

# Fauquier Chamber

## Profit and Loss Comparison

January - August, 2023

|   | TOTAL            |                      |                  |                |
|---|------------------|----------------------|------------------|----------------|
|   | JAN - AUG, 2023  | JAN - AUG, 2022 (PY) | % CHANGE         | % OF INCOME    |
| <b>Income</b>                               |                  |                      |                  |                |
| <b>4010 MEMBERSHIP INCOME</b>               |                  |                      |                  |                |
| 4011 Admin Fees Income                      | 2,150.00         | 2,450.00             | -12.24 %         | 1.79 %         |
| 4012 Renewal Member Dues Income             | 47,202.50        | 42,508.75            | 11.04 %          | 39.39 %        |
| 4013 New Member Dues Income                 | 11,520.00        | 11,050.00            | 4.25 %           | 9.61 %         |
| <b>Total 4010 MEMBERSHIP INCOME</b>         | <b>60,872.50</b> | <b>56,008.75</b>     | <b>8.68 %</b>    | <b>50.80 %</b> |
| <b>4100 EVENTS INCOME</b>                   |                  |                      |                  |                |
| <b>4110 Valor Awards Income</b>             |                  |                      |                  |                |
| 4111 Valor Awards Sponsorship Income        | 10,341.07        |                      |                  | 8.63 %         |
| 4112 Valor Awards Attendee Income           | 1,750.00         |                      |                  | 1.46 %         |
| 4115 Valor Awards Expense                   | -10,935.64       |                      |                  | -9.13 %        |
| <b>Total 4110 Valor Awards Income</b>       | <b>1,155.43</b>  |                      |                  | <b>0.96 %</b>  |
| <b>4120 Festival Income</b>                 |                  |                      |                  |                |
| 4121 Festival Sponsorship Income            | 1,750.00         |                      |                  | 1.46 %         |
| 4123 Festival Booth Fees Income             | 19,912.50        | 18,975.00            | 4.94 %           | 16.62 %        |
| 4125 Festival Expense                       | -221.48          | -3,209.00            | 93.10 %          | -0.18 %        |
| <b>Total 4120 Festival Income</b>           | <b>21,441.02</b> | <b>15,766.00</b>     | <b>36.00 %</b>   | <b>17.89 %</b> |
| <b>4130 Legislative Events Income</b>       |                  |                      |                  |                |
| 4132 Legislative Events Attendee Income     | 1,205.00         | 15.00                | 7,933.33 %       | 1.01 %         |
| 4135 Legislativ Events Expense              | -1,134.31        |                      |                  | -0.95 %        |
| 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>0.06 %</b>  |
| <b>4140 BPOY Income</b>                     |                  |                      |                  |                |
| 4145 BPOY Expense                           | -1,842.75        |                      |                  | -1.54 %        |
| <b>Total 4140 BPOY Income</b>               | <b>-1,842.75</b> |                      |                  | <b>-1.54 %</b> |
| <b>4160 Member Orientation</b>              |                  |                      |                  |                |
| 4161 Member Orientation Sponsorship         | 589.50           | 485.00               | 21.55 %          | 0.49 %         |
| 4165 Member Orientation Expenses            | -739.25          | -1,343.56            | 44.98 %          | -0.62 %        |
| <b>Total 4160 Member Orientation</b>        | <b>-149.75</b>   | <b>-858.56</b>       | <b>82.56 %</b>   | <b>-0.12 %</b> |
| <b>4170 After 5</b>                         |                  |                      |                  |                |
| 4171 After 5 Sponsorship                    | 1,890.00         |                      |                  | 1.58 %         |
| 4175 After 5 Expense                        | -1,320.82        | -300.95              | -338.88 %        | -1.10 %        |
| <b>Total 4170 After 5</b>                   | <b>569.18</b>    | <b>-300.95</b>       | <b>289.13 %</b>  | <b>0.47 %</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 %        | -0.36 %        |
| <b>Total 4180 Before 9</b>                  | <b>-431.39</b>   | <b>-111.45</b>       | <b>-287.07 %</b> | <b>-0.36 %</b> |
| <b>4190 Networking Events</b>               |                  |                      |                  |                |
| 4191 Networking Events Sponsorship Income   |                  | 950.00               | -100.00 %        |                |

