

Orange County Women's Chorus  
**Unaudited Balance Sheet**  
 As of June 30, 2016 and 2015

	<u>Jun 30, 16</u>	<u>Jun 30, 15</u>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
1010 · Cash in bank - operating(Chase)	15,324.13	17,721.86
1040 · Petty cash	200.00	0.00
1070 · Savings & ST invest. (Chase MM)	<u>25,575.39</u>	<u>20,067.09</u>
<b>Total Checking/Savings</b>	41,099.52	37,788.95
 <b>Accounts Receivable</b>		
1110 · Accounts receivable		
1111 · AR from Singers for G&A items	238.36	537.87
1113 · Vendini AR for online sales	124.04	91.01
1116 · Tour Receivable	<u>0.00</u>	<u>3,959.07</u>
<b>Total 1110 · Accounts receivable</b>	362.40	4,587.95
 1115 · Doubtful accounts allowance	-113.00	0.00
1210 · Pledges receivable	237.50	125.00
1215 · Doubtful pledges allowance	<u>-212.50</u>	<u>-125.00</u>
<b>Total Accounts Receivable</b>	274.40	4,587.95
 <b>Other Current Assets</b>		
1299 · Undeposited Funds	20,058.85	245.02
1430 · Prepaid General Liability Ins.	209.33	209.33
1435 · Prepaid D&O Insurance	981.00	981.00
1440 · Prepaid Rent	350.00	0.00
1445 · Prepaid Postage	184.54	154.84
1450 · Prepaid expenses	1,336.85	1,655.10
1460 · Deposits	<u>2,050.00</u>	<u>1,225.00</u>
<b>Total Other Current Assets</b>	<u>25,170.57</u>	<u>4,470.29</u>
 <b>Total Current Assets</b>	<u>66,544.49</u>	<u>46,847.19</u>
<b>TOTAL ASSETS</b>	<u><u>66,544.49</u></u>	<u><u>46,847.19</u></u>

Orange County Women's Chorus  
**Unaudited Balance Sheet**  
 As of June 30, 2016 and 2015

	<u>Jun 30, 16</u>	<u>Jun 30, 15</u>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
2010 - Accounts payable	720.00	726.11
<b>Total Accounts Payable</b>	<u>720.00</u>	<u>726.11</u>
<b>Other Current Liabilities</b>		
<b>2014 - Accrued Liabilities</b>		
2015 - Accrued commissioning reserve	6,967.46	0.00
2016 - Accrued license fees	11.06	20.10
2017 - Accrued consulting fees	5,000.00	0.00
2018 - Accrued programming reserves	5,000.00	0.00
2019 - Accrued touring and travel expe	6,000.00	0.00
2014 - Accrued Liabilities - Other	1,449.00	6,095.00
<b>Total 2014 - Accrued Liabilities</b>	<u>24,427.52</u>	<u>6,115.10</u>
<b>Total Other Current Liabilities</b>	<u>24,427.52</u>	<u>6,115.10</u>
<b>Total Current Liabilities</b>	<u>25,147.52</u>	<u>6,841.21</u>
<b>Total Liabilities</b>	25,147.52	6,841.21
<b>Equity</b>		
3001 - Opening Bal Equity	9,642.54	9,642.54
3010 - Unrestrict (retained earnings)	30,363.44	30,058.29
Net Income	1,390.99	305.15
<b>Total Equity</b>	<u>41,396.97</u>	<u>40,005.98</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>66,544.49</u></u>	<u><u>46,847.19</u></u>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

Ordinary Income/Expense	Jul - Sep 15			Oct - Dec 15			Jan - Mar 16		
	Budget	\$ Over Budget		Budget	\$ Over Budget		Budget	\$ Over Budget	
<b>Income</b>									
<b>4 - Contributed support</b>									
<b>4010 - Individual contributions</b>									
4011 - Online Shopping contributions	44.38	19.38		44.90	19.90		18.20	(6.80)	
4010 - Individual contributions - Other	4,336.78	4,336.78		9,960.92	9,960.92		1,005.00	(2,495.00)	
<b>Total 4010 - Individual contributions</b>	<u>4,381.16</u>	<u>4,356.16</u>		<u>10,005.82</u>	<u>9,980.82</u>		<u>1,023.20</u>	<u>(2,501.80)</u>	
4015 - Corporate contributions	0.00	0.00		875.00	0.00		637.50	387.50	
4020 - Singer contributions	11,525.00	25.00		0.00	0.00		300.00		
<b>4025 - Board member contributions</b>									
4026 - Community Board Member Contrib.	0.00	0.00		0.00	0.00		0.00		
4025 - Board member contributions - Other	12,250.00	1,000.00		0.00	0.00		200.00		
<b>Total 4025 - Board member contributions</b>	<u>12,250.00</u>	<u>1,000.00</u>		<u>0.00</u>	<u>0.00</u>		<u>200.00</u>		
4030 - Tour scholarship contributions	0.00	0.00		0.00	0.00		0.00		
4075 - Uncollectible pledges - est	(125.00)	125.00		0.00	0.00		0.00		
4110 - Donated pro services - GAAP	0.00	0.00		950.00	0.00		950.00	0.00	
4130 - Gifts in kind - goods	281.30	281.30		1,397.57	(302.43)		173.52	(26.48)	
4150 - Donated use of facilities	175.00	0.00		175.00	0.00		350.00	175.00	
4210 - Corporate/business grants	0.00	0.00		0.00	0.00		0.00	0.00	
4230 - Foundation/trust grants	3,000.00	0.00		0.00	0.00		0.00	0.00	
<b>Total 4 - Contributed support</b>	<u>31,487.46</u>	<u>5,787.46</u>		<u>13,403.39</u>	<u>678.39</u>		<u>3,634.22</u>	<u>(1,465.78)</u>	
<b>5 - Earned revenues</b>									
5010 - Single ticket sales	0.00	0.00		6,915.00	(185.00)		9,585.00	(1,065.00)	
5020 - Subscription ticket sales	0.00	0.00		692.50	(7.50)		926.25	(73.75)	
5030 - Contract performance honoraria	0.00	0.00		0.00	0.00		250.00	250.00	
5310 - Interest-savings/short-term inv	3.17	(1.83)		2.41	(2.59)		2.34	(2.66)	
5470 - Tour revenue from singers	0.00	0.00		0.00	0.00		0.00	0.00	
<b>Total 5 - Earned revenues</b>	<u>3.17</u>	<u>(1.83)</u>		<u>7,609.91</u>	<u>(195.09)</u>		<u>10,763.59</u>	<u>(891.41)</u>	
<b>5800 - Special events</b>									
5810 - Special events - non-gift rev	0.00	0.00		0.00	0.00		0.00	(420.00)	
5820 - Special events - gift revenue	0.00	0.00		709.00	(541.00)		0.00	0.00	
<b>Total 5800 - Special events</b>	<u>0.00</u>	<u>0.00</u>		<u>709.00</u>	<u>(541.00)</u>		<u>0.00</u>	<u>(420.00)</u>	
<b>Total Income</b>	<u>31,490.63</u>	<u>5,785.63</u>		<u>21,722.30</u>	<u>(57.70)</u>		<u>14,397.81</u>	<u>(2,777.19)</u>	

