

Fauquier Chamber

Budget vs. Actuals: 2023 Annual Budget - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,750.00		2,750.00	
4012 Renewal Member Dues Income	76,870.00	70,000.00	6,870.00	109.81 %
4013 New Member Dues Income	15,275.00	30,000.00	-14,725.00	50.92 %
Total 4010 MEMBERSHIP INCOME	94,895.00	100,000.00	-5,105.00	94.90 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07	7,500.00	2,841.07	137.88 %
4112 Valor Awards Attendee Income	1,750.00	2,000.00	-250.00	87.50 %
4115 Valor Awards Expense	-10,935.64	-5,000.00	-5,935.64	218.71 %
Total 4110 Valor Awards Income	1,155.43	4,500.00	-3,344.57	25.68 %
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00	5,000.00	-3,250.00	35.00 %
4123 Festival Booth Fees Income	13,883.33	22,000.00	-8,116.67	63.11 %
4125 Festival Expense	-2,284.21	-6,000.00	3,715.79	38.07 %
Total 4120 Festival Income	13,349.12	21,000.00	-7,650.88	63.57 %
4130 Legislative Events Income				
4131 Legislative Events Sponsorship Income		2,500.00	-2,500.00	
4132 Legislative Events Attendee Income	1,266.00	1,500.00	-234.00	84.40 %
4135 Legislativ Events Expense	-1,150.55	-1,500.00	349.45	76.70 %
4137 Economic Summit Attendee Income	43.00		43.00	
Total 4130 Legislative Events Income	158.45	2,500.00	-2,341.55	6.34 %
4140 BPOY Income				
4141 BPOY Sponsorshop Income	8,951.98	15,000.00	-6,048.02	59.68 %
4142 BPOY Attendee Income	5,825.00	10,000.00	-4,175.00	58.25 %
4145 BPOY Expense	-21,043.38	-25,000.00	3,956.62	84.17 %
Total 4140 BPOY Income	-6,266.40	0.00	-6,266.40	
4160 Member Orientation				
4161 Member Orientation Sponsorship	680.00	2,000.00	-1,320.00	34.00 %
4165 Member Orientation Expenses	-856.85	-2,000.00	1,143.15	42.84 %
Total 4160 Member Orientation	-176.85	0.00	-176.85	
4170 After 5				
4171 After 5 Sponsorship	2,150.00		2,150.00	
4175 After 5 Expense	-1,220.82	-500.00	-720.82	244.16 %
Total 4170 After 5	929.18	-500.00	1,429.18	-185.84 %
4180 Before 9				
4185 Before 9 Expenses	-431.39		-431.39	
Total 4180 Before 9	-431.39		-431.39	
4190 Networking Events				
4191 Networking Events Sponsorship Income		1,200.00	-1,200.00	
4192 Networking Events Attendee Fees		1,000.00	-1,000.00	

Fauquier Chamber

Budget vs. Actuals: 2023 Annual Budget - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4195 Networking Events Expense		-1,000.00	1,000.00	
Total 4190 Networking Events		1,200.00	-1,200.00	
Total 4100 EVENTS INCOME	8,717.54	28,700.00	-19,982.46	30.37 %
4200 NON DUES INCOME				
4201 Non Dues Income Other		100.00	-100.00	
4204 Corporate Sponsorship Income	18,500.00	35,000.00	-16,500.00	52.86 %
4208 Advertising Sponsorships	1,710.00	3,115.00	-1,405.00	54.90 %
4800 Donated "Rent" Income-New Space	9,317.52	9,317.52	0.00	100.00 %
Total 4200 NON DUES INCOME	29,527.52	47,532.52	-18,005.00	62.12 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	4,424.00	22,500.00	-18,076.00	19.66 %
4311 Business Directory Expense	-625.00	-15,000.00	14,375.00	4.17 %
Total 4300 ADVERTISING INCOME	3,799.00	7,500.00	-3,701.00	50.65 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		2,500.00	-2,500.00	
4412 FYPG Events Attendee Income		500.00	-500.00	
4415 FYPG Events Expense	-176.62	-2,000.00	1,823.38	8.83 %
Total 4410 FYPG Events Income	-176.62	1,000.00	-1,176.62	-17.66 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	6,150.00	3,000.00	3,150.00	205.00 %
4422 WBC Events Sponsorship Income	10,725.00	15,000.00	-4,275.00	71.50 %
4425 WBC Event Expense	-11,910.86	-8,000.00	-3,910.86	148.89 %
Total 4420 WBC Events Income	4,964.14	10,000.00	-5,035.86	49.64 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	2,245.00	4,000.00	-1,755.00	56.13 %
4435 Members Luncheon Expense	-1,336.06	-4,000.00	2,663.94	33.40 %
Total 4430 Member Luncheon Income	908.94	0.00	908.94	
Total 4400 MEMBERSHIP ACTIVITIES INCOME	5,696.46	11,000.00	-5,303.54	51.79 %
Total Income	\$142,635.52	\$194,732.52	\$ -52,097.00	73.25 %
GROSS PROFIT	\$142,635.52	\$194,732.52	\$ -52,097.00	73.25 %
Expenses				
5001 Advertising Expense	4,974.40	4,000.00	974.40	124.36 %
5003 Bookkeeping Expense	14,537.50	14,000.00	537.50	103.84 %
5007 Contract Labor Expense	725.00	15,000.00	-14,275.00	4.83 %
5009 Contributions Expense	418.14		418.14	
5011 Cr Card Processing & Bank Charges Expense	2,411.64	3,000.00	-588.36	80.39 %
5015 Dues & Subscriptions Expense	2,981.82	2,000.00	981.82	149.09 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	3,000.00	-1,027.00	65.77 %
Total 5018 Insurance Expense	1,973.00	3,000.00	-1,027.00	65.77 %

