

# Fauquier Chamber

## Budget vs. Actuals: 2023 Annual Budget - FY23 P&L

January - June, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
<b>4010 MEMBERSHIP INCOME</b>				
4011 Admin Fees Income	1,600.00		1,600.00	
4012 Renewal Member Dues Income	35,337.50	34,999.98	337.52	100.96 %
4013 New Member Dues Income	8,815.00	15,000.00	-6,185.00	58.77 %
<b>Total 4010 MEMBERSHIP INCOME</b>	<b>45,752.50</b>	<b>49,999.98</b>	<b>-4,247.48</b>	<b>91.51 %</b>
<b>4100 EVENTS INCOME</b>				
<b>4110 Valor Awards Income</b>				
4111 Valor Awards Sponsorship Income	10,341.07	3,750.00	6,591.07	275.76 %
4112 Valor Awards Attendee Income	1,750.00	1,000.02	749.98	175.00 %
4115 Valor Awards Expense	-10,935.64	-2,500.02	-8,435.62	437.42 %
<b>Total 4110 Valor Awards Income</b>	<b>1,155.43</b>	<b>2,250.00</b>	<b>-1,094.57</b>	<b>51.35 %</b>
<b>4120 Festival Income</b>				
4121 Festival Sponsorship Income		2,500.02	-2,500.02	
4123 Festival Booth Fees Income	14,837.50	10,999.98	3,837.52	134.89 %
4125 Festival Expense	-133.98	-3,000.00	2,866.02	4.47 %
<b>Total 4120 Festival Income</b>	<b>14,703.52</b>	<b>10,500.00</b>	<b>4,203.52</b>	<b>140.03 %</b>
<b>4130 Legislative Events Income</b>				
4131 Legislative Events Sponsorship Income		1,249.98	-1,249.98	
4132 Legislative Events Attendee Income	1,205.00	750.00	455.00	160.67 %
4135 Legislativ Events Expense	-1,134.31	-750.00	-384.31	151.24 %
<b>Total 4130 Legislative Events Income</b>	<b>70.69</b>	<b>1,249.98</b>	<b>-1,179.29</b>	<b>5.66 %</b>
<b>4140 BPOY Income</b>				
4141 BPOY Sponsorshop Income		7,500.00	-7,500.00	
4142 BPOY Attendee Income		4,999.98	-4,999.98	
4145 BPOY Expense		-12,499.98	12,499.98	
<b>Total 4140 BPOY Income</b>		<b>0.00</b>	<b>0.00</b>	
<b>4160 Member Orientation</b>				
4161 Member Orientation Sponsorship	351.00	1,000.02	-649.02	35.10 %
4165 Member Orientation Expenses	-615.17	-1,000.02	384.85	61.52 %
<b>Total 4160 Member Orientation</b>	<b>-264.17</b>	<b>0.00</b>	<b>-264.17</b>	
<b>4170 After 5</b>				
4171 After 5 Sponsorship	600.00		600.00	
4175 After 5 Expense	-720.82	-250.02	-470.80	288.30 %
<b>Total 4170 After 5</b>	<b>-120.82</b>	<b>-250.02</b>	<b>129.20</b>	<b>48.32 %</b>
<b>4180 Before 9</b>				
4185 Before 9 Expenses	-431.39		-431.39	
<b>Total 4180 Before 9</b>	<b>-431.39</b>		<b>-431.39</b>	
<b>4190 Networking Events</b>				
4191 Networking Events Sponsorship Income		600.00	-600.00	
4192 Networking Events Attendee Fees		499.98	-499.98	