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	<u>Jul - Sep 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Oct - Dec 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan - Mar 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Expense</b>									
<b>7000 - Grant &amp; contract expense</b>									
7010 - Contracts - Tour management	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
7040 - Awards & grants - individuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<b>Total 7000 - Grant &amp; contract expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		
<b>7300 - Program/Artistic Expenses</b>									
7310 - Artistic Director	3,675.00	3,675.00	0.00	3,675.00	3,675.00	0.00	3,675.00	3,675.00	0.00
7311 - Assistant Director	875.00	875.00	0.00	875.00	875.00	0.00	875.00	875.00	0.00
7315 - Conducting Intern	0.00	0.00	0.00	500.00	500.00	0.00	500.00	500.00	0.00
7320 - Rehearsal accompanist	500.00	600.00	(100.00)	1,000.00	900.00	100.00	1,300.00	1,300.00	0.00
7330 - Guest artists	0.00	0.00	0.00	3,050.00	2,955.00	95.00	4,265.00	5,495.00	(1,230.00)
7340 - Commissioned Work	0.00			0.00			0.00		
<b>Total 7300 - Program/Artistic Expenses</b>	<b>5,050.00</b>	<b>5,150.00</b>	<b>(100.00)</b>	<b>9,100.00</b>	<b>8,905.00</b>	<b>195.00</b>	<b>10,615.00</b>	<b>11,845.00</b>	<b>(1,230.00)</b>
<b>7400 - Program/Production Expenses</b>									
<b>7410 - Concert Direct Marketing</b>									
7411 - Concert marketing design fees	0.00	0.00	0.00	882.00	875.00	7.00	315.00	325.00	(10.00)
7410 - Concert Direct Marketing - Other	0.00	0.00	0.00	1,107.85	1,050.00	57.85	414.92	500.00	(85.08)
<b>Total 7410 - Concert Direct Marketing</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,989.85</b>	<b>1,925.00</b>	<b>64.85</b>	<b>729.92</b>	<b>825.00</b>	<b>(95.08)</b>
7415 - Online box office fee, indiv tx	0.00	0.00	0.00	88.02	100.00	(11.98)	139.07	100.00	39.07
7416 - Online box office fee, subscr	0.00	0.00	0.00	29.08	25.00	4.08	31.31	35.00	(3.69)
<b>7420 - Printing and copying</b>									
7421 - Print design fees	0.00	0.00	0.00	31.50	170.00	(138.50)	31.50	65.00	(33.50)
7420 - Printing and copying - Other	0.00	0.00	0.00	1,354.32	1,550.00	(195.68)	690.12	950.00	(259.88)
<b>Total 7420 - Printing and copying</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,385.82</b>	<b>1,720.00</b>	<b>(334.18)</b>	<b>721.62</b>	<b>1,015.00</b>	<b>(293.38)</b>
7430 - Reception expenses	0.00	0.00	0.00	0.00	300.00	(300.00)	219.69	300.00	(80.31)
7440 - Postage, shipping, delivery	0.00	0.00	0.00	584.74	575.00	9.74	345.85	300.00	45.85
7450 - Mailing services	0.00	0.00	0.00	392.09	400.00	(7.91)	203.09	200.00	3.09
7455 - Marketing incentives	0.00	0.00	0.00	72.39	100.00	(27.61)	79.99	150.00	(70.01)
7460 - Concert recording	0.00	0.00	0.00	1,070.00	1,200.00	(130.00)	900.00	1,200.00	(300.00)
7465 - Concert hall technical support	0.00	0.00	0.00	50.00	50.00	0.00	195.00	50.00	145.00
<b>7470 - Advertising</b>									
7471 - Advertising design fees	0.00	50.00	(50.00)	110.25	50.00	60.25	31.50	125.00	(93.50)
7470 - Advertising - Other	850.00	850.00	0.00	475.00	625.00	(150.00)	475.00	625.00	(150.00)
<b>Total 7470 - Advertising</b>	<b>850.00</b>	<b>900.00</b>	<b>(50.00)</b>	<b>585.25</b>	<b>675.00</b>	<b>(89.75)</b>	<b>506.50</b>	<b>750.00</b>	<b>(243.50)</b>
7480 - Venue rental	0.00	0.00	0.00	975.00	975.00	0.00	975.00	975.00	0.00
7485 - Piano/organ rental and tuning	0.00	0.00	0.00	0.00			0.00		
7490 - Donated services and supplies	0.00	0.00	0.00	1,194.78	1,150.00	44.78	1,112.19	1,150.00	(37.81)
7495 - Reimbursed Travel Expenses	0.00			0.00			0.00		
<b>Total 7400 - Program/Production Expenses</b>	<b>850.00</b>	<b>900.00</b>	<b>(50.00)</b>	<b>8,417.02</b>	<b>9,195.00</b>	<b>(777.98)</b>	<b>6,159.23</b>	<b>7,050.00</b>	<b>(890.77)</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	<u>Jul - Sep 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Oct - Dec 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan - Mar 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>7500 - Other personnel expenses</b>									
7520 - Accounting fees	893.75	1,200.00	(306.25)	935.00	1,200.00	(265.00)	1,215.00	1,200.00	15.00
7540 - Professional fees - other	0.00			0.00			0.00	400.00	(400.00)
7550 - Temporary help - contract	0.00			0.00			0.00		
<b>Total 7500 - Other personnel expenses</b>	<b>893.75</b>	<b>1,200.00</b>	<b>(306.25)</b>	<b>935.00</b>	<b>1,200.00</b>	<b>(265.00)</b>	<b>1,215.00</b>	<b>1,600.00</b>	<b>(385.00)</b>
<b>8100 - Non-personnel expenses</b>									
<b>8110 - Supplies</b>									
8111 - Print material design fees	0.00	0.00	0.00	141.75	200.00	(58.25)	0.00		
8110 - Supplies - Other	256.11	200.00	56.11	129.15	150.00	(20.85)	33.33	200.00	(166.67)
<b>Total 8110 - Supplies</b>	<b>256.11</b>	<b>200.00</b>	<b>56.11</b>	<b>270.90</b>	<b>350.00</b>	<b>(79.10)</b>	<b>33.33</b>	<b>200.00</b>	<b>(166.67)</b>
8120 - Donated materials & supplies	281.30	0.00	281.30	1,152.79	1,500.00	(347.21)	11.33	0.00	11.33
8130 - Telephone & telecommunications	148.40	150.00	(1.60)	182.00	150.00	32.00	150.50	150.00	0.50
8140 - Postage, shipping, delivery	248.05	285.00	(36.95)	342.70	370.00	(27.30)	19.60	20.00	(0.40)
8165 - Website maintenance	40.45	45.00	(4.55)	40.45	245.00	(204.55)	40.45	245.00	(204.55)
8170 - Printing & copying	383.16	400.00	(16.84)	194.40	400.00	(205.60)	0.00	0.00	0.00
8180 - Books, subscriptions, reference	299.72	310.00	(10.28)	104.69	120.00	(15.31)	28.56	120.00	(91.44)
<b>Total 8100 - Non-personnel expenses</b>	<b>1,657.19</b>	<b>1,390.00</b>	<b>267.19</b>	<b>2,287.93</b>	<b>3,135.00</b>	<b>(847.07)</b>	<b>283.77</b>	<b>735.00</b>	<b>(451.23)</b>
<b>8200 - Occupancy expenses</b>									
<b>8210 - Rent, parking, other occupancy</b>									
8211 - Rehearsal space rental	350.00	350.00	0.00	450.00	450.00	0.00	650.00	650.00	0.00
8213 - Event space rental	0.00			0.00			0.00	0.00	0.00
8215 - Office space rental	825.00	825.00	0.00	825.00	825.00	0.00	825.00	825.00	0.00
<b>Total 8210 - Rent, parking, other occupancy</b>	<b>1,175.00</b>	<b>1,175.00</b>	<b>0.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>0.00</b>	<b>1,475.00</b>	<b>1,475.00</b>	<b>0.00</b>
8280 - Donated facilities - GAAP	175.00	175.00	0.00	175.00	175.00	0.00	350.00	175.00	175.00
<b>Total 8200 - Occupancy expenses</b>	<b>1,350.00</b>	<b>1,350.00</b>	<b>0.00</b>	<b>1,450.00</b>	<b>1,450.00</b>	<b>0.00</b>	<b>1,825.00</b>	<b>1,650.00</b>	<b>175.00</b>
<b>8300 - Travel &amp; meetings expenses</b>									
8310 - Travel	0.00	0.00	0.00	0.00	0.00	0.00	502.46	750.00	(247.54)
8320 - Conference, convention, meeting	0.00	0.00	0.00	235.00	0.00	235.00	516.92	200.00	316.92
<b>Total 8300 - Travel &amp; meetings expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>235.00</b>	<b>0.00</b>	<b>235.00</b>	<b>1,019.38</b>	<b>950.00</b>	<b>69.38</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	<u>Jul - Sep 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Oct - Dec 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan - Mar 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>8500 - Misc expenses</b>									
8515 - Bank service fees	17.62	0.00	17.62	31.52	50.00	(18.48)	12.01	25.00	(12.99)
8516 - Online donation service fees	99.32	0.00	99.32	141.02	200.00	(58.98)	14.65	0.00	14.65
8520 - Insurance - general liability	125.00	125.00	0.00	125.00	125.00	0.00	125.00	125.00	0.00
8525 - Insurance--D&O	327.00	328.75	(1.75)	327.00	328.75	(1.75)	327.00	328.75	(1.75)
8530 - Membership dues - organization	0.00	0.00	0.00	350.00	335.00	15.00	225.00	225.00	0.00
8575 - Singer Apparel Expenses	1,157.74	1,177.00	(19.26)	(1,198.40)	(1,067.00)	(131.40)	0.00		
8580 - Music expenses	1,225.36	1,250.00	(24.64)	(500.57)	(500.00)	(0.57)	381.89	(250.00)	631.89
8585 - CD expenses	0.00	0.00	0.00	0.00	16.00	(16.00)	16.00	16.00	0.00
8590 - Other expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8595 - Gifts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8500 - Misc expenses - Other	0.00			0.00			0.00		
<b>Total 8500 - Misc expenses</b>	<u>2,952.04</u>	<u>2,880.75</u>	<u>71.29</u>	<u>(724.43)</u>	<u>(512.25)</u>	<u>(212.18)</u>	<u>1,101.55</u>	<u>469.75</u>	<u>631.80</u>
<b>8600 - Business expenses</b>									
8640 - Licenses	60.25	60.25	0.00	60.25	60.25	0.00	60.25	62.25	(2.00)
8670 - Organizational (corp) expenses	0.00	0.00	0.00	75.00	45.00	30.00	20.00	0.00	20.00
<b>Total 8600 - Business expenses</b>	<u>60.25</u>	<u>60.25</u>	<u>0.00</u>	<u>135.25</u>	<u>105.25</u>	<u>30.00</u>	<u>80.25</u>	<u>62.25</u>	<u>18.00</u>
<b>Total Expense</b>	<u>12,813.23</u>	<u>12,931.00</u>	<u>(117.77)</u>	<u>21,835.77</u>	<u>23,478.00</u>	<u>(1,642.23)</u>	<u>22,299.18</u>	<u>24,362.00</u>	<u>(2,062.82)</u>
<b>Net Ordinary Income</b>	<u>18,677.40</u>	<u>12,774.00</u>	<u>5,903.40</u>	<u>(113.47)</u>	<u>(1,698.00)</u>	<u>1,584.53</u>	<u>(7,901.37)</u>	<u>(7,187.00)</u>	<u>(714.37)</u>
<b>Net Income</b>	<u>18,677.40</u>	<u>12,774.00</u>	<u>5,903.40</u>	<u>(113.47)</u>	<u>(1,698.00)</u>	<u>1,584.53</u>	<u>(7,901.37)</u>	<u>(7,187.00)</u>	<u>(714.37)</u>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	TOTAL					
	Apr - Jun 16	Budget	\$ Over Budget	Jul '15 - Jun 16	Budget	\$ Over Budget
Ordinary Income/Expense						
Income						
4 - Contributed support						
4010 - Individual contributions						
4011 - Online Shopping contributions	71.50	25.00	46.50	178.98	100.00	78.98
4010 - Individual contributions - Other	7,376.05	4,000.00	3,376.05	22,678.75	16,500.00	6,178.75
<b>Total 4010 - Individual contributions</b>	<b>7,447.55</b>	<b>4,025.00</b>	<b>3,422.55</b>	<b>22,857.73</b>	<b>16,600.00</b>	<b>6,257.73</b>
4015 - Corporate contributions	3,546.56	1,500.00	2,046.56	5,059.06	2,625.00	2,434.06
4020 - Singer contributions	8,384.74	0.00	8,384.74	20,209.74	11,500.00	8,709.74
4025 - Board member contributions						
4026 - Community Board Member Contrib.	0.00		0.00	0.00	0.00	0.00
4025 - Board member contributions - Other	1,717.12	0.00	1,717.12	14,167.12	11,250.00	2,917.12
<b>Total 4025 - Board member contributions</b>	<b>1,717.12</b>			<b>14,167.12</b>	<b>11,250.00</b>	<b>2,917.12</b>
4030 - Tour scholarship contributions	0.00	0.00	0.00	0.00	0.00	0.00
4075 - Uncollectible pledges - est	37.50	0.00	37.50	(87.50)	(250.00)	162.50
4110 - Donated pro services - GAAP	1,850.00	950.00	900.00	3,750.00	2,850.00	900.00
4130 - Gifts in kind - goods	8,943.69	1,700.00	7,243.69	10,796.08	3,600.00	7,196.08
4150 - Donated use of facilities	175.00	350.00	(175.00)	875.00	875.00	0.00
4210 - Corporate/business grants	0.00	0.00	0.00	0.00	0.00	0.00
4230 - Foundation/trust grants	2,922.41	1,000.00	1,922.41	5,922.41	4,000.00	1,922.41
<b>Total 4 - Contributed support</b>	<b>35,024.57</b>	<b>9,525.00</b>	<b>25,499.57</b>	<b>83,549.64</b>	<b>53,050.00</b>	<b>30,499.64</b>
5 - Earned revenues						
5010 - Single ticket sales	4,575.00	5,010.00	(435.00)	21,075.00	22,760.00	(1,685.00)
5020 - Subscription ticket sales	1,232.25	1,300.00	(67.75)	2,851.00	3,000.00	(149.00)
5030 - Contract performance honoraria	0.00	0.00	0.00	250.00	0.00	250.00
5310 - Interest-savings/short-term inv	3.31	5.00	(1.69)	11.23	20.00	(8.77)
5470 - Tour revenue from singers	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 5 - Earned revenues</b>	<b>5,810.56</b>	<b>6,315.00</b>	<b>(504.44)</b>	<b>24,187.23</b>	<b>25,780.00</b>	<b>(1,592.77)</b>
5800 - Special events						
5810 - Special events - non-gift rev	0.00	0.00	0.00	0.00	420.00	(420.00)
5820 - Special events - gift revenue	3,409.00	1,250.00	2,159.00	4,118.00	2,500.00	1,618.00
<b>Total 5800 - Special events</b>	<b>3,409.00</b>	<b>1,250.00</b>	<b>2,159.00</b>	<b>4,118.00</b>	<b>2,920.00</b>	<b>1,198.00</b>
<b>Total Income</b>	<b>44,244.13</b>	<b>17,090.00</b>	<b>27,154.13</b>	<b>111,854.87</b>	<b>81,750.00</b>	<b>30,104.87</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	TOTAL					
	Apr - Jun 16	Budget	\$ Over Budget	Jul '15 - Jun 16	Budget	\$ Over Budget
<b>Expense</b>						
<b>7000 - Grant &amp; contract expense</b>						
7010 - Contracts - Tour management	6,000.00	0.00	6,000.00	6,000.00	0.00	6,000.00
7040 - Awards & grants - individuals	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 7000 - Grant &amp; contract expense</b>	<b>6,000.00</b>	<b>0.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>0.00</b>	<b>6,000.00</b>
<b>7300 - Program/Artistic Expenses</b>						
7310 - Artistic Director	3,975.00	2,500.00	1,475.00	15,000.00	13,525.00	1,475.00
7311 - Assistant Director	2,375.00	1,175.00	1,200.00	5,000.00	3,800.00	1,200.00
7315 - Conducting Intern	500.00	500.00	0.00	1,500.00	1,500.00	0.00
7320 - Rehearsal accompanist	1,425.00	900.00	525.00	4,225.00	3,700.00	525.00
7330 - Guest artists	550.00	550.00	0.00	7,865.00	9,000.00	(1,135.00)
7340 - Commissioned Work	6,967.46		6,967.46	6,967.46	0.00	6,967.46
<b>Total 7300 - Program/Artistic Expenses</b>	<b>15,792.46</b>	<b>5,625.00</b>	<b>10,167.46</b>	<b>40,557.46</b>	<b>31,525.00</b>	<b>9,032.46</b>
<b>7400 - Program/Production Expenses</b>						
<b>7410 - Concert Direct Marketing</b>						
7411 - Concert marketing design fees	283.50	300.00	(16.50)	1,480.50	1,500.00	(19.50)
7410 - Concert Direct Marketing - Other	414.92	300.00	114.92	1,937.69	1,850.00	87.69
<b>Total 7410 - Concert Direct Marketing</b>	<b>698.42</b>	<b>600.00</b>	<b>98.42</b>	<b>3,418.19</b>	<b>3,350.00</b>	<b>68.19</b>
7415 - Online box office fee, indiv tx	56.47	50.00	6.47	283.56	250.00	33.56
7416 - Online box office fee, subscr	36.58	40.00	(3.42)	96.97	100.00	(3.03)
<b>7420 - Printing and copying</b>						
7421 - Print design fees	31.50	65.00	(33.50)	94.50	300.00	(205.50)
7420 - Printing and copying - Other	415.80	500.00	(84.20)	2,460.24	3,000.00	(539.76)
<b>Total 7420 - Printing and copying</b>	<b>447.30</b>	<b>565.00</b>	<b>(117.70)</b>	<b>2,554.74</b>	<b>3,300.00</b>	<b>(745.26)</b>
7430 - Reception expenses	3,006.93	600.00	2,406.93	3,226.62	1,200.00	2,026.62
7440 - Postage, shipping, delivery	356.22	300.00	56.22	1,286.81	1,175.00	111.81
7450 - Mailing services	206.99	200.00	6.99	802.17	800.00	2.17
7455 - Marketing incentives	79.99	100.00	(20.01)	232.37	350.00	(117.63)
7460 - Concert recording	0.00	1,200.00	(1,200.00)	1,970.00	3,600.00	(1,630.00)
7465 - Concert hall technical support	1,640.00	1,900.00	(260.00)	1,885.00	2,000.00	(115.00)
<b>7470 - Advertising</b>						
7471 - Advertising design fees	63.00	25.00	38.00	204.75	250.00	(45.25)
7470 - Advertising - Other	475.00	625.00	(150.00)	2,275.00	2,725.00	(450.00)
<b>Total 7470 - Advertising</b>	<b>538.00</b>	<b>650.00</b>	<b>(112.00)</b>	<b>2,479.75</b>	<b>2,975.00</b>	<b>(495.25)</b>
7480 - Venue rental	750.00	750.00	0.00	2,700.00	2,700.00	0.00
7485 - Piano/organ rental and tuning	125.00	0.00	125.00	125.00	0.00	125.00
7490 - Donated services and supplies	2,427.88	1,150.00	1,277.88	4,734.85	3,450.00	1,284.85
7495 - Reimbursed Travel Expenses	113.40		113.40	113.40	0.00	113.40
<b>Total 7400 - Program/Production Expenses</b>	<b>10,483.18</b>	<b>8,105.00</b>	<b>2,378.18</b>	<b>25,909.43</b>	<b>25,250.00</b>	<b>659.43</b>



