

### Summary of Proposed Changes

Net income - approved budget	7,700.00
Additional income - underwriting	14,000.00
Development director	(7,000.00)
Adventures in Harmony - meals	<u>(800.00)</u>
Net income - revised budget	13,900.00

**Holland Community Chorale**  
**Budget vs. Actuals: FY\_2017\_2018 - FY18 P&L**  
 July 2017 - June 2018

	Actual	Budget	over Budget	% of Budget	FY19 Budget - Original	FY19 Budget - Amended	Change
<b>Income</b>							
<b>4000 Direct Contributions</b>							
4010 Pianissimo Level	522.34	1,500.00	-977.66	34.82%	5,000.00	5,000.00	0.00
4020 Piano Level	3,300.00	5,000.00	-1,700.00	66.00%			
4030 Mezzo Piano Level	3,100.00	5,000.00	-1,900.00	62.00%			
4050 Mezzo-Forte Level	600.00	2,500.00	-1,900.00	24.00%			
4040 Forte Level	12,000.00	12,000.00	0.00	100.00%	10,000.00	10,000.00	0.00
4060 Fortissimo Level	0.00	3,000.00	-3,000.00	0.00%			
4070 - Sforzando Level	0.00	0.00	0.00				
4075 Corporate Contributions	9,356.43	12,500.00	-3,143.57	74.85%	9,000.00	9,000.00	0.00
<b>Total 4000 Direct Contributions</b>	<b>\$ 28,878.77</b>	<b>\$ 41,500.00</b>	<b>-\$ 12,621.23</b>	<b>69.59%</b>	<b>\$ 24,000.00</b>	<b>\$ 24,000.00</b>	<b>\$ 0.00</b>
<b>4100 Concert Ticket Sales/Revenue</b>							
4108 Adventures in Harmony	598.16	600.00	-1.84	99.69%	500.00	500.00	0.00
4110 Fall Concert	2,025.00	1,500.00	525.00	135.00%	2,000.00	2,000.00	0.00
4120 Holiday Concert	7,125.00	5,000.00	2,125.00	142.50%	7,125.00	7,125.00	0.00
4136 Winter Concert	2,335.00	1,500.00	835.00	155.67%	2,300.00	2,300.00	0.00
4150 Tulip Time	3,946.55	3,000.00	946.55	131.55%	3,000.00	3,000.00	0.00
4190 Season Tickets	1,604.98	3,500.00	-1,895.02	45.86%	2,000.00	2,000.00	0.00
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 17,634.69</b>	<b>\$ 15,100.00</b>	<b>\$ 2,534.69</b>	<b>116.79%</b>	<b>\$ 16,925.00</b>	<b>\$ 16,925.00</b>	<b>\$ 0.00</b>
<b>4200 Underwriting</b>							
4204 Adventures in Harmony	1,530.00	5,000.00	-3,470.00	30.60%	4,900.00	4,900.00	0.00
4205 Holiday Concert Underwriting	0.00	3,000.00	-3,000.00	0.00%	2,500.00	6,500.00	4,000.00
4220 Fall Concert Underwriting	0.00	0.00	0.00		0.00	5,000.00	5,000.00
4250 Winter Concert Underwriting	6,550.00	0.00	6,550.00		500.00	5,500.00	5,000.00
<b>Total 4200 Underwriting</b>	<b>\$ 8,080.00</b>	<b>\$ 8,000.00</b>	<b>\$ 80.00</b>	<b>101.00%</b>	<b>\$ 7,900.00</b>	<b>\$ 21,900.00</b>	<b>\$ 14,000.00</b>
<b>4300 Grants</b>							
4305 H/Z Community Foundation	2,109.00	2,000.00	109.00	105.45%	2,100.00	2,100.00	0.00
4310 Government Grants	12,500.00	12,500.00	0.00	100.00%	12,500.00	12,500.00	0.00
<b>Total 4300 Grants</b>	<b>\$ 14,609.00</b>	<b>\$ 14,500.00</b>	<b>\$ 109.00</b>	<b>100.75%</b>	<b>\$ 14,600.00</b>	<b>\$ 14,600.00</b>	<b>\$ 0.00</b>

