Rochester Oratorio Society
Budget Worksheet
July 2016-June 2017

Financial Report February 2017

Income		2015-16		2016-17	
Acct #	Description	Budget	Actual YTD	2017 Budget	Actual YTD
	ROS concert #1	$6,000	$7,080	$18,000	$14,446
	ROS concert #2	$9,000	$13,416	$2,150	$1,750
	ROS concert #3	$2,935	$900	$7,500	$7,300
	ROS concert #4	$8,500	$9,735	$9,000	$5,540
	ROS concert #5	$7,000	$2,000	$7,500	$5,318
	ROS concert #6	$0	$0	$5,500	
Concert Subtotal		**$33,435**	**$33,132**	**$49,650**	**$34,354**
	Public Relations & Marketing	$1,500	$3,750	$2,500	$619
	Classical Idol	$35,200	$32,743	$36,000	$1,204
	Membership	$20,875	$19,466	$18,425	$20,633
	Development	$65,850	$54,469	$61,450	$59,146
	Endowment	$0	$0	$0	$2,667
	70th Anniversary	$38,155	$25,741	$0	
	Resonanz	$1,500	$2,325	$2,000	$2,700
	Administration	$0	$176	$150	$16
Total income		**$196,515**	**$171,802**	**$170,175**	**$121,339**
Expenses					
	ROS concert #1	$5,400	$5,580	$16,820	$16,554
	ROS concert #2	$17,011	$18,604	$625	$180
	ROS concert #3	$2,867	$1,447	$0	$150
	ROS concert #4	$7,287	$7,788	$7,550	$188
	ROS concert #5	$0	$0	$1,605	$188
	ROS concert #6	$0	$0	$1,000	
Concert Subtotal		**$32,565**	**$33,419**	**$27,600**	**$17,260**
	Public Relations & Marketing	$8,095	$7,381	$7,700	$3,228
	Classical Idol	$20,700	$13,686	$15,600	$1,066
	Membership	$10,275	$8,991	$7,075	$7,811
	Development	$2,900	$1,680	$3,200	$2,111
	Endowment	$875	$0	$500	
	70th Anniversary	$14,505	$3,677	$0	
	Artistic Expenses	$55,415	$45,429	$56,975	$31,211
	Resonanz	$400	$771	$750	$192
	Administration	$49,940	$42,481	$50,674	$26,144
Other Subtotal		**$163,105**	**$124,096**	**$142,474**	**$89,023**
		$14,500	$19,057	$20,400	$138
Total Expenses		**$195,670**	**$157,515**	**$170,074**	**$89,161**
Net Income		**$845**	**$14,287**	**$101**	**$32,178**

Checking Acct.	**$14,478**
Money Market Acct.	**$33,678**

Rochester Oratorio Society
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July 2016-June 2017

Concert #1	**Dept 11**	**Summer @ Chautauqua**		**Oct. 28th Bernstein Psalms**	
Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
	Guest Meals		$1,080		
	Advertising/Programs				
01-4500-11	Ticket Sales			$3,000	$3,100
01-4501-11	Ticket Sales-from membership			$6,000	$5,342
01-4550-11	Performance Fee	$6,000	$6,000		
01-4600-11	Underwriting/Sponsorship			$9,000	$6,004
Total Income		**$6,000**	**$7,080**	**$18,000**	**$14,446**
Expenses:					
01-6020-11	Accompanist Supplement	$500			$377
01-6050-11	Advertising				$500
01-6140-11	Collaboration Expense				
01-6150-11	Royalty Fees				
01-6170-11	Equipment Rental	$4,900	$5,580	$325	$300
01-6175-11	Instrument Rental & Tuning			$250	
01-6177-11	Music Rentals			$700	$641
01-6220-11	Soloists			$2,200	$1,100
01-6221-11	Soloists Expenses				
01-6222-11	Orchestra			$10,920	$11,328
01-6228-11	Concert recording			$350	$300
01-6230-11	Ticket Printing				$188
01-6235-11	Program – Design & Printing			$675	$420
01-6245-11	Venue Rental			$1,400	$1,400
Total Expenses		**$5,400**	**$5,580**	**$16,820**	**$16,554**
Net income (loss)		**$600**	**$1,500**	**$1,180**	**-$2,108**

