

**Holland Chorale**  
**Budget vs. Actuals: FY22 Budget - FY22 P&L**  
 July 2021 - June 2022

	November 2021 YTD			Total			
	Actual	Budget	Variance to Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>							
4000 Direct Contributions	0.00	10,800.00	-10,800.00	0.00	22,800.00	-22,800.00	0.00%
4010 Pianissimo Level	384.88	0.00	384.88	384.88	0.00	384.88	
4020 Piano Level	2,150.00	0.00	2,150.00	2,250.00	0.00	2,250.00	
4030 Mezzo Piano Level	2,650.00	0.00	2,650.00	2,650.00	0.00	2,650.00	
4040 Forte Level	3,194.00	0.00	3,194.00	3,194.00	0.00	3,194.00	
4076 Corporate Contributions.	1,275.52	0.00	1,275.52	1,275.52	0.00	1,275.52	
<b>Total 4000 Direct Contributions</b>	<b>\$ 9,654.40</b>	<b>\$ 10,800.00</b>	<b>-\$ 1,145.60</b>	<b>\$ 9,754.40</b>	<b>\$ 22,800.00</b>	<b>-\$ 13,045.60</b>	<b>42.78%</b>
4100 Concert Ticket Sales/Revenue	0.00	0.00	0.00	0.00	0.00	0.00	
4108 Adventures in Harmony	0.00	700.00	-700.00	0.00	700.00	-700.00	0.00%
4120 Holiday Concert	1,800.00	0.00	1,800.00	1,967.64	4,800.00	-2,832.36	40.99%
4136 Winter Concert	0.00	0.00	0.00	0.00	2,500.00	-2,500.00	0.00%
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 1,800.00</b>	<b>\$ 700.00</b>	<b>\$ 1,100.00</b>	<b>\$ 1,967.64</b>	<b>\$ 8,000.00</b>	<b>-\$ 6,032.36</b>	<b>24.60%</b>
4200 Underwriting	0.00	0.00	0.00	0.00	0.00	0.00	
4204 Adventures in Harmony	0.00	5,000.00	-5,000.00	0.00	5,000.00	-5,000.00	0.00%
4205 Holiday Concert Underwriting	0.00	0.00	0.00	0.00	7,500.00	-7,500.00	0.00%
4240 GNFS 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	7,500.00	-7,500.00	0.00%
4285 SEASON SPONSOR	7,500.00	7,500.00	0.00	7,500.00	15,000.00	-7,500.00	50.00%
<b>Total 4200 Underwriting</b>	<b>\$ 7,500.00</b>	<b>\$ 17,500.00</b>	<b>-\$ 10,000.00</b>	<b>\$ 7,500.00</b>	<b>\$ 40,000.00</b>	<b>-\$ 32,500.00</b>	<b>18.75%</b>
4300 Grants	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	2,300.00	-2,300.00	0.00%
4310 Government Grants	0.00	0.00	0.00	0.00	10,750.00	-10,750.00	0.00%
<b>Total 4300 Grants</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 13,050.00</b>	<b>-\$ 13,050.00</b>	<b>0.00%</b>
4500 Fees	0.00	0.00	0.00	0.00	0.00	0.00	
4511 Adventures in Harmony	10.00	2,000.00	-1,990.00	10.00	2,000.00	-1,990.00	0.50%
4530 HC Membership Fee	6,050.00	3,000.00	3,050.00	6,125.00	6,000.00	125.00	102.08%
4531 Uniform/Dress Fee	0.00	0.00	0.00	0.00	1,200.00	-1,200.00	0.00%
4535 Other Paid Performances	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total 4500 Fees</b>	<b>\$ 6,060.00</b>	<b>\$ 5,000.00</b>	<b>\$ 1,060.00</b>	<b>\$ 6,135.00</b>	<b>\$ 10,700.00</b>	<b>-\$ 4,565.00</b>	<b>57.34%</b>
4800 Fundraiser	0.00	0.00	0.00	0.00	0.00	0.00	
4810 Dickens & Other Perf. Income	625.00	0.00	625.00	750.00	800.00	-50.00	93.75%
4815 A GRAND NIGHT FOR SINGING	14,725.00	15,000.00	-275.00	14,725.00	15,000.00	-275.00	98.17%