**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	TOTAL					
	Apr - Jun 16	Budget	\$ Over Budget	Jul '15 - Jun 16	Budget	\$ Over Budget
<b>7500 - Other personnel expenses</b>						
7520 - Accounting fees	1,275.00	1,200.00	75.00	4,318.75	4,800.00	(481.25)
7540 - Professional fees - other	0.00	0.00	0.00	0.00	400.00	(400.00)
7550 - Temporary help - contract	300.00	0.00	300.00	300.00	0.00	300.00
<b>Total 7500 - Other personnel expenses</b>	<b>1,575.00</b>	<b>1,200.00</b>	<b>375.00</b>	<b>4,618.75</b>	<b>5,200.00</b>	<b>(581.25)</b>
<b>8100 - Non-personnel expenses</b>						
<b>8110 - Supplies</b>						
8111 - Print material design fees	47.25	0.00	47.25	189.00	200.00	(11.00)
8110 - Supplies - Other	1,069.95	200.00	869.95	1,488.54	750.00	738.54
<b>Total 8110 - Supplies</b>	<b>1,117.20</b>	<b>200.00</b>	<b>917.20</b>	<b>1,677.54</b>	<b>950.00</b>	<b>727.54</b>
8120 - Donated materials & supplies	8,365.81	1,500.00	6,865.81	9,811.23	3,000.00	6,811.23
8130 - Telephone & telecommunications	157.50	150.00	7.50	638.40	600.00	38.40
8140 - Postage, shipping, delivery	65.80	25.00	40.80	676.15	700.00	(23.85)
8165 - Website maintenance	5,055.40	245.00	4,810.40	5,176.75	780.00	4,396.75
8170 - Printing & copying	637.15	200.00	437.15	1,214.71	1,000.00	214.71
8180 - Books, subscriptions, reference	930.30	180.00	750.30	1,363.27	730.00	633.27
<b>Total 8100 - Non-personnel expenses</b>	<b>16,329.16</b>	<b>2,500.00</b>	<b>13,829.16</b>	<b>20,558.05</b>	<b>7,760.00</b>	<b>12,798.05</b>
<b>8200 - Occupancy expenses</b>						
<b>8210 - Rent, parking, other occupancy</b>						
8211 - Rehearsal space rental	450.00	450.00	0.00	1,900.00	1,900.00	0.00
8213 - Event space rental	0.00	50.00	(50.00)	0.00	50.00	(50.00)
8215 - Office space rental	825.00	825.00	0.00	3,300.00	3,300.00	0.00
<b>Total 8210 - Rent, parking, other occupancy</b>	<b>1,275.00</b>	<b>1,325.00</b>	<b>(50.00)</b>	<b>5,200.00</b>	<b>5,250.00</b>	<b>(50.00)</b>
8280 - Donated facilities - GAAP	175.00	350.00	(175.00)	875.00	875.00	0.00
<b>Total 8200 - Occupancy expenses</b>	<b>1,450.00</b>	<b>1,675.00</b>	<b>(225.00)</b>	<b>6,075.00</b>	<b>6,125.00</b>	<b>(50.00)</b>
<b>8300 - Travel &amp; meetings expenses</b>						
8310 - Travel	0.00	0.00	0.00	502.46	750.00	(247.54)
8320 - Conference, convention, meeting	50.00	0.00	50.00	801.92	200.00	601.92
<b>Total 8300 - Travel &amp; meetings expenses</b>	<b>50.00</b>	<b>0.00</b>	<b>50.00</b>	<b>1,304.38</b>	<b>950.00</b>	<b>354.38</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, Actual vs. Budget**  
For the Year Ended June 30, 2016