Rochester Oratorio Society
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Concert #2 **Dept 12** **Dec. 4th A City Sings for the Season**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4300-12	Advertising/Programs			$400	
01-4500-12	Ticket Sales	$3,000	$3,816		
01-4501-12	Ticket Sales-from membership	$6,000	$5,400		
01-4600-12	Grants/Underwriting/Sponsorship	$0	$3,300	$1,750	$1,750
01-4985-12	In-kind contribution		$900		
Total Income		**$9,000**	**$13,416**	**$2,150**	**$1,750**
Expenses:					
01-6020-12	Accompanist Supplement		$125	$125	
01-6050-12	Advertising				
01-6150-12	Royalty Fees				
01-6170-12	Equipment Rental	$150	$439		
01-6175-12	Instrument Rental & Tuning				
01-6177-12	Music Rentals	$611			
01-6220-12	Soloists	$2,850	$2,700		
01-6221-12	Soloists Expenses		$0		
01-6222-12	Orchestra	$12,000	$12,410		
01-6228-12	Recording/Sound Engineering		$300	$250	
01-6230-12	Ticket Printing		$140		
01-6235-12	Program – Design & Printing		$1,240	$250	$180
01-6245-12	Venue Rental	$1,400	$1,250		
Total Expenses		**$17,011**	**$18,604**	**$625**	**$180**
Net income (loss)		**-$8,011**	**-$5,188**	**$1,525**	**$1,570**

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Concert #3	**Dept 13**	**Community Holiday Concert**		**Messiah (12/10 & 11)**	
Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4300-13	Advertising/Programs	$1,500			
01-4550-13	Performance Fee			$7,500	$7,300
01-4600-13	Underwriting/Sponsorship	$1,435	$0		
01-4985-13	In-kind contribution		$900		
Total Income		**$2,935**	**$900**	**$7,500**	**$7,300**
Expenses:					
01-6020-13	Accompanist Supplement	$250			
01-6050-13	Advertising	$250			
01-6140-13	Collaboration Expense				$150
01-6170-13	Equipment Rental	$1,232	$947		
01-6175-13	Instrument Rental & Tuning	$45			
01-6177-13	Music Rentals	$260			
01-6245-13	Venue Rental	$830	$500		
Total Expenses		**$2,867**	**$1,447**	**$0**	**$150**
Net income (loss)		**$68**	**-$547**	**$7,500**	**$7,150**

Rochester Oratorio Society
Budget Worksheet
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Concert #4	**Dept 14**	**Alumni Concert**		**Mar. 24th Dona nobis Pacem**	
Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4300-14	Advertising/Programs				
01-4500-14	Ticket Sales	$3,000	$4,075	$3,000	
01-4501-14	Ticket Sales-from membership	$5,500	$5,660	$6,000	$5,540
01-4550-14	Performance Fee				
01-4600-14	Underwriting/Sponsorship				
Total Income		**$8,500**	**$9,735**	**$9,000**	**$5,540**
Expenses:					
01-6020-14	Accompanist Supplement		$271		
01-6050-14	Advertising				
01-6140-14	Collaboration Expense				
01-6150-14	Royalty Fees				
01-6170-14	Equipment Rental	$200	$272	325	
01-6175-14	Instrument Rental & Tuning		$200	150	
01-6177-14	Music Rentals	$267	$118	770	
01-6220-14	Soloists				
01-6221-14	Soloists Expenses			950	
01-6222-14	Orchestra	$5,095	$3,664	2,730	
01-6228-14	Recording	$325	$300	350	
01-6230-14	Ticket Printing		$122		$188
01-6235-14	Program – Design & Printing		$1,591	675	
01-6245-14	Venue Rental	$1,400	$1,250	$1,600	
Total Expenses		**$7,287**	**$7,788**	**$7,550**	**$188**
Net income (loss)		**$1,213**	**$1,947**	**$1,450**	**$5,352**

