

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

	Total			Total			
	Actual	Budget	over Budget	Actual	Budget	over Budget	% of Budget
Revenue							
4000 Direct Contributions	0.00	12,440.00	-12,440.00	0.00	22,000.00	-22,000.00	0.00%
4010 Pianissimo Level	1,135.47	0.00	1,135.47	1,135.47	0.00	1,135.47	0.00%
4020 Piano Level	2,000.00	0.00	2,000.00	2,000.00	0.00	2,000.00	0.00%
4030 Mezzo Piano Level	3,600.00	0.00	3,600.00	3,600.00	0.00	3,600.00	0.00%
4040 Forte Level	4,200.00	0.00	4,200.00	4,200.00	0.00	4,200.00	0.00%
4050 Mezzo-Forte Level	600.00	0.00	600.00	600.00	0.00	600.00	0.00%
4076 Corporate Contributions.	2,750.00	0.00	2,750.00	2,750.00	0.00	2,750.00	0.00%
Total 4000 Direct Contributions	\$ 14,285.47	\$ 12,440.00	\$ 1,845.47	\$ 14,285.47	\$ 22,000.00	-\$ 7,714.53	64.93%
4100 Concert Ticket Sales/Revenue							
4108 Adventures in Harmony	714.01	600.00	114.01	714.01	600.00	114.01	119.00%
4120 Holiday Concert	4,775.21	7,500.00	-2,724.79	4,775.21	7,500.00	-2,724.79	63.67%
4136 Winter Concert	260.00	0.00	260.00	260.00	2,500.00	-2,240.00	10.40%
4151 Chanticleer Tickets	760.00	0.00	760.00	760.00	0.00	760.00	0.00%
4190 Season Tickets	1,210.00	4,200.00	-2,990.00	1,210.00	5,000.00	-3,790.00	24.20%
Total 4100 Concert Ticket Sales/Revenue	\$ 7,719.22	\$ 12,300.00	-\$ 4,580.78	\$ 7,719.22	\$ 15,600.00	-\$ 7,880.78	49.48%
4200 Underwriting							
4204 Adventures in Harmony	2,500.00	2,000.00	500.00	2,500.00	2,000.00	500.00	125.00%
4205 Holiday Concert Underwriting	6,971.73	5,000.00	1,971.73	6,971.73	5,000.00	1,971.73	139.43%
4220 Fall Concert Underwriting	0.00	5,000.00	-5,000.00	0.00	5,000.00	-5,000.00	0.00%
4250 Winter Concert Underwriting	0.00	0.00	0.00	0.00	5,000.00	-5,000.00	0.00%
4260 Spring Concert Underwriting	0.00	0.00	0.00	7,500.00	0.00	7,500.00	0.00%
Total 4200 Underwriting	\$ 9,471.73	\$ 12,000.00	-\$ 2,528.27	\$ 16,971.73	\$ 17,000.00	-\$ 28.27	99.83%
4300 Grants							
4305 H/Z Community Foundation	0.00	2,000.00	-2,000.00	0.00	2,000.00	-2,000.00	0.00%
4310 Government Grants	17,175.00	19,000.00	-1,825.00	17,175.00	19,000.00	-1,825.00	90.39%
Total 4300 Grants	\$ 17,175.00	\$ 21,000.00	-\$ 3,825.00	\$ 17,175.00	\$ 21,000.00	-\$ 3,825.00	81.79%
4500 Fees							
4511 Adventures in Harmony	1,650.00	1,750.00	-100.00	1,650.00	1,750.00	-100.00	94.29%
4530 HC Membership Fee	13,350.00	10,700.00	2,650.00	13,350.00	10,700.00	2,650.00	124.77%
4531 Uniform/Dress Fee	767.14	1,900.00	-1,132.86	767.14	1,900.00	-1,132.86	40.38%
4535 Other Paid Performances	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
Total 4500 Fees	\$ 15,767.14	\$ 14,350.00	\$ 1,417.14	\$ 15,767.14	\$ 15,850.00	-\$ 82.86	99.48%
4800 Fundraiser							
4810 Dickens & Other Perf. Income	875.00	1,250.00	-375.00	875.00	1,250.00	-375.00	70.00%
4815 A GRAND NIGHT FOR SINGING	-1,000.00	0.00	-1,000.00	-1,000.00	20,000.00	-21,000.00	-5.00%
4830 Fall Fundraiser	0.00	5,000.00	-5,000.00	0.00	5,000.00	-5,000.00	0.00%
Total 4800 Fundraiser	-\$ 125.00	\$ 6,250.00	-\$ 6,375.00	-\$ 125.00	\$ 26,250.00	-\$ 26,375.00	-0.48%
4915 CD Sales	36.00	0.00	36.00	36.00	0.00	36.00	0.00%
4920 Program ad income	6,170.00	6,000.00	170.00	6,170.00	6,000.00	170.00	102.83%
Total Revenue	\$ 70,499.56	\$ 84,340.00	-\$ 13,840.44	\$ 77,999.56	\$ 123,700.00	-\$ 45,700.44	63.06%
Gross Profit	\$ 70,499.56	\$ 84,340.00	-\$ 13,840.44	\$ 77,999.56	\$ 123,700.00	-\$ 45,700.44	63.06%
Expenditures							
8000 Contracted Labor							
8001 Operations Manager	9,565.25	16,200.00	-6,634.75	9,565.25	23,400.00	-13,834.75	40.88%
8002 Artistic Director	21,973.36	21,973.32	0.04	21,973.36	32,960.00	-10,986.64	66.67%
8020 HC Contracted Service Fee							
8022 Bookkeeper	5,007.50	0.00	5,007.50	5,007.50	0.00	5,007.50	0.00%
8023 Development Director	2,400.00	4,500.00	-2,100.00	2,400.00	6,500.00	-4,100.00	36.92%
8025.2 Vocal Consultant	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
8027 Accompanist	2,915.00	3,509.00	-594.00	2,915.00	5,720.00	-2,805.00	50.96%

