

Fauquier Chamber

Profit and Loss Comparison

January - November, 2023

	TOTAL			
	JAN - NOV, 2023	JAN - NOV, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,600.00	2,950.00	-11.86 %	2.12 %
4012 Renewal Member Dues Income	59,335.00	71,271.25	-16.75 %	48.43 %
4013 New Member Dues Income	13,980.00	13,765.00	1.56 %	11.41 %
Total 4010 MEMBERSHIP INCOME	75,915.00	87,986.25	-13.72 %	61.97 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			8.44 %
4112 Valor Awards Attendee Income	1,750.00			1.43 %
4115 Valor Awards Expense	-10,935.64			-8.93 %
Total 4110 Valor Awards Income	1,155.43			0.94 %
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00			1.43 %
4123 Festival Booth Fees Income	13,583.33	21,695.00	-37.39 %	11.09 %
4125 Festival Expense	-2,284.21	-6,109.84	62.61 %	-1.86 %
Total 4120 Festival Income	13,049.12	15,585.16	-16.27 %	10.65 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,240.00	15.00	8,166.67 %	1.01 %
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	132.45	588.46	-77.49 %	0.11 %
4140 BPOY Income				
4141 BPOY Sponsorshop Income	8,951.98	9,800.00	-8.65 %	7.31 %
4142 BPOY Attendee Income	3,850.00	6,039.00	-36.25 %	3.14 %
4145 BPOY Expense	-21,043.38	-25,128.17	16.26 %	-17.18 %
Total 4140 BPOY Income	-8,241.40	-9,289.17	11.28 %	-6.73 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	663.50	680.00	-2.43 %	0.54 %
4165 Member Orientation Expenses	-856.85	-1,629.55	47.42 %	-0.70 %
Total 4160 Member Orientation	-193.35	-949.55	79.64 %	-0.16 %
4170 After 5				
4171 After 5 Sponsorship	1,990.00			1.62 %
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	6,240.04	6,452.59	-3.29 %	5.09 %
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 %	16.65 %
4208 Advertising Sponsorships	1,710.00	3,215.00	-46.81 %	1.40 %
4800 Donated "Rent" Income-New Space	8,541.06	8,541.06	0.00 %	6.97 %
Total 4200 NON DUES INCOME	30,651.06	49,736.06	-38.37 %	25.02 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	4,424.00			3.61 %
4311 Business Directory Expense	-625.00			-0.51 %
Total 4300 ADVERTISING INCOME	3,799.00			3.10 %
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	-1,814.93	90.27 %	-0.14 %
Total 4410 FYPG Events Income	-176.62	552.07	-131.99 %	-0.14 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	4,950.00	4,570.00	8.32 %	4.04 %
4422 WBC Events Sponsorship Income	10,725.00	12,900.00	-16.86 %	8.75 %
4425 WBC Event Expense	-10,225.86	-10,775.39	5.10 %	-8.35 %
Total 4420 WBC Events Income	5,449.14	6,694.61	-18.60 %	4.45 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,970.00			1.61 %
4435 Members Luncheon Expense	-1,336.06			-1.09 %
Total 4430 Member Luncheon Income	633.94			0.52 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	5,906.46	7,246.68	-18.49 %	4.82 %
Total Income	\$122,511.56	\$151,421.58	-19.09 %	100.00 %
GROSS PROFIT	\$122,511.56	\$151,421.58	-19.09 %	100.00 %
Expenses				
5001 Advertising Expense	3,230.20	420.49	668.20 %	2.64 %
5003 Bookkeeping Expense	13,287.50	12,450.00	6.73 %	10.85 %
5007 Contract Labor Expense	725.00	1,114.50	-34.95 %	0.59 %
5009 Contributions Expense	418.14			0.34 %
5011 Cr Card Processing & Bank Charges Expense	2,140.67	2,994.14	-28.50 %	1.75 %
5015 Dues & Subscriptions Expense	2,805.82	1,682.97	66.72 %	2.29 %

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5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	1.61 %
Total 5018 Insurance Expense	1,973.00	2,267.80	-13.00 %	1.61 %
5023 Meetings / Conventions Expense	520.00	936.63	-44.48 %	0.42 %
5025 Membership Expense	1,839.94	1,510.89	21.78 %	1.50 %
5030 Meals & Entertainment				
5032 Meals - 50%	280.29			0.23 %
5038 Meals - 100%		420.85	-100.00 %	
Total 5030 Meals & Entertainment	280.29	420.85	-33.40 %	0.23 %
5031 Office Supplies Expense	3,656.50	2,191.00	66.89 %	2.98 %
5033 Payroll Processing Expense	1,126.75	1,084.45	3.90 %	0.92 %
5035 Payroll Tax Expense	7,824.99	6,935.43	12.83 %	6.39 %
5039 Postage & Delivery Expense	793.96	990.51	-19.84 %	0.65 %
5048 Rent Expense - PATH Bldg	8,541.06	8,541.06	0.00 %	6.97 %
5049 Repairs & Maintenance Expense	433.65			0.35 %
5051 Simple IRA Company Contribution Expense	1,380.00	2,200.00	-37.27 %	1.13 %
5053 Technology Expense				
6054 Software Costs	10,805.37	7,555.55	43.01 %	8.82 %
6055 Utility Costs	2,725.67	2,681.31	1.65 %	2.22 %
6056 Equipment Rental	3,288.63	3,183.32	3.31 %	2.68 %
6057 IT Services	1,117.00	685.00	63.07 %	0.91 %
Total 5053 Technology Expense	17,936.67	14,105.18	27.16 %	14.64 %
5055 Telephone Expense	862.97	1,416.91	-39.09 %	0.70 %
5060 Wages Expense				
5063 Wages_Admin	15,225.00	13,928.86	9.31 %	12.43 %
5064 Wages_Exec Director	84,333.26	74,499.93	13.20 %	68.84 %
Total 5060 Wages Expense	99,558.26	88,428.79	12.59 %	81.26 %
5065 Website Development Expense	1,459.88			1.19 %
Total Expenses	\$170,795.25	\$149,691.60	14.10 %	139.41 %
NET OPERATING INCOME	\$ -48,283.69	\$1,729.98	-2,891.00 %	-39.41 %
Other Income				
7005 Investment Income	107.11	103.86	3.13 %	0.09 %
7010 Unrealized Gains/Losses	1,943.20	1,046.64	85.66 %	1.59 %
Previous Year Income	6,120.00	10,630.00	-42.43 %	5.00 %
Total Other Income	\$8,170.31	\$11,780.50	-30.65 %	6.67 %
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	\$6,970.31	\$11,395.50	-38.83 %	5.69 %
NET INCOME	\$ -41,313.38	\$13,125.48	-414.76 %	-33.72 %