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|  | JAN - AUG, 2023     | JAN - AUG, 2022 (PY) | % CHANGE         | % OF INCOME     |
| 4192 Networking Events Attendee Fees           |                     | 750.00               | -100.00 %        |                 |
| 4195 Networking Events Expense                 |                     | -769.91              | 100.00 %         |                 |
| <b>Total 4190 Networking Events</b>            |                     | <b>930.09</b>        | <b>-100.00 %</b> |                 |
| <b>Total 4100 EVENTS INCOME</b>                | <b>20,812.43</b>    | <b>16,013.59</b>     | <b>29.97 %</b>   | <b>17.37 %</b>  |
| 4200 NON DUES INCOME                           |                     |                      |                  |                 |
| 4201 Non Dues Income Other                     |                     | 75.00                | -100.00 %        |                 |
| 4204 Corporate Sponsorship Income              | 20,400.00           | 33,155.00            | -38.47 %         | 17.02 %         |
| 4208 Advertising Sponsorships                  | 1,700.00            | 3,015.00             | -43.62 %         | 1.42 %          |
| 4800 Donated "Rent" Income-New Space           | 6,211.68            | 6,211.68             | 0.00 %           | 5.18 %          |
| <b>Total 4200 NON DUES INCOME</b>              | <b>28,311.68</b>    | <b>42,456.68</b>     | <b>-33.32 %</b>  | <b>23.63 %</b>  |
| 4300 ADVERTISING INCOME                        |                     |                      |                  |                 |
| 4310 Business Directory Income                 | 625.00              |                      |                  | 0.52 %          |
| 4311 Business Directory Expense                | -625.00             |                      |                  | -0.52 %         |
| <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               |                     | 257.00               | -100.00 %        |                 |
| 4415 FYPG Events Expense                       | -176.62             | -785.00              | 77.50 %          | -0.15 %         |
| <b>Total 4410 FYPG Events Income</b>           | <b>-176.62</b>      | <b>-128.00</b>       | <b>-37.98 %</b>  | <b>-0.15 %</b>  |
| 4420 WBC Events Income                         |                     |                      |                  |                 |
| 4421 WBC Events Attendee Income                | 2,945.00            | 1,475.00             | 99.66 %          | 2.46 %          |
| 4422 WBC Events Sponsorship Income             | 10,625.00           | 11,475.00            | -7.41 %          | 8.87 %          |
| 4425 WBC Event Expense                         | -4,255.46           | -3,437.15            | -23.81 %         | -3.55 %         |
| <b>Total 4420 WBC Events Income</b>            | <b>9,314.54</b>     | <b>9,512.85</b>      | <b>-2.08 %</b>   | <b>7.77 %</b>   |
| 4430 Member Luncheon Income                    |                     |                      |                  |                 |
| 4432 Member Luncheon Attendee Income           | 1,675.00            |                      |                  | 1.40 %          |
| 4435 Members Luncheon Expense                  | -975.63             |                      |                  | -0.81 %         |
| <b>Total 4430 Member Luncheon Income</b>       | <b>699.37</b>       |                      |                  | <b>0.58 %</b>   |
| <b>Total 4400 MEMBERSHIP ACTIVITIES INCOME</b> | <b>9,837.29</b>     | <b>9,384.85</b>      | <b>4.82 %</b>    | <b>8.21 %</b>   |
| <b>Total Income</b>                            | <b>\$119,833.90</b> | <b>\$123,863.87</b>  | <b>-3.25 %</b>   | <b>100.00 %</b> |
| <b>GROSS PROFIT</b>                            | <b>\$119,833.90</b> | <b>\$123,863.87</b>  | <b>-3.25 %</b>   | <b>100.00 %</b> |
| Expenses                                       |                     |                      |                  |                 |
| 5001 Advertising Expense                       | 1,125.00            | 349.99               | 221.44 %         | 0.94 %          |
| 5003 Bookkeeping Expense                       | 9,537.50            | 8,925.00             | 6.86 %           | 7.96 %          |
| 5007 Contract Labor Expense                    | 725.00              |                      |                  | 0.61 %          |
| 5009 Contributions Expense                     | 418.14              |                      |                  | 0.35 %          |
| 5011 Cr Card Processing & Bank Charges Expense | 1,537.13            | 2,018.95             | -23.86 %         | 1.28 %          |
| 5015 Dues & Subscriptions Expense              | 2,392.82            | 1,363.98             | 75.43 %          | 2.00 %          |
| 5018 Insurance Expense                         |                     |                      |                  |                 |
| 5019 General Insurance Expense                 | 1,973.00            | 2,267.80             | -13.00 %         | 1.65 %          |

