

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

	January 2020 Year to Date				Total			
	Actual	Budget	over Budget	Prior Year	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
4000 Direct Contributions	0.00	11,020.00	-11,020.00	0.00	0.00	22,000.00	-22,000.00	0.00%
4010 Pianissimo Level	750.70	0.00	750.70	186.49	750.70	0.00	750.70	
4020 Piano Level	2,000.00	0.00	2,000.00	2,300.00	2,000.00	0.00	2,000.00	
4030 Mezzo Piano Level	3,600.00	0.00	3,600.00	1,452.11	3,600.00	0.00	3,600.00	
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	1,250.00	0.00	1,250.00	625.00	1,250.00	0.00	1,250.00	
<b>Total 4000 Direct Contributions</b>	<b>\$ 10,200.70</b>	<b>\$ 11,020.00</b>	<b>-\$ 819.30</b>	<b>\$ 9,805.29</b>	<b>\$ 10,200.70</b>	<b>\$ 22,000.00</b>	<b>-\$ 11,799.30</b>	<b>46.37%</b>
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				1,740.53				
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	60.00	0.00	60.00	220.00	60.00	2,500.00	-2,440.00	2.40%
4150 Tulip Time				50.00				
4151 Chanticleer Tickets	620.00	0.00	620.00	0.00	620.00	0.00	620.00	
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%
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 7,379.22</b>	<b>\$ 12,300.00</b>	<b>-\$ 4,920.78</b>	<b>\$ 8,901.85</b>	<b>\$ 7,379.22</b>	<b>\$ 15,600.00</b>	<b>-\$ 8,220.78</b>	<b>47.30%</b>
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	
<b>Total 4200 Underwriting</b>	<b>\$ 10,971.73</b>	<b>\$ 12,000.00</b>	<b>-\$ 1,028.27</b>	<b>\$ 6,900.00</b>	<b>\$ 10,971.73</b>	<b>\$ 17,000.00</b>	<b>-\$ 6,028.27</b>	<b>64.54%</b>
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%
<b>Total 4300 Grants</b>	<b>\$ 4,100.00</b>	<b>\$ 7,000.00</b>	<b>-\$ 2,900.00</b>	<b>\$ 2,900.00</b>	<b>\$ 4,100.00</b>	<b>\$ 21,000.00</b>	<b>-\$ 16,900.00</b>	<b>19.52%</b>
4500 Fees	0.00	0.00	0.00	96.00	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	13,250.00	10,700.00	2,550.00	8,500.00	13,250.00	10,700.00	2,550.00	123.83%
4531 Uniform/Dress Fee	767.14	1,900.00	-1,132.86	1,224.96	767.14	1,900.00	-1,132.86	40.38%
4535 Other Paid Performances	0.00	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total 4500 Fees</b>	<b>\$ 15,667.14</b>	<b>\$ 14,350.00</b>	<b>\$ 1,317.14</b>	<b>\$ 11,070.96</b>	<b>\$ 15,667.14</b>	<b>\$ 15,850.00</b>	<b>-\$ 182.86</b>	<b>98.85%</b>
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	-1,000.00	0.00	-1,000.00	0.00	-1,000.00	20,000.00	-21,000.00	-5.00%
4821 Coyle Fundraiser	0.00	0.00	0.00	2,636.62				
4830 Fall Fundraiser	0.00	5,000.00	-5,000.00	4,538.39	0.00	5,000.00	-5,000.00	0.00%
<b>Total 4800 Fundraiser</b>	<b>-\$ 125.00</b>	<b>\$ 6,250.00</b>	<b>-\$ 6,375.00</b>	<b>\$ 8,462.01</b>	<b>-\$ 125.00</b>	<b>\$ 26,250.00</b>	<b>-\$ 26,375.00</b>	<b>-0.48%</b>
4915 CD Sales	36.00	0.00	36.00	22.15	36.00	0.00	36.00	
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%
<b>Total Revenue</b>	<b>\$ 54,399.79</b>	<b>\$ 68,920.00</b>	<b>-\$ 14,520.21</b>	<b>\$ 5,857.15</b>	<b>\$ 54,399.79</b>	<b>\$ 123,700.00</b>	<b>-\$ 69,300.21</b>	<b>43.98%</b>
<b>Gross Profit</b>	<b>\$ 54,399.79</b>	<b>\$ 68,920.00</b>	<b>-\$ 14,520.21</b>	<b>\$ 53,897.26</b>	<b>\$ 54,399.79</b>	<b>\$ 123,700.00</b>	<b>-\$ 69,300.21</b>	<b>43.98%</b>
<b>Expenditures</b>	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	8,046.50	14,400.00	-6,353.50	10,239.75	8,046.50	23,400.00	-15,353.50	34.39%
8002 Artistic Director	19,226.69	19,226.66	0.03	17,166.64	19,226.69	32,960.00	-13,733.31	58.33%
8020 HC Contracted Service Fee	0.00	0.00	0.00	2,200.00	0.00	0.00	0.00	
8021.1 Recording Engineer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8022 Bookkeeper	4,557.50	0.00	4,557.50	0.00	4,557.50	0.00	4,557.50	

