

Holland Chorale
Budget vs. Actuals: FY19 Budget - FY19 P&L
 July 2018 - March 2019

	March 2019 YTD				Total		
	Actual	Budget	Variance to Budget	Prior Year	Actual	Budget	over Budget
Revenue							
4000 Direct Contributions							
4010 Pianissimo Level	203.15	4,210.00	-4,006.85	431.00	203.15	5,000.00	-4,796.85
4020 Piano Level	2,300.00	0.00	2,300.00	3,300.00	2,300.00	0.00	2,300.00
4030 Mezzo Piano Level	1,452.11	0.00	1,452.11	2,100.00	1,452.11	0.00	1,452.11
4040 Forte Level	5,641.69	9,000.00	-3,358.31	10,000.00	5,641.69	10,000.00	-4,358.31
4050 Mezzo-Forte Level	600.00	0.00	600.00	600.00	600.00	0.00	600.00
4075 Corporate Contributions	1,875.00	2,000.00	-125.00	2,356.43	1,875.00	9,000.00	-7,125.00
4080 Contributed Goods/Services Income				1,000.00			
Total 4000 Direct Contributions	\$ 12,071.95	\$ 15,210.00	-\$ 3,138.05	\$ 19,787.43	\$ 12,071.95	\$ 24,000.00	-\$ 11,928.05
4100 Concert Ticket Sales/Revenue							
4108 Adventures in Harmony	629.26	500.00	129.26	798.16	629.26	500.00	129.26
4110 Fall Concert	1,740.53	2,000.00	-259.47	2,025.00	1,740.53	2,000.00	-259.47
4120 Holiday Concert	4,880.00	7,125.00	-2,245.00	7,125.00	4,880.00	7,125.00	-2,245.00
4136 Winter Concert	2,915.00	2,300.00	615.00	2,335.00	2,915.00	2,300.00	615.00
4150 Tulip Time	92.00	0.00	92.00	0.00	92.00	3,000.00	-2,908.00
4190 Season Tickets	1,382.06	2,000.00	-617.94	1,604.98	1,382.06	2,000.00	-617.94
Total 4100 Concert Ticket Sales/Revenue	\$ 11,638.85	\$ 13,925.00	-\$ 2,286.15	\$ 13,888.14	\$ 11,638.85	\$ 16,925.00	-\$ 5,286.15
4200 Underwriting							
4204 Adventures in Harmony	1,400.00	4,900.00	-3,500.00	1,530.00	1,400.00	4,900.00	-3,500.00
4205 Holiday Concert Underwriting	5,500.00	6,500.00	-1,000.00	0.00	5,500.00	6,500.00	-1,000.00
4220 Fall Concert Underwriting	0.00	5,000.00	-5,000.00	0.00	0.00	5,000.00	-5,000.00
4250 Winter Concert Underwriting	5,000.00	5,500.00	-500.00	6,450.00	5,000.00	5,500.00	-500.00
Total 4200 Underwriting	\$ 11,900.00	\$ 21,900.00	-\$ 10,000.00	\$ 7,980.00	\$ 11,900.00	\$ 21,900.00	-\$ 10,000.00
4300 Grants							
4305 H/Z Community Foundation	2,170.00	2,100.00	70.00	0.00	2,170.00	2,100.00	70.00
4310 Government Grants	12,600.00	9,400.00	3,200.00	9,400.00	12,600.00	12,500.00	100.00
Total 4300 Grants	\$ 14,770.00	\$ 11,500.00	\$ 3,270.00	\$ 9,400.00	\$ 14,770.00	\$ 14,600.00	\$ 170.00
4500 Fees							
4511 Adventures in Harmony	1,250.00	2,000.00	-750.00	530.00	1,250.00	2,000.00	-750.00
4521 CD	35.10	0.00	35.10	32.95	35.10	0.00	35.10
4530 HC Membership Fee	10,800.00	9,850.00	950.00	9,800.00	10,800.00	10,000.00	800.00
4531 Uniform/Dress Fee	1,408.46	600.00	808.46	418.20	1,408.46	800.00	608.46
Total 4500 Fees	\$ 13,493.56	\$ 12,450.00	\$ 1,043.56	\$ 10,794.55	\$ 13,493.56	\$ 12,800.00	\$ 693.56
4600 Care Fund							
4600 Care Fund	206.00	0.00	206.00	0.00	206.00	0.00	206.00
4800 Fundraiser							
4810 Dickens & Other Perf. Income	1,287.00	1,100.00	187.00	1,100.00	1,287.00	1,100.00	187.00
4815 A GRAND NIGHT FOR SINGING	0.00	0.00	0.00	1,900.00	0.00	20,000.00	-20,000.00
4821 Coyle Fd Raiser	2,636.62	2,500.00	136.62	2,450.00	2,636.62	2,500.00	136.62
4830 Fall Fundraiser	4,538.39	5,000.00	-461.61	0.00	4,538.39	5,000.00	-461.61
Total 4800 Fundraiser	\$ 8,462.01	\$ 8,600.00	-\$ 137.99	\$ 5,450.00	\$ 8,462.01	\$ 28,600.00	-\$ 20,137.99
4999 Uncategorized Income							
4920 Program ad income	5,835.00	4,000.00	1,835.00	3,650.00	5,835.00	4,000.00	1,835.00
Total 4999 Uncategorized Income	\$ 5,835.00	\$ 4,000.00	\$ 1,835.00	\$ 3,650.00	\$ 5,835.00	\$ 4,000.00	\$ 1,835.00

