

Fauquier Chamber

Profit and Loss Comparison

January - April, 2023

	TOTAL			
	JAN - APR, 2023	JAN - APR, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	1,250.00	1,005.00	24.38 %	1.86 %
4012 Renewal Member Dues Income	24,600.00	20,386.25	20.67 %	36.59 %
4013 New Member Dues Income	7,000.00	4,705.00	48.78 %	10.41 %
Total 4010 MEMBERSHIP INCOME	32,850.00	26,096.25	25.88 %	48.86 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			15.38 %
4112 Valor Awards Attendee Income	1,750.00			2.60 %
4115 Valor Awards Expense	-10,914.58			-16.23 %
Total 4110 Valor Awards Income	1,176.49			1.75 %
4120 Festival Income				
4123 Festival Booth Fees Income		6,800.00	-100.00 %	
4125 Festival Expense	-103.98	-300.00	65.34 %	-0.15 %
Total 4120 Festival Income	-103.98	6,500.00	-101.60 %	-0.15 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,175.00	15.00	7,733.33 %	1.75 %
4135 Legislativ Events Expense	-754.07			-1.12 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income		680.00	-100.00 %	
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	420.93	588.46	-28.47 %	0.63 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	174.50	350.00	-50.14 %	0.26 %
4165 Member Orientation Expenses	-217.29	-784.47	72.30 %	-0.32 %
Total 4160 Member Orientation	-42.79	-434.47	90.15 %	-0.06 %
4170 After 5				
4171 After 5 Sponsorship	150.00			0.22 %
4175 After 5 Expense	-720.82	-106.66	-575.81 %	-1.07 %
Total 4170 After 5	-570.82	-106.66	-435.18 %	-0.85 %
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 %	-0.47 %
Total 4180 Before 9	-315.15	-111.45	-182.77 %	-0.47 %
4190 Networking Events				
4191 Networking Events Sponsorship Income		550.00	-100.00 %	
4192 Networking Events Attendee Fees		560.00	-100.00 %	
4195 Networking Events Expense		-706.74	100.00 %	
Total 4190 Networking Events		403.26	-100.00 %	

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Total 4100 EVENTS INCOME	564.68	6,839.14	-91.74 %	0.84 %
4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	20,400.00	17,105.00	19.26 %	30.34 %
4208 Advertising Sponsorships	1,500.00	915.00	63.93 %	2.23 %
4800 Donated "Rent" Income-New Space	3,105.84	3,105.84	0.00 %	4.62 %
Total 4200 NON DUES INCOME	25,005.84	21,200.84	17.95 %	37.19 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		400.00	-100.00 %	
4412 FYPG Events Attendee Income		180.00	-100.00 %	
4415 FYPG Events Expense	-131.22			-0.20 %
Total 4410 FYPG Events Income	-131.22	580.00	-122.62 %	-0.20 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,590.00	50.00	3,080.00 %	2.36 %
4422 WBC Events Sponsorship Income	9,775.00	10,625.00	-8.00 %	14.54 %
4425 WBC Event Expense	-2,755.46	-385.00	-615.70 %	-4.10 %
Total 4420 WBC Events Income	8,609.54	10,290.00	-16.33 %	12.81 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,155.00			1.72 %
4435 Members Luncheon Expense	-820.71			-1.22 %
Total 4430 Member Luncheon Income	334.29			0.50 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	8,812.61	10,870.00	-18.93 %	13.11 %
Total Income	\$67,233.13	\$65,006.23	3.43 %	100.00 %
GROSS PROFIT	\$67,233.13	\$65,006.23	3.43 %	100.00 %
Expenses				
5001 Advertising Expense	750.00	319.99	134.38 %	1.12 %
5003 Bookkeeping Expense	4,937.50	4,550.00	8.52 %	7.34 %
5007 Contract Labor Expense	465.00			0.69 %
5009 Contributions Expense	418.14			0.62 %
5011 Cr Card Processing & Bank Charges Expense	976.55	1,169.14	-16.47 %	1.45 %
5015 Dues & Subscriptions Expense	1,523.00	713.78	113.37 %	2.27 %
5018 Insurance Expense				
5019 General Insurance Expense	1,009.00	264.80	281.04 %	1.50 %
Total 5018 Insurance Expense	1,009.00	264.80	281.04 %	1.50 %
5023 Meetings / Conventions Expense	375.00			0.56 %
5025 Membership Expense	1,056.11	584.48	80.69 %	1.57 %
5030 Meals & Entertainment				
5032 Meals - 50%	109.21			0.16 %
Total 5030 Meals & Entertainment	109.21			0.16 %
5031 Office Supplies Expense	2,981.57	723.91	311.87 %	4.43 %

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5033 Payroll Processing Expense	406.25	384.50	5.66 %	0.60 %
5035 Payroll Tax Expense	2,881.57	2,219.06	29.86 %	4.29 %
5039 Postage & Delivery Expense	301.67	238.14	26.68 %	0.45 %
5048 Rent Expense - PATH Bldg	3,105.84	3,105.84	0.00 %	4.62 %
5049 Repairs & Maintenance Expense	433.65			0.64 %
5051 Simple IRA Company Contribution Expense	920.00	700.00	31.43 %	1.37 %
5053 Technology Expense				
6054 Software Costs	6,013.16	2,943.53	104.28 %	8.94 %
6055 Utility Costs	811.30	1,105.73	-26.63 %	1.21 %
6056 Equipment Rental	1,435.16	1,195.36	20.06 %	2.13 %
6057 IT Services	717.00	425.00	68.71 %	1.07 %
Total 5053 Technology Expense	8,976.62	5,669.62	58.33 %	13.35 %
5055 Telephone Expense	257.62	515.24	-50.00 %	0.38 %
5060 Wages Expense				
5062 Salary Expense		27,459.67	-100.00 %	
5063 Wages_Admin	5,445.00			8.10 %
5064 Wages_Exec Director	30,666.64			45.61 %
Total 5060 Wages Expense	36,111.64	27,459.67	31.51 %	53.71 %
5065 Website Development Expense	399.00			0.59 %
Total Expenses	\$68,394.94	\$48,618.17	40.68 %	101.73 %
NET OPERATING INCOME	\$ -1,161.81	\$16,388.06	-107.09 %	-1.73 %
Other Income				
7005 Investment Income	49.30	41.79	17.97 %	0.07 %
7010 Unrealized Gains/Losses	594.26	-439.50	235.21 %	0.88 %
Previous Year Income	5,330.00	9,475.00	-43.75 %	7.93 %
Total Other Income	\$5,973.56	\$9,077.29	-34.19 %	8.88 %
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	1.78 %
Total Other Expenses	\$1,200.00	\$385.00	211.69 %	1.78 %
NET OTHER INCOME	\$4,773.56	\$8,692.29	-45.08 %	7.10 %
NET INCOME	\$3,611.75	\$25,080.35	-85.60 %	5.37 %