

# Fauquier Chamber

## Profit and Loss Comparison

January - June, 2023

	TOTAL			
	JAN - JUN, 2023	JAN - JUN, 2022 (PY)	% CHANGE	% OF INCOME
<b>Income</b>				
<b>4010 MEMBERSHIP INCOME</b>				
4011 Admin Fees Income	1,600.00	1,605.00	-0.31 %	1.62 %
4012 Renewal Member Dues Income	35,337.50	27,643.75	27.83 %	35.78 %
4013 New Member Dues Income	8,815.00	8,165.00	7.96 %	8.93 %
<b>Total 4010 MEMBERSHIP INCOME</b>	<b>45,752.50</b>	<b>37,413.75</b>	<b>22.29 %</b>	<b>46.33 %</b>
<b>4100 EVENTS INCOME</b>				
<b>4110 Valor Awards Income</b>				
4111 Valor Awards Sponsorship Income	10,341.07			10.47 %
4112 Valor Awards Attendee Income	1,750.00			1.77 %
4115 Valor Awards Expense	-10,935.64			-11.07 %
<b>Total 4110 Valor Awards Income</b>	<b>1,155.43</b>			<b>1.17 %</b>
<b>4120 Festival Income</b>				
4123 Festival Booth Fees Income	14,837.50	11,800.00	25.74 %	15.02 %
4125 Festival Expense	-133.98	-1,550.00	91.36 %	-0.14 %
<b>Total 4120 Festival Income</b>	<b>14,703.52</b>	<b>10,250.00</b>	<b>43.45 %</b>	<b>14.89 %</b>
<b>4130 Legislative Events Income</b>				
4132 Legislative Events Attendee Income	1,205.00	15.00	7,933.33 %	1.22 %
4135 Legislativ Events Expense	-1,134.31			-1.15 %
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 %	
<b>Total 4130 Legislative Events Income</b>	<b>70.69</b>	<b>588.46</b>	<b>-87.99 %</b>	<b>0.07 %</b>
<b>4160 Member Orientation</b>				
4161 Member Orientation Sponsorship	351.00	450.00	-22.00 %	0.36 %
4165 Member Orientation Expenses	-615.17	-1,161.86	47.05 %	-0.62 %
<b>Total 4160 Member Orientation</b>	<b>-264.17</b>	<b>-711.86</b>	<b>62.89 %</b>	<b>-0.27 %</b>
<b>4170 After 5</b>				
4171 After 5 Sponsorship	600.00			0.61 %
4175 After 5 Expense	-720.82	-283.84	-153.95 %	-0.73 %
<b>Total 4170 After 5</b>	<b>-120.82</b>	<b>-283.84</b>	<b>57.43 %</b>	<b>-0.12 %</b>
<b>4180 Before 9</b>				
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 %	-0.44 %
<b>Total 4180 Before 9</b>	<b>-431.39</b>	<b>-111.45</b>	<b>-287.07 %</b>	<b>-0.44 %</b>
<b>4190 Networking Events</b>				
4191 Networking Events Sponsorship Income		950.00	-100.00 %	
4192 Networking Events Attendee Fees		725.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
<b>Total 4190 Networking Events</b>		<b>905.09</b>	<b>-100.00 %</b>	

