

Fauquier Chamber

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

January - September, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,250.00		2,250.00	
4012 Renewal Member Dues Income	50,330.00	52,499.97	-2,169.97	95.87 %
4013 New Member Dues Income	11,930.00	22,500.00	-10,570.00	53.02 %
Total 4010 MEMBERSHIP INCOME	64,510.00	74,999.97	-10,489.97	86.01 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07	5,625.00	4,716.07	183.84 %
4112 Valor Awards Attendee Income	1,750.00	1,500.03	249.97	116.66 %
4115 Valor Awards Expense	-10,935.64	-3,750.03	-7,185.61	291.61 %
Total 4110 Valor Awards Income	1,155.43	3,375.00	-2,219.57	34.23 %
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00	3,750.03	-2,000.03	46.67 %
4123 Festival Booth Fees Income	21,100.00	16,499.97	4,600.03	127.88 %
4125 Festival Expense	-695.76	-4,500.00	3,804.24	15.46 %
Total 4120 Festival Income	22,154.24	15,750.00	6,404.24	140.66 %
4130 Legislative Events Income				
4131 Legislative Events Sponsorship Income		1,874.97	-1,874.97	
4132 Legislative Events Attendee Income	1,205.00	1,125.00	80.00	107.11 %
4135 Legislativ Events Expense	-1,134.31	-1,125.00	-9.31	100.83 %
4137 Economic Summit Attendee Income	43.00		43.00	
Total 4130 Legislative Events Income	113.69	1,874.97	-1,761.28	6.06 %
4140 BPOY Income				
4141 BPOY Sponsorshop Income		11,250.00	-11,250.00	
4142 BPOY Attendee Income		7,499.97	-7,499.97	
4145 BPOY Expense	-5,603.97	-18,749.97	13,146.00	29.89 %
Total 4140 BPOY Income	-5,603.97	0.00	-5,603.97	
4160 Member Orientation				
4161 Member Orientation Sponsorship	630.50	1,500.03	-869.53	42.03 %
4165 Member Orientation Expenses	-832.84	-1,500.03	667.19	55.52 %
Total 4160 Member Orientation	-202.34	0.00	-202.34	
4170 After 5				
4171 After 5 Sponsorship	1,990.00		1,990.00	
4175 After 5 Expense	-1,220.82	-375.03	-845.79	325.53 %
Total 4170 After 5	769.18	-375.03	1,144.21	-205.10 %
4180 Before 9				
4185 Before 9 Expenses	-431.39		-431.39	
Total 4180 Before 9	-431.39		-431.39	
4190 Networking Events				
4191 Networking Events Sponsorship Income		900.00	-900.00	
4192 Networking Events Attendee Fees		749.97	-749.97	

