

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

	April 2020 YTD				Forecast		
	Actual	Budget	Variance to Budget	April 2019 YTD	May	June	July
Revenue							
4000 Direct Contributions	0.00	15,250.00	-15,250.00	0.00			
4010 Pianissimo Level	1,160.47	0.00	1,160.47	203.15			
4020 Piano Level	2,253.00	0.00	2,253.00	2,300.00			
4030 Mezzo Piano Level	3,600.00	0.00	3,600.00	1,952.11			
4040 Forte Level	7,200.00	0.00	7,200.00	5,641.69			
4050 Mezzo-Forte Level	600.00	0.00	600.00	600.00			
4076 Corporate Contributions.	2,750.00	0.00	2,750.00	2,875.00			
<b>Total 4000 Direct Contributions</b>	<b>\$ 17,563.47</b>	<b>\$ 15,250.00</b>	<b>\$ 2,313.47</b>	<b>\$ 13,571.95</b>			
4100 Concert Ticket Sales/Revenue	0.00	0.00	0.00	0.00			
4108 Adventures in Harmony	714.01	600.00	114.01	629.26			
4110 Fall Concert				1,740.53			
4120 Holiday Concert	4,775.21	7,500.00	-2,724.79	4,880.00			
4136 Winter Concert	300.00	2,500.00	-2,200.00	2,915.00			
4147 Spring Concert	171.67	0.00	171.67	0.00			
4150 Tulip Time				92.00			
4151 Chanticleer Tickets	565.00	0.00	565.00	0.00			
4190 Season Tickets	1,210.00	4,200.00	-2,990.00	1,382.06			
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 7,735.89</b>	<b>\$ 14,800.00</b>	<b>-\$ 7,064.11</b>	<b>\$ 11,638.85</b>			
4200 Underwriting	0.00	0.00	0.00	0.00			
4204 Adventures in Harmony	2,500.00	2,000.00	500.00	1,400.00			
4205 Holiday Concert Underwriting	6,971.73	5,000.00	1,971.73	5,500.00			
4220 Fall Concert Underwriting	0.00	5,000.00	-5,000.00	0.00			
4250 Winter Concert Underwriting	0.00	5,000.00	-5,000.00	5,000.00			
4260 Spring Concert Underwriting	7,500.00	0.00	7,500.00	0.00			
<b>Total 4200 Underwriting</b>	<b>\$ 16,971.73</b>	<b>\$ 17,000.00</b>	<b>-\$ 28.27</b>	<b>\$ 11,900.00</b>			
4300 Grants	0.00	0.00	0.00	0.00			
4305 H/Z Community Foundation	2,138.00	2,000.00	138.00	2,170.00			
4310 Government Grants	17,175.00	19,000.00	-1,825.00	12,600.00			
<b>Total 4300 Grants</b>	<b>\$ 19,313.00</b>	<b>\$ 21,000.00</b>	<b>-\$ 1,687.00</b>	<b>\$ 14,770.00</b>			
4500 Fees	0.00	0.00	0.00	0.00			
4511 Adventures in Harmony	1,650.00	1,750.00	-100.00	1,250.00			
4530 HC Membership Fee	13,350.00	10,700.00	2,650.00	10,600.00			
4531 Uniform/Dress Fee	850.30	1,900.00	-1,049.70	1,650.66			
4535 Other Paid Performances	0.00	1,500.00	-1,500.00	0.00			
<b>Total 4500 Fees</b>	<b>\$ 15,850.30</b>	<b>\$ 15,850.00</b>	<b>\$ 0.30</b>	<b>\$ 13,500.66</b>			
4800 Fundraiser	0.00	0.00	0.00	0.00			
4810 Dickens & Other Perf. Income	875.00	1,250.00	-375.00	1,287.00			
4815 A GRAND NIGHT FOR SINGING	-1,000.00	0.00	-1,000.00	1,750.00			
4821 Coyle Fd Raiser				2,636.62			
4830 Fall Fundraiser	0.00	5,000.00	-5,000.00	4,538.39			
<b>Total 4800 Fundraiser</b>	<b>-\$ 125.00</b>	<b>\$ 6,250.00</b>	<b>-\$ 6,375.00</b>	<b>\$ 10,212.01</b>			
4915 CD Sales	36.00	0.00	36.00	35.10			
4920 Program ad income	6,170.00	6,000.00	170.00	6,010.00			
Care Fund	0.00	0.00	0.00	361.40			
<b>Total Revenue</b>	<b>\$ 83,515.39</b>	<b>\$ 96,150.00</b>	<b>-\$ 12,634.61</b>	<b>\$ 81,999.97</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Gross Profit</b>	<b>\$ 83,515.39</b>	<b>\$ 96,150.00</b>	<b>-\$ 12,634.61</b>	<b>\$ 81,999.97</b>			

