

Fauquier Chamber

Budget vs. Actuals: 2024 Budget - FY24 P&L

January - February, 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	330.00	2,000.00	-1,670.00	16.50 %
4012 Renewal Member Dues Income	10,565.50	44,822.00	-34,256.50	23.57 %
4013 New Member Dues Income	2,830.00	12,100.00	-9,270.00	23.39 %
4014 Membership Commission - 18%		-2,538.00	2,538.00	
Total 4010 MEMBERSHIP INCOME	13,725.50	56,384.00	-42,658.50	24.34 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	7,200.00	2,500.00	4,700.00	288.00 %
Total 4110 Valor Awards Income	7,200.00	2,500.00	4,700.00	288.00 %
4120 Festival Income				
4125 Festival Expense		-103.98	103.98	
Total 4120 Festival Income		-103.98	103.98	
4130 Legislative Events Income				
4131 Legislative Events Sponsorship Income	100.00		100.00	
4132 Legislative Events Attendee Income		200.00	-200.00	
4135 Legislativ Events Expense	-117.94	-200.00	82.06	58.97 %
Total 4130 Legislative Events Income	-17.94	0.00	-17.94	
4160 Member Orientation				
4161 Member Orientation Sponsorship	77.00	300.00	-223.00	25.67 %
4165 Member Orientation Expenses	-41.13	-300.00	258.87	13.71 %
Total 4160 Member Orientation	35.87	0.00	35.87	
4170 After 5				
4171 After 5 Sponsorship		400.00	-400.00	
4175 After 5 Expense	-80.49	-100.00	19.51	80.49 %
Total 4170 After 5	-80.49	300.00	-380.49	-26.83 %
Total 4100 EVENTS INCOME	7,137.44	2,696.02	4,441.42	264.74 %
4200 NON DUES INCOME				
4204 Corporate Sponsorship Income	5,097.50	10,308.32	-5,210.82	49.45 %
4208 Advertising Sponsorships	150.00	800.00	-650.00	18.75 %
4210 Directory Page Review Income	0.00	300.00	-300.00	0.00 %
4211 Directory Page Review Expense		-75.00	75.00	
4800 Donated "Rent" Income-New Space	1,552.92	1,552.92	0.00	100.00 %
Total 4200 NON DUES INCOME	6,800.42	12,886.24	-6,085.82	52.77 %
4300 ADVERTISING INCOME				
4310 Business Directory Income		500.00	-500.00	
4311 Business Directory Expense		-750.00	750.00	
4314 Digital Business Directory Income	0.00	250.00	-250.00	0.00 %
4315 Digital Business Directory Expense		-25.00	25.00	
Total 4300 ADVERTISING INCOME	0.00	-25.00	25.00	0.00 %
4400 MEMBERSHIP ACTIVITIES INCOME				

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4410 FYPG Events Income				
4412 FYPG Events Attendee Income	300.00		300.00	
4415 FYPG Events Expense	-315.90		-315.90	
Total 4410 FYPG Events Income	-15.90		-15.90	
4420 WBC Events Income				
4421 WBC Events Attendee Income	245.00	0.00	245.00	
4422 WBC Events Sponsorship Income	5,950.00	9,000.00	-3,050.00	66.11 %
Total 4420 WBC Events Income	6,195.00	9,000.00	-2,805.00	68.83 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	830.00	0.00	830.00	
Total 4430 Member Luncheon Income	830.00	0.00	830.00	
Total 4400 MEMBERSHIP ACTIVITIES INCOME	7,009.10	9,000.00	-1,990.90	77.88 %
Total Income	\$34,672.46	\$80,941.26	\$ -46,268.80	42.84 %
GROSS PROFIT	\$34,672.46	\$80,941.26	\$ -46,268.80	42.84 %
Expenses				
5001 Advertising Expense		700.00	-700.00	
5003 Bookkeeping Expense	2,500.00	2,400.00	100.00	104.17 %
5009 Contributions Expense	50.00		50.00	
5011 Cr Card Processing & Bank Charges Expense	381.45	1,376.01	-994.56	27.72 %
5015 Dues & Subscriptions Expense	467.00	500.00	-33.00	93.40 %
5021 Interest Expense	93.39		93.39	
5023 Meetings / Conventions Expense	207.73	100.00	107.73	207.73 %
5025 Membership Expense	64.15	350.00	-285.85	18.33 %
5031 Office Supplies Expense	150.63	2,433.58	-2,282.95	6.19 %
5033 Payroll Processing Expense	227.50	202.25	25.25	112.48 %
5035 Payroll Tax Expense	1,493.98	1,894.20	-400.22	78.87 %
5039 Postage & Delivery Expense		202.00	-202.00	
5048 Rent Expense - PATH Bldg	1,552.92	1,552.92	0.00	100.00 %
5051 Simple IRA Company Contribution Expense		460.00	-460.00	
5053 Technology Expense				
6054 Software Costs	1,712.05	2,000.00	-287.95	85.60 %
6055 Utility Costs	307.54	500.00	-192.46	61.51 %
6056 Equipment Rental	795.23	600.00	195.23	132.54 %
6057 IT Services	100.00	200.00	-100.00	50.00 %
Total 5053 Technology Expense	2,914.82	3,300.00	-385.18	88.33 %
5055 Telephone Expense	216.72	150.00	66.72	144.48 %
5060 Wages Expense				
5063 Wages_Admin	2,980.00	2,600.00	380.00	114.62 %
5064 Wages_Exec Director	15,333.32	15,333.32	0.00	100.00 %
5066 Wages_Event Manager		6,666.66	-6,666.66	
Total 5060 Wages Expense	18,313.32	24,599.98	-6,286.66	74.44 %
5065 Website Development Expense	303.96	300.00	3.96	101.32 %

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Total Expenses	\$28,937.57	\$40,520.94	\$ -11,583.37	71.41 %
NET OPERATING INCOME	\$5,734.89	\$40,420.32	\$ -34,685.43	14.19 %
Other Income				
7005 Investment Income	20.79		20.79	
7010 Unrealized Gains/Losses	-133.62		-133.62	
Previous Year Income	5,515.00		5,515.00	
Total Other Income	\$5,402.17	\$0.00	\$5,402.17	0.00%
Other Expenses				
Previous Year's Expenses	4,454.15		4,454.15	
Total Other Expenses	\$4,454.15	\$0.00	\$4,454.15	0.00%
NET OTHER INCOME	\$948.02	\$0.00	\$948.02	0.00%
NET INCOME	\$6,682.91	\$40,420.32	\$ -33,737.41	16.53 %