

ALIAS

CHAMBER ENSEMBLE

2019 Financial Statement

REVENUE

Program Revenue	\$6,270.00
Direct Public Support	\$13,853.58
Grants Income	\$26,802.20
CD Sales Income	\$561.86
Fundraiser Event Income	\$0.00
Other Income (Amazon Smile, etc.)	\$46.70
Cash Box Reimbursement	\$700.00

TOTAL Revenue	\$48,234.34
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EXPENSES

Program Expenses

AIC Musician Compensation	\$4,650.00
Concert Refreshments & Expenses	\$759.84
Performance Material	\$362.40
CD Production Costs	\$1,460.82
Printing, Promotion, Mailing	\$2,912.42
Other Performances Musician Compensation	\$750.00
Guest Artist Fees (incl travel)	\$150.00
Cash Box	\$700.00

TOTAL	\$11,745.48
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Staffing and Consultants

Managing Director	\$9,066.67
Artistic Director	\$8,133.33
AIC Program Manager	\$7,200.00
Grant Writing	\$1,146.25
Accounting and Professional Fees	\$500.00

TOTAL	\$26,046.25
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G&A Expenses

Office Supplies	\$283.10
Technical Supplies & Equipment	\$241.88

Technical Service Fee (EMMA, etc.)	\$577.99
Professional Memberships	\$515.00
Development Entertainment	\$16.74
Online Contributions Fee (PayPal, etc.)	\$172.44
Insurance/Licenses	\$1,780.57
TOTAL	\$3,587.72

TOTAL EXPENSES	\$41,379.45
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TOTAL INCOME:	\$6,854.89
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ACCOUNT BALANCES (as of 12/31/2019)

Checking	\$16,449.45
Money Market (Reserve)	\$13,639.56
PayPal	\$1,235.69

TOTAL Cash on Hand	\$31,324.70
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At the close of 2018, we restructured the staffing to reduce the Executive/Managing Director and Artistic Director salaries by \$17,000 (50% less in 2019 than 2018), while making the AIC Coordinator position a salaried position. Although we ended 2019 with around \$3,000 less in Revenue than expected (primarily due to less-than-expected grant funding) we were about \$4,500 under budget in our expenses as well. This was primarily due to reduced G&A and Concert expenses, a smaller number of AIC musicians, and the lack of costs associated with any fundraising-specific events.

We have increased our Cash on Hand by about \$4,500 since 12/31/2018, which will help to offset the deficits of approximately \$7,000 and \$6,500 seen in 2017 and 2018, respectively (primarily due to the recording of our 4th CD that did not receive the expected fundraising support). Even with those deficits, we maintained enough reserve funds each year to cover such costs. Our 2020 FY is budgeted to end with a surplus of \$4,361.