

THE WASHINGTON CHORUS
FINANCIAL SUMMARY DASHBOARD --- April 30, 2019

INCOME STATEMENT	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	FY 2020 PROPOSED BUDGET NOTES
	FY 2019					FY 2018	FY 2018	FY 2020	
	ANNUAL BUDGET	10 MONTHS - April 30, 2019 BUDGET	ACTUAL	VARIANCE	PROJECTED FY 2019	10 MONTHS ACTUAL	YEAR ACTUAL	PROPOSED BUDGET	
SUPPORT and REVENUE									
Contributions - Individual	169,460	140,300	105,736	(34,564)	125,000	104,746	159,134	0	
Contributions - Corporate	25,000	25,000	0	(25,000)	0	250	250	0	
Contributions - Foundations	180,500	104,500	225,500	121,000	298,500	106,500	140,000	0	
Contributions - Chorus Gala	172,250	172,250	171,281	(969)	185,000	39,130	161,411	0	
Contributions - Other Special Events	23,000	10,000	350	(9,650)	0	8,762	17,397	0	
Contributions - Inkind	900,000	0	10,000	10,000	900,000	9,583	874,087	0	
Grants - Government	183,230	91,230	38,115	(53,115)	173,000	95,125	187,770	0	
Tickets - Subscriptions	25,000	25,000	24,144	(856)	24,144	27,697	28,177	0	
Tickets - Christmas	515,000	515,000	447,266	(67,734)	447,266	520,497	520,497	0	
Tickets - All Other TWC Produced Concerts	145,500	127,500	129,782	2,282	133,000	128,723	126,012	0	
General Programs (Dues, Dresses, Outreach)	38,730	48,030	57,337	9,307	58,000	44,001	65,008	0	
Investment Income	500	416	(6,179)	(6,595)	0	3,458	8,177	0	
TOTAL REVENUE	2,378,170	1,259,226	1,203,332	(55,894)	2,343,910	1,088,472	2,287,920	0	
EXPENSES									
Salaries/Related Expenses	393,094	327,911	224,399	103,512	339,000	315,017	356,057	0	
Fundraising Expense (not salaries)	94,187	86,897	63,768	23,129	80,000	37,150	94,472	0	
Orchestra	115,300	112,300	114,345	(2,045)	115,300	187,777	189,859	0	
Solists	11,250	5,750	11,203	(5,453)	16,200	18,100	19,300	0	
Musical/Rehearsal Personnel	186,375	154,995	146,260	8,735	195,400	135,423	167,854	0	
Office Help/Accounting/Audit Personnel	90,850	69,750	148,825	(79,075)	121,000	73,672	110,219	0	
Non-Personnel Expenses	84,564	77,919	66,243	11,676	78,500	63,305	72,004	0	
Facility/Rent/Equipment	328,463	300,715	336,457	(35,742)	390,000	292,929	347,791	0	
Travel and Meetings	12,750	10,420	11,650	(1,230)	16,400	21,646	26,472	0	
Advertising	87,250	81,266	74,541	6,725	87,000	68,068	73,127	0	
Business and Miscellaneous	55,980	53,675	35,048	18,627	57,000	54,849	61,349	0	
In Kind Expense - Services	900,000	0	0	0	900,000	0	864,504	0	
TOTAL EXPENSES	2,360,063	1,281,598	1,232,739	48,859	2,395,800	1,267,936	2,383,008	0	
CHANGE IN NET ASSETS - SURPLUS/(DEFICIT)	18,107	(22,372)	(29,407)	(7,035)	(51,890)	(179,464)	(95,088)	0	

FUNCTIONAL EXPENSES	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Programs								
Performances								
TWC Produced Concerts								
Christmas	0	0	0	0	0	0	0	0
Other Concerts	0	0	0	0	0	0	0	0
Runouts	0	0	0	0	0	0	0	0
Invited Appearances	0	0	0	0	0	0	0	0
Education								
DC Honor Chorus	0	0	0	0	0	0	0	0
Side-by-Side	0	0	0	0	0	0	0	0
Community Engagement								
Arts for the Aging	0	0	0	0	0	0	0	0
Fundraising and Development	0	0	0	0	0	0	0	0
General and Administration	0	0	0	0	0	0	0	0
TOTAL EXPENSES	0							

BALANCE SHEET			
	April 30, 2019	April 30, 2018	June 30, 2018
ASSETS			
Cash - Operating	81,172	6,673	115,874
Cash - Savings and Short-Term Investments	178,277	306,873	209,456
Accounts Receivable	85,000	3,328	44,105
Cash Flow Loan Receivable - Offset	125,000	0	0
Other Assets	28,072	4,184	28,936
Fixed Assets - Operating Equipment (Net)	13,029	2,891	16,472
Security Deposits	3,385	3,385	3,385
Total Assets	513,935	327,334	418,228
LIABILITIES			
Accounts Payable and Credit Card Payable	20,792	31,945	18,444
Deferred Income	5,000	0	5,771
Notes and Loans Payable	12,784	0	14,246
Cash Flow Loan Payable - Offset	125,000	0	0
Total Liabilities	163,576	31,945	38,461
NET ASSETS			
Unrestricted Net Assets - Beginning	(65,263)	110,325	104,826
Change in Net Assets - Surplus/(Deficit) YTD	(29,407)	(179,465)	(95,088)
Unrestricted - Board Designated			
Board Designated	272,237	272,237	272,237
Dianne Peterson Fund	97,792	92,292	97,792
Temporarily Restricted Net Assets	75,000	0	0
Total Net Assets	350,359	295,389	379,767
Total Liabilities and Net Assets	513,935	327,334	418,228

KEY INDICATORS			
KEY TICKET STATS			
	March 2019	March 2018	Variance
Fall Concert Net Revenue	TK	TK	#VALUE!
Christmas Net Revenue	TK	TK	#VALUE!
Spring Concert Net Revenue	TK	TK	
Summer Concert Net Revenue	TK	TK	
Unique Number of Subscriptions	171	172	(1)
KEY CONTRIBUTED REVENUE STATS			
	March 2019	FY18	Variance
Individual Giving - Average - Gift	\$545.71	\$579.97	(34)
Individual Giving - Number of Unique Gifts	545	621	(76)
YOY Donor Retention	TK%	TK%	#VALUE!
In-Year Gift Upgrading	#VALUE!	#VALUE!	#VALUE!
In-Year Conversion Rate	TK%	TK%	#VALUE!
Chorus Gala Net Revenue	123,000	58,651	64,349
KEY BALANCE SHEET STATS			
	March 2019	March 2018	June 2018
Operating Reserves in Months	# of Months	# of Months	# of Months
	1.4	1.5	1.9

Executive Director - Observations and Comments

This new document is presented today as a first fresh look at our financial performance and key indicators, to help drive ever stronger decision making and performance. Two interesting things of note: one, management has provided an updated FY19 EOY projection based on robust internal assessment (see Column 5, Projected FY 2019); and two, the Key Indicators section is a working draft that includes some but not all relevant data, and this is a place where we forward to continued discussion about which indicators for fundraising and sales/ticketing are most valuable for TWC to be tracking at this time.