Fauquier Chamber

Profit and Loss Comparison

January - September, 2023

	TOTAL			
	JAN - SEP, 2023	JAN - SEP, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	2,250.00	2,550.00	-11.76 %	1.85 %
4012 Renewal Member Dues Income	50,330.00	47,618.75	5.69 %	41.32 %
4013 New Member Dues Income	11,930.00	11,540.00	3.38 %	9.79 %
Total 4010 MEMBERSHIP INCOME	**64,510.00**	**61,708.75**	**4.54 %**	**52.96 %**
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			8.49 %
4112 Valor Awards Attendee Income	1,750.00			1.44 %
4115 Valor Awards Expense	-10,935.64			-8.98 %
Total 4110 Valor Awards Income	**1,155.43**			**0.95 %**
4120 Festival Income				
4121 Festival Sponsorship Income	1,750.00			1.44 %
4123 Festival Booth Fees Income	21,100.00	21,150.00	-0.24 %	17.32 %
4125 Festival Expense	-695.76	-5,832.89	88.07 %	-0.57 %
Total 4120 Festival Income	**22,154.24**	**15,317.11**	**44.64 %**	**18.19 %**
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,205.00	15.00	7,933.33 %	0.99 %
4135 Legislativ Events Expense	-1,134.31			-0.93 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income	43.00	680.00	-93.68 %	0.04 %
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	**113.69**	**588.46**	**-80.68 %**	**0.09 %**
4140 BPOY Income				
4145 BPOY Expense	-5,603.97	-300.00	-1,767.99 %	-4.60 %
Total 4140 BPOY Income	**-5,603.97**	**-300.00**	**-1,767.99 %**	**-4.60 %**
4160 Member Orientation				
4161 Member Orientation Sponsorship	630.50	655.00	-3.74 %	0.52 %
4165 Member Orientation Expenses	-832.84	-1,435.26	41.97 %	-0.68 %
Total 4160 Member Orientation	**-202.34**	**-780.26**	**74.07 %**	**-0.17 %**
4170 After 5				
4171 After 5 Sponsorship	1,990.00			1.63 %
4175 After 5 Expense	-1,220.82	-300.95	-305.66 %	-1.00 %
Total 4170 After 5	**769.18**	**-300.95**	**355.58 %**	**0.63 %**
4180 Before 9				
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 %	-0.35 %
Total 4180 Before 9	**-431.39**	**-111.45**	**-287.07 %**	**-0.35 %**
4190 Networking Events				
4191 Networking Events Sponsorship Income		950.00	-100.00 %	

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4192 Networking Events Attendee Fees		750.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
Total 4190 Networking Events		**930.09**	**-100.00 %**	
Total 4100 EVENTS INCOME	**17,954.84**	**15,343.00**	**17.02 %**	**14.74 %**
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 %	16.75 %
4208 Advertising Sponsorships	1,700.00	3,115.00	-45.43 %	1.40 %
4800 Donated "Rent" Income-New Space	6,988.14	6,988.14	0.00 %	5.74 %
Total 4200 NON DUES INCOME	**29,088.14**	**43,333.14**	**-32.87 %**	**23.88 %**
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00			0.51 %
4311 Business Directory Expense	-625.00			-0.51 %
Total 4300 ADVERTISING INCOME	**0.00**			**0.00 %**
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		1,900.00	-100.00 %	
4412 FYPG Events Attendee Income		327.00	-100.00 %	
4415 FYPG Events Expense	-176.62	-1,606.79	89.01 %	-0.15 %
Total 4410 FYPG Events Income	**-176.62**	**620.21**	**-128.48 %**	**-0.15 %**
4420 WBC Events Income				
4421 WBC Events Attendee Income	3,965.00	2,275.00	74.29 %	3.26 %
4422 WBC Events Sponsorship Income	10,625.00	11,475.00	-7.41 %	8.72 %
4425 WBC Event Expense	-4,940.46	-5,887.50	16.09 %	-4.06 %
Total 4420 WBC Events Income	**9,649.54**	**7,862.50**	**22.73 %**	**7.92 %**
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,895.00			1.56 %
4435 Members Luncheon Expense	-1,120.46			-0.92 %
Total 4430 Member Luncheon Income	**774.54**			**0.64 %**
Total 4400 MEMBERSHIP ACTIVITIES INCOME	**10,247.46**	**8,482.71**	**20.80 %**	**8.41 %**
Total Income	**$121,800.44**	**$128,867.60**	**-5.48 %**	**100.00 %**
GROSS PROFIT	**$121,800.44**	**$128,867.60**	**-5.48 %**	**100.00 %**
Expenses				
5001 Advertising Expense	2,189.60	349.99	525.62 %	1.80 %
5003 Bookkeeping Expense	10,537.50	9,925.00	6.17 %	8.65 %
5007 Contract Labor Expense	725.00			0.60 %
5009 Contributions Expense	418.14			0.34 %
5011 Cr Card Processing & Bank Charges Expense	1,607.73	2,197.20	-26.83 %	1.32 %
5015 Dues & Subscriptions Expense	2,513.82	1,480.97	69.74 %	2.06 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	1.62 %

