

# Fauquier Chamber

## Profit and Loss Comparison

### September 2023

|                                             | TOTAL            |                  |                    |                  |
|---------------------------------------------|------------------|------------------|--------------------|------------------|
|                                             | SEP 2023         | SEP 2022 (PY)    | % CHANGE           | % OF INCOME      |
| Income                                      |                  |                  |                    |                  |
| 4010 MEMBERSHIP INCOME                      |                  |                  |                    |                  |
| 4011 Admin Fees Income                      | 100.00           | 100.00           | 0.00 %             | 5.09 %           |
| 4012 Renewal Member Dues Income             | 3,127.50         | 5,110.00         | -38.80 %           | 159.04 %         |
| 4013 New Member Dues Income                 | 410.00           | 490.00           | -16.33 %           | 20.85 %          |
| <b>Total 4010 MEMBERSHIP INCOME</b>         | <b>3,637.50</b>  | <b>5,700.00</b>  | <b>-36.18 %</b>    | <b>184.97 %</b>  |
| 4100 EVENTS INCOME                          |                  |                  |                    |                  |
| 4120 Festival Income                        |                  |                  |                    |                  |
| 4123 Festival Booth Fees Income             | 1,187.50         | 2,175.00         | -45.40 %           | 60.39 %          |
| 4125 Festival Expense                       | -474.28          | -2,623.89        | 81.92 %            | -24.12 %         |
| <b>Total 4120 Festival Income</b>           | <b>713.22</b>    | <b>-448.89</b>   | <b>258.89 %</b>    | <b>36.27 %</b>   |
| 4130 Legislative Events Income              |                  |                  |                    |                  |
| 4137 Economic Summit Attendee Income        | 43.00            |                  |                    | 2.19 %           |
| <b>Total 4130 Legislative Events Income</b> | <b>43.00</b>     |                  |                    | <b>2.19 %</b>    |
| 4140 BPOY Income                            |                  |                  |                    |                  |
| 4145 BPOY Expense                           | -3,761.22        | -300.00          | -1,153.74 %        | -191.26 %        |
| <b>Total 4140 BPOY Income</b>               | <b>-3,761.22</b> | <b>-300.00</b>   | <b>-1,153.74 %</b> | <b>-191.26 %</b> |
| 4160 Member Orientation                     |                  |                  |                    |                  |
| 4161 Member Orientation Sponsorship         | 41.00            | 170.00           | -75.88 %           | 2.08 %           |
| 4165 Member Orientation Expenses            | -93.59           | -91.70           | -2.06 %            | -4.76 %          |
| <b>Total 4160 Member Orientation</b>        | <b>-52.59</b>    | <b>78.30</b>     | <b>-167.16 %</b>   | <b>-2.67 %</b>   |
| 4170 After 5                                |                  |                  |                    |                  |
| 4171 After 5 Sponsorship                    | 100.00           |                  |                    | 5.09 %           |
| 4175 After 5 Expense                        | 100.00           |                  |                    | 5.09 %           |
| <b>Total 4170 After 5</b>                   | <b>200.00</b>    |                  |                    | <b>10.17 %</b>   |
| <b>Total 4100 EVENTS INCOME</b>             | <b>-2,857.59</b> | <b>-670.59</b>   | <b>-326.13 %</b>   | <b>-145.31 %</b> |
| 4200 NON DUES INCOME                        |                  |                  |                    |                  |
| 4208 Advertising Sponsorships               |                  | 100.00           | -100.00 %          |                  |
| 4800 Donated "Rent" Income-New Space        | 776.46           | 776.46           | 0.00 %             | 39.48 %          |
| <b>Total 4200 NON DUES INCOME</b>           | <b>776.46</b>    | <b>876.46</b>    | <b>-11.41 %</b>    | <b>39.48 %</b>   |
| 4400 MEMBERSHIP ACTIVITIES INCOME           |                  |                  |                    |                  |
| 4410 FYPG Events Income                     |                  |                  |                    |                  |
| 4411 FYPG Events Sponsorship Income         |                  | 1,500.00         | -100.00 %          |                  |
| 4412 FYPG Events Attendee Income            |                  | 70.00            | -100.00 %          |                  |
| 4415 FYPG Events Expense                    |                  | -821.79          | 100.00 %           |                  |
| <b>Total 4410 FYPG Events Income</b>        |                  | <b>748.21</b>    | <b>-100.00 %</b>   |                  |
| 4420 WBC Events Income                      |                  |                  |                    |                  |
| 4421 WBC Events Attendee Income             | 1,020.00         | 800.00           | 27.50 %            | 51.87 %          |
| 4425 WBC Event Expense                      | -685.00          | -2,450.35        | 72.04 %            | -34.83 %         |
| <b>Total 4420 WBC Events Income</b>         | <b>335.00</b>    | <b>-1,650.35</b> | <b>120.30 %</b>    | <b>17.04 %</b>   |
| 4430 Member Luncheon Income                 |                  |                  |                    |                  |

