

Holland Chorale
Budget vs. Actuals: FY20 Budget - FY20 P&L
 July 2019 - June 2020

	YTD 12/31/2019				Total			
	Actual	Budget	Variance to Budget	YTD 12/31/2018	Actual	Budget	over Budget	% of Budget
Revenue								
4000 Direct Contributions	0.00	10,990.00	-10,990.00	0.00	0.00	22,000.00	-22,000.00	0.00%
4010 Pianissimo Level	750.70	0.00	750.70	161.49	750.70	0.00	750.70	
4020 Piano Level	1,500.00	0.00	1,500.00	2,300.00	1,500.00	0.00	1,500.00	
4030 Mezzo Piano Level	3,300.00	0.00	3,300.00	1,452.11	3,300.00	0.00	3,300.00	
4040 Forte Level	2,000.00	0.00	2,000.00	4,641.69	2,000.00	0.00	2,000.00	
4050 Mezzo-Forte Level	600.00	0.00	600.00	600.00	600.00	0.00	600.00	
4075 Corporate Contributions				625.00				
Total 4000 Direct Contributions	\$ 8,150.70	\$ 10,990.00	-\$ 2,839.30	\$ 9,780.29	\$ 8,150.70	\$ 22,000.00	-\$ 13,849.30	37.05%
4100 Concert Ticket Sales/Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4108 Adventures in Harmony	714.01	600.00	114.01	629.26	714.01	600.00	114.01	119.00%
4110 Fall Concert	0.00	0.00	0.00	1,740.53	0.00	0.00	0.00	
4120 Holiday Concert	4,775.21	7,500.00	-2,724.79	4,880.00	4,775.21	7,500.00	-2,724.79	63.67%
4136 Winter Concert	0.00	0.00	0.00	40.00	0.00	2,500.00	-2,500.00	0.00%
4150 Tulip Time	0.00	0.00	0.00	50.00	0.00	0.00	0.00	
4151 Chanticleer Tickets	380.00	0.00	380.00	0.00	380.00	0.00	380.00	
4190 Season Tickets	1,210.00	4,200.00	-2,990.00	1,382.06	1,210.00	5,000.00	-3,790.00	24.20%
Total 4100 Concert Ticket Sales/Revenue	\$ 7,079.22	\$ 12,300.00	-\$ 5,220.78	\$ 8,721.85	\$ 7,079.22	\$ 15,600.00	-\$ 8,520.78	45.38%
4200 Underwriting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4204 Adventures in Harmony	2,500.00	2,000.00	500.00	1,400.00	2,500.00	2,000.00	500.00	125.00%
4205 Holiday Concert Underwriting	1,971.73	5,000.00	-3,028.27	5,500.00	1,971.73	5,000.00	-3,028.27	39.43%
4220 Fall Concert Underwriting	0.00	5,000.00	-5,000.00	0.00	0.00	5,000.00	-5,000.00	0.00%
4250 Winter Concert Underwriting	0.00	0.00	0.00	0.00	0.00	5,000.00	-5,000.00	0.00%
4285 SEASON SPONSOR	6,500.00	0.00	6,500.00	0.00	6,500.00	0.00	6,500.00	
Total 4200 Underwriting	\$ 10,971.73	\$ 12,000.00	-\$ 1,028.27	\$ 6,900.00	\$ 10,971.73	\$ 17,000.00	-\$ 6,028.27	64.54%
4300 Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4305 H/Z Community Foundation	0.00	0.00	0.00	0.00	0.00	2,000.00	-2,000.00	0.00%
4310 Government Grants	4,100.00	7,000.00	-2,900.00	2,900.00	4,100.00	19,000.00	-14,900.00	21.58%
Total 4300 Grants	\$ 4,100.00	\$ 7,000.00	-\$ 2,900.00	\$ 2,900.00	\$ 4,100.00	\$ 21,000.00	-\$ 16,900.00	19.52%
4500 Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4511 Adventures in Harmony	1,650.00	1,750.00	-100.00	1,250.00	1,650.00	1,750.00	-100.00	94.29%
4530 HC Membership Fee	9,800.00	9,200.00	600.00	8,300.00	9,800.00	10,700.00	-900.00	91.59%
4531 Uniform/Dress Fee	801.92	1,400.00	-598.08	1,124.96	801.92	1,900.00	-1,098.08	42.21%
4535 Other Paid Performances	0.00	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
Total 4500 Fees	\$ 12,251.92	\$ 12,350.00	-\$ 98.08	\$ 10,674.96	\$ 12,251.92	\$ 15,850.00	-\$ 3,598.08	77.30%
4800 Fundraiser	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4810 Dickens & Other Perf. Income	875.00	1,250.00	-375.00	1,287.00	875.00	1,250.00	-375.00	70.00%
