

Tennessee Youth Symphony

PROFIT AND LOSS

January - December 2018

	TOTAL
Income	
Billable Expense Income	35.00
DONATIONS	195.30
Individual donations	1,292.76
United Way, CFC Contributions	1,189.83
Total DONATIONS	2,677.89
FUNDRAISING	
Ad Sales in Program Booklet	2,300.00
Other Fundraising	1,508.90
Other Fundraising Expense	-529.27
Total Other Fundraising	979.63
T-Shirt Sales	1,260.00
Total FUNDRAISING	4,539.63
GRANT REVENUE - GOVERNMENTAL	
Agency (Government) Grants	858.30
Total GRANT REVENUE - GOVERNMENTAL	858.30
TUITION	
Audition Fees non-refundable	325.00
Jazz Ensembles	2,066.68
Orchestra-Prelude Orchestra	13,088.34
Orchestra-Youth Orchestra	28,052.85
Total TUITION	43,532.87
TUITION DISCOUNTS	
Bad Debt Expense	-950.00
Refunds Given	-775.00
Sibling Discounts	-400.00
Tuition Assistance	-1,915.00
Total TUITION DISCOUNTS	-4,040.00
Total Income	\$47,603.69
GROSS PROFIT	\$47,603.69
Expenses	
ADMINISTRATIVE EXPENSES	
Background Checks	45.00
Business Registration Fees	160.00
Dues & Membership	125.00
Gifts	151.93
MEMBER RECRUITMENT/MARKETING & COMMUNICATIONS	
Advertising Expenses	525.00
Printed Materials/Pamphlets	82.00
Website Expense Ongoing	80.13
Total MEMBER	687.13

	TOTAL
RECRUITMENT/MARKETING & COMMUNICATIONS	
Office Supplies	8.78
Postage & Shipping	161.84
Printing and Copying-Administrative	35.10
Real Estate, Personal Prop Tax	30.00
Software Expense	99.00
Total ADMINISTRATIVE EXPENSES	1,503.78
Miscellaneous Expense	18.58
PROGRAM EXPENSES	
CONTRACT SERVICES	
Accounting Services	5,174.00
CONDUCTOR SERVICES	
Conductor Base Services - Jazz/Rock Band only	3,000.00
Conductor Base Services - Orchestras only	15,518.08
Conductor Services - All-State/Mid State	740.00
Conductor Services - Concerts	1,200.00
Conductor Services - Sectionals	1,850.00
Conductor Services - Small Ensembles	50.00
Conductor services - Substitutes	1,350.00
Total CONDUCTOR SERVICES	23,708.08
Guest Instructors - Sectionals, Technical Skills, & Other	2,900.00
Total CONTRACT SERVICES	31,782.08
EVENTS	
Sr Banquet	194.47
Total EVENTS	194.47
INSURANCE	
Broker Fee	165.00
Insurance - Liability, D and O	997.99
Property Insurance	2,379.00
Total INSURANCE	3,541.99
OTHER PROGRAM EXPENSES	
Conferences & Meetings-Program	
Mid-State/All-State Conference	418.00
Mid-State/All-State INCOME to defray expenses	-225.00
Total Conferences & Meetings-Program	193.00
Dues & Memberships	120.00
Equipment Rental and Maintenance	85.58
Fee to receive Electronic Payments	751.42
MUSIC FOR PROGRAMS	
Prelude	388.96
YO	685.15
Total MUSIC FOR PROGRAMS	1,074.11
Printing & Copying MUSIC only	515.55
Printing & Copying-Program	1,264.60

	TOTAL
Program Small Equipment	10.93
Supplies - program related	275.01
Total OTHER PROGRAM EXPENSES	4,290.20
RENT	
Rent - Event Venue	2,971.00
Rent - Storage	1,820.00
Rent - UPS Box	366.00
Rent - Venues for Rehearsals	7,582.00
Total RENT	12,739.00
Total PROGRAM EXPENSES	52,547.74
Total Expenses	\$54,070.10
NET OPERATING INCOME	\$ -6,466.41
Other Income	
Donor Restricted-Sectional Workshops	1,044.00
IN-KIND INCOME	
In-Kind Rent Income	-1,430.00
In-Kind Rent Expense	1,430.00
Total In-Kind Rent Income	0.00
Total IN-KIND INCOME	0.00
Instrument Sales	250.00
Interest Income	7.15
MID-STATE/All-STATE PASS THRU	55.00
Mid-State/All-State Income	70.00
Total MID-STATE/All-STATE PASS THRU	125.00
REBATE PASS THRU	
Amazon Smiles	71.77
Anderson Design Sales	89.40
Kroger Community Rewards	390.85
Total REBATE PASS THRU	552.02
SNACKS PASS THRU	
Snack Donations from Members	1,555.00
Snack Purchases	-655.67
Total SNACKS PASS THRU	899.33
Total Other Income	\$2,877.50
Other Expenses	
OTHER MISCELLANEOUS EXPENSE	
Depreciation - Instruments	1,390.68
Reconciliation Discrepancies	0.00
Total OTHER MISCELLANEOUS EXPENSE	1,390.68
Total Other Expenses	\$1,390.68
NET OTHER INCOME	\$1,486.82
NET INCOME	\$ -4,979.59