	TOTAL					
	Apr - Jun 16	Budget	\$ Over Budget	Jul '15 - Jun 16	Budget	\$ Over Budget
<b>8500 - Misc expenses</b>						
8515 - Bank service fees	36.20	25.00	11.20	97.35	100.00	(2.65)
8516 - Online donation service fees	1,041.56	400.00	641.56	1,296.55	600.00	696.55
8520 - Insurance - general liability	125.00	125.00	0.00	500.00	500.00	0.00
8525 - Insurance--D&O	327.00	328.75	(1.75)	1,308.00	1,315.00	(7.00)
8530 - Membership dues - organization	534.00	285.00	249.00	1,109.00	845.00	264.00
8575 - Singer Apparel Expenses	0.00			(40.66)	110.00	(150.66)
8580 - Music expenses	(439.25)	(150.00)	(289.25)	667.43	350.00	317.43
8585 - CD expenses	80.00	16.00	64.00	96.00	48.00	48.00
8590 - Other expenses	0.00	0.00	0.00	0.00	0.00	0.00
8595 - Gifts	71.14	100.00	(28.86)	71.14	100.00	(28.86)
8500 - Misc expenses - Other	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 8500 - Misc expenses</b>	<u>1,775.65</u>	<u>1,129.75</u>	<u>645.90</u>	<u>5,104.81</u>	<u>3,968.00</u>	<u>1,136.81</u>
<b>8600 - Business expenses</b>						
8640 - Licenses	60.25	62.25	(2.00)	241.00	245.00	(4.00)
8670 - Organizational (corp) expenses	0.00	0.00	0.00	95.00	45.00	50.00
<b>Total 8600 - Business expenses</b>	<u>60.25</u>	<u>62.25</u>	<u>(2.00)</u>	<u>336.00</u>	<u>290.00</u>	<u>46.00</u>
<b>Total Expense</b>	<u>53,515.70</u>	<u>20,297.00</u>	<u>33,218.70</u>	<u>110,463.88</u>	<u>81,068.00</u>	<u>29,395.88</u>
<b>Net Ordinary Income</b>	<u>(9,271.57)</u>	<u>(3,207.00)</u>	<u>(6,064.57)</u>	<u>1,390.99</u>	<u>682.00</u>	<u>708.99</u>
<b>Net Income</b>	<u>(9,271.57)</u>	<u>(3,207.00)</u>	<u>(6,064.57)</u>	<u>1,390.99</u>	<u>682.00</u>	<u>708.99</u>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, CY vs. LY**  
 For the Year Ended June 30, 2016

