

Fauquier Chamber

YTD P&L and Budget Analysis

January - December 2024

	P&L Totals			Budget vs Actual		
	Jan - Dec 2024	Jan - Dec 2023	% Change	Budget 12.31.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	4,340.00	2,750.00	58%	10,250.00	(5,910.00)	42%
4012 Renewal Member Dues Income	76,939.50	76,870.00	0%	99,500.00	(22,560.50)	77%
4013 New Member Dues Income	27,716.00	15,275.00	81%	62,012.50	(34,296.50)	45%
401 Membership Commission - 18%				(13,007.25)	13,007.25	
Total 4010 MEMBERSHIP INCOME	108,995.50	94,895.00	15%	158,755.25	(49,759.75)	69%
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	1,450.00	1,750.00	-17%	1,750.00	(300.00)	83%
4115 Valor Awards Expense	(24,795.92)	(10,935.64)	-127%	(10,000.00)	(14,795.92)	248%
Total 4110 Valor Awards Income	1,704.08	1,155.43	47%	3,750.00	(2,045.92)	45%
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	13,883.33	113%	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	13,349.12	86%	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	1,266.00	-7%	1,200.00	(25.00)	98%
4135 Legislative Events Expense	(185.07)	(1,150.55)	84%	(1,200.00)	1,014.93	15%
4137 Economic Summit Attendee Income	30.00	43.00	-30%		30.00	
Total 4130 Legislative Events Income	1,119.93	158.45	607%	0.00	1,119.93	
4140 Gala Income						
4141 Gala Sponsorship Income	17,750.00	8,951.98	98%	5,000.00	12,750.00	355%
4142 Gala Attendee Income	8,975.00	5,825.00	54%	1,600.00	7,375.00	561%
4145 Gala Expense	(27,534.03)	(21,043.38)	-31%	(20,000.00)	(7,534.03)	138%
Total 4140 Gala Income	(809.03)	(6,266.40)	87%	(13,400.00)	12,590.97	6%
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	680.00	-89%	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)	(176.85)	84%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,757.00	2,150.00	28%	2,400.00	357.00	115%
4175 After 5 Expense	(1,328.29)	(1,220.82)	-9%	(600.00)	(728.29)	221%
Total 4170 After 5	1,428.71	929.18	54%	1,800.00	(371.29)	79%
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	28,053.82	8,717.54	222%	3,446.02	24,607.80	814%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	18,313.00	20,400.00	-10%	56,695.76	(38,382.76)	32%
4209 Corp Sponsors to Event Sponsors	(1,050.00)	(1,900.00)	45%		(1,050.00)	
Total 4204 Corporate Sponsorship Income	17,263.00	18,500.00	-7%	56,695.76	(39,432.76)	30%
4208 Advertising Sponsorships	925.00	1,710.00	-46%	4,800.00	(3,875.00)	19%
4210 Directory Page Review Income	0.00			2,300.00	(2,300.00)	