	Actual	Budget	over Budget	% of Budget	FY19 Budget - Original	FY19 Budget - Amended	Change
<b>4500 Fees</b>	13.40	0.00	13.40				
4511 Adventures in Harmony	730.00	1,200.00	-470.00	60.83%	2,000.00	2,000.00	0.00
4521 CD - Paulus Songs for Seasons	20.00	0.00	20.00		0.00	0.00	0.00
4530 HC Membership Fee	9,950.00	12,000.00	-2,050.00	82.92%	10,000.00	10,000.00	0.00
4531 Uniform/Dress Fee	581.20	750.00	-168.80	77.49%	800.00	800.00	0.00
4543 CD-Gospel	24.95	0.00	24.95		0.00	0.00	0.00
4590 Music Rental Revenue	38.55	0.00	38.55		0.00	0.00	0.00
<b>Total 4500 Fees</b>	<b>\$ 11,358.10</b>	<b>\$ 13,950.00</b>	<b>-\$ 2,591.90</b>	<b>81.42%</b>	<b>\$ 12,800.00</b>	<b>\$ 12,800.00</b>	<b>\$ 0.00</b>
<b>4600 Care Fund</b>	46.00	200.00	-154.00	23.00%	0.00	0.00	0.00
<b>4800 Fundraiser</b>	0.00	3,000.00	-3,000.00	0.00%	0.00	0.00	0.00
4810 Dickens & Other Perf. Income	1,100.00	600.00	500.00	183.33%	1,100.00	1,100.00	0.00
4812 Board Fundraiser (deleted)	0.00	0.00	0.00		0.00	0.00	0.00
4815 A GRAND NIGHT FOR SINGING	21,690.00	15,000.00	6,690.00	144.60%	20,000.00	20,000.00	0.00
4821 Coyle Fd Raiser	2,450.00	0.00	2,450.00		2,500.00	2,500.00	0.00
4830 Fall Fundraiser	0.00	0.00	0.00		5,000.00	5,000.00	0.00
<b>Total 4800 Fundraiser</b>	<b>\$ 25,240.00</b>	<b>\$ 18,600.00</b>	<b>\$ 6,640.00</b>	<b>135.70%</b>	<b>\$ 28,600.00</b>	<b>\$ 28,600.00</b>	<b>\$ 0.00</b>
<b>4999 Uncategorized Income</b>							
4915 CD Sales	0.00	0.00	0.00		0.00	0.00	0.00
4920 Program ad income	3,650.00	3,500.00	150.00	104.29%	4,000.00	4,000.00	0.00
<b>Total 4999 Uncategorized Income</b>	<b>\$ 3,650.00</b>	<b>\$ 3,500.00</b>	<b>\$ 150.00</b>	<b>104.29%</b>	<b>\$ 4,000.00</b>	<b>\$ 4,000.00</b>	<b>\$ 0.00</b>
<b>Total Income</b>	<b>\$ 109,496.56</b>	<b>\$ 115,350.00</b>	<b>-\$ 5,853.44</b>	<b>94.93%</b>	<b>\$ 108,825.00</b>	<b>\$ 122,825.00</b>	<b>\$ 14,000.00</b>
<b>Gross Profit</b>	<b>\$ 109,496.56</b>	<b>\$ 115,350.00</b>	<b>-\$ 5,853.44</b>	<b>94.93%</b>	<b>\$ 108,825.00</b>	<b>\$ 122,825.00</b>	<b>\$ 14,000.00</b>
<b>Expenses</b>							
<b>8000 Wages/Salaries</b>							
8001 Chorale Manager	19,603.68	15,000.00	4,603.68	130.69%	15,080.00	15,080.00	0.00
8002 Artistic Director	29,833.32	30,000.00	-166.68	99.44%	32,000.00	32,000.00	0.00
<b>8020 HC Contracted Service Fee</b>							0.00
8023 Development Director	5,830.00	0.00	5,830.00		0.00	7,000.00	7,000.00
8024 Marketing	2,000.00	2,000.00	0.00	100.00%	0.00	0.00	0.00
8025.2 Vocal Consultant	1,000.00	1,000.00	0.00	100.00%	1,000.00	1,000.00	0.00
8026 Librarian	0.00	200.00	-200.00	0.00%	0.00	0.00	0.00
8027 Accompanist	5,541.25	5,000.00	541.25	110.83%	5,000.00	5,000.00	0.00
<b>Total 8020 HC Contracted Service Fee</b>	<b>\$ 14,371.25</b>	<b>\$ 8,200.00</b>	<b>\$ 6,171.25</b>	<b>175.26%</b>	<b>\$ 6,000.00</b>	<b>\$ 13,000.00</b>	<b>\$ 7,000.00</b>
8097 Payroll Expenses	60.00	0.00	60.00		0.00	0.00	0.00