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Concert #5	**Dept 15**	**Ravel w/ RPO**		**Asbury May 12th**	
Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4300-15	Advertising/Programs				
01-4500-15	Ticket Sales			$1,500	
01-4501-15	Ticket Sales-from membership			$6,000	$5,318
01-4550-15	Performance Fee	$7,000	$2,000		
01-4600-15	Underwriting/Sponsorship				
Total Income		**$7,000**	**$2,000**	**$7,500**	**$5,318**
Expenses:					
01-6020-15	Accompanist Supplement			$280	
01-6050-15	Advertising				
01-6140-15	Collaboration Expense				
01-6150-15	Royalty Fees				
01-6170-15	Equipment Rental				
01-6175-15	Instrument Rental & Tuning			$150	
01-6177-15	Music Rentals				
01-6220-15	Soloists			$400	
01-6221-15	Soloists Expenses				
01-6222-15	Orchestra			$100	
01-6228-15	Recording				
01-6230-15	Ticket Printing				$188
01-6235-15	Program – Design & Printing			$675	
01-6245-15	Venue Rental				
Total Expenses		**$0**		**$1,605**	**$188**
Net income (loss)		**$7,000**	**$2,000**	**$5,895**	**$5,130**

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Concert #6	**Dept 16**	**Une Concert with the RPO**		**May 25 La Boheme**	
Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4500-16	Ticket Sales				
01-4501-16	Ticket Sales-from membership				
01-4550-16	Performance Fee			$5,500	
Total Income		**$0**	**$0**	**$5,500**	
Expenses:					
01-6020-16	Accompanist Supplement			$650	
01-6140-16	Collaboration Expense				
01-6170-16	Equipment Rental				
01-6220-16	Soloists				
01-6221-16	Soloists Expenses				
01-6222-16	Orchestra				
01-6228-16	Concert recording				
01-6245-16	Venue Rental			$350	
Total Expenses			**$0**	**$1,000**	
Net income (loss)		**$0**	**$0**	**$4,500**	

Rochester Oratorio Society
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Public Relations and Marketing **Dept 30**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4300-30	Advertising for Programs	$1,500	$1,000	$1,500	$200
01-4985-30	In-kind contribution		$2,750	$1,000	$419
Total Income		**$1,500**	**$3,750**	**$2,500**	**$619**
Expenses:					
01-6048-30	Constant Contact	$720	$600	$1,000	$420
01-6050-30	Advertising	$2,500	$732	$1,250	$962
01-6060-30	Marketing Consultant			$1,250	$496
01-6150-30	Dues and Fees	$200	$200	$200	
01-6178-30	Website Optimization				
01-6210-30	Flyer/Sponsor Website	$175			
01-6230-30	Brochure & Program Design & Printing	$4,500	$5,849	$4,000	$1,350
Total Expenses		**$8,095**	**$7,381**	**$7,700**	**$3,228**
Net income (loss)		**-$6,595**	**-$3,631**	**-$5,200**	**-$2,609**

Rochester Oratorio Society
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Classical Idol **Dept 40**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4040-40	Donations	$800	$6,635		
01-4058-40	Contestant Entrance Fees	$2,800	$2,552		$364
01-4072-40	Auction	$3,500	$2,512		
01-4073-40	Raffle	$300	$3,390		
01-4074-40	F&F dinner tickets	$2,500			
01-4300-40	Advertising/Programs	$100	$1,100		
01-4500-40	Ticket Sales (Finals)	$16,500	$12,744		$340
01-4600-40	Underwriting/ Sponsorship	$7,500	$7,150		**$500**
01-4985-40	In Kind Contributions	$300			
	Total CI budget			$36,000	
Total Income		**$34,300**	**$36,083**	**$36,000**	**$1,204**
Expenses:					
01-6020-40	Accompanist	$800	$800		
01-6050-40	Advertising/Flyer	$3,000	$2,029		
01-6160-40	Friends & Family dinner	$2,500			
01-6175-40	Instrument Rental & Tuning	$200	$195		
01-6220-40	Professional Fees	$800	$380		
01-6220-40	Emcee Honorarium/Prof Servi	$100			
01-6223-40	Judge Honoraria	$2,000	$1,437		
01-6227-40	Photographer	$500	$295		
01-6228-40	Recording/Sound	$600	$579		
01-6230-40	Ticket Printing	$100	$93		$103
01-6235-40	Program -Design & Printing	$500	$995		$240
01-6245-40	Venue Rental	$1,600	$1,670		$675
01-6250-40	Raffle expenses		$1,251		
01-6265-40	Event Supplies	$1,000	$897		$48
01-6267-40	Prizes	$5,000	$4,450		
01-6269-40	Food and drink	$2,000	$1,418		
	Total CI budget			$15,600	
Total Expenses		**$20,700**	**$16,489**	**$15,600**	**$1,066**
Net income (loss)		**$13,600**	**$19,594**	**$20,400**	**$138**

