

# Friends of Robert Eagle Staff Musical Arts (FORESMA)

Budget vs. Actuals: FORESMA Approved Budget FY 2023-2024 - FY24 P&L

August 2023 - July 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Revenue</b>				
Fundraisers and Other Income				
Concert Concessions Revenue	5,656.79	9,900.00	-4,243.21	57.14 %
Corporate Matching Dollars				
Microsoft	383.13	1,000.00	-616.87	38.31 %
Other	1,860.92	1,500.00	360.92	124.06 %
Sales Force		1,000.00	-1,000.00	
<b>Total Corporate Matching Dollars</b>	<b>2,244.05</b>	<b>3,500.00</b>	<b>-1,255.95</b>	<b>64.12 %</b>
Dine Out Fundraising				
MOD Pizza Fundraiser	562.66	450.00	112.66	125.04 %
Tutta Bella Fundraiser		1,100.00	-1,100.00	
<b>Total Dine Out Fundraising</b>	<b>562.66</b>	<b>1,550.00</b>	<b>-987.34</b>	<b>36.30 %</b>
General Donations	2,584.00	2,500.00	84.00	103.36 %
Major Fundraisers				
Direct Ask	2,734.10	12,000.00	-9,265.90	22.78 %
Holiday Evergreens	12,186.68	15,000.00	-2,813.32	81.24 %
Program Fee	9,131.40	10,500.00	-1,368.60	86.97 %
Shirt and Hoodie Sales	223.50	500.00	-276.50	44.70 %
<b>Total Major Fundraisers</b>	<b>24,275.68</b>	<b>38,000.00</b>	<b>-13,724.32</b>	<b>63.88 %</b>
Raffle Ticket Sales	760.00		760.00	
Shopping Rewards				
Fred Meyer Rewards	258.93	300.00	-41.07	86.31 %
<b>Total Shopping Rewards</b>	<b>258.93</b>	<b>300.00</b>	<b>-41.07</b>	<b>86.31 %</b>
<b>Total Fundraisers and Other Income</b>	<b>36,342.11</b>	<b>55,750.00</b>	<b>-19,407.89</b>	<b>65.19 %</b>
PayPal Sales	455.73		455.73	
<b>Total Revenue</b>	<b>\$36,797.84</b>	<b>\$55,750.00</b>	<b>\$ -18,952.16</b>	<b>66.01 %</b>
<b>Cost of Goods Sold</b>				
Supplies & Materials - COGS				
Banh Mi and Drinks for Concessions	2,348.95	4,000.00	-1,651.05	58.72 %
Cost of Evergreens Inventory	8,216.51	9,500.00	-1,283.49	86.49 %
<b>Total Supplies &amp; Materials - COGS</b>	<b>10,565.46</b>	<b>13,500.00</b>	<b>-2,934.54</b>	<b>78.26 %</b>
<b>Total Cost of Goods Sold</b>	<b>\$10,565.46</b>	<b>\$13,500.00</b>	<b>\$ -2,934.54</b>	<b>78.26 %</b>
<b>GROSS PROFIT</b>	<b>\$26,232.38</b>	<b>\$42,250.00</b>	<b>\$ -16,017.62</b>	<b>62.09 %</b>
<b>Expenditures</b>				
Administrative Costs				
Accounting software	11.00	75.00	-64.00	14.67 %
Insurance	375.00	380.00	-5.00	98.68 %
PayPal Fees	651.37	1,500.00	-848.63	43.42 %
Seattle Business License	55.00	60.00	-5.00	91.67 %
Square Fees	23.98		23.98	
Stripe Fees		310.00	-310.00	
Supplies	379.13	450.00	-70.87	84.25 %

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Website	443.36	445.00	-1.64	99.63 %
Zoom subscription	165.26	175.00	-9.74	94.43 %
<b>Total Administrative Costs</b>	<b>2,104.10</b>	<b>3,395.00</b>	<b>-1,290.90</b>	<b>61.98 %</b>
Charitable Expenses				
Miscellaneous Scholarships	10.00	2,000.00	-1,990.00	0.50 %
<b>Total Charitable Expenses</b>	<b>10.00</b>	<b>2,000.00</b>	<b>-1,990.00</b>	<b>0.50 %</b>
Classroom Support				
Instructors and Coaches				
Band Coaches	1,450.00	1,500.00	-50.00	96.67 %
Jazz Band Instructor	3,737.50	2,500.00	1,237.50	149.50 %
Strings Coaches	1,500.00	1,500.00	0.00	100.00 %
Substitute Teachers		1,000.00	-1,000.00	
<b>Total Instructors and Coaches</b>	<b>6,687.50</b>	<b>6,500.00</b>	<b>187.50</b>	<b>102.88 %</b>
Instrument Purchases and Repairs	514.32		514.32	
Instrument Purchases/Rentals	4,656.10	8,419.00	-3,762.90	55.30 %
Instrument Repairs		4,000.00	-4,000.00	
<b>Total Instrument Purchases and Repairs</b>	<b>5,170.42</b>	<b>12,419.00</b>	<b>-7,248.58</b>	<b>41.63 %</b>
Music and Musical Supplies				
Equipment and Gear Purchases	1,739.73	5,260.00	-3,520.27	33.07 %
Music Consumables	295.86	400.00	-104.14	73.97 %
Plaques/Recognition	380.70	800.00	-419.30	47.59 %
Sheet Music	2,684.59	3,000.00	-315.41	89.49 %
<b>Total Music and Musical Supplies</b>	<b>5,100.88</b>	<b>9,460.00</b>	<b>-4,359.12</b>	<b>53.92 %</b>
Music Program T-Shirts	1,972.10	2,100.00	-127.90	93.91 %
<b>Total Classroom Support</b>	<b>18,930.90</b>	<b>30,479.00</b>	<b>-11,548.10</b>	<b>62.11 %</b>
Concerts, Parades, and Special Events	132.79		132.79	
Concert Assistance	259.09	780.00	-520.91	33.22 %
Jazz Band Trips	780.00	2,000.00	-1,220.00	39.00 %
Orchestra Trips	400.00	2,000.00	-1,600.00	20.00 %
Parade Support Expenses		100.00	-100.00	
Transportation				
Parade Transportation		5,000.00	-5,000.00	
<b>Total Transportation</b>		<b>5,000.00</b>	<b>-5,000.00</b>	
Wind Ensemble Trips	175.00		175.00	
<b>Total Concerts, Parades, and Special Events</b>	<b>1,746.88</b>	<b>9,880.00</b>	<b>-8,133.12</b>	<b>17.68 %</b>
Uncategorized Expense	396.84		396.84	
<b>Total Expenditures</b>	<b>\$23,188.72</b>	<b>\$45,754.00</b>	<b>\$ -22,565.28</b>	<b>50.68 %</b>
NET OPERATING REVENUE	<b>\$3,043.66</b>	<b>\$ -3,504.00</b>	<b>\$6,547.66</b>	<b>-86.86 %</b>
NET REVENUE	<b>\$3,043.66</b>	<b>\$ -3,504.00</b>	<b>\$6,547.66</b>	<b>-86.86 %</b>