	Actual	Budget	over Budget	% of Budget	FY19 Budget - Original	FY19 Budget - Amended	Change
8098 Payroll Taxes	-683.21	0.00	-683.21		0.00	0.00	0.00
<b>Total 8000 Wages/Salaries</b>	<b>\$ 63,185.04</b>	<b>\$ 53,200.00</b>	<b>\$ 9,985.04</b>	<b>118.77%</b>	<b>\$ 53,080.00</b>	<b>\$ 60,080.00</b>	<b>\$ 7,000.00</b>
<b>8100 General Expenses</b>							
8105 Dues	100.00	500.00	-400.00	20.00%	100.00	100.00	0.00
8110 Permits & Licenses	706.69	500.00	206.69	141.34%	775.00	775.00	0.00
8125 Artistic Director Expense Acct	600.00	600.00	0.00	100.00%	600.00	600.00	0.00
8131 Care Fund Expenses	347.30	150.00	197.30	231.53%	250.00	250.00	0.00
8135 Fund Raising Expense	7,672.78	5,000.00	2,672.78	153.46%	8,500.00	8,500.00	0.00
8140 Office Rent/Storage	4,832.00	6,000.00	-1,168.00	80.53%	900.00	900.00	0.00
8181 Penalties and Interest	283.02	0.00	283.02		0.00	0.00	0.00
8183 Group Rate Expense	65.00	0.00	65.00		0.00	0.00	0.00
8185 Credit Card Proc & Bank Fees	286.00	250.00	36.00	114.40%	300.00	300.00	0.00
8184 Pay Pal Fees	0.00	0.00	0.00				0.00
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 286.00</b>	<b>\$ 250.00</b>	<b>\$ 36.00</b>	<b>114.40%</b>	<b>\$ 300.00</b>	<b>\$ 300.00</b>	<b>\$ 0.00</b>
<b>Total 8100 General Expenses</b>	<b>\$ 14,892.79</b>	<b>\$ 13,000.00</b>	<b>\$ 1,892.79</b>	<b>114.56%</b>	<b>\$ 11,425.00</b>	<b>\$ 11,425.00</b>	<b>\$ 0.00</b>
<b>8200 Marketing</b>							
8210 Advertising	1,575.00	2,500.00	-925.00	63.00%	3,000.00	3,000.00	0.00
8215 Graphic Design Exp.	2,337.50	1,000.00	1,337.50	233.75%	1,500.00	1,500.00	0.00
8220 Printing	8,055.74	6,000.00	2,055.74	134.26%	5,620.00	5,620.00	0.00
<b>Total 8200 Marketing</b>	<b>\$ 11,968.24</b>	<b>\$ 9,500.00</b>	<b>\$ 2,468.24</b>	<b>125.98%</b>	<b>\$ 10,120.00</b>	<b>\$ 10,120.00</b>	<b>\$ 0.00</b>
<b>8300 Concert Production</b>							
8305 Guest Artists	0.00	1,000.00	-1,000.00	0.00%	500.00	500.00	0.00
8308 Adv in Harmony Expenses 8308	5,723.70	6,500.00	-776.30	88.06%	5,000.00	5,800.00	800.00
8309 Tulip Time Expenses	1,100.00	1,500.00	-400.00	73.33%	750.00	750.00	0.00
8310 Music	2,330.83	3,000.00	-669.17	77.69%	3,500.00	3,500.00	0.00
8319 Contracted Technician	0.00	500.00	-500.00	0.00%	500.00	500.00	0.00
8328 Uniforms	685.93	1,200.00	-514.07	57.16%	800.00	800.00	0.00
8330 Facility Rent	200.00	2,500.00	-2,300.00	8.00%	2,000.00	2,000.00	0.00
8338 Rented Equipment	750.00	1,000.00	-250.00	75.00%	800.00	800.00	0.00
8340 Instrumentalists	4,712.50	5,000.00	-287.50	94.25%	5,000.00	5,000.00	0.00
8350 Programs	0.00	0.00	0.00		1,200.00	1,200.00	0.00
8380 Recording/Video Concert	800.00	750.00	50.00	106.67%	750.00	750.00	0.00
8390 Tickets	180.00	100.00	80.00	180.00%	150.00	150.00	0.00
8395 Event Supplies	145.51	500.00	-354.49	29.10%	0.00	0.00	0.00
<b>Total 8300 Concert Production</b>	<b>\$ 16,628.47</b>	<b>\$ 23,550.00</b>	<b>-\$ 6,921.53</b>	<b>70.61%</b>	<b>\$ 20,950.00</b>	<b>\$ 21,750.00</b>	<b>\$ 800.00</b>

