

Fauquier Chamber

Profit and Loss Comparison

March 2024

	TOTAL			
	MAR 2024	MAR 2023 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	385.00	250.00	54.00 %	1.95 %
4012 Renewal Member Dues Income	5,577.00	5,695.00	-2.07 %	28.29 %
4013 New Member Dues Income	1,996.50	1,345.00	48.44 %	10.13 %
Total 4010 MEMBERSHIP INCOME	7,958.50	7,290.00	9.17 %	40.38 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,975.00	3,725.00	194.63 %	55.68 %
4112 Valor Awards Attendee Income	650.00	250.00	160.00 %	3.30 %
4115 Valor Awards Expense	-5,342.32			-27.10 %
Total 4110 Valor Awards Income	6,282.68	3,975.00	58.05 %	31.87 %
4160 Member Orientation				
4161 Member Orientation Sponsorship		52.50	-100.00 %	
Total 4160 Member Orientation		52.50	-100.00 %	
4170 After 5				
4171 After 5 Sponsorship	900.00			4.57 %
4175 After 5 Expense	-1,057.00			-5.36 %
Total 4170 After 5	-157.00			-0.80 %
Total 4100 EVENTS INCOME	6,125.68	4,027.50	52.10 %	31.08 %
4200 NON DUES INCOME				
4204 Corporate Sponsorship Income	1,450.00	7,350.00	-80.27 %	7.36 %
4208 Advertising Sponsorships		100.00	-100.00 %	
4800 Donated "Rent" Income-New Space	776.46	776.46	0.00 %	3.94 %
Total 4200 NON DUES INCOME	2,226.46	8,226.46	-72.94 %	11.30 %
4300 ADVERTISING INCOME				
4314 Digital Business Directory Income	100.00			0.51 %
Total 4300 ADVERTISING INCOME	100.00			0.51 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income	150.00			0.76 %
4415 FYPG Events Expense	-45.45			-0.23 %
Total 4410 FYPG Events Income	104.55			0.53 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,575.00	1,500.00	5.00 %	7.99 %
4422 WBC Events Sponsorship Income	2,285.00	5,100.00	-55.20 %	11.59 %
4425 WBC Event Expense	-428.68	-750.00	42.84 %	-2.17 %
Total 4420 WBC Events Income	3,431.32	5,850.00	-41.34 %	17.41 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	870.00	325.00	167.69 %	4.41 %
4435 Members Luncheon Expense	-1,105.76	-376.61	-193.61 %	-5.61 %

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Total 4430 Member Luncheon Income	-235.76	-51.61	-356.81 %	-1.20 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	3,300.11	5,798.39	-43.09 %	16.74 %
Total Income	\$19,710.75	\$25,342.35	-22.22 %	100.00 %
GROSS PROFIT	\$19,710.75	\$25,342.35	-22.22 %	100.00 %
Expenses				
5001 Advertising Expense		375.00	-100.00 %	
5003 Bookkeeping Expense	1,000.00	1,250.00	-20.00 %	5.07 %
5009 Contributions Expense		215.00	-100.00 %	
5011 Cr Card Processing & Bank Charges Expense	458.96	321.76	42.64 %	2.33 %
5015 Dues & Subscriptions Expense	425.99	476.00	-10.51 %	2.16 %
5023 Meetings / Conventions Expense	52.27			0.27 %
5025 Membership Expense	430.42	361.50	19.07 %	2.18 %
5031 Office Supplies Expense	103.90	117.19	-11.34 %	0.53 %
5033 Payroll Processing Expense	145.01	102.00	42.17 %	0.74 %
5035 Payroll Tax Expense	738.30	677.87	8.91 %	3.75 %
5039 Postage & Delivery Expense		36.67	-100.00 %	
5048 Rent Expense - PATH Bldg	776.46	776.46	0.00 %	3.94 %
5051 Simple IRA Company Contribution Expense		230.00	-100.00 %	
5053 Technology Expense				
6054 Software Costs	698.48	844.72	-17.31 %	3.54 %
6055 Utility Costs	307.52	272.92	12.68 %	1.56 %
6056 Equipment Rental	233.81	569.17	-58.92 %	1.19 %
6057 IT Services	300.00	78.00	284.62 %	1.52 %
Total 5053 Technology Expense	1,539.81	1,764.81	-12.75 %	7.81 %
5055 Telephone Expense	108.36			0.55 %
5060 Wages Expense				
5063 Wages_Admin	1,840.00	1,065.00	72.77 %	9.34 %
5064 Wages_Exec Director	7,666.66	7,666.66	0.00 %	38.90 %
Total 5060 Wages Expense	9,506.66	8,731.66	8.88 %	48.23 %
5065 Website Development Expense	151.98	250.00	-39.21 %	0.77 %
Total Expenses	\$15,438.12	\$15,685.92	-1.58 %	78.32 %
NET OPERATING INCOME	\$4,272.63	\$9,656.43	-55.75 %	21.68 %
Other Income				
7005 Investment Income	1.63	3.96	-58.84 %	0.01 %
7010 Unrealized Gains/Losses	802.69	-145.84	650.39 %	4.07 %
Previous Year Income	2,350.00			11.92 %
Total Other Income	\$3,154.32	\$ -141.88	2,323.23 %	16.00 %
NET OTHER INCOME	\$3,154.32	\$ -141.88	2,323.23 %	16.00 %
NET INCOME	\$7,426.95	\$9,514.55	-21.94 %	37.68 %