4815 A GRAND NIGHT FOR SINGING	0.00	0.00	0.00	0.00	0.00	20,000.00	-20,000.00	0.00%
4821 Coyle Fd Raiser	0.00	0.00	0.00	2,636.62	0.00	0.00	0.00	
4830 Fall Fundraiser	0.00	5,000.00	-5,000.00	4,538.39	0.00	5,000.00	-5,000.00	0.00%
Total 4800 Fundraiser	\$ 875.00	\$ 6,250.00	-\$ 5,375.00	\$ 8,462.01	\$ 875.00	\$ 26,250.00	-\$ 25,375.00	3.33%
4920 Program ad income	6,170.00	6,000.00	170.00	5,835.00	6,170.00	6,000.00	170.00	102.83%
4999 Uncategorized Income	0.00	0.00	0.00	96.00	0.00	0.00	0.00	
4915 CD Sales	36.00	0.00	36.00	22.15	36.00	0.00	36.00	
Total 4999 Uncategorized Income	\$ 36.00	\$ 0.00	\$ 36.00	\$ 118.15	\$ 36.00	\$ 0.00	\$ 36.00	
Total Revenue	\$ 49,634.57	\$ 66,890.00	-\$ 17,255.43	\$ 53,392.26	\$ 49,634.57	\$ 123,700.00	-\$ 74,065.43	40.12%
Gross Profit	\$ 49,634.57	\$ 66,890.00	-\$ 17,255.43	\$ 53,392.26	\$ 49,634.57	\$ 123,700.00	-\$ 74,065.43	40.12%
Expenditures	0.00	0.00	0.00	0.00				
8000 Contracted Labor	0.00	0.00	0.00	-137.75	0.00	0.00	0.00	
8001 Operations Manager	6,796.50	12,600.00	-5,803.50	8,903.25	6,796.50	23,400.00	-16,603.50	29.04%
8002 Artistic Director	16,480.02	16,479.99	0.03	15,999.98	16,480.02	32,960.00	-16,479.98	50.00%
8020 HC Contracted Service Fee	0.00	0.00	0.00	700.00	0.00	0.00	0.00	
8022 Bookkeeper	3,912.50	0.00	3,912.50	0.00	3,912.50	0.00	3,912.50	
8023 Development Director	0.00	3,400.00	-3,400.00	1,000.00	0.00	6,500.00	-6,500.00	0.00%
8025.2 Vocal Consultant	0.00	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
8027 Accompanist	2,665.00	2,856.00	-191.00	2,373.45	2,665.00	5,720.00	-3,055.00	46.59%
Total 8020 HC Contracted Service Fee	\$ 6,577.50	\$ 6,256.00	\$ 321.50	\$ 4,073.45	\$ 6,577.50	\$ 13,220.00	-\$ 6,642.50	49.75%
Total 8000 Contracted Labor	\$ 29,854.02	\$ 35,335.99	-\$ 5,481.97	\$ 28,838.93	\$ 29,854.02	\$ 69,580.00	-\$ 39,725.98	42.91%
8100 General Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8105 Dues	325.00	450.00	-125.00	0.00	325.00	625.00	-300.00	52.00%
8110 Permits & Licenses	281.12	200.00	81.12	186.11	281.12	775.00	-493.88	36.27%

8125 Artistic Director Expense Acct	0.00	0.00	0.00	0.00	0.00	600.00	-600.00	0.00%
8131 Care Fund Expenses (deleted)	0.00	0.00	0.00	55.00	0.00	250.00	-250.00	0.00%
8135 Fund Raising Expense	167.00	0.00	167.00	0.00	167.00	8,500.00	-8,333.00	1.96%
8140 Office Rent/Storage	528.00	450.00	78.00	480.00	528.00	900.00	-372.00	58.67%
8175 Member Materials/Event supplies	42.25	0.00	42.25	0.00	42.25	0.00	42.25	
8185 Credit Card Proc & Bank Fees	79.07	400.00	-320.93	358.92	79.07	500.00	-420.93	15.81%
8184 Pay Pal Fees	121.67	0.00	121.67	0.00	121.67	0.00	121.67	
Total 8185 Credit Card Proc & Bank Fees	\$ 200.74	\$ 400.00	-\$ 199.26	\$ 358.92	\$ 200.74	\$ 500.00	-\$ 299.26	40.15%
Total 8100 General Expenses	\$ 1,544.11	\$ 1,500.00	\$ 44.11	\$ 1,080.03	\$ 1,544.11	\$ 12,150.00	-\$ 10,605.89	12.71%
8200 Marketing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8210 Advertising	200.00	2,000.00	-1,800.00	1,000.00	200.00	3,000.00	-2,800.00	6.67%
8215 Graphic Design Exp.	1,000.00	1,000.00	0.00	210.00	1,000.00	1,500.00	-500.00	66.67%
8220 Printing	6,068.37	4,000.00	2,068.37	1,571.62	6,068.37	6,000.00	68.37	101.14%
Total 8200 Marketing	\$ 7,268.37	\$ 7,000.00	\$ 268.37	\$ 2,781.62	\$ 7,268.37	\$ 10,500.00	-\$ 3,231.63	69.22%
