

**Rochester Oratorio Society**  
**Budget Worksheet**  
**2018-2019**

**November 2018**

**Income**

<b>Description</b>	<b>2017-18</b>		<b>2018-19</b>	
	<b>Budget</b>	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>
ROS concert #1 - Mendelssohn-Oct	\$17,800	\$16,552	\$8,600	\$6,147
ROS concert #2 - City Sings-Dec	\$2,000	\$2,395	\$2,900	\$400
ROS concert #3 - RPO-Dec	\$9,400	\$7,633	\$6,000	
ROS concert #4 - Rutter-Feb	\$8,650	\$15,470	\$10,400	\$7,165
ROS concert #5 - Peacemakers-Apr	\$15,200	\$14,041	\$18,900	\$8,665
<b>Concert Subtotal</b>	<b>\$53,050</b>	<b>\$56,091</b>	<b>\$46,800</b>	<b>\$22,377</b>
Public Relations & Marketing	\$925	\$1,114	\$925	\$625
Rochester International Vocal Comp	\$35,775	\$32,478	\$36,025	
Membership	\$20,100	\$21,320	\$20,100	\$19,928
Development	\$66,900	\$60,859	\$60,000	\$43,972
Endowment	\$1,000	\$1,343	\$2,000	
Artistic	\$0	\$0	\$7,500	
Resonanz	\$4,425	\$3,750	\$3,000	\$1,600
Administration	\$100	\$2,371	\$1,010	\$163
<b>Total income</b>	<b>\$ 182,275</b>	<b>\$ 179,326</b>	<b>\$ 177,360</b>	<b>\$88,665</b>

**Expenses**

ROS concert #1 - Mendelssohn-Oct	\$12,196	\$11,453	\$5,935	\$4,137
ROS concert #2 - City Sings-Dec	\$200	\$505	\$615	
ROS concert #3 - RPO-Dec	\$2,050	\$2,441	\$300	
ROS concert #4 - Rutter-Feb	\$8,450	\$8,415	\$10,055	
ROS concert #5 - Peacemakers-Apr	\$14,554	\$13,759	\$9,015	
<b>Concert Subtotal</b>	<b>\$37,450</b>	<b>\$36,573</b>	<b>\$25,920</b>	<b>\$4,137</b>
Public Relations & Marketing	\$4,830	\$7,948	\$2,355	\$2,738
Rochester International Vocal Comp	\$14,620	\$14,740	\$15,195	\$965
Membership	\$8,625	\$9,350	\$8,625	\$9,125
Development	\$3,200	\$1,917	\$2,500	\$216
Endowment	\$400	\$343	\$400	
Artistic Expenses	\$60,611	\$53,048	\$62,899	\$22,881
Resonanz	\$1,175	\$644	\$500	\$265
Administration	\$51,256	\$46,967	\$58,796	\$21,612
<b>Other Subtotal</b>	<b>\$144,717</b>	<b>\$134,957</b>	<b>\$151,270</b>	<b>\$57,802</b>
<b>Total Expenses</b>	<b>\$182,167</b>	<b>\$171,530</b>	<b>\$177,190</b>	<b>\$61,939</b>
<b>Net Income (Loss)</b>	<b>\$ 108</b>	<b>\$ 7,796</b>	<b>\$ 170</b>	<b>\$26,726</b>

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Concert #1                      Dept 11    Mendelssohn 10/12/2018**