Rochester Oratorio Society
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Membership **Dept 50**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4040-50	Member Sponsor Donations/Angels	$300	$125	$125	$823
01-4074-50	Activities/Banquet	$500	$685		
01-4177-50	Music	$6,000	$4,483	$4,000	$6,642
01-4200-50	Dues	$10,775	$10,485	$12,300	$11,375
01-4250-50	Member fundraiser	$500	$2,482	$1,000	$1,123
01-4265-50	Concert Attire	$2,800	$1,206	$1,000	$670
Total Income		**$20,875**	**$19,466**	**$18,425**	**$20,633**
Expenses					
01-6050-50	Ads – Auditions	$500	$98	$250	
01-6160-50	Activities/Banquet	$500	$675		
01-6177-50	Music	$6,000	$4,380	$4,000	$7,151
	Recruitment			$500	
01-6250-50	Member fundraiser	$250	$2,154	$1,000	$660
01-6265-50	Concert Attire	$2,500	$1,684	$1,000	
01-6300-50	Award & Recognition	$400		$200	
01-6550-50	Audition Accompanist	$125		$125	
Total Expenses		**$10,275**	**$8,991**	**$7,075**	**$7,811**
Net income (loss)		**$10,600**	**$10,475**	**$11,350**	**$12,822**

Rochester Oratorio Society
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Development **Dept 60**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4047-60	RACF Endowment	$6,600	$3,421	$6,800	$3,864
01-4250-60	Fundraising events (Roc the day)	$650	$390	$650	$1,023
01-4550-60	Special event				
01-4590-60	Miscellaneous		$38		$12
01-4610-60	Grants	$6,000	$2,000	$4,500	$500
01-4700-60	Patron Support	$24,000	$20,620	$24,000	$28,747
01-4705-60	Special Patron Support	$28,000	$28,000	$25,000	$25,000
01-4710-60	Corporate Support	$600	$0	$500	
Total Income		**$65,850**	**$54,469**	**$61,450**	**$59,146**
Expenses					
01-6030-60	Payroll Taxes				
01-6160-60	Entertainment & Meetings				
01-6171-60	Event Expenses	$500			
01-6200-60	Postage				
01-6225-60	Salaries – Managing Director				
01-6230-60	Printing for Events				
01-6260-60	Office Supplies				
01-6265-60	Program Expenses – Dev. Ltr	$2,400	$1,680	$3,200	$2,111
Total Expenses		**$2,900**	**$1,680**	**$3,200**	**$2,111**
Net income (loss)		**$62,950**	**$52,789**	**$58,250**	**$57,035**

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Endowment **Dept 64**

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4040-64	Endowment gifts				$2,667
01-4550-64	Special event				
01-4610-64	Grants				
01-4700-64	Patron Support				
01-4705-64	Special Patron Support				
01-4710-64	Corporate Support				
Total Income		$0	**$0**	$0	**$2,667**
Expenses					
01-6160-64	Entertainment & Meetings				
01-6171-64	Event Expenses			$300	
01-6200-64	Postage			$200	
01-6225-64	Salaries – Managing Director				
01-6230-64	Brochure Design	$175			$360
01-6230-64	Printing	$350			
01-6260-64	Supplies	$350			
01-6265-64	Program Expenses – Dev. Ltr				
Total Expenses		**$875**	**$0**	**$500**	**$0**
Net income (loss)		**-$875**	**$0**	**-$500**	**$2,667**

