

Fauquier Chamber

Profit and Loss Comparison

January - May, 2023

	TOTAL			
	JAN - MAY, 2023	JAN - MAY, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	1,550.00	1,405.00	10.32 %	1.77 %
4012 Renewal Member Dues Income	32,222.50	25,173.75	28.00 %	36.88 %
4013 New Member Dues Income	8,570.00	7,030.00	21.91 %	9.81 %
Total 4010 MEMBERSHIP INCOME	42,342.50	33,608.75	25.99 %	48.47 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			11.84 %
4112 Valor Awards Attendee Income	1,750.00			2.00 %
4115 Valor Awards Expense	-10,935.64			-12.52 %
Total 4110 Valor Awards Income	1,155.43			1.32 %
4120 Festival Income				
4123 Festival Booth Fees Income	9,600.00	9,400.00	2.13 %	10.99 %
4125 Festival Expense	-133.98	-1,187.50	88.72 %	-0.15 %
Total 4120 Festival Income	9,466.02	8,212.50	15.26 %	10.83 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,175.00	15.00	7,733.33 %	1.34 %
4135 Legislativ Events Expense	-1,134.31			-1.30 %
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	40.69	588.46	-93.09 %	0.05 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	310.00	450.00	-31.11 %	0.35 %
4165 Member Orientation Expenses	-537.82	-980.33	45.14 %	-0.62 %
Total 4160 Member Orientation	-227.82	-530.33	57.04 %	-0.26 %
4170 After 5				
4171 After 5 Sponsorship	150.00			0.17 %
4175 After 5 Expense	-720.82	-106.66	-575.81 %	-0.83 %
Total 4170 After 5	-570.82	-106.66	-435.18 %	-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	-419.39	-151.45	-176.92 %	-0.48 %
Total 4180 Before 9	-419.39	-111.45	-276.30 %	-0.48 %
4190 Networking Events				
4191 Networking Events Sponsorship Income		550.00	-100.00 %	
4192 Networking Events Attendee Fees		595.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
Total 4190 Networking Events		375.09	-100.00 %	

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Total 4100 EVENTS INCOME	9,444.11	8,427.61	12.06 %	10.81 %
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 %	23.35 %
4208 Advertising Sponsorships	1,600.00	2,215.00	-27.77 %	1.83 %
4800 Donated "Rent" Income-New Space	3,882.30	3,882.30	0.00 %	4.44 %
Total 4200 NON DUES INCOME	25,882.30	23,277.30	11.19 %	29.62 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00			0.72 %
4311 Business Directory Expense	-625.00			-0.72 %
Total 4300 ADVERTISING INCOME	0.00			0.00 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		400.00	-100.00 %	
4412 FYPG Events Attendee Income		210.00	-100.00 %	
4415 FYPG Events Expense	-131.22	-785.00	83.28 %	-0.15 %
Total 4410 FYPG Events Income	-131.22	-175.00	25.02 %	-0.15 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	1,860.00	1,125.00	65.33 %	2.13 %
4422 WBC Events Sponsorship Income	10,200.00	11,475.00	-11.11 %	11.67 %
4425 WBC Event Expense	-2,755.46	-3,389.76	18.71 %	-3.15 %
Total 4420 WBC Events Income	9,304.54	9,210.24	1.02 %	10.65 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,500.00			1.72 %
4435 Members Luncheon Expense	-975.63			-1.12 %
Total 4430 Member Luncheon Income	524.37			0.60 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,697.69	9,035.24	7.33 %	11.10 %
Total Income	\$87,366.60	\$74,348.90	17.51 %	100.00 %
GROSS PROFIT	\$87,366.60	\$74,348.90	17.51 %	100.00 %
Expenses				
5001 Advertising Expense	1,125.00	349.99	221.44 %	1.29 %
5003 Bookkeeping Expense	6,337.50	5,887.50	7.64 %	7.25 %
5007 Contract Labor Expense	465.00			0.53 %
5009 Contributions Expense	418.14			0.48 %
5011 Cr Card Processing & Bank Charges Expense	1,217.37	1,389.76	-12.40 %	1.39 %
5015 Dues & Subscriptions Expense	1,624.00	838.98	93.57 %	1.86 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,272.80	-13.19 %	2.26 %
Total 5018 Insurance Expense	1,973.00	2,272.80	-13.19 %	2.26 %
5023 Meetings / Conventions Expense	375.00			0.43 %
5025 Membership Expense	1,246.98	584.48	113.35 %	1.43 %

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5030 Meals & Entertainment				
5032 Meals - 50%	109.21			0.13 %
Total 5030 Meals & Entertainment	109.21			0.13 %
5031 Office Supplies Expense	3,227.49	998.67	223.18 %	3.69 %
5033 Payroll Processing Expense	508.25	481.50	5.56 %	0.58 %
5035 Payroll Tax Expense	3,612.21	2,848.11	26.83 %	4.13 %
5039 Postage & Delivery Expense	502.67	382.39	31.45 %	0.58 %
5048 Rent Expense - PATH Bldg	3,882.30	3,882.30	0.00 %	4.44 %
5049 Repairs & Maintenance Expense	433.65			0.50 %
5051 Simple IRA Company Contribution Expense	1,150.00	900.00	27.78 %	1.32 %
5053 Technology Expense				
6054 Software Costs	6,736.30	3,604.17	86.90 %	7.71 %
6055 Utility Costs	1,084.22	1,368.32	-20.76 %	1.24 %
6056 Equipment Rental	2,051.32	1,690.40	21.35 %	2.35 %
6057 IT Services	717.00	475.00	50.95 %	0.82 %
Total 5053 Technology Expense	10,588.84	7,137.89	48.35 %	12.12 %
5055 Telephone Expense	257.62	644.05	-60.00 %	0.29 %
5060 Wages Expense				
5062 Salary Expense		35,513.83	-100.00 %	
5063 Wages_Admin	7,125.00			8.16 %
5064 Wages_Exec Director	38,333.30			43.88 %
Total 5060 Wages Expense	45,458.30	35,513.83	28.00 %	52.03 %
5065 Website Development Expense	548.00			0.63 %
Total Expenses	\$85,060.53	\$64,112.25	32.67 %	97.36 %
NET OPERATING INCOME	\$2,306.07	\$10,236.65	-77.47 %	2.64 %
Other Income				
7005 Investment Income	53.22	43.73	21.70 %	0.06 %
7010 Unrealized Gains/Losses	-29.00	1,045.95	-102.77 %	-0.03 %
Previous Year Income	5,920.00	9,475.00	-37.52 %	6.78 %
Total Other Income	\$5,944.22	\$10,564.68	-43.73 %	6.80 %
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	1.37 %
Total Other Expenses	\$1,200.00	\$385.00	211.69 %	1.37 %
NET OTHER INCOME	\$4,744.22	\$10,179.68	-53.40 %	5.43 %
NET INCOME	\$7,050.29	\$20,416.33	-65.47 %	8.07 %