

Fauquier Chamber
YTD P&L and Budget Analysis
 January - November 2024

	P&L Totals			Budget vs Actual		
	Jan - Nov 2024	Jan - Nov 2023	% Change	Budget 11.30.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	3,845.00	2,600.00	48%	9,750.00	(5,905.00)	39%
4012 Renewal Member Dues Income	69,762.00	59,335.00	18%	96,750.00	(26,988.00)	72%
4013 New Member Dues Income	23,354.50	13,980.00	67%	58,987.50	(35,633.00)	40%
4014 Member Commission - 18%				(12,372.75)	12,372.75	
Total 4010 MEMBERSHIP INCOME	96,961.50	75,915.00	28%	153,114.75	(56,153.25)	63%
4100 EVENTS INCOME						
4110 Valor Awards Income						
4111 Valor Awards Sponsorship Income	25,050.00	10,341.07	142%	12,000.00	13,050.00	209%
4112 Valor Awards Attendee Income	1,400.00	1,750.00	-20%	1,750.00	(350.00)	80%
4115 Valor Awards Expense	(24,795.92)	(10,935.64)	-127%	(10,000.00)	(14,795.92)	248%
Total 4110 Valor Awards Income	1,654.08	1,155.43	43%	3,750.00	(2,095.92)	44%
4120 Festival Income						
4121 Festival Sponsorship Income		1,750.00	-100%	4,000.00	(4,000.00)	
4123 Festival Booth Fees Income	29,571.22	13,583.33	118%	14,400.00	15,171.22	205%
4125 Festival Expense	(4,751.77)	(2,284.21)	-108%	(7,103.98)	2,352.21	67%
Total 4120 Festival Income	24,819.45	13,049.12	90%	11,296.02	13,523.43	220%
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income	1,175.00	1,240.00	-5%	1,100.00	75.00	107%
4135 Legislative Events Expense	(185.07)	(1,150.55)	84%	(1,100.00)	914.93	17%
4137 Economic Summit Attendee Income	30.00	43.00	-30%		30.00	
Total 4130 Legislative Events Income	1,119.93	132.45	746%	0.00	1,119.93	
4140 Gala Income						
4141 Gala Sponsorship Income	13,750.00	8,951.98	54%	5,000.00	8,750.00	275%
4142 Gala Attendee Income	8,725.00	3,850.00	127%	1,600.00	7,125.00	545%
4145 Gala Expense	(6,583.45)	(21,043.38)	69%	(20,000.00)	13,416.55	33%
Total 4140 Gala Income	15,891.55	(8,241.40)	293%	(13,400.00)	29,291.55	-119%
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	663.50	-88%	1,500.00	(1,423.00)	5%
4165 Member Orientation Expenses	(104.89)	(856.85)	88%	(1,500.00)	1,395.11	7%
Total 4160 Member Orientation	(27.89)	(193.35)	86%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,757.00	1,990.00	39%	2,200.00	557.00	125%
4175 After 5 Expense	(1,137.49)	(1,220.82)	7%	(550.00)	(587.49)	207%
Total 4170 After 5	1,619.51	769.18	111%	1,650.00	(30.49)	96%
4180 Coffee & Commerce						
4185 Coffee & Commerce Expenses	(181.43)	(431.39)	58%	0.00	(181.43)	
Total 4180 Coffee & Commerce	(181.43)	(431.39)	58%	0.00	(181.43)	
Total 4100 EVENTS INCOME	44,895.20	6,240.04	619%	3,296.02	41,599.18	1362%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	18,313.00	20,400.00	-10%	51,541.60	(33,228.60)	36%
4209 Corp Sponsors to Event Sponsors	(1,050.00)				(1,050.00)	
Total 4204 Corporate Sponsorship Income	17,263.00	20,400.00	-15%	51,541.60	(34,278.60)	33%
4208 Advertising Sponsorships	925.00	1,710.00	-46%	4,400.00	(3,475.00)	21%
4210 Directory Page Review Income	0.00			2,100.00	(2,100.00)	0%

