

Rochester Oratorio Society
Budget Worksheet
2018-2019

October 2018

Income

Description	2017-18		2018-19	
	Budget	Actual	Budget	Actual
ROS concert #1 - Mendelssohn-Oct	\$17,800	\$16,552	\$8,600	\$5,847
ROS concert #2 - City Sings-Dec	\$2,000	\$2,395	\$2,900	
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	
Concert Subtotal	\$53,050	\$56,091	\$46,800	\$13,012
Public Relations & Marketing	\$925	\$1,114	\$925	
Classical Idol	\$35,775	\$32,478	\$36,025	
Membership	\$20,100	\$21,320	\$20,100	\$19,180
Development	\$66,900	\$60,859	\$60,000	\$43,291
Endowment	\$1,000	\$1,343	\$2,000	
Artistic	\$0	\$0	\$7,500	
Resonanz	\$4,425	\$3,750	\$3,000	
Administration	\$100	\$2,371	\$1,010	\$163
Total income	\$ 182,275	\$ 179,326	\$ 177,360	\$75,646

Expenses

ROS concert #1 - Mendelssohn-Oct	\$12,196	\$11,453	\$5,935	\$2,820
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	
Concert Subtotal	\$37,450	\$36,573	\$25,920	\$2,820
Public Relations & Marketing	\$4,830	\$7,948	\$2,355	\$2,673
Classical Idol	\$14,620	\$14,740	\$15,195	\$965
Membership	\$8,625	\$9,350	\$8,625	\$7,546
Development	\$3,200	\$1,917	\$2,500	\$216
Endowment	\$400	\$343	\$400	
Artistic Expenses	\$60,611	\$53,048	\$62,899	\$16,832
Resonanz	\$1,175	\$644	\$500	
Administration	\$51,256	\$46,967	\$58,796	\$16,180
Other Subtotal	\$144,717	\$134,957	\$151,270	\$44,412
Total Expenses	\$182,167	\$171,530	\$177,190	\$47,232
Net Income (Loss)	\$ 108	\$ 7,796	\$ 170	\$28,414

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

Concert #1		Dept 11	Mendelssohn 10/12/2018			
Income			2017-18		2018-19	
Acct #	Description		Budget	Actual	Budget	Actual
01-4500-11	Ticket Sales		\$3,300	\$2,485	\$2,500	\$1,182
01-4501-11	Member ticket sales		\$5,400	\$4,817	\$5,000	\$4,665
01-4600-11	Underwriting/Sponsorship		\$9,100	\$9,250	\$0	\$0
01-4985-11	In-Kind Donation		\$0	\$0	\$1,100	\$0
Total Income			\$17,800	\$16,552	\$8,600	\$5,847
Expenses:						
01-6020-11	Accompanist Supplement		\$279	\$279	\$285	\$410
01-6050-11	Advertising			\$300	\$550	
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	
01-6230-11	Ticket Printing		\$200	\$73	\$100	?
01-6235-11	Program – Design & Printing			\$25	\$1,100	\$350
01-6245-11	Venue Rental		\$1,600	\$1,350	\$800	
Total Expenses			\$12,196	\$11,453	\$5,935	\$2,820
Net income (loss)			\$5,604	\$5,099	\$2,665	\$3,027

All
concerts

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

Rochester Oratorio Society
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 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				
Total Income		\$2,000	\$2,395	\$2,900	
Expenses:					
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	
Total Expenses		\$200	\$505	\$615	
Net income (loss)		\$1,800	\$1,890	\$2,285	

**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					
Total Income		\$9,400	\$7,633	\$6,000		

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			
Total Expenses		\$2,050	\$2,441	\$300		
Net income (loss)		\$7,350	\$5,192	\$5,700		

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

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
Total Income		\$8,650	\$15,470	\$10,400	\$7,165

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	
Total Expenses		\$8,450	\$8,415	\$10,055	
Net income (loss)		\$200	\$7,055	\$345	\$7,165

Rochester Oratorio Society
 Budget Worksheet
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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
Total Income		\$15,200	\$14,041	\$18,900	\$8,665

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	
Total Expenses		\$14,554	\$13,759	\$9,015	
Net income (loss)		\$646	\$282	\$9,885	

**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
Total Income		\$925	\$1,114	\$925	

Expenses:

01-6048-30	Constant Contact	\$780	\$650	\$780	\$325
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
Total Expenses		\$4,830	\$7,948	\$2,355	\$2,673
Net income (loss)		(\$3,905)	(\$6,834)	(\$1,430)	(\$2,673)

Rochester Oratorio Society
 Budget Worksheet
 2018-2019

Classical Idol Dept 40

Income Acct #	Description	2017-18		2018-19	
		Budget	Actual	Proposed	
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	
Total Income		\$35,775	\$32,478	\$36,025	
Expenses:					
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	
Total Expenses		\$14,620	\$14,740	\$15,195	\$965
Net income (loss)		\$21,155	\$17,738	\$20,830	

