	FY16	FY16 YTD (6/30)	FY17	Notes
REVENUE				
4000 Earned Revenue				
Ticket Sales - Home Concerts	191,000	208,463	211,630	*Includes extra Christmas Concernt; location yet to be determined*
Management Bookings	350,000	332,434	332,400	*represents confirmed bookings to date*
Self Bookings	20,000	15,000	122,873	*includes Chanticleer concert @ 85% capacity*
Merchandise	80,000	50,307	65,000	*represents new CD; reinstatement of higher CD prices*
Investment Income	0	7	0	
Miscellaneous	3,300	6,898	10,000	*All is Calm royalties + Arts ink ad sales*
Total Earned Revenue	**644,300**	**613,109**	**741,903**	
4500 Contributed Revenue				
Individual	115,000	105,579	130,000	
Bridge fund		18,250	0	
Cantus Idol	115,000	86,339	85,000	
Corporate	10,000	2,546	20,000	*Concert/event sponsorships; 2 currently identified*
Foundation	95,000	83,835	99,250	
Government	206,541	20,000	94,714	
In-kind	20,000	20,000	20,000	*In-Kind Westminster space*
Special projects	5,000	6,202	0	
Total Contributed Revenue	**566,541**	**342,751**	**448,964**	
TOTAL REVENUE	**1,210,841**	**955,860**	**1,190,867**	

	FY16	FY16 YTD (6/30)	FY17	Notes
EXPENSES				
5000 Personnel				
Salaries	530,221	504,042	514,370	*8 singers; 3 staff; New ED in January; DOL rate for Singers starting 12.1*
Benefits	63,627	51,784	47,584	*Budgeted 3% health increase starting in March*
Payroll Taxes	42,418	39,846	41,150	*% of payroll*
Total Personnel	**636,266**	**595,672**	**603,104**	
6000 Artistic				
Self Produced Concerts	42,850	45,807	52,192	
Management booked concerts	52,500	49,903	46,536	*15% commission on concerts; 10% on education outreach*
Travel	102,700	102,264	79,300	*Based on confirmed bookings to date*
Commissioning			3,500	*Jeff Beal commission*
Independent Contractors	25,850	18,546	40,360	*includes Chanticleer fee*
Education	6,000	4,864	4,700	
Community Outreach	9,500	5,674	0	*grant dependent*
Merchandise	31,615	15,001	20,999	*Costs tied to CD sales*
Artistic - General	32,060	30,601	27,683	
Total Artistic	**303,075**	**272,660**	**275,270**	
7000 Marketing				
Season Tickets	10,000	5,253	9,900	
Single Tickets	33,000	25,674	31,085	*Includes Chanticleer promotion expenses*
B2B	4,700	4,233	3,432	*includes ILU Media's NGLTT video*
Marketing - General	65,000	59,092	71,513	*Includes Chanticleer Marketing & Hospitality Expenses*
Total Marketing	**112,700**	**94,252**	**115,930**	
8000 Development				
Donor Relations	3,000	1,085	2,255	
Special Events	35,000	24,296	27,752	
Development - General	15,000	20,117	14,582	
Total Development	**53,000**	**45,498**	**44,589**	

	FY16	FY16 YTD (6/30)	FY17	Notes
9000 Administration				
Financial/Service Charges	22,010	30,528	30,508	*NAF loan (interest only); credit card interest; et al.*
Insurance	7,600	8,349	7,950	
Rent/Storage	24,745	22,714	25,116	
Postage/Printing	4,800	4,288	4,800	
Professional Services	32,700	41,532	68,400	*CLA, Audit, Interim ED*
Supplies/Equipment	8,700	6,205	9,332	
General Admin	5,215	13,297	5,868	
Total Administration	**105,770**	**126,913**	**151,974**	
TOTAL EXPENSES	**1,210,811**	**1,134,995**	**1,190,867**	
NET INCOME	**30**	**(179,135)**	**0**	