

Ticket Sales Report (as of 31JAN2018)

Subscriptions Sold

17-18		16-17		15-16	
Subscribers	328	Subscribers	327	Subscribers	305
Subscriptions	526	Subscriptions	526	Subscriptions	496

Subscriptions by Ticket Level and Number of Concerts

17-18	6-concerts	5-concerts	4-concerts	3-concerts	Total	% of Total
Prem Res	70	33	20	3	126	26.1%
Premium	29	28	29	44	130	26.9%
General	27	21	32	46	126	26.1%
Premium (GV)	14	9	11	11	45	9.3%
General (GV)	9	21	10	16	56	11.6%
Total	149	112	102	120	483	
% of Total	30.8%	23.2%	21.1%	24.8%		

16-17	6-concerts	5-concerts	4-concerts	3-concerts	Total	% of Total
Premium	107	32	40	57	236	44.9%
General	32	41	27	58	158	30.0%
Green Valley	58	27	24	23	132	25.1%
Total	197	100	91	138	526	
% of Total	37.5%	19.0%	17.3%	26.2%		

15-16	6-concerts	5-concerts	4-concerts	3-concerts	Total	% of Total
Premium	88	43	32	50	213	42.9%
General	31	29	24	32	116	23.3%
Green Valley	63	35	40	30	168	33.8%
Total	182	107	96	112	497	
% of Total	36.6%	21.5%	19.3%	22.5%		

Ticket Revenue by Concert Cycle

FY18 YTD		FY17 YTD		FY16 YTD	
Cycle	Revenue	Cycle	Revenue	Cycle	Revenue
October	\$19,674	October	\$14,799	October	\$12,656
November	\$23,268	November	\$27,056	November	\$21,221
December	\$33,771	December	\$31,455	December	\$30,165
January	\$18,941	January	\$46,222	January	\$24,138
February	\$19,974	February	\$15,316	February	\$12,711
March	\$14,991	March	\$14,297	April	\$11,896
Total	\$130,619	Total	\$149,145	Total	\$112,787

Attendance by Concert

		General	Premium	Prem Res	Total
10/12/17	St. Alban's	43	25	15	83
10/13/17	Scottish Rite	38	19	26	83
10/14/17	St. Francis	155	55	1	211
10/15/17	GSP	97	80	70	247
11/02/17	Christ the King	27	20	18	65
11/03/17	Risen Savior	148	63		211
11/04/17	St. Phillip's	87	48	37	172
11/05/17	CUMC	152	78	69	299
12/07/17	Vista	70	15	11	96
12/08/17	St. Francis	274	76		350
12/09/17	St. Phillip's	169	82	48	299
12/10/17	St. Phillip's	121	109	42	272
12/10/17	St. Alban's	168	30	18	216

		D	C	A/B	Gold	Total	
01/26/18	Centennial (TC)		10	22	48	38	118
01/26/18	Centennial (UA)						837
01/28/18	Centennial (TC)		45	45	95	61	246
01/28/18	Centennial (UA)						1087
Total TC						364	
Total UA						1924	

		General	Premium	Prem Res	Total
02/24/18	Valley Pres.	115	73		188

		D	C	A/B	Gold	Total	
02/25/18	Centennial (TC)		39	47	112	80	278
02/25/18	Centennial (UA)						0

03/22/18	CFHS	36	35	33	104
03/23/18	Scottish Rite	4	7	14	25
03/24/18	St. Francis	84	48		132
03/25/18	GSP	37	50	76	163

Total					8070
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True Concord Fund Development Committee Report 2.11.2018									
Giving Category	Committed (Gifts + Pledges)	Received	Budget	FD Stretch Goal	% of Budget (Gift + Pledges)	% of Budget Received	FY 17 YTD	FY 16 YTD	
Board (B)	78,090	43,760	53,000		147%	83%	37,265	48,240	
Individuals (NB)									
Maestoso (>5,000)	41,503	31,361							
Accelerando (>1,000)	48,906	45,406							
Sostenuto (>\$500)	7,950	7,950							
Other Donors	13,104	13,104							
Sub-Total (NB)	111,463	97,821	235,000		47%	42%	93,687	52,388	
Corporations	1,012	1,012	12,000		8%	8%	6,950	2,500	
Foundations	22,500	22,500	28,000		80%	80%	17,500	15,500	
Government	27,000	17,000	17,000		159%	100%	17,000	15,000	
TOTAL	\$ 240,065	\$ 182,093	\$ 345,000	\$ -	70%	53%	\$ 172,402	\$ 133,628	

