

**Holland Chorale**  
**Budget vs. Actuals: FY23 Budget - FY23 P&L**  
 July 2022 - June 2023

	December 2022 YTD			Total			% of Budget
	Actual	Budget	Variance	Actual	Budget	over Budget	
<b>Revenue</b>							
4000 Direct Contributions	0.00	20,254.00	-20,254.00	0.00	24,700.00	-24,700.00	0.00%
4010 Pianissimo Level	375.00	0.00	375.00	375.00	0.00	375.00	
4020 Piano Level	2,225.00	0.00	2,225.00	2,225.00	0.00	2,225.00	
4030 Mezzo Piano Level	5,330.00	0.00	5,330.00	5,330.00	0.00	5,330.00	
4040 Forte Level	5,600.00	0.00	5,600.00	5,600.00	0.00	5,600.00	
4050 Mezzo-Forte Level	875.00	0.00	875.00	875.00	0.00	875.00	
4060 Fortissimo Level	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00	
4076 Corporate Contributions.	39.26	0.00	39.26	39.26	0.00	39.26	
4080 Contributed Goods/Services - Income	1,000.00	0.00	1,000.00	1,000.00	0.00	1,000.00	
<b>Total 4000 Direct Contributions</b>	<b>\$ 20,444.26</b>	<b>\$ 20,254.00</b>	<b>\$ 190.26</b>	<b>\$ 20,444.26</b>	<b>\$ 24,700.00</b>	<b>-\$ 4,255.74</b>	<b>82.77%</b>
4100 Concert Ticket Sales/Revenue	0.00	0.00	0.00	0.00	0.00	0.00	
4108 Adventures in Harmony	483.00	700.00	-217.00	483.00	700.00	-217.00	69.00%
4120 Holiday Concert	4,186.00	5,000.00	-814.00	4,186.00	5,000.00	-814.00	83.72%
4136 Winter Concert	20.00	0.00	20.00	20.00	6,000.00	-5,980.00	0.33%
4147 Spring Concert	0.00	0.00	0.00	0.00	4,500.00	-4,500.00	0.00%
4180 Family Season Ticket	20.00	0.00	20.00	20.00	0.00	20.00	
4190 Season Tickets	700.00	1,000.00	-300.00	700.00	1,000.00	-300.00	70.00%
<b>Total 4100 Concert Ticket Sales/Revenue</b>	<b>\$ 5,409.00</b>	<b>\$ 6,700.00</b>	<b>-\$ 1,291.00</b>	<b>\$ 5,409.00</b>	<b>\$ 17,200.00</b>	<b>-\$ 11,791.00</b>	<b>31.45%</b>
4200 Sponsorship	0.00	0.00	0.00	0.00	0.00	0.00	
4205 Holiday Concert Sponsorship	1,000.00	1,000.00	0.00	1,000.00	1,000.00	0.00	100.00%
4250 Winter Concert Sponsorship	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
4260 Spring Concert Sponsorship	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.00%
4285 SEASON SPONSOR	0.00	17,500.00	-17,500.00	0.00	17,500.00	-17,500.00	0.00%
<b>Total 4200 Sponsorship</b>	<b>\$ 1,000.00</b>	<b>\$ 18,500.00</b>	<b>-\$ 17,500.00</b>	<b>\$ 1,000.00</b>	<b>\$ 20,500.00</b>	<b>-\$ 19,500.00</b>	<b>4.88%</b>
4300 Grants	3,000.00	0.00	3,000.00	3,000.00	0.00	3,000.00	
4305 H/Z Community Foundation	0.00	0.00	0.00	0.00	2,300.00	-2,300.00	0.00%
4310 Government Grants	2,062.00	10,200.00	-8,138.00	2,062.00	12,262.50	-10,200.50	16.82%
4320 Grants - Restricted	3,000.00	0.00	3,000.00	3,000.00	0.00	3,000.00	
<b>Total 4300 Grants</b>	<b>\$ 8,062.00</b>	<b>\$ 10,200.00</b>	<b>-\$ 2,138.00</b>	<b>\$ 8,062.00</b>	<b>\$ 14,562.50</b>	<b>-\$ 6,500.50</b>	<b>55.36%</b>
4500 Fees	0.00	0.00	0.00	0.00	0.00	0.00	
4511 Adventures in Harmony	1,120.00	1,250.00	-130.00	1,120.00	1,250.00	-130.00	89.60%
4530 HC Membership Fee	6,300.00	6,500.00	-200.00	6,400.00	12,000.00	-5,600.00	53.33%
4531 Uniform/Dress Fee	131.00	500.00	-369.00	131.00	1,200.00	-1,069.00	10.92%
