

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

	Total			% of Budget
	Actual	Budget	over Budget	
<b>Revenue</b>				
4000 Direct Contributions	0.00	22,800.00	-22,800.00	0.00%
4010 Pianissimo Level	629.88	0.00	629.88	
4020 Piano Level	3,150.00	0.00	3,150.00	
4030 Mezzo Piano Level	6,850.00	0.00	6,850.00	
4040 Forte Level	9,153.76	0.00	9,153.76	
4050 Mezzo-Forte Level	750.00	0.00	750.00	
4060 Fortissimo Level	0.00	0.00	0.00	
4076 Corporate Contributions.	3,208.91	0.00	3,208.91	
<b>Total 4000 Direct Contributions</b>	<b>\$ 23,742.55</b>	<b>\$ 22,800.00</b>	<b>\$ 942.55</b>	<b>104.13%</b>
4100 Concert Ticket Sales/Revenue	0.00	0.00	0.00	
4108 Adventures in Harmony	0.00	700.00	-700.00	0.00%
4120 Holiday Concert	4,427.64	4,800.00	-372.36	92.24%
4136 Winter Concert	0.00	2,500.00	-2,500.00	0.00%
4147 Spring Concert	5,010.00	0.00	5,010.00	
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 9,437.64</b>	<b>\$ 8,000.00</b>	<b>\$ 1,437.64</b>	<b>117.97%</b>
4200 Sponsorship	0.00	0.00	0.00	
4204 Adventures in Harmony	0.00	5,000.00	-5,000.00	0.00%
4205 Holiday Concert Sponsorship	0.00	7,500.00	-7,500.00	0.00%
4240 GNFS Sponsorship	0.00	5,000.00	-5,000.00	0.00%
4250 Winter Concert Sponsorship	0.00	7,500.00	-7,500.00	0.00%
4260 Spring Concert Sponsorship	1,000.00	0.00	1,000.00	
4285 SEASON SPONSOR	17,500.00	15,000.00	2,500.00	116.67%
<b>Total 4200 Sponsorship</b>	<b>\$ 18,500.00</b>	<b>\$ 40,000.00</b>	<b>-\$ 21,500.00</b>	<b>46.25%</b>
4300 Grants	0.00	0.00	0.00	
4305 H/Z Community Foundation	2,450.00	2,300.00	150.00	106.52%
4310 Government Grants	17,218.00	10,750.00	6,468.00	160.17%
<b>Total 4300 Grants</b>	<b>\$ 19,668.00</b>	<b>\$ 13,050.00</b>	<b>\$ 6,618.00</b>	<b>150.71%</b>
4500 Fees	0.00	0.00	0.00	
4511 Adventures in Harmony	10.00	2,000.00	-1,990.00	0.50%
4521 CD - Paulus Songs for Seasons	35.90	0.00	35.90	
4530 HC Membership Fee	7,225.00	6,000.00	1,225.00	120.42%
4531 Uniform/Dress Fee	808.22	1,200.00	-391.78	67.35%
4535 Other Paid Performances	1,250.00	1,500.00	-250.00	83.33%
<b>Total 4500 Fees</b>	<b>\$ 9,329.12</b>	<b>\$ 10,700.00</b>	<b>-\$ 1,370.88</b>	<b>87.19%</b>
4800 Fundraiser	0.00	0.00	0.00	
4810 Dickens & Other Perf. Income	937.50	800.00	137.50	117.19%
4815 A GRAND NIGHT FOR SINGING	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>99.13%</b>
4920 Program ad income	1,600.00	4,000.00	-2,400.00	40.00%

