

Fauquier Chamber

Profit and Loss Comparison

January - March, 2024

	TOTAL			
	JAN - MAR, 2024	JAN - MAR, 2023 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	715.00	750.00	-4.67 %	1.31 %
4012 Renewal Member Dues Income	16,142.50	17,820.00	-9.41 %	29.68 %
4013 New Member Dues Income	4,826.50	3,840.00	25.69 %	8.87 %
Total 4010 MEMBERSHIP INCOME	21,684.00	22,410.00	-3.24 %	39.87 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	18,175.00	5,275.00	244.55 %	33.42 %
4112 Valor Awards Attendee Income	650.00	250.00	160.00 %	1.20 %
4115 Valor Awards Expense	-5,342.32			-9.82 %
Total 4110 Valor Awards Income	13,482.68	5,525.00	144.03 %	24.79 %
4120 Festival Income				
4125 Festival Expense		-103.98	100.00 %	
Total 4120 Festival Income		-103.98	100.00 %	
4130 Legislative Events Income				
4131 Legislative Events Sponsorship Income	100.00			0.18 %
4132 Legislative Events Attendee Income		1,160.00	-100.00 %	
4135 Legislativ Events Expense	-117.94	-754.07	84.36 %	-0.22 %
Total 4130 Legislative Events Income	-17.94	405.93	-104.42 %	-0.03 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	77.00	130.50	-41.00 %	0.14 %
4165 Member Orientation Expenses	-41.13	-58.35	29.51 %	-0.08 %
Total 4160 Member Orientation	35.87	72.15	-50.28 %	0.07 %
4170 After 5				
4171 After 5 Sponsorship	900.00	150.00	500.00 %	1.65 %
4175 After 5 Expense	-1,137.49			-2.09 %
Total 4170 After 5	-237.49	150.00	-258.33 %	-0.44 %
4180 Before 9				
4185 Before 9 Expenses		-315.15	100.00 %	
Total 4180 Before 9		-315.15	100.00 %	
Total 4100 EVENTS INCOME	13,263.12	5,733.95	131.31 %	24.39 %
4200 NON DUES INCOME				
4204 Corporate Sponsorship Income	6,547.50	16,495.00	-60.31 %	12.04 %
4208 Advertising Sponsorships	150.00	1,500.00	-90.00 %	0.28 %
4800 Donated "Rent" Income-New Space	2,329.38	2,329.38	0.00 %	4.28 %
Total 4200 NON DUES INCOME	9,026.88	20,324.38	-55.59 %	16.60 %
4300 ADVERTISING INCOME				
4314 Digital Business Directory Income	100.00			0.18 %
Total 4300 ADVERTISING INCOME	100.00			0.18 %
4400 MEMBERSHIP ACTIVITIES INCOME				

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4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income	150.00			0.28 %
4412 FYPG Events Attendee Income	300.00			0.55 %
4415 FYPG Events Expense	-361.35	-131.22	-175.38 %	-0.66 %
Total 4410 FYPG Events Income	88.65	-131.22	167.56 %	0.16 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,820.00	1,500.00	21.33 %	3.35 %
4422 WBC Events Sponsorship Income	8,235.00	8,925.00	-7.73 %	15.14 %
4425 WBC Event Expense	-428.68	-750.00	42.84 %	-0.79 %
Total 4420 WBC Events Income	9,626.32	9,675.00	-0.50 %	17.70 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,700.00	880.00	93.18 %	3.13 %
4435 Members Luncheon Expense	-1,105.76	-676.61	-63.43 %	-2.03 %
Total 4430 Member Luncheon Income	594.24	203.39	192.17 %	1.09 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	10,309.21	9,747.17	5.77 %	18.96 %
Total Income	\$54,383.21	\$58,215.50	-6.58 %	100.00 %
GROSS PROFIT	\$54,383.21	\$58,215.50	-6.58 %	100.00 %
Expenses				
5001 Advertising Expense		375.00	-100.00 %	
5003 Bookkeeping Expense	3,500.00	3,500.00	0.00 %	6.44 %
5007 Contract Labor Expense		150.00	-100.00 %	
5009 Contributions Expense	50.00	418.14	-88.04 %	0.09 %
5011 Cr Card Processing & Bank Charges Expense	840.41	814.20	3.22 %	1.55 %
5015 Dues & Subscriptions Expense	892.99	1,323.00	-32.50 %	1.64 %
5021 Interest Expense	93.39			0.17 %
5023 Meetings / Conventions Expense	260.00	375.00	-30.67 %	0.48 %
5025 Membership Expense	494.57	626.73	-21.09 %	0.91 %
5030 Meals & Entertainment				
5032 Meals - 50%		109.21	-100.00 %	
Total 5030 Meals & Entertainment		109.21	-100.00 %	
5031 Office Supplies Expense	254.53	2,550.77	-90.02 %	0.47 %
5033 Payroll Processing Expense	372.51	304.25	22.44 %	0.68 %
5035 Payroll Tax Expense	2,232.28	2,139.34	4.34 %	4.10 %
5039 Postage & Delivery Expense		238.67	-100.00 %	
5048 Rent Expense - PATH Bldg	2,329.38	2,329.38	0.00 %	4.28 %
5051 Simple IRA Company Contribution Expense		690.00	-100.00 %	
5053 Technology Expense				
6054 Software Costs	2,410.53	2,884.51	-16.43 %	4.43 %
6055 Utility Costs	615.06	538.38	14.24 %	1.13 %
6056 Equipment Rental	1,029.04	974.79	5.57 %	1.89 %
6057 IT Services	400.00	182.00	119.78 %	0.74 %
Total 5053 Technology Expense	4,454.63	4,579.68	-2.73 %	8.19 %

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5055 Telephone Expense	325.08	257.62	26.19 %	0.60 %
5060 Wages Expense				
5063 Wages_Admin	4,820.00	3,630.00	32.78 %	8.86 %
5064 Wages_Exec Director	22,999.98	22,999.98	0.00 %	42.29 %
Total 5060 Wages Expense	27,819.98	26,629.98	4.47 %	51.16 %
5065 Website Development Expense	455.94	250.00	82.38 %	0.84 %
Total Expenses	\$44,375.69	\$47,660.97	-6.89 %	81.60 %
NET OPERATING INCOME	\$10,007.52	\$10,554.53	-5.18 %	18.40 %
Other Income				
7005 Investment Income	22.42	31.28	-28.32 %	0.04 %
7010 Unrealized Gains/Losses	669.07	51.40	1,201.69 %	1.23 %
Previous Year Income	7,865.00	5,330.00	47.56 %	14.46 %
Total Other Income	\$8,556.49	\$5,412.68	58.08 %	15.73 %
Other Expenses				
Previous Year's Expenses	4,454.15	1,200.00	271.18 %	8.19 %
Total Other Expenses	\$4,454.15	\$1,200.00	271.18 %	8.19 %
NET OTHER INCOME	\$4,102.34	\$4,212.68	-2.62 %	7.54 %
NET INCOME	\$14,109.86	\$14,767.21	-4.45 %	25.95 %