Expenditures	0.00	0.00	0.00	0.00				
<b>8000 Contracted Labor</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-137.75</b>				
8001 Operations Manager	11,490.25	19,800.00	-8,309.75	15,639.75	1,000.00	1,000.00	1,000.00	
8002 Artistic Director	27,466.70	27,466.66	0.04	20,666.62	2,746.67	2,746.67	2,746.67	
<b>8020 HC Contracted Service Fee</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,450.00</b>				
8022 Bookkeeper	5,607.50	0.00	5,607.50	0.00				
8023 Development Director	5,075.00	5,500.00	-425.00	3,400.00				
8025.2 Vocal Consultant	0.00	0.00	0.00	0.00				
8027 Accompanist	4,615.00	4,530.00	85.00	3,764.70	425.00	425.00	425.00	
<b>Total 8020 HC Contracted Service Fee</b>	<b>\$ 15,297.50</b>	<b>\$ 10,030.00</b>	<b>\$ 5,267.50</b>	<b>\$ 14,614.70</b>				
<b>Total 8000 Contracted Labor</b>	<b>\$ 54,254.45</b>	<b>\$ 57,296.66</b>	<b>-\$ 3,042.21</b>	<b>\$ 50,783.32</b>				
<b>8100 General Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>				
8104 Board Development Conf/Meetings	25.00	0.00	25.00	0.00				
8105 Dues	500.00	625.00	-125.00	175.00				
8110 Permits & Licenses	281.12	440.00	-158.88	429.77		285.00		
8125 Artistic Director Expense Acct	0.00	0.00	0.00	0.00		600.00		
8131 Care Fund Expenses (deleted)	0.00	0.00	0.00	292.90				
8135 Fund Raising Expense	834.00	0.00	834.00	0.00				
8140 Office Rent/Storage	816.00	750.00	66.00	720.00	100.00	100.00	100.00	
8175 Member Materials/Event supplies	42.25	0.00	42.25	0.00				
8185 Credit Card Proc & Bank Fees	177.41	400.00	-222.59	418.57				
8184 Pay Pal Fees	165.47	0.00	165.47	0.00				
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 342.88</b>	<b>\$ 400.00</b>	<b>-\$ 57.12</b>	<b>\$ 418.57</b>				
8187 Accounting Expense	27.94	0.00	27.94	0.00				
<b>Total 8100 General Expenses</b>	<b>\$ 2,869.19</b>	<b>\$ 2,215.00</b>	<b>\$ 654.19</b>	<b>\$ 2,036.24</b>				
<b>8200 Marketing</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>				
8210 Advertising	1,358.00	3,000.00	-1,642.00	1,677.00				
8215 Graphic Design Exp.	0.00	1,500.00	-1,500.00	322.50				
8220 Printing	7,620.01	5,000.00	2,620.01	4,508.83				
<b>Total 8200 Marketing</b>	<b>\$ 8,978.01</b>	<b>\$ 9,500.00</b>	<b>-\$ 521.99</b>	<b>\$ 6,508.33</b>				
<b>8300 Concert Production</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>				
8305 Guest Artists	0.00	2,000.00	-2,000.00	225.00				
8308 Adv in Harmony Expenses	4,358.58	4,950.00	-591.42	4,019.73				
8309 Tulip Time Expenses	620.00	0.00	620.00	680.00				
8310 Music	3,444.74	3,500.00	-55.26	1,301.45				
8319 Contracted Technician	200.00	750.00	-550.00	485.00				
8320 Costumes	192.00	0.00	192.00	0.00				
8328 Uniforms	1,418.28	1,900.00	-481.72	2,415.40				
8338 Rented Equipment	50.00	800.00	-750.00	500.00				
8340 Instrumentalists	3,211.75	5,000.00	-1,788.25	3,665.00				
8380 Recording/Video Concert	775.00	1,500.00	-725.00	750.00				
8381 Concert Photography	0.00	400.00	-400.00	50.00				
8390 Tickets	140.00	0.00	140.00	0.00				
8395 Event Supplies	623.69	500.00	123.69	179.35				
8396 60th Anniversary - Travel	367.41	1,200.00	-832.59	0.00				
8397 60th Anniversary - Meals	144.60	2,100.00	-1,955.40	0.00				
<b>Total 8300 Concert Production</b>	<b>\$ 15,546.05</b>	<b>\$ 24,600.00</b>	<b>-\$ 9,053.95</b>	<b>\$ 14,270.93</b>				
<b>8400 Administration</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>				
8441 Supplies	315.18	400.00	-84.82	374.72				
8443 Postage	758.47	450.00	308.47	263.35				
8444 Accounting/Audit	175.00	0.00	175.00	0.00				
8445 Insurance	2,225.00	800.00	1,425.00	799.00				
8448 QB and Exceed Cloud Computing	0.00	500.00	-500.00	50.00				
8449 Computer	597.50	500.00	97.50	347.35				
<b>Total 8400 Administration</b>	<b>\$ 4,071.15</b>	<b>\$ 2,650.00</b>	<b>\$ 1,421.15</b>	<b>\$ 1,834.42</b>				
8532 Miscellaneous	90.00	0.00	90.00	0.00				

