

Fauquier Chamber

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

January - March, 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	715.00	3,500.00	-2,785.00	20.43 %
4012 Renewal Member Dues Income	16,142.50	51,086.00	-34,943.50	31.60 %
4013 New Member Dues Income	4,826.50	21,175.00	-16,348.50	22.79 %
4014 Membership Commission - 18%		-4,441.50	4,441.50	
Total 4010 MEMBERSHIP INCOME	21,684.00	71,319.50	-49,635.50	30.40 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	18,175.00	7,000.00	11,175.00	259.64 %
4112 Valor Awards Attendee Income	650.00	0.00	650.00	
4115 Valor Awards Expense	-5,342.32	0.00	-5,342.32	
Total 4110 Valor Awards Income	13,482.68	7,000.00	6,482.68	192.61 %
4120 Festival Income				
4121 Festival Sponsorship Income		0.00	0.00	
4123 Festival Booth Fees Income		0.00	0.00	
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		300.00	-300.00	
4135 Legislativ Events Expense	-117.94	-300.00	182.06	39.31 %
Total 4130 Legislative Events Income	-17.94	0.00	-17.94	
4140 BPOY Income				
4141 BPOY Sponsorshop Income		0.00	0.00	
4142 BPOY Attendee Income		0.00	0.00	
4145 BPOY Expense		0.00	0.00	
Total 4140 BPOY Income		0.00	0.00	
4160 Member Orientation				
4161 Member Orientation Sponsorship	77.00	450.00	-373.00	17.11 %
4165 Member Orientation Expenses	-41.13	-450.00	408.87	9.14 %
Total 4160 Member Orientation	35.87	0.00	35.87	
4170 After 5				
4171 After 5 Sponsorship	900.00	600.00	300.00	150.00 %
4175 After 5 Expense	-1,137.49	-150.00	-987.49	758.33 %
Total 4170 After 5	-237.49	450.00	-687.49	-52.78 %
Total 4100 EVENTS INCOME	13,263.12	7,346.02	5,917.10	180.55 %
4200 NON DUES INCOME				
4204 Corporate Sponsorship Income	6,547.50	15,462.48	-8,914.98	42.34 %
4208 Advertising Sponsorships	150.00	1,200.00	-1,050.00	12.50 %
4210 Directory Page Review Income	0.00	500.00	-500.00	0.00 %
4211 Directory Page Review Expense		-125.00	125.00	

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4800 Donated "Rent" Income-New Space	2,329.38	2,329.38	0.00	100.00 %
Total 4200 NON DUES INCOME	9,026.88	19,366.86	-10,339.98	46.61 %
4300 ADVERTISING INCOME				
4310 Business Directory Income		1,000.00	-1,000.00	
4311 Business Directory Expense		-750.00	750.00	
4314 Digital Business Directory Income	100.00	750.00	-650.00	13.33 %
4315 Digital Business Directory Expense		-75.00	75.00	
Total 4300 ADVERTISING INCOME	100.00	925.00	-825.00	10.81 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income	150.00		150.00	
4412 FYPG Events Attendee Income	300.00		300.00	
4415 FYPG Events Expense	-361.35		-361.35	
Total 4410 FYPG Events Income	88.65		88.65	
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,820.00	1,750.00	70.00	104.00 %
4422 WBC Events Sponsorship Income	8,235.00	13,500.00	-5,265.00	61.00 %
4425 WBC Event Expense	-428.68	-2,650.00	2,221.32	16.18 %
Total 4420 WBC Events Income	9,626.32	12,600.00	-2,973.68	76.40 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,700.00	250.00	1,450.00	680.00 %
4435 Members Luncheon Expense	-1,105.76	0.00	-1,105.76	
Total 4430 Member Luncheon Income	594.24	250.00	344.24	237.70 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	10,309.21	12,850.00	-2,540.79	80.23 %
Total Income	\$54,383.21	\$111,807.38	\$ -57,424.17	48.64 %
GROSS PROFIT	\$54,383.21	\$111,807.38	\$ -57,424.17	48.64 %
Expenses				
5001 Advertising Expense		1,050.00	-1,050.00	
5003 Bookkeeping Expense	3,500.00	3,600.00	-100.00	97.22 %
5009 Contributions Expense	50.00		50.00	
5011 Cr Card Processing & Bank Charges Expense	840.41	1,900.73	-1,060.32	44.22 %
5015 Dues & Subscriptions Expense	892.99	750.00	142.99	119.07 %
5018 Insurance Expense				
5019 General Insurance Expense		0.00	0.00	
Total 5018 Insurance Expense		0.00	0.00	
5021 Interest Expense	93.39		93.39	
5023 Meetings / Conventions Expense	260.00	150.00	110.00	173.33 %
5025 Membership Expense	494.57	525.00	-30.43	94.20 %
5031 Office Supplies Expense	254.53	2,550.77	-2,296.24	9.98 %
5033 Payroll Processing Expense	372.51	304.25	68.26	122.44 %
5035 Payroll Tax Expense	2,232.28	2,841.30	-609.02	78.57 %
5039 Postage & Delivery Expense		238.67	-238.67	

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5048 Rent Expense - PATH Bldg	2,329.38	2,329.38	0.00	100.00 %
5049 Repairs & Maintenance Expense		0.00	0.00	
5051 Simple IRA Company Contribution Expense		690.00	-690.00	
5053 Technology Expense				
6054 Software Costs	2,410.53	3,000.00	-589.47	80.35 %
6055 Utility Costs	615.06	750.00	-134.94	82.01 %
6056 Equipment Rental	1,029.04	900.00	129.04	114.34 %
6057 IT Services	400.00	300.00	100.00	133.33 %
Total 5053 Technology Expense	4,454.63	4,950.00	-495.37	89.99 %
5055 Telephone Expense	325.08	225.00	100.08	144.48 %
5060 Wages Expense				
5063 Wages_Admin	4,820.00	3,900.00	920.00	123.59 %
5064 Wages_Exec Director	22,999.98	22,999.98	0.00	100.00 %
5066 Wages_Event Manager		9,999.99	-9,999.99	
Total 5060 Wages Expense	27,819.98	36,899.97	-9,079.99	75.39 %
5065 Website Development Expense	455.94	450.00	5.94	101.32 %
Total Expenses	\$44,375.69	\$59,455.07	\$ -15,079.38	74.64 %
NET OPERATING INCOME	\$10,007.52	\$52,352.31	\$ -42,344.79	19.12 %
Other Income				
7005 Investment Income	22.42		22.42	
7010 Unrealized Gains/Losses	669.07		669.07	
Previous Year Income	7,865.00		7,865.00	
Total Other Income	\$8,556.49	\$0.00	\$8,556.49	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	\$4,102.34	\$0.00	\$4,102.34	0.00%
NET INCOME	\$14,109.86	\$52,352.31	\$ -38,242.45	26.95 %