

Indian River Chamber of Commerce Custom Summary Report January through December 2019

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Ambassador's Income				
BAH	97.50	0.00	97.50	100.0%
Other Ambassador's Income	1,904.00	0.00	1,904.00	100.0%
Total Ambassador's Income	2,001.50	0.00	2,001.50	100.0%
Event's Income				
Bass Nation	0.00	150.00	-150.00	-100.0%
Christmas Craft Show	17,250.00	18,168.00	-918.00	-5.1%
Golf Outing	1,610.00	0.00	1,610.00	100.0%
Spring Fling				
Business Expo	1,750.00	0.00	1,750.00	100.0%
Donations	375.00	0.00	375.00	100.0%
Entertainment Tent Drinks	0.00	139.00	-139.00	-100.0%
Sponsor	625.00	0.00	625.00	100.0%
Spring Fling - Other	0.00	600.00	-600.00	-100.0%
Total Spring Fling	2,750.00	739.00	2,011.00	272.1%
Startup Cash	5,847.00	5,400.00	447.00	8.3%
SummerFest Income				
Car Show	800.00	883.15	-83.15	-9.4%
Concession	0.00	546.00	-546.00	-100.0%
Corn Hole Competition	240.00	130.00	110.00	84.6%
Craft Show	4,400.00	4,650.00	-250.00	-5.4%
Entertainment - Thursday				
Duck Race	162.00	214.00	-52.00	-24.3%
Entertainment - Thursday - Other	0.00	1,374.75	-1,374.75	-100.0%
Total Entertainment - Thursday	162.00	1,588.75	-1,426.75	-89.8%
Entertainment Tent - Friday				
Beverage Sales	2,318.45	1,910.60	407.85	21.4%
Friday Tent Raffle	415.00	0.00	415.00	100.0%
Entertainment Tent - Friday - Ot...	5,578.30	5,561.00	17.30	0.3%
Total Entertainment Tent - Friday	8,311.75	7,471.60	840.15	11.2%
Entertainment Tent - Saturday				
Sat tent Raffle	2,245.00	3,510.00	-1,265.00	-36.0%
Entertainment Tent - Saturday - ...	5,938.77	5,708.35	230.42	4.0%
Total Entertainment Tent - Saturday	8,183.77	9,218.35	-1,034.58	-11.2%
Merchandise	687.19	1,616.00	-928.81	-57.5%
SummerFest Income - Other	14,675.00	10,600.00	4,075.00	38.4%
Total SummerFest Income	37,459.71	36,703.85	755.86	2.1%
Top O Mi Outboard Races				
Entertainment-Sponsor	0.00	2,081.00	-2,081.00	-100.0%
Food-Sponsor	0.00	4,970.00	-4,970.00	-100.0%
Tent Rental-Sponsor	0.00	2,500.00	-2,500.00	-100.0%
Top O Mi Outboard Races - Other	0.00	900.00	-900.00	-100.0%
Total Top O Mi Outboard Races	0.00	10,451.00	-10,451.00	-100.0%