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4211 Directory Page Review Expense				(575.00)	575.00	
4800 Donated "Rent" Income-New Space	9,317.52	9,317.52	0%	9,317.52	0.00	100%
Total 4200 NON DUES INCOME	27,505.52	29,527.52	-7%	72,538.28	(45,032.76)	38%
4300 ADVERTISING INCOME						
4310 Business Directory Income		4,424.00	-100%	7,300.00	(7,300.00)	
4311 Business Directory Expense		(625.00)	100%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			5,250.00	(5,150.00)	2%
4315 Online Business Listing Only Expense				(525.00)	525.00	
Total 4300 ADVERTISING INCOME	100.00	3,799.00	-97%	11,275.00	(11,175.00)	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%		1,069.38	
4420 WBC Events Income						
4421 WBC Events Attendee Income	6,710.00	6,150.00	9%	7,000.00	(290.00)	96%
4422 WBC Events Sponsorship Income	11,475.00	10,725.00	7%	13,500.00	(2,025.00)	85%
4425 WBC Event Expense	(10,314.32)	(11,910.86)	13%	(10,600.00)	285.68	97%
Total 4420 WBC Events Income	7,870.68	4,964.14	59%	9,900.00	(2,029.32)	80%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	4,195.00	2,245.00	87%	1,000.00	3,195.00	420%
4435 Members Luncheon Expense	(5,054.03)	(1,336.06)	-278%	(150.00)	(4,904.03)	3369%
Total 4430 Member Luncheon Income	(859.03)	908.94	-195%	850.00	(1,709.03)	-101%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	8,081.03	5,696.46	42%	10,750.00	(2,668.97)	75%
Total Income	172,735.87	142,635.52	21%	256,764.55	(84,028.68)	67%
Gross Profit	172,735.87	142,635.52	21%	256,764.55	(84,028.68)	67%
Expenses						
5001 Advertising Expense	236.00	4,974.40	-95%	4,200.00	(3,964.00)	6%
5003 Bookkeeping Expense	14,100.00	14,537.50	-3%	14,400.00	(300.00)	98%
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	3,296.29	2,411.64	37%	4,433.00	(1,136.71)	74%
5015 Dues & Subscriptions Expense	3,519.90	2,981.82	18%	3,000.00	519.90	117%
5018 Insurance Expense						
5019 General Insurance Expense	2,033.42	1,973.00	3%	2,000.00	33.42	102%
Total 5018 Insurance Expense	2,033.42	1,973.00	3%	2,000.00	33.42	102%
5021 Interest Expense	504.20	358.59	41%		504.20	
5023 Meetings / Conventions Expense	283.18	540.00	-48%	600.00	(316.82)	47%
5025 Membership Expense	994.20	1,839.94	-46%	2,100.00	(1,105.80)	47%
5030 Meals & Entertainment						
5032 Meals - 50%	54.64	453.29	-88%		54.64	
Total 5030 Meals & Entertainment	54.64	453.29	-88%	0.00	54.64	
5031 Office Supplies Expense	856.70	3,719.67	-77%	3,535.43	(2,678.73)	24%
5033 Payroll Processing Expense	1,420.51	1,233.75	15%	1,219.75	200.76	116%
5035 Payroll Tax Expense	8,993.07	8,522.77	6%	11,365.20	(2,372.13)	79%
5039 Postage & Delivery Expense	1,094.90	793.96	38%	1,302.67	(207.77)	84%

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5048 Rent Expense - PATH Bldg	9,317.52	9,317.52	0%	9,317.52	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	2,070.00	1,380.00	50%	2,530.00	(460.00)	82%
5053 Technology Expense						
6054 Software Costs	11,568.29	11,488.88	1%	12,000.00	(431.71)	96%
6055 Utility Costs	2,987.80	3,334.43	-10%	3,000.00	(12.20)	100%
6056 Equipment Rental	3,460.11	3,576.66	-3%	3,600.00	(139.89)	96%
6057 IT Services	875.00	1,117.00	-22%	1,200.00	(325.00)	73%
Total 5053 Technology Expense	18,891.20	19,516.97	-3%	19,800.00	(908.80)	95%
5055 Telephone Expense	1,300.32	971.33	34%	900.00	400.32	144%
5060 Wages Expense						
5063 Wages_Admin	23,780.00	16,645.00	43%	15,600.00	8,180.00	152%
5064 Wages_Exec Director	91,999.92	91,999.92	0%	91,999.92	0.00	100%
5065 Wages_Event Manager				39,999.96	(39,999.96)	
Total 5060 Wages Expense	115,779.92	108,644.92	7%	147,599.88	(31,819.96)	78%
5065 Website Development Expense	1,671.78	1,611.86	4%	1,800.00	(128.22)	93%
Unapplied Cash Bill Payment Expense-1		0.00				
Total Expenses	186,867.75	187,359.72	0%	230,537.10	(43,669.35)	81%
Net Operating Income	(14,131.88)	(44,724.20)	68%	26,227.45	(40,359.33)	-54%
Other Income						
4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	91.24	114.65	-20%		91.24	
7010 Unrealized Gains/Losses	2,390.93	2,237.17	7%		2,390.93	
Previous Year Income	9,270.00	6,120.00	51%		9,270.00	
Total Other Income	14,252.17	8,471.82	68%	0.00	14,252.17	
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	
Net Other Income	6,431.22	7,271.82	-12%	0.00	6,431.22	
Net Income	(7,700.66)	(37,452.38)	79%	26,227.45	(33,928.11)	-29%

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