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| <b>Total 5018 Insurance Expense</b>          | <b>1,973.00</b>     | <b>2,267.80</b>      | <b>-13.00 %</b>  | <b>1.65 %</b>   |
| 5023 Meetings / Conventions Expense          | 520.00              | 401.00               | 29.68 %          | 0.43 %          |
| 5025 Membership Expense                      | 1,715.42            | 748.85               | 129.07 %         | 1.43 %          |
| 5030 Meals & Entertainment                   |                     |                      |                  |                 |
| 5032 Meals - 50%                             | 175.68              |                      |                  | 0.15 %          |
| 5038 Meals - 100%                            |                     | 211.12               | -100.00 %        |                 |
| <b>Total 5030 Meals &amp; Entertainment</b>  | <b>175.68</b>       | <b>211.12</b>        | <b>-16.79 %</b>  | <b>0.15 %</b>   |
| 5031 Office Supplies Expense                 | 3,431.73            | 1,761.21             | 94.85 %          | 2.86 %          |
| 5033 Payroll Processing Expense              | 810.75              | 772.50               | 4.95 %           | 0.68 %          |
| 5035 Payroll Tax Expense                     | 5,635.97            | 4,753.25             | 18.57 %          | 4.70 %          |
| 5039 Postage & Delivery Expense              | 502.67              | 588.51               | -14.59 %         | 0.42 %          |
| 5048 Rent Expense - PATH Bldg                | 6,211.68            | 6,211.68             | 0.00 %           | 5.18 %          |
| 5049 Repairs & Maintenance Expense           | 433.65              |                      |                  | 0.36 %          |
| 5051 Simple IRA Company Contribution Expense | 1,380.00            | 1,500.00             | -8.00 %          | 1.15 %          |
| 5053 Technology Expense                      |                     |                      |                  |                 |
| 6054 Software Costs                          | 8,889.96            | 5,571.23             | 59.57 %          | 7.42 %          |
| 6055 Utility Costs                           | 1,903.31            | 2,418.70             | -21.31 %         | 1.59 %          |
| 6056 Equipment Rental                        | 2,427.04            | 2,573.14             | -5.68 %          | 2.03 %          |
| 6057 IT Services                             | 1,092.00            | 475.00               | 129.89 %         | 0.91 %          |
| <b>Total 5053 Technology Expense</b>         | <b>14,312.31</b>    | <b>11,038.07</b>     | <b>29.66 %</b>   | <b>11.94 %</b>  |
| 5055 Telephone Expense                       | 537.89              | 1,030.48             | -47.80 %         | 0.45 %          |
| 5060 Wages Expense                           |                     |                      |                  |                 |
| 5062 Salary Expense                          |                     | 59,923.81            | -100.00 %        |                 |
| 5063 Wages_Admin                             | 10,205.00           |                      |                  | 8.52 %          |
| 5064 Wages_Exec Director                     | 61,333.28           |                      |                  | 51.18 %         |
| <b>Total 5060 Wages Expense</b>              | <b>71,538.28</b>    | <b>59,923.81</b>     | <b>19.38 %</b>   | <b>59.70 %</b>  |
| 5065 Website Development Expense             | 1,003.94            |                      |                  | 0.84 %          |
| <b>Total Expenses</b>                        | <b>\$125,918.56</b> | <b>\$103,866.20</b>  | <b>21.23 %</b>   | <b>105.08 %</b> |
| NET OPERATING INCOME                         | <b>\$ -6,084.66</b> | <b>\$19,997.67</b>   | <b>-130.43 %</b> | <b>-5.08 %</b>  |
| Other Income                                 |                     |                      |                  |                 |
| 7005 Investment Income                       | 82.61               | 82.32                | 0.35 %           | 0.07 %          |
| 7010 Unrealized Gains/Losses                 | 872.87              | 399.16               | 118.68 %         | 0.73 %          |
| Previous Year Income                         | 6,120.00            | 10,630.00            | -42.43 %         | 5.11 %          |
| <b>Total Other Income</b>                    | <b>\$7,075.48</b>   | <b>\$11,111.48</b>   | <b>-36.32 %</b>  | <b>5.90 %</b>   |
| Other Expenses                               |                     |                      |                  |                 |
| Previous Year's Expenses                     | 1,200.00            | 385.00               | 211.69 %         | 1.00 %          |
| <b>Total Other Expenses</b>                  | <b>\$1,200.00</b>   | <b>\$385.00</b>      | <b>211.69 %</b>  | <b>1.00 %</b>   |
| NET OTHER INCOME                             | <b>\$5,875.48</b>   | <b>\$10,726.48</b>   | <b>-45.22 %</b>  | <b>4.90 %</b>   |
| NET INCOME                                   | <b>\$ -209.18</b>   | <b>\$30,724.15</b>   | <b>-100.68 %</b> | <b>-0.17 %</b>  |