

Rochester Oratorio Society
 Budget Worksheet
 July 2017 - June 2018

Finance Report January 2018

Income

Description	2016-17		2017-18	
	Budget	Actual YTD	Budget	Actual YTD
ROS concert #1	\$ 18,000	\$ 14,446	\$ 17,800	\$16,552
ROS concert #2	2,150	1,750	2,000	\$2,395
ROS concert #3	7,500	7,300	15,200	\$14,041
ROS concert #4	9,000	9,670	8,650	\$4,805
ROS concert #5	7,500	6,757	9,400	\$4,730
ROS concert #6	5,500	-	-	-
Concert Subtotal	49,650	39,923	53,050	\$42,523
Public Relations & Marketing	2,500	619	925	\$1,114
Classical Idol	36,000	36,973	35,775	\$3,995
Membership	18,425	22,761	20,100	\$18,507
Development	61,450	78,837	66,900	\$52,393
Endowment	-	2,667	1,000	\$223
Resonanz	2,000	4,050	4,425	\$2,250
Administration	150	24	100	\$1,398
Golf Tournament	-	\$3,754	-	\$100
Total income	170,175	189,608	182,275	\$122,503
Expenses				
ROS concert #1	16,820	16,554	12,196	\$11,453
ROS concert #2	625	180	200	\$505
ROS concert #3	-	150	14,554	\$13,159
ROS concert #4	7,550	6,444	8,450	\$73
ROS concert #5	1,605	6,757	2,050	\$73
ROS concert #6	1,000	-	-	-
Concert Subtotal	27,600	30,085	37,450	\$25,263
Public Relations & Marketing	7,700	4,329	4,830	\$8,088
Classical Idol	15,600	18,974	14,620	\$425
Membership	7,075	10,440	8,625	\$7,942
Development	3,200	3,230	3,200	\$1,917
Endowment	500	679	400	\$343
Artistic Expenses	56,775	55,276	60,611	\$28,986
Resonanz	750	4,050	1,175	\$360
Administration	50,674	48,775	51,256	\$24,642
Golf Tournament	-	\$1,857	-	\$0
Other Subtotal	142,274	147,610	144,717	\$97,966
Total Expenses	169,874	177,695	182,167	\$123,229
Net Income	\$ 301	\$ 11,913	\$ 108	-\$726

Checking Acct. \$2,515
 Money Market Acct. \$43,689

Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018

Concert #1	Dept 11	Description	Oct. 28th Bernstein Psalms		Beach Grand Mass	
			Budget	Actual YTD	Budget	Actual YTD
Income			2016-17		2017-18	
<u>Acct #</u>		<u>Description</u>	<u>Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
01-4500-11		Ticket Sales	\$3,000	\$3,100	\$3,300	\$2,485
01-4501-11		Member ticket sales	\$6,000	\$5,342	\$5,400	\$4,817
01-4600-11		Underwriting/Sponsorship	\$9,000	\$6,004	\$9,100	\$9,250
Total Income			\$18,000	\$14,446	\$17,800	\$16,552
Expenses:						
01-6020-11		Accompanist Supplement		\$377	\$279	\$279
01-6050-11		Advertising		\$500		\$300
01-6140-11		Collaboration expense				\$1,400
01-6170-11		Equipment Rental	\$325	\$300	\$325	\$314
01-6171-11		Performance expense				\$150
01-6175-11		Instrument Rental & Tuning	\$250		\$250	\$100
01-6177-11		Music Rentals	\$700	\$641	\$425	\$294
01-6220-11		Soloists	\$2,200	\$1,100	\$3,700	\$1,800
01-6221-11		Soloists Expenses			\$400	\$400
01-6222-11		Orchestra	\$10,920	\$11,328	\$4,692	\$4,668
01-6228-11		Concert recording	\$350	\$300	\$325	\$300
01-6230-11		Ticket Printing		\$188	\$200	\$73
01-6235-11		Program – Design & Printing	\$675	\$420		\$25
01-6245-11		Venue Rental	\$1,400	\$1,400	\$1,600	\$1,350
Total Expenses			\$16,820	\$16,554	\$12,196	\$11,453
Net income (loss)			\$1,180	(\$2,108)	\$5,604	\$5,099

