



Key Financial Targets Review

April 2011



| | Fiscal YTD | Budget YTD |
|--------------------------|-------------------|-------------------|
| Income | | |
| Concert Ticket Sales | 18,575.19 | 18,000.00 |
| Advertising | 1,050.00 | 1,250.00 |
| Auction Proceeds | 1,320.00 | 1,000.00 |
| Corporate Contributions | 2,500.00 | 5,000.00 |
| Total Income | 23,445.19 | 25,250.00 |
| Expense | | |
| Music | 891.21 | 1,500.00 |
| Props and Costumes | 216.96 | 500.00 |
| Sound | 500.00 | - |
| Stage Manager & Director | 300.00 | 200.00 |
| Instrumentalists | - | 200.00 |
| Food & Supplies | 2,019.34 | 2,100.00 |
| Theater Rental | 3,060.00 | 3,200.00 |
| Photographer | 250.00 | 250.00 |
| Recording Expenses | - | 900.00 |
| Salaries | 15,159.18 | 16,459.00 |
| Advertising | 2,950.00 | 1,235.00 |
| Licenses | - | 250.00 |
| Printing | 2,300.50 | 2,250.00 |
| | 27,647.19 | 29,044.00 |
| Net Income | (4,202.00) | (3,794.00) |

❑ Total income for the Holiday Concert was within 7% of budget with increased ticket sales and auction proceeds offsetting corporate contributions.

❑ Total expenses for the Holiday Concert were 5% under budget so that the concert in total was less than \$1,000 off the original budget. It is unusual to see a concert come this close to fully covering its costs.

| | Fiscal YTD | Budget YTD |
|---------------------------|------------------|------------------|
| Income | | |
| Advertising | - | 1,250.00 |
| Auction & Raffle Proceeds | 19,817.55 | 18,800.00 |
| Event Ticket Sales | 7,805.00 | 8,500.00 |
| Miscellaneous | 1,360.00 | 1,650.00 |
| Total Income | 28,982.55 | 30,200.00 |
| Expense | | |
| Sound | - | 500.00 |
| Photographer | 250.00 | 250.00 |
| Salaries | 1,600.00 | 1,600.00 |
| Advertising | 1,500.00 | 1,020.00 |
| Postage | 895.00 | 400.00 |
| Printing | 2,080.00 | 1,800.00 |
| Supplies | - | 800.00 |
| Food & Beverage | 13,604.52 | 10,000.00 |
| Guest Performers | 1,100.00 | 1,800.00 |
| Miscellaneous | 1,751.28 | 540.00 |
| | 22,780.80 | 18,710.00 |
| Net Income | 6,201.75 | 11,490.00 |



- ❑ Total income for Roll the Dice was very close to budget with auction proceeds slightly better than budget from the sale of additional South Africa photo safari packages offsetting ticket sales and advertising income under budget.
- ❑ Total expenses for Roll the Dice were \$4,000 over budget primarily related to food purchases.




| | Fiscal YTD | Budget |
|---------------------------|------------------|-------------------|
| Income | | |
| Concert Ticket Sales | 938.65 | 10,000.00 |
| Advertising | 500.00 | 1,250.00 |
| Auction Proceeds | - | - |
| Restricted Grant Proceeds | 16,500.00 | 18,000.00 |
| Total Income | 17,938.65 | 29,250.00 |
| Expense | | |
| Music | 682.18 | 1,000.00 |
| Props and Costumes | 1,000.00 | 1,500.00 |
| Sound & Lighting | | 5,900.00 |
| Stage Manager & Director | | 1,000.00 |
| Instrumentalists | | 5,500.00 |
| Sets | 492.20 | 1,000.00 |
| Theater Rental | 1,000.00 | 300.00 |
| Photographer | | 250.00 |
| Guest Performers | | 3,000.00 |
| Salaries | 10,700.00 | 16,459.00 |
| Food and supplies | | 146.00 |
| Advertising | 600.00 | 1,020.00 |
| Printing | | 1,850.00 |
| | 14,474.38 | 38,925.00 |
| Net Income | 3,464.27 | (9,675.00) |

- Concert ticket sales seem to be running well behind expectations.
- Concert expenses are projected to be \$5,000 below the original budget.

| | Fiscal YTD | Budget |
|---------------------------|------------|------------|
| Income | | |
| Concert Ticket Sales | | 7,200.00 |
| Advertising | | 1,250.00 |
| Auction Proceeds | | |
| Restricted Grant Proceeds | | |
| Total Income | - | 8,450.00 |
| Expense | | |
| Music | | 250.00 |
| Props and Costumes | | 200.00 |
| Piano Rental | | 700.00 |
| Instrumentalists | | 200.00 |
| Theater Rental | | 500.00 |
| Photographer | | 300.00 |
| Salaries | | 8,230.00 |
| Food and supplies | | 1,400.00 |
| Advertising | | 700.00 |
| Printing | | 900.00 |
| | - | 13,380.00 |
| Net Income | - | (4,930.00) |