Fauquier Chamber
YTD P&L and Budget Analysis
 January - November 2024

	P&L Totals			Budget vs Actual		
	Jan - Nov 2024	Jan - Nov 2023	% Change	Budget 11.30.24	Variance	% of Budget
4211 Directory Page Review Expense				(525.00)	525.00	
4800 Donated "Rent" Income-New Space	8,541.06	8,541.06	0%	8,541.06	0.00	100%
Total 4200 NON DUES INCOME	26,729.06	30,651.06	-13%	66,057.66	(39,328.60)	40%
4300 ADVERTISING INCOME						
4310 Business Directory Income		4,424.00	-100%	6,600.00	(6,600.00)	
4311 Business Directory Expense		(625.00)	100%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			4,750.00	(4,650.00)	2%
4315 Online Business Listing Only Expense				(475.00)	475.00	
Total 4300 ADVERTISING INCOME	100.00	3,799.00	-97%	10,125.00	(10,025.00)	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	(1,480.62)	(176.62)	-738%		(1,480.62)	
Total 4410 FYPG Events Income	1,069.38	(176.62)	705%	0.00	1,069.38	
4420 WBC Events Income						
4421 WBC Events Attendee Income	6,570.00	4,950.00	33%	7,000.00	(430.00)	94%
4422 WBC Events Sponsorship Income	10,900.00	10,725.00	2%	13,500.00	(2,600.00)	81%
4425 WBC Event Expense	(8,984.32)	(10,225.86)	12%	(10,600.00)	1,615.68	85%
Total 4420 WBC Events Income	8,485.68	5,449.14	56%	9,900.00	(1,414.32)	86%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	4,135.00	1,970.00	110%	750.00	3,385.00	551%
4435 Members Luncheon Expense	(4,587.11)	(1,336.06)	-243%	(100.00)	(4,487.11)	4587%
Total 4430 Member Luncheon Income	(452.11)	633.94	-171%	650.00	(1,102.11)	-70%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,102.95	5,906.46	54%	10,550.00	(1,447.05)	86%
Total Income	177,788.71	122,511.56	45%	243,143.43	(65,354.72)	73%
Gross Profit	177,788.71	122,511.56	45%	243,143.43	(65,354.72)	73%
Expenses						
5001 Advertising Expense	236.00	3,230.20	-93%	3,850.00	(3,614.00)	6%
5003 Bookkeeping Expense	12,850.00	13,287.50	-3%	13,200.00	(350.00)	97%
5007 Contract Labor Expense		725.00	-100%		0.00	
5009 Contributions Expense	450.00	418.14	8%		450.00	
5011 Cr Card Processing & Bank Charges Expense	3,131.54	2,140.67	46%	4,201.44	(1,069.90)	75%
5015 Dues & Subscriptions Expense	3,328.91	2,805.82	19%	2,750.00	578.91	121%
5018 Insurance Expense						
5019 General Insurance Expense	1,601.19	1,973.00	-19%	2,000.00	(398.81)	80%
Total 5018 Insurance Expense	1,601.19	1,973.00	-19%	2,000.00	(398.81)	80%
5021 Interest Expense	504.20			0.00	504.20	
5023 Meetings / Conventions Expense	283.18	520.00	-46%	550.00	(266.82)	51%
5025 Membership Expense	964.34	1,839.94	-48%	1,925.00	(960.66)	50%
5030 Meals & Entertainment						
5032 Meals - 50%	54.64	280.29	-81%	0.00	54.64	
Total 5030 Meals & Entertainment	54.64	280.29	-81%	0.00	54.64	
5031 Office Supplies Expense	733.12	3,656.50	-80%	3,535.43	(2,802.31)	21%
5033 Payroll Processing Expense	1,300.51	1,126.75	15%	1,119.75	180.76	116%
5035 Payroll Tax Expense	8,061.64	7,824.99	3%	10,418.10	(2,356.46)	77%
5039 Postage & Delivery Expense	1,076.24	793.96	36%	1,102.67	(26.43)	98%

Fauquier Chamber
YTD P&L and Budget Analysis
 January - November 2024

	P&L Totals			Budget vs Actual		
	Jan - Nov 2024	Jan - Nov 2023	% Change	Budget 11.30.24	Variance	% of Budget
5048 Rent Expense - PATH Bldg	8,541.06	8,541.06	0%	8,541.06	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	1,840.00	1,380.00	33%	2,300.00	(460.00)	80%
5053 Technology Expense						
6054 Software Costs	10,874.25	10,805.37	1%	11,000.00	(125.75)	99%
6055 Utility Costs	2,765.41	2,725.67	1%	2,750.00	15.41	101%
6056 Equipment Rental	3,058.65	3,288.63	-7%	3,300.00	(241.35)	93%
6057 IT Services	875.00	1,117.00	-22%	1,100.00	(225.00)	80%
Total 5053 Technology Expense	17,573.31	17,936.67	-2%	18,150.00	(576.69)	97%
5055 Telephone Expense	1,191.96	862.97	38%	825.00	366.96	144%
5060 Wages Expense						
5063 Wages_Admin	19,500.00	15,225.00	28%	14,300.00	5,200.00	136%
5064 Wages_Exec Director	84,333.26	84,333.26	0%	84,333.26	0.00	100%
5066 Wages_Event Manager				36,666.63	(36,666.63)	
Total 5060 Wages Expense	103,833.26	99,558.26	4%	135,299.89	(31,466.63)	77%
5065 Website Development Expense	1,519.80	1,459.88	4%	1,650.00	(130.20)	92%
Unapplied Cash Bill Payment Expense-1		0.00		0.00	0.00	
Total Expenses	169,074.90	170,795.25	-1%	211,851.99	(42,777.09)	80%
Net Operating Income	8,713.81	(48,283.69)	118%	31,291.44	(22,577.63)	28%
Other Income						
4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	83.61	107.11	-22%		83.61	
7010 Unrealized Gains/Losses	3,030.35	1,943.20	56%		3,030.35	
Previous Year Income	9,270.00	6,120.00	51%		9,270.00	
Total Other Income	14,883.96	8,170.31	82%	0.00	14,883.96	0%
Other Expenses						
Previous Year's Expenses	7,820.95	1,200.00	552%		7,820.95	
Total Other Expenses	7,820.95	1,200.00	552%	0.00	7,820.95	0%
Net Other Income	7,063.01	6,970.31	1%	0.00	7,063.01	0%
Net Income	15,776.82	(41,313.38)	138%	31,291.44	(15,514.62)	50%