

# Fennimore Area Chamber of Commerce

Budget vs. Actuals: 2022 Chamber Budget - FY22 P&L

January - March, 2022

|   | JAN 2022          |                   |                     |                 | FEB 2022          |                   |                   |                 | MAR 2022           |                   |                     |                   | TOTAL               |                    |                   |                 |
|---|-------------------|-------------------|---------------------|-----------------|-------------------|-------------------|-------------------|-----------------|--------------------|-------------------|---------------------|-------------------|---------------------|--------------------|-------------------|-----------------|
|   | ACTUAL            | BUDGET            | OVER BUDGET         | % OF BUDGET     | ACTUAL            | BUDGET            | OVER BUDGET       | % OF BUDGET     | ACTUAL             | BUDGET            | OVER BUDGET         | % OF BUDGET       | ACTUAL              | BUDGET             | OVER BUDGET       | % OF BUDGET     |
| Income                                    |                   |                   |                     |                 |                   |                   |                   |                 |                    |                   |                     |                   |                     |                    |                   |                 |
| Annual Meeting Income                     |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Back to School Event                      |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Chicken BBQ                               |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Fennimore Bucks                           | 105.00            | 416.67            | -311.67             | 25.20 %         | -150.00           | 416.67            | -566.67           | -36.00 %        | -15.00             | 416.67            | -431.67             | -3.60 %           | \$ -60.00           | \$1,250.01         | \$ -1,310.01      | -4.80 %         |
| Garage Sale                               |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Golf Outing                               |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Holiday Fen-stival                        |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Holiday Fen-stival Sponsorship            | 250.00            |                   | 250.00              |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$250.00            | \$0.00             | \$250.00          | 0.00%           |
| Lights in the Park Tree Sponsorship       |                   |                   |                     |                 | 58.46             |                   | 58.46             |                 |                    |                   |                     |                   | \$58.46             | \$0.00             | \$58.46           | 0.00%           |
| <b>Total Holiday Fen-stival</b>           | <b>250.00</b>     | <b>0.00</b>       | <b>250.00</b>       |                 | <b>58.46</b>      | <b>0.00</b>       | <b>58.46</b>      |                 |                    | <b>0.00</b>       | <b>0.00</b>         |                   | <b>\$308.46</b>     | <b>\$0.00</b>      | <b>\$308.46</b>   | <b>0.00%</b>    |
| Membership Dues                           |                   | 4,000.00          | -4,000.00           |                 | 475.00            | 3,000.00          | -2,525.00         | 15.83 %         |                    | 3,000.00          | -3,000.00           |                   | \$475.00            | \$10,000.00        | \$ -9,525.00      | 4.75 %          |
| 2022 Membership Dues                      | 3,230.00          |                   | 3,230.00            |                 | 2,542.76          |                   | 2,542.76          |                 | 3,545.00           |                   | 3,545.00            |                   | \$9,317.76          | \$0.00             | \$9,317.76        | 0.00%           |
| <b>Total Membership Dues</b>              | <b>3,230.00</b>   | <b>4,000.00</b>   | <b>-770.00</b>      | <b>80.75 %</b>  | <b>3,017.76</b>   | <b>3,000.00</b>   | <b>17.76</b>      | <b>100.59 %</b> | <b>3,545.00</b>    | <b>3,000.00</b>   | <b>545.00</b>       | <b>118.17 %</b>   | <b>\$9,792.76</b>   | <b>\$10,000.00</b> | <b>\$ -207.24</b> | <b>97.93 %</b>  |
| Merchandise Sales                         |                   | 166.67            | -166.67             |                 |                   | 166.67            | -166.67           |                 | 110.50             | 166.67            | -56.17              |                   | \$110.50            | \$500.01           | \$ -389.51        | 22.10 %         |
| Crew Sweatshirt Sales                     |                   |                   |                     |                 | 185.00            |                   | 185.00            |                 |                    |                   |                     |                   | \$185.00            | \$0.00             | \$185.00          | 0.00%           |
