

Fauquier Chamber

YTD P&L and Budget Analysis

January - July 2024

	P&L Totals			Budget vs Actual		
	Jan - Jul, 2024	Jan - Jul, 2023	% Change	Budget 7.31.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	2,965.00	1,700.00	74.41%	7,250.00	(4,285.00)	41%
4012 Renewal Member Dues Income	44,866.75	40,352.50	11.19%	75,870.00	(31,003.25)	59%
4013 New Member Dues Income	18,014.00	9,305.00	93.59%	43,862.50	(25,848.50)	41%
4014 Membership Commission - 18%				(9,200.25)	9,200.25	
Total 4010 MEMBERSHIP INCOME	65,845.75	51,357.50	28.21%	117,782.25	(51,936.50)	56%
4100 EVENTS INCOME						
4110 Valor Awards Income						
4111 Valor Awards Sponsorship Income	25,050.00	10,341.07	142.24%	12,000.00	13,050.00	209%
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%
Total 4110 Valor Awards Income	1,654.08	1,155.43	43.16%	3,750.00	(2,095.92)	44%
4120 Festival Income						
4123 Festival Booth Fees Income	24,300.00	19,387.50	25.34%	14,400.00	9,900.00	169%
4125 Festival Expense	(115.78)	(183.98)	37.07%	(103.98)	(11.80)	111%
Total 4120 Festival Income	24,184.22	19,203.52	25.94%	14,296.02	9,888.20	169%
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income	310.00	1,205.00	-74.27%	700.00	(390.00)	44%
4135 Legislative Events Expense	(117.94)	(1,134.31)	89.60%	(700.00)	582.06	17%
Total 4130 Legislative Events Income	292.06	70.69	313.16%	0.00	292.06	
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	565.50	-86.38%	1,050.00	(973.00)	7%
4165 Member Orientation Expenses	(104.89)	(672.78)	84.41%	(1,050.00)	945.11	10%
Total 4160 Member Orientation	(27.89)	(107.28)	74.00%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,257.00	600.00	276.17%	1,400.00	857.00	161%
4175 After 5 Expense	(1,137.49)	(720.82)	-57.80%	(350.00)	(787.49)	325%
Total 4170 After 5	1,119.51	(120.82)	1026.59%	1,050.00	69.51	107%
4180 Coffee & Commerce						
4185 Coffee & Commerce Expenses	(108.45)	(431.39)	74.86%		(108.45)	
Total 4180 Coffee & Commerce	(108.45)	(431.39)	74.86%	0.00	(108.45)	
Total 4100 EVENTS INCOME	27,113.53	19,770.15	37.14%	19,096.02	8,017.51	142%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	14,297.50	20,400.00	-29.91%	36,079.12	(21,781.62)	40%
4209 Corp Sponsors to Event Sponsors	(1,050.00)				(1,050.00)	
Total 4204 Corporate Sponsorship Income	13,247.50	20,400.00	-35.06%	36,079.12	(22,831.62)	37%
4208 Advertising Sponsorships	925.00	1,600.00	-42.19%	2,800.00	(1,875.00)	33%
4210 Directory Page Review Income				1,300.00	(1,300.00)	0%
4211 Directory Page Review Expense				(325.00)	325.00	
4800 Donated "Rent" Income-New Space	5,435.22	5,435.22	0.00%	5,435.22	0.00	100%
Total 4200 NON DUES INCOME	19,607.72	27,435.22	-28.53%	45,289.34	(25,681.62)	43%
4300 ADVERTISING INCOME						
4310 Business Directory Income		625.00	-100.00%	3,800.00	(3,800.00)	
4311 Business Directory Expense		(625.00)	100.00%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			2,750.00	(2,650.00)	4%
4315 Online Business Listing Only Expense				(275.00)	275.00	
Total 4300 ADVERTISING INCOME	100.00	0.00		5,525.00	(5,425.00)	2%
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	

