Monroe Chamber of Commerce, Inc.

6088

Financial Statements As of and for the Years Ended December 31, 2009 and 2008

Under provisions of state law, this report is a public document. A copy of the report has been submitted to the entity and other appropriate public officials. The report is available for public inspection at the Baton Rouge office of the Legislative Auditor and, where appropriate, at the office of the parish clerk of court.

Monroe Chamber of Commerce, Inc.

As of and for the Years Ended December 31, 2009 and 2008

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LUFFEY, HUFFMAN, RAGSDALE & SOIGNIER

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John Herman, CPA Lynn Andries, CPA Esther Atteberry, CPA Sendra Harrington, CPA

INDEPENDENT AUDITORS' REPORT

Board of Directors Monroe Chamber of Commerce, Inc.

We have audited the accompanying statements of financial position of the Monroe Chamber of Commerce, Inc. (the Chamber) as of December 31, 2009 and 2008, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Chamber's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America, the standards for financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States and the *Louisiana Governmental Audit Guide*, issued by the Louisiana Legislative Auditor and the Society of Louisiana Certified Public Accountants. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Chamber as of December 31, 2009 and 2008, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated June 14, 2010, on our consideration of the Chamber's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Governmental Auditing Standards* and should be read in conjunction with this report in considering the results of our audit.

Haffey Haffron, Reydale, ! Sigure

(A Professional Accounting Corporation)

June 14, 2010

1100 North 18th Street Monroe, Louislana 71201 Tel: (318) 387-2672 • Fax: (318) 322-8866 • Website: www.afullservicecpafirm.com MEMBERS OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS FINANCIAL STATEMENTS

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MONROE CHAMBER OF COMMERCE, INC. STATEMENTS OF FINANCIAL POSITION

	December 31,			31,
		2009		2008
ASSETS				
Current Assets				
Cash	\$	37,592	\$	52,211
Receivables				
Membership Dues		14,990		15,060
Total Resource Development Campaign		6,900		26,405
Governmental Contract		31,500		-
Other		10,550		11,995
Total Current Assets		101,532		105,671
Property and Equipment				
Furniture, Fixtures and Equipment		213,389		240,600
Less: Accumulated Depreciation		(174,135)		(178,714)
Net Property and Equipment		39,254		61,886
Other Assets				
Investment in Milner Building, L.L.C. (Note 2)		100,000	,	100,000
Prepaid Expenses		6,004		8,081
Total Other Assets		106,004		108,081
TOTAL ASSETS	\$	246,790 -	\$	275,638

The accompanying notes are an integral part of these statements.

		December 31,		
	_	2009		2008
LIABILITIES AND NET ASSETS				
Current Liabilities				
Accounts Payable	\$	50,428	\$	85,359
Accrued Payables		2,373		4,800
Line of Credit (Note 3)		25,029		-
Capital Lease Obligations - Current Portion (Note 4)		3,896		5,357
Note Payable - Current Portion (Note 5)		3,175		18,680
Refundable Advances		8,517		21,650
Deferred Revenue:				
Membership Dues		111,114		126,668
Governmental Contracts		14,167		2,500
Total Current Liabilities		218,699		265,014
Long-Term Liabilities				
Capital Lease Obligations (Note 4)		1,343		5,239
Note Payable (Note 5)		-		4,857
Total Long-Term Liabilities		1,343		10,096
Total Liabilities		220,042		275,110
Net Assets				
Unrestricted		26,748		528
Total Net Assets		26,748		528
TOTAL LIABILITIES AND NET ASSETS	\$	246,790	~\$	275,638

MONROE CHAMBER OF COMMERCE, INC. STATEMENTS OF ACTIVITIES

	For the Years Ended December 31,			
		2009		2008
Changes in Unrestricted Net Assets				
Support				
Membership Dues	\$	263,929	\$	267,781
Administrative		4,565		2,923
Communications		44,195		61,835
Workforce Development		109,741		91,515
Government Relations/Affairs		302,943		253,562
Leadership		24,928		32,689
Annual Banquet		51,304		63,240
Investment Income		7,019		7,167
Fund Raising		94,300		123,031
Total Unrestricted Support		902,924		903,743
Expenses				
Program Services				
Workforce Development Division		56,517		57,586
Government Relations/Affairs Division		275,116		272,390
Membership Services Division		131,853		155,538
Total Program Services Expenses		463,486		485,514
Supporting Services				
Management and General (Note 6)		296,481		298,189
Fund Raising (Note 6)		77,398		83,772
Membership Development (Note 6)	_	39,339		69,995
Total Supporting Services Expenses		413,218		451,956
Total Expenses		876,704	_	937,470
ncrease (Decrease) in Net Assets		26,220		(33,727
Net Assets at Beginning of Year		528		34,255
NET ASSETS AT END OF YEAR	\$	26,748	\$	528

The accompanying notes are an integral part of these statements.