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Winterfest				
Beverages Marina Park	5,547.00	8,541.00	-2,994.00	-35.1%
Bingo	450.00	0.00	450.00	100.0%
Corn Hole	320.00	0.00	320.00	100.0%
Fishing Contest	0.00	570.00	-570.00	-100.0%
Food	0.00	230.00	-230.00	-100.0%
Gate Entry	2,115.00	2,935.00	-820.00	-27.9%
Raffle	0.00	6,821.00	-6,821.00	-100.0%
Raffle Prizes - Marina Park	2,543.00	2,188.00	355.00	16.2%
Sno - X Beverages	0.00	1,000.00	-1,000.00	-100.0%
Sno - X Gates	0.00	5,095.00	-5,095.00	-100.0%
Sponsor-Winterfest	7,980.00	3,000.00	4,980.00	166.0%
Trail Permit Refund	250.00	500.00	-250.00	-50.0%
Vintage Sled Registraion	0.00	440.00	-440.00	-100.0%
Winterfest Poker Run	495.00	780.00	-285.00	-36.5%
Total Winterfest	19,700.00	32,100.00	-12,400.00	-38.6%
Total Event's Income	84,616.71	103,711.85	-19,095.14	-18.4%
Marketing Income				
Merchandise/Other				
Clothing/Hats/Other	559.25	0.00	559.25	100.0%
MOOD Inland Waterway DVD's	10.00	0.00	10.00	100.0%
Navigational Charts	270.00	240.00	30.00	12.5%
Waterway Guides	150.00	179.53	-29.53	-16.5%
Merchandise/Other - Other	50.00	220.00	-170.00	-77.3%
Total Merchandise/Other	1,039.25	639.53	399.72	62.5%
Total Marketing Income	1,039.25	639.53	399.72	62.5%
Membership Income				
Associate Member	47,069.96	45,253.99	1,815.97	4.0%
Full Membership	0.00	-450.00	450.00	100.0%
Total Membership Income	47,069.96	44,803.99	2,265.97	5.1%
Returned Check Charge	0.00	125.00	-125.00	-100.0%
Total Income	134,727.42	149,280.37	-14,552.95	-9.8%
Gross Profit	134,727.42	149,280.37	-14,552.95	-9.8%
Expense				
Advertising				
Adv-Billboards				
License Fee	0.00	102.00	-102.00	-100.0%
Signs/Banners/Vinyls	234.00	105.00	129.00	122.9%
Adv-Billboards - Other	102.00	0.00	102.00	100.0%
Total Adv-Billboards	336.00	207.00	129.00	62.3%
Newspaper/Ads/Etc	1,423.00	0.00	1,423.00	100.0%
Advertising - Other	379.00	470.00	-91.00	-19.4%
Total Advertising	2,138.00	677.00	1,461.00	215.8%
Ambassador's Expense				
BAH	338.15	0.00	338.15	100.0%
Community Pride Day	470.91	0.00	470.91	100.0%
Donations	314.96	1,025.00	-710.04	-69.3%
Marketing Expense-Ambassadors	153.00	130.39	22.61	17.3%
Other Ambassador Expenses	0.00	-211.99	211.99	100.0%
Rhythm on the River	2,636.00	1,200.00	1,436.00	119.7%
Ambassador's Expense - Other	0.00	203.35	-203.35	-100.0%
Total Ambassador's Expense	3,913.02	2,346.75	1,566.27	66.7%

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Accrual Basis

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
Bank Service Charges				
Account Fees	0.00	-244.41	244.41	100.0%
Credit Card Fees	7.20	-0.19	7.39	3,889.5%
Bank Service Charges - Other	0.00	6.99	-6.99	-100.0%
Total Bank Service Charges	7.20	-237.61	244.81	103.0%
Dues and Subscriptions	565.00	225.00	340.00	151.1%
Employee Expenses				
Cell Phone	600.00	600.00	0.00	0.0%
Employee Education	69.00	0.00	69.00	100.0%
Insurance Reimbursement	1,800.00	1,800.00	0.00	0.0%
Mileage Reimbursement	0.00	347.17	-347.17	-100.0%
Other Expenses	0.00	8.00	-8.00	-100.0%
Total Employee Expenses	2,469.00	2,755.17	-286.17	-10.4%
Event's Expense				
Bass Nation Fishing Tournament	0.00	150.00	-150.00	-100.0%
Christmas in Indian River	0.00	196.20	-196.20	-100.0%
Event Sartup cash	0.00	1,800.00	-1,800.00	-100.0%
Golf Outing				
Dinner	874.50	0.00	874.50	100.0%
Marketing-Golf Outing	238.00	0.00	238.00	100.0%
Total Golf Outing	1,112.50	0.00	1,112.50	100.0%
Spring Fling				
Advertising	910.85	310.00	600.85	193.8%
Entertainment	0.00	150.00	-150.00	-100.0%
Huron Distributors	0.00	112.04	-112.04	-100.0%
Insurance	0.00	50.00	-50.00	-100.0%
License	56.75	125.00	-68.25	-54.6%
Marketing	0.00	565.00	-565.00	-100.0%
Porta Pots	0.00	88.00	-88.00	-100.0%
Startup cash	0.00	600.00	-600.00	-100.0%
Supplies	375.00	68.03	306.97	451.2%
Total Spring Fling	1,342.60	2,068.07	-725.47	-35.1%
Summerfest Expense				
Advertising	4,306.00	3,493.30	812.70	23.3%
Beach Bash	350.00	817.84	-467.84	-57.2%
Bingo Payout	730.00	0.00	730.00	100.0%
Car Show				
Entertainment - G-Man	300.00	0.00	300.00	100.0%
Magnetic Decals	75.00	0.00	75.00	100.0%
Trophy's Car Show	880.86	0.00	880.86	100.0%
Car Show - Other	0.00	1,218.89	-1,218.89	-100.0%
Total Car Show	1,255.86	1,218.89	36.97	3.0%
Children's Activity Area	350.00	250.00	100.00	40.0%
Craft Show	0.00	150.00	-150.00	-100.0%
Duck Race	133.00	121.90	11.10	9.1%
Entertainment Tent				
Beverages Entertainment tent	4,871.78	4,410.85	460.93	10.5%
Food	0.00	104.00	-104.00	-100.0%
Ice	0.00	585.00	-585.00	-100.0%
Music Entertainment tent	2,400.00	2,950.00	-550.00	-18.6%
Security	533.25	702.00	-168.75	-24.0%
Tent Rental	5,047.00	4,702.60	344.40	7.3%
Total Entertainment Tent	12,852.03	13,454.45	-602.42	-4.5%

