	2019-20	2019-20	Plan C	Plan C	Actual Plan C	Pledged & Rcd	Plan C	Plan C	Plan C	Plan C	Plan D	Plan D
	Budget	Actual	BUDGET	%	Jul-Oct	to date		PROJECTED	STILL	Projection	Budget 20-21	%
	Duuget	Actual	20-21	Budget	Jui-001	(guarantees	Budget	Festival	NEEDED	variance	Festival 1 wkend	Plan C
			9-23-20	19-20		received only)	20-21	2 wkends	for proj.			projection
INCOME	-		0 20 20			,,		No St. Matthew	.о. р.ој.	20-21	virtual	p. 0,00
CONTRIBUTED SUPPORT												
Government	38,600	36,145	75,300	195%	5,680	79,668	106%	88,500	8,832	13,200	88,500	100%
Corporations (not including Gala)												
Grants/Sponsorships	56,000	16,875	45,000	80%	38,750	44,250		50,000	5,750		50,000	100%
Inkind	2,100	3,500	14,000			1,450		14,000	12,550		,	
Total Corporations	58,100	20,375	59,000	7	40,200				18,300			
Foundations	185,000	173,026	170,000	92%	16,130	61,130	36%	170,000	108,870	0	150,000	889
Individuals	_											
Guarantees incl. matching gifts	195,000	171,451	175,000	90%	112,601	114,801	66%	175,000	60,199	0	160,000	91%
Festival Campaign 18-19	-	5,000		= 407								
Bel Canto Parents Aux. Activities & Annual Fund campaign	14,600	6,843	7,500	51%		724	10%	6,000	5,276	-1,500	6,000	100%
Ticket Donations	000 000	23,444	00.000	000/	87	00.000	0.404	00.000	F0 400		00.000	1000
GIVING BACH GEN OP	230,000	170,141	90,000	39%		30,600	34%		59,400		,	
OTHER (incl Education, Freewill, Memorials, Bequests, Undesignated)  Total Individuals	97,400 <b>537,000</b>	79,579 <b>456,458</b>	90,000 <b>362,500</b>	92% 68%		45,467 <b>191,592</b>	51% <b>53%</b>		44,533 <b>169,408</b>		00,000	
TOTAL CONTR SUPPORT (not including Gala)	818,700	686,004	666,800	81%					305,410			
SPECIAL EVENT/GALA	010,700	000,004	000,000	0170	230,700	3/6,090	57%	003,300	305,410	10,700	046,500	95%
Corporate Sponsors (19-20 incl \$10,000 from Gala Artist Fund)	28,000	26,300	0	0%							0	
Corporate Inkind	4,000	3,113	0	0%							0	
Foundations & Individual Major sponsors	4,000	1,500	0	0 70							0	
Benefactors/donors	16,700	14,725	0	0%							0	
Youth Meets Bach contributions	7,500	26,201	0	0%							0	
Earned Revenue (tickets & auction)	44,700	41,369	0	0%							0	
Total Special Event/Gala (Contributed & Earned)	100,900	113,208	0					0	0	0	0	
EARNED REVENUE												
Admission/Ticket Sales - Concerts & Workshops	160,500	98,638	86,000	54%	5,166		6%	77,200	72,034	-8,800	20,000	26%
Admissions/Ticket Sales-Receptions	17,500	2,215	13,500	77%	1,754		13%	0	-1,754	-13,500		
Total Admissions	178,000	100,853	99,500		6,920		7%		70,280			26%
Contracted Services/Tour Fees)	10,800	10,100	100		. <del>.</del>		0%		0	-100		
Tuition (Bel Canto Annual Tuition, Choral Village)	62,800	30,262	15,900		3,850		24%	15,900	12,050	0	15,900	100%
Scholarships (Bel Canto Annual Tuition, Choral Village)	-10,400 <b>53,400</b>	-4,900 25,363	0 15 000	0%	- 2 0E0		240/	1F 000	12.050	0	15 000	1000