Total 8020 HC Contracted Service Fee	\$	10,322.50	\$	8,009.00	\$	2,313.50	\$	10,322.50	\$	13,220.00	-\$	2,897.50	78.08%
Total 8000 Contracted Labor	\$	41,861.11	\$	46,182.32	-\$	4,321.21	\$	41,861.11	\$	69,580.00	-\$	27,718.89	60.16%
8100 General Expenses													
8104 Board Development Conf/Meetings		25.00		0.00		25.00		25.00		0.00		25.00	0.00%
8105 Dues		500.00		450.00		50.00		500.00		625.00		-125.00	80.00%
8110 Permits & Licenses		281.12		440.00		-158.88		281.12		775.00		-493.88	36.27%
8125 Artistic Director Expense Acct		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		0.00		250.00		-250.00	0.00%
8135 Fund Raising Expense		834.00		0.00		834.00		834.00		8,500.00		-7,666.00	9.81%
8140 Office Rent/Storage		816.00		600.00		216.00		816.00		900.00		-84.00	90.67%
8175 Member Materials/Event supplies		42.25		0.00		42.25		42.25		0.00		42.25	0.00%
8185 Credit Card Proc & Bank Fees		150.92		400.00		-249.08		150.92		500.00		-349.08	30.18%
8184 Pay Pal Fees		121.67		0.00		121.67		121.67		0.00		121.67	0.00%
Total 8185 Credit Card Proc & Bank Fees	\$	272.59	\$	400.00	-\$	127.41	\$	272.59	\$	500.00	-\$	227.41	54.52%
8187 Accounting Expense		27.94		0.00		27.94		27.94		0.00		27.94	0.00%
Total 8100 General Expenses	\$	2,798.90	\$	1,890.00	\$	908.90	\$	2,798.90	\$	12,150.00	-\$	9,351.10	23.04%
8200 Marketing													
8210 Advertising		700.00		2,000.00		-1,300.00		700.00		3,000.00		-2,300.00	23.33%
8215 Graphic Design Exp.		0.00		1,000.00		-1,000.00		0.00		1,500.00		-1,500.00	0.00%
8220 Printing		7,179.03		4,000.00		3,179.03		7,179.03		6,000.00		1,179.03	119.65%
Total 8200 Marketing	\$	7,879.03	\$	7,000.00	\$	879.03	\$	7,879.03	\$	10,500.00	-\$	2,620.97	75.04%
8300 Concert Production													
8305 Guest Artists		0.00		0.00		0.00		0.00		2,000.00		-2,000.00	0.00%
8308 Adv in Harmony Expenses		4,358.58		4,950.00		-591.42		4,358.58		4,950.00		-591.42	88.05%
8309 Tulip Time Expenses		620.00		0.00		620.00		620.00		0.00		620.00	0.00%
8310 Music		3,126.57		2,000.00		1,126.57		3,126.57		3,500.00		-373.43	89.33%
8319 Contracted Technician		200.00		500.00		-300.00		200.00		750.00		-550.00	26.67%
8320 Costumes		192.00		0.00		192.00		192.00		0.00		192.00	0.00%
8328 Uniforms		1,418.28		1,900.00		-481.72		1,418.28		1,900.00		-481.72	74.65%
8338 Rented Equipment		50.00		400.00		-350.00		50.00		800.00		-750.00	6.25%
8340 Instrumentalists		2,611.75		2,000.00		611.75		2,611.75		5,000.00		-2,388.25	52.24%
8380 Recording/Video Concert		1,625.00		1,000.00		625.00		1,625.00		1,500.00		125.00	108.33%
8381 Concert Photography		0.00		200.00		-200.00		0.00		400.00		-400.00	0.00%