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Accrual Basis

True Concord Voices & Orchestra
Statement of Activity - General Fund
 July through December 2017

	Jul - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Ticket Sales					
5510 · October	11,953	0	11,953	0	16,000
5515 · November	14,898	0	14,898	0	24,000
5520 · December	25,494	0	25,494	0	30,000
5525 · January	7,874	0	7,874	0	55,000
5530 · February	8,971	0	8,971	0	50,000
5540 · March	5,791	0	5,791	0	25,000
Total Ticket Sales	74,982	0	74,982	0	200,000
Gifts					
4000 · Board Gifts	75,590	0	75,590	0	53,000
4100 · Individual Gifts	105,610	0	105,610	0	235,000
4300 · Commissioned Work	0	0	0	0	25,000
4500 · Corporate Gifts	13	0	13	0	12,000
Total Gifts	181,212	0	181,212	0	325,000
Grants					
4525 · Government Grants	27,000	0	27,000	0	17,000
4540 · Foundation Grants	22,500	0	22,500	0	28,000
Total Grants	49,500	0	49,500	0	45,000
Misc. Income					
4750 · CD Sales	412	0	412	0	1,000
4755 · Special Event Income	45	0	45	0	0
4760 · Miscellaneous Income	369	0	369	0	0
4765 · Program Ad Income	900	0	900	0	10,000
4785 · Ticket Handling Chg	2,067	0	2,067	0	4,000
4940 · Realized Gains - Losses	(112)	0	(112)	0	0
4780 · Brokerage Acct Interest	1	0	1	0	0
Misc. Income - Other	310	0	310	0	0
Total Misc. Income	3,992	0	3,992	0	15,000
Total Income	309,686	0	309,686	0	585,000
Expense					
Personnel Admin.					
6010 · Executive Director	23,250	0	23,250	0	30,000
6020 · Administrative Director	6,382	0	6,382	0	20,000
6025 · Payroll Expenses	2,150	0	2,150	0	1,500
6030 · Assistant Music Director	110	0	110	0	500
Total Personnel Admin.	31,893	0	31,893	0	52,000
Concert Production					
7010 · Program Design/Print	2,004	0	2,004	0	7,000
7040 · Recording	89	0	89	0	4,000
7050 · Music	462	0	462	0	4,600
7060 · Misc Concert Costs	1,982	0	1,982	0	7,500
7065 · Artists Reception	0	0	0	0	1,000
7070 · Venue Rental	1,490	0	1,490	0	8,450
7075 · Productions Logistics Coord	1,170	0	1,170	0	3,050
7080 · Transportation	1,443	0	1,443	0	4,500
7085 · Housing Coordinator	300	0	300	0	1,800
7260 · Tickets	2,545	0	2,545	0	700
Total Concert Production	11,486	0	11,486	0	42,600
Personnel Artistic					
6040 · Founding Music Director	22,500	0	22,500	0	45,000
6050 · Singers	19,290	0	19,290	0	208,000
6060 · Instrumentalists	4,305	0	4,305	0	63,300
6070 · Rehearsal Accompanist	600	0	600	0	3,200
6075 · Special Guest Artists	124	0	124	0	38,000
6110 · Commission	12,500	0	12,500	0	25,000
Total Personnel Artistic	59,319	0	59,319	0	382,500

True Concord Voices & Orchestra
Statement of Activity - General Fund
 July through December 2017

