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|--|---------------------|---------------------|----------------------|---------------------|---------------------|----------------------|----------------------|----------------|
| 8104 Board Development Conf/Meetings               | 25.00               | 0.00                | 25.00                | 0.00                | 25.00               | 0.00                 | 25.00                |                |
| 8105 Dues  | 500.00              | 625.00              | -125.00              | 175.00              | 500.00              | 625.00               | -125.00              | 80.00%         |
| 8110 Permits & Licenses                            | 281.12              | 440.00              | -158.88              | 429.77              | 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                 | 104.95              | 0.00                | 250.00               | -250.00              | 0.00%          |
| 8135 Fund Raising Expense                          | 834.00              | 0.00                | 834.00               | 0.00                | 834.00              | 8,500.00             | -7,666.00            | 9.81%          |
| 8140 Office Rent/Storage                           | 816.00              | 675.00              | 141.00               | 720.00              | 816.00              | 900.00               | -84.00               | 90.67%         |
| 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                  | 181.12              | 400.00              | -218.88              | 409.67              | 181.12              | 500.00               | -318.88              | 36.22%         |
| 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>\$ 302.79</b>    | <b>\$ 400.00</b>    | <b>-\$ 97.21</b>     | <b>\$ 409.67</b>    | <b>\$ 302.79</b>    | <b>\$ 500.00</b>     | <b>-\$ 197.21</b>    | <b>60.56%</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>\$ 2,829.10</b>  | <b>\$ 2,140.00</b>  | <b>\$ 689.10</b>     | <b>\$ 1,839.39</b>  | <b>\$ 2,829.10</b>  | <b>\$ 12,150.00</b>  | <b>-\$ 9,320.90</b>  | <b>23.28%</b>  |
| 8200 Marketing                                     | 0.00                | 0.00                | 0.00                 | 0.00                | 0.00                | 0.00                 | 0.00                 |                |
| 8210 Advertising                                   | 924.00              | 3,000.00            | -2,076.00            | 1,177.00            | 924.00              | 3,000.00             | -2,076.00            | 30.80%         |
| 8215 Graphic Design Exp.                           | 0.00                | 1,000.00            | -1,000.00            | 322.50              | 0.00                | 1,500.00             | -1,500.00            | 0.00%          |
| 8220 Printing                                      | 7,620.01            | 5,000.00            | 2,620.01             | 4,508.83            | 7,620.01            | 6,000.00             | 1,620.01             | 127.00%        |
| <b>Total 8200 Marketing</b>                        | <b>\$ 8,544.01</b>  | <b>\$ 9,000.00</b>  | <b>-\$ 455.99</b>    | <b>\$ 6,008.33</b>  | <b>\$ 8,544.01</b>  | <b>\$ 10,500.00</b>  | <b>-\$ 1,955.99</b>  | <b>81.37%</b>  |
| 8300 Concert Production                            | 0.00                | 0.00                | 0.00                 | 0.00                | 0.00                | 0.00                 | 0.00                 |                |
| 8305 Guest Artists                                 | 0.00                | 2,000.00            | -2,000.00            | 225.00              | 0.00                | 2,000.00             | -2,000.00            | 0.00%          |
| 8308 Adv in Harmony Expenses                       | 4,358.58            | 4,950.00            | -591.42              | 4,019.73            | 4,358.58            | 4,950.00             | -591.42              | 88.05%         |
| 8309 Tulip Time Expenses                           | 620.00              | 0.00                | 620.00               | 680.00              | 620.00              | 0.00                 | 620.00               |                |
| 8310 Music   | 3,126.57            | 3,500.00            | -373.43              | 1,157.67            | 3,126.57            | 3,500.00             | -373.43              | 89.33%         |
| 8319 Contracted Technician                         | 200.00              | 750.00              | -550.00              | 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                                      | 1,418.28            | 1,900.00            | -481.72              | 2,415.40            | 1,418.28            | 1,900.00             | -481.72              | 74.65%         |