	Total			% of Budget
	Actual	Budget	over Budget	
Sales	0.00	0.00	0.00	
<b>Total Revenue</b>	<b>\$ 97,939.81</b>	<b>\$ 114,350.00</b>	<b>-\$ 16,410.19</b>	<b>85.65%</b>
<b>Gross Profit</b>	<b>\$ 97,939.81</b>	<b>\$ 114,350.00</b>	<b>-\$ 16,410.19</b>	<b>85.65%</b>
<b>Expenditures</b>				
8000 Contracted Labor	0.00	0.00	0.00	
8001 Operations Manager	14,812.68	19,310.00	-4,497.32	76.71%
8002 Artistic Director	33,950.04	33,950.04	0.00	100.00%
8020 HC Contracted Service Fee	0.00	0.00	0.00	
8025.2 Vocal Consultant	82.00	1,000.00	-918.00	8.20%
8027 Accompanist	6,249.96	6,249.96	0.00	100.00%
<b>Total 8000 Contracted Labor</b>	<b>\$ 55,094.68</b>	<b>\$ 60,510.00</b>	<b>-\$ 5,415.32</b>	<b>91.05%</b>
8100 General Expenses	0.00	0.00	0.00	
8105 Dues	876.65	800.00	76.65	109.58%
8110 Permits & Licenses	1,190.30	750.00	440.30	158.71%
8125 Artistic Director Expense Acct	0.00	600.00	-600.00	0.00%
8135 Fund Raising Expense	8,171.70	12,500.00	-4,328.30	65.37%
8140 Office Rent/Storage	600.00	900.00	-300.00	66.67%
8175 Member Materials/Event supplies	200.00	250.00	-50.00	80.00%
<b>Total 8185 Credit Card Proc &amp; Bank Fees</b>	<b>\$ 486.31</b>	<b>\$ 550.00</b>	<b>-\$ 63.69</b>	<b>88.42%</b>
<b>Total 8100 General Expenses</b>	<b>\$ 11,524.96</b>	<b>\$ 16,350.00</b>	<b>-\$ 4,825.04</b>	<b>70.49%</b>
8200 Marketing	0.00	0.00	0.00	
8210 Advertising	143.05	1,500.00	-1,356.95	9.54%
8220 Printing	2,995.34	2,500.00	495.34	119.81%
<b>Total 8200 Marketing</b>	<b>\$ 3,138.39</b>	<b>\$ 4,000.00</b>	<b>-\$ 861.61</b>	<b>78.46%</b>
8300 Concert Production	0.00	0.00	0.00	
8305 Guest Artists	300.00	500.00	-200.00	60.00%
8308 Adv in Harmony Expenses	0.00	6,005.00	-6,005.00	0.00%
8310 Music	3,447.98	1,000.00	2,447.98	344.80%
8319 Contracted Technician	375.00	1,025.00	-650.00	36.59%
8320 Costumes	0.00	200.00	-200.00	0.00%
8328 Uniforms	991.06	1,200.00	-208.94	82.59%
8338 Rented Equipment	0.00	500.00	-500.00	0.00%
8340 Instrumentalists	1,900.00	3,500.00	-1,600.00	54.29%
8380 Recording/Video Concert	700.00	1,000.00	-300.00	70.00%
8381 Concert Photography	0.00	750.00	-750.00	0.00%
8395 Event Supplies	901.03	0.00	901.03	
<b>Total 8300 Concert Production</b>	<b>\$ 8,615.07</b>	<b>\$ 15,680.00</b>	<b>-\$ 7,064.93</b>	<b>54.94%</b>
8400 Administration	0.00	0.00	0.00	
8441 Supplies	164.77	500.00	-335.23	32.95%
8442 Telephone	191.40	175.00	16.40	109.37%
8443 Postage	932.44	500.00	432.44	186.49%
8444 Accounting/Audit	200.00	200.00	0.00	100.00%
8445 Insurance	1,894.00	2,000.00	-106.00	94.70%
8449 Computer	740.87	750.00	-9.13	98.78%

	<b>Total</b>			<b>% of</b>
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>Budget</b>
<b>Total 8400 Administration</b>	<b>\$ 4,123.48</b>	<b>\$ 4,125.00</b>	<b>-\$ 1.52</b>	<b>99.96%</b>
<b>Uncategorized Expense</b>	0.00	1,500.00	-1,500.00	0.00%
<b>Total Expenditures</b>	<b>\$ 82,496.58</b>	<b>\$ 102,165.00</b>	<b>-\$ 19,668.42</b>	<b>80.75%</b>
<b>Net Operating Revenue</b>	<b>\$ 15,443.23</b>	<b>\$ 12,185.00</b>	<b>\$ 3,258.23</b>	<b>126.74%</b>
<b>Net Revenue</b>	<b>\$ 15,443.23</b>	<b>\$ 12,185.00</b>	<b>\$ 3,258.23</b>	<b>126.74%</b>
<b>Budgeted Net Revenue, YTD</b>	12,185.00			
<b>Contributions</b>	942.55			
<b>AiH (Concert, Underwriting &amp; Fees, net of Expenses)</b>	-1,685.00			
<b>Sponsorship</b>	-16,500.00			
<b>Membership Fees</b>	1,225.00			
<b>Program Ad</b>	-2,400.00			
<b>Ticket Sales</b>	2,137.64			
<b>Grants</b>	6,618.00			
<b>Other Income</b>	-743.38			
<b>Contractor Expenses</b>	5,415.32		Operations Manager fewer hours than budget	
<b>Marketing</b>	861.61			
<b>Concert Production</b>	1,059.93			
<b>Administration/General</b>	6,326.56		Primarily lower fundraising costs for GNFS	
<b>Actual Net Revenue, YTD</b>	<u>15,443.23</u>			