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Cash Basis

# Harrisburg Men's Chorus

## Profit & Loss Prev Year Comparison

### September 2009 through August 2010

|                                       | Sep '09 - Aug 10 | Sep '08 - Aug 09 | \$ Change        | % Change       |
|---------------------------------------|------------------|------------------|------------------|----------------|
| <b>Ordinary Income/Expense</b>        |                  |                  |                  |                |
| <b>Income</b>                         |                  |                  |                  |                |
| Music Deposit                         | 20.00            | 0.00             | 20.00            | 100.0%         |
| <b>Fundraiser Income</b>              |                  |                  |                  |                |
| Hershey                               | 135.49           | 0.00             | 135.49           | 100.0%         |
| Farm Show                             | 5,324.01         | 6,801.57         | -1,477.56        | -21.7%         |
| Bon-Ton                               | 629.71           | 1,357.60         | -727.89          | -53.6%         |
| Raffle/Silent Auction                 | 0.00             | 555.50           | -555.50          | -100.0%        |
| Fundraiser Income - Other             | 1,691.62         | 111.93           | 1,579.69         | 1,411.3%       |
| <b>Total Fundraiser Income</b>        | <b>7,780.83</b>  | <b>8,826.60</b>  | <b>-1,045.77</b> | <b>-11.9%</b>  |
| Program Ad Revenue                    | 1,960.00         | 1,055.00         | 905.00           | 85.8%          |
| Bingo Income                          | 0.00             | 0.00             | 0.00             | 0.0%           |
| <b>Concert Income</b>                 |                  |                  |                  |                |
| Season Tickets Sales                  | 550.00           | 0.00             | 550.00           | 100.0%         |
| Concert Income - Other                | 5,847.00         | 5,386.47         | 460.53           | 8.6%           |
| <b>Total Concert Income</b>           | <b>6,397.00</b>  | <b>5,386.47</b>  | <b>1,010.53</b>  | <b>18.8%</b>   |
| <b>Contributions Income</b>           |                  |                  |                  |                |
| Gifts                                 | 524.37           | 1,116.58         | -592.21          | -53.0%         |
| Sponsorships                          | 500.00           | 2,100.00         | -1,600.00        | -76.2%         |
| Contributions Income - Other          | 7.00             | 50.00            | -43.00           | -86.0%         |
| <b>Total Contributions Income</b>     | <b>1,031.37</b>  | <b>3,266.58</b>  | <b>-2,235.21</b> | <b>-68.4%</b>  |
| Interest Income                       | 7.22             | 39.64            | -32.42           | -81.8%         |
| Membership Dues                       | 1,430.00         | 1,460.00         | -30.00           | -2.1%          |
| Miscellaneous Income                  | 245.34           | 0.00             | 245.34           | 100.0%         |
| Paid Performances                     | 250.00           | 750.00           | -500.00          | -66.7%         |
| Program Fees                          | 0.00             | 488.67           | -488.67          | -100.0%        |
| <b>Total Income</b>                   | <b>19,121.76</b> | <b>21,272.96</b> | <b>-2,151.20</b> | <b>-10.1%</b>  |
| <b>Expense</b>                        |                  |                  |                  |                |
| <b>Fundraiser Expenses</b>            | <b>0.42</b>      | <b>36.04</b>     | <b>-35.62</b>    | <b>-98.8%</b>  |
| <b>Public Relations</b>               |                  |                  |                  |                |
| Advertising and Marketing             | 1,606.42         | 850.70           | 755.72           | 88.8%          |
| Website                               | 107.55           | 107.55           | 0.00             | 0.0%           |
| <b>Total Public Relations</b>         | <b>1,713.97</b>  | <b>958.25</b>    | <b>755.72</b>    | <b>78.9%</b>   |
| <b>Bank Service Charges</b>           | <b>78.98</b>     | <b>86.04</b>     | <b>-7.06</b>     | <b>-8.2%</b>   |
| <b>Production Expenses</b>            |                  |                  |                  |                |
| Voice Parts CDs                       | 113.36           | 0.00             | 113.36           | 100.0%         |
| Sound                                 | 519.60           | 1,700.00         | -1,180.40        | -69.4%         |
| Costume                               | 525.92           | 1,168.78         | -642.86          | -55.0%         |
| Video Recording                       | 1,000.00         | 500.00           | 500.00           | 100.0%         |
| Instrumentalist                       | 500.00           | 0.00             | 500.00           | 100.0%         |
| Lighting                              | 611.01           | 100.00           | 511.01           | 511.0%         |
| Lighting Director                     | 300.00           | 0.00             | 300.00           | 100.0%         |
| Music                                 | 1,287.30         | 429.38           | 857.92           | 199.8%         |
| Programs                              | 593.45           | 592.01           | 1.44             | 0.2%           |
| Props                                 | 47.95            | 58.19            | -10.24           | -17.6%         |
| Refreshments                          | 1,055.13         | 294.86           | 760.27           | 257.8%         |
| Royalties                             | 211.00           | 0.00             | 211.00           | 100.0%         |
| sets                                  | 100.00           | 204.92           | -104.92          | -51.2%         |
| Auditorium Rental                     | 1,030.00         | 2,299.75         | -1,269.75        | -55.2%         |
| Tech Director                         | 0.00             | 570.00           | -570.00          | -100.0%        |
| Equipment                             | 154.50           | 106.50           | 48.00            | 45.1%          |
| <b>Total Production Expenses</b>      | <b>8,049.22</b>  | <b>8,024.39</b>  | <b>24.83</b>     | <b>0.3%</b>    |
| <b>GALA Savings</b>                   | <b>0.00</b>      | <b>2,865.59</b>  | <b>-2,865.59</b> | <b>-100.0%</b> |
| <b>Organization Memberships</b>       |                  |                  |                  |                |
| Dues and Subscriptions                | 270.00           | 325.00           | -55.00           | -16.9%         |
| <b>Total Organization Memberships</b> | <b>270.00</b>    | <b>325.00</b>    | <b>-55.00</b>    | <b>-16.9%</b>  |
| Liability Insurance                   | 235.00           | 218.00           | 17.00            | 7.8%           |
| Miscellaneous                         | 56.55            | 162.84           | -106.29          | -65.3%         |
| <b>Program Expense</b>                |                  |                  |                  |                |
| Pride Festival                        | 296.97           | 389.40           | -92.43           | -23.7%         |