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4195 Networking Events Expense		-499.98	499.98	
<b>Total 4190 Networking Events</b>		<b>600.00</b>	<b>-600.00</b>	
<b>Total 4100 EVENTS INCOME</b>	<b>15,113.26</b>	<b>14,349.96</b>	<b>763.30</b>	<b>105.32 %</b>
4200 NON DUES INCOME				
4201 Non Dues Income Other		49.98	-49.98	
4204 Corporate Sponsorship Income	20,400.00	17,500.02	2,899.98	116.57 %
4208 Advertising Sponsorships	1,600.00	1,557.48	42.52	102.73 %
4800 Donated "Rent" Income-New Space	4,658.76	4,658.76	0.00	100.00 %
<b>Total 4200 NON DUES INCOME</b>	<b>26,658.76</b>	<b>23,766.24</b>	<b>2,892.52</b>	<b>112.17 %</b>
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00	11,250.00	-10,625.00	5.56 %
4311 Business Directory Expense	-625.00	-7,500.00	6,875.00	8.33 %
<b>Total 4300 ADVERTISING INCOME</b>	<b>0.00</b>	<b>3,750.00</b>	<b>-3,750.00</b>	<b>0.00 %</b>
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		1,249.98	-1,249.98	
4412 FYPG Events Attendee Income		250.02	-250.02	
4415 FYPG Events Expense	-131.22	-1,000.02	868.80	13.12 %
<b>Total 4410 FYPG Events Income</b>	<b>-131.22</b>	<b>499.98</b>	<b>-631.20</b>	<b>-26.25 %</b>
4420 WBC Events Income				
4421 WBC Events Attendee Income	2,885.00	1,500.00	1,385.00	192.33 %
4422 WBC Events Sponsorship Income	10,625.00	7,500.00	3,125.00	141.67 %
4425 WBC Event Expense	-2,755.46	-4,000.02	1,244.56	68.89 %
<b>Total 4420 WBC Events Income</b>	<b>10,754.54</b>	<b>4,999.98</b>	<b>5,754.56</b>	<b>215.09 %</b>
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,585.00	1,999.98	-414.98	79.25 %
4435 Members Luncheon Expense	-975.63	-1,999.98	1,024.35	48.78 %
<b>Total 4430 Member Luncheon Income</b>	<b>609.37</b>	<b>0.00</b>	<b>609.37</b>	
<b>Total 4400 MEMBERSHIP ACTIVITIES INCOME</b>	<b>11,232.69</b>	<b>5,499.96</b>	<b>5,732.73</b>	<b>204.23 %</b>
<b>Total Income</b>	<b>\$98,757.21</b>	<b>\$97,366.14</b>	<b>\$1,391.07</b>	<b>101.43 %</b>
<b>GROSS PROFIT</b>	<b>\$98,757.21</b>	<b>\$97,366.14</b>	<b>\$1,391.07</b>	<b>101.43 %</b>
Expenses				
5001 Advertising Expense	1,125.00	1,999.98	-874.98	56.25 %
5003 Bookkeeping Expense	7,337.50	7,000.02	337.48	104.82 %
5007 Contract Labor Expense	725.00	7,500.00	-6,775.00	9.67 %
5009 Contributions Expense	418.14		418.14	
5011 Cr Card Processing & Bank Charges Expense	1,301.16	1,500.00	-198.84	86.74 %
5015 Dues & Subscriptions Expense	1,971.00	1,000.02	970.98	197.10 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	1,500.00	473.00	131.53 %
<b>Total 5018 Insurance Expense</b>	<b>1,973.00</b>	<b>1,500.00</b>	<b>473.00</b>	<b>131.53 %</b>

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5023 Meetings / Conventions Expense	375.00	250.02	124.98	149.99 %
5025 Membership Expense	1,334.84	750.00	584.84	177.98 %
5030 Meals & Entertainment				
5032 Meals - 50%	109.21	150.00	-40.79	72.81 %
<b>Total 5030 Meals &amp; Entertainment</b>	<b>109.21</b>	<b>150.00</b>	<b>-40.79</b>	<b>72.81 %</b>
5031 Office Supplies Expense	3,259.06	1,000.02	2,259.04	325.90 %
5033 Payroll Processing Expense	703.50	600.00	103.50	117.25 %
5035 Payroll Tax Expense	4,275.94	3,977.22	298.72	107.51 %
5039 Postage & Delivery Expense	502.67	499.98	2.69	100.54 %
5048 Rent Expense - PATH Bldg	4,658.76	4,658.76	0.00	100.00 %
5049 Repairs & Maintenance Expense	433.65		433.65	
5051 Simple IRA Company Contribution Expense	1,265.00	1,379.70	-114.70	91.69 %
5053 Technology Expense				
6054 Software Costs	7,690.29	4,249.98	3,440.31	180.95 %
6055 Utility Costs	1,357.25	1,750.02	-392.77	77.56 %
6056 Equipment Rental	2,239.18	1,750.02	489.16	127.95 %
6057 IT Services	992.00	499.98	492.02	198.41 %
<b>Total 5053 Technology Expense</b>	<b>12,278.72</b>	<b>8,250.00</b>	<b>4,028.72</b>	<b>148.83 %</b>
5055 Telephone Expense	257.62	799.98	-542.36	32.20 %
5060 Wages Expense				
5063 Wages_Admin	8,025.00	6,000.00	2,025.00	133.75 %
5064 Wages_Exec Director	45,999.96	45,990.00	9.96	100.02 %
<b>Total 5060 Wages Expense</b>	<b>54,024.96</b>	<b>51,990.00</b>	<b>2,034.96</b>	<b>103.91 %</b>
5065 Website Development Expense	699.98	2,500.02	-1,800.04	28.00 %
<b>Total Expenses</b>	<b>\$99,029.71</b>	<b>\$97,305.72</b>	<b>\$1,723.99</b>	<b>101.77 %</b>
NET OPERATING INCOME	<b>\$ -272.50</b>	<b>\$60.42</b>	<b>\$ -332.92</b>	<b>-451.01 %</b>
Other Income				
7005 Investment Income	63.32		63.32	
7010 Unrealized Gains/Losses	200.50		200.50	
Previous Year Income	6,120.00		6,120.00	
<b>Total Other Income</b>	<b>\$6,383.82</b>	<b>\$0.00</b>	<b>\$6,383.82</b>	<b>0.00%</b>
Other Expenses				
Previous Year's Expenses	1,200.00		1,200.00	
<b>Total Other Expenses</b>	<b>\$1,200.00</b>	<b>\$0.00</b>	<b>\$1,200.00</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$5,183.82</b>	<b>\$0.00</b>	<b>\$5,183.82</b>	<b>0.00%</b>
NET INCOME	<b>\$4,911.32</b>	<b>\$60.42</b>	<b>\$4,850.90</b>	<b>8,128.63 %</b>