

Fauquier Chamber

YTD P&L and Budget Analysis

January - October 2024

	P&L Totals			Budget vs Actual		
	Jan - Oct 2024	Jan - Oct 2023	% Change	Budget 10.31.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	3,790.00	2,400.00	57.92%	9,250.00	(5,460.00)	41%
4012 Renewal Member Dues Income	59,241.00	56,885.00	4.14%	94,055.00	(34,814.00)	63%
4013 New Member Dues Income	23,085.00	12,765.00	80.85%	55,962.50	(32,877.50)	41%
4014 Membership Commission - 18%				(11,738.25)	11,738.25	
Total 4010 MEMBERSHIP INCOME	86,116.00	72,050.00	19.52%	147,529.25	(61,413.25)	58%
4100 EVENTS INCOME						
4110 Valor Awards Income						
4111 Valor Awards Sponsorship Income	25,050.00	10,341.07	142.24%	12,000.00	13,050.00	209%
4112 Valor Awards Attendee Income	1,400.00	1,750.00	-20.00%	1,750.00	(350.00)	80%
4115 Valor Awards Expense	(24,795.92)	(10,935.64)	-126.74%	(10,000.00)	(14,795.92)	248%
Total 4110 Valor Awards Income	1,654.08	1,155.43	43.16%	3,750.00	(2,095.92)	44%
4120 Festival Income						
4121 Festival Sponsorship Income		1,750.00	-100.00%	4,000.00	(4,000.00)	
4123 Festival Booth Fees Income	29,571.22	13,583.33	117.70%	14,400.00	15,171.22	205%
4125 Festival Expense	(4,751.77)	(2,284.21)	-108.03%	(3,103.98)	(1,647.79)	153%
Total 4120 Festival Income	24,819.45	13,049.12	90.20%	15,296.02	9,523.43	162%
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income	1,175.00	1,220.00	-3.69%	1,000.00	175.00	118%
4135 Legislative Events Expense	(185.07)	(1,150.55)	83.91%	(1,000.00)	814.93	19%
4137 Economic Summit Attendee Income	30.00	43.00	-30.23%		30.00	
Total 4130 Legislative Events Income	1,119.93	112.45	895.94%	0.00	1,119.93	
4140 Gala Income						
4141 Gala Sponsorship Income	5,725.00	3,400.00	68.38%	0.00	5,725.00	
4142 Gala Attendee Income	5,350.00	1,600.00	234.38%	0.00	5,350.00	
4145 Gala Expense	(6,492.64)	(7,446.72)	12.81%	0.00	(6,492.64)	
Total 4140 Gala Income	4,582.36	(2,446.72)	287.29%	0.00	4,582.36	
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	654.50	-88.24%	1,500.00	(1,423.00)	5%
4165 Member Orientation Expenses	(104.89)	(832.84)	87.41%	(1,500.00)	1,395.11	7%
Total 4160 Member Orientation	(27.89)	(178.34)	84.36%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,757.00	1,990.00	38.54%	2,000.00	757.00	138%
4175 After 5 Expense	(1,137.49)	(1,220.82)	6.83%	(500.00)	(637.49)	228%
Total 4170 After 5	1,619.51	769.18	110.55%	1,500.00	119.51	108%
4180 Coffee & Commerce						
4185 Coffee & Commerce Expenses	(181.43)	(431.39)	57.94%	0.00	(181.43)	
Total 4180 Coffee & Commerce	(181.43)	(431.39)	57.94%	0.00	(181.43)	
Total 4100 EVENTS INCOME	33,586.01	12,029.73	179.19%	20,546.02	13,039.99	163%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	18,313.00	20,400.00	-10.23%	46,387.44	(28,074.44)	39%
4209 Corp Sponsors to Event Sponsors	(1,050.00)			0.00	(1,050.00)	
Total 4204 Corporate Sponsorship Income	17,263.00	20,400.00	-15.38%	46,387.44	(29,124.44)	37%
4208 Advertising Sponsorships	925.00	1,710.00	-45.91%	4,000.00	(3,075.00)	23%
4210 Directory Page Review Income	0.00			1,900.00	(1,900.00)	0%
4211 Directory Page Review Expense				(475.00)	475.00	

