

# China Spring Band Boosters

BUDGET VS. ACTUALS: FY\_2019\_2020 - FY20 P&L

July 2019 - February 2020

|  | TOTAL            |                  |                   |                 |
|--|------------------|------------------|-------------------|-----------------|
|  | ACTUAL           | BUDGET           | OVER BUDGET       | % OF BUDGET     |
| <b>Income</b>                          |                  |                  |                   |                 |
| 40000 Membership Dues                  | 4,690.00         | 3,000.00         | 1,690.00          | 156.33 %        |
| 42311 Band Booster Window Decals       | 60.00            | 33.36            | 26.64             | 179.86 %        |
| <b>Total 40000 Membership Dues</b>     | <b>4,750.00</b>  | <b>3,033.36</b>  | <b>1,716.64</b>   | <b>156.59 %</b> |
| 40500 Sponsorships                     | 3,250.00         | 10,000.00        | -6,750.00         | 32.50 %         |
| 40510 Band Banquet Table Sponsors      |                  | 6,333.36         | -6,333.36         |                 |
| <b>Total 40500 Sponsorships</b>        | <b>3,250.00</b>  | <b>16,333.36</b> | <b>-13,083.36</b> | <b>19.90 %</b>  |
| <b>41000 Events Income</b>             |                  |                  |                   |                 |
| 41010 Meet the Band                    | 403.66           | 66.64            | 337.02            | 605.73 %        |
| 41020 Band Olympics Mixer              | 430.34           |                  | 430.34            |                 |
| 41030 Band Banquet / Awards Night      | 1,204.00         | 4,000.00         | -2,796.00         | 30.10 %         |
| <b>41040 Holiday Concert</b>           |                  |                  |                   |                 |
| 41041 Cafe Sales                       |                  | 100.00           | -100.00           |                 |
| 41042 Xmas Silent Auction              |                  | 400.00           | -400.00           |                 |
| <b>Total 41040 Holiday Concert</b>     |                  | <b>500.00</b>    | <b>-500.00</b>    |                 |
| 41050 Middle School Solo & Ensemble    |                  | 200.00           | -200.00           |                 |
| <b>Total 41000 Events Income</b>       | <b>2,038.00</b>  | <b>4,766.64</b>  | <b>-2,728.64</b>  | <b>42.76 %</b>  |
| 41031 Shout Outs                       |                  | 4,666.64         | -4,666.64         |                 |
| <b>42000 Fundraisers</b>               |                  |                  |                   |                 |
| 42010 Official Uniform                 | 15.00            |                  | 15.00             |                 |
| 42012 Summer Uniform - Shorts/Caps     | 780.00           | 133.36           | 646.64            | 584.88 %        |
| 42013 HS Official Band T-shirts        | 2,445.00         | 1,333.36         | 1,111.64          | 183.37 %        |
| 42015 MS Official Band T-shirts        | 1,050.00         | 333.36           | 716.64            | 314.97 %        |
| 42016 Wind Suits                       | 184.00           | 1,333.36         | -1,149.36         | 13.80 %         |
| <b>Total 42010 Official Uniform</b>    | <b>4,474.00</b>  | <b>3,133.44</b>  | <b>1,340.56</b>   | <b>142.78 %</b> |
| 42020 Cougar Wear                      | 5,719.28         | 2,000.00         | 3,719.28          | 285.96 %        |
| 42040 Band Hall Drink Machine Sales    |                  | 200.00           | -200.00           |                 |
| 42130 Coupon Book Sales                | 411.00           | 666.64           | -255.64           | 61.65 %         |
| 42141 Tumblers                         | 40.00            |                  | 40.00             |                 |
| 42145 Totes                            | 30.00            |                  | 30.00             |                 |
| 42146 Koozies                          | 28.00            | 10.00            | 18.00             | 280.00 %        |
| 42147 CS Gallon Water Jugs             | 345.00           | 66.64            | 278.36            | 517.71 %        |
| 42200 Nothing Bundt Cakes              | 19,880.00        | 2,916.64         | 16,963.36         | 681.61 %        |
| 42210 Baylor                           | 5,708.03         | 16,833.36        | -11,125.33        | 33.91 %         |
| 42220 Plant Sales                      |                  | 1,333.36         | -1,333.36         |                 |
| 42350 Craft Fair Fundraiser Income     |                  | 5,333.36         | -5,333.36         |                 |
| 42360 Ironman Fundraiser Income        | 1,000.00         | 666.64           | 333.36            | 150.01 %        |
| 42370 Raising Cane's Fundraiser Income | 475.00           |                  | 475.00            |                 |
| 42390 Amazon Smile Fundraiser Income   | 102.33           |                  | 102.33            |                 |
| 42410 Freshies Fundraiser              | 1,681.00         |                  | 1,681.00          |                 |
| <b>Total 42000 Fundraisers</b>         | <b>39,893.64</b> | <b>33,160.08</b> | <b>6,733.56</b>   | <b>120.31 %</b> |
| 43000 Concessions                      | 45,747.60        | 20,000.00        | 25,747.60         | 228.74 %        |

