

**TABLE 1**  
**CONTRIBUTIONS OF THE FNL AND OTHER FUND RAISING**  
**EVENTS TO THE REVENUES OF**

The Dulles Regional Chamber of Commerce

Special Events	Fiscal Year 2012 (Per Tax Return)		
	Gross Revenue	Less Direct Expenses	Net Income (Loss)
<b>Friday Night Live (FNL)</b>	\$238,265	\$153,668	\$84,597
Misc Other Events	\$103,123	\$56,652	\$46,471
<b>Subtotal</b>	<b>\$341,388</b>	<b>\$210,320</b>	<b>\$131,068</b>
Business Expo	\$83,590	\$108,012	(\$24,422)
Awards Gala	\$72,645	\$22,528	\$50,117
Govcon Rev	\$48,855	\$9,772	\$39,083
Newsmaker Event Rev	\$27,440	\$6,240	\$21,200
Chamber Golf Classic	\$16,315	\$4,493	\$11,822
Tech Show	\$15,950	\$11,170	\$4,780
Casino Night	\$14,285	\$6,409	\$7,876
<b>Subtotal</b>	<b>\$279,080</b>	<b>\$168,624</b>	<b>\$110,456</b>
<b>TOTAL</b>	<b>\$620,468</b>	<b>\$378,944</b>	<b>\$241,524</b>
<b>FNL as % of TOTAL</b>			<b>35.03%</b>

Source: The 2013 Grant Application