

**Music from Salem  
2023 Budget vs 2022**

Thru June 2023													
		YTD Actual 2023	% of Revised Budget	Revised Budget 2023	Orig Budget 2023	Actual2022	Actual 2021	Actual 2020	Actual 2019	Actual 2018			
<b>INCOME</b>													
	<b>UNEARNED</b>												
	In Kind Donation (For information only, not included in Total Unearned Income.)								\$ 1,793	\$ 296			
	Business Donations	\$ 1,266	158%	\$ 800	\$ 800	\$ 805	\$ 5,180	\$ 1,505	\$ 1,005	\$ 705			
	Individual Donations	\$ 20,410	73%	\$ 28,000	\$ 28,000	\$ 26,021	\$ 38,215	\$ 27,525	\$ 15,770	\$ 15,346			
	Restricted Donation (Seminar Tuition)	\$ 3,000	100%	\$ 3,000	\$ 3,000	\$ 6,000	\$ 3,000	\$ 3,000					
	Board Donations	\$ 4,400	88%	\$ 5,000	\$ 5,000	\$ 4,115	\$ 2,608	\$ 3,730	\$ 4,122	\$ 4,504			
	NYSCA	\$ -	0%	\$ -	\$ 15,000	\$ 25,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 5,000			
	Winter Party	\$ 6,441	161%	\$ 4,000	\$ 4,000	\$ -	\$ -	\$ 3,710	\$ 4,447	\$ 5,217			
	Summer House Pty	\$ -	0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
	Gala	\$ -	0%	\$ 6,000	\$ 6,000	\$ 4,782	\$ 6,069	\$ 3,820	\$ 14,749	\$ 18,764			
	Foundation Grants	\$ 900	100%	\$ 900	\$ 900	\$ 900	\$ -	\$ -	\$ 800	\$ 10,800			
	<b>TOTAL</b>	\$ <b>36,417</b>	<b>76%</b>	\$ <b>47,700</b>	\$ <b>62,700</b>	\$ <b>67,623</b>	\$ <b>63,072</b>	\$ <b>51,290</b>	\$ <b>50,686</b>	\$ <b>60,632</b>			
	<b>Interest Income</b>	\$ <b>653</b>	<b>129%</b>	\$ <b>508</b>	\$ <b>508</b>	\$ <b>508</b>	\$ <b>509</b>	\$ <b>508</b>	\$ <b>447</b>	\$ <b>435</b>			
	<b>Other</b>	\$ <b>37</b>		\$ <b>-</b>	\$ <b>-</b>	\$ <b>106</b>			\$ <b>-</b>	\$ <b>147</b>			
	<b>EARNED</b>												
	Childrens Wrkshps *	\$ -	0%	\$ 300	\$ 300	\$ 300	\$ (100)	\$ 150	\$ 150	\$ 300			
	Store Sales	\$ 50	25%	\$ 200	\$ 200	\$ 184	\$ 15	\$ 190	\$ 460	\$ 533			
	Cello Sem Tuition	\$ -	0%	\$ 3,000	\$ 3,000	\$ 2,975	\$ 2,600	\$ -	\$ 6,500	\$ 4,200			
	Viola Sem Tuition	\$ 3,680	123%	\$ 3,000	\$ 3,000	\$ 2,720	\$ 3,710	\$ -	\$ 5,400	\$ 5,860			
	Listening Club	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 93	\$ -			
	Box Office	\$ 3,298	66%	\$ 5,000	\$ 5,000	\$ 4,379	\$ 5,144	\$ 5,402	\$ 6,508	\$ 8,475			
	<b>TOTAL</b>	\$ <b>7,028</b>	<b>61%</b>	\$ <b>11,500</b>	\$ <b>11,500</b>	\$ <b>10,558</b>	\$ <b>11,369</b>	\$ <b>5,742</b>	\$ <b>19,111</b>	\$ <b>19,368</b>			
	<b>TOTAL GROSS INCOME</b>	\$ <b>44,135</b>	<b>74%</b>	\$ <b>59,708</b>	\$ <b>74,708</b>	\$ <b>78,794</b>	\$ <b>74,950</b>	\$ <b>57,539</b>	\$ <b>70,243</b>	\$ <b>80,582</b>			
	<i>Misc Adj/Shift (to/from) Invstmt</i>	\$ -		\$ 10,000	\$ -	\$ (10,000)	\$ (342)	\$ -		\$ -			
	<b>Total COGS</b>	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 130	\$ 450			
	<b>ADJUSTED GROSS PROFIT</b>	\$ <b>44,135</b>	<b>63%</b>	\$ <b>69,708</b>	\$ <b>74,708</b>	\$ <b>68,794</b>	\$ <b>74,608</b>	\$ <b>57,539</b>	\$ <b>70,113</b>	\$ <b>80,132</b>			
	<b>TOTAL GROSS PROFIT</b>	\$ <b>44,135</b>	<b>63%</b>	\$ <b>69,708</b>	\$ <b>74,708</b>	\$ <b>68,794</b>	\$ <b>74,608</b>	\$ <b>57,539</b>	\$ <b>70,113</b>	\$ <b>80,132</b>			

