



# Saratoga Music Boosters

## PROFIT AND LOSS BUDGET VS. ACTUALS: FY\_2019\_2020

July 2019 - June 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Revenue</b>				
4100 SHS Income				
4101 SHS Band Fees	218,281.70	251,600.00	(33,318.30)	86.76 %
4102 SHS Orchestra Income	63,740.00	64,960.00	(1,220.00)	98.12 %
4104 SHS Choir Income	25,040.00	21,600.00	3,440.00	115.93 %
4106 SHS Winter Guard Income	7,440.00	15,000.00	(7,560.00)	49.60 %
4107 SHS Winter Percussion Income	21,300.00	26,450.00	(5,150.00)	80.53 %
4193 International Trip Revenue	738,038.32		738,038.32	
<b>Total 4100 SHS Income</b>	<b>1,073,840.02</b>	<b>379,610.00</b>	<b>694,230.02</b>	<b>282.88 %</b>
<b>4200 K-8 Income</b>				
4220 Redwood Income				
4221 Redwood Marching	24,000.00	42,700.00	(18,700.00)	56.21 %
4223 Redwood Band Sectionals	16,500.00	47,100.00	(30,600.00)	35.03 %
4225 Upper Strings	4,945.00	13,800.00	(8,855.00)	35.83 %
4226 Color Guard	1,500.00	8,100.00	(6,600.00)	18.52 %
4229 Redwood Chorus	6,250.00	11,750.00	(5,500.00)	53.19 %
4291 RMS Trip	147,877.65	146,432.00	1,445.65	100.99 %
<b>Total 4220 Redwood Income</b>	<b>201,072.65</b>	<b>269,882.00</b>	<b>(68,809.35)</b>	<b>74.50 %</b>
4250 Primary Grades Income				
4252 Primary Strings Income	13,125.00	21,700.00	(8,575.00)	60.48 %
<b>Total 4250 Primary Grades Income</b>	<b>13,125.00</b>	<b>21,700.00</b>	<b>(8,575.00)</b>	<b>60.48 %</b>
<b>Total 4200 K-8 Income</b>	<b>214,197.65</b>	<b>291,582.00</b>	<b>(77,384.35)</b>	<b>73.46 %</b>
<b>4300 SMB Income</b>				
4310 SMB Non Reserves				
4311 Pancake Breakfast		20,000.00	(20,000.00)	
4312 Cookie Dough	40,005.00	35,000.00	5,005.00	114.30 %
4316 Jazz Cabaret	3,278.86		3,278.86	
4317 SMB Misc Fundraising	11,471.50	7,000.00	4,471.50	163.88 %
4320 Interest Income	802.18	800.00	2.18	100.27 %
4322 Spirit Sales	0.00	2,500.00	(2,500.00)	0.00 %
4324 Gain on sale of Stock	261.67		261.67	
4340 Membership	97,489.82	90,000.00	7,489.82	108.32 %
4341 Matching Donation	54,293.79	25,000.00	29,293.79	217.18 %
4351 Pancake Breakfast Donation	200.00		200.00	
4352 Cookie Dough Donation	220.00		220.00	
4356 Jazz Cabaret Donation	50.00		50.00	
<b>Total 4310 SMB Non Reserves</b>	<b>208,072.82</b>	<b>180,300.00</b>	<b>27,772.82</b>	<b>115.40 %</b>
4330 SMB Reserve Revenue				
4318 Student Account Revenue	36,382.65	12,750.00	23,632.65	285.35 %
4338 SMB Misc Scholarship	250.00	3,950.00	(3,700.00)	6.33 %
4360 SUSD Beginning Band Legacy Campaign	33,798.00		33,798.00	