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<b>Total 4100 EVENTS INCOME</b>	<b>15,113.26</b>	<b>10,636.40</b>	<b>42.09 %</b>	<b>15.30 %</b>
4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	20,400.00	23,655.00	-13.76 %	20.66 %
4208 Advertising Sponsorships	1,600.00	2,515.00	-36.38 %	1.62 %
4800 Donated "Rent" Income-New Space	4,658.76	4,658.76	0.00 %	4.72 %
<b>Total 4200 NON DUES INCOME</b>	<b>26,658.76</b>	<b>30,903.76</b>	<b>-13.74 %</b>	<b>26.99 %</b>
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00			0.63 %
4311 Business Directory Expense	-625.00			-0.63 %
<b>Total 4300 ADVERTISING INCOME</b>	<b>0.00</b>			<b>0.00 %</b>
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		400.00	-100.00 %	
4412 FYPG Events Attendee Income		230.00	-100.00 %	
4415 FYPG Events Expense	-131.22	-785.00	83.28 %	-0.13 %
<b>Total 4410 FYPG Events Income</b>	<b>-131.22</b>	<b>-155.00</b>	<b>15.34 %</b>	<b>-0.13 %</b>
4420 WBC Events Income				
4421 WBC Events Attendee Income	2,885.00	1,200.00	140.42 %	2.92 %
4422 WBC Events Sponsorship Income	10,625.00	11,475.00	-7.41 %	10.76 %
4425 WBC Event Expense	-2,755.46	-3,437.15	19.83 %	-2.79 %
<b>Total 4420 WBC Events Income</b>	<b>10,754.54</b>	<b>9,237.85</b>	<b>16.42 %</b>	<b>10.89 %</b>
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,585.00			1.60 %
4435 Members Luncheon Expense	-975.63			-0.99 %
<b>Total 4430 Member Luncheon Income</b>	<b>609.37</b>			<b>0.62 %</b>
<b>Total 4400 MEMBERSHIP ACTIVITIES INCOME</b>	<b>11,232.69</b>	<b>9,082.85</b>	<b>23.67 %</b>	<b>11.37 %</b>
<b>Total Income</b>	<b>\$98,757.21</b>	<b>\$88,036.76</b>	<b>12.18 %</b>	<b>100.00 %</b>
<b>GROSS PROFIT</b>	<b>\$98,757.21</b>	<b>\$88,036.76</b>	<b>12.18 %</b>	<b>100.00 %</b>
Expenses				
5001 Advertising Expense	1,125.00	349.99	221.44 %	1.14 %
5003 Bookkeeping Expense	7,337.50	7,012.50	4.63 %	7.43 %
5007 Contract Labor Expense	725.00			0.73 %
5009 Contributions Expense	418.14			0.42 %
5011 Cr Card Processing & Bank Charges Expense	1,301.16	1,582.94	-17.80 %	1.32 %
5015 Dues & Subscriptions Expense	1,971.00	949.98	107.48 %	2.00 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	2.00 %
<b>Total 5018 Insurance Expense</b>	<b>1,973.00</b>	<b>2,267.80</b>	<b>-13.00 %</b>	<b>2.00 %</b>
5023 Meetings / Conventions Expense	375.00	25.00	1,400.00 %	0.38 %
5025 Membership Expense	1,334.84	601.48	121.93 %	1.35 %

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5030 Meals & Entertainment				
5032 Meals - 50%	109.21			0.11 %
<b>Total 5030 Meals &amp; Entertainment</b>	<b>109.21</b>			<b>0.11 %</b>
5031 Office Supplies Expense	3,259.06	1,568.87	107.73 %	3.30 %
5033 Payroll Processing Expense	703.50	578.50	21.61 %	0.71 %
5035 Payroll Tax Expense	4,275.94	3,481.67	22.81 %	4.33 %
5039 Postage & Delivery Expense	502.67	387.51	29.72 %	0.51 %
5048 Rent Expense - PATH Bldg	4,658.76	4,658.76	0.00 %	4.72 %
5049 Repairs & Maintenance Expense	433.65			0.44 %
5051 Simple IRA Company Contribution Expense	1,265.00	1,100.00	15.00 %	1.28 %
5053 Technology Expense				
6054 Software Costs	7,690.29	4,338.81	77.24 %	7.79 %
6055 Utility Costs	1,357.25	1,630.90	-16.78 %	1.37 %
6056 Equipment Rental	2,239.18	1,878.26	19.22 %	2.27 %
6057 IT Services	992.00	475.00	108.84 %	1.00 %
<b>Total 5053 Technology Expense</b>	<b>12,278.72</b>	<b>8,322.97</b>	<b>47.53 %</b>	<b>12.43 %</b>
5055 Telephone Expense	257.62	772.86	-66.67 %	0.26 %
5060 Wages Expense				
5062 Salary Expense		43,620.49	-100.00 %	
5063 Wages_Admin	8,025.00			8.13 %
5064 Wages_Exec Director	45,999.96			46.58 %
<b>Total 5060 Wages Expense</b>	<b>54,024.96</b>	<b>43,620.49</b>	<b>23.85 %</b>	<b>54.70 %</b>
5065 Website Development Expense	699.98			0.71 %
<b>Total Expenses</b>	<b>\$99,029.71</b>	<b>\$77,281.32</b>	<b>28.14 %</b>	<b>100.28 %</b>
NET OPERATING INCOME	<b>\$ -272.50</b>	<b>\$10,755.44</b>	<b>-102.53 %</b>	<b>-0.28 %</b>
Other Income				
7005 Investment Income	63.32	54.05	17.15 %	0.06 %
7010 Unrealized Gains/Losses	200.50	-524.31	138.24 %	0.20 %
Previous Year Income	6,120.00	9,475.00	-35.41 %	6.20 %
<b>Total Other Income</b>	<b>\$6,383.82</b>	<b>\$9,004.74</b>	<b>-29.11 %</b>	<b>6.46 %</b>
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	1.22 %
<b>Total Other Expenses</b>	<b>\$1,200.00</b>	<b>\$385.00</b>	<b>211.69 %</b>	<b>1.22 %</b>
NET OTHER INCOME	<b>\$5,183.82</b>	<b>\$8,619.74</b>	<b>-39.86 %</b>	<b>5.25 %</b>
<b>NET INCOME</b>	<b>\$4,911.32</b>	<b>\$19,375.18</b>	<b>-74.65 %</b>	<b>4.97 %</b>