

# Holland Community Chorale

## PROFIT AND LOSS BY CLASS

July 1, 2017 - June 1, 2018

|  | CONCERTS      | A GRAND NIGHT FOR SINGING | ADVENTURES IN HARMONY | FALL CONCERT      | HOLIDAY CONCERT   | TULIP TIME      | WINTER CONCERT    | TOTAL CONCERTS     | NOT SPECIFIED      | TOTAL               |
|--|---------------|---------------------------|-----------------------|-------------------|-------------------|-----------------|-------------------|--------------------|--------------------|---------------------|
| <b>Income</b>                                  |               |                           |                       |                   |                   |                 |                   |                    |                    |                     |
| 4000 Direct Contributions                      |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4010 Pianissimo Level                          |               |                           |                       |                   |                   |                 |                   |                    | 461.00             | \$461.00            |
| 4020 Piano Level                               |               |                           |                       |                   |                   |                 |                   |                    | 3,300.00           | \$3,300.00          |
| 4030 Mezzo Piano Level                         |               |                           |                       |                   |                   |                 |                   |                    | 2,100.00           | \$2,100.00          |
| 4040 Forte Level                               |               |                           |                       |                   |                   |                 |                   |                    | 10,000.00          | \$10,000.00         |
| 4050 Mezzo-Forte Level                         |               |                           |                       |                   |                   |                 |                   |                    | 600.00             | \$600.00            |
| 4075 Corporate Contributions                   |               | 8,000.00                  |                       |                   |                   |                 |                   | 8,000.00           | 1,356.43           | \$9,356.43          |
| <b>Total 4000 Direct Contributions</b>         |               | <b>8,000.00</b>           |                       |                   |                   |                 |                   | <b>8,000.00</b>    | <b>17,817.43</b>   | <b>\$25,817.43</b>  |
| 4100 Concert Ticket Sales/Revenue              |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4108 Adventures in Harmony                     |               |                           | 598.16                |                   |                   |                 |                   | 598.16             |                    | \$598.16            |
| 4110 Fall Concert                              |               |                           |                       | 2,025.00          |                   |                 |                   | 2,025.00           |                    | \$2,025.00          |
| 4120 Holiday Concert                           |               |                           |                       |                   | 7,125.00          |                 |                   | 7,125.00           |                    | \$7,125.00          |
| 4136 Winter Concert                            |               |                           |                       |                   | 40.00             |                 | 2,295.00          | 2,335.00           |                    | \$2,335.00          |
| 4150 Tulip Time                                |               |                           |                       |                   |                   | 126.00          |                   | 126.00             |                    | \$126.00            |
| 4190 Season Tickets                            |               |                           |                       | 405.00            | 390.00            | 380.00          | 429.98            | 1,604.98           |                    | \$1,604.98          |
| <b>Total 4100 Concert Ticket Sales/Revenue</b> |               |                           | <b>598.16</b>         | <b>2,430.00</b>   | <b>7,555.00</b>   | <b>506.00</b>   | <b>2,724.98</b>   | <b>13,814.14</b>   |                    | <b>\$13,814.14</b>  |
| 4200 Underwriting                              |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4204 Adventures in Harmony                     |               |                           | 1,530.00              |                   |                   |                 |                   | 1,530.00           |                    | \$1,530.00          |
| 4250 Winter Concert Underwriting               |               |                           |                       |                   |                   |                 | 6,550.00          | 6,550.00           |                    | \$6,550.00          |
| <b>Total 4200 Underwriting</b>                 |               |                           | <b>1,530.00</b>       |                   |                   |                 | <b>6,550.00</b>   | <b>8,080.00</b>    |                    | <b>\$8,080.00</b>   |
| 4300 Grants                                    |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4305 H/Z Community Foundation                  |               |                           |                       |                   |                   |                 |                   |                    | 2,109.00           | \$2,109.00          |
| 4310 Government Grants                         |               |                           |                       |                   |                   |                 |                   |                    | 13,000.00          | \$13,000.00         |