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Concert #2	Dept 12	Dec. 4th A City Sings for the Season		Dec. 3rd A City Sings for the Season	
		Budget	Actual YTD	Budget	Actual YTD
Income		2016-17		2017-18	
<u>Acct #</u>	<u>Description</u>				
01-4300-12	Advertising/Programs	\$400			
01-4600-12	Grants/Underwriting/Sponsorship	\$1,750	\$1,750	\$2,000	\$2,395
01-4985-12	In-kind contribution				
Total Income		\$2,150	\$1,750	\$2,000	\$2,395
Expenses:					
01-6020-12	Accompanist Supplement	\$125		\$200	
01-6050-12	Advertising				
01-6170-12	Equipment Rental				\$295
01-6220-12	Soloists				
01-6228-12	Recording/Sound Engineering	\$250			
01-6235-12	Program – Design & Printing	\$250	\$180		\$200
01-6245-12	Venue rental				\$10
Total Expenses		\$625	\$180	\$200	\$505
Net income (loss)		\$1,525	\$1,570	\$1,800	\$1,890

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Concert #3	Dept 13	Messiah (12/10 & 11)		Handel	
		2016-17		2017-18	
Income		Budget	Actual YTD	Budget	Actual YTD
<u>Acct #</u>	<u>Description</u>				
01-4550-13	Performance Fee	\$7,500	\$7,300		
01-4500-13	Ticket Sales			\$5,000	\$3,131
01-4501-13	Ticket Sales-from membership			\$2,700	\$2,410
01-4600-13	Underwriting/Sponsorship			\$7,500	\$8,500
01-4985-13	In-kind contribution				
Total Income		\$7,500	\$7,300	\$15,200	\$14,041
Expenses:					
01-6020-13	Accompanist Supplement			\$279	\$279
01-6140-13	Collaboration Expense				\$50
01-6170-13	Equipment Rental			\$325	\$264
01-6175-13	Instrument Rental & Tuning			\$150	\$100
01-6177-13	Music Rentals			\$375	\$380
01-6220-13	Soloists			\$2,500	\$1,700
01-6221-13	Soloists Expenses				\$700
01-6222-13	Orchestra			\$8,800	\$8,338
01-6228-13	Recording/Sound Engineering			\$325	
01-6230-13	Ticket Printing			\$200	\$73
01-6235-13	Program design & printing				\$25
01-6245-13	Venue Rental			\$1,600	\$1,250
Total Expenses		\$0	\$0	\$14,554	\$13,159
Net income (loss)		\$7,500	\$7,300	\$646	\$882

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Concert #4	Dept 14	Mar. 24th Dona Nobis Pacem		FD Bicentennial	
		Budget	Actual YTD	Budget	Actual YTD
Income		2016-17		2017-18	
<u>Acct #</u>	<u>Description</u>	<u>Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
01-4500-14	Ticket Sales	\$3,000	\$1,910	\$3,250	
01-4501-14	Member ticket sales	\$6,000	\$5,760	\$5,400	\$4,805
01-4600-14	Underwriting/Sponsorship		\$2,000		
Total Income		\$9,000	\$9,670	\$8,650	\$4,805
Expenses:					
01-6020-14	Accompanist Supplement		\$279	\$300	
01-6050-14	Advertising		\$699		
01-6140-14	Collaboration Expense		\$105		
01-6170-14	Equipment Rental	\$325	\$300	\$325	
01-6175-14	Instrument Rental & Tuning	\$150		\$100	
01-6177-14	Music Rentals	\$770	\$227	\$650	
01-6220-14	Soloists		\$1,000	\$950	
01-6221-14	Soloists Expenses	\$950		\$400	
01-6222-14	Orchestra	\$2,730	\$2,334	\$3,600	
01-6228-14	Recording	\$350	\$300	\$325	
01-6230-14	Ticket Printing		\$188	\$200	\$73
01-6235-14	Program – Design & Printing	\$675	\$75		
01-6245-14	Venue Rental	\$1,600	\$1,450	\$1,600	
Total Expenses		\$7,550	\$6,957	\$8,450	\$73
Net income (loss)		\$1,450	\$2,713	\$200	\$4,732

