

Fauquier Chamber

YTD P&L and Budget Analysis

January - May 2024

	PROFIT & LOSS			Budget vs Actual		
	Jan - May 2024	Jan - May 2023	% Change	Budget 5.31.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	\$ 1,865.00	\$ 1,550.00	20.32%	\$ 5,750.00	\$ (3,885.00)	32%
4012 Renewal Member Dues Income	\$ 31,488.75	\$ 32,222.50	-2.28%	\$ 66,928.00	\$ (35,439.25)	47%
4013 New Member Dues Income	\$ 11,337.00	\$ 8,570.00	32.29%	\$ 34,787.50	\$ (23,450.50)	33%
4014 Membership Commission - 18%				\$ (7,296.75)	\$ 7,296.75	
Total 4010 MEMBERSHIP INCOME	\$ 44,690.75	\$ 42,342.50	5.55%	\$ 100,168.75	\$ (55,478.00)	45%
4100 EVENTS INCOME						
4110 Valor Awards Income						
4111 Valor Awards Sponsorship Income	\$ 23,950.00	\$ 10,341.07	131.60%	\$ 12,000.00	\$ 11,950.00	199%
4112 Valor Awards Attendee Income	\$ 1,300.00	\$ 1,750.00	-25.71%	\$ 1,750.00	\$ (450.00)	74%
4115 Valor Awards Expense	\$ (22,608.42)	\$ (10,935.64)	-106.74%	\$ (10,000.00)	\$ (12,608.42)	226%
Total 4110 Valor Awards Income	\$ 2,641.58	\$ 1,155.43	128.62%	\$ 3,750.00	\$ (1,108.42)	70%
4120 Festival Income						
4123 Festival Booth Fees Income	\$ 16,025.00	\$ 9,600.00	66.93%	\$ 4,800.00	\$ 11,225.00	334%
4125 Festival Expense	\$ (100.00)	\$ (133.98)	25.36%	\$ (103.98)	\$ 3.98	96%
Total 4120 Festival Income	\$ 15,925.00	\$ 9,466.02	68.23%	\$ 4,696.02	\$ 11,228.98	339%
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	\$ 100.00			\$ -	\$ 100.00	
4132 Legislative Events Attendee Income		\$ 1,175.00	-100.00%	\$ 500.00	\$ (500.00)	
4135 Legislativ Events Expense	\$ (117.94)	\$ (1,134.31)	89.60%	\$ (500.00)	\$ 382.06	24%
Total 4130 Legislative Events Income	\$ (17.94)	\$ 40.69	-144.09%	\$ -	\$ (17.94)	
4160 Member Orientation						
4161 Member Orientation Sponsorship	\$ 77.00	\$ 310.00	-75.16%	\$ 750.00	\$ (673.00)	10%
4165 Member Orientation Expenses	\$ (104.89)	\$ (537.82)	80.50%	\$ (750.00)	\$ 645.11	14%
Total 4160 Member Orientation	\$ (27.89)	\$ (227.82)	87.76%	\$ -	\$ (27.89)	
4170 After 5						
4171 After 5 Sponsorship	\$ 1,757.00	\$ 150.00	1071.33%	\$ 1,000.00	\$ 757.00	176%
4175 After 5 Expense	\$ (1,137.49)	\$ (720.82)	-57.80%	\$ (250.00)	\$ (887.49)	455%
Total 4170 After 5	\$ 619.51	\$ (570.82)	208.53%	\$ 750.00	\$ (130.49)	83%
4180 Before 9						
4185 Before 9 Expenses	\$ (58.45)	\$ (419.39)	86.06%	\$ -	\$ (58.45)	
Total 4180 Before 9	\$ (58.45)	\$ (419.39)	86.06%	\$ -	\$ (58.45)	
Total 4100 EVENTS INCOME	\$ 19,081.81	\$ 9,444.11	102.05%	\$ 9,196.02	\$ 9,885.79	208%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	\$ 5,097.50	\$ 20,400.00	-75.01%	\$ 25,770.80	\$ (20,673.30)	20%
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%	\$ 25,770.80	\$ (21,723.30)	16%
4208 Advertising Sponsorships	\$ 775.00	\$ 1,600.00	-51.56%	\$ 2,000.00	\$ (1,225.00)	39%
4210 Directory Page Review Income	\$ -			\$ 900.00	\$ (900.00)	
4211 Directory Page Review Expense				\$ (225.00)	\$ 225.00	
4800 Donated "Rent" Income-New Space	\$ 3,882.30	\$ 3,882.30	0.00%	\$ 3,882.30	\$ -	
Total 4200 NON DUES INCOME	\$ 8,704.80	\$ 25,882.30	-66.37%	\$ 32,328.10	\$ (23,623.30)	27%
4300 ADVERTISING INCOME						
4310 Business Directory Income		\$ 625.00	-100.00%	\$ 2,400.00	\$ (2,400.00)	
4311 Business Directory Expense		\$ (625.00)	100.00%	\$ (750.00)	\$ 750.00	
4314 Online Business Listing Only Income	\$ 100.00			\$ 1,750.00	\$ (1,650.00)	6%