Rochester Oratorio Society
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Artistic
Expenses **Dept 70**

Expenses		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-6010-70	Salaries – Artistic Director	$42,200	$35,131	$44,300	$25,757
01-6015-70	Horizons at Harley		$500	$500	
01-6020-70	Salaries – Accompanist	$5,000	$3,750	$4,000	$2,000
01-6030-70	Payroll Taxes – 9%	$3,800	$3,311	$4,000	$2,158
01-6220-70	Accompanist – Misc		$125		
01-6230-70	Printing-Business Cards				
01-6245-70	Rehearsal Venue	$3,100	$1,625	$3,100	$750
01-6150-70	Dues & Fees:				
	Arts & Cultural Council	$175	$175	$175	$175
	Chorus America	$285	$341		
	Rochester Choral Consortium	$25	$50	$150	$175
	Visit Rochester	$200		$200	
	BMI – Royalty Fees	$230	$234	$250	
	ASCAP	$400	$187	$300	$196
Total Expenses		**$55,415**	**$45,429**	**$56,975**	**$31,211**

Rochester Oratorio Society
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Resonanz

Dept 80

Income		**2015-16**		**2016-17**	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4040-80	Donations		$500		
01-4177-80	Music				
01-4550-80	Performance Fees	$1,500	$1,825	$2,000	$2,700
Total Income		**$1,500**	**$2,325**	**$2,000**	**$2,700**
Expenses					
01-6020-80	Accompanist	$150	$225	$150	$75
01-6171-80	Performance expense	$0			
01-6177-80	Music	$250	$546	$600	$117
01-6230-80	Brochure Printing				
01-6245-80	Rehearsal Venue				
01-6251-80	Collaboration fee				
Total Expenses		**$400**	**$771**	**$750**	**$192**
Net income (loss)		**$1,100**	**$1,554**	**$1,250**	**$2,583**

Rochester Oratorio Society
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Administration **Dept 90**

Income		2015-16		2016-17	
Acct #	**Description**	**Budget**	**Actual YTD**	**2017 Budget**	**Actual YTD**
01-4250-90	Miscellaneous income	$0	$176	$150	$12
01-4980-90	Interest Income/refunds				$4
Total Income		**$0**	**$176**	**$150**	**$16**
Expenses					
01-6020-90	Salaries – Arts Administrator	$24,500	$20,418	$24,500	$14,308
01-6022-90	Registrar	$3,100	$2,640	$3,100	$1,848
01-6025-90	Salary - Accountant	$6,200	$5,180	$6,200	$3,626
01-6030-90	Payroll Taxes - 9%	$1,278	$1,561	$3,042	$1,095
01-6110-90	Credit Card fees	$700	$647	$700	$413
01-6120-90	Board Expense				
01-6150-90	Tax Filing Fees	$50	$75	$75	
01-6160-90	Personnel Development		$65		
01-6170-90	Office Equipment		$173	$150	
01-6178-90	Information Technology	$500		$150	
01-6180-90	Insurance – Director's & Officer's	$770	$371	$732	$125
01-6180-90	Workers Compensation	$501	$125	$250	
01-6180-90	Insurance – Liability	$701	$0	$700	
01-6190-90	Website Host and License	$420	$2,848	$500	
01-6200-90	Postage & Permit fees	$320	$339	$350	$170
01-6224-90	Payroll Service fees	$1,000	$850	$1,025	$644
01-6225-90	Professional Fees – CPA	$1,200	$0	$0	
01-6230-90	Printing – Stationary, Envelopes	$500	$370	$500	
01-6245-90	Office Rent	$6,000	$4,500	$6,000	$2,500
01-6260-90	Office Supplies	$1,200	$1,410	$1,600	$774
01-6270-90	Telephone	$1,000	$909	$1,100	$641
01-6990-90	Depreciation				
Total Expenses		**$49,940**	**$42,481**	**$50,674**	**$26,144**
Net income (loss)		**-$49,940**	**-$42,110**	**-$50,524**	**-$26,128**