<b>Total 4500 Fees</b>	<b>\$ 7,551.00</b>	<b>\$ 8,250.00</b>	<b>-\$ 699.00</b>	<b>\$ 7,651.00</b>	<b>\$ 14,450.00</b>	<b>-\$ 6,799.00</b>	<b>52.95%</b>
4800 Fundraiser	0.00	0.00	0.00	0.00	0.00	0.00	
4810 Dickens & Other Perf. Income	475.00	800.00	-325.00	475.00	800.00	-325.00	59.38%
4815 A GRAND NIGHT FOR SINGING	12,375.00	20,000.00	-7,625.00	12,375.00	20,000.00	-7,625.00	61.88%
<b>Total 4800 Fundraiser</b>	<b>\$ 12,850.00</b>	<b>\$ 20,800.00</b>	<b>-\$ 7,950.00</b>	<b>\$ 12,850.00</b>	<b>\$ 20,800.00</b>	<b>-\$ 7,950.00</b>	<b>61.78%</b>
4920 Program ad income	1,650.00	1,600.00	50.00	1,650.00	1,600.00	50.00	103.13%
4999 Uncategorized Income	0.00	0.00	0.00	0.00	0.00	0.00	
Sales	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Total Revenue</b>	<b>\$ 56,966.26</b>	<b>\$ 86,304.00</b>	<b>-\$ 29,337.74</b>	<b>\$ 57,066.26</b>	<b>\$ 113,812.50</b>	<b>-\$ 56,746.24</b>	<b>50.14%</b>
<b>Gross Profit</b>	<b>\$ 56,966.26</b>	<b>\$ 86,304.00</b>	<b>-\$ 29,337.74</b>	<b>\$ 57,066.26</b>	<b>\$ 113,812.50</b>	<b>-\$ 56,746.24</b>	<b>50.14%</b>
<b>Expenditures</b>	0.00	0.00	0.00				
8000 Contracted Labor	0.00	0.00	0.00	0.00	0.00	0.00	
8001 Operations Manager	7,358.40	13,680.00	-6,321.60	7,358.40	24,250.00	-16,891.60	30.34%
8002 Artistic Director	17,824.98	17,824.98	0.00	17,824.98	35,650.00	-17,825.02	50.00%
8020 HC Contracted Service Fee	0.00	0.00	0.00	0.00	0.00	0.00	
8023 Development Director	0.00	5,362.50	-5,362.50	0.00	11,212.50	-11,212.50	0.00%
8025.2 Vocal Consultant	1,000.00	0.00	1,000.00	1,000.00	1,000.00	0.00	100.00%
8027 Accompanist	3,530.02	3,405.00	125.02	3,530.02	6,810.00	-3,279.98	51.84%
<b>Total 8000 Contracted Labor</b>	<b>\$ 29,713.40</b>	<b>\$ 40,272.48</b>	<b>-\$ 10,559.08</b>	<b>\$ 29,713.40</b>	<b>\$ 78,922.50</b>	<b>-\$ 49,209.10</b>	<b>37.65%</b>
8100 General Expenses	0.00	0.00	0.00	0.00	0.00	0.00	
8105 Dues	35.52	400.00	-364.48	35.52	800.00	-764.48	4.44%

	December 2022 YTD			Total			% of Budget
	Actual	Budget	Variance	Actual	Budget	over Budget	
8106 Scholarship Fund	200.00	400.00	-200.00	200.00	800.00	-600.00	25.00%
8110 Permits & Licenses	70.72	350.00	-279.28	70.72	750.00	-679.28	9.43%
8125 Artistic Director Expense Acct	0.00	0.00	0.00	0.00	600.00	-600.00	0.00%
8135 Fund Raising Expense	8,415.49	12,500.00	-4,084.51	8,415.49	12,500.00	-4,084.51	67.32%
8140 Office Rent/Storage	600.00	600.00	0.00	600.00	900.00	-300.00	66.67%
8175 Member Materials/Event supplies	93.27	150.00	-56.73	93.27	250.00	-156.73	37.31%
8185 Credit Card Proc & Bank Fees	407.35	412.50	-5.15	407.35	550.00	-142.65	74.06%
<b>Total 8100 General Expenses</b>	<b>\$ 9,822.35</b>	<b>\$ 14,812.50</b>	<b>-\$ 4,990.15</b>	<b>\$ 9,822.35</b>	<b>\$ 17,150.00</b>	<b>-\$ 7,327.65</b>	<b>57.27%</b>
8200 Marketing	0.00	0.00	0.00	0.00	0.00	0.00	
8210 Advertising	105.00	300.00	-195.00	105.00	500.00	-395.00	21.00%
8215 Graphic Design Exp.	0.00	250.00	-250.00	0.00	1,000.00	-1,000.00	0.00%
8220 Printing	2,192.84	2,750.00	-557.16	2,192.84	5,000.00	-2,807.16	43.86%
