

	2019-20 Budget	2019-20 Actual	Plan C BUDGET 20-21 9-23-20	Plan C % Budget 19-20	Actual Plan C Jul-Oct	Pledged & Rcd to date (guarantees received only)	Plan C Actual % Budget 20-21	Plan C PROJECTED Festival 2 wkends No St. Matthew	Plan C STILL NEEDED for proj.	Plan C Projection variance w/budget 20-21	Plan D Budget 20-21 Festival 1 wkend outside and/or virtual	Plan D % Plan C projection
INCOME												
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	5,000	50,000	100%
Inkind	2,100	3,500	14,000	667%	1,450	1,450		14,000	12,550	0	14,000	100%
Total Corporations	58,100	20,375	59,000	7	40,200	45,700	77%	64,000	18,300	5,000	64,000	100%
Foundations	185,000	173,026	170,000	92%	16,130	61,130	36%	170,000	108,870	0	150,000	88%
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										
Bel Canto Parents Aux. Activities & Annual Fund campaign	14,600	6,843	7,500	51%	724	724	10%	6,000	5,276	-1,500	6,000	100%
Ticket Donations		23,444			87							
GIVING BACH GEN OP	230,000	170,141	90,000	39%	23,000	30,600	34%	90,000	59,400	0	90,000	100%
OTHER (incl Education, Freewill, Memorials, Bequests, Undesignated)	97,400	79,579	90,000	92%	40,346	45,467	51%	90,000	44,533	0	90,000	100%
Total Individuals	537,000	456,458	362,500	68%	176,758	191,592	53%	361,000	169,408	-1,500	346,000	96%
TOTAL CONTR SUPPORT (not including Gala)	818,700	686,004	666,800	81%	238,768	378,090	57%	683,500	305,410	16,700	648,500	95%
SPECIAL EVENT/GALA												
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		1,500	0								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	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	0	
Total Admissions	178,000	100,853	99,500	56%	6,920		7%	77,200	70,280	-22,300	20,000	26%
Contracted Services/Tour Fees	10,800	10,100	100	1%	-		0%	0	0	-100	0	
Tuition (Bel Canto Annual Tuition, Choral Village)	62,800	30,262	15,900	25%	3,850		24%	15,900	12,050	0	15,900	100%
Scholarships (Bel Canto Annual Tuition, Choral Village)	-10,400	-4,900	0	0%	-			0	0	0	0	
Total Tuition	52,400	25,362	15,900	30%	3,850		24%	15,900	12,050	0	15,900	100%
Bel Canto Tour - Traveler Payments	40,000	0	17,200	43%			0%	17,200	17,200	0	17,200	100%
Bel Canto Tour - scholarships	-4,000	0	-3,000	75%			0%	-3,000	-3,000	0	-3,000	100%
Total Tour Income	36,000	0	14,200	39%	0		0%	14,200	14,200	0	14,200	100%
Budgeted Endowment Transfers												
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%	160,800		100%	160,800	0	0	160,800	100%
Total Endowment Transfers	370,400	370,400	391,700	106%	218,525		56%	391,700	173,175	0	391,700	100%
Budgeted Cash Reserve Transfer (carried over from FY 19-20 incl. PPP Loan)	0	6,000	132,000				0%	132,000	132,000	0	132,000	100%
Program Advertising	14,000	5,050	3,000	21%			0%	3,000	3,000	0	0	0%
Recording and Merchandise Sales												
Gross Sales	9,500	2,178	3,000	32%	190		6%	3,000	2,810	0	1,000	33%
Royalties	1,500	673	500	33%	70		14%	500	430	0	500	100%
Cost of Sales	-1,000	-794	-300	30%	(36)		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	43%	224		7%	3,200	2,976	0	1,000	31%
Service Accounts, Handling Fees & Misc.	7,500	5,036	3,000	40%	260		9%	3,000	2,740	0	1,000	33%
Interest & Gain/Loss on sale of investments (general operating only)	300	2,304	0	0%	-			0	0	0	0	
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	92%