| T-shirt Sales                             |                   |                   |                     |                 | 15.00             |                   | 15.00             |                 |                    |                   |                     |                   | \$15.00             | \$0.00             | \$15.00           | 0.00%           |
| <b>Total Merchandise Sales</b>            | <b>166.67</b>     | <b>-166.67</b>    | <b>200.00</b>       | <b>120.00 %</b> | <b>110.50</b>     | <b>166.67</b>     | <b>33.33</b>      | <b>66.30 %</b>  | <b>110.50</b>      | <b>166.67</b>     | <b>-56.17</b>       | <b>66.30 %</b>    | <b>\$310.50</b>     | <b>\$500.01</b>    | <b>\$ -189.51</b> | <b>62.10 %</b>  |
| Other Event Income                        | 250.00            |                   | -250.00             |                 | 10.00             | 250.00            | -240.00           | 4.00 %          | 120.00             | 250.00            | -130.00             | 48.00 %           | \$130.00            | \$750.00           | \$ -620.00        | 17.33 %         |
| Escape Room Income                        |                   |                   |                     |                 |                   |                   |                   |                 | 1,020.00           |                   | 1,020.00            |                   | \$1,020.00          | \$0.00             | \$1,020.00        | 0.00%           |
| <b>Total Other Event Income</b>           | <b>250.00</b>     | <b>-250.00</b>    | <b>10.00</b>        | <b>4.00 %</b>   | <b>250.00</b>     | <b>-240.00</b>    | <b>4.00 %</b>     | <b>1,140.00</b> | <b>250.00</b>      | <b>890.00</b>     | <b>456.00 %</b>     | <b>\$1,150.00</b> | <b>\$750.00</b>     | <b>\$400.00</b>    | <b>153.33 %</b>   |                 |
| Professional Development                  | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Raffle                                    | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Services                                  |                   |                   |                     |                 |                   |                   |                   |                 | 250.00             |                   | 250.00              |                   | \$250.00            | \$0.00             | \$250.00          | 0.00%           |
| Shop Local promotion                      | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 250.00            | -250.00             |                   | \$0.00              | \$250.00           | \$ -250.00        | 0.00%           |
| Taste of Fennimore                        | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Taste of Fennimore Sponsorships           |                   |                   |                     |                 |                   |                   |                   |                 | 4,850.00           |                   | 4,850.00            |                   | \$4,850.00          | \$0.00             | \$4,850.00        | 0.00%           |
| Taste of Fennimore Ticket Sales           |                   |                   |                     |                 |                   |                   |                   |                 | 285.00             |                   | 285.00              |                   | \$285.00            | \$0.00             | \$285.00          | 0.00%           |
| <b>Total Taste of Fennimore</b>           | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>         |                 | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       |                 | <b>5,135.00</b>    | <b>0.00</b>       | <b>5,135.00</b>     |                   | <b>\$5,135.00</b>   | <b>\$0.00</b>      | <b>\$5,135.00</b> | <b>0.00%</b>    |
| Unapplied Cash Payment Income             |                   |                   |                     |                 |                   |                   |                   |                 | 0.00               |                   | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Uncategorized Income                      | 100.00            |                   | 100.00              |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$100.00            | \$0.00             | \$100.00          | 0.00%           |
| <b>Total Income</b>                       | <b>\$3,685.00</b> | <b>\$4,833.34</b> | <b>\$ -1,148.34</b> | <b>76.24 %</b>  | <b>\$3,136.22</b> | <b>\$3,833.34</b> | <b>\$ -697.12</b> | <b>81.81 %</b>  | <b>\$10,165.50</b> | <b>\$4,083.34</b> | <b>\$6,082.16</b>   | <b>248.95 %</b>   | <b>\$16,986.72</b>  | <b>\$12,750.02</b> | <b>\$4,236.70</b> | <b>133.23 %</b> |
| <b>GROSS PROFIT</b>                       | <b>\$3,685.00</b> | <b>\$4,833.34</b> | <b>\$ -1,148.34</b> | <b>76.24 %</b>  | <b>\$3,136.22</b> | <b>\$3,833.34</b> | <b>\$ -697.12</b> | <b>81.81 %</b>  | <b>\$10,165.50</b> | <b>\$4,083.34</b> | <b>\$6,082.16</b>   | <b>248.95 %</b>   | <b>\$16,986.72</b>  | <b>\$12,750.02</b> | <b>\$4,236.70</b> | <b>133.23 %</b> |
| Expenses                                  |                   |                   |                     |                 |                   |                   |                   |                 |                    |                   |                     |                   |                     |                    |                   |                 |