| <b>Total 4300 Grants</b>                       |               |                           |                       |                   |                   |                 |                   |                    | <b>15,109.00</b>   | <b>\$15,109.00</b>  |
| 4500 Fees                                      |               |                           |                       |                   |                   |                 |                   |                    | 13.40              | \$13.40             |
| 4511 Adventures in Harmony                     |               |                           | 730.00                |                   |                   |                 |                   | 730.00             |                    | \$730.00            |
| 4521 CD - Paulus Songs for Seasons             |               |                           |                       |                   |                   |                 |                   |                    | 20.00              | \$20.00             |
| 4530 HC Membership Fee                         |               |                           |                       |                   |                   |                 |                   |                    | 9,950.00           | \$9,950.00          |
| 4531 Uniform/Dress Fee                         |               |                           |                       |                   |                   |                 |                   |                    | 581.20             | \$581.20            |
| 4543 CD-Gospel                                 |               |                           |                       |                   |                   |                 |                   |                    | 24.95              | \$24.95             |
| 4590 Music Rental Revenue                      |               |                           |                       |                   |                   |                 |                   |                    | 38.55              | \$38.55             |
| <b>Total 4500 Fees</b>                         |               |                           | <b>730.00</b>         |                   |                   |                 |                   | <b>730.00</b>      | <b>10,628.10</b>   | <b>\$11,358.10</b>  |
| 4600 Care Fund                                 |               |                           |                       |                   |                   |                 |                   |                    | 46.00              | \$46.00             |
| 4800 Fundraiser                                |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4810 Dickens & Other Perf. Income              |               |                           |                       | 700.00            | 200.00            |                 |                   | 900.00             | 200.00             | \$1,100.00          |
| 4815 A GRAND NIGHT FOR SINGING                 |               | 20,865.00                 |                       |                   |                   |                 |                   | 20,865.00          | -175.00            | \$20,690.00         |
| 4821 Coyle Fd Raiser                           |               |                           |                       |                   |                   |                 |                   |                    | 2,450.00           | \$2,450.00          |
| <b>Total 4800 Fundraiser</b>                   |               | <b>20,865.00</b>          |                       | <b>700.00</b>     | <b>200.00</b>     |                 |                   | <b>21,765.00</b>   | <b>2,475.00</b>    | <b>\$24,240.00</b>  |
| 4999 Uncategorized Income                      |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 4920 Program ad income                         |               |                           |                       | 975.00            | 1,050.00          |                 |                   | 2,025.00           | 1,625.00           | \$3,650.00          |
| <b>Total 4999 Uncategorized Income</b>         |               |                           |                       | <b>975.00</b>     | <b>1,050.00</b>   |                 |                   | <b>2,025.00</b>    | <b>1,625.00</b>    | <b>\$3,650.00</b>   |
| <b>Total Income</b>                            | <b>\$0.00</b> | <b>\$28,865.00</b>        | <b>\$2,858.16</b>     | <b>\$4,105.00</b> | <b>\$8,805.00</b> | <b>\$506.00</b> | <b>\$9,274.98</b> | <b>\$54,414.14</b> | <b>\$47,700.53</b> | <b>\$102,114.67</b> |
| <b>GROSS PROFIT</b>                            | <b>\$0.00</b> | <b>\$28,865.00</b>        | <b>\$2,858.16</b>     | <b>\$4,105.00</b> | <b>\$8,805.00</b> | <b>\$506.00</b> | <b>\$9,274.98</b> | <b>\$54,414.14</b> | <b>\$47,700.53</b> | <b>\$102,114.67</b> |
| <b>Expenses</b>                                |               |                           |                       |                   |                   |                 |                   |                    |                    |                     |
| 8000 Wages/Salaries                            |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 8001 Chorale Manager                           |               |                           |                       |                   |                   |                 |                   |                    | 17,443.68          | \$17,443.68         |
| 8002 Artistic Director                         |               |                           |                       | 7,333.32          | 7,500.00          | 5,000.00        | 7,500.00          | 27,333.32          |                    | \$27,333.32         |
| 8020 HC Contracted Service Fee                 |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 8024 Marketing                                 |               |                           |                       |                   |                   |                 |                   |                    | 2,000.00           | \$2,000.00          |