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| Program Expense - Other              | 696.18           | 412.38           | 283.80           | 68.8%          |
| <b>Total Program Expense</b>         | <b>993.15</b>    | <b>801.78</b>    | <b>191.37</b>    | <b>23.9%</b>   |
| <b>Administrative Expenses</b>       |                  |                  |                  |                |
| Database                             | 875.00           | 0.00             | 875.00           | 100.0%         |
| Supplies                             | 67.68            | 43.33            | 24.35            | 56.2%          |
| Postage and Delivery                 | 475.40           | 447.92           | 27.48            | 6.1%           |
| Printing and Reproduction            | 389.48           | 254.58           | 134.90           | 53.0%          |
| Rent                                 | 0.00             | 137.20           | -137.20          | -100.0%        |
| Post Office Box                      | 40.00            | 0.00             | 40.00            | 100.0%         |
| <b>Total Administrative Expenses</b> | <b>1,847.56</b>  | <b>883.03</b>    | <b>964.53</b>    | <b>109.2%</b>  |
| <b>Staff</b>                         |                  |                  |                  |                |
| Accompanist                          | 2,550.00         | 2,200.00         | 350.00           | 15.9%          |
| Musical Director                     | 4,200.00         | 3,900.00         | 300.00           | 7.7%           |
| Substitutes                          | 650.00           | 50.00            | 600.00           | 1,200.0%       |
| <b>Total Staff</b>                   | <b>7,400.00</b>  | <b>6,150.00</b>  | <b>1,250.00</b>  | <b>20.3%</b>   |
| <b>Travel &amp; Ent</b>              |                  |                  |                  |                |
| Travel                               | 0.00             | 742.00           | -742.00          | -100.0%        |
| Travel & Ent - Other                 | 0.00             | 20.00            | -20.00           | -100.0%        |
| <b>Total Travel &amp; Ent</b>        | <b>0.00</b>      | <b>762.00</b>    | <b>-762.00</b>   | <b>-100.0%</b> |
| <b>Total Expense</b>                 | <b>20,644.85</b> | <b>21,272.96</b> | <b>-628.11</b>   | <b>-3.0%</b>   |
| <b>Net Ordinary Income</b>           | <b>-1,523.09</b> | <b>0.00</b>      | <b>-1,523.09</b> | <b>-100.0%</b> |
| <b>Net Income</b>                    | <b>-1,523.09</b> | <b>0.00</b>      | <b>-1,523.09</b> | <b>-100.0%</b> |