

Fauquier Chamber

YTD P&L and Budget Analysis

January - September 2024

	P&L Totals			Budget vs Actual		
	Jan - Sept 2024	Jan - Sept 2023	% Change	Budget 9.30.24	Variance	% of Budget
Income						
4010 MEMBERSHIP INCOME						
4011 Admin Fees Income	3,405.00	2,250.00	51.33%	8,500.00	(5,095.00)	40%
4012 Renewal Member Dues Income	53,389.00	50,330.00	6.08%	86,845.00	(33,456.00)	61%
4013 New Member Dues Income	19,994.00	11,930.00	67.59%	51,425.00	(31,431.00)	39%
4014 Membership Commission - 18%				(10,786.50)	10,786.50	
Total 4010 MEMBERSHIP INCOME	76,788.00	64,510.00	19.03%	135,983.50	(59,195.50)	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						
4121 Festival Sponsorship Income		1,750.00	-100.00%	4,000.00	(4,000.00)	
4123 Festival Booth Fees Income	29,396.22	21,100.00	39.32%	14,400.00	14,996.22	204%
4125 Festival Expense	(200.78)	(695.76)	71.14%	(1,603.98)	1,403.20	13%
Total 4120 Festival Income	29,195.44	22,154.24	31.78%	16,796.02	12,399.42	174%
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%	900.00	275.00	131%
4135 Legislative Events Expense	(185.07)	(1,134.31)	83.68%	(900.00)	714.93	21%
4137 Economic Summit Attendee Income	30.00	43.00	-30.23%		30.00	
Total 4130 Legislative Events Income	1,119.93	113.69	885.07%	0.00	1,119.93	
4140 BPOY Income						
4141 BPOY Sponsorship Income	2,000.00				2,000.00	
4142 BPOY Attendee Income	250.00				250.00	
4145 BPOY Expense		(5,603.97)	100.00%		0.00	
Total 4140 BPOY Income	2,250.00	(5,603.97)	140.15%	0.00	2,250.00	
4160 Member Orientation						
4161 Member Orientation Sponsorship	77.00	630.50	-87.79%	1,350.00	(1,273.00)	6%
4165 Member Orientation Expenses	(104.89)	(832.84)	87.41%	(1,350.00)	1,245.11	8%
Total 4160 Member Orientation	(27.89)	(202.34)	86.22%	0.00	(27.89)	
4170 After 5						
4171 After 5 Sponsorship	2,757.00	1,990.00	38.54%	1,800.00	957.00	153%
4175 After 5 Expense	(1,137.49)	(1,220.82)	6.83%	(450.00)	(687.49)	253%
Total 4170 After 5	1,619.51	769.18	110.55%	1,350.00	269.51	120%
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	35,679.64	17,954.84	98.72%	21,896.02	13,783.62	163%
4200 NON DUES INCOME						
4204 Corporate Sponsorship Income	18,313.00	20,400.00	-10.23%	41,233.28	(22,920.28)	44%
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%	41,233.28	(23,970.28)	42%
4208 Advertising Sponsorships	925.00	1,700.00	-45.59%	3,600.00	(2,675.00)	26%