| 8338 Rented Equipment                              | 50.00               | 800.00              | -750.00              | 0.00                | 50.00               | 800.00               | -750.00              | 6.25%          |
| 8340 Instrumentalists                              | 3,211.75            | 5,000.00            | -1,788.25            | 3,665.00            | 3,211.75            | 5,000.00             | -1,788.25            | 64.24%         |
| 8380 Recording/Video Concert                       | 1,625.00            | 1,500.00            | 125.00               | 500.00              | 1,625.00            | 1,500.00             | 125.00               | 108.33%        |
| 8381 Concert Photography                           | 0.00                | 400.00              | -400.00              | 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              | 500.00              | 123.69               | 179.35              | 623.69              | 500.00               | 123.69               | 124.74%        |
| 8396 60th Anniversary - Travel                     | 367.41              | 1,200.00            | -832.59              | 0.00                | 367.41              | 1,200.00             | -832.59              | 30.62%         |
| 8397 60th Anniversary - Meals                      | 144.60              | 2,100.00            | -1,955.40            | 0.00                | 144.60              | 2,100.00             | -1,955.40            | 6.89%          |
| <b>Total 8300 Concert Production</b>               | <b>\$ 16,077.88</b> | <b>\$ 24,600.00</b> | <b>-\$ 8,522.12</b>  | <b>\$ 13,377.15</b> | <b>\$ 16,077.88</b> | <b>\$ 24,600.00</b>  | <b>-\$ 8,522.12</b>  | <b>65.36%</b>  |
| 8400 Administration                                | 0.00                | 0.00                | 0.00                 | 0.00                | 0.00                | 0.00                 | 0.00                 |                |
| 8441 Supplies                                      | 269.61              | 400.00              | -130.39              | 374.72              | 269.61              | 500.00               | -230.39              | 53.92%         |
| 8443 Postage                                       | 758.47              | 400.00              | 358.47               | 263.35              | 758.47              | 500.00               | 258.47               | 151.69%        |
| 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>\$ 4,025.58</b>  | <b>\$ 2,100.00</b>  | <b>\$ 1,925.58</b>   | <b>\$ 1,784.42</b>  | <b>\$ 4,025.58</b>  | <b>\$ 2,800.00</b>   | <b>\$ 1,225.58</b>   | <b>143.77%</b> |
| 8532 Miscellaneous                                 | 90.00               | 0.00                | 90.00                | 0.00                | 90.00               | 0.00                 | 90.00                |                |
| 8533 Reconciliation Discrepancies                  | 0.00                | 0.00                | 0.00                 | 0.00                | 0.00                | 0.00                 | 0.00                 |                |
| <b>Total 8532 Miscellaneous</b>                    | <b>\$ 90.00</b>     | <b>\$ 0.00</b>      | <b>\$ 90.00</b>      | <b>\$ 0.00</b>      | <b>\$ 90.00</b>     | <b>\$ 0.00</b>       | <b>\$ 90.00</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>\$ 79,399.35</b> | <b>\$ 90,089.99</b> | <b>-\$ 10,690.64</b> | <b>\$ 68,382.61</b> | <b>\$ 79,399.35</b> | <b>\$ 121,130.00</b> | <b>-\$ 41,730.65</b> | <b>65.55%</b>  |
| <b>Net Operating Revenue</b>                       | <b>\$ 2,211.04</b>  | <b>\$ 1,750.01</b>  | <b>\$ 461.03</b>     | <b>\$ 9,794.76</b>  | <b>\$ 2,211.04</b>  | <b>\$ 2,570.00</b>   | <b>-\$ 358.96</b>    | <b>86.03%</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>\$ 2,211.04</b>  | <b>\$ 1,750.01</b>  | <b>\$ 461.03</b>     | <b>\$ 9,794.76</b>  | <b>\$ 2,211.04</b>  | <b>\$ 4,510.00</b>   | <b>-\$ 2,298.96</b>  | <b>49.03%</b>  |

|                                 |         |
|---------------------------------|---------|
| Budgeted Net revenue            | 1,750   |
| Overage in donations            | 3,023   |
| Shortage in grants              | (1,687) |
| Shortage in fundraiser          | (6,375) |
| Shortage in ticket sales        | (6,869) |
| Overage in fees (new members!)  | 1,500   |
| Decrease in contractors expense | 4,417   |

|   |              |
|---|--------------|
| Increase in admin (primarily insurance - which will offset uncategorized expense) | (1,925)      |
| Decrease in marketing/printing  | 456          |
| Decrease in concert production  | 8,522        |
| Other   | (601)        |
| Actual net revenue  | <u>2,211</u> |