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

Membership Dept 50

Income		2017-18		2018-19	
		<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
<u>Acct #</u>	<u>Description</u>				
01-4040-50	Member Sponsor				
	Donations/Angels	\$500	\$748	\$500	\$1,302
01-4074-50	Activities/Banquet		\$150		
01-4177-50	Music	\$5,000	\$8,692	\$5,000	\$4,805
01-4200-50	Dues	\$11,600	\$10,180	\$11,600	\$11,029
01-4250-50	Member fundraiser	\$2,000	\$1,130	\$2,000	\$280
01-4265-50	Concert Attire	\$1,000	\$420	\$1,000	\$1,764
Total Income		\$20,100	\$21,320	\$20,100	\$19,180
Expenses					
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	
01-6265-50	Concert Attire	\$1,000		\$1,000	\$1,600
01-6300-50	Award & Recognition	\$200	\$114	\$200	
01-6550-50	Audition Accompanist	\$125		\$125	
Total Expenses		\$8,625	\$9,350	\$8,625	\$7,546
Net income (loss)		\$11,475	\$11,970	\$11,475	\$11,634

**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		\$28
01-4610-60	Grants	\$6,100	\$1,500	\$11,500	\$6,000
01-4700-60	Patron Support	\$27,000	\$25,678	\$25,000	\$10,175
01-4705-60	Special Patron Support	\$25,000	\$25,000	\$15,000	\$25,000
01-4710-60	Corporate Support				
Total Income		\$66,900	\$60,859	\$60,000	\$43,291
Expenses					
01-6160-60	Entertainment & Meetings Program Expenses – Dev.				\$216
01-6265-60	Ltr	\$3,200	\$1,917	\$2,500	
Total Expenses		\$3,200	\$1,917	\$2,500	\$216
Net income (loss)		\$63,700	\$58,942	\$57,500	\$43,075

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	
Total Income		\$1,000	\$1,343	\$2,000	
Expenses					
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				
Total Expenses		\$400	\$343	\$400	
Net income (loss)		\$600	\$1,000	\$1,600	

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

**Artistic
Expenses Dept 70**

Expenses	Acct #	Description	2017-18		2018-19	
			Budget	Actual	Budget	Actual
		Grants	\$0	\$0	\$7,500	Farash Grant
Total Revenues			\$0	\$0	\$7,500	
01-6010-70		Salaries – Artistic Director	\$47,906	\$41,766	\$49,816	\$14,450
01-6020-70		Salaries – Accompanist	\$4,550	\$4,750	\$5,000	\$500
01-6030-70		Payroll Taxes – 9%	\$4,300	\$3,696	\$4,483	\$1,153
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	\$150
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
Total Expenses			\$60,611	\$53,048	\$62,899	\$16,832
Net income (loss)			(\$60,611)	(\$53,048)	(\$55,399)	(\$16,832)

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

Resonanz **Dept 80**

Income		2017-18		2018-19	
<u>Acct #</u>	<u>Description</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
01-4040-80	Donations				
01-4550-80	Performance Fees	\$3,500	\$2,825	\$3,000	\$300
01-4610-80	Grant - GRCC	\$925	\$925		
Total Income		\$4,425	\$3,750	\$3,000	
Expenses					
01-6020-80	Accompanist	\$100	\$165	\$150	\$125
01-6171-80	Performance expense	\$750	\$119		
01-6177-80	Music	\$325	\$260	\$250	
01-6245-80	Rehearsal Venue		\$100	\$100	
Total Expenses		\$1,175	\$644	\$500	
Net income (loss)		\$3,250	\$3,106	\$2,500	

**Rochester Oratorio Society
Budget Worksheet
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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	
Total Income			\$100	\$2,371	\$1,010	\$163

Expenses

01-6020-90	Salaries – Arts Administrator	\$25,235	\$22,042	\$4,204	\$7,361	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	\$2,134	
01-6030-90	Payroll Taxes - 9%	\$3,141	\$1,686	\$2,700	\$563	
01-6110-90	Credit Card fees	\$700	\$777	\$700	\$450	
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	\$572	
01-6200-90	Postage & Permit fees	\$350	\$595	\$600	\$110	
01-6224-90	Payroll Service fees	\$1,250	\$1,014	\$1,250	\$356	
01-6230-90	Printing – Stationery, Envelopes		\$712	\$700		
01-6245-90	Office Rent	\$6,000	\$6,000	\$6,000	\$1,000	
01-6260-90	Office Supplies	\$1,600	\$1,502	\$1,600	\$787	
01-6270-90	Telephone	\$1,200	\$1,028	\$1,200	\$321	
Total Expenses		\$51,256	\$46,967	\$58,796	\$16,180	
Net income (loss)		(\$51,156)	(\$44,596)	(\$57,786)	(\$16,017)	