

Fauquier Chamber

YTD P&L and Budget Analysis

January - April, 2024

	P&L Total			Budget vs Actual		
	Jan - Apr, 2024	Jan - Apr, 2023	% Change	Budget 4.30.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	1,320.00	1,250.00	5.60%	4,750.00	(3,430.00)	28%
4012 Renewal Member Dues Income	22,298.25	24,600.00	-9.36%	58,544.00	(36,245.75)	38%
4014 Membership Commission				(6,027.75)	6,027.75	
4013 New Member Dues Income	8,159.50	7,000.00	16.56%	28,737.50	(20,578.00)	28%
Total 4010 MEMBERSHIP INCOME	31,777.75	32,850.00	-3.26%	86,003.75	(54,226.00)	37%
4100 EVENTS INCOME						
4110 Valor Awards Income						
4111 Valor Awards Sponsorship Income	21,762.50	10,341.07	110.45%	12,000.00	9,762.50	181%
4112 Valor Awards Attendee Income	1,300.00	1,750.00	-25.71%	1,750.00	(450.00)	74%
4115 Valor Awards Expense	(18,233.42)	(10,914.58)	-67.06%	(10,000.00)	(8,233.42)	182%
Total 4110 Valor Awards Income	4,829.08	1,176.49	310.47%	3,750.00	1,079.08	129%
4120 Festival Income						
4125 Festival Expense		(103.98)	100.00%	(103.96)	103.96	
Total 4120 Festival Income	0.00	(103.98)	100.00%	(103.96)	103.96	
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income		1,175.00	-100.00%	400.00	(400.00)	
4135 Legislative Events Expense	(117.94)	(754.07)	84.36%	(400.00)	282.06	29%
Total 4130 Legislative Events Income	(17.94)	420.93	-104.26%	0.00	(17.94)	
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	174.50	-55.87%	600.00	(523.00)	13%
4165 Member Orientation Expenses	(104.89)	(217.29)	51.73%	(600.00)	495.11	17%
Total 4160 Member Orientation	(27.89)	(42.79)	34.82%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	1,257.00	150.00	738.00%	800.00	457.00	157%
4175 After 5 Expense	(1,137.49)	(720.82)	-57.80%	(200.00)	(937.49)	569%
Total 4170 After 5	119.51	(570.82)	120.94%	600.00	(480.49)	20%
4180 Before 9						
4185 Before 9 Expenses		(315.15)	100.00%			
Total 4180 Before 9	0.00	(315.15)	100.00%			
Total 4100 EVENTS INCOME	4,902.76	564.68	768.24%	4,246.04	656.72	115%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	5,097.50	20,400.00	-75.01%	20,616.64	(15,519.14)	25%
4209 Corp Sponsors to Event Sponsors	(1,050.00)				(1,050.00)	
Total 4204 Corporate Sponsorship Income	4,047.50	20,400.00	-80.16%	20,616.64	(16,569.14)	20%
4208 Advertising Sponsorships	775.00	1,500.00	-48.33%	1,600.00	(825.00)	48%
4210 Directory Page Review Income				700.00	(700.00)	0%
4211 Directory Page Review Expense				(175.00)	175.00	
4800 Donated "Rent" Income-New Space	3,105.84	3,105.84	0.00%	3,105.84	0.00	100%
Total 4200 NON DUES INCOME	7,928.34	25,005.84	-68.29%	25,847.48	(17,919.14)	31%
4300 ADVERTISING INCOME						
4310 Business Directory Income				1,700.00	(1,700.00)	