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<b>Total 4330 SMB Reserve Revenue</b>	<b>70,430.65</b>	<b>16,700.00</b>	<b>53,730.65</b>	<b>421.74 %</b>
<b>Total 4300 SMB Income</b>	<b>278,503.47</b>	<b>197,000.00</b>	<b>81,503.47</b>	<b>141.37 %</b>
<b>Total Revenue</b>	<b>\$1,566,541.14</b>	<b>\$868,192.00</b>	<b>\$698,349.14</b>	<b>180.44 %</b>
GROSS PROFIT	<b>\$1,566,541.14</b>	<b>\$868,192.00</b>	<b>\$698,349.14</b>	<b>180.44 %</b>
Expenditures				
5100 SHS Fee Program Expenses				
5110 Orchestra				
5111 Orchestra Participation Fee	2,280.50	3,000.00	(719.50)	76.02 %
5112 Instructor Fees	21,014.39	19,140.00	1,874.39	109.79 %
5113 Curriculum	117.49	500.00	(382.51)	23.50 %
5114 Instrument Repair & Supplies	1,008.49	1,500.00	(491.51)	67.23 %
5115 Orchestra Music	4,069.67	2,000.00	2,069.67	203.48 %
5116 Orchestra Commission Reserve		2,000.00	(2,000.00)	
5117 Orchestra Equipment	1,260.29	1,500.00	(239.71)	84.02 %
5118 Orchestra Shirt	3,179.66	5,400.00	(2,220.34)	58.88 %
5119 Other Orchestra Expenses	13,130.53	13,709.00	(578.47)	95.78 %
5161 Orchestra Administration	2,000.00	2,000.00	0.00	100.00 %
5163 Orchestra Transportation	7,227.42	14,200.00	(6,972.58)	50.90 %
<b>Total 5110 Orchestra</b>	<b>55,288.44</b>	<b>64,949.00</b>	<b>(9,660.56)</b>	<b>85.13 %</b>
5120 Jazz Band				
5121 Jazz Participation Fee	460.00	1,300.00	(840.00)	35.38 %
5122 Curriculum Materials	50.00	300.00	(250.00)	16.67 %
5124 Music	111.99	700.00	(588.01)	16.00 %
5126 Instructor fees	65.00	1,100.00	(1,035.00)	5.91 %
5129 Other Jazz Band Expenses		400.00	(400.00)	
<b>Total 5120 Jazz Band</b>	<b>686.99</b>	<b>3,800.00</b>	<b>(3,113.01)</b>	<b>18.08 %</b>
5130 SHS Concert Band				
5131 Participation Expenses	1,520.50	1,250.00	270.50	121.64 %
5132 Curriculum	325.34	500.00	(174.66)	65.07 %
5133 Music	2,013.18	2,000.00	13.18	100.66 %
5137 Instrument Repair	692.77	1,000.00	(307.23)	69.28 %
5139 Other Expenses	3,353.12	1,800.00	1,553.12	186.28 %
<b>Total 5130 SHS Concert Band</b>	<b>7,904.91</b>	<b>6,550.00</b>	<b>1,354.91</b>	<b>120.69 %</b>
5140 Winter Percussion				
5144 Other	5,708.91	6,695.00	(986.09)	85.27 %
5145 Music/Design	16,132.87	15,400.00	732.87	104.76 %
5146 Competitions Fees	1,225.00	1,325.00	(100.00)	92.45 %
5147 Transportation	726.26	6,050.00	(5,323.74)	12.00 %
5148 Supplies	4,595.47	5,150.00	(554.53)	89.23 %
<b>Total 5140 Winter Percussion</b>	<b>28,388.51</b>	<b>34,620.00</b>	<b>(6,231.49)</b>	<b>82.00 %</b>
5150 Winter Guard				



