

Fauquier Chamber

Profit and Loss Comparison

January - July, 2023

	TOTAL			
	JAN - JUL, 2023	JAN - JUL, 2022 (PY)	% CHANGE	% OF INCOME
Income				
4010 MEMBERSHIP INCOME				
4011 Admin Fees Income	1,700.00	1,955.00	-13.04 %	1.57 %
4012 Renewal Member Dues Income	40,352.50	36,788.75	9.69 %	37.27 %
4013 New Member Dues Income	9,305.00	9,775.00	-4.81 %	8.59 %
Total 4010 MEMBERSHIP INCOME	51,357.50	48,518.75	5.85 %	47.43 %
4100 EVENTS INCOME				
4110 Valor Awards Income				
4111 Valor Awards Sponsorship Income	10,341.07			9.55 %
4112 Valor Awards Attendee Income	1,750.00			1.62 %
4115 Valor Awards Expense	-10,935.64			-10.10 %
Total 4110 Valor Awards Income	1,155.43			1.07 %
4120 Festival Income				
4123 Festival Booth Fees Income	19,387.50	13,050.00	48.56 %	17.90 %
4125 Festival Expense	-183.98	-1,550.00	88.13 %	-0.17 %
Total 4120 Festival Income	19,203.52	11,500.00	66.99 %	17.74 %
4130 Legislative Events Income				
4132 Legislative Events Attendee Income	1,205.00	15.00	7,933.33 %	1.11 %
4135 Legislativ Events Expense	-1,134.31			-1.05 %
4136 Economic Summit Sponsorship Income		650.00	-100.00 %	
4137 Economic Summit Attendee Income		680.00	-100.00 %	
4138 Economic Summit Expenses		-756.54	100.00 %	
Total 4130 Legislative Events Income	70.69	588.46	-87.99 %	0.07 %
4160 Member Orientation				
4161 Member Orientation Sponsorship	565.50	450.00	25.67 %	0.52 %
4165 Member Orientation Expenses	-672.78	-1,254.14	46.36 %	-0.62 %
Total 4160 Member Orientation	-107.28	-804.14	86.66 %	-0.10 %
4170 After 5				
4171 After 5 Sponsorship	600.00			0.55 %
4175 After 5 Expense	-720.82	-283.84	-153.95 %	-0.67 %
Total 4170 After 5	-120.82	-283.84	57.43 %	-0.11 %
4180 Before 9				
4181 Before 9 Sponsorships		30.00	-100.00 %	
4184 Before 9 Attendee Fees		10.00	-100.00 %	
4185 Before 9 Expenses	-431.39	-151.45	-184.84 %	-0.40 %
Total 4180 Before 9	-431.39	-111.45	-287.07 %	-0.40 %
4190 Networking Events				
4191 Networking Events Sponsorship Income		950.00	-100.00 %	
4192 Networking Events Attendee Fees		750.00	-100.00 %	
4195 Networking Events Expense		-769.91	100.00 %	
Total 4190 Networking Events		930.09	-100.00 %	
Total 4100 EVENTS INCOME	19,770.15	11,819.12	67.27 %	18.26 %