	Jul - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Marketing					
7210 - Pre-Season Brochure	3,156	0	3,156	0	3,157
7220 - Season Brochure	4,464		4,464		4,000
7240 - Direct Mail	4,555	0	4,555	0	8,600
7260 - Marketing Postage	3,574	0	3,574	0	3,000
7280 - Constant Contact Software	465	0	465	0	525
7300 - Mailing Prep/Purchase	2,712	0	2,712	0	1,000
7310 - Publicist	11,029	0	11,029	0	14,000
7312 - Website Design	3,087		3,087		10,000
7315 - Advertising	7,124	0	7,124	0	9,368
7320 - Other Marketing Expense	3,097	0	3,097	0	4,850
7330 - Design	0		0		2,000
7340 - Paulus CD Marketing	0	0	0	0	500
7350 - Composer Competition	430		430		
Total Marketing	43,691	0	43,691	0	61,000
Fund Development					
7410 - Stationery plus Printing	212	0	212	0	500
7420 - Fund Dev Postage	0	0	0	0	1,000
7430 - Gift Works DB Support	375	0	375	0	1,000
7440 - Donor Receptions	0	0	0	0	4,250
7450 - Meetings w/Major Donors	2,316	0	2,316	0	4,250
Total Fund Development	2,903	0	2,903	0	11,000
Administration					
7510 - PC/Box Rental	85	0	85	0	70
7520 - Admin Postage	355	0	355	0	1,469
7530 - CC Processing Fees	1,299	0	1,299	0	3,392
7540 - Online Transaction Costs	1,407	0	1,407	0	1,963
7550 - Website Maintenance	648	0	648	0	1,260
7560 - Computer Hdw/Support	2,452	0	2,452	0	839
7570 - Payroll Service	1,074	0	1,074	0	962
7580 - Board Professional Development	4	0	4	0	654
7590 - Other Admin	638		638		
7600 - Phone	600	0	600	0	1,163
7610 - Insurance	2,857	0	2,857	0	2,915
7620 - Chamber's America Membership	985		985		876
7630 - CASMA Membership/Royalties	0	0	0	0	723
7640 - Office Supplies/Copies	1,088	0	1,088	0	2,955
7650 - Stationery	0		0		2,700
7660 - Regulatory Business Fees	50	0	50	0	359
Total Administration	13,543	0	13,543	0	22,300
Facilities					
7710 - Office Space	1,500	0	1,500	0	3,600
Total Facilities	1,500	0	1,500	0	3,600
Total Expense	164,335	0	164,335	0	575,000
Net Ordinate Income	145,350	0	145,350	0	10,000
Net Income	145,350	0	145,350	0	10,000

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02/12/18

Accrual Basis

True Concord Voices & Orchestra
 Statement of Activity - General Fund
 July 2017 through January 2018

