

Fauquier Chamber

Profit and Loss Comparison

January - December 2023

	TOTAL			
	JAN - DEC 2023	JAN - DEC 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,750.00	3,200.00	-14.06 %	1.93 %
4012 Renewal Member Dues Income	76,870.00	78,646.25	-2.26 %	53.89 %
4013 New Member Dues Income	15,275.00	15,010.00	1.77 %	10.71 %
Total 4010 MEMBERSHIP INCOME	94,895.00	96,856.25	-2.02 %	66.53 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			7.25 %
4112 Valor Awards Attendee Income	1,750.00			1.23 %
4115 Valor Awards Expense	-10,935.64			-7.67 %
Total 4110 Valor Awards Income	1,155.43			0.81 %
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00			1.23 %
4123 Festival Booth Fees Income	13,883.33	21,820.00	-36.37 %	9.73 %
4125 Festival Expense	-2,284.21	-6,282.10	63.64 %	-1.60 %
Total 4120 Festival Income	13,349.12	15,537.90	-14.09 %	9.36 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,266.00	15.00	8,340.00 %	0.89 %
4135 Legislativ Events Expense	-1,150.55			-0.81 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income	43.00	680.00	-93.68 %	0.03 %
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	158.45	588.46	-73.07 %	0.11 %
4140 BPOY Income				
4141 BPOY Sponsorshop Income	8,951.98	9,800.00	-8.65 %	6.28 %
4142 BPOY Attendee Income	5,825.00	6,039.00	-3.54 %	4.08 %
4145 BPOY Expense	-21,043.38	-25,300.43	16.83 %	-14.75 %
Total 4140 BPOY Income	-6,266.40	-9,461.43	33.77 %	-4.39 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	680.00	840.00	-19.05 %	0.48 %
4165 Member Orientation Expenses	-856.85	-1,687.34	49.22 %	-0.60 %
Total 4160 Member Orientation	-176.85	-847.34	79.13 %	-0.12 %
4170 After 5				
4171 After 5 Sponsorship	2,150.00			1.51 %
4175 After 5 Expense	-1,220.82	-1,039.56	-17.44 %	-0.86 %
Total 4170 After 5	929.18	-1,039.56	189.38 %	0.65 %
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 %	-0.30 %
Total 4180 Before 9	-431.39	-111.45	-287.07 %	-0.30 %

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4190 Networking Events				
4191 Networking Events Sponsorship Income		950.00	-100.00 %	
4192 Networking Events Attendee Fees		820.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
Total 4190 Networking Events		1,000.09	-100.00 %	
Total 4100 EVENTS INCOME	8,717.54	5,666.67	53.84 %	6.11 %
4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	18,500.00	42,195.00	-56.16 %	12.97 %
4208 Advertising Sponsorships	1,710.00	3,315.00	-48.42 %	1.20 %
4800 Donated "Rent" Income-New Space	9,317.52	9,317.52	0.00 %	6.53 %
Total 4200 NON DUES INCOME	29,527.52	54,902.52	-46.22 %	20.70 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	4,424.00			3.10 %
4311 Business Directory Expense	-625.00			-0.44 %
Total 4300 ADVERTISING INCOME	3,799.00			2.66 %
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 %	-0.12 %
Total 4410 FYPG Events Income	-176.62	552.07	-131.99 %	-0.12 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	6,150.00	4,595.00	33.84 %	4.31 %
4422 WBC Events Sponsorship Income	10,725.00	12,900.00	-16.86 %	7.52 %
4425 WBC Event Expense	-11,910.86	-10,775.39	-10.54 %	-8.35 %
Total 4420 WBC Events Income	4,964.14	6,719.61	-26.12 %	3.48 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	2,245.00			1.57 %
4435 Members Luncheon Expense	-1,336.06			-0.94 %
Total 4430 Member Luncheon Income	908.94			0.64 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	5,696.46	7,271.68	-21.66 %	3.99 %
Total Income	\$142,635.52	\$164,697.12	-13.40 %	100.00 %
GROSS PROFIT	\$142,635.52	\$164,697.12	-13.40 %	100.00 %
Expenses				
5001 Advertising Expense	4,974.40	420.49	1,083.00 %	3.49 %
5003 Bookkeeping Expense	14,537.50	13,500.00	7.69 %	10.19 %
5007 Contract Labor Expense	725.00	1,114.50	-34.95 %	0.51 %
5009 Contributions Expense	418.14	75.00	457.52 %	0.29 %
5011 Cr Card Processing & Bank Charges Expense	2,411.64	3,202.53	-24.70 %	1.69 %
5015 Dues & Subscriptions Expense	2,981.82	2,333.97	27.76 %	2.09 %

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5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	1.38 %
Total 5018 Insurance Expense	1,973.00	2,267.80	-13.00 %	1.38 %
5021 Interest Expense	358.59			0.25 %
5023 Meetings / Conventions Expense	540.00	956.63	-43.55 %	0.38 %
5025 Membership Expense	1,839.94	1,816.59	1.29 %	1.29 %
5030 Meals & Entertainment				
5032 Meals - 50%	453.29			0.32 %
5038 Meals - 100%		478.40	-100.00 %	
Total 5030 Meals & Entertainment	453.29	478.40	-5.25 %	0.32 %
5031 Office Supplies Expense	3,719.67	2,574.50	44.48 %	2.61 %
5033 Payroll Processing Expense	1,233.75	1,186.45	3.99 %	0.86 %
5035 Payroll Tax Expense	8,522.77	7,658.49	11.29 %	5.98 %
5039 Postage & Delivery Expense	793.96	1,190.51	-33.31 %	0.56 %
5048 Rent Expense - PATH Bldg	9,317.52	9,317.52	0.00 %	6.53 %
5049 Repairs & Maintenance Expense	433.65			0.30 %
5051 Simple IRA Company Contribution Expense	1,380.00	2,445.00	-43.56 %	0.97 %
5053 Technology Expense				
6054 Software Costs	11,488.88	8,210.42	39.93 %	8.05 %
6055 Utility Costs	3,334.43	3,239.99	2.91 %	2.34 %
6056 Equipment Rental	3,576.66	3,371.18	6.10 %	2.51 %
6057 IT Services	1,117.00	685.00	63.07 %	0.78 %
Total 5053 Technology Expense	19,516.97	15,506.59	25.86 %	13.68 %
5055 Telephone Expense	971.33	1,545.72	-37.16 %	0.68 %
5060 Wages Expense				
5063 Wages_Admin	16,645.00	15,713.86	5.93 %	11.67 %
5064 Wages_Exec Director	91,999.92	82,166.59	11.97 %	64.50 %
Total 5060 Wages Expense	108,644.92	97,880.45	11.00 %	76.17 %
5065 Website Development Expense	1,611.86			1.13 %
Total Expenses	\$187,359.72	\$165,471.14	13.23 %	131.36 %
NET OPERATING INCOME	\$ -44,724.20	\$ -774.02	-5,678.17 %	-31.36 %
Other Income				
7005 Investment Income	114.65	113.04	1.42 %	0.08 %
7010 Unrealized Gains/Losses	2,237.17	1,281.49	74.58 %	1.57 %
Previous Year Income	6,120.00	10,630.00	-42.43 %	4.29 %
Total Other Income	\$8,471.82	\$12,024.53	-29.55 %	5.94 %
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	0.84 %
Total Other Expenses	\$1,200.00	\$385.00	211.69 %	0.84 %
NET OTHER INCOME	\$7,271.82	\$11,639.53	-37.52 %	5.10 %
NET INCOME	\$ -37,452.38	\$10,865.51	-444.69 %	-26.26 %

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