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Concert #5	Dept 15	Asbury May 12th		Cathedral Classics	
		Budget	Actual YTD	Budget	Actual YTD
Income		2016-17		2017-18	
<u>Acct #</u>	<u>Description</u>				
01-4500-15	Ticket Sales	\$1,500	\$1,379	\$4,000	
01-4501-15	Ticket Sales-from membership	\$6,000	\$5,378	\$5,400	\$4,730
01-4600-15	Underwriting/Sponsorship				
Total Income		\$7,500	\$6,757	\$9,400	\$4,730
Expenses:					
01-6020-15	Accompanist Supplement	\$280	\$279	\$475	
01-6050-15	Advertising		\$639		
01-6170-15	Equipment Rental				
01-6175-15	Instrument Rental & Tuning	\$150			
01-6177-15	Music Rentals				
01-6220-15	Soloists	\$400	\$400	\$650	
01-6221-15	Soloists Expenses				
01-6222-15	Orchestra	\$100			
01-6228-15	Recording		\$300	\$325	
01-6230-15	Ticket Printing		\$188	\$200	\$73
01-6235-15	Program – Design & Printing	\$675			
01-6245-15	Venue Rental			\$400	
Total Expenses		\$1,605	\$1,806	\$2,050	\$73
Net income (loss)		\$5,895	\$4,951	\$7,350	\$4,657

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Concert #6

Dept 16

May 25 La Boheme

Income

		2016-17		2018 Budget
<u>Acct #</u>	<u>Description</u>	<u>2017 Budget</u>	<u>Actual YTD</u>	
01-4550-16	Performance Fee	\$5,500		
Total Income		\$5,500	-	-

Expenses:

01-6020-16	Accompanist Supplement	\$650		
01-6245-16	Venue Rental	\$350		
Total Expenses		\$1,000	-	-

Net income (loss)

		\$4,500	-	-
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Rochester Oratorio Society
 Budget Worksheet
 July 2017 - June 2018

Public
 Relations and
 Marketing

Dept 30

Income	Acct #	Description	2016-17		2017-18	
			Budget	Actual YTD	Budget	Actual YTD
	01-4300-30	Advertising for Programs	\$1,500	\$200	\$500	\$600
	01-4985-30	In-kind contribution	\$1,000	\$419	\$425	\$514
Total Income			\$2,500	\$619	\$925	\$1,114
Expenses:						
	01-6048-30	Constant Contact	\$1,000	\$610	\$780	\$390
	01-6050-30	Advertising	\$1,250	\$857	\$900	\$600
	01-6060-30	Marketing Consultant	\$1,250	\$927	\$1,200	\$300
	01-6150-30	Dues and Fees (Visit Roch)	\$200	\$200	\$200	
	01-6210-30	Flyer/Sponsor Website		\$385	\$400	
	01-6230-30	Brochure/Program Design & Printing	\$4,000	\$1,350	\$1,350	\$6,798
Total Expenses			\$7,700	\$4,329	\$4,830	\$8,088
Net income (loss)			(\$5,200)	(\$3,710)	(\$3,905)	(\$6,974)

Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018

Classical Idol **Dept 40**

Income	Acct #	Description	2016-17		2017-18	
			Budget	Actual YTD	Budget	Actual YTD
	01-4040-40	Donations		\$7,990	\$8,000	\$3,995
	01-4058-40	Contestant Entrance Fees		\$2,756	\$2,475	
	01-4072-40	Auction		\$4,565	\$4,600	
	01-4073-40	Raffle		\$3,140	\$3,000	
	01-4300-40	Advertising/Programs		\$515	\$500	
	01-4500-40	Ticket Sales (Finals)		\$9,732	\$9,400	
	01-4600-40	Underwriting/ Sponsorship		\$7,975	\$7,500	
	01-4985-40	In Kind Contributions		\$300	\$300	
Total Income			\$36,000	\$36,973	\$35,775	\$3,995
Expenses:						
	01-6020-40	Accompanist		\$750	\$750	
	01-6050-40	Advertising/Flyer		\$1,012	\$575	
	01-6175-40	Instrument Rental & Tuning				
	01-6220-40	Professional Fees		\$270	\$270	
	01-6220-40	Emcee Honorarium		\$100	\$100	
	01-6223-40	Judge Honoraria		\$3,905	\$2,000	
	01-6227-40	Photographer		\$175		
	01-6228-40	Recording/Sound		\$724	\$250	
	01-6230-40	Ticket Printing		\$103	\$125	
	01-6235-40	Program -Design & Printing		\$1,350	\$1,100	\$325
	01-6245-40	Venue Rental		\$3,022	\$2,300	\$100
	01-6250-40	Raffle expenses		\$1,335	\$1,350	
	01-6265-40	Event Supplies		\$670	\$550	
	01-6267-40	Prizes		\$4,500	\$4,500	
	01-6269-40	Food and drink		\$1,058	\$750	
Total Expenses			\$15,600	\$18,974	\$14,620	\$425
Net income (loss)			\$20,400	\$17,999	\$21,155	\$3,570