	Jul '17 - Jan 18	Budget	Jul '17 - Jan 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Ticket Sales					
5510 · October	11,953	0	11,953	0	16,000
5515 · November	14,898	0	14,898	0	24,000
5520 · December	25,564	0	25,564	0	30,000
5525 · January	8,694	0	8,694	0	55,000
5530 · February	9,844	0	9,844	0	50,000
5540 · March	6,403	0	6,403	0	25,000
Total Ticket Sales	77,356	0	77,356	0	200,000
Gifts					
4000 · Board Gifts	80,700	0	80,700	0	53,000
4100 · Individual Gifts	115,685	0	115,685	0	235,000
4300 · Commissioned Work	0	0	0	0	25,000
4500 · Corporate Gifts	13	0	13	0	12,000
Total Gifts	196,397	0	196,397	0	325,000
Grants					
4525 · Government Grants	27,000	0	27,000	0	17,000
4540 · Foundation Grants	22,500	0	22,500	0	28,000
Total Grants	49,500	0	49,500	0	45,000
Misc. Income					
4750 · CD Sales	412	0	412	0	1,000
4755 · Special Event Income	45	0	45	0	0
4760 · Miscellaneous Income	369	0	369	0	10,000
4765 · Program Ad Income	900	0	900	0	4,000
4785 · Ticket Handling Chg	2,145	0	2,145	0	0
4940 · Realized Gains - Losses	(112)	0	(112)	0	0
4780 · Brokerage Acct Interest	1	0	1	0	0
Misc. Income - Other	310	0	310	0	0
Total Misc. Income	4,070	0	4,070	0	15,000
Total Income	327,323	0	327,323	0	585,000
Expense					
Personnel Admin.					
6010 · Executive Director	27,000	0	27,000	0	30,000
6020 · Administrative Director	9,620	0	9,620	0	20,000
6025 · Payroll Expenses	2,150	0	2,150	0	1,500
6030 · Assistant Music Director	310	0	310	0	500
Total Personnel Admin.	39,080	0	39,080	0	52,000
Concert Production					
7010 · Program Design/Print	2,004	0	2,004	0	7,000
7030 · Custodial/Lighting/Other	164	0	164	0	0
7040 · Recording	89	0	89	0	4,000
7050 · Music	462	0	462	0	4,600
7060 · Misc Concert Costs	3,318	0	3,318	0	7,500
7065 · Artists Reception	376	0	376	0	1,000
7070 · Venue Rental	1,490	0	1,490	0	8,450
7075 · Productions Logistics Coord	1,670	0	1,670	0	3,050
7080 · Transportation	2,398	0	2,398	0	4,500
7085 · Housing Coordinator	300	0	300	0	1,800
7260 · Tickets	2,545	0	2,545	0	700
Total Concert Production	14,817	0	14,817	0	42,600
Personnel Artistic					
6040 · Founding Music Director	22,500	0	22,500	0	45,000
6050 · Singers	50,198	0	50,198	0	208,000
6060 · Instrumentalists	24,841	0	24,841	0	63,300
6070 · Rehearsal Accompaniment	800	0	800	0	3,200
6075 · Special Guest Artists	33,466	0	33,466	0	38,000
6110 · Commission	12,500	0	12,500	0	25,000
Total Personnel Artistic	144,305	0	144,305	0	382,500

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02/12/18

Accrual Basis

True Concord Voices & Orchestra
Statement of Activity - General Fund
 July 2017 through January 2018

	Jul '17 - Jan 18	Budget	Jul '17 - Jan 18	YTD Budget	Annual Budget
Marketing					
7210 · Pre-Season Brochure	3,156	0	3,156	0	3,157
7225 · Season Brochure	4,464	0	4,464	0	4,000
7240 · Direct Mail	4,555	0	4,555	0	8,600
7265 · Marketing Postage	4,323	0	4,323	0	3,000
7285 · Constant Contact Software	465	0	465	0	525
7305 · Mailing Prep/Purchase	2,712	0	2,712	0	1,000
7310 · Publicist	13,015	0	13,015	0	14,000
7312 · Website Design	4,122	0	4,122	0	10,000
7315 · Advertising	7,664	0	7,664	0	9,368
7320 · Other Marketing Expense	3,136	0	3,136	0	4,850
7321 · Design	325	0	325	0	2,000
7327 · Paulus CD Marketing	0	0	0	0	500
7328 · Composer Competition	1,649	0	1,649	0	
Total Marketing	49,586	0	49,586	0	61,000
Fund Development					
7415 · Stationary plus Printing	212	0	212	0	500
7420 · Fund Dev Postage	0	0	0	0	1,000
7425 · Gift Works DB Support	470	0	470	0	1,000
7430 · Donor Receptions	0	0	0	0	4,250
7435 · Meetings w/Major Donors	2,639	0	2,639	0	4,250
Total Fund Development	3,321	0	3,321	0	11,000
Administration					
7520 · PO Box Rental	85	0	85	0	70
7535 · Admin Postage	553	0	553	0	1,469
7545 · CC Processing Fees	1,325	0	1,325	0	3,392
7546 · Online Transaction Costs	1,443	0	1,443	0	1,963
7550 · Website Maintenance	863	0	863	0	1,260
7560 · Computer Hdw/Support	3,133	0	3,133	0	839
7565 · Payroll Service	1,214	0	1,214	0	962
7580 · Board Professional Development	4	0	4	0	654
7581 · Other Admin	857	0	857	0	
7585 · Phone	940	0	940	0	1,163
7590 · Insurance	2,862	0	2,862	0	2,915
7605 · Chorus America Membership	985	0	985	0	876
7615 · ASCAP Membership/Royalties	0	0	0	0	723
7620 · Office Supplies/Copies	2,060	0	2,060	0	2,955
7622 · Stationary	0	0	0	0	2,700
7625 · Regulatory Business Fees	50	0	50	0	359
Total Administration	16,374	0	16,374	0	22,300
Facilities					
7120 · Office Space	1,800	0	1,800	0	3,600
Total Facilities	1,800	0	1,800	0	3,600
Total Expense	269,282	0	269,282	0	575,000
Net Ordinary Income	58,041	0	58,041	0	10,000
Net Income	58,041	0	58,041	0	10,000

