

# Fauquier Chamber

## YTD P&L and Budget Analysis

January - June 2024

	PROFIT & LOSS			Budget vs Actual		
	Jan - June 2024	Jan - June 2023	% Change	Budget 6.30.24	Variance	% of Budget
<b>Income</b>						
<b>4010 MEMBERSHIP INCOME</b>						
4011 Admin Fees Income	2,360.00	1,600.00	47.50%	6,250.00	(3,890.00)	38%
4012 Renewal Member Dues Income	36,000.75	35,337.50	1.88%	70,354.00	(34,353.25)	51%
4013 New Member Dues Income	14,901.00	8,815.00	69.04%	37,812.50	(22,911.50)	39%
4014 Membership Commission - 18%				(7,931.25)	7,931.25	
<b>Total 4010 MEMBERSHIP INCOME</b>	<b>53,261.75</b>	<b>45,752.50</b>	<b>16.41%</b>	<b>106,485.25</b>	<b>(53,223.50)</b>	<b>50%</b>
<b>4100 EVENTS INCOME</b>						
<b>4110 Valor Awards Income</b>						
4111 Valor Awards Sponsorship Income	24,500.00	10,341.07	136.92%	12,000.00	12,500.00	204%
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%
<b>Total 4110 Valor Awards Income</b>	<b>1,104.08</b>	<b>1,155.43</b>	<b>-4.44%</b>	<b>3,750.00</b>	<b>(2,645.92)</b>	<b>29%</b>
<b>4120 Festival Income</b>						
4123 Festival Booth Fees Income	19,775.00	14,837.50	33.28%	9,600.00	10,175.00	206%
4125 Festival Expense	(100.00)	(133.98)	25.36%	(103.98)	3.98	96%
<b>Total 4120 Festival Income</b>	<b>19,675.00</b>	<b>14,703.52</b>	<b>33.81%</b>	<b>9,496.02</b>	<b>10,178.98</b>	<b>207%</b>
<b>4130 Legislative Events Income</b>						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income		1,205.00	-100.00%	600.00	(600.00)	
4135 Legislative Events Expense	(117.94)	(1,134.31)	89.60%	(600.00)	482.06	20%
<b>Total 4130 Legislative Events Income</b>	<b>(17.94)</b>	<b>70.69</b>	<b>-125.38%</b>	<b>0.00</b>	<b>(17.94)</b>	
<b>4160 Member Orientation</b>						
4161 Member Orientation Sponsorship	77.00	351.00	-78.06%	900.00	(823.00)	9%
4165 Member Orientation Expenses	(104.89)	(615.17)	82.95%	(900.00)	795.11	12%
<b>Total 4160 Member Orientation</b>	<b>(27.89)</b>	<b>(264.17)</b>	<b>89.44%</b>	<b>0.00</b>	<b>(27.89)</b>	
<b>4170 After 5</b>						
4171 After 5 Sponsorship	2,007.00	600.00	234.50%	1,200.00	807.00	167%
4175 After 5 Expense	(1,137.49)	(720.82)	-57.80%	(300.00)	(837.49)	379%
<b>Total 4170 After 5</b>	<b>869.51</b>	<b>(120.82)</b>	<b>819.67%</b>	<b>900.00</b>	<b>(30.49)</b>	<b>97%</b>
<b>4180 Coffee &amp; Commerce</b>						
4185 Coffee & Commerce Expenses	(58.45)	(431.39)	86.45%	0.00	(58.45)	
<b>Total 4180 Coffee &amp; Commerce</b>	<b>(58.45)</b>	<b>(431.39)</b>	<b>86.45%</b>	<b>0.00</b>	<b>(58.45)</b>	
<b>Total 4100 EVENTS INCOME</b>	<b>21,544.31</b>	<b>15,113.26</b>	<b>42.55%</b>	<b>14,146.02</b>	<b>7,398.29</b>	<b>152%</b>
<b>4200 NON DUES INCOME</b>						
<b>4204 Corporate Sponsorship Income</b>						
4209 Corp Sponsors to Event Sponsors	8,847.50	20,400.00	-56.63%	30,924.96	(22,077.46)	29%
	(1,050.00)				(1,050.00)	
<b>Total 4204 Corporate Sponsorship Income</b>	<b>7,797.50</b>	<b>20,400.00</b>	<b>-61.78%</b>	<b>30,924.96</b>	<b>(23,127.46)</b>	<b>25%</b>
4208 Advertising Sponsorships	925.00	1,600.00	-42.19%	2,400.00	(1,475.00)	39%
4210 Directory Page Review Income	0.00			1,100.00	(1,100.00)	0%
4211 Directory Page Review Expense				(275.00)	275.00	
4800 Donated "Rent" Income-New Space	4,658.76	4,658.76	0.00%	4,658.76	0.00	100%
<b>Total 4200 NON DUES INCOME</b>	<b>13,381.26</b>	<b>26,658.76</b>	<b>-49.81%</b>	<b>38,808.72</b>	<b>(25,427.46)</b>	<b>34%</b>
<b>4300 ADVERTISING INCOME</b>						
4310 Business Directory Income		625.00	-100.00%	3,100.00	(3,100.00)	
4311 Business Directory Expense		(625.00)	100.00%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			2,250.00	(2,150.00)	4%