8300 Concert Production	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8305 Guest Artists	0.00	0.00	0.00	75.00	0.00	2,000.00	-2,000.00	0.00%
8308 Adv in Harmony Expenses 8308	3,530.26	4,950.00	-1,419.74	4,019.73	3,530.26	4,950.00	-1,419.74	71.32%
8309 Tulip Time Expenses	620.00	0.00	620.00	680.00	620.00	0.00	620.00	
8310 Music	2,573.19	2,000.00	573.19	509.73	2,573.19	3,500.00	-926.81	73.52%
8319 Contracted Technician	200.00	500.00	-300.00	485.00	200.00	750.00	-550.00	26.67%
8320 Costumes	192.00	0.00	192.00	0.00	192.00	0.00	192.00	
8328 Uniforms	1,003.44	1,400.00	-396.56	1,393.20	1,003.44	1,900.00	-896.56	52.81%
8338 Rented Equipment	50.00	400.00	-350.00	0.00	50.00	800.00	-750.00	6.25%
8340 Instrumentalists	2,611.75	2,000.00	611.75	3,365.00	2,611.75	5,000.00	-2,388.25	52.24%
8350 Programs	0.00	0.00	0.00	2,817.21	0.00	0.00	0.00	
8380 Recording/Video Concert	0.00	1,000.00	-1,000.00	500.00	0.00	1,500.00	-1,500.00	0.00%
8381 Concert Photography	0.00	200.00	-200.00	50.00	0.00	400.00	-400.00	0.00%
8390 Tickets	140.00	0.00	140.00	0.00	140.00	0.00	140.00	
8395 Event Supplies	623.69	300.00	323.69	179.35	623.69	500.00	123.69	124.74%
8396 60th Anniversary - Travel	0.00	0.00	0.00	0.00	0.00	1,200.00	-1,200.00	0.00%
8397 60th Anniversary - Meals	0.00	0.00	0.00	0.00	0.00	2,100.00	-2,100.00	0.00%
Total 8300 Concert Production	\$ 11,544.33	\$ 12,750.00	-\$ 1,205.67	\$ 14,074.22	\$ 11,544.33	\$ 24,600.00	-\$ 13,055.67	46.93%
8400 Administration	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8441 Supplies	107.80	200.00	-92.20	161.69	107.80	500.00	-392.20	21.56%
8443 Postage	652.35	250.00	402.35	206.59	652.35	500.00	152.35	130.47%
8444 Accounting/Audit	175.00	0.00	175.00	0.00	175.00	0.00	175.00	
8445 Insurance	2,225.00	800.00	1,425.00	799.00	2,225.00	800.00	1,425.00	278.13%
8448 QB and Exceed Cloud Computing	0.00	0.00	0.00	0.00	0.00	500.00	-500.00	0.00%
8449 Computer	597.50	500.00	97.50	347.35	597.50	500.00	97.50	119.50%
Total 8400 Administration	\$ 3,757.65	\$ 1,750.00	\$ 2,007.65	\$ 1,514.63	\$ 3,757.65	\$ 2,800.00	\$ 957.65	134.20%
8532 Miscellaneous	40.00	0.00	40.00	0.00	40.00	0.00	40.00	
8533 Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Total 8532 Miscellaneous	\$ 40.00	\$ 0.00	\$ 40.00	\$ 0.00	\$ 40.00	\$ 0.00	\$ 40.00	
Uncategorized Expense	0.00	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
Total Expenditures	\$ 54,008.48	\$ 58,335.99	-\$ 4,327.51	\$ 48,289.43	\$ 54,008.48	\$ 121,130.00	-\$ 67,121.52	44.59%
Net Operating Revenue	-\$ 4,373.91	\$ 8,554.01	-\$ 12,927.92	\$ 5,102.83	-\$ 4,373.91	\$ 2,570.00	-\$ 6,943.91	-170.19%
Other Revenue	0.00	0.00	0.00	0.00	0.00			
8535 Chanticleer	0.00	0.00	0.00	0.00	0.00	1,940.00	-1,940.00	0.00%
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,940.00	-\$ 1,940.00	0.00%
Net Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,940.00	-\$ 1,940.00	0.00%
Net Revenue	-\$ 4,373.91	\$ 8,554.01	-\$ 12,927.92	\$ 5,102.83	-\$ 4,373.91	\$ 4,510.00	-\$ 8,883.91	-96.98%

Budgeted Net revenue	8,554
Shortage in underwriting	(1,028)
Shortage in grants	(2,900)
Shortage in fundraiser	(5,375)
Shortage in donations	(2,839)
Shortage in ticket sales	(5,221)
Decrease in contractors expense	5,482
Decrease in concert production expense	1,206
Increase in admin (primarily insurance - which will offset uncategorized expense)	(2,008)
Other	(245)
Actual net revenue	(4,374)