Renaissance City Choirs
presents

OFF BROADWAY

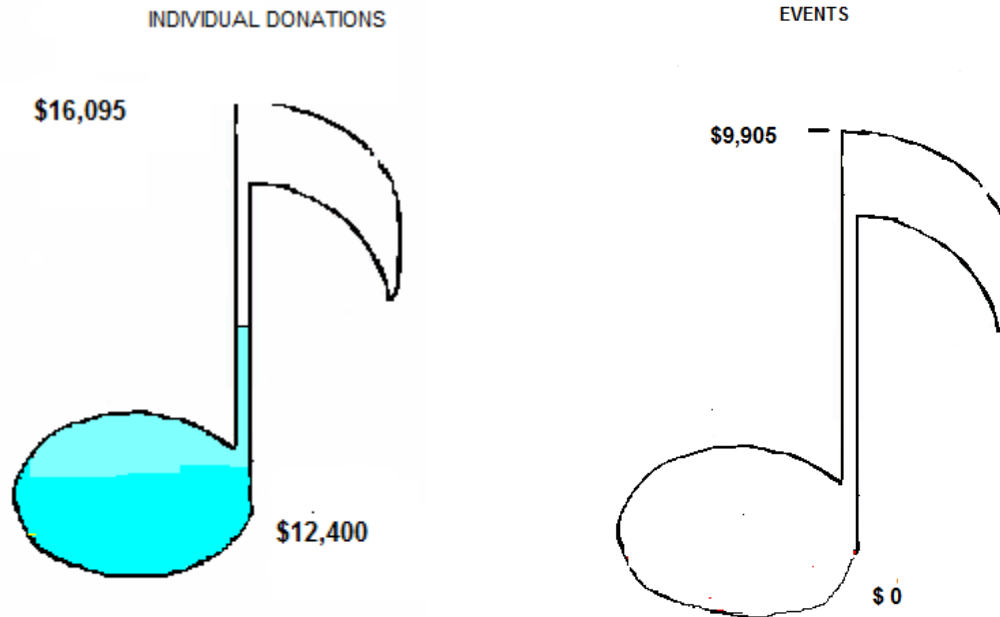


at the **Bricolage Theatre**
937 Liberty Avenue

JUNE 3RD, 4TH & 5TH 8:00 PM

 Tickets available at www.eccpittsburgh.org
or by calling 412-362-9484

Fundraising



- ❑ Individual donations are 23% behind budget. There is another Pittsburgh Gives event coming up in May.
- ❑ The Sweet November event broke even against its expenses but was not successful at raising money. Planned events over the next few months include a Ludmilla evening with Sandy Vansuch, dancing lessons with Nathan Hart and the Pittsburgh Symphony fundraiser.
- ❑ \$1,800 of other income has been raised from the Midwinter Peace Concert and the Edinboro University performance.

Administrative Expenses

| | Fiscal YTD | Budget YTD |
|------------------------|--------------------|--------------------|
| Income | | |
| CD Sales | 1,427.37 | - |
| Unrestricted Grants | 1,000.00 | 2,000.00 |
| Membership Dues | 5,810.62 | 7,500.00 |
| Total Income | 8,237.99 | 9,500.00 |
| Expense | | |
| Salaries | 17,653.00 | 18,017.00 |
| Advertising | 400.00 | - |
| Audit Fee | 1,500.00 | 1,013.33 |
| Bank Fees | 789.39 | 646.17 |
| Conferences & Seminars | - | 2,250.00 |
| Consulting | - | 2,890.00 |
| Insurance | 2,312.71 | 1,913.33 |
| Dues | 850.00 | 850.00 |
| Miscellaneous | 580.51 | 993.50 |
| Postage & Printing | 390.03 | 772.50 |
| Supplies | 61.50 | 400.60 |
| Telephone | 456.12 | 481.67 |
| Rent | 2,700.00 | 2,700.00 |
| | 27,693.26 | 32,928.10 |
| Net Income | (19,455.27) | (23,428.10) |

☐ Income is 13% under budget as a result of less received in unrestricted grants and membership dues partially offset by CD sales.

☐ Expenses are 16% under budget primarily as a result of having no conference costs and no outside accounting costs.

Balance Sheet

| | |
|----------------------------------|------------------|
| ASSETS | |
| Cash | 21,081.87 |
| Fixed Assets - net | <u>4,263.12</u> |
| TOTAL ASSETS | <u>25,344.99</u> |
| LIABILITIES & NET ASSETS | |
| Accounts Payable | 1,687.50 |
| Payroll Liabilities | 43.73 |
| Funds Held for Microscopic Opera | <u>10,158.04</u> |
| Total Liabilities | <u>11,889.27</u> |
| Unrestricted Net Assets | 13,455.72 |
| TOTAL LIABILITIES & NET ASSETS | <u>25,344.99</u> |