Fauquier Chamber

Profit and Loss Comparison

January - July, 2023

	TOTAL			
	JAN - JUL, 2023	JAN - JUL, 2022 (PY)	% CHANGE	% OF INCOME
4200 NON DUES INCOME				
4201 Non Dues Income Other		75.00	-100.00 %	
4204 Corporate Sponsorship Income	20,400.00	33,155.00	-38.47 %	18.84 %
4208 Advertising Sponsorships	1,600.00	2,615.00	-38.81 %	1.48 %
4800 Donated "Rent" Income-New Space	5,435.22	5,435.22	0.00 %	5.02 %
Total 4200 NON DUES INCOME	27,435.22	41,280.22	-33.54 %	25.34 %
4300 ADVERTISING INCOME				
4310 Business Directory Income	625.00			0.58 %
4311 Business Directory Expense	-625.00			-0.58 %
Total 4300 ADVERTISING INCOME	0.00			0.00 %
4400 MEMBERSHIP ACTIVITIES INCOME				
4410 FYPG Events Income				
4411 FYPG Events Sponsorship Income		400.00	-100.00 %	
4412 FYPG Events Attendee Income		257.00	-100.00 %	
4415 FYPG Events Expense	-176.62	-785.00	77.50 %	-0.16 %
Total 4410 FYPG Events Income	-176.62	-128.00	-37.98 %	-0.16 %
4420 WBC Events Income				
4421 WBC Events Attendee Income	2,915.00	1,200.00	142.92 %	2.69 %
4422 WBC Events Sponsorship Income	10,625.00	11,475.00	-7.41 %	9.81 %
4425 WBC Event Expense	-4,255.46	-3,437.15	-23.81 %	-3.93 %
Total 4420 WBC Events Income	9,284.54	9,237.85	0.51 %	8.57 %
4430 Member Luncheon Income				
4432 Member Luncheon Attendee Income	1,585.00			1.46 %
4435 Members Luncheon Expense	-975.63			-0.90 %
Total 4430 Member Luncheon Income	609.37			0.56 %
Total 4400 MEMBERSHIP ACTIVITIES INCOME	9,717.29	9,109.85	6.67 %	8.97 %
Total Income	\$108,280.16	\$110,727.94	-2.21 %	100.00 %
GROSS PROFIT	\$108,280.16	\$110,727.94	-2.21 %	100.00 %
Expenses				
5001 Advertising Expense	1,125.00	349.99	221.44 %	1.04 %
5003 Bookkeeping Expense	8,387.50	8,012.50	4.68 %	7.75 %
5007 Contract Labor Expense	725.00			0.67 %
5009 Contributions Expense	418.14			0.39 %
5011 Cr Card Processing & Bank Charges Expense	1,353.66	1,763.71	-23.25 %	1.25 %
5015 Dues & Subscriptions Expense	2,271.82	1,262.98	79.88 %	2.10 %
5018 Insurance Expense				
5019 General Insurance Expense	1,973.00	2,267.80	-13.00 %	1.82 %
Total 5018 Insurance Expense	1,973.00	2,267.80	-13.00 %	1.82 %
5023 Meetings / Conventions Expense	375.00	236.00	58.90 %	0.35 %
5025 Membership Expense	1,575.11	662.50	137.75 %	1.45 %
5030 Meals & Entertainment				
5032 Meals - 50%	175.68			0.16 %

Fauquier Chamber

Profit and Loss Comparison

January - July, 2023

	TOTAL			
	JAN - JUL, 2023	JAN - JUL, 2022 (PY)	% CHANGE	% OF INCOME
5038 Meals - 100%		211.12	-100.00 %	
Total 5030 Meals & Entertainment	175.68	211.12	-16.79 %	0.16 %
5031 Office Supplies Expense	3,455.96	1,676.22	106.18 %	3.19 %
5033 Payroll Processing Expense	803.75	675.50	18.99 %	0.74 %
5035 Payroll Tax Expense	4,898.48	4,117.79	18.96 %	4.52 %
5039 Postage & Delivery Expense	502.67	387.51	29.72 %	0.46 %
5048 Rent Expense - PATH Bldg	5,435.22	5,435.22	0.00 %	5.02 %
5049 Repairs & Maintenance Expense	433.65			0.40 %
5051 Simple IRA Company Contribution Expense	1,380.00	1,300.00	6.15 %	1.27 %
5053 Technology Expense				
6054 Software Costs	8,299.28	4,943.07	67.90 %	7.66 %
6055 Utility Costs	1,630.28	1,893.48	-13.90 %	1.51 %
6056 Equipment Rental	2,239.18	2,066.12	8.38 %	2.07 %
6057 IT Services	1,092.00	475.00	129.89 %	1.01 %
Total 5053 Technology Expense	13,260.74	9,377.67	41.41 %	12.25 %
5055 Telephone Expense	429.53	901.67	-52.36 %	0.40 %
5060 Wages Expense				
5062 Salary Expense		51,757.15	-100.00 %	
5063 Wages_Admin	8,445.00			7.80 %
5064 Wages_Exec Director	53,666.62			49.56 %
Total 5060 Wages Expense	62,111.62	51,757.15	20.01 %	57.36 %
5065 Website Development Expense	851.96			0.79 %
Total Expenses	\$111,943.49	\$90,395.33	23.84 %	103.38 %
NET OPERATING INCOME	\$ -3,663.33	\$20,332.61	-118.02 %	-3.38 %
Other Income				
7005 Investment Income	79.60	72.28	10.13 %	0.07 %
7010 Unrealized Gains/Losses	666.75	-29.86	2,332.92 %	0.62 %
Previous Year Income	6,120.00	9,875.00	-38.03 %	5.65 %
Total Other Income	\$6,866.35	\$9,917.42	-30.76 %	6.34 %
Other Expenses				
Previous Year's Expenses	1,200.00	385.00	211.69 %	1.11 %
Total Other Expenses	\$1,200.00	\$385.00	211.69 %	1.11 %
NET OTHER INCOME	\$5,666.35	\$9,532.42	-40.56 %	5.23 %
NET INCOME	\$2,003.02	\$29,865.03	-93.29 %	1.85 %