Fauquier Chamber

Profit and Loss Comparison

January - October, 2023

	TOTAL			
	JAN - OCT, 2023	JAN - OCT, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,400.00	2,800.00	-14.29 %	1.97 %
4012 Renewal Member Dues Income	56,885.00	56,066.25	1.46 %	46.68 %
4013 New Member Dues Income	12,765.00	12,785.00	-0.16 %	10.48 %
Total 4010 MEMBERSHIP INCOME	**72,050.00**	**71,651.25**	**0.56 %**	**59.12 %**
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			8.49 %
4112 Valor Awards Attendee Income	1,750.00			1.44 %
4115 Valor Awards Expense	-10,935.64			-8.97 %
Total 4110 Valor Awards Income	**1,155.43**			**0.95 %**
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00			1.44 %
4123 Festival Booth Fees Income	13,583.33	21,695.00	-37.39 %	11.15 %
4125 Festival Expense	-2,284.21	-6,109.84	62.61 %	-1.87 %
Total 4120 Festival Income	**13,049.12**	**15,585.16**	**-16.27 %**	**10.71 %**
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,220.00	15.00	8,033.33 %	1.00 %
4135 Legislativ Events Expense	-1,150.55			-0.94 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income	43.00	680.00	-93.68 %	0.04 %
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	**112.45**	**588.46**	**-80.89 %**	**0.09 %**
4140 BPOY Income				
4141 BPOY Sponsorshop Income	3,400.00	9,050.00	-62.43 %	2.79 %
4142 BPOY Attendee Income	1,600.00	3,901.00	-58.98 %	1.31 %
4145 BPOY Expense	-7,446.72	-11,383.50	34.58 %	-6.11 %
Total 4140 BPOY Income	**-2,446.72**	**1,567.50**	**-256.09 %**	**-2.01 %**
4160 Member Orientation				
4161 Member Orientation Sponsorship	654.50	680.00	-3.75 %	0.54 %
4165 Member Orientation Expenses	-832.84	-1,523.90	45.35 %	-0.68 %
Total 4160 Member Orientation	**-178.34**	**-843.90**	**78.87 %**	**-0.15 %**
4170 After 5				
4171 After 5 Sponsorship	1,990.00			1.63 %
4175 After 5 Expense	-1,220.82	-300.95	-305.66 %	-1.00 %
Total 4170 After 5	**769.18**	**-300.95**	**355.58 %**	**0.63 %**
4180 Before 9				
4181 Before 9 Sponsorships		30.00	-100.00 %	
4184 Before 9 Attendee Fees		10.00	-100.00 %	
4185 Before 9 Expenses	-431.39	-151.45	-184.84 %	-0.35 %
Total 4180 Before 9	**-431.39**	**-111.45**	**-287.07 %**	**-0.35 %**

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4190 Networking Events				
4191 Networking Events Sponsorship Income		950.00	-100.00 %	
4192 Networking Events Attendee Fees		750.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
Total 4190 Networking Events		**930.09**	**-100.00 %**	
Total 4100 EVENTS INCOME	**12,029.73**	**17,414.91**	**-30.92 %**	**9.87 %**
4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	20,400.00	37,905.00	-46.18 %	16.74 %
4208 Advertising Sponsorships	1,710.00	3,215.00	-46.81 %	1.40 %
4800 Donated "Rent" Income-New Space	7,764.60	7,764.60	0.00 %	6.37 %
Total 4200 NON DUES INCOME	**29,874.60**	**48,959.60**	**-38.98 %**	**24.52 %**
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00			0.51 %
4311 Business Directory Expense	-625.00			-0.51 %
Total 4300 ADVERTISING INCOME	**0.00**			**0.00 %**
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		1,900.00	-100.00 %	
4412 FYPG Events Attendee Income		467.00	-100.00 %	
4415 FYPG Events Expense	-176.62	-1,659.38	89.36 %	-0.14 %
Total 4410 FYPG Events Income	**-176.62**	**707.62**	**-124.96 %**	**-0.14 %**
4420 WBC Events Income				
4421 WBC Events Attendee Income	4,265.00	4,325.00	-1.39 %	3.50 %
4422 WBC Events Sponsorship Income	10,625.00	12,475.00	-14.83 %	8.72 %
4425 WBC Event Expense	-7,440.86	-5,887.50	-26.38 %	-6.11 %
Total 4420 WBC Events Income	**7,449.14**	**10,912.50**	**-31.74 %**	**6.11 %**
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,970.00			1.62 %
4435 Members Luncheon Expense	-1,336.06			-1.10 %
Total 4430 Member Luncheon Income	**633.94**			**0.52 %**
Total 4400 MEMBERSHIP ACTIVITIES INCOME	**7,906.46**	**11,620.12**	**-31.96 %**	**6.49 %**
Total Income	**$121,860.79**	**$149,645.88**	**-18.57 %**	**100.00 %**
GROSS PROFIT	**$121,860.79**	**$149,645.88**	**-18.57 %**	**100.00 %**
Expenses				
5001 Advertising Expense	3,230.20	349.99	822.94 %	2.65 %
5003 Bookkeeping Expense	12,037.50	11,200.00	7.48 %	9.88 %
5007 Contract Labor Expense	725.00			0.59 %
5009 Contributions Expense	418.14			0.34 %
5011 Cr Card Processing & Bank Charges Expense	1,876.41	2,795.31	-32.87 %	1.54 %
5015 Dues & Subscriptions Expense	2,684.82	1,581.97	69.71 %	2.20 %