	March 2019 YTD				Total		
	Actual	Budget	Variance to		Actual	Budget	over Budget
		Budget	Budget	Prior Year			
Total Revenue	\$ 78,377.37	\$ 87,585.00	-\$ 9,207.63	\$ 70,950.12	\$ 78,377.37	\$ 122,825.00	-\$ 44,447.63
Gross Profit	\$ 78,377.37	\$ 87,585.00	-\$ 9,207.63	\$ 70,950.12	\$ 78,377.37	\$ 122,825.00	-\$ 44,447.63
Expenditures							
8000 Wages/Salaries							
8001 Chorale Manager	13,479.75	11,310.00	2,169.75	15,283.68	13,479.75	15,080.00	-1,600.25
8002 Artistic Director	22,166.62	24,000.00	-1,833.38	22,333.32	22,166.62	32,000.00	-9,833.38
8020 HC Contracted Service Fee	5,200.00	0.00	5,200.00	0.00	5,200.00	0.00	5,200.00
8024 Marketing				2,000.00			
8023 Development Director	2,400.00	6,000.00	-3,600.00	0.00	2,400.00	7,000.00	-4,600.00
8025.2 Vocal Consultant	0.00	1,000.00	-1,000.00	1,000.00	0.00	1,000.00	-1,000.00
8027 Accompanist	3,764.70	3,150.00	614.70	3,491.25	3,764.70	5,000.00	-1,235.30
Total 8020 HC Contracted Service Fee	\$ 11,364.70	\$ 10,150.00	\$ 1,214.70	\$ 6,491.25	\$ 11,364.70	\$ 13,000.00	-\$ 1,635.30
8098 Payroll Taxes	-137.75	0.00	-137.75	260.81	-137.75	0.00	-137.75
Total 8000 Wages/Salaries	\$ 46,873.32	\$ 45,460.00	\$ 1,413.32	\$ 44,369.06	\$ 46,873.32	\$ 60,080.00	-\$ 13,206.68
8100 General Expenses							
8105 Dues	175.00	50.00	125.00	50.00	175.00	100.00	75.00
8110 Permits & Licenses	429.77	775.00	-345.23	706.69	429.77	775.00	-345.23
8125 Artistic Director Expense Acct	0.00	0.00	0.00	0.00	0.00	600.00	-600.00
8131 Care Fund Expenses	104.95	0.00	104.95	347.30	254.95	250.00	4.95
8135 Fund Raising Expense	0.00	0.00	0.00	300.00	0.00	8,500.00	-8,500.00
8140 Office Rent/Storage	720.00	675.00	45.00	3,801.60	720.00	900.00	-180.00
8181 Penalties and Interest				283.02			
8183 Group Rate Expense				65.00			
8185 Credit Card Proc & Bank Fees	409.67	190.00	219.67	177.88	409.67	300.00	109.67
Total 8100 General Expenses	\$ 1,839.39	\$ 1,690.00	\$ 149.39	\$ 5,731.49	\$ 1,989.39	\$ 11,425.00	-\$ 9,435.61
8200 Marketing							
8210 Advertising	1,177.00	3,000.00	-1,823.00	1,575.00	1,177.00	3,000.00	-1,823.00
8215 Graphic Design Exp.	322.50	550.00	-227.50	1,487.50	322.50	1,500.00	-1,177.50
8220 Printing	4,508.83	4,310.00	198.83	6,810.83	4,508.83	5,620.00	-1,111.17
Total 8200 Marketing	\$ 6,008.33	\$ 7,860.00	-\$ 1,851.67	\$ 9,873.33	\$ 6,008.33	\$ 10,120.00	-\$ 4,111.67
8300 Concert Production							
8305 Guest Artists	225.00	500.00	-275.00		225.00	500.00	-275.00
8308 Adv in Harmony Expenses 8308	4,019.73	5,800.00	-1,780.27	5,723.70	4,019.73	5,800.00	-1,780.27
8309 Tulip Time Expenses	680.00	0.00	680.00	1,050.00	680.00	750.00	-70.00
8310 Music	1,157.67	3,130.00	-1,972.33	2,086.98	1,157.67	3,500.00	-2,342.33
8319 Contracted Technician	485.00	500.00	-15.00		485.00	500.00	-15.00
8328 Uniforms	2,307.80	800.00	1,507.80	685.93	2,307.80	800.00	1,507.80
8330 Facility Rent	0.00	2,000.00	-2,000.00	200.00	0.00	2,000.00	-2,000.00
8338 Rented Equipment	0.00	0.00	0.00		500.00	800.00	-300.00
8340 Instrumentalists	3,665.00	5,000.00	-1,335.00	4,712.50	3,665.00	5,000.00	-1,335.00
8350 Programs	0.00	1,200.00	-1,200.00		0.00	1,200.00	-1,200.00
8380 Recording/Video Concert	500.00	750.00	-250.00	750.00	500.00	750.00	-250.00
8381 Concert Photography	50.00	0.00	50.00		50.00	0.00	50.00
8390 Tickets	0.00	150.00	-150.00	180.00	0.00	150.00	-150.00
8395 Event Supplies	179.35	0.00	179.35	145.51	179.35	0.00	179.35
Total 8300 Concert Production	\$ 13,269.55	\$ 19,830.00	-\$ 6,560.45	\$ 15,534.62	\$ 13,769.55	\$ 21,750.00	-\$ 7,980.45
8400 Administration							
8441 Supplies	327.66	1,125.00	-797.34	923.90	327.66	1,500.00	-1,172.34
8443 Postage	263.35	630.00	-366.65	623.46	263.35	1,000.00	-736.65