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4195 Networking Events Expense		-749.97	749.97	
Total 4190 Networking Events		900.00	-900.00	
Total 4100 EVENTS INCOME	17,954.84	21,524.94	-3,570.10	83.41 %
4200 NON DUES INCOME				
4201 Non Dues Income Other		74.97	-74.97	
4204 Corporate Sponsorship Income	20,400.00	26,250.03	-5,850.03	77.71 %
4208 Advertising Sponsorships	1,700.00	2,336.22	-636.22	72.77 %
4800 Donated "Rent" Income-New Space	6,988.14	6,988.14	0.00	100.00 %
Total 4200 NON DUES INCOME	29,088.14	35,649.36	-6,561.22	81.60 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00	16,875.00	-16,250.00	3.70 %
4311 Business Directory Expense	-625.00	-11,250.00	10,625.00	5.56 %
Total 4300 ADVERTISING INCOME	0.00	5,625.00	-5,625.00	0.00 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		1,874.97	-1,874.97	
4412 FYPG Events Attendee Income		375.03	-375.03	
4415 FYPG Events Expense	-176.62	-1,500.03	1,323.41	11.77 %
Total 4410 FYPG Events Income	-176.62	749.97	-926.59	-23.55 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	3,965.00	2,250.00	1,715.00	176.22 %
4422 WBC Events Sponsorship Income	10,625.00	11,250.00	-625.00	94.44 %
4425 WBC Event Expense	-4,940.46	-6,000.03	1,059.57	82.34 %
Total 4420 WBC Events Income	9,649.54	7,499.97	2,149.57	128.66 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,895.00	2,999.97	-1,104.97	63.17 %
4435 Members Luncheon Expense	-1,120.46	-2,999.97	1,879.51	37.35 %
Total 4430 Member Luncheon Income	774.54	0.00	774.54	
Total 4400 MEMBERSHIP ACTIVITIES INCOME	10,247.46	8,249.94	1,997.52	124.21 %
Total Income	\$121,800.44	\$146,049.21	\$ -24,248.77	83.40 %
GROSS PROFIT	\$121,800.44	\$146,049.21	\$ -24,248.77	83.40 %
Expenses				
5001 Advertising Expense	2,189.60	2,999.97	-810.37	72.99 %
5003 Bookkeeping Expense	10,537.50	10,500.03	37.47	100.36 %
5007 Contract Labor Expense	725.00	11,250.00	-10,525.00	6.44 %
5009 Contributions Expense	418.14		418.14	
5011 Cr Card Processing & Bank Charges Expense	1,607.73	2,250.00	-642.27	71.45 %
5015 Dues & Subscriptions Expense	2,513.82	1,500.03	1,013.79	167.58 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,250.00	-277.00	87.69 %
Total 5018 Insurance Expense	1,973.00	2,250.00	-277.00	87.69 %

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5023 Meetings / Conventions Expense	520.00	375.03	144.97	138.66 %
5025 Membership Expense	1,731.56	1,125.00	606.56	153.92 %
5030 Meals & Entertainment				
5032 Meals - 50%	175.68	225.00	-49.32	78.08 %
Total 5030 Meals & Entertainment	175.68	225.00	-49.32	78.08 %
5031 Office Supplies Expense	3,431.73	1,500.03	1,931.70	228.78 %
5033 Payroll Processing Expense	912.75	900.00	12.75	101.42 %
5035 Payroll Tax Expense	6,376.92	5,965.83	411.09	106.89 %
5039 Postage & Delivery Expense	702.67	749.97	-47.30	93.69 %
5048 Rent Expense - PATH Bldg	6,988.14	6,988.14	0.00	100.00 %
5049 Repairs & Maintenance Expense	433.65		433.65	
5051 Simple IRA Company Contribution Expense	1,380.00	2,069.55	-689.55	66.68 %
5053 Technology Expense				
6054 Software Costs	9,495.46	6,374.97	3,120.49	148.95 %
6055 Utility Costs	2,177.43	2,625.03	-447.60	82.95 %
6056 Equipment Rental	2,693.40	2,625.03	68.37	102.60 %
6057 IT Services	1,117.00	749.97	367.03	148.94 %
Total 5053 Technology Expense	15,483.29	12,375.00	3,108.29	125.12 %
5055 Telephone Expense	646.25	1,199.97	-553.72	53.86 %
5060 Wages Expense				
5063 Wages_Admin	12,005.00	9,000.00	3,005.00	133.39 %
5064 Wages_Exec Director	68,999.94	68,985.00	14.94	100.02 %
Total 5060 Wages Expense	81,004.94	77,985.00	3,019.94	103.87 %
5065 Website Development Expense	1,155.92	3,750.03	-2,594.11	30.82 %
Total Expenses	\$140,908.29	\$145,958.58	\$ -5,050.29	96.54 %
NET OPERATING INCOME	\$ -19,107.85	\$90.63	\$ -19,198.48	-21,083.36 %
Other Income				
7005 Investment Income	91.59		91.59	
7010 Unrealized Gains/Losses	939.10		939.10	
Previous Year Income	6,120.00		6,120.00	
Total Other Income	\$7,150.69	\$0.00	\$7,150.69	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	\$5,950.69	\$0.00	\$5,950.69	0.00%
NET INCOME	\$ -13,157.16	\$90.63	\$ -13,247.79	-14,517.44 %