Fauquier Chamber

Budget vs. Actuals: 2023 Annual Budget - FY23 P&L

January - December 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5021 Interest Expense	358.59		358.59	
5023 Meetings / Conventions Expense	540.00	500.00	40.00	108.00 %
5025 Membership Expense	1,839.94	1,500.00	339.94	122.66 %
5030 Meals & Entertainment				
5032 Meals - 50%	453.29	300.00	153.29	151.10 %
Total 5030 Meals & Entertainment	453.29	300.00	153.29	151.10 %
5031 Office Supplies Expense	3,719.67	2,000.00	1,719.67	185.98 %
5033 Payroll Processing Expense	1,233.75	1,200.00	33.75	102.81 %
5035 Payroll Tax Expense	8,522.77	7,954.47	568.30	107.14 %
5039 Postage & Delivery Expense	793.96	1,000.00	-206.04	79.40 %
5048 Rent Expense - PATH Bldg	9,317.52	9,317.52	0.00	100.00 %
5049 Repairs & Maintenance Expense	433.65		433.65	
5051 Simple IRA Company Contribution Expense	1,380.00	2,759.40	-1,379.40	50.01 %
5053 Technology Expense				
6054 Software Costs	11,488.88	8,500.00	2,988.88	135.16 %
6055 Utility Costs	3,334.43	3,500.00	-165.57	95.27 %
6056 Equipment Rental	3,576.66	3,500.00	76.66	102.19 %
6057 IT Services	1,117.00	1,000.00	117.00	111.70 %
Total 5053 Technology Expense	19,516.97	16,500.00	3,016.97	118.28 %
5055 Telephone Expense	971.33	1,600.00	-628.67	60.71 %
5060 Wages Expense				
5063 Wages_Admin	16,645.00	12,000.00	4,645.00	138.71 %
5064 Wages_Exec Director	91,999.92	91,980.00	19.92	100.02 %
Total 5060 Wages Expense	108,644.92	103,980.00	4,664.92	104.49 %
5065 Website Development Expense	1,611.86	5,000.00	-3,388.14	32.24 %
Total Expenses	\$187,359.72	\$194,611.39	\$ -7,251.67	96.27 %
NET OPERATING INCOME	\$ -44,724.20	\$121.13	\$ -44,845.33	-36,922.48 %
Other Income				
7005 Investment Income	114.65		114.65	
7010 Unrealized Gains/Losses	2,237.17		2,237.17	
Previous Year Income	6,120.00		6,120.00	
Total Other Income	\$8,471.82	\$0.00	\$8,471.82	0.00%
Other Expenses				
Previous Year's Expenses	1,200.00		1,200.00	
Total Other Expenses	\$1,200.00	\$0.00	\$1,200.00	0.00%
NET OTHER INCOME	\$7,271.82	\$0.00	\$7,271.82	0.00%
NET INCOME	\$ -37,452.38	\$121.13	\$ -37,573.51	-30,919.16 %