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MONROE CHAMBER OF COMMERCE, INC. STATEMENTS OF CASH FLOWS

		For the Years Ended		
		December 31,		
		2009	2008	
Cash Flows from Operating Activities				
Increase (Decrease) in Net Assets	\$	26,220 \$	(33,727)	
Adjustments to Reconcile Decrease in Net Assets to				
Net Cash Provided (Used) by Operating Activities:				
Depreciation		23,527	27,964	
Changes in Assets and Liabilities:				
Membership Dues Receivable		70	(1,615)	
Total Resource Development Campaign		19,505	570	
Governmental Contract		(31,500)	-	
Other Receivables		1,445	16,529	
Prepaid and Other Assets		2,077	(633)	
Accounts Payable		(34,931)	12,859	
Accrued Payables		(2,427)	2,001	
Refundable Advances		(13,133)	(16,909)	
Deferred Revenue - Membership Dues		(15,554)	29,327	
Deferred Revenue - Govermental Contracts		11,667	-	
Total Adjustments		(39,254)	70,093	
Net Cash Provided (Used) by Operating Activities		(13,034)	36,366	
Cash Flows from Financing Activities				
Proceeds from Line of Credit		25,029	-	
Principal Paid on Capital Lease		(5,357)	(11,568)	
Principal Paid on Note Payable		(20,362)	(16,698)	
Net Cash Used by Financing Activities		(690)	(28,266)	
Cash Flows from Investing Activities				
Acquisition of Property and Equipment (Net)		(895)	-	
Net Cash Used by Investing Activities		(895)		
Net Increase (Decrease) in Cash		(14,619)	8,100	
Cash at Beginning of Year		52,211	44,111	
Cash at End of Year	\$	37,592 \$	52,211	
Supplemental Disclosures:				
Cash Paid During the Year for:				
Interest	\$	4,817 \$	4,730	
Income Taxes	2	2,760 \$	2,315	
Non-Cash Financing Activities				
Increase in Capital Lease		~ \$	10,908	
Refinancing of Note Payable		- J	23,597	
Retirement of Note Payable		-		
VERTENIEUR OF HARE LANDIE	•		(23,597)	
	°===	- o	10,908	
Non-Cash Investing Activities Acquisition of Property and Equipment	\$	- \$	(10,908)	
	×		120,500/	

The accompanying notes are an integral part of these statements.

Note 1 - Summary of Significant Accounting Policies

Organization

The Monroe Chamber of Commerce, Inc. (the Chamber) was incorporated in September 1947 under the laws of the State of Louisiana. The Articles of Incorporation were restated in January 1997, and among other things, stated that the objects and purposes of the organization are for the advancement of the civic, commercial, economic, industrial and agricultural interests of the Parish of Ouachita and the surrounding trade area; the promotion of the general welfare, health and cultural well-being within that territory; and the stimulation of public sentiment toward those ends; and the sponsorship of the engagement in all lawful activities which promote the accomplishment of these purposes.

Basis of Presentation

The Chamber has adopted Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) 958-605-25 "Not For Profit Entities-Revenue Recognition", and FASB ASC 958-205, "Not For Profit Entities-Presentation of Financial Statements".

FASB ASC 958-205, establishes standards for financial reporting by not-for-profit organizations and requires that resources be classified for accounting and reporting purposes into three net asset categories according to externally (donor) imposed restrictions. FASB ASC 958-605-25, requires that unconditional promises to give (pledges) be recorded as receivables and revenues and requires the organization to distinguish between contributions received for each net asset category in accordance with donor-imposed restrictions. A description of the three net asset categories follows:

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that may or will be met by either actions of the Chamber and/or the passage of time. As of December 31, 2009 and 2008, the Chamber has no temporarily restricted assets.

Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Chamber. Generally, the donors of these assets permit the Chamber to use all or part of the income earned on related investments for general or specific purposes. As of December 31, 2009 and 2008, the Chamber has no permanently restricted net assets.

Basis of Accounting

The financial statements of the Chamber have been prepared on the accrual basis. The significant accounting policies followed by the Chamber are described below to enhance the usefulness of the financial statements to the reader.

Cash and Cash Equivalents

The Chamber considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

Property and Equipment

Property and equipment are recorded at cost. Expenditures that are greater than \$500 for additions, major renewals and betterments are capitalized. All other expenditures are expensed as incurred. The cost of assets retired or otherwise removed and the related accumulated depreciation are eliminated from the accounts in the year of removal, with the resulting gain or loss credited or charged to operations. Depreciation is recorded on the straight-line basis over the estimated useful lives of the assets ranging from three years for computer equipment to ten years for office furniture and equipment.

Deferred Revenue and Refundable Advances

Membership dues are billed on a monthly basis, coinciding with the month the member joined the Chamber. Membership revenue is deferred and recognized in the statement of activities on a straight-line basis over a one year period. Membership receivables are written off as uncollectible when they become 120 days past due.

Refundable advances consist of payments received during the Total Resource Development Campaign for events or programs to be carried out in the following year. These refundable advances are recognized as income in the subsequent year either on a straight line basis or as the individual event occurs.

Compensated Absences

Employees receive one week of vacation after six months, two weeks after one year, three weeks after five years, and four weeks after ten years of service. Vacation time is forfeited unless taken by year-end. Five days of sick leave are allowed annually. Employees are not compensated for any unused leave upon termination. Accordingly, no accrual for unpaid leave time is included in the financial statements.

Functional Allocation of Expenses

Program services expenses are those directly related to the purposes for which the Chamber exists. Supporting services expenses reflect other expenses incurred in operating the programs, fund raising and membership development. Various operating expenses not directly connected with a specific function or program service is allocated to supporting services. The direct costs of providing the various programs and other activities have been summarized in the statements of activities. Salaries and employee benefits are allocated to program and supporting services based upon management's estimate of time each employee devotes to various activities.

Program services include:

Workforce Development Division – supports a combination of educational and workforce training needs throughout the region served by the Chamber. Some of the programs sponsored by the division are Accent on Excellence Breakfast and the regional Career Fair.

Government Relations/Affairs Division – focuses on state, local and federal government initiatives. The Chamber has two registered state lobbyist on staff. These individuals are in Baton Rouge during Legislative Sessions as needed. They also conduct an annual Northern Exposure advocacy trip to the State Capital. On the local front, the Chamber has an agreement with the City of Monroe, to represent the City in the areas of economic development, state and federal advocacy, and transportation and infrastructure. The Chamber also conducts two trips to Washington, D. C., to meet with House and Senate members as well as various Federal agencies to promote issues of concern for our area.

Membership Services Division – benefits members of the Chamber by providing valuable information through a weekly newsletter and a semi-annual news magazine. The Chamber also provides literature to acquaint newcomers with Ouachita Parish which is also available on the Chamber's web site.

Supporting services include:

Management and General – includes oversight, business management, general record keeping, budgeting, financing, soliciting revenue from exchange transactions, such as government contracts and related administrative activities.

Fund Raising - includes the costs of the annual Holiday Auction held in December of each year. The Chamber also hosts a golf tournament for members to raise funds.

Membership Development – includes soliciting for prospective members, membership dues and the Total Resource Development Campaign which solicits participation in and support of its various programs in fulfilling the mission of the Chamber and enhancing benefits to the membership.

Donated Materials and Services

Capital items are recorded at their fair market value on the date of donation. The value of contributed services and miscellaneous materials meeting the requirements for recognition in the financial statements are recognized as revenues and related expenses for gifts-in-kind.