4315 Online Business Listing Only Expense				\$ (175.00)	\$ 175.00	
Total 4300 ADVERTISING INCOME	\$ 100.00	\$ -		\$ 3,225.00	\$ (3,125.00)	3%
4400 MEMBERSHIP ACTIVITIES INCOME						
4410 FYPG Events Income						
4411 FYPG Events Sponsorship Income	\$ 1,500.00			\$ -	\$ 1,500.00	
4412 FYPG Events Attendee Income	\$ 825.00			\$ -	\$ 825.00	
4415 FYPG Events Expense	\$ (689.72)	\$ (131.22)	-425.62%	\$ -	\$ (689.72)	
Total 4410 FYPG Events Income	\$ 1,635.28	\$ (131.22)	1346.21%	\$ -	\$ 1,635.28	
4420 WBC Events Income						
4421 WBC Events Attendee Income	\$ 2,740.00	\$ 1,860.00	47.31%	\$ 1,750.00	\$ 990.00	157%
4422 WBC Events Sponsorship Income	\$ 9,085.00	\$ 10,200.00	-10.93%	\$ 13,500.00	\$ (4,415.00)	67%
4425 WBC Event Expense	\$ (4,087.78)	\$ (2,755.46)	-48.35%	\$ (2,650.00)	\$ (1,437.78)	154%
Total 4420 WBC Events Income	\$ 7,737.22	\$ 9,304.54	-16.84%	\$ 12,600.00	\$ (4,862.78)	61%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	\$ 2,570.00	\$ 1,500.00	71.33%	\$ 250.00	\$ 2,320.00	1026%
4435 Members Luncheon Expense	\$ (2,552.66)	\$ (975.63)	-161.64%	\$ -	\$ (2,552.66)	
Total 4430 Member Luncheon Income	\$ 17.34	\$ 524.37	-96.69%	\$ 250.00	\$ (232.66)	7%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	\$ 9,389.84	\$ 9,697.69	-3.17%	\$ 12,850.00	\$ (3,460.16)	73%
Total Income	\$ 81,967.20	\$ 87,366.60	-6.18%	\$ 157,767.87	\$ (75,800.67)	52%
Gross Profit	\$ 81,967.20	\$ 87,366.60	-6.18%	\$ 157,767.87	\$ (75,800.67)	52%
Expenses						
5001 Advertising Expense		\$ 1,125.00	-100.00%	\$ 1,750.00	\$ (1,750.00)	
5003 Bookkeeping Expense	\$ 6,000.00	\$ 6,337.50	-5.33%	\$ 6,000.00	\$ -	100%
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	\$ 1,420.59	\$ 1,217.37	16.69%	\$ 2,682.06	\$ (1,261.47)	53%
5015 Dues & Subscriptions Expense	\$ 2,228.97	\$ 1,624.00	37.25%	\$ 1,250.00	\$ 978.97	178%
5018 Insurance Expense						
5019 General Insurance Expense	\$ 526.81	\$ 1,973.00	-73.30%	\$ 2,000.00	\$ (1,473.19)	26%
Total 5018 Insurance Expense	\$ 526.81	\$ 1,973.00	-73.30%	\$ 2,000.00	\$ (1,473.19)	26%
5021 Interest Expense	\$ 342.03			\$ -	\$ 342.03	
5023 Meetings / Conventions Expense	\$ 260.00	\$ 375.00	-30.67%	\$ 250.00	\$ 10.00	104%
5025 Membership Expense	\$ 830.62	\$ 1,246.98	-33.39%	\$ 875.00	\$ (44.38)	95%
5030 Meals & Entertainment						