Ordinary Income/Expense	<u>Jul '15 - Jun 16</u>	<u>Jul '14 - Jun 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>4 - Contributed support</b>				
<b>4010 - Individual contributions</b>				
4011 - Online Shopping contributions	178.98	99.71	79.27	79.5%
4010 - Individual contributions - Other	22,678.75	14,483.41	8,195.34	56.58%
<b>Total 4010 - Individual contributions</b>	<u>22,857.73</u>	<u>14,583.12</u>	<u>8,274.61</u>	<u>56.74%</u>
4015 - Corporate contributions	5,059.06	3,800.00	1,259.06	33.13%
4020 - Singer contributions	20,209.74	14,756.66	5,453.08	36.95%
4025 - Board member contributions	14,167.12	13,952.92	214.20	1.54%
4030 - Tour scholarship contributions	0.00	10,624.17	(10,624.17)	(100.0%)
4075 - Uncollectible pledges - est	(87.50)	(125.00)	37.50	30.0%
4110 - Donated pro services - GAAP	3,750.00	0.00	3,750.00	100.0%
4130 - Gifts in kind - goods	10,796.08	4,367.53	6,428.55	147.19%
4150 - Donated use of facilities	875.00	700.00	175.00	25.0%
4230 - Foundation/trust grants	5,922.41	4,987.45	934.96	18.75%
<b>Total 4 - Contributed support</b>	<u>83,549.64</u>	<u>67,646.85</u>	<u>15,902.79</u>	<u>23.51%</u>
<b>5 - Earned revenues</b>				
5010 - Single ticket sales	21,075.00	21,010.00	65.00	0.31%
5020 - Subscription ticket sales	2,851.00	2,661.00	190.00	7.14%
5030 - Contract performance honoraria	250.00	245.02	4.98	2.03%
5310 - Interest-savings/short-term inv	11.23	18.74	(7.51)	(40.08%)
5470 - Tour revenue from singers	0.00	186,033.38	(186,033.38)	(100.0%)
<b>Total 5 - Earned revenues</b>	<u>24,187.23</u>	<u>209,968.14</u>	<u>(185,780.91)</u>	<u>(88.48%)</u>
<b>5800 - Special events</b>				
5810 - Special events - non-gift rev	0.00	300.00	(300.00)	(100.0%)
5820 - Special events - gift revenue	4,118.00	2,772.00	1,346.00	48.56%
<b>Total 5800 - Special events</b>	<u>4,118.00</u>	<u>3,072.00</u>	<u>1,046.00</u>	<u>34.05%</u>
<b>Total Income</b>	<u>111,854.87</u>	<u>280,686.99</u>	<u>(168,832.12)</u>	<u>(60.15%)</u>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, CY vs. LY**  
 For the Year Ended June 30, 2016