<b>Income</b>	<b>Acct #</b>	<b>Description</b>	<b>2017-18</b>		<b>2018-19</b>	
			<b>Budget</b>	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>
	01-4500-11	Ticket Sales	\$3,300	\$2,485	\$2,500	\$1,482
	01-4501-11	Member ticket sales	\$5,400	\$4,817	\$5,000	\$4,665
	01-4600-11	Underwriting/Sponsorship	\$9,100	\$9,250	\$0	
	01-4985-11	In-Kind Donation	\$0	\$0	\$1,100	
<b>Total Income</b>			<b>\$17,800</b>	<b>\$16,552</b>	<b>\$8,600</b>	<b>\$6,147</b>
<b>Expenses:</b>						
	01-6020-11	Accompanist Supplement	\$279	\$279	\$285	\$285
	01-6050-11	Advertising		\$300	\$550	\$500
	01-6140-11	Collaboration expense		\$1,400		
	01-6170-11	Equipment Rental	\$325	\$314		
	01-6171-11	Performance expense		\$150		
	01-6175-11	Instrument Rental & Tuning	\$250	\$100		
	01-6177-11	Music Rentals	\$425	\$294	\$375	\$76
	01-6220-11	Soloists	\$3,700	\$1,800		
	01-6221-11	Soloists Expenses	\$400	\$400		
	01-6222-11	Orchestra	\$4,692	\$4,668	\$2,400	\$1,984
	01-6228-11	Concert recording	\$325	\$300	\$325	\$300
	01-6230-11	Ticket Printing	\$200	\$73	\$100	\$142
	01-6235-11	Program – Design & Printing		\$25	\$1,100	\$350
	01-6245-11	Venue Rental	\$1,600	\$1,350	\$800	\$500
<b>Total Expenses</b>			<b>\$12,196</b>	<b>\$11,453</b>	<b>\$5,935</b>	<b>\$4,137</b>
<b>Net income (loss)</b>			<b>\$5,604</b>	<b>\$5,099</b>	<b>\$2,665</b>	<b>\$2,010</b>

In-kind  
donation of  
\$1,100 from  
Xerox

Rochester Oratorio Society  
 Budget Worksheet  
 2018-2019

Concert #2	Dept 12	Dec. 3rd A City Sings for the Season		City Sings 12/2/2018	
		2017-18		2018-19	
Income		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
<u>Acct #</u>	<u>Description</u>				
01-4300-12	Advertising/Programs			\$600	
01-4600-12	Grants/Underwriting/Sponsorship	\$2,000	\$2,395	\$2,300	\$400
01-4985-12	In-kind contribution				
<b>Total Income</b>		<b>\$2,000</b>	<b>\$2,395</b>	<b>\$2,900</b>	<b>\$400</b>
<b>Expenses:</b>					
01-6020-12	Accompanist Supplement	\$200		\$200	
01-6050-12	Advertising				
01-6170-12	Equipment Rental		\$295	\$200	
01-6220-12	Soloists				
01-6228-12	Recording/Sound Engineering				
01-6235-12	Program – Design & Printing		\$200	\$200	
01-6245-12	Venue rental		\$10	\$15	
<b>Total Expenses</b>		<b>\$200</b>	<b>\$505</b>	<b>\$615</b>	
<b>Net income (loss)</b>		<b>\$1,800</b>	<b>\$1,890</b>	<b>\$2,285</b>	

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**RPO Carmina  
Burana**

**Concert #3**

**Dept 13**

**Income**

<u>Acct #</u>	<u>Description</u>	<u>2017-18</u>		<u>2018-19</u>		
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	
01-4500-13	Ticket Sales	\$4,000	\$2,793			
01-4501-13	Ticket Sales-from membership	\$5,400	\$4,840			
01-4550-13	Performance fee			\$6,000		Adjusted RPO engagement fee
01-4600-13	Underwriting/Sponsorship					
<b>Total Income</b>		<b>\$9,400</b>	<b>\$7,633</b>	<b>\$6,000</b>		

**Expenses:**

01-6020-13	Accompanist Supplement	\$475	\$425			
01-6050-13	Advertising					
01-6170-13	Equipment Rental					
01-6175-13	Instrument Rental & Tuning					
01-6177-13	Music Rentals					
01-6220-13	Soloists	\$650	\$450	\$300		If extras needed
01-6221-13	Soloists Expenses					
01-6222-13	Orchestra					
01-6228-13	Recording	\$325	\$300			
01-6230-13	Ticket Printing	\$200	\$73			
01-6235-13	Program – Design & Printing		\$793			
01-6245-13	Venue Rental	\$400	\$400			
<b>Total Expenses</b>		<b>\$2,050</b>	<b>\$2,441</b>	<b>\$300</b>		
<b>Net income (loss)</b>		<b>\$7,350</b>	<b>\$5,192</b>	<b>\$5,700</b>		