# Fauquier Chamber

## YTD P&L and Budget Analysis

January - June 2024

	PROFIT & LOSS			Budget vs Actual		
	Jan - June 2024	Jan - June 2023	% Change	Budget 6.30.24	Variance	% of Budget
4315 Online Business Listing Only Expense				(225.00)	225.00	
<b>Total 4300 ADVERTISING INCOME</b>	<b>100.00</b>	<b>0.00</b>		<b>4,375.00</b>	<b>(4,275.00)</b>	<b>2%</b>
<b>4400 MEMBERSHIP ACTIVITIES INCOME</b>						
<b>4410 FYPG Events Income</b>						
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)	(131.22)	-666.36%		(1,005.62)	
<b>Total 4410 FYPG Events Income</b>	<b>1,544.38</b>	<b>(131.22)</b>	<b>1276.94%</b>	<b>0.00</b>	<b>1,544.38</b>	
<b>4420 WBC Events Income</b>						
4421 WBC Events Attendee Income	3,710.00	2,885.00	28.60%	3,500.00	210.00	106%
4422 WBC Events Sponsorship Income	10,050.00	10,625.00	-5.41%	13,500.00	(3,450.00)	74%
4425 WBC Event Expense	(4,087.78)	(2,755.46)	-48.35%	(5,300.00)	1,212.22	77%
<b>Total 4420 WBC Events Income</b>	<b>9,672.22</b>	<b>10,754.54</b>	<b>-10.06%</b>	<b>11,700.00</b>	<b>(2,027.78)</b>	<b>83%</b>
<b>4430 Member Luncheon Income</b>						
4432 Member Luncheon Attendee Income	3,205.00	1,585.00	102.21%	500.00	2,705.00	641%
4435 Members Luncheon Expense	(3,052.94)	(975.63)	-212.92%	(50.00)	(3,002.94)	6106%
<b>Total 4430 Member Luncheon Income</b>	<b>152.06</b>	<b>609.37</b>	<b>-75.05%</b>	<b>450.00</b>	<b>(297.94)</b>	<b>34%</b>
<b>Total 4400 MEMBERSHIP ACTIVITIES INCOME</b>	<b>11,368.66</b>	<b>11,232.69</b>	<b>1.21%</b>	<b>12,150.00</b>	<b>(781.34)</b>	<b>94%</b>
<b>Total Income</b>	<b>99,655.98</b>	<b>98,757.21</b>	<b>0.91%</b>	<b>175,964.99</b>	<b>(76,309.01)</b>	<b>57%</b>
<b>Gross Profit</b>	<b>99,655.98</b>	<b>98,757.21</b>	<b>0.91%</b>	<b>175,964.99</b>	<b>(76,309.01)</b>	<b>57%</b>
<b>Expenses</b>						
5001 Advertising Expense		1,125.00	-100.00%	2,100.00	(2,100.00)	
5003 Bookkeeping Expense	7,000.00	7,337.50	-4.60%	7,200.00	(200.00)	97%
5007 Contract Labor Expense		725.00	-100.00%	0.00	0.00	
5009 Contributions Expense	50.00	418.14	-88.04%	0.00	50.00	
5011 Cr Card Processing & Bank Charges Expense	1,676.12	1,301.16	28.82%	2,991.41	(1,315.29)	56%
5015 Dues & Subscriptions Expense	2,498.96	1,971.00	26.79%	1,500.00	998.96	167%
<b>5018 Insurance Expense</b>						
5019 General Insurance Expense	655.24	1,973.00	-66.79%	2,000.00	(1,344.76)	33%
<b>Total 5018 Insurance Expense</b>	<b>655.24</b>	<b>1,973.00</b>	<b>-66.79%</b>	<b>2,000.00</b>	<b>(1,344.76)</b>	<b>33%</b>
5021 Interest Expense	504.20				504.20	
5023 Meetings / Conventions Expense	260.00	375.00	-30.67%	300.00	(40.00)	87%
5025 Membership Expense	830.62	1,334.84	-37.77%	1,050.00	(219.38)	79%
<b>5030 Meals &amp; Entertainment</b>						
5032 Meals - 50%	54.64	109.21	-49.97%	0.00	54.64	
<b>Total 5030 Meals &amp; Entertainment</b>	<b>54.64</b>	<b>109.21</b>	<b>-49.97%</b>	<b>0.00</b>	<b>54.64</b>	
5031 Office Supplies Expense	398.46	3,259.06	-87.77%	3,259.06	(2,860.60)	12%
5033 Payroll Processing Expense	720.51	703.50	2.42%	703.50	17.01	102%
5035 Payroll Tax Expense	4,429.94	4,275.94	3.60%	5,682.60	(1,252.66)	78%
5039 Postage & Delivery Expense	251.99	502.67	-49.87%	502.67	(250.68)	50%
5048 Rent Expense - PATH Bldg	4,658.76	4,658.76	0.00%	4,658.76	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100.00%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	690.00	1,265.00	-45.45%	1,265.00	(575.00)	55%
<b>5053 Technology Expense</b>						
6054 Software Costs	7,184.26	7,690.29	-6.58%	6,000.00	1,184.26	120%
6055 Utility Costs	1,537.54	1,357.25	13.28%	1,500.00	37.54	103%
6056 Equipment Rental	1,953.76	2,239.18	-12.75%	1,800.00	153.76	109%