	<u>Jul '15 - Jun 16</u>	<u>Jul '14 - Jun 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Expense</b>				
6999 - Uncategorized Expenses	0.00	0.13	(0.13)	(100.0%)
7000 - Grant & contract expense				
7010 - Contracts - Tour management	6,000.00	185,235.27	(179,235.27)	(96.76%)
7040 - Awards & grants - individuals	0.00	12,250.00	(12,250.00)	(100.0%)
<b>Total 7000 - Grant &amp; contract expense</b>	<b>6,000.00</b>	<b>197,485.27</b>	<b>(191,485.27)</b>	<b>(96.96%)</b>
7300 - Program/Artistic Expenses				
7310 - Artistic Director	15,000.00	14,000.00	1,000.00	7.14%
7311 - Assistant Director	5,000.00	2,500.00	2,500.00	100.0%
7315 - Conducting Intern	1,500.00	0.00	1,500.00	100.0%
7320 - Rehearsal accompanist	4,225.00	4,225.00	0.00	0.0%
7330 - Guest artists	7,865.00	13,169.00	(5,304.00)	(40.28%)
7340 - Commissioned Work	6,967.46	0.00	6,967.46	100.0%
<b>Total 7300 - Program/Artistic Expenses</b>	<b>40,557.46</b>	<b>33,894.00</b>	<b>6,663.46</b>	<b>19.66%</b>
7400 - Program/Production Expenses				
7410 - Concert Direct Marketing				
7411 - Concert marketing design fees	1,480.50	1,499.58	(19.08)	(1.27%)
7410 - Concert Direct Marketing - Other	1,937.69	1,699.46	238.23	14.02%
<b>Total 7410 - Concert Direct Marketing</b>	<b>3,418.19</b>	<b>3,199.04</b>	<b>219.15</b>	<b>6.85%</b>
7415 - Online box office fee, indiv tx	283.56	203.35	80.21	39.44%
7416 - Online box office fee, subscr	96.97	76.16	20.81	27.32%
7420 - Printing and copying				
7421 - Print design fees	94.50	519.75	(425.25)	(81.82%)
7420 - Printing and copying - Other	2,460.24	2,976.23	(515.99)	(17.34%)
<b>Total 7420 - Printing and copying</b>	<b>2,554.74</b>	<b>3,495.98</b>	<b>(941.24)</b>	<b>(26.92%)</b>
7430 - Reception expenses	3,226.62	500.60	2,726.02	544.55%
7440 - Postage, shipping, delivery	1,286.81	1,279.12	7.69	0.6%
7450 - Mailing services	802.17	827.05	(24.88)	(3.01%)
7455 - Marketing incentives	232.37	279.97	(47.60)	(17.0%)
7460 - Concert recording	1,970.00	3,270.00	(1,300.00)	(39.76%)
7465 - Concert hall technical support	1,885.00	800.00	1,085.00	135.63%
7470 - Advertising				
7471 - Advertising design fees	204.75	189.00	15.75	8.33%
7470 - Advertising - Other	2,275.00	2,125.00	150.00	7.06%
<b>Total 7470 - Advertising</b>	<b>2,479.75</b>	<b>2,314.00</b>	<b>165.75</b>	<b>7.16%</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, CY vs. LY**  
 For the Year Ended June 30, 2016