Tax Status

The Chamber has qualified as an organization exempt from federal income taxes pursuant to Section 501(c)(6) of the Internal Revenue Code; therefore, there is no provision for income taxes in the accompanying financial statements except for tax on unrelated trade or business income related to maps and tabloids.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Note 2 - Investment in Milner Building, LLC

On March 20, 2002 the Chamber entered into an operating agreement with RTR of Monroe, LLC (also see Note 7) creating the Milner Building, LLC for the operation of a commercial office building in downtown Monroe. Under the agreement, RTR of Monroe, LLC has a 90% equity ownership and the Chamber a 10% equity ownership of Milner Building, LLC. The Chamber paid \$100,000 for its 10% interest. Per the operating agreement the Chamber shall be paid, as a priority distribution, \$7,000 annually from the operating cash flow, if any, after all expenses and debt service have been paid. Additionally, the Chamber will receive 10% of any remaining cash flow after payment of the priority distribution above.

Note 3 - Line of Credit

The Chamber obtained a \$75,000 line of credit on May 23, 2008. The line of credit is unsecured and has a \$25,029 balance as of December 31, 2009. The line of credit will expire on May 23, 2010.

Note 4 - Capital Lease Obligation-Computer Equipment

During 2006, the Chamber acquired \$26,257 of computer equipment through a capital lease. In addition, the Chamber entered into a similar capital lease during 2008, acquiring \$10,908 of computer equipment. Capital leases give rise to both property rights and long-term lease obligations and are reflected on the Chamber's Statement of Net Assets. Total lease payments for the years ended December 31, 2009 and 2008 were \$5,859 and \$12,810, respectively. At December 31, 2009, future minimum lease payments under capital lease obligations are as follows:

Year	 Amount_
2010	\$ 4,125
2011	1,361
Total Minimum Lease Payments	 5,486
Less: Amounts Representing Interest	(247)
Net Present Value of Future Minimum	
Lease Payments	\$ 5,239

Note 5 - Note Payable

The Chamber executed a promissory note on December 5, 2003, with an interest rate of 5.25%. The Chamber in August of 2006 requested and was granted a reduction to interest only for a period of one year. Beginning August 2007, the Chamber began repaying principal at the rate of \$1,667 per month (\$20,000 per year) plus interest.

On December 5, 2008, the Chamber refinanced its promissory note for an interest rate of 6.25% with fifteen \$1,636 monthly payments. At December 31, 2009, the note payments are as follows:

Year	I	Principal	_	Interest	 Total
2010	\$	3,175	\$	53	\$ 3,228
Total	\$	3,175	\$	53	\$ 3,228

Note 6 - Supporting Services

Management and General expenses consist of the following for 2009 and 2008, respectively.

	200		2008
Automobile Expense	\$ 3	<u>04</u> \$	2,090
Continuing Education		-	106
Depreciation	23,5	527	27,963
Insurance	6,9	993	7,931
Interest	4,8	317	4,730
Lease-Copier Equipment	5,6	595	6,170
Lease-Office Space	71,9)60	71,960
Office Supplies	13,7	757	12,985
Postage	6,1	157	7,261
Professional Fees	23,1	46	14,570
Salaries and Employee Benefits	105,3	331	102,579
Service Contracts and Repairs	6,9	901	6,154
Telephone	11,9	925	12,454
Travel and Entertainment	1,4	119	167
Unrelated Business Income Taxes	1,0)12	2,825
Other	12,9	937	18,244
Total	\$ <u>296,</u> 4	<u>81</u> \$_	298,189

Fund Raising expenses consist of the following for 2009 and 2008, respectively.

	2009		2008
Salaries and Employee Benefits	\$ 32,482	\$	31,853
Christmas Auction	39,036		43,750
Golf Tournament	5,209		7,935
Congressional Matters	 671	· _	234
Total	\$ 77,398	\$_	83,772

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Membership Development expenses consist of the following for 2009 and 2008, respectively.

		2009		2008
Salaries and Employee Benefits	\$	18,758	\$	48,166
Annual Meeting and Banquet		14,461		19,325
Printing and Developing		250		50
Other	_	5,870	·	2,454
Total	\$_	39,339	\$	69,995

Note 7 - Operating Lease -Office Space

The Chamber leases office space from RTR of Monroe, Inc., under a ten year noncancelable operating lease, from March 1, 2002 until February 28, 2012. Total rental expenses for the years ended December 31, 2009 and 2008, is \$71,960 for each year. Future minimum lease payments required under the operating lease are as follows:

	Operating		
		Lease	
2010	\$	71,960	
2011		71,960	
2012		11,993	
Total minimum lease payments	\$_	155,913	

Note 8 - Employee Retirement Plan

The Chamber provides a 401 (k) retirement plan for eligible employees. To participate in the plan, employees must be at least 21 years of age and have provided one year of service. The Chamber contributes 5% of participating employees' earnings. Employees may make a pre-tax voluntary contribution of up to 100% of their compensation or the maximum amount permitted by law to the plan. The Chamber contributed \$12,654 and \$12,463 to this plan for the years ended December 31, 2009 and 2008, respectively.