8023 Development Director	2,400.00	4,000.00	-1,600.00	1,000.00	2,400.00	6,500.00	-4,100.00	36.92%
8025.2 Vocal Consultant	0.00	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
8027 Accompanist	2,815.00	3,193.00	-378.00	2,653.45	2,815.00	5,720.00	-2,905.00	49.21%
<b>Total 8020 HC Contracted Service Fee</b>	<b>\$ 9,772.50</b>	<b>\$ 7,193.00</b>	<b>\$ 2,579.50</b>	<b>\$ 5,853.45</b>	<b>\$ 9,772.50</b>	<b>\$ 13,220.00</b>	<b>-\$ 3,447.50</b>	<b>73.92%</b>
<b>Total 8000 Contracted Labor</b>	<b>\$ 37,045.69</b>	<b>\$ 40,819.66</b>	<b>-\$ 3,773.97</b>	<b>\$ 33,122.09</b>	<b>\$ 37,045.69</b>	<b>\$ 69,580.00</b>	<b>-\$ 32,534.31</b>	<b>53.24%</b>
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	189.77	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	667.00	0.00	667.00	0.00	667.00	8,500.00	-7,833.00	7.85%
8140 Office Rent/Storage	528.00	525.00	3.00	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	145.54	400.00	-254.46	372.99	145.54	500.00	-354.46	29.11%
8184 Pay Pal Fees	121.67	0.00	121.67	0.00	121.67	0.00	121.67	
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 267.21</b>	<b>\$ 400.00</b>	<b>-\$ 132.79</b>	<b>\$ 1,097.76</b>	<b>\$ 267.21</b>	<b>\$ 500.00</b>	<b>-\$ 232.79</b>	<b>53.44%</b>
8187 Accounting Expense	27.94	0.00	27.94	0.00	27.94	0.00	27.94	
<b>Total 8100 General Expenses</b>	<b>\$ 2,138.52</b>	<b>\$ 1,575.00</b>	<b>\$ 563.52</b>	<b>\$ 0.00</b>	<b>\$ 2,138.52</b>	<b>\$ 12,150.00</b>	<b>-\$ 10,011.48</b>	<b>17.60%</b>
8200 Marketing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8210 Advertising	700.00	2,000.00	-1,300.00	1,000.00	700.00	3,000.00	-2,300.00	23.33%
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	6,334.24	4,000.00	2,334.24	4,508.83	6,334.24	6,000.00	334.24	105.57%
<b>Total 8200 Marketing</b>	<b>\$ 8,034.24</b>	<b>\$ 7,000.00</b>	<b>\$ 1,034.24</b>	<b>\$ 5,718.83</b>	<b>\$ 8,034.24</b>	<b>\$ 10,500.00</b>	<b>-\$ 2,465.76</b>	<b>76.52%</b>
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	3,358.58	4,950.00	-1,591.42	4,019.73	3,358.58	4,950.00	-1,591.42	67.85%
8309 Tulip Time Expenses	620.00	0.00	620.00	680.00	620.00	0.00	620.00	
8310 Music	2,960.62	2,000.00	960.62	843.47	2,960.62	3,500.00	-539.38	84.59%
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	1,900.00	-896.56	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%
8380 Recording/Video Concert	1,625.00	1,000.00	625.00	500.00	1,625.00	1,500.00	125.00	108.33%
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%
<b>Total 8300 Concert Production</b>	<b>\$ 13,385.08</b>	<b>\$ 13,250.00</b>	<b>\$ 135.08</b>	<b>\$ 11,590.75</b>	<b>\$ 13,385.08</b>	<b>\$ 24,600.00</b>	<b>-\$ 11,214.92</b>	<b>54.41%</b>
8400 Administration	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8441 Supplies	129.45	300.00	-170.55	161.69	129.45	500.00	-370.55	25.89%
8443 Postage	663.35	300.00	363.35	256.59	663.35	500.00	163.35	132.67%
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%
<b>Total 8400 Administration</b>	<b>\$ 3,790.30</b>	<b>\$ 1,900.00</b>	<b>\$ 1,890.30</b>	<b>\$ 1,564.63</b>	<b>\$ 3,790.30</b>	<b>\$ 2,800.00</b>	<b>\$ 990.30</b>	<b>135.37%</b>
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	
<b>Total 8532 Miscellaneous</b>	<b>\$ 40.00</b>	<b>\$ 0.00</b>	<b>\$ 40.00</b>	<b>\$ 0.00</b>	<b>\$ 40.00</b>	<b>\$ 0.00</b>	<b>\$ 40.00</b>	
Uncategorized Expense	0.00	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total Expenditures</b>	<b>\$ 64,433.83</b>	<b>\$ 64,544.66</b>	<b>-\$ 110.83</b>	<b>\$ 53,094.06</b>	<b>\$ 64,433.83</b>	<b>\$ 121,130.00</b>	<b>-\$ 56,696.17</b>	<b>53.19%</b>
<b>Net Operating Revenue</b>	<b>-\$ 10,034.04</b>	<b>\$ 4,375.34</b>	<b>-\$ 14,409.38</b>	<b>\$ 803.20</b>	<b>-\$ 10,034.04</b>	<b>\$ 2,570.00</b>	<b>-\$ 12,604.04</b>	<b>-390.43%</b>
Other Revenue	0.00	0.00	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%
<b>Total Other Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,940.00</b>	<b>-\$ 1,940.00</b>	<b>0.00%</b>
<b>Net Other Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,940.00</b>	<b>-\$ 1,940.00</b>	<b>0.00%</b>
<b>Net Revenue</b>	<b>-\$ 10,034.04</b>	<b>\$ 4,375.34</b>	<b>-\$ 14,409.38</b>	<b>\$ 803.20</b>	<b>-\$ 10,034.04</b>	<b>\$ 4,510.00</b>	<b>-\$ 14,544.04</b>	<b>-222.48%</b>