	<u>Jul '15 - Jun 16</u>	<u>Jul '14 - Jun 15</u>	<u>\$ Change</u>	<u>% Change</u>
7480 · Venue rental	2,700.00	2,925.00	(225.00)	(7.69%)
7485 · Piano/organ rental and tuning	125.00	0.00	125.00	100.0%
7490 · Donated services and supplies	4,734.85	1,421.83	3,313.02	233.01%
7495 · Reimbursed Travel Expenses	113.40	0.00	113.40	100.0%
<b>Total 7400 · Program/Production Expenses</b>	<b>25,909.43</b>	<b>20,592.10</b>	<b>5,317.33</b>	<b>25.82%</b>
<b>7500 · Other personnel expenses</b>				
7520 · Accounting fees	4,318.75	4,028.75	290.00	7.2%
7540 · Professional fees - other	0.00	300.00	(300.00)	(100.0%)
7550 · Temporary help - contract	300.00	0.00	300.00	100.0%
<b>Total 7500 · Other personnel expenses</b>	<b>4,618.75</b>	<b>4,328.75</b>	<b>290.00</b>	<b>6.7%</b>
<b>8100 · Non-personnel expenses</b>				
<b>8110 · Supplies</b>				
8111 · Print material design fees	189.00	141.75	47.25	33.33%
8110 · Supplies - Other	1,488.54	1,771.89	(283.35)	(15.99%)
<b>Total 8110 · Supplies</b>	<b>1,677.54</b>	<b>1,913.64</b>	<b>(236.10)</b>	<b>(12.34%)</b>
8120 · Donated materials & supplies	9,811.23	2,945.70	6,865.53	233.07%
8130 · Telephone & telecommunications	638.40	598.50	39.90	6.67%
8140 · Postage, shipping, delivery	676.15	664.96	11.19	1.68%
8165 · Website maintenance	5,176.75	1,689.70	3,487.05	206.37%
8170 · Printing & copying	1,214.71	318.47	896.24	281.42%
8180 · Books, subscriptions, reference	1,363.27	696.91	666.36	95.62%
<b>Total 8100 · Non-personnel expenses</b>	<b>20,558.05</b>	<b>8,827.88</b>	<b>11,730.17</b>	<b>132.88%</b>
<b>8200 · Occupancy expenses</b>				
<b>8210 · Rent, parking, other occupancy</b>				
8211 · Rehearsal space rental	1,900.00	3,003.38	(1,103.38)	(36.74%)
8212 · Board meeting space rental	0.00	50.00	(50.00)	(100.0%)
8215 · Office space rental	3,300.00	3,300.00		
<b>Total 8210 · Rent, parking, other occupancy</b>	<b>5,200.00</b>	<b>6,353.38</b>	<b>(1,153.38)</b>	<b>(18.15%)</b>
8280 · Donated facilities - GAAP	875.00	700.00	175.00	25.0%
<b>Total 8200 · Occupancy expenses</b>	<b>6,075.00</b>	<b>7,053.38</b>	<b>(978.38)</b>	<b>(13.87%)</b>