| Advertising/Marketing                     |                   | 833.33            | -833.33             |                 | 76.13             | 833.33            | -757.20           | 9.14 %          | 8.31               | 833.33            | -825.02             | 1.00 %            | \$84.44             | \$2,499.99         | \$ -2,415.55      | 3.38 %          |
| Tourism Marketing                         |                   |                   |                     |                 | -292.12           |                   | -292.12           |                 |                    |                   |                     |                   | \$ -292.12          | \$0.00             | \$ -292.12        | 0.00%           |
| <b>Total Advertising/Marketing</b>        | <b>833.33</b>     | <b>-833.33</b>    | <b>-215.99</b>      | <b>833.33</b>   | <b>-1,049.32</b>  | <b>-25.92 %</b>   | <b>8.31</b>       | <b>833.33</b>   | <b>-825.02</b>     | <b>1.00 %</b>     | <b>\$ -207.68</b>   | <b>\$2,499.99</b> | <b>\$ -2,707.67</b> | <b>-8.31 %</b>     |                   |                 |
| Annual Meeting Expense                    | 0.00              |                   | 0.00                |                 | 469.45            | 0.00              | 469.45            |                 |                    | 0.00              | 0.00                |                   | \$469.45            | \$0.00             | \$469.45          | 0.00%           |
| Awards                                    | 0.00              |                   | 0.00                |                 | 42.99             | 250.00            | -207.01           | 17.20 %         |                    | 0.00              | 0.00                |                   | \$42.99             | \$250.00           | \$ -207.01        | 17.20 %         |
| Back to School Event Expense              | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Back to School Event advertising          |                   |                   |                     |                 | -12.71            |                   | -12.71            |                 |                    |                   |                     |                   | \$ -12.71           | \$0.00             | \$ -12.71         | 0.00%           |
| <b>Total Back to School Event Expense</b> | <b>0.00</b>       | <b>0.00</b>       | <b>-12.71</b>       | <b>0.00</b>     | <b>-12.71</b>     | <b>-12.71</b>     | <b>0.00</b>       |                 | <b>0.00</b>        | <b>0.00</b>       | <b>\$ -12.71</b>    | <b>\$0.00</b>     | <b>\$ -12.71</b>    | <b>0.00%</b>       |                   |                 |
| Beautification Committee                  | 83.33             |                   | -83.33              |                 | 83.33             |                   | -83.33            |                 | 83.33              |                   | -83.33              |                   | \$0.00              | \$249.99           | \$ -249.99        | 0.00%           |
| Chamber Business Promotion                | 150.00            |                   | -150.00             |                 | 150.00            |                   | -150.00           |                 | 150.00             |                   | -150.00             |                   | \$0.00              | \$450.00           | \$ -450.00        | 0.00%           |
| Chamber Visits                            | 6.99              |                   | 6.99                |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$6.99              | \$0.00             | \$6.99            | 0.00%           |
| Chicken BBQ Expense                       |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Chicken BBQ advertising                   |                   |                   |                     |                 | -50.49            |                   | -50.49            |                 |                    |                   |                     |                   | \$ -50.49           | \$0.00             | \$ -50.49         | 0.00%           |
| <b>Total Chicken BBQ Expense</b>          | <b>0.00</b>       | <b>0.00</b>       | <b>-50.49</b>       | <b>0.00</b>     | <b>-50.49</b>     | <b>-50.49</b>     | <b>0.00</b>       |                 | <b>0.00</b>        | <b>0.00</b>       | <b>\$ -50.49</b>    | <b>\$0.00</b>     | <b>\$ -50.49</b>    | <b>0.00%</b>       |                   |                 |
| Donations                                 |                   | 0.00              | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 250.00            | -250.00             |                   | \$0.00              | \$250.00           | \$ -250.00        | 0.00%           |
| Fees                                      |                   |                   |                     |                 | 6.00              |                   | 6.00              |                 | 6.00               |                   | 6.00                |                   | \$12.00             | \$0.00             | \$12.00           | 0.00%           |