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02/12/18
Accrual Basis

True Concord Voices & Orchestra
Statement of Financial Position - All Accounts
As of December 31, 2017

	<u>Dec 31, 17</u>	<u>Dec 30, 17</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1000 · WF Checking (8299)	225,807	225,807	0
1001 · WF Savings (3739)	502	502	0
1005 · WF Brokerage Acct (2690)	22,706	22,706	0
Total Checking/Savings	<u>249,015</u>	<u>249,015</u>	<u>0</u>
Accounts Receivable			
1100 · Accounts Receivable	116,950	116,950	0
Total Accounts Receivable	<u>116,950</u>	<u>116,950</u>	<u>0</u>
Total Current Assets	<u>365,965</u>	<u>365,965</u>	<u>0</u>
TOTAL ASSETS	<u>365,965</u>	<u>365,965</u>	<u>0</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
24000 · Payroll Liabilities	(463)	(463)	0
2500 · Deferred Income (Future Season Income)	15,725	15,725	0
Total Other Current Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Total Current Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Total Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Equity			
32000 · Unrestricted Net Assets	49,210	49,210	0
33000 · Temporarily Restricted	100,000	100,000	0
34000 · Permanently Restricted (Endowment Account)	500	500	0
Net Income	200,994	200,994	0
Total Equity	<u>350,703</u>	<u>350,703</u>	<u>0</u>
TOTAL LIABILITIES & EQUITY	<u>365,965</u>	<u>365,965</u>	<u>0</u>

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Accrual Basis

True Concord Voices & Orchestra
Statement of Financial Position - All Accounts
As of January 31, 2018

	Jan 31, 18	Dec 31, 17	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1000 · WF Checking (8299)	178,859	225,807	(46,948)
1001 · WF Savings (3739)	502	502	0
1005 · WF Brokerage Acct (2690)	22,706	22,706	0
Total Checking/Savings	<u>202,067</u>	<u>249,015</u>	<u>(46,948)</u>
Accounts Receivable			
1100 · Accounts Receivable	73,450	116,950	(43,500)
Total Accounts Receivable	<u>73,450</u>	<u>116,950</u>	<u>(43,500)</u>
Total Current Assets	<u>275,517</u>	<u>365,965</u>	<u>(90,448)</u>
TOTAL ASSETS	<u><u>275,517</u></u>	<u><u>365,965</u></u>	<u><u>(90,448)</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
24000 · Payroll Liabilities	(463)	(463)	0
2500 · Deferred Income (Future Season Income)	15,725	15,725	0
Total Other Current Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Total Current Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Total Liabilities	<u>15,262</u>	<u>15,262</u>	<u>0</u>
Equity			
32000 · Unrestricted Net Assets	49,210	49,210	0
33000 · Temporarily Restricted	100,000	100,000	0
34000 · Permanently Restricted (Endowment Account)	500	500	0
Net Income	110,545	200,994	(90,448)
Total Equity	<u>260,255</u>	<u>350,703</u>	<u>(90,448)</u>
TOTAL LIABILITIES & EQUITY	<u><u>275,517</u></u>	<u><u>365,965</u></u>	<u><u>(90,448)</u></u>