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4311 Business Directory Expense				(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			1,250.00	(1,150.00)	8%
4315 Online Business Listing Only Expense				(125.00)	125.00	
Total 4300 ADVERTISING INCOME	100.00	0.00		2,075.00	(1,975.00)	5%
4400 MEMBERSHIP ACTIVITIES INCOME						
4410 FYPG Events Income						
4411 FYPG Events Sponsorship Income	1,350.00				1,350.00	
4412 FYPG Events Attendee Income	525.00				525.00	
4415 FYPG Events Expense	(477.01)	(131.22)	-263.52%		(477.01)	
Total 4410 FYPG Events Income	1,397.99	(131.22)	1165.38%		1,397.99	
4420 WBC Events Income						
4421 WBC Events Attendee Income	1,890.00	1,590.00	18.87%	1,750.00	140.00	108%
4422 WBC Events Sponsorship Income	8,660.00	9,775.00	-11.41%	13,500.00	(4,840.00)	64%
4425 WBC Event Expense	(4,211.61)	(2,755.46)	-52.85%	(2,650.00)	(1,561.61)	159%
Total 4420 WBC Events Income	6,338.39	8,609.54	-26.38%	12,600.00	(6,261.61)	50%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	2,185.00	1,155.00	89.18%	250.00	1,935.00	874%
4435 Members Luncheon Expense	(1,996.16)	(820.71)	-143.22%	0.00	(1,996.16)	
Total 4430 Member Luncheon Income	188.84	334.29	-43.51%	250.00	(61.16)	76%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	7,925.22	8,812.61	-10.07%	12,850.00	(4,924.78)	62%
Total Income	52,634.07	67,233.13	-21.71%	131,022.27	(78,388.20)	40%
Gross Profit	52,634.07	67,233.13	-21.71%	131,022.27	(78,388.20)	40%
Expenses						
5001 Advertising Expense		750.00	-100.00%	1,400.00	(1,400.00)	
5003 Bookkeeping Expense	5,000.00	4,937.50	1.27%	4,800.00	200.00	104%
5007 Contract Labor Expense		465.00	-100.00%			
5009 Contributions Expense	50.00	418.14	-88.04%		50.00	
5011 Cr Card Processing & Bank Charges Expense	1,115.06	976.55	14.18%	2,227.38	(1,112.32)	50%
5015 Dues & Subscriptions Expense	1,612.98	1,523.00	5.91%	1,000.00	612.98	161%
5018 Insurance Expense						
5019 General Insurance Expense	398.40	1,009.00	-60.52%	1,000.00	(601.60)	40%
Total 5018 Insurance Expense	398.40	1,009.00	-60.52%	1,000.00	(601.60)	40%
5021 Interest Expense	93.39				93.39	
5023 Meetings / Conventions Expense	260.00	375.00	-30.67%	200.00	60.00	130%
5025 Membership Expense	869.61	1,056.11	-17.66%	700.00	169.61	124%
5030 Meals & Entertainment						
5032 Meals - 50%		109.21	-100.00%		0.00	
Total 5030 Meals & Entertainment	0.00	109.21	-100.00%	0.00	0.00	
5031 Office Supplies Expense	339.55	2,981.57	-88.61%	2,981.57	(2,642.02)	11%
5033 Payroll Processing Expense	488.51	406.25	20.25%	406.25	82.26	120%
5035 Payroll Tax Expense	2,944.18	2,881.57	2.17%	3,788.40	(844.22)	78%
5039 Postage & Delivery Expense		301.67	-100.00%	301.67	(301.67)	
5048 Rent Expense - PATH Bldg	3,105.84	3,105.84	0.00%	3,105.84	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	230.00	920.00	-75.00%	920.00	(690.00)	25%
5053 Technology Expense						
6054 Software Costs	5,528.38	6,013.16	-8.06%	4,000.00	1,528.38	138%
6055 Utility Costs	922.58	811.30	13.72%	1,000.00	(77.42)	92%
6056 Equipment Rental	1,436.41	1,435.16	0.09%	1,200.00	236.41	120%
6057 IT Services	400.00	717.00	-44.21%	400.00	0.00	100%
Total 5053 Technology Expense	8,287.37	8,976.62	-7.68%	6,600.00	1,687.37	126%
5055 Telephone Expense	433.44	257.62	68.25%	300.00	133.44	144%
5060 Wages Expense						
5063 Wages_Admin	6,340.00	5,445.00	16.44%	5,200.00	1,140.00	122%
5064 Wages_Exec Director	30,666.64	30,666.64	0.00%	30,666.64	0.00	100%
5066 Wages_Event Manager				13,333.32	(13,333.32)	
Total 5060 Wages Expense	37,006.64	36,111.64	2.48%	49,199.96	(12,193.32)	75%
5065 Website Development Expense	607.92	399.00	52.36%	600.00	7.92	101%
Total Expenses	62,842.89	68,394.94	-8.12%	79,964.72	(17,121.83)	79%
Net Operating Income	(10,208.82)	(1,161.81)	-778.70%	51,057.55	(61,266.37)	-20%
Other Income						
4600 Grant Income	2,500.00					
7005 Investment Income	29.85	49.30	-39.45%			
7010 Unrealized Gains/Losses	1,393.32	594.26	134.46%			
Previous Year Income	8,570.00	5,330.00	60.79%			
Total Other Income	12,493.17	5,973.56	109.14%			
Other Expenses						
Previous Year's Expenses	4,454.15	1,200.00	271.18%			
Total Other Expenses	4,454.15	1,200.00	271.18%			
Net Other Income	8,039.02	4,773.56	68.41%			
Net Income	(2,169.80)	3,611.75	-160.08%			

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