| 8025.2 Vocal Consultant                        |               |                           |                       | 250.00            | 250.00            | 250.00          | 250.00            | 1,000.00           |                    | \$1,000.00          |
| 8027 Accompanist                               |               | 475.00                    |                       | 1,391.25          | 1,102.50          | 910.00          | 1,365.00          | 5,243.75           | 297.50             | \$5,541.25          |
| <b>Total 8020 HC Contracted Service Fee</b>    |               | <b>475.00</b>             |                       | <b>1,641.25</b>   | <b>1,352.50</b>   | <b>1,160.00</b> | <b>1,615.00</b>   | <b>6,243.75</b>    | <b>2,297.50</b>    | <b>\$8,541.25</b>   |
| 8097 Payroll Expenses                          |               |                           |                       |                   |                   |                 |                   |                    | 60.00              | \$60.00             |
| 8098 Payroll Taxes                             |               |                           |                       |                   |                   |                 |                   |                    | 200.81             | \$200.81            |
| <b>Total 8000 Wages/Salaries</b>               |               | <b>475.00</b>             |                       | <b>8,974.57</b>   | <b>8,852.50</b>   | <b>6,160.00</b> | <b>9,115.00</b>   | <b>33,577.07</b>   | <b>20,001.99</b>   | <b>\$53,579.06</b>  |
| 8100 General Expenses                          |               |                           |                       |                   |                   |                 |                   |                    | 0.00               | \$0.00              |
| 8105 Dues                                      |               |                           |                       |                   |                   |                 |                   |                    | 100.00             | \$100.00            |
| 8110 Permits & Licenses                        |               |                           |                       |                   |                   |                 |                   |                    | 706.69             | \$706.69            |
| 8131 Care Fund Expenses                        |               |                           |                       |                   |                   |                 |                   |                    | 347.30             | \$347.30            |
| 8135 Fund Raising Expense                      |               | 7,514.38                  |                       |                   |                   |                 |                   | 7,514.38           |                    | \$7,514.38          |
| 8140 Office Rent/Storage                       |               |                           |                       |                   |                   |                 |                   |                    | 4,772.00           | \$4,772.00          |
| 8181 Penalties and Interest                    |               |                           |                       |                   |                   |                 |                   |                    | 283.02             | \$283.02            |
| 8183 Group Rate Expense                        |               |                           |                       |                   | 65.00             |                 |                   | 65.00              |                    | \$65.00             |
| 8185 Credit Card Proc & Bank Fees              |               | 100.49                    |                       | 15.04             | 15.05             |                 | 17.08             | 147.66             | 138.34             | \$286.00            |
| <b>Total 8100 General Expenses</b>             |               | <b>7,614.87</b>           |                       | <b>15.04</b>      | <b>80.05</b>      |                 | <b>17.08</b>      | <b>7,727.04</b>    | <b>6,347.35</b>    | <b>\$14,074.39</b>  |
| 8200 Marketing                                 |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 8210 Advertising                               |               |                           |                       |                   | 695.00            |                 | 880.00            | 1,575.00           |                    | \$1,575.00          |
| 8215 Graphic Design Exp.                       |               |                           |                       | 590.00            | 290.00            | 215.00          | 392.50            | 1,487.50           |                    | \$1,487.50          |
| 8220 Printing                                  |               | 171.71                    | 326.93                | 1,517.70          | 1,834.02          | 1,144.00        | 1,988.18          | 6,982.54           |                    | \$6,982.54          |
| <b>Total 8200 Marketing</b>                    |               | <b>171.71</b>             | <b>326.93</b>         | <b>2,107.70</b>   | <b>2,819.02</b>   | <b>1,359.00</b> | <b>3,260.68</b>   | <b>10,045.04</b>   |                    | <b>\$10,045.04</b>  |
| 8300 Concert Production                        |               |                           |                       |                   |                   |                 |                   |                    |                    | \$0.00              |
| 8308 Adv in Harmony Expenses 8308              |               |                           | 5,723.70              |                   |                   |                 |                   | 5,723.70           |                    | \$5,723.70          |
| 8309 Tulip Time Expenses                       |               |                           |                       |                   |                   | 1,100.00        |                   | 1,100.00           |                    | \$1,100.00          |
