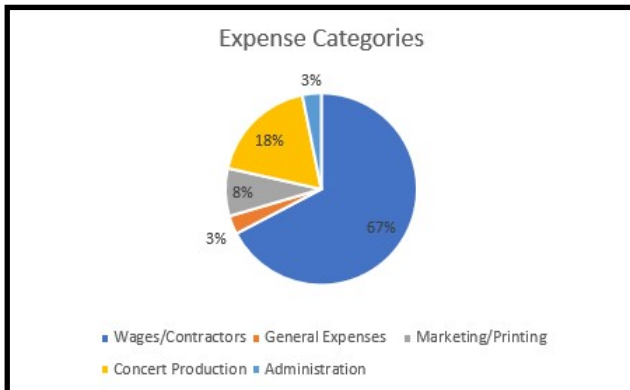
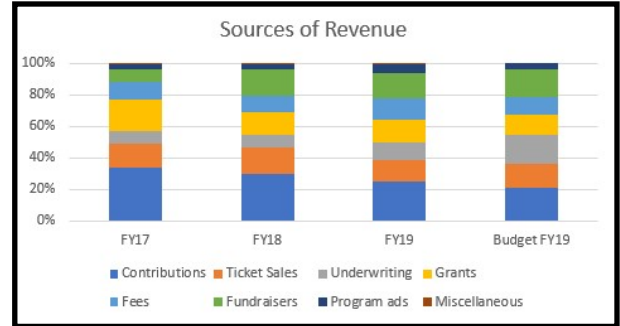


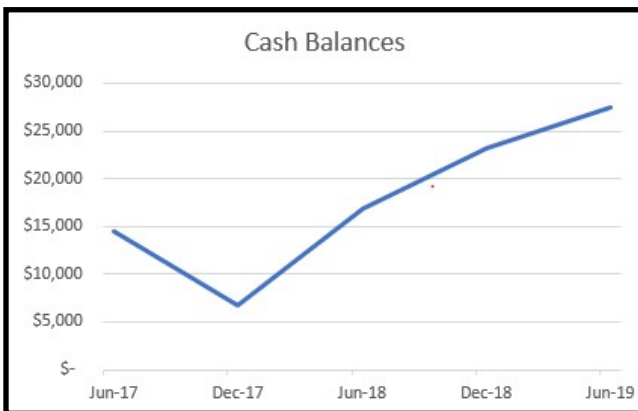
2019 ANNUAL REPORT

FY19 Financial Results (July 1, 2018 to June 30, 2019)

- Budget created with goal of increasing cash and begin reserve fund in the next few years.
- Achieved net income goals by managing expenses to offset lower income
- Increase in membership fees and program ads helps diversify revenue sources



	Actual FY17	Actual FY18	Actual FY19	Budget FY19
Revenue sources				
Contributions	40,972	30,929	25,789	24,000
Ticket Sales	17,869	17,635	14,066	16,925
Underwriting	10,165	8,080	11,900	21,900
Grants	23,969	14,609	14,770	14,600
Fees	13,096	11,358	13,860	12,800
Fundraisers	9,880	17,317	16,864	20,100
Program ads	3,975	3,650	6,010	4,000
Miscellaneous	403	46	457	-
Total Revenue	120,329	103,624	103,716	114,325
Expense Categories				
Wages/Contractors	65,176	62,894	61,055	60,080
General Expenses	7,553	7,220	2,832	2,925
Marketing/Printing	8,685	11,968	7,297	10,120
Concert Production	26,203	16,628	16,606	21,750
Administration	3,303	3,222	2,883	5,550
Total Expenses	110,920	101,932	90,673	100,425
Net Income	9,409	1,692	13,043	13,900



Organizational Highlights:

- Adventures in Harmony—reaching out to area high school students
- Collaboration with other area non-profits, for example Saugatuck Center for the Arts at Gift of Nature concert
- 12 new members joined the Chorale
- Planning 60th anniversary season for 2019-2020, including a free community kick-off concert
- Planning collaboration with world-renowned A capella group, Chanticleer, and involvement with local high schools