Total Tuition  Bel Canto Tour - Traveler Payments	<b>52,400</b> 40,000	<b>25,362</b>	<b>15,900</b> 17,200	<b>30%</b> 43%			24% 0%		<b>12,050</b> 17,200		,	
Bel Canto Tour - scholarships		0	-3,000				0%		-3,000			
Total Tour Income	36,000	ŏ	14,200				0%		14,200			
Budgeted Endowment Transfers	_	•	,	30,0	•		370	,	,	·	,	100%
Undesignated	225,200	370,400	230,900	103%	57,725		25%	230,900	173,175	0	230,900	100%
Designated Funds	145,200	0	160,800	111%			100%		0	0		
Total Endowment Transfers	370,400	370,400	391,700	106%			56%		173,175	0	· ·	
Budgeted Cash Reserve Transfer (caried over from FY 19-20 incl. PPP Loan)	0	6,000	132,000				0%		132,000	0	132,000	100%
Program Advertising	14,000	5,050	3,000				0%		3,000		0	0%
Recording and Merchandise Sales												
Gross Sales	9,500	2,178	3,000				6%		2,810		.,	
Royalties	1,500	673	500				14%		430			
Cost of Sales	-1,000	-794	-300				12%	-300	-264	0	-500	167%
Inventory Purchase	-2,500	0	0	0%				0	0	0	0	
Net Recording Sales	7,500	2,057	3,200				7%		2,976		1,000	
Service Accounts, Handling Fees & Misc.	7,500	5,036	3,000				9%	3,000	2,740		1,000	33%
Interest & Gain/Loss on sale of investments (general operating only)	300	2,304	662 600	0%			050/	040.000	440.404	00 400		000
Total EARNED REVENUE (not including Gala)	676,900	527,162	662,600	98%	229,779		35%	640,200	410,421	-22,400	575,800	90%
Total INCOME WITH GALA	1,596,500	1,326,374	1,329,400	83%	468,547		35%	1,323,700	855,153	-5,700	1,224,300	020/
TOTAL INCOME WITH GALA	1,050,000	1,320,374	1,329,400	0370	400,047		30%	1,323,700	000,103	-3,700	1,224,300	92%

	2019-20	2019-20	Plan C	C-%		Pdg/Rec	Projected	STILL	Proj var.	Plan D	D-%
EXPENSE	Budget	Actual	2020-21	Budget		%	Plan C	NEEDED	w/budget	20-21	Plan C
ADMINISTRATION	_			19-20		Bdgt 20-21		for proj.	20-21		projected
Insurance (not wrk comp)	6,000	5,696	6,000	100%	3,209	53%	6,000	2,791	0	6,000	100%
Office Equipment	7,500	8,242	5,500	73%	1,178	21%	5,500	4,322	0	5,500	100%
Office Misc. Expenses	35,000	36,773	34,000	97%	9,068	27%	34,000	24,932	0	34,000	100%
Postage	9,000	2,637	5,700	63%	1,181	21%	5,700	4,519	0	5,700	100%
Professional Fees	21,700	22,027	32,200	148%	20,599	64%	32,200	11,601	0	32,200	100%
State CO Registration Fees - Multiple States	4,000	4,819	4,400	110%	1,518	35%	4,400	2,882	0	4,400	100%
Telephone	3,500	3,612	3,500	100%	1,595	46%	4,800	3,205	1,300	3,500	73%
Travel & Conferences	10,000	8,002	3,000	30%	638	21%	3,000	2,362	0	3,000	100%
Taxes other than payroll (incl Amusement Tax)	9,000	7,404	4,000	44%	-	0%	4,000	4,000	0	1,000	25%
Total ADMINISTRATION	105,700	99,212	98,300	93%	38,986	40%	99,600	60,614	1,300	95,300	96%
EMPLOYMENT (Artistic & Administrative incl. Ind. Contractors)	620,800	622,733	633,600	102%	222,238	35%	636,100	413,862	2,500	636,100	100%
FACILITIES									0		
Rent	27,000	25,280	26,000	96%	8,760	34%	26,000	17,240	0	26,000	100%
Utilities	5,000	4,449	4,000	80%	1,094	27%	4,000	2,906	0	4,000	100%