**Rochester Oratorio Society
Budget Worksheet
July 2017-June 2018**

Membership Dept 50

Income		2016-17		2017-18	
		Budget	Actual YTD	Budget	Actual YTD
Acct #	Description				
01-4040-50	Member Sponsor				
	Donations/Angels	\$125	\$823	\$500	\$743
01-4074-50	Activities/Banquet		\$250		\$150
01-4177-50	Music	\$4,000	\$6,960	\$5,000	\$6,834
01-4200-50	Dues	\$12,300	\$11,650	\$11,600	\$10,160
01-4250-50	Member fundraiser	\$1,000	\$2,253	\$2,000	\$350
01-4265-50	Concert Attire	\$1,000	\$825	\$1,000	\$270
Total Income		\$18,425	\$22,761	\$20,100	\$18,507
Expenses					
01-6050-50	Ads – Auditions	\$250			
01-6160-50	Activities/Banquet		\$100		
01-6177-50	Music	\$4,000	\$7,202	\$5,300	\$7,747
01-6210-50	Recruitment	\$500	\$74		
01-6250-50	Member fundraiser	\$1,000	\$2,456	\$2,000	\$195
01-6265-50	Concert Attire	\$1,000	\$608	\$1,000	
01-6300-50	Award & Recognition	\$200		\$200	
01-6550-50	Audition Accompanist	\$125		\$125	
Total Expenses		\$7,075	\$10,440	\$8,625	\$7,942
Net income (loss)		\$11,350	\$12,321	\$11,475	\$10,565

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Development Dept 60

Income	Acct #	Description	2016-17		2017-18	
			Budget	Actual YTD	Budget	Actual YTD
	01-4047-60	RACF Endowment	\$6,800	\$7,851	\$7,800	\$4,038
		Fundraising events (Roc the day)	\$650	\$1,023	\$1,000	
	01-4250-60					
	01-4590-60	Miscellaneous		\$76		\$72
	01-4610-60	Grants	\$4,500	\$11,025	\$6,100	\$1,000
	01-4700-60	Patron Support	\$24,000	\$33,862	\$27,000	\$22,283
	01-4705-60	Special Patron Support	\$25,000	\$25,000	\$25,000	\$25,000
	01-4710-60	Corporate Support	\$500			
Total Income			\$61,450	\$78,837	\$66,900	\$52,393
Expenses						
	01-6160-60	Entertainment & Meetings				
	01-6265-60	Program Expenses – Dev. Ltr	\$3,200	\$3,230	\$3,200	\$1,917
Total Expenses			\$3,200	\$3,230	\$3,200	\$1,917
Net income (loss)			\$58,250	\$75,607	\$63,700	\$50,476

Rochester Oratorio Society
 Budget Worksheet
 July 2017 - June 2018

Endowment Dept 64

Income <u>Acct #</u>	<u>Description</u>	2016-17		2017-18	
		<u>Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
01-4040-64	Endowment gifts		\$2,667	\$1,000	\$223
Total Income		\$0	\$2,667	\$1,000	\$223
Expenses					
01-6160-64	Entertainment & Meetings		\$39	\$200	
01-6171-64	Event Expenses	\$300			
01-6200-64	Postage	\$200		\$200	\$343
01-6230-64	Brochure Design		\$360		
01-6230-64	Printing		\$280		
01-6260-64	Supplies				
01-6265-64	Program Expenses – Dev. Ltr				
Total Expenses		\$500	\$679	\$400	\$343
Net income (loss)		(\$500)	\$1,988	\$600	(\$120)

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

**Artistic
Expenses**

Dept 70

Expenses		2016-17		2017-18	
<u>Acct #</u>	<u>Description</u>	<u>Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
01-6010-70	Salaries – Artistic Director	\$44,300	\$44,217	\$47,906	\$23,802
01-6015-70	Horizons at Harley	\$500			
01-6020-70	Salaries – Accompanist	\$4,000	\$4,125	\$4,550	\$2,000
01-6030-70	Payroll Taxes – 9%	\$4,000	\$3,840	\$4,300	\$2,017
01-6220-70	Accompanist – Misc				\$50
01-6230-70	Printing-Business Cards			\$75	\$65
01-6245-70	Rehearsal Venue	\$3,100	\$2,400	\$3,100	\$750
01-6150-70	Dues & Fees:				
	Arts & Cultural Council				\$175
	Rochester Choral Consortium	\$150	\$175	\$50	\$35
	BMI – Royalty Fees	\$250	\$234	\$250	
	ASCAP	\$300	\$285	\$380	\$92
Total Expenses		\$56,600	\$55,276	\$60,611	\$28,986