	Actual	Budget	over Budget	% of Budget	FY19 Budget - Original	FY19 Budget - Amended	Change
<b>8400 Administration</b>							
8441 Supplies	1,114.45	1,500.00	-385.55	74.30%	1,500.00	1,500.00	0.00
8442 Telephone	149.50	0.00	149.50				0.00
8443 Postage	981.60	1,000.00	-18.40	98.16%	1,000.00	1,000.00	0.00
8445 Insurance	723.00	1,000.00	-277.00	72.30%	800.00	800.00	0.00
8448 QB and Exceed Cloud Computing	899.99	500.00	399.99	180.00%	500.00	500.00	0.00
8449 Computer	165.30	250.00	-84.70	66.12%	250.00	250.00	0.00
8450 Copies	0.00	0.00	0.00		0.00	0.00	0.00
<b>Total 8400 Administration</b>	<b>\$ 4,033.84</b>	<b>\$ 4,250.00</b>	<b>-\$ 216.16</b>	<b>94.91%</b>	<b>\$ 4,050.00</b>	<b>\$ 4,050.00</b>	<b>\$ 0.00</b>
<b>8532 Miscellaneous</b>							
8534 refund	-283.37	0.00	-283.37		0.00	0.00	0.00
Contingency Fund	0.00	0.00	0.00		1,500.00	1,500.00	0.00
<b>Total 8532 Miscellaneous</b>	<b>-\$ 283.37</b>	<b>\$ 0.00</b>	<b>-\$ 283.37</b>		<b>\$ 1,500.00</b>	<b>\$ 1,500.00</b>	<b>\$ 0.00</b>
9010 Bank Service Charges	0.00	500.00	-500.00	0.00%	0.00	0.00	0.00
<b>Total Expenses</b>	<b>\$ 110,425.01</b>	<b>\$ 104,000.00</b>	<b>\$ 6,425.01</b>	<b>106.18%</b>	<b>\$ 101,125.00</b>	<b>\$ 108,925.00</b>	<b>\$ 7,800.00</b>
<b>Net Operating Income</b>	<b>-\$ 928.45</b>	<b>\$ 11,350.00</b>	<b>-\$ 12,278.45</b>	<b>-8.18%</b>	<b>\$ 7,700.00</b>	<b>\$ 13,900.00</b>	<b>\$ 6,200.00</b>
<b>Net Income</b>	<b>-\$ 928.45</b>	<b>\$ 11,350.00</b>	<b>-\$ 12,278.45</b>	<b>-8.18%</b>	<b>\$ 7,700.00</b>	<b>\$ 13,900.00</b>	<b>\$ 6,200.00</b>