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		Budget	Budget	Prior Year			
8445 Insurance	799.00	800.00	-1.00	723.00	799.00	800.00	-1.00
8448 QB and Exceed Cloud Computing	0.00	500.00	-500.00	799.99	0.00	500.00	-500.00
8449 Computer	347.35	250.00	97.35	165.30	347.35	250.00	97.35
Total 8400 Administration	\$ 1,737.36	\$ 3,305.00	-\$ 1,567.64	\$ 3,235.65	\$ 1,737.36	\$ 4,050.00	-\$ 2,312.64
8532 Miscellaneous							
8534 refund	200.00	0.00	200.00	-283.37	200.00	0.00	200.00
Total 8532 Miscellaneous	\$ 200.00	\$ 0.00	\$ 200.00	-\$ 283.37	\$ 200.00	\$ 0.00	\$ 200.00
Uncategorized Expense	0.00	0.00	0.00	0.00	0.00	1,500.00	-1,500.00
Total Expenditures	\$ 69,927.95	\$ 78,145.00	-\$ 8,217.05	\$ 78,460.78	\$ 70,577.95	\$ 108,925.00	-\$ 38,347.05
Net Operating Revenue	\$ 8,449.42	\$ 9,440.00	-\$ 990.58	-\$ 7,510.66	\$ 7,799.42	\$ 13,900.00	-\$ 6,100.58
Net Revenue	\$ 8,449.42	\$ 9,440.00	-\$ 990.58	-\$ 7,510.66	\$ 7,799.42	\$ 13,900.00	-\$ 6,100.58

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