

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

	December 2021 YTD			Total			
	Actual	Budget	Variance to Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>							
4000 Direct Contributions	0.00	13,300.00	-13,300.00	0.00	22,800.00	-22,800.00	0.00%
4010 Pianissimo Level	579.88	0.00	579.88	579.88	0.00	579.88	
4020 Piano Level	2,650.00	0.00	2,650.00	2,650.00	0.00	2,650.00	
4030 Mezzo Piano Level	6,850.00	0.00	6,850.00	6,850.00	0.00	6,850.00	
4040 Forte Level	4,194.00	0.00	4,194.00	4,194.00	0.00	4,194.00	
4050 Mezzo-Forte Level	750.00	0.00	750.00	750.00	0.00	750.00	
4060 Fortissimo Level	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00	
4076 Corporate Contributions.	7,655.52	0.00	7,655.52	7,655.52	0.00	7,655.52	
<b>Total 4000 Direct Contributions</b>	<b>\$ 27,679.40</b>	<b>\$ 13,300.00</b>	<b>\$ 14,379.40</b>	<b>\$ 27,679.40</b>	<b>\$ 22,800.00</b>	<b>\$ 4,879.40</b>	<b>121.40%</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	4,527.64	4,800.00	-272.36	4,527.64	4,800.00	-272.36	94.33%
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>\$ 4,527.64</b>	<b>\$ 5,500.00</b>	<b>-\$ 972.36</b>	<b>\$ 4,527.64</b>	<b>\$ 8,000.00</b>	<b>-\$ 3,472.36</b>	<b>56.60%</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	7,500.00	-7,500.00	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>\$ 25,000.00</b>	<b>-\$ 17,500.00</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	2,250.00	2,250.00	0.00	2,250.00	10,750.00	-8,500.00	20.93%
<b>Total 4300 Grants</b>	<b>\$ 2,250.00</b>	<b>\$ 2,250.00</b>	<b>\$ 0.00</b>	<b>\$ 2,250.00</b>	<b>\$ 13,050.00</b>	<b>-\$ 10,800.00</b>	<b>17.24%</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	6,125.00	3,500.00	2,625.00	6,125.00	6,000.00	125.00	102.08%
4531 Uniform/Dress Fee	254.06	600.00	-345.94	254.06	1,200.00	-945.94	21.17%
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>\$ 6,389.06</b>	<b>\$ 6,100.00</b>	<b>\$ 289.06</b>	<b>\$ 6,389.06</b>	<b>\$ 10,700.00</b>	<b>-\$ 4,310.94</b>	<b>59.71%</b>
4800 Fundraiser	0.00	0.00	0.00	0.00	0.00	0.00	
4810 Dickens & Other Perf. Income	937.50	800.00	137.50	937.50	800.00	137.50	117.19%
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>\$ 15,662.50</b>	<b>\$ 15,800.00</b>	<b>-\$ 137.50</b>	<b>\$ 15,662.50</b>	<b>\$ 15,800.00</b>	<b>-\$ 137.50</b>	<b>99.13%</b>
4920 Program ad income	1,600.00	3,600.00	-2,000.00	1,600.00	4,000.00	-2,400.00	40.00%
Sales	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Total Revenue</b>	<b>\$ 65,608.60</b>	<b>\$ 71,550.00</b>	<b>-\$ 5,941.40</b>	<b>\$ 65,608.60</b>	<b>\$ 114,350.00</b>	<b>-\$ 48,741.40</b>	<b>57.38%</b>
<b>Gross Profit</b>	<b>\$ 65,608.60</b>	<b>\$ 71,550.00</b>	<b>-\$ 5,941.40</b>	<b>\$ 65,608.60</b>	<b>\$ 114,350.00</b>	<b>-\$ 48,741.40</b>	<b>57.38%</b>
<b>Expenditures</b>							
8000 Contracted Labor	0.00	0.00	0.00	0.00	0.00	0.00	
8001 Operations Manager	8,439.56	9,656.25	-1,216.69	8,439.56	19,310.00	-10,870.44	43.71%
8002 Artistic Director	16,975.02	16,975.02	0.00	16,975.02	33,950.04	-16,975.02	50.00%
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	3,124.98	3,124.98	0.00	3,124.98	6,249.96	-3,124.98	50.00%
<b>Total 8020 HC Contracted Service Fee</b>	<b>\$ 3,124.98</b>	<b>\$ 3,124.98</b>	<b>\$ 0.00</b>	<b>\$ 3,124.98</b>	<b>\$ 7,249.96</b>	<b>-\$ 4,124.98</b>	<b>43.10%</b>
<b>Total 8000 Contracted Labor</b>	<b>\$ 28,539.56</b>	<b>\$ 29,756.25</b>	<b>-\$ 1,216.69</b>	<b>\$ 28,539.56</b>	<b>\$ 60,510.00</b>	<b>-\$ 31,970.44</b>	<b>47.17%</b>
8100 General Expenses	0.00	0.00	0.00	0.00	0.00	0.00	
8105 Dues	117.76	200.00	-82.24	117.76	800.00	-682.24	14.72%
8110 Permits & Licenses	640.00	350.00	290.00	640.00	750.00	-110.00	85.33%
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	450.00	-150.00	300.00	900.00	-600.00	33.33%
8175 Member Materials/Event supplies	200.00	150.00	50.00	200.00	250.00	-50.00	80.00%