**Rochester Oratorio Society  
Budget Worksheet  
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**Concert #4**

**Dept 14**

**Rutter 2/2/2019**

**Income**

<u>Acct #</u>	<u>Description</u>	<u>2017-18</u>		<u>2018-19</u>	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4500-14	Ticket Sales	\$3,250	\$5,695	\$3,000	
01-4501-14	Member ticket sales	\$5,400	\$4,965	\$2,400	\$4,665
01-4600-14	Underwriting/Sponsorship		\$4,810	\$5,000	\$2,500
<b>Total Income</b>		<b>\$8,650</b>	<b>\$15,470</b>	<b>\$10,400</b>	<b>\$7,165</b>

**Expenses:**

01-6020-14	Accompanist Supplement	\$300	\$285	\$290	
01-6050-14	Advertising		\$500	\$550	
01-6140-14	Collaboration Expense				
01-6170-14	Equipment Rental	\$325	\$197	\$325	
01-6175-14	Instrument Rental & Tuning	\$100		\$100	
01-6177-14	Music Rentals	\$650	\$586	\$350	
01-6220-14	Soloists	\$950	\$850	\$1,000	
01-6221-14	Soloists Expenses	\$400			
01-6222-14	Orchestra	\$3,600	\$3,174	\$4,515	
01-6228-14	Recording	\$325	\$300	\$325	
01-6230-14	Ticket Printing	\$200	\$73	\$100	
01-6235-14	Program – Design & Printing		\$1,000	\$1,100	
01-6245-14	Venue Rental	\$1,600	\$1,450	\$1,400	
<b>Total Expenses</b>		<b>\$8,450</b>	<b>\$8,415</b>	<b>\$10,055</b>	
<b>Net income (loss)</b>		<b>\$200</b>	<b>\$7,055</b>	<b>\$345</b>	<b>\$7,165</b>

Rochester Oratorio Society  
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 2018-2019

Concert #5

Dept 15

Peacemakers 4/5/2019

Income

		2017-18		2018-19	
<u>Acct #</u>	<u>Description</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4550-15	Performance Fee				
01-4500-15	Ticket Sales	\$5,000	\$3,131	\$5,000	
01-4501-15	Ticket Sales-from membership	\$2,700	\$2,410	\$4,800	\$4,665
01-4600-15	Underwriting/Sponsorship	\$7,500	\$8,500	\$8,000	\$4,000
					RACF \$4k, NY Humanities Decentralization grant \$4k
01-4985-15	In-kind contribution	\$0	\$0	\$1,100	
					In-kind donation of \$1,100 from Xerox
<b>Total Income</b>		<b>\$15,200</b>	<b>\$14,041</b>	<b>\$18,900</b>	<b>\$8,665</b>

Expenses:

01-6020-15	Accompanist Supplement	\$279	\$279	\$290	
01-6050-15	Advertising		\$300	\$550	
01-6140-15	Collaboration Expense		\$50		
01-6170-15	Equipment Rental	\$325	\$264	\$675	
01-6175-15	Instrument Rental & Tuning	\$150	\$100		
01-6177-15	Music Rentals	\$375	\$380	\$575	
01-6220-15	Soloists	\$2,500	\$1,700		
01-6221-15	Soloists Expenses		\$700		
01-6222-15	Orchestra	\$8,800	\$8,338	\$4,000	
01-6228-15	Recording/Sound Engineering	\$325	\$300	\$325	
01-6230-15	Ticket Printing	\$200	\$73	\$100	
01-6235-15	Program design & printing		\$25	\$1,100	
01-6245-15	Venue Rental	\$1,600	\$1,250	\$1,400	
<b>Total Expenses</b>		<b>\$14,554</b>	<b>\$13,759</b>	<b>\$9,015</b>	
<b>Net income (loss)</b>		<b>\$646</b>	<b>\$282</b>	<b>\$9,885</b>	<b>\$8,665</b>

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Public  
Relations and  
Marketing**

**Dept 30**

**Income**

<u>Acct #</u>	<u>Description</u>	<u>2017-18</u>		<u>2018-19</u>	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4300-30	Advertising for Programs	\$500	\$600	\$500	\$200
01-4985-30	In-kind contribution	\$425	\$514	\$425	\$425
<b>Total Income</b>		<b>\$925</b>	<b>\$1,114</b>	<b>\$925</b>	<b>\$625</b>