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Family Fun Nite BBQ	0.00	430.65	-430.65	-100.0%
Garbage Removal	256.00	96.79	159.21	164.5%
Marketing Expense - General	315.05	1,071.40	-756.35	-70.6%
Merchandise - General	1,008.41	0.00	1,008.41	100.0%
Permits	200.00	267.00	-67.00	-25.1%
Porta Johns	1,148.00	1,828.60	-680.60	-37.2%
Special Event Liability Insuranc	573.00	625.00	-52.00	-8.3%
Summerfest Raffle				
Marketing Expense	147.00	0.00	147.00	100.0%
Raffle License	70.00	80.00	-10.00	-12.5%
Raffle Pay Out	0.00	1,765.00	-1,765.00	-100.0%
Raffles Items	662.00	0.00	662.00	100.0%
Total Summerfest Raffle	879.00	1,845.00	-966.00	-52.4%
Summerfest Tee Shirts	0.00	2,676.00	-2,676.00	-100.0%
Summerfest Expense - Other	0.00	71.39	-71.39	-100.0%
Total Summerfest Expense	24,356.35	28,418.21	-4,061.86	-14.3%
Top O Michigan Outboard races				
Beverages	0.00	546.05	-546.05	-100.0%
Dumpster	0.00	421.50	-421.50	-100.0%
Entertainment	0.00	500.00	-500.00	-100.0%
Permits-License	0.00	1,220.00	-1,220.00	-100.0%
Pota Jon	0.00	239.20	-239.20	-100.0%
Startup cash	0.00	900.00	-900.00	-100.0%
Supplies - Food	0.00	3,704.55	-3,704.55	-100.0%
Tent Rental	0.00	2,396.00	-2,396.00	-100.0%
Total Top O Michigan Outboard races	0.00	9,927.30	-9,927.30	-100.0%
Winterfest				
Advertising	2,190.40	607.00	1,583.40	260.9%
Beverages	1,641.57	2,480.25	-838.68	-33.8%
Entertainment Tent	3,168.00	2,480.00	688.00	27.7%
Family Events	151.52	151.48	0.04	0.0%
License	50.00	205.00	-155.00	-75.6%
Liquor Insurance	500.00	450.00	50.00	11.1%
Marketing	212.60	3,107.12	-2,894.52	-93.2%
Permit Fees	250.00	800.00	-550.00	-68.8%
Porta Pots	678.00	0.00	678.00	100.0%
Prize Items				
Bingo Jackpot	365.00	0.00	365.00	100.0%
Corn Hole Winner Plagues	327.20	0.00	327.20	100.0%
Winterfest Poker Run	450.00	750.00	-300.00	-40.0%
Prize Items - Other	0.00	4,099.95	-4,099.95	-100.0%
Total Prize Items	1,142.20	4,849.95	-3,707.75	-76.5%
Sno - X Event				
Beverages	0.00	409.02	-409.02	-100.0%
Event Prep Work	0.00	2,500.00	-2,500.00	-100.0%
Gates	0.00	500.00	-500.00	-100.0%
Marketing	0.00	1,005.00	-1,005.00	-100.0%
Total Sno - X Event	0.00	4,414.02	-4,414.02	-100.0%
Tent/Table/Heater Rentals	6,254.58	764.00	5,490.58	718.7%
Vintage Sled Ride/Show	765.44	222.60	542.84	243.9%
Total Winterfest	17,004.31	20,531.42	-3,527.11	-17.2%
Total Event's Expense	43,815.76	63,091.20	-19,275.44	-30.6%

