



CLASSICAL
MUSIC
INSTITUTE

2018 BUDGET

January 1 - December 31, 2018

	<u>Administration</u>	<u>Winter 2018 Concert</u>	<u>Summer 2018 Concert</u>	<u>2018 Summer Program</u>	<u>Fall 2018 Concert</u>	<u>TOTAL Jan-Dec 2018</u>
Ordinary Income/Expense						
Income						
45030 · Interest-Savings, Short-term CD	0.00					
500000 · Direct Public Support						
500001 · Individual - Business Contributions*	75,000.00					
500004 · Memberships	20,000.00					
500002 · Corporate Contributions	15,340.00					
500003 · Gifts in Kind - Goods	3,000.00					
500005 · Gifts In Kind - Services	15,000.00					
500000 · Grants	108,500.00					
Total 500000 · Direct Public Support	236,840.00					
520000 · Fundraising						
521000 · Salon Concerts	9,000.00					
522000 · Savor The Music	15,000.00					
Total 520000 · Fundraising	24,000.00					
530000 · Programs						
530001 · Concert ticket sales	4,000.00					
530002 · Program Sponsorships	20,000.00					
530003 · Education Fees	5,000.00					
Total 530000 · Programs	29,000.00					
Total Income	289,840.00					
Gross Profit	289,840.00					
Expense						
600000 · Program Expenses						
Total 611000 · Conductor	0.00	9,505.00	10,675.00	0.00	0.00	20,180.00
Total 612000 · Concertmaster	0.00	1,895.00	1,730.00	0.00	0.00	3,625.00
Total 613000 · Orchestra Musicians	0.00	18,780.00	16,975.00	68,715.00	11,410.00	115,880.00
614000 · Venue Rental						
Total 614100 · Tobin Center	0.00	2,875.00	3,400.00	0.00	1,500.00	7,775.00
Total 614000 · Venue Rental	0.00	2,875.00	3,400.00	0.00	1,500.00	7,775.00
615000 · Other Program Expenses						
615001 · Photography	0.00	300.00	300.00	500.00	300.00	1,400.00
615002 · Graphic Design	0.00	0.00	0.00	0.00	250.00	250.00
615003 · Printing	0.00	625.00	750.00	750.00	500.00	2,625.00
615004 · Score Purchases/Rentals	0.00	1,735.00	4,460.00	1,000.00	0.00	7,195.00
615005 · Postage	0.00	125.00	125.00	125.00	0.00	375.00
615006 · Marketing	0.00	250.00	250.00	250.00	250.00	1,000.00
615007 · Misc Expenses	0.00	0.00	250.00	500.00	1,000.00	1,750.00
Total 615000 · Other Program Expenses	0.00	3,035.00	6,135.00	3,125.00	2,300.00	14,595.00

	<u>Administration</u>	<u>Winter 2018 Concert</u>	<u>Summer 2018 Concert</u>	<u>2018 Summer Program</u>	<u>Fall 2018 Concert</u>	<u>Jan-Dec 2018</u>
Total 617000 - Soloist(s)	0.00	3,960.00	3,675.00	0.00	0.00	7,635.00
Total 610000 - Season Concerts + Summer Progr	0.00	40,050.00	42,590.00	71,840.00	15,210.00	169,690.00
Total 600000 - Program Expenses	0.00	40,050.00	42,590.00	71,840.00	15,210.00	169,690.00

	Administration	Winter 2018 Concert	Summer 2018 Concert	2018 Summer Program	Fall 2018 Concert	Jan-Dec 2018
700000 - Facilities and Equipment						
Total 700000 - Facilities and Equipment	0.00	0.00	0.00	0.00	0.00	0.00
710000 - Operations						
710001 - Telephone, Telecommunications	1,200.00	0.00	0.00	0.00	0.00	1,200.00
710002 - Supplies	1,000.00	0.00	0.00	1,000.00	0.00	2,000.00
710003 - Postage, Mailing Service	1,000.00	0.00	0.00	0.00	0.00	1,000.00
710004 - Printing and Copying	2,500.00	0.00	0.00	0.00	0.00	2,500.00
710005 - Web Services & Support	500.00	0.00	0.00	250.00	0.00	750.00
710006 - Credit Card/Merchant Fees	1,200.00	0.00	0.00	0.00	0.00	1,200.00
Total 710000 - Operations	7,400.00	0.00	0.00	1,250.00	0.00	8,650.00
720004 - Travel	0.00	0.00	0.00	0.00	0.00	0.00
Total 720000 - Meetings/Conferences/Training	500.00	0.00	0.00	0.00	0.00	500.00
730000 - Marketing						
730001 - Advertising	500.00	0.00	0.00	0.00	0.00	500.00
730000 - Marketing - Other	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Total 730000 - Marketing	2,500.00	0.00	0.00	0.00	0.00	2,500.00
740000 - Fundraising Expenses						
740001 - Donor Data Base	470.00	0.00	0.00	0.00	0.00	470.00
740002 - Grant Research	0.00	0.00	0.00	0.00	0.00	0.00
740003 - Entertainment	500.00	0.00	0.00	500.00	0.00	1,000.00
	970.00	0.00	0.00	500.00	0.00	1,470.00
741000 - Salon Concerts						
741100 - Musicians						
741101 - Fees	1,000.00	0.00	0.00	0.00	0.00	1,000.00
Total 741100 - Musicians	1,000.00	0.00	0.00	0.00	0.00	1,000.00
741200 - Other Expenses						
741201 - Audio/Visual	0.00	0.00	0.00	0.00	0.00	0.00
741202 - Photography	600.00	0.00	0.00	0.00	0.00	600.00
741203 - Graphic Design	250.00	0.00	0.00	0.00	0.00	250.00
741204 - Printing	250.00	0.00	0.00	0.00	0.00	250.00
741205 - Score Purchases/Rental	100.00	0.00	0.00	0.00	0.00	100.00
741206 - Postage	0.00	0.00	0.00	0.00	0.00	0.00
741207 - Marketing	0.00	0.00	0.00	0.00	0.00	0.00
741208 - Food/Drink	500.00	0.00	0.00	0.00	0.00	500.00
741209 - Host Gifts	150.00	0.00	0.00	0.00	0.00	150.00
741210 - Misc Expenses	250.00	0.00	0.00	0.00	0.00	250.00
Total 741200 - Other Expenses	2,100.00	0.00	0.00	0.00	0.00	2,100.00
741000 - Salon Concerts - Other	0.00	0.00	0.00	0.00	0.00	0.00
Total 741000 - Salon Concerts	3,100.00	0.00	0.00	0.00	0.00	3,100.00
742000 - Savor The Music						
742100 - Musicians						
742101 - Fees	2,500.00	0.00	0.00	0.00	0.00	2,500.00
Total 742100 - Musicians	2,500.00	0.00	0.00	0.00	0.00	2,500.00
742200 - Other Expenses						
742201 - Audio/Visual	0.00	0.00	0.00	0.00	0.00	0.00
742202 - Photography	300.00	0.00	0.00	0.00	0.00	300.00
742203 - Graphic Design	0.00	0.00	0.00	0.00	0.00	0.00
742204 - Printing	250.00	0.00	0.00	0.00	0.00	250.00