**Expenses:**

01-6048-30	Constant Contact	\$780	\$650	\$780	\$390
01-6050-30	Advertising	\$900			\$29
01-6060-30	Marketing Consultant	\$1,200	\$300		
01-6150-30	Dues and Fees (Visit Roch)	\$200	\$200	\$400	
01-6210-30	Flyer/Sponsor Website	\$400			
01-6230-30	Brochure/Program Design & Printing	\$1,350	\$6,798	\$1,175	\$2,319
<b>Total Expenses</b>		<b>\$4,830</b>	<b>\$7,948</b>	<b>\$2,355</b>	<b>\$2,738</b>
<b>Net income (loss)</b>		<b>(\$3,905)</b>	<b>(\$6,834)</b>	<b>(\$1,430)</b>	<b>(\$2,113)</b>

Rochester Oratorio Society  
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Rochester International Vocal Competition Dept 40

Income <u>Acct #</u>	<u>Description</u>	2017-18		2018-19	
		<u>Budget</u>	<u>Actual</u>	<u>Proposed</u>	
01-4040-40	Donations	\$8,000	\$3,031	\$8,000	
01-4058-40	Contestant Entrance Fees	\$2,475	\$3,141	\$2,475	
01-4072-40	Auction	\$4,600	\$3,610	\$4,600	
01-4073-40	Raffle	\$3,000	\$3,761	\$3,000	
01-4250-40	T-shirt fundraiser		\$580		
01-4300-40	Advertising/Programs	\$500	\$850	\$500	
01-4500-40	Ticket Sales (Finals)	\$9,400	\$10,622	\$9,400	
01-4600-40	Underwriting/ Sponsorship	\$7,500	\$6,583	\$7,750	Includes \$250 warfield scholarship
01-4985-40	In Kind Contributions	\$300	\$300	\$300	
<b>Total Income</b>		<b>\$35,775</b>	<b>\$32,478</b>	<b>\$36,025</b>	
<b>Expenses:</b>					
01-6020-40	Accompanist	\$750	\$750	\$750	
01-6050-40	Advertising/Flyer	\$575	\$1,525	\$1,500	
01-6160-40	Entertainment expense		\$550		
01-6175-40	Instrument Rental & Tuning				
01-6220-40	Professional Fees	\$270	\$240	\$270	
01-6220-40	Emcee Honorarium	\$100	\$100	\$100	
01-6223-40	Judge Honoraria	\$2,000	\$1,500	\$2,000	
01-6227-40	Photographer		\$175		
01-6228-40	Recording/Sound	\$250	\$250	\$250	
01-6230-40	Ticket Printing	\$125	\$39	\$75	
01-6235-40	Program -Design & Printing	\$1,100	\$1,634	\$1,100	
01-6245-40	Venue Rental	\$2,300	\$1,581	\$2,000	\$965
01-6250-40	Raffle expenses	\$1,350	\$691	\$1,350	
01-6265-40	Event Supplies	\$550	\$195	\$550	
01-6267-40	Prizes	\$4,500	\$4,500	\$4,500	
01-6269-40	Food and drink	\$750	\$1,010	\$750	
<b>Total Expenses</b>		<b>\$14,620</b>	<b>\$14,740</b>	<b>\$15,195</b>	<b>\$965</b>
<b>Net income (loss)</b>		<b>\$21,155</b>	<b>\$17,738</b>	<b>\$20,830</b>	<b>(\$965)</b>



**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Membership Dept 50**

<b>Income</b>		<b>2017-18</b>		<b>2018-19</b>	
<u>Acct #</u>	<u>Description</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4040-50	Member Sponsor				
	Donations/Angels	\$500	\$748	\$500	\$1,443
01-4074-50	Activities/Banquet		\$150		
01-4177-50	Music	\$5,000	\$8,692	\$5,000	\$4,966
01-4200-50	Dues	\$11,600	\$10,180	\$11,600	\$11,214
01-4250-50	Member fundraiser	\$2,000	\$1,130	\$2,000	\$312
01-4265-50	Concert Attire	\$1,000	\$420	\$1,000	\$1,993
<b>Total Income</b>		<b>\$20,100</b>	<b>\$21,320</b>	<b>\$20,100</b>	<b>\$19,928</b>
<b>Expenses</b>					
01-6050-50	Ads – Auditions				\$200
01-6160-50	Activities/Banquet				
01-6177-50	Music	\$5,300	\$8,611	\$5,300	\$5,746
01-6210-50	Recruitment				
01-6250-50	Member fundraiser	\$2,000	\$625	\$2,000	\$140
01-6265-50	Concert Attire	\$1,000		\$1,000	\$3,039
01-6300-50	Award & Recognition	\$200	\$114	\$200	
01-6550-50	Audition Accompanist	\$125		\$125	
<b>Total Expenses</b>		<b>\$8,625</b>	<b>\$9,350</b>	<b>\$8,625</b>	<b>\$9,125</b>
<b>Net income (loss)</b>		<b>\$11,475</b>	<b>\$11,970</b>	<b>\$11,475</b>	<b>\$10,803</b>

