

Fauquier Chamber YTD P&L and Budget Analysis

January - August 2024

	P&L Totals			Budget vs Actual		
	Jan - Aug 2024	Jan - Aug 2023	% Change	Budget 8.31.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	3,185.00	2,150.00	48.14%	7,750.00	(4,565.00)	41%
4012 Renewal Member Dues Income	50,232.00	47,202.50	6.42%	83,405.00	(33,173.00)	60%
4013 New Member Dues Income	19,092.00	11,520.00	65.73%	46,887.50	(27,795.50)	41%
4014 Membership Commission - 18%				(9,834.75)	9,834.75	
Total 4010 MEMBERSHIP INCOME	72,509.00	60,872.50	19.12%	128,207.75	(55,698.75)	57%
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						
4121 Festival Sponsorship Income		1,750.00	-100.00%	2,000.00	(2,000.00)	
4123 Festival Booth Fees Income	27,450.00	19,912.50	37.85%	14,400.00	13,050.00	191%
4125 Festival Expense	(115.78)	(221.48)	47.72%	(103.98)	(11.80)	111%
Total 4120 Festival Income	27,334.22	21,441.02	27.49%	16,296.02	11,038.20	168%
4130 Legislative Events Income						
4131 Legislative Events Sponsorship Income	100.00				100.00	
4132 Legislative Events Attendee Income	1,175.00	1,205.00	-2.49%	800.00	375.00	147%
4135 Legislative Events Expense	(117.94)	(1,134.31)	89.60%	(800.00)	682.06	15%
Total 4130 Legislative Events Income	1,157.06	70.69	1536.81%	0.00	1,157.06	
4140 BPOY Income						
4145 BPOY Expense		(1,842.75)	100.00%	0.00	0.00	
Total 4140 BPOY Income	0.00	(1,842.75)	100.00%	0.00	0.00	
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	589.50	-86.94%	1,200.00	(1,123.00)	6%
4165 Member Orientation Expenses	(104.89)	(739.25)	85.81%	(1,200.00)	1,095.11	9%
Total 4160 Member Orientation	(27.89)	(149.75)	81.38%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,757.00	1,890.00	45.87%	1,600.00	1,157.00	172%
4175 After 5 Expense	(1,137.49)	(1,320.82)	13.88%	(400.00)	(737.49)	284%
Total 4170 After 5	1,619.51	569.18	184.53%	1,200.00	419.51	135%
4180 Coffee & Commerce						
4185 Coffee & Commerce Expenses	(131.43)	(431.39)	69.53%	0.00	(131.43)	
Total 4180 Coffee & Commerce	(131.43)	(431.39)	69.53%	0.00	(131.43)	
Total 4100 EVENTS INCOME	31,605.55	20,812.43	51.86%	21,246.02	10,359.53	149%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	18,313.00	20,400.00	-10.23%	36,079.12	(17,766.12)	51%
4209 Corp Sponsors to Event Sponsors	(1,050.00)			0.00	(1,050.00)	
Total 4204 Corporate Sponsorship Income	17,263.00	20,400.00	-15.38%	36,079.12	(18,816.12)	48%