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|------------------------------------------------|----------------------|---------------------|-----------------|------------------|
|                                                | SEP 2023             | SEP 2022 (PY)       | % CHANGE        | % OF INCOME      |
| 4432 Member Luncheon Attendee Income           | 220.00               |                     |                 | 11.19 %          |
| 4435 Members Luncheon Expense                  | -144.83              |                     |                 | -7.36 %          |
| <b>Total 4430 Member Luncheon Income</b>       | <b>75.17</b>         |                     |                 | <b>3.82 %</b>    |
| <b>Total 4400 MEMBERSHIP ACTIVITIES INCOME</b> | <b>410.17</b>        | <b>-902.14</b>      | <b>145.47 %</b> | <b>20.86 %</b>   |
| <b>Total Income</b>                            | <b>\$1,966.54</b>    | <b>\$5,003.73</b>   | <b>-60.70 %</b> | <b>100.00 %</b>  |
| GROSS PROFIT                                   | <b>\$1,966.54</b>    | <b>\$5,003.73</b>   | <b>-60.70 %</b> | <b>100.00 %</b>  |
| Expenses                                       |                      |                     |                 |                  |
| 5001 Advertising Expense                       | 1,064.60             |                     |                 | 54.14 %          |
| 5003 Bookkeeping Expense                       | 1,000.00             | 1,000.00            | 0.00 %          | 50.85 %          |
| 5011 Cr Card Processing & Bank Charges Expense | 70.60                | 178.25              | -60.39 %        | 3.59 %           |
| 5015 Dues & Subscriptions Expense              | 121.00               | 116.99              | 3.43 %          | 6.15 %           |
| 5025 Membership Expense                        | 16.14                | 356.71              | -95.48 %        | 0.82 %           |
| 5031 Office Supplies Expense                   |                      | 67.39               | -100.00 %       |                  |
| 5033 Payroll Processing Expense                | 102.00               | 97.00               | 5.15 %          | 5.19 %           |
| 5035 Payroll Tax Expense                       | 740.95               | 597.61              | 23.99 %         | 37.68 %          |
| 5039 Postage & Delivery Expense                | 200.00               |                     |                 | 10.17 %          |
| 5048 Rent Expense - PATH Bldg                  | 776.46               | 776.46              | 0.00 %          | 39.48 %          |
| 5051 Simple IRA Company Contribution Expense   |                      | 200.00              | -100.00 %       |                  |
| 5053 Technology Expense                        |                      |                     |                 |                  |
| 6054 Software Costs                            | 605.50               | 701.06              | -13.63 %        | 30.79 %          |
| 6055 Utility Costs                             | 274.12               | 262.61              | 4.38 %          | 13.94 %          |
| 6056 Equipment Rental                          | 266.36               |                     |                 | 13.54 %          |
| 6057 IT Services                               | 25.00                | 210.00              | -88.10 %        | 1.27 %           |
| <b>Total 5053 Technology Expense</b>           | <b>1,170.98</b>      | <b>1,173.67</b>     | <b>-0.23 %</b>  | <b>59.55 %</b>   |
| 5055 Telephone Expense                         | 108.36               | 128.81              | -15.88 %        | 5.51 %           |
| 5060 Wages Expense                             |                      |                     |                 |                  |
| 5062 Salary Expense                            |                      | -59,923.81          | 100.00 %        |                  |
| 5063 Wages_Admin                               | 1,800.00             | 11,048.86           | -83.71 %        | 91.53 %          |
| 5064 Wages_Exec Director                       | 7,666.66             | 56,666.61           | -86.47 %        | 389.86 %         |
| <b>Total 5060 Wages Expense</b>                | <b>9,466.66</b>      | <b>7,791.66</b>     | <b>21.50 %</b>  | <b>481.39 %</b>  |
| 5065 Website Development Expense               | 151.98               |                     |                 | 7.73 %           |
| <b>Total Expenses</b>                          | <b>\$14,989.73</b>   | <b>\$12,484.55</b>  | <b>20.07 %</b>  | <b>762.24 %</b>  |
| NET OPERATING INCOME                           | <b>\$ -13,023.19</b> | <b>\$ -7,480.82</b> | <b>-74.09 %</b> | <b>-662.24 %</b> |
| Other Income                                   |                      |                     |                 |                  |
| 7005 Investment Income                         | 8.98                 | 2.18                | 311.93 %        | 0.46 %           |
| 7010 Unrealized Gains/Losses                   | 66.23                | -1,566.46           | 104.23 %        | 3.37 %           |
| <b>Total Other Income</b>                      | <b>\$75.21</b>       | <b>\$ -1,564.28</b> | <b>104.81 %</b> | <b>3.82 %</b>    |
| NET OTHER INCOME                               | <b>\$75.21</b>       | <b>\$ -1,564.28</b> | <b>104.81 %</b> | <b>3.82 %</b>    |
| NET INCOME                                     | <b>\$ -12,947.98</b> | <b>\$ -9,045.10</b> | <b>-43.15 %</b> | <b>-658.41 %</b> |