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Development Dept 60**

Income <u>Acct #</u>	<u>Description</u>	2017-18		2018-19	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4047-60	RACF Endowment	\$7,800	\$8,169	\$8,000	\$2,088
01-4250-60	Fundraising events (Roc the day)	\$1,000	\$388	\$500	
01-4590-60	Miscellaneous (Amazon)		\$124		\$54
01-4610-60	Grants	\$6,100	\$1,500	\$11,500	\$6,000
01-4700-60	Patron Support	\$27,000	\$25,678	\$25,000	\$10,830
01-4705-60	Special Patron Support	\$25,000	\$25,000	\$15,000	\$25,000
01-4710-60	Corporate Support				
<b>Total Income</b>		<b>\$66,900</b>	<b>\$60,859</b>	<b>\$60,000</b>	<b>\$43,972</b>
<b>Expenses</b>					
01-6160-60	Entertainment & Meetings Program Expenses – Dev.				\$216
01-6265-60	Ltr	\$3,200	\$1,917	\$2,500	
<b>Total Expenses</b>		<b>\$3,200</b>	<b>\$1,917</b>	<b>\$2,500</b>	<b>\$216</b>
<b>Net income (loss)</b>		<b>\$63,700</b>	<b>\$58,942</b>	<b>\$57,500</b>	<b>\$43,756</b>

Includes \$6000  
Farash grant

Rochester Oratorio Society  
 Budget Worksheet  
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Endowment Dept 64

Income <u>Acct #</u>	<u>Description</u>	2017-18		2018-19	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4040-64	Endowment gifts	\$1,000	\$1,343	\$2,000	
<b>Total Income</b>		<b>\$1,000</b>	<b>\$1,343</b>	<b>\$2,000</b>	
<b>Expenses</b>					
01-6160-64	Entertainment & Meetings	\$200		\$200	
01-6171-64	Event Expenses				
01-6200-64	Postage	\$200	\$343	\$200	
01-6230-64	Brochure Design				
01-6230-64	Printing				
01-6260-64	Supplies				
01-6265-64	Program Expenses – Dev. Ltr				
<b>Total Expenses</b>		<b>\$400</b>	<b>\$343</b>	<b>\$400</b>	
<b>Net income (loss)</b>		<b>\$600</b>	<b>\$1,000</b>	<b>\$1,600</b>	

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Artistic  
Expenses Dept 70**

<b>Expenses</b>	<b>Acct #</b>	<b>Description</b>	<b>2017-18</b>		<b>2018-19</b>	
			<b>Budget</b>	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>
		Grants	\$0	\$0	\$7,500	Farash Grant
<b>Total Revenues</b>			<b>\$0</b>	<b>\$0</b>	<b>\$7,500</b>	
01-6010-70		Salaries – Artistic Director	\$47,906	\$41,766	\$49,816	\$18,602
01-6020-70		Salaries – Accompanist	\$4,550	\$4,750	\$5,000	\$1,250
01-6030-70		Payroll Taxes – 9%	\$4,300	\$3,696	\$4,483	\$1,550
01-6220-70		Accompanist – Misc		\$50		\$125
01-6230-70		Printing-Business Cards	\$75	\$65		
01-6245-70		Rehearsal Venue	\$3,100	\$2,075	\$2,700	\$900
01-6150-70		Dues & Fees:				
		Arts & Cultural Council		\$175	\$175	\$175
		Rochester Choral Consortii	\$50	\$35	\$175	\$185
		BMI – Royalty Fees	\$250	\$236	\$250	
		ASCAP	\$380	\$200	\$300	\$19
		Livingston Arts Council				\$75
<b>Total Expenses</b>			<b>\$60,611</b>	<b>\$53,048</b>	<b>\$62,899</b>	<b>\$22,881</b>
<b>Net income (loss)</b>			<b>(\$60,611)</b>	<b>(\$53,048)</b>	<b>(\$55,399)</b>	<b>(\$22,881)</b>