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Insurance				
Directors/Officers	1,018.00	1,005.00	13.00	1.3%
Liability Insurance	4,070.75	3,976.25	94.50	2.4%
Workman's Comp	811.00	393.00	418.00	106.4%
Total Insurance	5,899.75	5,374.25	525.50	9.8%
License & Permits	20.00	20.00	0.00	0.0%
Marketing Exp. - One Time Event				
Adv-Newspaper/Magzn/Directories				
Advertisement Fee	986.00	85.00	901.00	1,060.0%
Adv-Newspaper/Magzn/Directories ...	131.00	312.60	-181.60	-58.1%
Total Adv-Newspaper/Magzn/Directori...	1,117.00	397.60	719.40	180.9%
Merchandise				
Clothing/Hats/Other	2,805.00	50.00	2,755.00	5,510.0%
Decals/ Buttons/ Pins	108.00	0.00	108.00	100.0%
Navigational Chart	0.00	433.00	-433.00	-100.0%
Reflections Book	230.00	375.00	-145.00	-38.7%
Waterway Guides	0.00	125.00	-125.00	-100.0%
Total Merchandise	3,143.00	983.00	2,160.00	219.7%
Marketing Exp. - One Time Event - Ot...	0.00	40.00	-40.00	-100.0%
Total Marketing Exp. - One Time Event	4,260.00	1,420.60	2,839.40	199.9%
Office Expense				
Office Equipment	0.00	1,938.55	-1,938.55	-100.0%
Office Supplies	1,129.40	1,843.50	-714.10	-38.7%
Website Host	265.00	499.49	-234.49	-47.0%
Office Expense - Other	0.00	43.94	-43.94	-100.0%
Total Office Expense	1,394.40	4,325.48	-2,931.08	-67.8%
Payroll Expense				
Bonus	0.00	3,000.00	-3,000.00	-100.0%
Federal Unemployment Tax	0.00	84.00	-84.00	-100.0%
Payroll Taxes	0.00	2,750.22	-2,750.22	-100.0%
Payroll Expense - Other	49,564.82	51,229.76	-1,664.94	-3.3%
Total Payroll Expense	49,564.82	57,063.98	-7,499.16	-13.1%
Petty Cash	5,185.00	2,850.00	2,335.00	81.9%
Postage				
Post Office Box Rental	289.00	275.00	14.00	5.1%
Postage-Apparel/Hats	21.00	0.00	21.00	100.0%
Postage - Charts/Guides	-112.00	-104.00	-8.00	-7.7%
Postage - General	562.70	967.71	-405.01	-41.9%
Postage - Information Packets	309.71	410.42	-100.71	-24.5%
Postage - Member Services	219.73	0.00	219.73	100.0%
Postage - Membership Recruit.	74.47	155.26	-80.79	-52.0%
Postage - Other	-126.14	0.00	-126.14	-100.0%
Total Postage	1,238.47	1,704.39	-465.92	-27.3%
Professional Fees				
Accounting	1,282.00	1,655.00	-373.00	-22.5%
Total Professional Fees	1,282.00	1,655.00	-373.00	-22.5%
Reconciliation Discrepancies	0.00	-832.08	832.08	100.0%
Repairs & Maintenance				
Building Repair & Maintenance	39.00	0.00	39.00	100.0%
Equipment Repair	0.00	523.01	-523.01	-100.0%
Total Repairs & Maintenance	39.00	523.01	-484.01	-92.5%
Taxes - Property	506.77	2,140.91	-1,634.14	-76.3%

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Utilities				
Electric	710.74	908.28	-197.54	-21.8%
Garbage Removal	467.17	514.24	-47.07	-9.2%
Natural Gas	855.22	915.01	-59.79	-6.5%
Sewer/Water	318.35	338.23	-19.88	-5.9%
Telephone/Internet	1,750.00	2,145.50	-395.50	-18.4%
Total Utilities	4,101.48	4,821.26	-719.78	-14.9%
Total Expense	126,399.67	149,924.31	-23,524.64	-15.7%
Net Ordinary Income	8,327.75	-643.94	8,971.69	1,393.3%
Other Income/Expense				
Other Expense				
State Discount	-11.80	-18.18	6.38	35.1%
Total Other Expense	-11.80	-18.18	6.38	35.1%
Net Other Income	11.80	18.18	-6.38	-35.1%
Net Income	8,339.55	-625.76	8,965.31	1,432.7%