Rochester Oratorio Society
 Budget Worksheet
 July 2017 - June 2018

Resonanz Dept 80

Income		2016-17		2017-18	
		<u>Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
<u>Acct #</u>	<u>Description</u>				
01-4040-80	Donations				
01-4550-80	Performance Fees	\$2,000	\$4,050	\$3,500	\$1,325
01-4610-80	Grant - GRCC			\$925	\$925
Total Income		\$2,000	\$4,050	\$4,425	\$2,250
Expenses					
01-6020-80	Accompanist	\$150	\$170	\$100	
01-6171-80	Performance expense		\$285	\$750	
01-6177-80	Music	\$600	\$117	\$325	\$260
01-6245-80	Rehearsal Venue		\$100		\$100
Total Expenses		\$750	\$672	\$1,175	\$360
Net income (loss)		\$1,250	\$3,378	\$4,100	\$1,890

**Rochester Oratorio Society
Budget Worksheet
July 2017 - June 2018**

Administration Dept 90

Income	Acct #	Description	2016-17		2018 Budget	
			Budget	Actual YTD	Budget	Actual YTD
	01-4250-90	Miscellaneous income	\$150	\$14	\$100	\$391
	01-4610-90	Grant				\$1,000
	01-4980-90	Interest Income/refunds		\$10		\$7
Total Income			\$150	\$24	\$100	\$1,398
Expenses						
	01-6020-90	Salaries – Arts Administrator	\$24,500	\$24,528	\$25,235	\$12,583
	01-6022-90	Registrar	\$3,100	\$3,168	\$3,263	\$1,632
	01-6025-90	Salary - Accountant	\$6,200	\$6,216	\$6,402	\$3,201
	01-6030-90	Payroll Taxes - 9%	\$3,042	\$1,876	\$3,141	\$963
	01-6110-90	Credit Card fees	\$700	\$802	\$700	\$457
	01-6120-90	Board Expense				
	01-6150-90	Tax Filing Fees	\$75	\$75	\$75	\$75
	01-6160-90	Personnel Development				
	01-6170-90	Office Equipment	\$150			\$50
	01-6178-90	Information Technology	\$150			\$284
	01-6180-90	Insurance – Director's & Officer's	\$732	\$692	\$700	
	01-6180-90	Workers Compensation	\$250	\$125	\$125	
	01-6180-90	Insurance – Liability	\$700	\$691	\$700	
	01-6180-90	Insurance – DBL		\$475	\$475	
	01-6190-90	Website Host and License	\$500	\$152	\$40	
	01-6200-90	Postage & Permit fees	\$350	\$298	\$350	\$214
	01-6224-90	Payroll Service fees	\$1,025	\$1,073	\$1,250	\$524
	01-6230-90	Printing – Stationary, Envelopes	\$500			\$195
	01-6245-90	Office Rent	\$6,000	\$6,000	\$6,000	\$3,000
	01-6260-90	Office Supplies	\$1,600	\$1,467	\$1,600	\$873
	01-6270-90	Telephone	\$1,100	\$1,137	\$1,200	\$591
Total Expenses			\$50,674	\$48,775	\$51,256	\$24,642
Net income (loss)			(\$50,524)	(\$48,751)	(\$51,156)	(\$23,244)

Rochester Oratorio Society
 Budget Worksheet
 July 2017-2018

Golf Tournament

Dept 67

ROS Golf Tournament

Income

<u>Acct #</u>	<u>Description</u>	<u>2016-17</u>		<u>2018 Budget</u>	
		<u>2017 Budget</u>	<u>Actual YTD</u>	<u>Budget</u>	<u>Actual YTD</u>
01-4250-67	Golf dinner		\$148		
01-4500-67	Entry fee		\$2,956		
01-4600-67	Sponsorships		\$650		\$100
Total Income			\$3,754		\$100

Expenses:

01-6050-67	Advertising		\$312		
01-6230-67	Program design		\$985		
01-6171-67	Venue Rental		\$500		
01-6265-67	Registration site		\$60		
Total Expenses			\$1,857		

Net income (loss)

			\$1,897		\$100
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