Rochester Oratorio Society  
 Budget Worksheet  
 2018-2019

Resonanz Dept 80

Income		2017-18		2018-19	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
<u>Acct #</u>	<u>Description</u>				
01-4040-80	Donations				
01-4550-80	Performance Fees	\$3,500	\$2,825	\$3,000	\$500
01-4610-80	Grant - Wm Wegman	\$925	\$925		\$1,100
<b>Total Income</b>		<b>\$4,425</b>	<b>\$3,750</b>	<b>\$3,000</b>	<b>\$1,600</b>
<b>Expenses</b>					
01-6020-80	Accompanist	\$100	\$165	\$150	\$265
01-6171-80	Performance expense	\$750	\$119		
01-6177-80	Music	\$325	\$260	\$250	
01-6245-80	Rehearsal Venue		\$100	\$100	
<b>Total Expenses</b>		<b>\$1,175</b>	<b>\$644</b>	<b>\$500</b>	<b>\$265</b>
<b>Net income (loss)</b>		<b>\$3,250</b>	<b>\$3,106</b>	<b>\$2,500</b>	<b>\$1,335</b>

**Rochester Oratorio Society  
Budget Worksheet  
2018-2019**

**Administration Dept 90**

Income	Acct #	Description	2017-18		2018-19	
			Budget	Actual	Budget	Actual
	01-4250-90	Miscellaneous income	\$100	\$361		\$161
	01-4610-90	Grant		\$1,000		
	01-4980-90	Interest Income		\$10	\$10	\$2
	01-4985-90	In Kind donation (Vendini)		\$1,000	\$1,000	
<b>Total Income</b>			<b>\$100</b>	<b>\$2,371</b>	<b>\$1,010</b>	<b>\$163</b>

**Expenses**

01-6020-90	Salaries – Arts Administrator	\$25,235	\$22,042	\$4,204	\$9,465	Prorated for 2/12 months
01-6010-90	Salaries - Executive Director			\$30,000		Prorated for 10/12 months
01-6022-90	Registrar	\$3,263	\$2,720		\$272	
01-6025-90	Salary - Accountant	\$6,402	\$5,335	\$6,400	\$2,401	
01-6030-90	Payroll Taxes - 9%	\$3,141	\$1,686	\$2,700	\$724	
01-6110-90	Credit Card fees	\$700	\$777	\$700	\$475	
01-6120-90	Board Expense		\$136			
01-6150-90	Tax Filing Fees	\$75	\$100	\$75	\$75	
01-6160-90	Personnel Development					
01-6170-90	Office Equipment		\$50		\$1,679	
01-6178-90	Information Technology		\$454	\$450	\$363	
01-6180-90	Insurance – Director's & Officer's	\$700	\$712	\$700	\$137	
01-6180-90	Workers Compensation	\$125		\$125		
01-6180-90	Insurance – Liability	\$700	\$712	\$700		
01-6180-90	Insurance – DBL	\$475	\$457	\$475		
01-6180-90	Insurance - PFL		\$217	\$217		
01-6190-90	Website Host, License, Support	\$40	\$718	\$700	\$692	
01-6200-90	Postage & Permit fees	\$350	\$595	\$600	\$123	
01-6224-90	Payroll Service fees	\$1,250	\$1,014	\$1,250	\$412	
01-6230-90	Printing – Stationery, Envelopes		\$712	\$700		
01-6245-90	Office Rent	\$6,000	\$6,000	\$6,000	\$3,000	
01-6260-90	Office Supplies	\$1,600	\$1,502	\$1,600	\$1,346	
01-6270-90	Telephone	\$1,200	\$1,028	\$1,200	\$448	
<b>Total Expenses</b>		<b>\$51,256</b>	<b>\$46,967</b>	<b>\$58,796</b>	<b>\$21,612</b>	
<b>Net income (loss)</b>		<b>(\$51,156)</b>	<b>(\$44,596)</b>	<b>(\$57,786)</b>	<b>(\$21,449)</b>	