**Orange County Women's Chorus**  
**Unaudited Statement of Income and Expense, CY vs. LY**  
 For the Year Ended June 30, 2016

	<u>Jul '15 - Jun 16</u>	<u>Jul '14 - Jun 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>8300 - Travel &amp; meetings expenses</b>				
8310 - Travel	502.46	1,465.53	(963.07)	(65.72%)
8320 - Conference, convention, meeting	801.92	0.00	801.92	100.0%
<b>Total 8300 - Travel &amp; meetings expenses</b>	<u>1,304.38</u>	<u>1,465.53</u>	<u>(161.15)</u>	<u>(11.0%)</u>
<b>8500 - Misc expenses</b>				
8515 - Bank service fees	97.35	70.51	26.84	38.07%
8516 - Online donation service fees	1,296.55	598.51	698.04	116.63%
8520 - Insurance - general liability	500.00	500.00	0.00	0.0%
8525 - Insurance--D&O	1,308.00	1,315.50	(7.50)	(0.57%)
8530 - Membership dues - organization	1,109.00	1,043.00	66.00	6.33%
8575 - Singer Apparel Expenses	(40.66)	68.02	(108.68)	(159.78%)
8580 - Music expenses	667.43	326.14	341.29	104.65%
8585 - CD expenses	96.00	(26.00)	122.00	469.23%
8590 - Other expenses	0.00	163.35	(163.35)	(100.0%)
8595 - Gifts	71.14	2,411.77	(2,340.63)	(97.05%)
8500 - Misc expenses - Other				
<b>Total 8500 - Misc expenses</b>	<u>5,104.81</u>	<u>6,470.80</u>	<u>(1,365.99)</u>	<u>(21.11%)</u>
<b>8600 - Business expenses</b>				
8640 - Licenses	241.00	239.00	2.00	0.84%
8670 - Organizational (corp) expenses	95.00	25.00	70.00	280.0%
<b>Total 8600 - Business expenses</b>	<u>336.00</u>	<u>264.00</u>	<u>72.00</u>	<u>27.27%</u>
<b>Total Expense</b>	<u>110,463.88</u>	<u>280,381.84</u>	<u>(169,917.96)</u>	<u>(60.6%)</u>
<b>Net Ordinary Income</b>	<u>1,390.99</u>	<u>305.15</u>	<u>1,085.84</u>	<u>355.84%</u>
<b>Net Income</b>	<u>1,390.99</u>	<u>305.15</u>	<u>1,085.84</u>	<u>355.84%</u>

# Orange County Women's Chorus Unaudited Statement of Cash Flows

For the Year Ended June 30, 2016

Jul '15 - Jun 16

<b>OPERATING ACTIVITIES</b>	
Net Income	1,390.99
Adjustments to reconcile Net Income to net cash provided by operations:	
1111 · AR from Singers for G&A items	299.51
1113 · Vendini AR for online sales	(33.03)
1116 · Tour Receivable	3,959.07
1115 · Doubtful accounts allowance	113.00
1210 · Pledges receivable	(112.50)
1215 · Doubtful pledges allowance	87.50
1440 · Prepaid Rent	(350.00)
1445 · Prepaid Postage	(29.70)
1450 · Prepaid expenses	318.25
1460 · Deposits	(825.00)
2010 · Accounts payable	(6.11)
2014 · Accrued Liabilities	(4,646.00)
2015 · Accrued commissioning reserve	6,967.46
2016 · Accrued license fees	(9.04)
2017 · Accrued consulting fees	5,000.00
2018 · Accrued programming reserves	5,000.00
2019 · Accrued touring and travel expe	6,000.00
Net cash provided by Operating Activities	<u>23,124.40</u>
Net cash increase for period	23,124.40
Cash at beginning of period	<u>38,033.97</u>
Cash at end of period	<u><u>61,158.37</u></u>