| Garage Sale Expense                       | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Golf Outing Expense                       | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Holiday Fen-stival Expense                | 0.00              |                   | 0.00                |                 | 31.65             | 0.00              | 31.65             |                 |                    | 0.00              | 0.00                |                   | \$31.65             | \$0.00             | \$31.65           | 0.00%           |
| Holiday Fen-stival Advertising Expense    |                   |                   |                     |                 | -195.42           |                   | -195.42           |                 |                    |                   |                     |                   | \$ -195.42          | \$0.00             | \$ -195.42        | 0.00%           |
| <b>Total Holiday Fen-stival Expense</b>   | <b>0.00</b>       | <b>0.00</b>       | <b>-163.77</b>      | <b>0.00</b>     | <b>-163.77</b>    | <b>-163.77</b>    | <b>0.00</b>       |                 | <b>0.00</b>        | <b>0.00</b>       | <b>\$ -163.77</b>   | <b>\$0.00</b>     | <b>\$ -163.77</b>   | <b>0.00%</b>       |                   |                 |
| Insurance                                 | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Legal & Professional Services             | 125.00            |                   | -125.00             |                 |                   | 125.00            | -125.00           |                 |                    | 125.00            | -125.00             |                   | \$0.00              | \$375.00           | \$ -375.00        | 0.00%           |
| Lights in the Park Expense                | 2,500.00          |                   | 2,500.00            |                 | 65.79             |                   | 65.79             |                 |                    |                   |                     |                   | \$2,565.79          | \$0.00             | \$2,565.79        | 0.00%           |
| Lights in the Park Advertising            |                   |                   |                     |                 | 80.42             |                   | 80.42             |                 |                    |                   |                     |                   | \$80.42             | \$0.00             | \$80.42           | 0.00%           |
| <b>Total Lights in the Park Expense</b>   | <b>2,500.00</b>   | <b>2,500.00</b>   | <b>146.21</b>       | <b>146.21</b>   | <b>146.21</b>     | <b>146.21</b>     | <b>0.00%</b>      |                 | <b>\$2,646.21</b>  | <b>\$0.00</b>     | <b>\$2,646.21</b>   | <b>0.00%</b>      |                     |                    |                   |                 |
| Membership Dues expense                   |                   |                   |                     |                 | 14.58             |                   | 14.58             |                 |                    |                   |                     |                   | \$14.58             | \$0.00             | \$14.58           | 0.00%           |
| Merchandise Expense                       |                   |                   |                     |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Shop Local Holiday Box Expense            | 4.50              |                   | 4.50                |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$4.50              | \$0.00             | \$4.50            | 0.00%           |
| <b>Total Merchandise Expense</b>          | <b>4.50</b>       | <b>4.50</b>       | <b>0.00</b>         | <b>4.50</b>     | <b>0.00</b>       | <b>0.00</b>       | <b>0.00%</b>      |                 | <b>\$4.50</b>      | <b>\$0.00</b>     | <b>\$4.50</b>       | <b>0.00%</b>      |                     |                    |                   |                 |
| Networking event expense                  |                   | 0.00              | 0.00                |                 |                   | 500.00            | -500.00           |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$500.00           | \$ -500.00        | 0.00%           |
| Kick Off to 2022                          |                   |                   |                     |                 | 309.48            |                   | 309.48            |                 | 134.50             |                   | 134.50              |                   | \$443.98            | \$0.00             | \$443.98          | 0.00%           |
| <b>Total Networking event expense</b>     | <b>0.00</b>       | <b>0.00</b>       | <b>309.48</b>       | <b>500.00</b>   | <b>-190.52</b>    | <b>61.90 %</b>    | <b>134.50</b>     | <b>0.00</b>     | <b>134.50</b>      | <b>\$443.98</b>   | <b>\$500.00</b>     | <b>\$ -56.02</b>  | <b>88.80 %</b>      |                    |                   |                 |
| Newsletter Expense                        | 50.00             |                   | -50.00              |                 |                   | 50.00             | -50.00            |                 | 65.00              | 50.00             | 15.00               | 130.00 %          | \$65.00             | \$150.00           | \$ -85.00         | 43.33 %         |