5032 Meals - 50%		\$ 109.21	-100.00%	\$ -	\$ -	
Total 5030 Meals & Entertainment	\$ -	\$ 109.21	-100.00%	\$ -	\$ -	
5031 Office Supplies Expense	\$ 339.55	\$ 3,227.49	-89.48%	\$ 3,227.49	\$ (2,887.94)	11%
5033 Payroll Processing Expense	\$ 604.51	\$ 508.25	18.94%	\$ 508.25	\$ 96.26	119%
5035 Payroll Tax Expense	\$ 3,698.08	\$ 3,612.21	2.38%	\$ 4,735.50	\$ (1,037.42)	78%
5039 Postage & Delivery Expense		\$ 502.67	-100.00%	\$ 502.67	\$ (502.67)	
5048 Rent Expense - PATH Bldg	\$ 3,882.30	\$ 3,882.30	0.00%	\$ 3,882.30	\$ -	100%
5049 Repairs & Maintenance Expense		\$ 433.65	-100.00%	\$ 433.64	\$ (433.64)	
5051 Simple IRA Company Contribution Expense	\$ 460.00	\$ 1,150.00	-60.00%	\$ 1,150.00	\$ (690.00)	40%
5053 Technology Expense						
6054 Software Costs	\$ 6,277.33	\$ 6,736.30	-6.81%	\$ 5,000.00	\$ 1,277.33	126%
6055 Utility Costs	\$ 1,230.10	\$ 1,084.22	13.45%	\$ 1,250.00	\$ (19.90)	98%
6056 Equipment Rental	\$ 1,639.22	\$ 2,051.32	-20.09%	\$ 1,500.00	\$ 139.22	109%
6057 IT Services	\$ 400.00	\$ 717.00	-44.21%	\$ 500.00	\$ (100.00)	80%
Total 5053 Technology Expense	\$ 9,546.65	\$ 10,588.84	-9.84%	\$ 8,250.00	\$ 1,296.65	116%
5055 Telephone Expense	\$ 541.80	\$ 257.62	110.31%	\$ 375.00	\$ 166.80	144%
5060 Wages Expense						
5063 Wages_Admin	\$ 8,460.00	\$ 7,125.00	18.74%	\$ 6,500.00	\$ 1,960.00	130%
5064 Wages_Exec Director	\$ 38,333.30	\$ 38,333.30	0.00%	\$ 38,333.30	\$ -	100%
5066 Wages_Event Manager				\$ 16,666.65	\$ (16,666.65)	
Total 5060 Wages Expense	\$ 46,793.30	\$ 45,458.30	2.94%	\$ 61,499.95	\$ (14,706.65)	76%

5065 Website Development Expense	\$	759.90	\$	548.00	38.67%		\$	750.00	\$	9.90	101%
Unapplied Cash Bill Payment Expense-1			\$	-			\$	-	\$	-	
Total Expenses	\$	78,285.11	\$	85,060.53	-7.97%		\$	100,121.86	\$	(21,836.75)	78%
Net Operating Income	\$	3,682.09	\$	2,306.07	59.67%		\$	57,646.01	\$	(53,963.92)	6%
Other Income											
4600 Grant Income	\$	2,500.00									
7005 Investment Income	\$	43.34	\$	53.22	-18.56%						
7010 Unrealized Gains/Losses	\$	1,555.29	\$	(29.00)	5463.07%						
Previous Year Income	\$	9,070.00	\$	5,920.00	53.21%						
Total Other Income	\$	13,168.63	\$	5,944.22	121.54%						
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	\$	8,714.48	\$	4,744.22	83.69%						
Net Income	\$	12,396.57	\$	7,050.29	75.83%						