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5151 Uniforms	4,729.40	5,650.00	(920.60)	83.71 %
5154 Competition fees	450.00	785.00	(335.00)	57.32 %
5155 Transportation	944.14	1,190.00	(245.86)	79.34 %
5159 Other	7,739.27	12,650.00	(4,910.73)	61.18 %
<b>Total 5150 Winter Guard</b>	<b>13,862.81</b>	<b>20,275.00</b>	<b>(6,412.19)</b>	<b>68.37 %</b>
5170 SHS Band				
5105 Music & Drill	26,030.00	29,250.00	(3,220.00)	88.99 %
5109 Band Administration	2,000.00	2,000.00	0.00	100.00 %
5141 Colorguard Uniforms	7,420.72	7,740.00	(319.28)	95.87 %
5143 Colorguard Supplies	8,497.84	7,500.00	997.84	113.30 %
5171 Participation Fees	1,545.00	1,550.00	(5.00)	99.68 %
5172 Instructor Fees	139,548.89	131,440.00	8,108.89	106.17 %
5173 Other Band Expenses	7,418.21	8,096.00	(677.79)	91.63 %
5174 Cleaning	1,880.75	3,000.00	(1,119.25)	62.69 %
5175 Band Food Expenses	14,001.96	15,170.00	(1,168.04)	92.30 %
5176 Instrument Expenses	2,093.78	2,000.00	93.78	104.69 %
5178 Shirts	3,745.42	3,150.00	595.42	118.90 %
5179 Jackets	180.00	5,600.00	(5,420.00)	3.21 %
5180 Bus	15,101.23	12,407.00	2,694.23	121.72 %
5183 Truck repairs & fuel	5,877.10	6,800.00	(922.90)	86.43 %
5195 Trip Expenses	31,252.32	38,404.00	(7,151.68)	81.38 %
<b>Total 5170 SHS Band</b>	<b>266,593.22</b>	<b>274,107.00</b>	<b>(7,513.78)</b>	<b>97.26 %</b>
5185 SHS Choral Expenses				
5181 Buses	2,478.08	2,500.00	(21.92)	99.12 %
5184 Administration	1,000.00	1,000.00	0.00	100.00 %
5186 Music	888.04	1,700.00	(811.96)	52.24 %
5187 Participation fees	760.00	700.00	60.00	108.57 %
5188 Instructor fees	18,055.76	14,300.00	3,755.76	126.26 %
5189 Other Choral Expenses	7,265.80	7,131.00	134.80	101.89 %
<b>Total 5185 SHS Choral Expenses</b>	<b>30,447.68</b>	<b>27,331.00</b>	<b>3,116.68</b>	<b>111.40 %</b>
5193 International Trip	718,313.75		718,313.75	
<b>Total 5100 SHS Fee Program Expenses</b>	<b>1,121,486.31</b>	<b>431,632.00</b>	<b>689,854.31</b>	<b>259.82 %</b>
5200 K-8 Program Expenses				
5220 Redwood Program Expenses				
5230 Band				
5231 Participation Fees	0.00	500.00	(500.00)	0.00 %
5232 Instructor fees		8,000.00	(8,000.00)	
5234 Transportation	5,711.45	6,000.00	(288.55)	95.19 %
5235 Music	719.47	3,000.00	(2,280.53)	23.98 %
5238 Band Uniforms	1,467.52	3,500.00	(2,032.48)	41.93 %
5239 Other	1,194.78	1,500.00	(305.22)	79.65 %
<b>Total 5230 Band</b>	<b>9,093.22</b>	<b>22,500.00</b>	<b>(13,406.78)</b>	<b>40.41 %</b>



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5250 Sectionals				
5251 Participation Fees		1,000.00	(1,000.00)	
5252 Instructor Fees	9,338.71	22,000.00	(12,661.29)	42.45 %
5253 Equipment		2,500.00	(2,500.00)	
5254 Other	780.12	2,500.00	(1,719.88)	31.20 %
<b>Total 5250 Sectionals</b>	<b>10,118.83</b>	<b>28,000.00</b>	<b>(17,881.17)</b>	<b>36.14 %</b>
5255 Color Guard				
5256 Colorguard Uniform	192.85	1,000.00	(807.15)	19.29 %
5257 Instructor fees	11,646.40	14,000.00	(2,353.60)	83.19 %
5258 Colorguard Expenses	163.61	1,000.00	(836.39)	16.36 %
<b>Total 5255 Color Guard</b>	<b>12,002.86</b>	<b>16,000.00</b>	<b>(3,997.14)</b>	<b>75.02 %</b>
5260 Upper Strings				
5262 Instructor fees		6,500.00	(6,500.00)	
5263 Participation	300.00	1,000.00	(700.00)	30.00 %
5264 Other	80.00	3,000.00	(2,920.00)	2.67 %
5265 Music	1,251.41	3,000.00	(1,748.59)	41.71 %
<b>Total 5260 Upper Strings</b>	<b>1,631.41</b>	<b>13,500.00</b>	<b>(11,868.59)</b>	<b>12.08 %</b>
5281 RMS Trip	145,346.63	146,400.00	(1,053.37)	99.28 %
5285 Honor Chorus				
5221 Instructor fees	4,804.40	8,250.00	(3,445.60)	58.24 %
5286 Chorus Uniform	998.89	1,200.00	(201.11)	83.24 %
5287 Chorus Other	414.75	2,000.00	(1,585.25)	20.74 %
<b>Total 5285 Honor Chorus</b>	<b>6,218.04</b>	<b>11,450.00</b>	<b>(5,231.96)</b>	<b>54.31 %</b>
<b>Total 5220 Redwood Program Expenses</b>	<b>184,410.99</b>	<b>237,850.00</b>	<b>(53,439.01)</b>	<b>77.53 %</b>
5290 5th Grade Band				
5292 Instructor fees	6,775.84	9,600.00	(2,824.16)	70.58 %
5293 5th Grade Other Expenses	83,887.76		83,887.76	
<b>Total 5290 5th Grade Band</b>	<b>90,663.60</b>	<b>9,600.00</b>	<b>81,063.60</b>	<b>944.41 %</b>
5295 Primary Strings				
5297 Instructor Fees	24,015.82	33,500.00	(9,484.18)	71.69 %
5298 Other	1,491.89	2,000.00	(508.11)	74.59 %
<b>Total 5295 Primary Strings</b>	<b>25,507.71</b>	<b>35,500.00</b>	<b>(9,992.29)</b>	<b>71.85 %</b>
<b>Total 5200 K-8 Program Expenses</b>	<b>300,582.30</b>	<b>282,950.00</b>	<b>17,632.30</b>	<b>106.23 %</b>
5300 SMB Expenses				
5600 SMB Non-Restricted Expenses				
5335 Spirit Sales		2,500.00	(2,500.00)	
5610 Administration				
5611 Mailings & Postage	434.76	250.00	184.76	173.90 %
5612 Liability Insurance	500.00	1,000.00	(500.00)	50.00 %
5614 Website	177.87	350.00	(172.13)	50.82 %
5615 Office Supplies	675.84	600.00	75.84	112.64 %