Note 9 - Noncash Activities

For 2009 and 2008, the Chamber received noncash revenues in the form of membership dues and total resource development campaign contributions of \$127,500 and 156,760 in exchange for contributed services of \$113,790 and \$160,700.

Note 10 - Disclosures about Concentrations

All of the membership dues receivable represents amounts due from businesses located within Ouachita Parish and mostly within the City of Monroe. Approximately five percent of other receivables represent amounts due from the membership for participation in other programs such as leadership, government relations and similar programs. The Chamber does not require any security or collateral from its membership to secure these amounts.

During 2008, the Chamber received \$123,495 (14% of total support) from local government entities. In 2009, the Chamber received \$143,329 (16% of total support) from these same local governments. For 2010, the Chamber has budgeted \$155,000 from these local governments. A portion (\$120,000) of these funds received from these local governments is used to support the costs of the Chamber's consulting lobbying firm. The lobbying firm contract is cancelable with 30 days notice.

The Chamber has various deposit accounts at two federally insured financial institutions. At December 31, 2009 and 2008, the bank balances in these accounts did not exceed the FDIC coverage.

Note 11 - Related Party Transactions

Members of the Chamber's Board of Directors (Executive Committee) are also members of the Monroe Chamber Foundation's Board of Directors.

Note 12 - Subsequent Events

Subsequent events have been evaluated through June 14, 2010 and it has been determined that no significant events have occurred for disclosure other than the full repayment of the Chamber's Line of Credit in March 2010. Also, the Chamber's line of credit expired on May 23, 2010 and is in the process of being renewed. June 14, 2010 is the date that the financial statements were available to be issued.

LUFFEY, HUFFMAN, RAGSDALE & SOIGNIER

(A Professional Accounting Corporation) Certified Public Accountants John L. Luffey, MBA, CPA (1963-2002) Francis I. Huffman, CPA Philip A. Regsdale, CPA David Ray Soignier, CPA, MBA

John Herman, CPA Lynn Andries, CPA Esther Atteberry, CPA Sandra Harrington, CPA

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors Monroe Chamber of Commerce, Inc. Monroe, Louisiana

We have audited the financial statements of the Monroe Chamber of Commerce, Inc. (the Chamber) as of and for the years ended December 31, 2009 and 2008, and have issued our report thereon dated June 14, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control over Financial Reporting

In planning and performing our audit, we considered the Chamber's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Chamber's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Chamber's internal control over financial control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies, significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Board of Directors Monroe Chamber of Commerce, Inc.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Chamber's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information of management and the Board of Directors of the Chamber, entities granting funds to the Chamber and the Legislative Auditor for the State of Louisiana and is not intended to be and should not be used by anyone other than these specified parties. Under Louisiana Revised Statute 24:513, this report is distributed by the Legislative Auditor as a public document.

Kaffey Hafferen Roydale, & Signice

(A Professional Accounting Corporation)

June 14, 2010

MONROE CHAMBER OF COMMERCE, INC. Monroe, Louisiana

SUMMARY STATUS OF PRIOR YEAR FINDINGS

The following is a summary of the status of the prior year finding included in Luffey Huffman, Ragsdale & Soignier (APAC) audit report dated June 17, 2009 in connection with the audit of the financial statements of the Monroe Chamber of Commerce (the Chamber) as of and for the year ended December 31, 2009.

08-01 Proper Timing of Revenue Recognition

Finding:

The Chamber's membership receivables included \$14,000 for dues that extended past its 120 day write-off policy. Another \$8,680 in uncarned income had to be reclassified to revenue for events that had already occurred for which no further obligation existed.

Status:

The Monroe Chamber has made significant strides in ensuring that receivables are accurately reflected in the accounting records and membership dues are collected according to the Chamber's 120 day write off policy. This item is considered cleared.