Maintenance	10,500	7,964	7,000	67%	2,687	38%	7,500	4,813	500	7,000	93%
Total Facilities	42,500	37,693	37,000	87%	12,541	34%	37,500	24,959	500	37,000	99%
MARKETING/PROMOTION									0		
Advertising & Other incl website deisgn	32,800	11,241	27,200	83%	1,144	4%	25,400	24,256	-1,800	25,400	100%
Mailing	13,200	15,804	9,000	68%	2,991	33%	9,500	6,509	500	9,500	100%
Printing & Design	90,000	91,167	63,600	71%	22,265	35%	64,900	42,635	1,300	47,600	73%
Inkind	2,100	2,200	5,700	271%		0%	5,700	5,700	0	5,700	100%
Total MARKETING/PROMOTION	138,100	120,412	105,500	76%	26,400	25%	105,500	79,100	0	88,200	84%
PROGRAMS											
Artist Fees											
Orchestra	203,000	137,933	120,800	60%	13,167	11%	124,300	111,133	3,500	82,800	67%
Per Dien/H&W	28,900	13,332	18,800	65%	2,114	11%	18,800	16,686	0	12,500	66%
Guest Artists/Soloists/Seminars	114,000	52,659	95,800	84%	7,012	7%	83,200	76,188	-12,600	64,200	77%
Stage direction, design, stage manager	16,000	13,500	0	0%	,		0	0	0	0	
Lodging	44,000	16,938	25,200	57%	1,887	7%	26,400	24,513	1,200	20,600	78%
Total Artist Fees	405,900	234,362	260,600	64%	24,180	9%	252,700	228,520	-7,900	180,100	71%
Grant Expense	800	0	0	0%							
Equipment/Books/Material	13,100	11,175	9,200	70%	2,653	29%	13,700	11,047	4,500	13,700	100%
Catering	42,000	1,444	33,000	79%	,	0%	20,000	20,000	-13,000	20,000	100%
Set-up/Production Fees & Rental	91,300	65,195	85,800	94%	17,404	20%	100,000	82,596	14,200	100,000	100%
Production Inkind - Recording	,	1,300	8,300		1,450	17%	8,300	6,850	. 0	8,300	100%
Travel	7,400	2,686	4,900	66%	,	0%	4,900	4,900	0	2,500	51%
Tour - Bel Canto	47,000	712	20,500	44%		0%	20,500	20,500	0	20,500	100%
Total PROGRAMS	607,500	316,874	422,300	70%	45,687	11%	420,100	374,413	-2,200	345,100	82%
Total EXPENSE (not including Gala)	1,514,600	1,196,924	1,296,700	86%	345,852	27%		952,948	2,100	1,201,700	93%
SPECIAL EVENT/GALA EXPENSE	71,900	71,626	0	0%	0			0	0	0	
Special Event Gala Inkind Expense	4,000	3,113	0	0%	-			0	0	0	
SPECIAL EVENT/GALA NET INCOME	25,000	38,469	0	0%	0			0	0	0	
TOTAL EXPENSES WITH GALA	1,590,500	1,271,663	1,296,700	82%	345,852	27%	1,298,800	952,948	2,100	1,201,700	93%
SURPLUS (DEFICIT) **	6,000	54,711	32,700				24,900		-7,800	22,600	
Payroll Protection Loan	·	100,453	·				•		ŕ	•	
Transfer to CASH RESERVE: A) buffer for revenue loss incl. \$22,880 20-21 ticket		11, 11									
vouchers		-22,880									
B) carried over to 20-21 geneal operating budget		-132,000									
Operating Surplus (after total transfer to Cash Reserve of \$172,700)		284	32,700				24,900		-7,800	22,600	
EX-BUDGET	2-year Budget	Projected	02,700				2 1,000		7,000	22,000	
European Tour Income (Contributed & Earned)	345,000	347,900									
European Tour Expense	-345,000	-347,900									
Leadership Transition Income:	100,000	100,000									
Leadership Transition Expense:	-100,000	-100,000									
Total Ex Budge		-100,000 <b>0</b>									
Total Ex Budge	U	U									