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Total 5018 Insurance Expense	**1,973.00**	**2,267.80**	**-13.00 %**	**1.62 %**
5023 Meetings / Conventions Expense	520.00	401.00	29.68 %	0.43 %
5025 Membership Expense	1,731.56	1,105.56	56.62 %	1.42 %
5030 Meals & Entertainment				
5032 Meals - 50%	175.68			0.14 %
5038 Meals - 100%		211.12	-100.00 %	
Total 5030 Meals & Entertainment	**175.68**	**211.12**	**-16.79 %**	**0.14 %**
5031 Office Supplies Expense	3,431.73	1,828.60	87.67 %	2.82 %
5033 Payroll Processing Expense	912.75	869.50	4.97 %	0.75 %
5035 Payroll Tax Expense	6,376.92	5,350.86	19.18 %	5.24 %
5039 Postage & Delivery Expense	702.67	588.51	19.40 %	0.58 %
5048 Rent Expense - PATH Bldg	6,988.14	6,988.14	0.00 %	5.74 %
5049 Repairs & Maintenance Expense	433.65			0.36 %
5051 Simple IRA Company Contribution Expense	1,380.00	1,700.00	-18.82 %	1.13 %
5053 Technology Expense				
6054 Software Costs	9,495.46	6,272.29	51.39 %	7.80 %
6055 Utility Costs	2,177.43	2,681.31	-18.79 %	1.79 %
6056 Equipment Rental	2,693.40	2,573.14	4.67 %	2.21 %
6057 IT Services	1,117.00	685.00	63.07 %	0.92 %
Total 5053 Technology Expense	**15,483.29**	**12,211.74**	**26.79 %**	**12.71 %**
5055 Telephone Expense	646.25	1,159.29	-44.25 %	0.53 %
5060 Wages Expense				
5063 Wages_Admin	12,005.00	11,048.86	8.65 %	9.86 %
5064 Wages_Exec Director	68,999.94	56,666.61	21.76 %	56.65 %
Total 5060 Wages Expense	**81,004.94**	**67,715.47**	**19.63 %**	**66.51 %**
5065 Website Development Expense	1,155.92			0.95 %
Total Expenses	**$140,908.29**	**$116,350.75**	**21.11 %**	**115.69 %**
NET OPERATING INCOME	**$ -19,107.85**	**$12,516.85**	**-252.66 %**	**-15.69 %**
Other Income				
7005 Investment Income	91.59	84.50	8.39 %	0.08 %
7010 Unrealized Gains/Losses	939.10	-1,167.30	180.45 %	0.77 %
Previous Year Income	6,120.00	10,630.00	-42.43 %	5.02 %
Total Other Income	**$7,150.69**	**$9,547.20**	**-25.10 %**	**5.87 %**
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	0.99 %
Total Other Expenses	**$1,200.00**	**$385.00**	**211.69 %**	**0.99 %**
NET OTHER INCOME	**$5,950.69**	**$9,162.20**	**-35.05 %**	**4.89 %**
NET INCOME	**$ -13,157.16**	**$21,679.05**	**-160.69 %**	**-10.80 %**