		YTD Actual 2023	% of Revised Budget	Revised Budget 2023	Budget 2023	Actual2022	Actual 2021	Actual 2020	Actual 2019	Actual 2018		
<b>EXPENSE</b>												
	Other Expense - Seminar Expenses	\$ 4,795	42%	\$ 11,500	\$ 11,500	\$ 10,555	\$ 7,410	\$ -	\$ -	\$ -		
	Off-Season Concerts			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	Professional Fees	\$ 19,040	87%	\$ 22,000	\$ 24,000	\$ 23,750	\$ 15,381	\$ 22,105	\$ 28,452	\$ 27,665		
	Special Events	\$ 1,638	218%	\$ 750	\$ 750	\$ 682	\$ 350	\$ 450	\$ 1,950	\$ 2,313		
	Office Expense	\$ 616	107%	\$ 575	\$ 575	\$ 566	\$ 545	\$ 347	\$ 784	\$ 710		
	Farm Expense	\$ 275	6%	\$ 5,000	\$ 6,000	\$ 5,007	\$ 5,694	\$ 3,240	\$ 11,720	\$ 10,416		
	Website	\$ 153	61%	\$ 250	\$ 250	\$ 263	\$ 43	\$ 300	\$ 75	\$ 316		
	Dues & Subscrip	\$ 120	100%	\$ 120	\$ 120	\$ 120	\$ 45	\$ 45	\$ 45	\$ 120		
	Artists' Fees	\$ 7,900	29%	\$ 27,000	\$ 27,000	\$ 27,060	\$ 22,150	\$ 19,150	\$ 35,120	\$ 30,520		
	Advertising & Mktg	\$ -		\$ 250	\$ 250	\$ 250	\$ 813	\$ 3,354	\$ 3,499	\$ 3,114		
	Postage	\$ 626	78%	\$ 800	\$ 800	\$ 810	\$ 715	\$ 980	\$ 944	\$ 1,031		
	Printing & Misc	\$ 676	56%	\$ 1,200	\$ 1,200	\$ 1,082	\$ 720	\$ 624	\$ 2,160	\$ 3,567		
	Recording	\$ 445	23%	\$ 1,900	\$ 2,000	\$ 1,894	\$ -	\$ -	\$ 1,910	\$ 2,400		
	Other			\$ 100	\$ 100	\$ 100	\$ 50	\$ 700	\$ 82	\$ 710		
	Insurance	\$ 1,553		\$ 1,600	\$ 1,600	\$ 1,553	\$ 1,753	\$ 1,553	\$ 2,142	\$ 2,038		
	<b>TOTAL EXPENSE</b>	\$ 37,836	52%	\$ 73,045	\$ 76,145	\$ 73,692	\$ 55,670	\$ 52,849	\$ 88,883	\$ 84,920		
	<b>Net Ordinary Income</b>	\$ 6,299		\$ (3,338)	\$ (1,438)	\$ (4,897)	\$ 18,938	\$ 4,691	\$ (18,769)	\$ (4,788)		
	<b>TOTAL NET INCOME</b>	\$ 6,299		\$ (3,338)	\$ (1,438)	\$ (4,897)	\$ 18,938	\$ 4,691	\$ (18,769)	\$ (4,788)		