8390 Tickets		140.00		0.00		140.00		140.00		0.00		140.00	0.00%
8395 Event Supplies		623.69		300.00		323.69		623.69		500.00		123.69	124.74%
8396 60th Anniversary - Travel		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		2,100.00		-2,100.00	0.00%
Total 8300 Concert Production	\$	14,965.87	\$	13,250.00	\$	1,715.87	\$	14,965.87	\$	24,600.00	-\$	9,634.13	60.84%
8400 Administration													
8441 Supplies		269.61		300.00		-30.39		269.61		500.00		-230.39	53.92%
8443 Postage		735.12		350.00		385.12		735.12		500.00		235.12	147.02%
8444 Accounting/Audit		175.00		0.00		175.00		175.00		0.00		175.00	0.00%
8445 Insurance		2,225.00		800.00		1,425.00		2,225.00		800.00		1,425.00	278.13%
8448 QB and Exceed Cloud Computing		0.00		0.00		0.00		0.00		500.00		-500.00	0.00%
8449 Computer		597.50		500.00		97.50		597.50		500.00		97.50	119.50%
Total 8400 Administration	\$	4,002.23	\$	1,950.00	\$	2,052.23	\$	4,002.23	\$	2,800.00	\$	1,202.23	142.94%
8532 Miscellaneous		90.00		0.00		90.00		90.00		0.00		90.00	0.00%
8533 Reconciliation Discrepancies		0.00		0.00		0.00		0.00		0.00		0.00	0.00%
Total 8532 Miscellaneous	\$	90.00	\$	0.00	\$	90.00	\$	90.00	\$	0.00	\$	90.00	0.00%
Uncategorized Expense		0.00		0.00		0.00		0.00		1,500.00		-1,500.00	0.00%
Total Expenditures	\$	71,597.14	\$	70,272.32	\$	1,324.82	\$	71,597.14	\$	121,130.00	-\$	49,532.86	59.11%
Net Operating Revenue	-\$	1,097.58	\$	14,067.68	-\$	15,165.26	\$	6,402.42	\$	2,570.00	\$	3,832.42	249.12%
Other Revenue													
8535 Chanticleer		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	\$	1,940.00	-\$	1,940.00	0.00%
Net Other Revenue	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	1,940.00	-\$	1,940.00	0.00%
Net Revenue	-\$	1,097.58	\$	14,067.68	-\$	15,165.26	\$	6,402.42	\$	4,510.00	\$	1,892.42	141.96%

For reference - the Chanticleer budget includes the following items:

Chanticleer Event

Underwriting	10,000	
Ticket Sales	8,000	(400 tickets @ \$20/ticket)
Advertising	2,000	
Chanticleer Fee + Hotel Buyout	11,500	
Facility Rent	600	
Printing/Tickets	100	
Meals	500	
Crew	360	
Instrumentalists	1,000	
Net Income (loss) from Chanticleer Concert	1,940	

Budgeted Net revenue 14,068

*Income	
Overage in underwriting	4,972
Shortage in grants	(3,825)
Shortage in fundraiser	(6,375)
Overage in donations	1,845
Shortage in ticket sales	(4,581)
Overage in fees (new members!)	1,417
*Expense	
Increase in concert production	(1,716)
Decrease in contractors expense	4,321
Increase in admin (primarily insurance - which will offset uncategorized expense)	(2,052)
Increase in marketing/printing	(879)
Increase in general expenses	(793)
Actual net revenue	6,402