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742205 - Score Purchase/Rental	250.00	0.00	0.00	0.00	0.00	250.00
742206 - Postage	0.00	0.00	0.00	0.00	0.00	0.00
742207 - Marketing	0.00	0.00	0.00	0.00	0.00	0.00
742208 - Food/Drink	4,320.00	0.00	0.00	0.00	0.00	4,320.00
742209 - Host Gift	0.00	0.00	0.00	0.00	0.00	0.00
742210 - Misc Expenses	0.00	0.00	0.00	0.00	0.00	0.00
Total 742200 - Other Expenses	5,120.00	0.00	0.00	0.00	0.00	5,120.00
Total 742000 - Savor The Music	7,620.00	0.00	0.00	0.00	0.00	7,620.00
Total 740000 - Fundraising Expenses	11,690.00	0.00	0.00	500.00	0.00	12,190.00

	<u>Administration</u>	<u>Winter 2018 Concert</u>	<u>Summer 2018 Concert</u>	<u>2018 Summer Program</u>	<u>Fall 2018 Concert</u>	<u>Jan-Dec 2018</u>
750000 - Payroll Expenses						
751000 - Executive Salaries						
751001 - Executive Director	32,000.00	0.00	0.00	0.00	0.00	32,000.00
751002 - Artistic Director	12,000.00	0.00	0.00	0.00	0.00	12,000.00
751003 - Education Director	15,000.00	0.00	0.00	0.00	0.00	15,000.00
Total 751000 - Executive Salaries	59,000.00	0.00	0.00	0.00	0.00	59,000.00
753000 - Payroll Taxes	3,300.00	0.00	0.00	0.00	0.00	3,300.00
Total 750000 - Payroll Expenses	62,300.00	0.00	0.00	0.00	0.00	62,300.00
760000 - Contract Services						
760001 - Accounting Fees	500.00	0.00	0.00	0.00	0.00	500.00
760002 - Bookkeeper	0.00	0.00	0.00	0.00	0.00	0.00
760003 - Grant Writer	1,500.00	0.00	0.00	0.00	0.00	1,500.00
760004 - Legal Fees	0.00	0.00	0.00	0.00	0.00	0.00
760005 - Fundraising Fees	0.00	0.00	0.00	0.00	0.00	0.00
760006 - Outside Contract Services	0.00	0.00	0.00	0.00	0.00	0.00
Total 760000 - Contract Services	2,000.00	0.00	0.00	0.00	0.00	2,000.00
770000 - Other Types of Expenses						
770001 - Payroll Service/W2's	1,200.00	0.00	0.00	0.00	0.00	1,200.00
770002 - 1099's	100.00	0.00	0.00	0.00	0.00	100.00
770003 - Insurance - Liability ,D&O, Workers Corr	3,250.00	0.00	0.00	1,000.00	0.00	4,250.00
770004 - PO Box	160.00	0.00	0.00	0.00	0.00	160.00
770005 - Memberships	600.00	0.00	0.00	0.00	0.00	600.00
770006 - ASCAP License	375.00	0.00	0.00	0.00	0.00	375.00
770007 - BMI License	300.00	0.00	0.00	0.00	0.00	300.00
770008 - Misc Expenses	0.00	0.00	0.00	0.00	0.00	0.00
Total 770000 - Other Types of Expenses	5,985.00	0.00	0.00	1,000.00	0.00	6,985.00
Total Expenses	92,375.00	40,050.00	42,590.00	74,590.00	15,210.00	264,815.00
Net Ordinary Income						289,840.00
Net Income						25,025.00