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5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	1.62 %
Total 5018 Insurance Expense	**1,973.00**	**2,267.80**	**-13.00 %**	**1.62 %**
5023 Meetings / Conventions Expense	520.00	736.63	-29.41 %	0.43 %
5025 Membership Expense	1,731.56	1,498.38	15.56 %	1.42 %
5030 Meals & Entertainment				
5032 Meals - 50%	280.29			0.23 %
5038 Meals - 100%		253.12	-100.00 %	
Total 5030 Meals & Entertainment	**280.29**	**253.12**	**10.73 %**	**0.23 %**
5031 Office Supplies Expense	3,511.20	2,146.41	63.58 %	2.88 %
5033 Payroll Processing Expense	1,019.75	971.50	4.97 %	0.84 %
5035 Payroll Tax Expense	7,100.70	5,920.54	19.93 %	5.83 %
5039 Postage & Delivery Expense	702.67	789.51	-11.00 %	0.58 %
5048 Rent Expense - PATH Bldg	7,764.60	7,764.60	0.00 %	6.37 %
5049 Repairs & Maintenance Expense	433.65			0.36 %
5051 Simple IRA Company Contribution Expense	1,380.00	1,900.00	-27.37 %	1.13 %
5053 Technology Expense				
6054 Software Costs	10,189.53	6,837.92	49.02 %	8.36 %
6055 Utility Costs	2,451.55	2,681.31	-8.57 %	2.01 %
6056 Equipment Rental	3,100.77	2,761.00	12.31 %	2.54 %
6057 IT Services	1,117.00	685.00	63.07 %	0.92 %
Total 5053 Technology Expense	**16,858.85**	**12,965.23**	**30.03 %**	**13.83 %**
5055 Telephone Expense	754.61	1,288.10	-41.42 %	0.62 %
5060 Wages Expense				
5063 Wages_Admin	13,605.00	11,828.86	15.02 %	11.16 %
5064 Wages_Exec Director	76,666.60	63,333.27	21.05 %	62.91 %
Total 5060 Wages Expense	**90,271.60**	**75,162.13**	**20.10 %**	**74.08 %**
5065 Website Development Expense	1,307.90			1.07 %
Total Expenses	**$156,582.45**	**$129,591.22**	**20.83 %**	**128.49 %**
NET OPERATING INCOME	**$ -34,721.66**	**$20,054.66**	**-273.14 %**	**-28.49 %**
Other Income				
7005 Investment Income	99.77	101.59	-1.79 %	0.08 %
7010 Unrealized Gains/Losses	964.14	-134.99	814.23 %	0.79 %
Previous Year Income	6,120.00	10,630.00	-42.43 %	5.02 %
Total Other Income	**$7,183.91**	**$10,596.60**	**-32.21 %**	**5.90 %**
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	0.98 %
Total Other Expenses	**$1,200.00**	**$385.00**	**211.69 %**	**0.98 %**
NET OTHER INCOME	**$5,983.91**	**$10,211.60**	**-41.40 %**	**4.91 %**
NET INCOME	**$ -28,737.75**	**$30,266.26**	**-194.95 %**	**-23.58 %**