

Fauquier Chamber

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

January - March, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	750.00		750.00	
4012 Renewal Member Dues Income	17,820.00	17,499.99	320.01	101.83 %
4013 New Member Dues Income	3,840.00	7,500.00	-3,660.00	51.20 %
Total 4010 MEMBERSHIP INCOME	22,410.00	24,999.99	-2,589.99	89.64 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	5,275.00	1,875.00	3,400.00	281.33 %
4112 Valor Awards Attendee Income	250.00	500.01	-250.01	50.00 %
4115 Valor Awards Expense		-1,250.01	1,250.01	
Total 4110 Valor Awards Income	5,525.00	1,125.00	4,400.00	491.11 %
4120 Festival Income				
4121 Festival Sponsorship Income		1,250.01	-1,250.01	
4123 Festival Booth Fees Income		5,499.99	-5,499.99	
4125 Festival Expense	-103.98	-1,500.00	1,396.02	6.93 %
Total 4120 Festival Income	-103.98	5,250.00	-5,353.98	-1.98 %
4130 Legislative Events Income				
4131 Legislative Events Sponsorship Income		624.99	-624.99	
4132 Legislative Events Attendee Income	1,160.00	375.00	785.00	309.33 %
4135 Legislativ Events Expense	-754.07	-375.00	-379.07	201.09 %
Total 4130 Legislative Events Income	405.93	624.99	-219.06	64.95 %
4140 BPOY Income				
4141 BPOY Sponsorshop Income		3,750.00	-3,750.00	
4142 BPOY Attendee Income		2,499.99	-2,499.99	
4145 BPOY Expense		-6,249.99	6,249.99	
Total 4140 BPOY Income		0.00	0.00	
4160 Member Orientation				
4161 Member Orientation Sponsorship	130.50	500.01	-369.51	26.10 %
4165 Member Orientation Expenses	-58.35	-500.01	441.66	11.67 %
Total 4160 Member Orientation	72.15	0.00	72.15	
4170 After 5				
4171 After 5 Sponsorship	150.00		150.00	
4175 After 5 Expense		-125.01	125.01	
Total 4170 After 5	150.00	-125.01	275.01	-119.99 %
4180 Before 9				
4185 Before 9 Expenses	-315.15		-315.15	
Total 4180 Before 9	-315.15		-315.15	
4190 Networking Events				
4191 Networking Events Sponsorship Income		300.00	-300.00	
4192 Networking Events Attendee Fees		249.99	-249.99	

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4195 Networking Events Expense		-249.99	249.99	
Total 4190 Networking Events		300.00	-300.00	
Total 4100 EVENTS INCOME	5,733.95	7,174.98	-1,441.03	79.92 %
4200 NON DUES INCOME				
4201 Non Dues Income Other		24.99	-24.99	
4204 Corporate Sponsorship Income	16,495.00	8,750.01	7,744.99	188.51 %
4208 Advertising Sponsorships	1,500.00	778.74	721.26	192.62 %
4800 Donated "Rent" Income-New Space	2,329.38	2,329.38	0.00	100.00 %
Total 4200 NON DUES INCOME	20,324.38	11,883.12	8,441.26	171.04 %
4300 ADVERTISING INCOME				
4310 Business Directory Income		5,625.00	-5,625.00	
4311 Business Directory Expense		-3,750.00	3,750.00	
Total 4300 ADVERTISING INCOME		1,875.00	-1,875.00	
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		624.99	-624.99	
4412 FYPG Events Attendee Income		125.01	-125.01	
4415 FYPG Events Expense	-131.22	-500.01	368.79	26.24 %
Total 4410 FYPG Events Income	-131.22	249.99	-381.21	-52.49 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,500.00	750.00	750.00	200.00 %
4422 WBC Events Sponsorship Income	8,925.00	3,750.00	5,175.00	238.00 %
4425 WBC Event Expense	-750.00	-2,000.01	1,250.01	37.50 %
Total 4420 WBC Events Income	9,675.00	2,499.99	7,175.01	387.00 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	880.00	999.99	-119.99	88.00 %
4435 Members Luncheon Expense	-676.61	-999.99	323.38	67.66 %
Total 4430 Member Luncheon Income	203.39	0.00	203.39	
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,747.17	2,749.98	6,997.19	354.45 %
Total Income	\$58,215.50	\$48,683.07	\$9,532.43	119.58 %
GROSS PROFIT	\$58,215.50	\$48,683.07	\$9,532.43	119.58 %
Expenses				
5001 Advertising Expense	375.00	999.99	-624.99	37.50 %
5003 Bookkeeping Expense	3,500.00	3,500.01	-0.01	100.00 %
5007 Contract Labor Expense	150.00	3,750.00	-3,600.00	4.00 %
5009 Contributions Expense	418.14		418.14	
5011 Cr Card Processing & Bank Charges Expense	814.20	750.00	64.20	108.56 %
5015 Dues & Subscriptions Expense	1,323.00	500.01	822.99	264.59 %
5018 Insurance Expense				
5019 General Insurance Expense		750.00	-750.00	
Total 5018 Insurance Expense		750.00	-750.00	

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5023 Meetings / Conventions Expense	375.00	125.01	249.99	299.98 %
5025 Membership Expense	626.73	375.00	251.73	167.13 %
5030 Meals & Entertainment				
5032 Meals - 50%	109.21	75.00	34.21	145.61 %
Total 5030 Meals & Entertainment	109.21	75.00	34.21	145.61 %
5031 Office Supplies Expense	2,550.77	500.01	2,050.76	510.14 %
5033 Payroll Processing Expense	304.25	300.00	4.25	101.42 %
5035 Payroll Tax Expense	2,139.34	1,988.61	150.73	107.58 %
5039 Postage & Delivery Expense	238.67	249.99	-11.32	95.47 %
5048 Rent Expense - PATH Bldg	2,329.38	2,329.38	0.00	100.00 %
5051 Simple IRA Company Contribution Expense	690.00	689.85	0.15	100.02 %
5053 Technology Expense				
6054 Software Costs	2,884.51	2,124.99	759.52	135.74 %
6055 Utility Costs	538.38	875.01	-336.63	61.53 %
6056 Equipment Rental	974.79	875.01	99.78	111.40 %
6057 IT Services	182.00	249.99	-67.99	72.80 %
Total 5053 Technology Expense	4,579.68	4,125.00	454.68	111.02 %
5055 Telephone Expense	257.62	399.99	-142.37	64.41 %
5060 Wages Expense				
5063 Wages_Admin	3,630.00	3,000.00	630.00	121.00 %
5064 Wages_Exec Director	22,999.98	22,995.00	4.98	100.02 %
Total 5060 Wages Expense	26,629.98	25,995.00	634.98	102.44 %
5065 Website Development Expense	250.00	1,250.01	-1,000.01	20.00 %
Total Expenses	\$47,660.97	\$48,652.86	\$ -991.89	97.96 %
NET OPERATING INCOME	\$10,554.53	\$30.21	\$10,524.32	34,937.21 %
Other Income				
7005 Investment Income	31.28		31.28	
7010 Unrealized Gains/Losses	51.40		51.40	
Previous Year Income	5,330.00		5,330.00	
Total Other Income	\$5,412.68	\$0.00	\$5,412.68	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	\$4,212.68	\$0.00	\$4,212.68	0.00%
NET INCOME	\$14,767.21	\$30.21	\$14,737.00	48,881.86 %