	December 2021 YTD			Total			
	Actual	Budget	Variance to Budget	Actual	Budget	over Budget	% of Budget
8185 Credit Card Proc & Bank Fees	-13.70	295.00	-308.70	-13.70	550.00	-563.70	-2.49%
8184 Pay Pal Fees	420.31	0.00	420.31	420.31	0.00	420.31	
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 406.61</b>	<b>\$ 295.00</b>	<b>\$ 111.61</b>	<b>\$ 406.61</b>	<b>\$ 550.00</b>	<b>-\$ 143.39</b>	<b>73.93%</b>
<b>Total 8100 General Expenses</b>	<b>\$ 9,836.07</b>	<b>\$ 13,945.00</b>	<b>-\$ 4,108.93</b>	<b>\$ 9,836.07</b>	<b>\$ 16,350.00</b>	<b>-\$ 6,513.93</b>	<b>60.16%</b>
8200 Marketing	0.00	0.00	0.00	0.00	0.00	0.00	
8210 Advertising	24.00	1,000.00	-976.00	24.00	1,500.00	-1,476.00	1.60%
8220 Printing	1,966.65	1,500.00	466.65	1,966.65	2,500.00	-533.35	78.67%
<b>Total 8200 Marketing</b>	<b>\$ 1,990.65</b>	<b>\$ 2,500.00</b>	<b>-\$ 509.35</b>	<b>\$ 1,990.65</b>	<b>\$ 4,000.00</b>	<b>-\$ 2,009.35</b>	<b>49.77%</b>
8300 Concert Production	0.00	0.00	0.00	0.00	0.00	0.00	
8305 Guest Artists	300.00	250.00	50.00	300.00	500.00	-200.00	60.00%
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	2,545.41	1,000.00	1,545.41	2,545.41	1,000.00	1,545.41	254.54%
8319 Contracted Technician	100.00	500.00	-400.00	100.00	1,025.00	-925.00	9.76%
8320 Costumes	0.00	200.00	-200.00	0.00	200.00	-200.00	0.00%
8328 Uniforms	761.08	600.00	161.08	761.08	1,200.00	-438.92	63.42%
8338 Rented Equipment	0.00	250.00	-250.00	0.00	500.00	-500.00	0.00%
8340 Instrumentalists	900.00	1,750.00	-850.00	900.00	3,500.00	-2,600.00	25.71%
8380 Recording/Video Concert	0.00	500.00	-500.00	0.00	1,000.00	-1,000.00	0.00%
8381 Concert Photography	0.00	350.00	-350.00	0.00	750.00	-750.00	0.00%
8395 Event Supplies	692.67	0.00	692.67	692.67	0.00	692.67	
<b>Total 8300 Concert Production</b>	<b>\$ 5,299.16</b>	<b>\$ 11,405.00</b>	<b>-\$ 6,105.84</b>	<b>\$ 5,299.16</b>	<b>\$ 15,680.00</b>	<b>-\$ 10,380.84</b>	<b>33.80%</b>
8400 Administration	0.00	0.00	0.00	0.00	0.00	0.00	
8441 Supplies	164.77	250.00	-85.23	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	300.00	428.03	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	730.88	450.00	280.88	730.88	750.00	-19.12	97.45%
<b>Total 8400 Administration</b>	<b>\$ 3,717.68</b>	<b>\$ 3,200.00</b>	<b>\$ 517.68</b>	<b>\$ 3,717.68</b>	<b>\$ 4,125.00</b>	<b>-\$ 407.32</b>	<b>90.13%</b>
Uncategorized Expense	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total Expenditures</b>	<b>\$ 49,383.12</b>	<b>\$ 60,806.25</b>	<b>-\$ 11,423.13</b>	<b>\$ 49,383.12</b>	<b>\$ 102,165.00</b>	<b>-\$ 52,781.88</b>	<b>48.34%</b>
<b>Net Operating Revenue</b>	<b>\$ 16,225.48</b>	<b>\$ 10,743.75</b>	<b>\$ 5,481.73</b>	<b>\$ 16,225.48</b>	<b>\$ 12,185.00</b>	<b>\$ 4,040.48</b>	<b>133.16%</b>
<b>Net Revenue</b>	<b>\$ 16,225.48</b>	<b>\$ 10,743.75</b>	<b>\$ 5,481.73</b>	<b>\$ 16,225.48</b>	<b>\$ 12,185.00</b>	<b>\$ 4,040.48</b>	<b>133.16%</b>
Budgeted Net Revenue, YTD	\$ 10,743.75						
Contributions	\$ 14,379.40	See below					
AiH (Concert, Underwriting, Fees, net of Expenses)	-\$ 1,685.00						
Underwriting	-\$ 12,500.00	GNFS underwriting is primary difference.					
Membership fees	\$ 2,279.06	Most have paid for full year. Compare to total budget, still ahead.					
Program Ad	-\$ 2,000.00	No history with digital ads, so difficult to budget					
Other Income	-\$ 409.86						
Contractor Expenses	\$ 1,216.69						
General Expenses	\$ 4,108.93	Primarily lower fundraising costs for GNFS					
Marketing	\$ 509.35						
Concert Production	\$ 100.84						
Administration	-\$ 517.68						
<b>Actual Net Revenue, YTD</b>	<b>\$ 16,225.48</b>						