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4210 Directory Page Review Income	0.00			1,700.00	(1,700.00)	0%
4211 Directory Page Review Expense				(425.00)	425.00	
4800 Donated "Rent" Income-New Space	6,988.14	6,988.14	0.00%	6,988.14	0.00	100%
Total 4200 NON DUES INCOME	25,176.14	29,088.14	-13.45%	53,096.42	(27,920.28)	47%
4300 ADVERTISING INCOME						
4310 Business Directory Income		625.00	-100.00%	5,200.00	(5,200.00)	
4311 Business Directory Expense		(625.00)	100.00%	(750.00)	750.00	
4314 Online Business Listing Only Income	100.00			3,750.00	(3,650.00)	3%
4315 Online Business Listing Only Expense				(375.00)	375.00	
Total 4300 ADVERTISING INCOME	100.00	0.00		7,825.00	(7,725.00)	1%
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	5,205.00	3,965.00	31.27%	5,250.00	(45.00)	99%
4422 WBC Events Sponsorship Income	10,050.00	10,625.00	-5.41%	13,500.00	(3,450.00)	74%
4425 WBC Event Expense	(8,984.32)	(4,940.46)	-81.85%	(7,950.00)	(1,034.32)	113%
Total 4420 WBC Events Income	6,270.68	9,649.54	-35.02%	10,800.00	(4,529.32)	58%
4430 Member Luncheon Income						
4432 Member Luncheon Attendee Income	3,650.00	1,895.00	92.61%	750.00	2,900.00	487%
4435 Members Luncheon Expense	(3,920.08)	(1,120.46)	-249.86%	(100.00)	(3,820.08)	3920%
Total 4430 Member Luncheon Income	(270.08)	774.54	-134.87%	650.00	(920.08)	-42%
Total 4400 MEMBERSHIP ACTIVITIES INCOME	7,544.98	10,247.46	-26.37%	11,450.00	(3,905.02)	66%
Total Income	145,288.76	121,800.44	19.28%	230,250.94	(84,962.18)	63%
Gross Profit	145,288.76	121,800.44	19.28%	230,250.94	(84,962.18)	63%
Expenses						
5001 Advertising Expense	236.00	2,189.60	-89.22%	3,150.00	(2,914.00)	7%
5003 Bookkeeping Expense	10,500.00	10,537.50	-0.36%	10,800.00	(300.00)	97%
5007 Contract Labor Expense		725.00	-100.00%		0.00	
5009 Contributions Expense	450.00	418.14	7.62%	0.00	450.00	
5011 Cr Card Processing & Bank Charges Expense	2,432.12	1,607.73	51.28%	3,914.27	(1,482.15)	62%
5015 Dues & Subscriptions Expense	2,996.93	2,513.82	19.22%	2,250.00	746.93	133%
5018 Insurance Expense						
5019 General Insurance Expense	1,344.33	1,973.00	-31.86%	2,000.00	(655.67)	67%
Total 5018 Insurance Expense	1,344.33	1,973.00	-31.86%	2,000.00	(655.67)	67%
5021 Interest Expense	504.20			0.00	504.20	
5023 Meetings / Conventions Expense	283.18	520.00	-45.54%	450.00	(166.82)	63%
5025 Membership Expense	964.34	1,731.56	-44.31%	1,575.00	(610.66)	61%
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	709.13	3,431.73	-79.34%	3,455.96	(2,746.83)	21%
5033 Payroll Processing Expense	1,068.51	912.75	17.06%	912.75	155.76	117%

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5035 Payroll Tax Expense	6,597.95	6,376.92	3.47%	8,523.90	(1,925.95)	77%
5039 Postage & Delivery Expense	1,016.89	702.67	44.72%	702.67	314.22	145%
5048 Rent Expense - PATH Bldg	6,988.14	6,988.14	0.00%	6,988.14	0.00	100%
5049 Repairs & Maintenance Expense		433.65	-100.00%	433.65	(433.65)	
5051 Simple IRA Company Contribution Expense	1,380.00	1,380.00	0.00%	1,840.00	(460.00)	75%
5053 Technology Expense						
6054 Software Costs	9,358.26	9,495.46	-1.44%	9,000.00	358.26	104%
6055 Utility Costs	2,320.89	2,177.43	6.59%	2,250.00	70.89	103%
6056 Equipment Rental	2,667.98	2,693.40	-0.94%	2,700.00	(32.02)	99%
6057 IT Services	425.00	1,117.00	-61.95%	900.00	(475.00)	47%
Total 5053 Technology Expense	14,772.13	15,483.29	-4.59%	14,850.00	(77.87)	99%
5055 Telephone Expense	975.24	646.25	50.91%	675.00	300.24	144%
5060 Wages Expense						
5063 Wages_Admin	15,700.00	12,005.00	30.78%	11,700.00	4,000.00	134%
5064 Wages_Exec Director	68,999.94	68,999.94	0.00%	68,999.94	0.00	100%
5066 Wages_Event Manager				29,999.97	(29,999.97)	
Total 5060 Wages Expense	84,699.94	81,004.94	4.56%	110,699.91	(25,999.97)	77%
5065 Website Development Expense	1,367.82	1,155.92	18.33%	1,350.00	17.82	101%
Unapplied Cash Bill Payment Expense-1		0.00		0.00	0.00	0%
Total Expenses	139,341.49	140,908.29	-1.11%	174,571.25	(35,229.76)	80%
Net Operating Income	5,947.27	(19,107.85)	131.12%	55,679.69	(49,732.42)	11%
Other Income						
4600 Grant Income	2,500.00				2,500.00	
7005 Investment Income	68.74	91.59	-24.95%		68.74	
7010 Unrealized Gains/Losses	2,104.83	939.10	124.13%		2,104.83	
Previous Year Income	9,270.00	6,120.00	51.47%		9,270.00	
Total Other Income	13,943.57	7,150.69	95.00%	0.00	13,943.57	0%
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%
Net Other Income	6,122.62	5,950.69	2.89%	0.00	6,122.62	0%
Net Income	12,069.89	(13,157.16)	191.74%	55,679.69	(43,609.80)	22%

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