<b>8533 Reconciliation Discrepancies</b>	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>Uncategorized Expense</b>	0.00	0.00	0.00	0.00				
<b>Total Expenditures</b>	<b>\$ 85,808.85</b>	<b>\$ 96,261.66</b>	<b>-\$ 10,452.81</b>	<b>\$ 75,433.24</b>				
<b>Net Operating Revenue</b>	<b>-\$ 2,293.46</b>	<b>-\$ 111.66</b>	<b>-\$ 2,181.80</b>	<b>\$ 6,566.73</b>				
<b>Other Revenue</b>	0.00	0.00	0.00	0.00				
<b>8535 Chanticleer</b>	0.00	0.00	0.00	0.00				
<b>Total Other Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>				
<b>Net Other Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>				
<b>Net Revenue</b>	<b>-\$ 2,293.46</b>	<b>-\$ 111.66</b>	<b>-\$ 2,181.80</b>	<b>\$ 6,566.73</b>				
					<b>-\$ 4,271.67</b>	<b>-\$ 5,156.67</b>	<b>-\$ 4,271.67</b>	

<b>Cash - beginning of month</b>	25,009.17	20,737.50	15,580.83
<b>Cash - end of month</b>	<b>\$ 20,737.50</b>	<b>\$ 15,580.83</b>	<b>\$ 11,309.16</b>

Saturday, May 02, 2020 08:41:18 AM GMT-7 - Accrual Basis

Budgeted Net revenue	(112)
Overage in donations	2,313
Shortage in grants	(1,687)
Shortage in fundraiser	(6,375)
Shortage in ticket sales	(7,064)
Decrease in contractors expense	3,042
Increase in admin (primarily insurance - which will offset uncategorized expense)	(1,421)
Decrease in marketing/printing	522
Decrease in concert production	9,054 (mostly due to 60th anniversary concert)
Other	(565)
<b>Actual net revenue</b>	<b>(2,293)</b>