	100.0%
Internet	300.00	0.00	300.00	100.0%
Tourist Bureau-Telphone	600.00	0.00	600.00	100.0%
Tourist Bureau - Postage Fee	1,650.00	0.00	1,650.00	100.0%
Tourist Bureau Income - Other	1,400.00	0.00	1,400.00	100.0%
Total Tourist Bureau Income	12,610.00	0.00	12,610.00	100.0%
Total Income	154,806.74	133,443.22	21,363.52	16.0%
Gross Profit	154,806.74	133,443.22	21,363.52	16.0%
Expense				
Advertising				
Events	210.00	175.84	34.16	19.4%
Marketing	484.00	430.00	54.00	12.6%
Advertising - Other	0.00	1,508.35	-1,508.35	-100.0%
Total Advertising	694.00	2,114.19	-1,420.19	-67.2%

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Ambassador's Expense				
BAH	116.84	200.00	-83.16	-41.6%
Community Pride Day	425.00	425.00	0.00	0.0%
Donations	42.97	0.00	42.97	100.0%
Marketing Expense-Ambassadors	383.02	0.00	383.02	100.0%
Membership Decals	75.00	0.00	75.00	100.0%
Other Ambassador Expenses	-10.90	-75.00	64.10	85.5%
Rhythm on the River	1,200.00	1,109.70	90.30	8.1%
Total Ambassador's Expense	2,231.93	1,659.70	572.23	34.5%
Bank Service Charges				
Account Fees	50.00	0.00	50.00	100.0%
Total Bank Service Charges	50.00	0.00	50.00	100.0%
Dues and Subscriptions	160.00	0.00	160.00	100.0%
Employee Expenses				
Cell Phone	550.00	200.00	350.00	175.0%
Employee Education	0.00	40.27	-40.27	-100.0%
Insurance Reimbursement	1,650.00	0.00	1,650.00	100.0%
Lodging Reimbursement	0.00	283.54	-283.54	-100.0%
Mileage Reimbursement	432.82	367.22	65.60	17.9%
Total Employee Expenses	2,632.82	891.03	1,741.79	195.5%
Event's Expense				
Annual Awards Dinner				
Awards expense	529.84	0.00	529.84	100.0%
Dinner	1,977.60	0.00	1,977.60	100.0%
Marketing Expense	0.00	240.40	-240.40	-100.0%
Annual Awards Dinner - Other	0.00	2,158.00	-2,158.00	-100.0%
Total Annual Awards Dinner	2,507.44	2,398.40	109.04	4.6%
Artisans Market				
Marketing	570.39	0.00	570.39	100.0%
Permits	170.00	0.00	170.00	100.0%
Total Artisans Market	740.39	0.00	740.39	100.0%
BAH	0.00	125.00	-125.00	-100.0%
Christmas Craft Show				
Marketing Expense	0.00	91.16	-91.16	-100.0%
Refreshments	0.00	33.52	-33.52	-100.0%
Christmas Craft Show - Other	0.00	2,700.00	-2,700.00	-100.0%
Total Christmas Craft Show	0.00	2,824.68	-2,824.68	-100.0%
Christmas in Indian River	0.00	300.00	-300.00	-100.0%
Fallfest				
Advertising	215.26	0.00	215.26	100.0%
Beverages	1,080.35	0.00	1,080.35	100.0%
Entertainment	1,572.91	0.00	1,572.91	100.0%
Insurance	430.00	0.00	430.00	100.0%
License	25.00	0.00	25.00	100.0%
Total Fallfest	3,323.52	0.00	3,323.52	100.0%
Spring Fling				
Huron Distributors	250.75	0.00	250.75	100.0%
Insurance	625.00	0.00	625.00	100.0%
License	50.00	0.00	50.00	100.0%
Marketing	380.71	0.00	380.71	100.0%
Prizes	199.30	0.00	199.30	100.0%
Seasons of the North	323.50	0.00	323.50	100.0%
Startup cash	600.00	0.00	600.00	100.0%
Supplies	75.13	0.00	75.13	100.0%
Total Spring Fling	2,504.39	0.00	2,504.39	100.0%