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4208 Advertising Sponsorships	925.00	1,700.00	-45.59%	3,200.00	(2,275.00)	29%
4210 Directory Page Review Income				1,500.00	(1,500.00)	
4211 Directory Page Review Expense				(375.00)	375.00	
4800 Donated "Rent" Income-New Space	6,211.68	6,211.68	0.00%	6,211.68	0.00	100%
Total 4200 NON DUES INCOME	24,399.68	28,311.68	-13.82%	46,615.80	(22,216.12)	52%
4300 ADVERTISING INCOME						
4310 Business Directory Income		625.00	-100.00%	4,500.00	(4,500.00)	
4311 Business Directory Expense		(625.00)	100.00%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			3,250.00	(3,150.00)	3%
4315 Online Business Listing Only Expense				(325.00)	325.00	
Total 4300 ADVERTISING INCOME	100.00	0.00		6,675.00	(6,575.00)	2%
4400 MEMBERSHIP ACTIVITIES INCOME						
4410 FYPG Events Income						
4411 FYPG Events Sponsorship Income	1,575.00			0.00	1,575.00	
4412 FYPG Events Attendee Income	975.00			0.00	975.00	
4415 FYPG Events Expense	(1,005.62)	(176.62)	-469.37%	0.00	(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	4,330.00	2,945.00	47.03%	3,500.00	830.00	124%
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	8,145.68	9,314.54	-12.55%	11,700.00	(3,554.32)	70%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	3,420.00	1,675.00	104.18%	500.00	2,920.00	684%
4435 Members Luncheon Expense	(3,920.08)	(975.63)	-301.80%	(50.00)	(3,870.08)	7840%
Total 4430 Member Luncheon Income	(500.08)	699.37	-171.50%	450.00	(950.08)	-111%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,189.98	9,837.29	-6.58%	12,150.00	(2,960.02)	76%
Total Income	137,804.21	119,833.90	15.00%	214,894.57	(77,090.36)	64%
Gross Profit	137,804.21	119,833.90	15.00%	214,894.57	(77,090.36)	64%
Expenses						
5001 Advertising Expense	236.00	1,125.00	-79.02%	2,800.00	(2,564.00)	8%
5003 Bookkeeping Expense	9,250.00	9,537.50	-3.01%	9,600.00	(350.00)	96%
5007 Contract Labor Expense		725.00	-100.00%	0.00	0.00	
5009 Contributions Expense	450.00	418.14	7.62%	0.00	450.00	
5011 Cr Card Processing & Bank Charges Expense	2,252.97	1,537.13	46.57%	3,653.21	(1,400.24)	62%
5015 Dues & Subscriptions Expense	2,830.94	2,392.82	18.31%	2,000.00	830.94	142%
5018 Insurance Expense						
5019 General Insurance Expense	912.10	1,973.00	-53.77%	2,000.00	(1,087.90)	46%
Total 5018 Insurance Expense	912.10	1,973.00	-53.77%	2,000.00	(1,087.90)	46%
5021 Interest Expense	504.20			0.00	504.20	
5023 Meetings / Conventions Expense	283.18	520.00	-45.54%	400.00	(116.82)	71%
5025 Membership Expense	964.34	1,715.42	-43.78%	1,400.00	(435.66)	69%

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5030 Meals & Entertainment						
5032 Meals - 50%	54.64	175.68	-68.90%	0.00	54.64	
Total 5030 Meals & Entertainment	54.64	175.68	-68.90%	0.00	54.64	
5031 Office Supplies Expense	681.75	3,431.73	-80.13%	3,455.96	(2,774.21)	20%
5033 Payroll Processing Expense	952.51	810.75	17.49%	810.75	141.76	117%
5035 Payroll Tax Expense	5,876.80	5,635.97	4.27%	7,576.80	(1,700.00)	78%
5039 Postage & Delivery Expense	730.99	502.67	45.42%	502.67	228.32	145%
5048 Rent Expense - PATH Bldg	6,211.68	6,211.68	0.00%	6,211.68	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100.00%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	1,150.00	1,380.00	-16.67%	1,610.00	(460.00)	71%
5053 Technology Expense						
6054 Software Costs	8,559.27	8,889.96	-3.72%	8,000.00	559.27	107%
6055 Utility Costs	2,152.42	1,903.31	13.09%	2,000.00	152.42	108%
6056 Equipment Rental	2,344.43	2,427.04	-3.40%	2,400.00	(55.57)	98%
6057 IT Services	425.00	1,092.00	-61.08%	800.00	(375.00)	53%
Total 5053 Technology Expense	13,481.12	14,312.31	-5.81%	13,200.00	281.12	102%
5055 Telephone Expense	866.88	537.89	61.16%	600.00	266.88	144%
5060 Wages Expense						
5063 Wages_Admin	13,940.00	10,205.00	36.60%	10,400.00	3,540.00	134%
5064 Wages_Exec Director	61,333.28	61,333.28	0.00%	61,333.28	0.00	100%
5066 Wages_Event Manager				26,666.64	(26,666.64)	
Total 5060 Wages Expense	75,273.28	71,538.28	5.22%	98,399.92	(23,126.64)	77%
5065 Website Development Expense	1,215.84	1,003.94	21.11%	1,200.00	15.84	101%
Total Expenses	124,179.22	125,918.56	-1.38%	155,854.64	(31,675.42)	80%
Net Operating Income	13,624.99	(6,084.66)	323.92%	59,039.93	(45,414.94)	23%
Other Income						
4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	66.67	82.61	-19.30%		66.67	
7010 Unrealized Gains/Losses	2,203.01	872.87	152.39%		2,203.01	
Previous Year Income	9,270.00	6,120.00	51.47%		9,270.00	
Total Other Income	14,039.68	7,075.48	98.43%	0.00	14,039.68	0.00%
Other Expenses						
Previous Year's Expenses	7,820.95	1,200.00	551.75%		7,820.95	
Total Other Expenses	7,820.95	1,200.00	551.75%	0.00	7,820.95	0.00%
Net Other Income	6,218.73	5,875.48	5.84%	0.00	6,218.73	0.00%
Net Income	19,843.72	(209.18)	9586.43%	59,039.93	(39,196.21)	34%