# Fauquier Chamber

## YTD P&L and Budget Analysis

January - June 2024

	PROFIT & LOSS			Budget vs Actual		
	Jan - June 2024	Jan - June 2023	% Change	Budget 6.30.24	Variance	% of Budget
6057 IT Services	425.00	992.00	-57.16%	600.00	(175.00)	71%
<b>Total 5053 Technology Expense</b>	<b>11,100.56</b>	<b>12,278.72</b>	<b>-9.60%</b>	<b>9,900.00</b>	<b>1,200.56</b>	<b>112%</b>
5055 Telephone Expense	650.16	257.62	152.37%	450.00	200.16	144%
<b>5060 Wages Expense</b>						
5063 Wages_Admin	10,360.00	8,025.00	29.10%	7,800.00	2,560.00	133%
5064 Wages_Exec Director	45,999.96	45,999.96	0.00%	45,999.96	0.00	100%
5066 Wages_Event Manager				19,999.98	(19,999.98)	
<b>Total 5060 Wages Expense</b>	<b>56,359.96</b>	<b>54,024.96</b>	<b>4.32%</b>	<b>73,799.94</b>	<b>(17,439.98)</b>	<b>76%</b>
<b>5065 Website Development Expense</b>	911.88	699.98	30.27%	900.00	11.88	101%
<b>Unapplied Cash Bill Payment Expense-1</b>		0.00				
<b>Total Expenses</b>	<b>93,702.00</b>	<b>99,029.71</b>	<b>-5.38%</b>	<b>118,696.59</b>	<b>(24,994.59)</b>	<b>79%</b>
<b>Net Operating Income</b>	<b>5,953.98</b>	<b>(272.50)</b>	<b>2284.95%</b>	<b>57,268.40</b>	<b>(51,314.42)</b>	<b>10%</b>
<b>Other Income</b>						
4600 Grant Income	2,500.00					
7005 Investment Income	45.06	63.32	-28.84%			
7010 Unrealized Gains/Losses	1,157.31	200.50	477.21%			
Previous Year Income	9,070.00	6,120.00	48.20%			
<b>Total Other Income</b>	<b>12,772.37</b>	<b>6,383.82</b>	<b>100.07%</b>			
<b>Other Expenses</b>						
Previous Year's Expenses	4,454.15	1,200.00	271.18%			
<b>Total Other Expenses</b>	<b>4,454.15</b>	<b>1,200.00</b>	<b>271.18%</b>			
<b>Net Other Income</b>	<b>8,318.22</b>	<b>5,183.82</b>	<b>60.47%</b>			
<b>Net Income</b>	<b>14,272.20</b>	<b>4,911.32</b>	<b>190.60%</b>			

Wednesday, Jul 03, 2024 01:20:34 PM GMT-7 - Cash Basis