| 8310 Music                                     |               |                           |                       | 1,127.66          | 959.32            | 243.85          |                   | 2,330.83           |                    | \$2,330.83          |
| 8328 Uniforms                                  |               |                           |                       |                   |                   |                 |                   |                    | 685.93             | \$685.93            |

|                                      | CONCERTS      | A GRAND NIGHT FOR SINGING | ADVENTURES IN HARMONY | FALL CONCERT       | HOLIDAY CONCERT    | TULIP TIME        | WINTER CONCERT     | TOTAL CONCERTS     | NOT SPECIFIED      | TOTAL              |
|--------------------------------------|---------------|---------------------------|-----------------------|--------------------|--------------------|-------------------|--------------------|--------------------|--------------------|--------------------|
| 8330 Facility Rent                   |               |                           |                       |                    |                    |                   | 200.00             | 200.00             |                    | \$200.00           |
| 8338 Rented Equipment                |               | 500.00                    |                       |                    |                    | 250.00            |                    | 750.00             |                    | \$750.00           |
| 8340 Instrumentalists                |               |                           |                       | 175.00             | 900.00             |                   | 3,637.50           | 4,712.50           |                    | \$4,712.50         |
| 8380 Recording/Video Concert         |               |                           |                       | 250.00             | 250.00             |                   | 300.00             | 800.00             |                    | \$800.00           |
| 8390 Tickets                         |               |                           |                       | 60.00              | 60.00              |                   | 60.00              | 180.00             |                    | \$180.00           |
| 8395 Event Supplies                  |               |                           |                       | 34.29              | 67.80              |                   | 43.42              | 145.51             |                    | \$145.51           |
| <b>Total 8300 Concert Production</b> |               | <b>500.00</b>             | <b>5,723.70</b>       | <b>1,646.95</b>    | <b>2,237.12</b>    | <b>1,593.85</b>   | <b>4,240.92</b>    | <b>15,942.54</b>   | <b>685.93</b>      | <b>\$16,628.47</b> |
| 8400 Administration                  |               |                           |                       |                    |                    |                   |                    |                    |                    | \$0.00             |
| 8441 Supplies                        |               | 33.65                     |                       |                    |                    |                   |                    | 33.65              | 1,080.80           | \$1,114.45         |
| 8443 Postage                         |               | 98.00                     |                       |                    |                    |                   | 96.15              | 194.15             | 534.31             | \$728.46           |
| 8445 Insurance                       |               |                           |                       |                    |                    |                   |                    |                    | 723.00             | \$723.00           |
| 8448 QB and Exceed Cloud Computing   |               |                           |                       |                    |                    |                   |                    |                    | 899.99             | \$899.99           |
| 8449 Computer                        |               |                           |                       |                    |                    |                   |                    |                    | 165.30             | \$165.30           |
| <b>Total 8400 Administration</b>     |               | <b>131.65</b>             |                       |                    |                    |                   | <b>96.15</b>       | <b>227.80</b>      | <b>3,403.40</b>    | <b>\$3,631.20</b>  |
| 8532 Miscellaneous                   |               |                           |                       |                    |                    |                   |                    |                    |                    | \$0.00             |
| 8534 refund                          |               |                           |                       |                    |                    |                   |                    |                    | -283.37            | \$ -283.37         |
| <b>Total 8532 Miscellaneous</b>      |               |                           |                       |                    |                    |                   |                    |                    | <b>-283.37</b>     | <b>\$ -283.37</b>  |
| <b>Total Expenses</b>                | <b>\$0.00</b> | <b>\$8,893.23</b>         | <b>\$6,050.63</b>     | <b>\$12,744.26</b> | <b>\$13,988.69</b> | <b>\$9,112.85</b> | <b>\$16,729.83</b> | <b>\$67,519.49</b> | <b>\$30,155.30</b> | <b>\$97,674.79</b> |
| NET OPERATING INCOME                 | \$0.00        | \$19,971.77               | \$ -3,192.47          | \$ -8,639.26       | \$ -5,183.69       | \$ -8,606.85      | \$ -7,454.85       | \$ -13,105.35      | \$17,545.23        | \$4,439.88         |
| NET INCOME                           | \$0.00        | \$19,971.77               | \$ -3,192.47          | \$ -8,639.26       | \$ -5,183.69       | \$ -8,606.85      | \$ -7,454.85       | \$ -13,105.35      | \$17,545.23        | \$4,439.88         |