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Summerfest Expense				
Beach Bash	776.79	99.92	676.87	677.4%
Car Show	1,280.34	831.37	448.97	54.0%
Children's Activity Area	0.00	715.00	-715.00	-100.0%
Chili Cook Off	0.00	161.24	-161.24	-100.0%
Concession	562.50	0.00	562.50	100.0%
Driver Payout	0.00	920.00	-920.00	-100.0%
Duck Race	153.57	0.00	153.57	100.0%
Entertainment Tent				
Beverages Entertainment tent	3,325.29	0.00	3,325.29	100.0%
Entertainment Tent Raffle	823.71	0.00	823.71	100.0%
Ice	670.00	0.00	670.00	100.0%
Music Entertainment tent	2,350.00	0.00	2,350.00	100.0%
Entertainment Tent - Other	4,462.29	10,027.98	-5,565.69	-55.5%
Total Entertainment Tent	11,631.29	10,027.98	1,603.31	16.0%
Family Fun Nite BBQ	500.00	0.00	500.00	100.0%
Garbage Removal	1,156.57	980.00	176.57	18.0%
Major - Marina Park	0.00	250.00	-250.00	-100.0%
Marketing Expense - General	2,921.79	5,045.21	-2,123.42	-42.1%
Merchandise - General	47.44	1,938.00	-1,890.56	-97.6%
Permits	378.00	0.00	378.00	100.0%
Pizza Contest	0.00	666.07	-666.07	-100.0%
Porta Johns	1,545.00	1,582.50	-37.50	-2.4%
Sand Drags				
Porta Jons	160.00	0.00	160.00	100.0%
Sand Drag Anouncer	300.00	110.00	190.00	172.7%
Sand Drag Insurance	0.00	530.00	-530.00	-100.0%
Sand Drag Trophy's	248.04	0.00	248.04	100.0%
Sand Drags Timing Lights	300.00	300.00	0.00	0.0%
Total Sand Drags	1,008.04	940.00	68.04	7.2%
Special Event Liability Insuranc	995.00	960.00	35.00	3.7%
Summerfest Tee Shirts	2,006.28	0.00	2,006.28	100.0%
Teen Dance	0.00	250.00	-250.00	-100.0%
Summerfest Expense - Other	0.00	125.00	-125.00	-100.0%
Total Summerfest Expense	24,962.61	25,492.29	-529.68	-2.1%
Summerfest Raffle				
Raffle Pay Out	0.00	75.00	-75.00	-100.0%
Total Summerfest Raffle	0.00	75.00	-75.00	-100.0%
Taste of the North	125.00	0.00	125.00	100.0%
Visiting Events				
Old 27 Tour	0.00	200.00	-200.00	-100.0%
Total Visiting Events	0.00	200.00	-200.00	-100.0%
Winterfest				
Entertainment Tent	4,473.63	3,655.40	818.23	22.4%
Family Events	0.00	335.83	-335.83	-100.0%
License	50.00	0.00	50.00	100.0%
Marketing	1,330.43	420.00	910.43	216.8%
Permit Fees	630.00	232.00	398.00	171.6%
Prize Items	650.00	0.00	650.00	100.0%
Raffle	50.00	2,875.00	-2,825.00	-98.3%
Venue	0.00	413.00	-413.00	-100.0%
Winterfest Poker Run	95.40	322.44	-227.04	-70.4%
Winterfest - Other	0.00	1,654.24	-1,654.24	-100.0%
Total Winterfest	7,279.46	9,907.91	-2,628.45	-26.5%
Total Event's Expense	41,442.81	41,323.28	119.53	0.3%

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Insurance				
Commercial (Building/Liability)	2,210.75	2,623.75	-413.00	-15.7%
Directors/Officers	1,348.00	1,359.79	-11.79	-0.9%
Liability Insurance	250.00	0.00	250.00	100.0%
Total Insurance	3,808.75	3,983.54	-174.79	-4.4%
Insurance Reimbursement	0.00	640.00	-640.00	-100.0%
Marketing Expense				
Adv-Billboards				
License Fee	771.00	100.00	671.00	671.0%
Signs/Banners/Vinyls	0.00	250.00	-250.00	-100.0%