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4800 Donated "Rent" Income-New Space	7,764.60	7,764.60	0.00%	7,764.60	0.00	100%
Total 4200 NON DUES INCOME	25,952.60	29,874.60	-13.13%	59,577.04	(33,624.44)	44%
4300 ADVERTISING INCOME						
4310 Business Directory Income		625.00	-100.00%	5,900.00	(5,900.00)	
4311 Business Directory Expense		(625.00)	100.00%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			4,250.00	(4,150.00)	2%
4315 Online Business Listing Only Expense				(425.00)	425.00	
Total 4300 ADVERTISING INCOME	100.00	0.00		8,975.00	(8,875.00)	1%
4400 MEMBERSHIP ACTIVITIES INCOME						
4410 FYPG Events Income						
4411 FYPG Events Sponsorship Income	1,575.00				1,575.00	
4412 FYPG Events Attendee Income	975.00				975.00	
4415 FYPG Events Expense	(1,005.62)	(176.62)	-469.37%		(1,005.62)	
Total 4410 FYPG Events Income	1,544.38	(176.62)	974.41%		1,544.38	
4420 WBC Events Income						
4421 WBC Events Attendee Income	5,275.00	4,265.00	23.68%	5,250.00	25.00	100%
4422 WBC Events Sponsorship Income	10,050.00	10,625.00	-5.41%	13,500.00	(3,450.00)	74%
4425 WBC Event Expense	(8,984.32)	(7,440.86)	-20.74%	(7,950.00)	(1,034.32)	113%
Total 4420 WBC Events Income	6,340.68	7,449.14	-14.88%	10,800.00	(4,459.32)	59%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	3,775.00	1,970.00	91.62%	750.00	3,025.00	503%
4435 Members Luncheon Expense	(3,920.08)	(1,336.06)	-193.41%	(100.00)	(3,820.08)	3920%
Total 4430 Member Luncheon Income	(145.08)	633.94	-122.89%	650.00	(795.08)	-22%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	7,739.98	7,906.46	-2.11%	11,450.00	(3,710.02)	68%
Total Income	153,494.59	121,860.79	25.96%	248,077.31	(94,582.72)	62%
Gross Profit	153,494.59	121,860.79	25.96%	248,077.31	(94,582.72)	62%
Expenses						
5001 Advertising Expense	236.00	3,230.20	-92.69%	3,500.00	(3,264.00)	7%
5003 Bookkeeping Expense	11,750.00	12,037.50	-2.39%	12,000.00	(250.00)	98%
5007 Contract Labor Expense		725.00	-100.00%		0.00	
5009 Contributions Expense	450.00	418.14	7.62%		450.00	
5011 Cr Card Processing & Bank Charges Expense	2,890.99	1,876.41	54.07%	4,217.32	(1,326.33)	69%
5015 Dues & Subscriptions Expense	3,162.92	2,684.82	17.81%	2,500.00	662.92	127%
5018 Insurance Expense						
5019 General Insurance Expense	1,472.76	1,973.00	-25.35%	2,000.00	(527.24)	74%
Total 5018 Insurance Expense	1,472.76	1,973.00	-25.35%	2,000.00	(527.24)	74%
5021 Interest Expense	504.20				504.20	
5023 Meetings / Conventions Expense	283.18	520.00	-45.54%	500.00	(216.82)	57%
5025 Membership Expense	964.34	1,731.56	-44.31%	1,750.00	(785.66)	55%
5030 Meals & Entertainment						
5032 Meals - 50%	54.64	280.29	-80.51%		54.64	
Total 5030 Meals & Entertainment	54.64	280.29	-80.51%	0.00	54.64	
5031 Office Supplies Expense	709.13	3,511.20	-79.80%	3,535.43	(2,826.30)	20%
5033 Payroll Processing Expense	1,184.51	1,019.75	16.16%	1,019.75	164.76	116%
5035 Payroll Tax Expense	7,317.56	7,100.70	3.05%	9,471.00	(2,153.44)	77%
5039 Postage & Delivery Expense	1,076.24	702.67	53.16%	902.67	173.57	119%
5048 Rent Expense - PATH Bldg	7,764.60	7,764.60	0.00%	7,764.60	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100.00%	433.65	(433.65)	

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5051 Simple IRA Company Contribution Expense	1,610.00	1,380.00	16.67%	2,070.00	(460.00)	78%
5053 Technology Expense						
6054 Software Costs	10,078.25	10,189.53	-1.09%	10,000.00	78.25	101%
6055 Utility Costs	2,543.15	2,451.55	3.74%	2,500.00	43.15	102%
6056 Equipment Rental	2,870.79	3,100.77	-7.42%	3,000.00	(129.21)	96%
6057 IT Services	425.00	1,117.00	-61.95%	1,000.00	(575.00)	43%
Total 5053 Technology Expense	15,917.19	16,858.85	-5.59%	16,500.00	(582.81)	96%
5055 Telephone Expense	1,083.60	754.61	43.60%	750.00	333.60	144%
5060 Wages Expense						
5063 Wages_Admin	17,440.00	13,605.00	28.19%	13,000.00	4,440.00	134%
5064 Wages_Exec Director	76,666.60	76,666.60	0.00%	76,666.60	0.00	100%
5066 Wages_Event Manager				33,333.30	(33,333.30)	
Total 5060 Wages Expense	94,106.60	90,271.60	4.25%	122,999.90	(28,893.30)	77%
5065 Website Development Expense	1,519.80	1,307.90	16.20%	1,500.00	19.80	101%
Unapplied Cash Bill Payment Expense-1		0.00				
Total Expenses	154,058.26	156,582.45	-1.61%	193,414.32	(39,356.06)	80%
Net Operating Income	(563.67)	(34,721.66)	98.38%	54,662.99	(55,226.66)	-1%
Other Income						
4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	70.52	99.77	-29.32%		70.52	
7010 Unrealized Gains/Losses	2,774.38	964.14	187.76%		2,774.38	
Previous Year Income	9,270.00	6,120.00	51.47%		9,270.00	
Total Other Income	14,614.90	7,183.91	103.44%	0.00	14,614.90	0%
Other Expenses						
Previous Year's Expenses	7,820.95	1,200.00	551.75%		7,820.95	
Total Other Expenses	7,820.95	1,200.00	551.75%	0.00	7,820.95	0%
Net Other Income	6,793.95	5,983.91	13.54%	0.00	6,793.95	0%
Net Income	6,230.28	(28,737.75)	121.68%	54,662.99	(48,432.71)	11%

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