(For reference - the Chanticleer budget includes the following items)

**Chanticleer Event**

<b>Underwriting</b>	<b>10,000.00</b>
<b>Ticket Sales</b>	<b>8,000.00</b> (400 tickets @ \$20/ticke
<b>Advertising</b>	<b>(2,000.00)</b>
<b>Chanticleer Fee + Hotel Buyout</b>	<b>(11,500.00)</b>
<b>Facility Rent</b>	<b>(600.00)</b>
<b>Printing/Tickets</b>	<b>(100.00)</b>
<b>Meals</b>	<b>(500.00)</b>
<b>Crew</b>	<b>(360.00)</b>
<b>Instrumentalists</b>	<b>(1,000.00)</b>
<b>Net Income (loss) from Chanticleer Concert</b>	<b>1,940.00</b>

Budgeted Net revenue	4,375
Shortage in underwriting	(1,028)
Shortage in grants	(2,900)
Shortage in fundraiser	(6,375)
Shortage in donations	(819) (\$2,000 better than December)
Shortage in ticket sales	(4,921) (\$300 better than December)
Overage in fees (new members!)	1,317
Decrease in contractors expense	3,774
Increase in admin (primarily insurance - which will offset uncategorized expense)	(1,890)
Increase in marketing/printing	(1,034)
Other	(533)
Actual net revenue	(10,034)