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4415 FYPG Events Expense	(1,005.62)	(176.62)	-469.37%		(1,005.62)	
Total 4410 FYPG Events Income	1,544.38	(176.62)	974.41%	0.00	1,544.38	
4420 WBC Events Income						
4421 WBC Events Attendee Income	3,745.00	2,915.00	28.47%	3,500.00	245.00	107%
4422 WBC Events Sponsorship Income	10,050.00	10,625.00	-5.41%	13,500.00	(3,450.00)	74%
4425 WBC Event Expense	(6,234.32)	(4,255.46)	-46.50%	(5,300.00)	(934.32)	118%
Total 4420 WBC Events Income	7,560.68	9,284.54	-18.57%	11,700.00	(4,139.32)	65%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	3,380.00	1,585.00	113.25%	500.00	2,880.00	676%
4435 Members Luncheon Expense	(3,920.08)	(975.63)	-301.80%	(50.00)	(3,870.08)	7480%
Total 4430 Member Luncheon Income	(540.08)	609.37	-188.63%	450.00	(990.08)	-120%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	8,564.98	9,717.29	-11.86%	12,150.00	(3,585.02)	70%
Total Income	121,231.98	108,280.16	11.96%	199,842.61	(78,610.63)	61%
Gross Profit	121,231.98	108,280.16	11.96%	199,842.61	(78,610.63)	61%
Expenses						
5001 Advertising Expense		1,125.00	-100.00%	2,450.00	(2,450.00)	
5003 Bookkeeping Expense	8,100.00	8,387.50	-3.43%	8,400.00	(300.00)	96%
5007 Contract Labor Expense		725.00	-100.00%		0.00	
5009 Contributions Expense	50.00	418.14	-88.04%		50.00	
5011 Cr Card Processing & Bank Charges Expense	2,131.59	1,353.66	57.47%	3,397.33	(1,265.74)	63%
5015 Dues & Subscriptions Expense	2,664.95	2,271.82	17.30%	1,750.00	914.95	152%
5018 Insurance Expense						
5019 General Insurance Expense	783.67	1,973.00	-60.28%	2,000.00	(1,216.33)	39%
Total 5018 Insurance Expense	783.67	1,973.00	-60.28%	2,000.00	(1,216.33)	39%
5021 Interest Expense	504.20				504.20	
5023 Meetings / Conventions Expense	283.18	375.00	-24.49%	350.00	(66.82)	81%
5025 Membership Expense	835.87	1,575.11	-46.93%	1,225.00	(389.13)	68%
5030 Meals & Entertainment						
5032 Meals - 50%	54.64	175.68	-68.90%		54.64	
Total 5030 Meals & Entertainment	54.64	175.68	-68.90%		54.64	
5031 Office Supplies Expense	478.06	3,455.96	-86.17%	3,455.96	(2,977.90)	14%
5033 Payroll Processing Expense	836.51	803.75	4.08%	803.75	32.76	104%
5035 Payroll Tax Expense	5,131.19	4,898.48	4.75%	6,629.70	(1,498.51)	77%
5039 Postage & Delivery Expense	491.49	502.67	-2.22%	502.67	(11.18)	98%
5048 Rent Expense - PATH Bldg	5,435.22	5,435.22	0.00%	5,435.22	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100.00%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	920.00	1,380.00	-33.33%	1,380.00	(460.00)	67%
5053 Technology Expense						
6054 Software Costs	7,844.26	8,299.28	-5.48%	7,000.00	844.26	112%
6055 Utility Costs	1,844.98	1,630.28	13.17%	1,750.00	94.98	105%
6056 Equipment Rental	2,141.62	2,239.18	-4.36%	2,100.00	41.62	102%
6057 IT Services	425.00	1,092.00	-61.08%	700.00	(275.00)	61%
Total 5053 Technology Expense	12,255.86	13,260.74	-7.58%	11,550.00	705.86	106%
5055 Telephone Expense	758.52	429.53	76.59%	525.00	233.52	144%
5060 Wages Expense						
5063 Wages_Admin	11,860.00	8,445.00	40.44%	9,100.00	2,760.00	130%
5064 Wages_Exec Director	53,666.62	53,666.62	0.00%	53,666.62	0.00	100%
5066 Wages_Event Manager				23,333.31	(23,333.31)	
Total 5060 Wages Expense	65,526.62	62,111.62	5.50%	86,099.93	(20,573.31)	76%
5065 Website Development Expense	1,063.86	851.96	24.87%	1,050.00	13.86	101%
Total Expenses	108,305.43	111,943.49	-3.25%	137,438.21	(29,132.78)	79%
Net Operating Income	12,926.55	(3,663.33)	452.86%	62,404.40	(49,477.85)	21%
Other Income						

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4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	58.80	79.60	-26.13%		58.80	
7010 Unrealized Gains/Losses	1,839.37	666.75	175.87%		1,839.37	
Previous Year Income	9,270.00	6,120.00	51.47%		9,270.00	
Total Other Income	13,668.17	6,866.35	99.06%	0.00	13,668.17	0%
Other Expenses						
Previous Year's Expenses	4,454.15	1,200.00	271.18%		4,454.15	
Total Other Expenses	4,454.15	1,200.00	271.18%	0.00	4,454.15	0%
Net Other Income	9,214.02	5,666.35	62.61%	0.00	9,214.02	0%
Net Income	22,140.57	2,003.02	1005.36%	62,404.40	(40,263.83)	35%