<b>Total 8200 Marketing</b>	<b>\$ 2,297.84</b>	<b>\$ 3,300.00</b>	<b>-\$ 1,002.16</b>	<b>\$ 2,297.84</b>	<b>\$ 6,500.00</b>	<b>-\$ 4,202.16</b>	<b>35.35%</b>
8300 Concert Production	0.00	0.00	0.00	0.00	0.00	0.00	
8305 Guest Artists	200.00	500.00	-300.00	200.00	1,000.00	-800.00	20.00%
8308 Adv in Harmony Expenses	5,762.62	3,950.00	1,812.62	5,762.62	3,950.00	1,812.62	145.89%
8310 Music	622.46	3,000.00	-2,377.54	622.46	3,000.00	-2,377.54	20.75%
8319 Contracted Technician	293.00	250.00	43.00	293.00	1,500.00	-1,207.00	19.53%
8320 Costumes	0.00	0.00	0.00	0.00	400.00	-400.00	0.00%
8328 Uniforms	0.00	500.00	-500.00	0.00	1,200.00	-1,200.00	0.00%
8330 Facility Rent	800.00	0.00	800.00	800.00	1,000.00	-200.00	80.00%
8338 Rented Equipment	0.00	250.00	-250.00	0.00	750.00	-750.00	0.00%
8340 Instrumentalists	1,400.00	2,050.00	-650.00	1,400.00	5,050.00	-3,650.00	27.72%
8380 Recording/Video Concert	0.00	750.00	-750.00	0.00	2,000.00	-2,000.00	0.00%
8395 Event Supplies	290.79	0.00	290.79	290.79	0.00	290.79	
<b>Total 8300 Concert Production</b>	<b>\$ 9,368.87</b>	<b>\$ 11,250.00</b>	<b>-\$ 1,881.13</b>	<b>\$ 9,368.87</b>	<b>\$ 19,850.00</b>	<b>-\$ 10,481.13</b>	<b>47.20%</b>
8400 Administration	0.00	0.00	0.00	0.00	0.00	0.00	
8441 Supplies	165.69	200.00	-34.31	165.69	500.00	-334.31	33.14%
8442 Telephone	0.00	0.00	0.00	0.00	175.00	-175.00	0.00%
8443 Postage	703.83	0.00	703.83	703.83	0.00	703.83	
8444 Accounting/Audit	225.00	250.00	-25.00	225.00	250.00	-25.00	90.00%
8445 Insurance	1,900.00	2,000.00	-100.00	1,900.00	2,000.00	-100.00	95.00%
8449 Computer	1,543.71	2,000.00	-456.29	1,543.71	2,000.00	-456.29	77.19%
<b>Total 8400 Administration</b>	<b>\$ 4,538.23</b>	<b>\$ 4,450.00</b>	<b>\$ 88.23</b>	<b>\$ 4,538.23</b>	<b>\$ 4,925.00</b>	<b>-\$ 386.77</b>	<b>92.15%</b>
8532 Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	
Uncategorized Expense	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	0.00%
<b>Total Expenditures</b>	<b>\$ 55,740.69</b>	<b>\$ 74,084.98</b>	<b>-\$ 18,344.29</b>	<b>\$ 55,740.69</b>	<b>\$ 128,847.50</b>	<b>-\$ 73,106.81</b>	<b>43.26%</b>
<b>Net Operating Revenue</b>	<b>\$ 1,225.57</b>	<b>\$ 12,219.02</b>	<b>-\$ 10,993.45</b>	<b>\$ 1,325.57</b>	<b>-\$ 15,035.00</b>	<b>\$ 16,360.57</b>	<b>-8.82%</b>
<b>Net Revenue</b>	<b>\$ 1,225.57</b>	<b>\$ 12,219.02</b>	<b>-\$ 10,993.45</b>	<b>\$ 1,325.57</b>	<b>-\$ 15,035.00</b>	<b>\$ 16,360.57</b>	<b>-8.82%</b>

Net income per budget	12,219.02
Contributions	190.26
Tickets	-1,074.00
Sponsorship	-17,500.00
AIH, net of expenses	840.38 Includes \$3,000 grant which helped offset higher expenses
Grants	-5,138.00 Includes \$3,000 restricted grant for piano project
Membership fees	-200.00
Grand Night for Singing, net of expenses	-3,540.49
Program Ads	50.00
Contract Labor	10,559.08 Operations Manager is less than budget to date. Invoice not received yet for December.
Concert Production	3,693.75 Some expenses for concerts could continue to come in, like for music but overall trending favorably
Other Expenses/Income	1,125.57 Mostly marketing
<b>Net income - actual</b>	<b>1,225.57</b>