<b>Total 4800 Fundraiser</b>	<b>\$ 15,350.00</b>	<b>\$ 15,000.00</b>	<b>\$ 350.00</b>	<b>\$ 15,475.00</b>	<b>\$ 15,800.00</b>	<b>-\$ 325.00</b>	<b>97.94%</b>
4920 Program ad income	1,400.00	3,200.00	-1,800.00	1,400.00	4,000.00	-2,600.00	35.00%
Sales	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Total Revenue</b>	<b>\$ 41,764.40</b>	<b>\$ 52,200.00</b>	<b>-\$ 10,435.60</b>	<b>\$ 42,232.04</b>	<b>\$ 114,350.00</b>	<b>-\$ 72,117.96</b>	<b>36.93%</b>
<b>Gross Profit</b>	<b>\$ 41,764.40</b>	<b>\$ 52,200.00</b>	<b>-\$ 10,435.60</b>	<b>\$ 42,232.04</b>	<b>\$ 114,350.00</b>	<b>-\$ 72,117.96</b>	<b>36.93%</b>
<b>Expenditures</b>							
8000 Contracted Labor	0.00	0.00	0.00	0.00	0.00	0.00	
8001 Operations Manager	7,145.62	8,111.25	-965.63	7,145.62	19,310.00	-12,164.38	37.00%
8002 Artistic Director	14,145.85	14,145.85	0.00	14,145.85	33,950.04	-19,804.19	41.67%
8020 HC Contracted Service Fee	0.00	0.00	0.00	0.00	0.00	0.00	
8025.2 Vocal Consultant	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
8027 Accompanist	2,604.15	2,604.15	0.00	2,604.15	6,249.96	-3,645.81	41.67%
<b>Total 8020 HC Contracted Service Fee</b>	<b>\$ 2,604.15</b>	<b>\$ 2,604.15</b>	<b>\$ 0.00</b>	<b>\$ 2,604.15</b>	<b>\$ 7,249.96</b>	<b>-\$ 4,645.81</b>	<b>35.92%</b>
<b>Total 8000 Contracted Labor</b>	<b>\$ 23,895.62</b>	<b>\$ 24,861.25</b>	<b>-\$ 965.63</b>	<b>\$ 23,895.62</b>	<b>\$ 60,510.00</b>	<b>-\$ 36,614.38</b>	<b>39.49%</b>
8100 General Expenses				0.00	0.00	0.00	
8105 Dues	117.76	100.00	17.76	117.76	800.00	-682.24	14.72%
8110 Permits & Licenses	250.00	200.00	50.00	300.00	750.00	-450.00	40.00%
8125 Artistic Director Expense Acct	0.00	0.00	0.00	0.00	600.00	-600.00	0.00%
8135 Fund Raising Expense	8,171.70	12,500.00	-4,328.30	8,171.70	12,500.00	-4,328.30	65.37%
8140 Office Rent/Storage	300.00	375.00	-75.00	300.00	900.00	-600.00	33.33%

	November 2021 YTD			Total			
	Actual	Budget	Variance to Budget	Actual	Budget	over Budget	% of Budget
8175 Member Materials/Event supplies	0.00	150.00	-150.00	0.00	250.00	-250.00	0.00%
8185 Credit Card Proc & Bank Fees	35.88	250.00	-214.12	35.88	550.00	-514.12	6.52%
8184 Pay Pal Fees	311.74	0.00	311.74	336.20	0.00	336.20	
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 347.62</b>	<b>\$ 250.00</b>	<b>\$ 97.62</b>	<b>\$ 372.08</b>	<b>\$ 550.00</b>	<b>-\$ 177.92</b>	<b>67.65%</b>
<b>Total 8100 General Expenses</b>	<b>\$ 9,187.08</b>	<b>\$ 13,575.00</b>	<b>-\$ 4,387.92</b>	<b>\$ 9,261.54</b>	<b>\$ 16,350.00</b>	<b>-\$ 7,088.46</b>	<b>56.65%</b>
8200 Marketing	0.00	0.00	0.00	0.00	0.00	0.00	
8210 Advertising	24.00	500.00	-476.00	24.00	1,500.00	-1,476.00	1.60%
8220 Printing	1,719.05	1,000.00	719.05	1,719.05	2,500.00	-780.95	68.76%
<b>Total 8200 Marketing</b>	<b>\$ 1,743.05</b>	<b>\$ 1,500.00</b>	<b>\$ 243.05</b>	<b>\$ 1,743.05</b>	<b>\$ 4,000.00</b>	<b>-\$ 2,256.95</b>	<b>43.58%</b>
