

Fauquier Chamber

Profit and Loss Comparison

January - March, 2023

	TOTAL			
	JAN - MAR, 2023	JAN - MAR, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	750.00	805.00	-6.83 %	1.29 %
4012 Renewal Member Dues Income	17,820.00	16,081.25	10.81 %	30.61 %
4013 New Member Dues Income	3,840.00	3,590.00	6.96 %	6.60 %
Total 4010 MEMBERSHIP INCOME	22,410.00	20,476.25	9.44 %	38.49 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	5,275.00			9.06 %
4112 Valor Awards Attendee Income	250.00			0.43 %
Total 4110 Valor Awards Income	5,525.00			9.49 %
4120 Festival Income				
4123 Festival Booth Fees Income		350.00	-100.00 %	
4125 Festival Expense	-103.98	-100.00	-3.98 %	-0.18 %
Total 4120 Festival Income	-103.98	250.00	-141.59 %	-0.18 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,160.00	15.00	7,633.33 %	1.99 %
4135 Legislativ Events Expense	-754.07			-1.30 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income		660.00	-100.00 %	
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	405.93	568.46	-28.59 %	0.70 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	130.50	250.00	-47.80 %	0.22 %
4165 Member Orientation Expenses	-58.35	-575.66	89.86 %	-0.10 %
Total 4160 Member Orientation	72.15	-325.66	122.16 %	0.12 %
4170 After 5				
4171 After 5 Sponsorship	150.00			0.26 %
4175 After 5 Expense		-106.66	100.00 %	
Total 4170 After 5	150.00	-106.66	240.63 %	0.26 %
4180 Before 9				
4181 Before 9 Sponsorships		30.00	-100.00 %	
4184 Before 9 Attendee Fees		10.00	-100.00 %	
4185 Before 9 Expenses	-315.15	-151.45	-108.09 %	-0.54 %
Total 4180 Before 9	-315.15	-111.45	-182.77 %	-0.54 %
4190 Networking Events				
4191 Networking Events Sponsorship Income		150.00	-100.00 %	
4192 Networking Events Attendee Fees		375.00	-100.00 %	
4195 Networking Events Expense		-449.98	100.00 %	
Total 4190 Networking Events		75.02	-100.00 %	
Total 4100 EVENTS INCOME	5,733.95	349.71	1,539.63 %	9.85 %

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4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	16,495.00	17,105.00	-3.57 %	28.33 %
4208 Advertising Sponsorships	1,500.00	815.00	84.05 %	2.58 %
4800 Donated "Rent" Income-New Space	2,329.38	2,329.38	0.00 %	4.00 %
Total 4200 NON DUES INCOME	20,324.38	20,324.38	0.00 %	34.91 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		200.00	-100.00 %	
4412 FYPG Events Attendee Income		20.00	-100.00 %	
4415 FYPG Events Expense	-131.22			-0.23 %
Total 4410 FYPG Events Income	-131.22	220.00	-159.65 %	-0.23 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,500.00			2.58 %
4422 WBC Events Sponsorship Income	8,925.00	2,125.00	320.00 %	15.33 %
4425 WBC Event Expense	-750.00	-385.00	-94.81 %	-1.29 %
Total 4420 WBC Events Income	9,675.00	1,740.00	456.03 %	16.62 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	880.00			1.51 %
4435 Members Luncheon Expense	-676.61			-1.16 %
Total 4430 Member Luncheon Income	203.39			0.35 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,747.17	1,960.00	397.30 %	16.74 %
Total Income	\$58,215.50	\$43,110.34	35.04 %	100.00 %
GROSS PROFIT	\$58,215.50	\$43,110.34	35.04 %	100.00 %
Expenses				
5001 Advertising Expense	375.00	29.99	1,150.42 %	0.64 %
5003 Bookkeeping Expense	3,500.00	3,650.00	-4.11 %	6.01 %
5007 Contract Labor Expense	150.00			0.26 %
5009 Contributions Expense	418.14			0.72 %
5011 Cr Card Processing & Bank Charges Expense	814.20	724.42	12.39 %	1.40 %
5015 Dues & Subscriptions Expense	1,323.00	713.78	85.35 %	2.27 %
5018 Insurance Expense				
5019 General Insurance Expense		264.80	-100.00 %	
Total 5018 Insurance Expense		264.80	-100.00 %	
5023 Meetings / Conventions Expense	375.00			0.64 %
5025 Membership Expense	626.73	189.48	230.76 %	1.08 %
5030 Meals & Entertainment				
5032 Meals - 50%	109.21			0.19 %
Total 5030 Meals & Entertainment	109.21			0.19 %
5031 Office Supplies Expense	2,550.77	405.92	528.39 %	4.38 %
5033 Payroll Processing Expense	304.25	287.50	5.83 %	0.52 %

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5035 Payroll Tax Expense	2,139.34	1,597.10	33.95 %	3.67 %
5039 Postage & Delivery Expense	238.67	238.14	0.22 %	0.41 %
5048 Rent Expense - PATH Bldg	2,329.38	2,329.38	0.00 %	4.00 %
5051 Simple IRA Company Contribution Expense	690.00	500.00	38.00 %	1.19 %
5053 Technology Expense				
6054 Software Costs	2,884.51	2,118.88	36.13 %	4.95 %
6055 Utility Costs	538.38	829.27	-35.08 %	0.92 %
6056 Equipment Rental	974.79	1,009.44	-3.43 %	1.67 %
6057 IT Services	182.00	425.00	-57.18 %	0.31 %
Total 5053 Technology Expense	4,579.68	4,382.59	4.50 %	7.87 %
5055 Telephone Expense	257.62	386.43	-33.33 %	0.44 %
5060 Wages Expense				
5062 Salary Expense		19,488.01	-100.00 %	
5063 Wages_Admin	3,630.00			6.24 %
5064 Wages_Exec Director	22,999.98			39.51 %
Total 5060 Wages Expense	26,629.98	19,488.01	36.65 %	45.74 %
5065 Website Development Expense	250.00			0.43 %
Total Expenses	\$47,660.97	\$35,187.54	35.45 %	81.87 %
NET OPERATING INCOME	\$10,554.53	\$7,922.80	33.22 %	18.13 %
Other Income				
7005 Investment Income	31.28	31.35	-0.22 %	0.05 %
7010 Unrealized Gains/Losses	51.40	350.63	-85.34 %	0.09 %
Previous Year Income	5,330.00	7,375.00	-27.73 %	9.16 %
Total Other Income	\$5,412.68	\$7,756.98	-30.22 %	9.30 %
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	2.06 %
Total Other Expenses	\$1,200.00	\$385.00	211.69 %	2.06 %
NET OTHER INCOME	\$4,212.68	\$7,371.98	-42.86 %	7.24 %
NET INCOME	\$14,767.21	\$15,294.78	-3.45 %	25.37 %