Adv-Billboards - Other	562.00	52.00	510.00	980.8%
Total Adv-Billboards	1,333.00	402.00	931.00	231.6%
Adv-Newspaper/Magzn/Directories				
Advertisement Fee	1,397.62	551.80	845.82	153.3%
Adv-Newspaper/Magzn/Directories - Other	100.00	0.00	100.00	100.0%
Total Adv-Newspaper/Magzn/Directories	1,497.62	551.80	945.82	171.4%
Merchandise				
Decals/ Buttons/ Pins	68.75	0.00	68.75	100.0%
MOOD Inland Waterway DVD	0.00	500.00	-500.00	-100.0%
Navigational Chart	204.00	204.00	0.00	0.0%
Reflections Book	230.00	0.00	230.00	100.0%
Waterway Guides	50.00	120.00	-70.00	-58.3%
Total Merchandise	552.75	824.00	-271.25	-32.9%
Marketing Expense - Other	241.45	698.25	-456.80	-65.4%
Total Marketing Expense	3,624.82	2,476.05	1,148.77	46.4%
MI Sales Tax	0.00	0.00	0.00	0.0%
Miscellaneous Expense	79.78	0.00	79.78	100.0%
Office Expense				
Office Equipment	-19.00	940.78	-959.78	-102.0%
Office Supplies	1,741.25	1,368.65	372.60	27.2%
Office Expense - Other	0.00	147.51	-147.51	-100.0%
Total Office Expense	1,722.25	2,456.94	-734.69	-29.9%
Payroll Expense	42,129.62	37,931.01	4,198.61	11.1%
Permits	75.00	0.00	75.00	100.0%
Petty Cash	0.00	-100.00	100.00	100.0%
Postage				
Chamber related Bulk Mailings	73.27	0.00	73.27	100.0%
Postage - Charts/Guides	-99.10	-24.78	-74.32	-299.9%
Postage - General	1,056.86	226.55	830.31	366.5%
Postage - Information Packets	475.16	600.03	-124.87	-20.8%
Postage - Member Services	9.90	0.00	9.90	100.0%
Postage - Membership Recruit.	73.84	170.07	-96.23	-56.6%
Postage - Other	-9.90	-79.83	69.93	87.6%
Total Postage	1,580.03	892.04	687.99	77.1%
Professional Fees				
Accounting	571.67	10.90	560.77	5,144.7%
Computer Service	125.00	400.00	-275.00	-68.8%
Legal Fees	0.00	50.00	-50.00	-100.0%
Mich. Nonprofit Annual Report	20.00	20.00	0.00	0.0%
Total Professional Fees	716.67	480.90	235.77	49.0%
Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
Repairs & Maintenance				
Building Repair & Maintenance	20,600.00	1,609.00	18,991.00	1,180.3%
Equipment Repair	202.42	305.00	-102.58	-33.6%
Total Repairs & Maintenance	20,802.42	1,914.00	18,888.42	986.9%
Taxes - Property	2,109.50	1,227.58	881.92	71.8%

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Utilities				
Electric	933.05	900.70	32.35	3.6%
Garbage Removal	331.35	259.04	72.31	27.9%
Natural Gas	678.10	804.64	-126.54	-15.7%
Sewer/Water	336.24	243.24	93.00	38.2%
Telephone/Internet	2,273.73	1,851.57	422.16	22.8%
Utilities - Other	0.00	146.25	-146.25	-100.0%
Total Utilities	4,552.47	4,205.44	347.03	8.3%
Website	341.99	1,934.42	-1,592.43	-82.3%
Total Expense	128,754.86	104,030.12	24,724.74	23.8%
Net Ordinary Income	26,051.88	29,413.10	-3,361.22	-11.4%
Other Income/Expense				
Other Expense				
State Discount	-28.88	0.00	-28.88	-100.0%
Total Other Expense	-28.88	0.00	-28.88	-100.0%
Net Other Income	28.88	0.00	28.88	100.0%
Net Income	26,080.76	29,413.10	-3,332.34	-11.3%