8300 Concert Production	0.00	0.00	0.00	0.00	0.00	0.00	
8305 Guest Artists	0.00	0.00	0.00	0.00	500.00	-500.00	0.00%
8308 Adv in Harmony Expenses	0.00	6,005.00	-6,005.00	0.00	6,005.00	-6,005.00	0.00%
8310 Music	1,512.92	500.00	1,012.92	1,512.92	1,000.00	512.92	151.29%
8319 Contracted Technician	0.00	0.00	0.00	0.00	1,025.00	-1,025.00	0.00%
8320 Costumes	0.00	0.00	0.00	0.00	200.00	-200.00	0.00%
8328 Uniforms	733.08	0.00	733.08	733.08	1,200.00	-466.92	61.09%
8338 Rented Equipment	0.00	0.00	0.00	0.00	500.00	-500.00	0.00%
8340 Instrumentalists	0.00	0.00	0.00	0.00	3,500.00	-3,500.00	0.00%
8380 Recording/Video Concert	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
8381 Concert Photography	0.00	0.00	0.00	0.00	750.00	-750.00	0.00%
8395 Event Supplies	645.00	0.00	645.00	645.00	0.00	645.00	
<b>Total 8300 Concert Production</b>	<b>\$ 2,891.00</b>	<b>\$ 6,505.00</b>	<b>-\$ 3,614.00</b>	<b>\$ 2,891.00</b>	<b>\$ 15,680.00</b>	<b>-\$ 12,789.00</b>	<b>18.44%</b>
8400 Administration	0.00	0.00	0.00	0.00	0.00	0.00	
8441 Supplies	164.77	200.00	-35.23	164.77	500.00	-335.23	32.95%
8442 Telephone	0.00	0.00	0.00	0.00	175.00	-175.00	0.00%
8443 Postage	728.03	200.00	528.03	728.03	500.00	228.03	145.61%
8444 Accounting/Audit	200.00	200.00	0.00	200.00	200.00	0.00	100.00%
8445 Insurance	1,894.00	2,000.00	-106.00	1,894.00	2,000.00	-106.00	94.70%
8449 Computer	654.91	200.00	454.91	654.91	750.00	-95.09	87.32%
<b>Total 8400 Administration</b>	<b>\$ 3,641.71</b>	<b>\$ 2,800.00</b>	<b>\$ 841.71</b>	<b>\$ 3,641.71</b>	<b>\$ 4,125.00</b>	<b>-\$ 483.29</b>	<b>88.28%</b>
Uncategorized Expense	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total Expenditures</b>	<b>\$ 41,358.46</b>	<b>\$ 49,241.25</b>	<b>-\$ 7,882.79</b>	<b>\$ 41,432.92</b>	<b>\$ 102,165.00</b>	<b>-\$ 60,732.08</b>	<b>40.55%</b>
<b>Net Operating Revenue</b>	<b>\$ 405.94</b>	<b>\$ 2,958.75</b>	<b>-\$ 2,552.81</b>	<b>\$ 799.12</b>	<b>\$ 12,185.00</b>	<b>-\$ 11,385.88</b>	<b>6.56%</b>
<b>Net Revenue</b>	<b>\$ 405.94</b>	<b>\$ 2,958.75</b>	<b>-\$ 2,552.81</b>	<b>\$ 799.12</b>	<b>\$ 12,185.00</b>	<b>-\$ 11,385.88</b>	<b>6.56%</b>

Budgeted Net Revenue, YTD	\$ 2,958.75	
Contributions	-\$ 1,145.60	
AiH (Donations, Underwriting, Fees, net of Expenses)	-\$ 1,685.00	
Holiday Concert	\$ 1,800.00	Not budgeted in YTD, so timing
Underwriting, GNFS	-\$ 5,000.00	
Membership Fee	\$ 3,050.00	Most seem to be paying dues for whole season. Budgeted more paying in 2nd semester, so timing
Program Ad	-\$ 1,800.00	
Other Income	\$ 350.00	
Contractor Expenses	\$ 965.63	
General expenses	\$ 4,387.92	Primarily lower fundraising costs for GNFS
Marketing	-\$ 243.05	
Concert production	-\$ 2,391.00	Music - which is offset by donation on behalf of Brian Carder, uniforms that will be offset by reimbursement, and member reunion which is offset by donations
Administration	-\$ 841.71	
	<b>\$ 405.94</b>	