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5618 Accounting fees	2,502.82	2,365.00	137.82	105.83 %
<b>Total 5610 Administration</b>	<b>4,291.29</b>	<b>4,565.00</b>	<b>(273.71)</b>	<b>94.00 %</b>
5616 Bank Charges	571.53	600.00	(28.47)	95.26 %
5619 Other	2,147.50	3,850.00	(1,702.50)	55.78 %
5630 Gifts		3,500.00	(3,500.00)	
5631 Awards	2,053.32	4,300.00	(2,246.68)	47.75 %
<b>Total 5619 Other</b>	<b>4,200.82</b>	<b>11,650.00</b>	<b>(7,449.18)</b>	<b>36.06 %</b>
5620 Cookie Dough Sales	28,406.00	26,497.00	1,909.00	107.20 %
5622 Misc Fundraising	10,972.00	7,000.00	3,972.00	156.74 %
5624 Pancake Breakfast Expense		6,450.00	(6,450.00)	
5632 Jazz Cabaret	3,017.24		3,017.24	
5636 Membership Expenses	200.09	500.00	(299.91)	40.02 %
5638 Credit Card Fees	3,160.13	3,500.00	(339.87)	90.29 %
<b>Total 5600 SMB Non-Restricted Expenses</b>	<b>54,819.10</b>	<b>63,262.00</b>	<b>(8,442.90)</b>	<b>86.65 %</b>
5650 SMB Restricted Expense				
5314 Designated Equipment	3,159.64	3,160.00	(0.36)	99.99 %
5621 Schwab Scholarship	300.00	500.00	(200.00)	60.00 %
5623 Student Account Expense		10,000.00	(10,000.00)	
5626 Allen Orchestra Scholarship	200.00	200.00	0.00	100.00 %
5627 Scholarship	600.00	700.00	(100.00)	85.71 %
5633 SHS Uniform		6,280.00	(6,280.00)	
5635 Program Wishlist	5,977.45	6,276.00	(298.55)	95.24 %
<b>Total 5650 SMB Restricted Expense</b>	<b>10,237.09</b>	<b>27,116.00</b>	<b>(16,878.91)</b>	<b>37.75 %</b>
<b>Total 5300 SMB Expenses</b>	<b>65,056.19</b>	<b>90,378.00</b>	<b>(25,321.81)</b>	<b>71.98 %</b>
<b>Total Expenditures</b>	<b>\$1,487,124.80</b>	<b>\$804,960.00</b>	<b>\$682,164.80</b>	<b>184.75 %</b>
NET OPERATING REVENUE	<b>\$79,416.34</b>	<b>\$63,232.00</b>	<b>\$16,184.34</b>	<b>125.60 %</b>
NET REVENUE	<b>\$79,416.34</b>	<b>\$63,232.00</b>	<b>\$16,184.34</b>	<b>125.60 %</b>