| Office Expenses                           | 83.33             |                   | -83.33              |                 | 398.82            | 83.33             | 315.49            | 478.60 %        |                    | 83.33             | -83.33              |                   | \$398.82            | \$249.99           | \$148.83          | 159.53 %        |
| Office Equipment                          |                   |                   |                     |                 | 76.46             |                   | 76.46             |                 |                    |                   |                     |                   | \$76.46             | \$0.00             | \$76.46           | 0.00%           |
| Postage                                   |                   |                   |                     |                 |                   |                   |                   |                 | 214.00             |                   | 214.00              |                   | \$214.00            | \$0.00             | \$214.00          | 0.00%           |
| Printing Expense                          |                   |                   |                     |                 | 130.55            |                   | 130.55            |                 |                    |                   |                     |                   | \$130.55            | \$0.00             | \$130.55          | 0.00%           |
| <b>Total Office Expenses</b>              | <b>83.33</b>      | <b>-83.33</b>     | <b>605.83</b>       | <b>83.33</b>    | <b>522.50</b>     | <b>727.03 %</b>   | <b>214.00</b>     | <b>83.33</b>    | <b>130.67</b>      | <b>256.81 %</b>   | <b>\$819.83</b>     | <b>\$249.99</b>   | <b>\$569.84</b>     | <b>327.95 %</b>    |                   |                 |
| Other Event Expense                       | 416.67            |                   | -416.67             |                 |                   | 416.67            | -416.67           |                 |                    | 416.67            | -416.67             |                   | \$0.00              | \$1,250.01         | \$ -1,250.01      | 0.00%           |
| Escape Room Expense                       |                   |                   |                     |                 | 31.64             |                   | 31.64             |                 |                    |                   |                     |                   | \$31.64             | \$0.00             | \$31.64           | 0.00%           |
| <b>Total Other Event Expense</b>          | <b>416.67</b>     | <b>-416.67</b>    | <b>31.64</b>        | <b>416.67</b>   | <b>-385.03</b>    | <b>7.59 %</b>     | <b>416.67</b>     | <b>-416.67</b>  | <b>31.64</b>       | <b>\$1,250.01</b> | <b>\$ -1,218.37</b> | <b>2.53 %</b>     |                     |                    |                   |                 |
| Professional Development expense          | 166.67            |                   | -166.67             |                 |                   | 166.67            | -166.67           |                 |                    | 166.67            | -166.67             |                   | \$0.00              | \$500.01           | \$ -500.01        | 0.00%           |
| Public Relations                          | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 | 2,250.00           |                   | -2,250.00           |                   | \$0.00              | \$2,250.00         | \$ -2,250.00      | 0.00%           |
| Raffle Expense                            | 0.00              |                   | 0.00                |                 |                   | 0.00              | 0.00              |                 |                    | 0.00              | 0.00                |                   | \$0.00              | \$0.00             | \$0.00            | 0.00%           |
| Salaries                                  | 60.00             |                   | -60.00              |                 |                   | 60.00             | -60.00            |                 |                    | 60.00             | -60.00              |                   | \$0.00              | \$180.00           | \$ -180.00        | 0.00%           |
| Sales Tax                                 | 137.50            |                   | 137.50              |                 |                   |                   |                   |                 |                    |                   |                     |                   | \$137.50            | \$0.00             | \$137.50          | 0.00%           |
| Shop Local promotion expense              | 0.00              |                   | 0.00                |                 | -194.50           | 0.00              | -194.50           |                 |                    | 250.00            | -250.00             |                   | \$ -194.50          | \$250.00           | \$ -444.50        | -77.80 %        |
| Software Subscriptions</                  |                   |                   |                     |                 |                   |                   |                   |                 |                    |                   |                     |                   |                     |                    |                   |                 |