|   | TOTAL               |                    |                     |                 |
|---|---------------------|--------------------|---------------------|-----------------|
|   | ACTUAL              | BUDGET             | OVER BUDGET         | % OF BUDGET     |
| 44000 Travel Income                               |                     |                    |                     |                 |
| 44010 Travel Account Interest                     | 78.07               |                    | 78.07               |                 |
| 44100 Travel Fundraisers                          |                     | 1,333.36           | -1,333.36           |                 |
| <b>Total 44000 Travel Income</b>                  | <b>78.07</b>        | <b>1,333.36</b>    | <b>-1,255.29</b>    | <b>5.86 %</b>   |
| 46000 Other Income                                |                     |                    |                     |                 |
| 46010 Interest Income                             | 10.32               |                    | 10.32               |                 |
| 46011 Operating Account Interest                  | 12.92               | 16.64              | -3.72               | 77.64 %         |
| 46012 CD Interest                                 | 4.52                | 16.64              | -12.12              | 27.16 %         |
| <b>Total 46010 Interest Income</b>                | <b>27.76</b>        | <b>33.28</b>       | <b>-5.52</b>        | <b>83.41 %</b>  |
| 46020 General Donations                           | 15.00               | 333.36             | -318.36             | 4.50 %          |
| 46030 Miscellaneous Revenue                       | 25.00               | 200.00             | -175.00             | 12.50 %         |
| <b>Total 46000 Other Income</b>                   | <b>67.76</b>        | <b>566.64</b>      | <b>-498.88</b>      | <b>11.96 %</b>  |
| PayPal Sales                                      | 106,346.24          |                    | 106,346.24          |                 |
| Sales   | 8,101.62            |                    | 8,101.62            |                 |
| Sales of Product Income                           | 100.00              |                    | 100.00              |                 |
| Square Income                                     | 3,485.00            |                    | 3,485.00            |                 |
| <b>Total Income</b>                               | <b>\$213,857.93</b> | <b>\$83,860.08</b> | <b>\$129,997.85</b> | <b>255.02 %</b> |
| Cost of Goods Sold                                |                     |                    |                     |                 |
| 50000 Cost of Goods Sold                          | 0.00                |                    | 0.00                |                 |
| <b>Total Cost of Goods Sold</b>                   | <b>\$0.00</b>       | <b>\$0.00</b>      | <b>\$0.00</b>       | <b>0.00%</b>    |
| <b>GROSS PROFIT</b>                               | <b>\$213,857.93</b> | <b>\$83,860.08</b> | <b>\$129,997.85</b> | <b>255.02 %</b> |
| Expenses  |                     |                    |                     |                 |
| 51000 Events                                      |                     |                    |                     |                 |
| 51010 Meet the Band Expenses                      |                     | 200.00             | -200.00             |                 |
| 51011 Meet the Band Supplies                      | 224.30              |                    | 224.30              |                 |
| <b>Total 51010 Meet the Band Expenses</b>         | <b>224.30</b>       | <b>200.00</b>      | <b>24.30</b>        | <b>112.15 %</b> |
| 51020 Band Mixer Expenses                         | 200.00              |                    | 200.00              |                 |
| 51021 Band Mixer Supplies                         |                     | 133.36             | -133.36             |                 |
| <b>Total 51020 Band Mixer Expenses</b>            | <b>200.00</b>       | <b>133.36</b>      | <b>66.64</b>        | <b>149.97 %</b> |
| 51030 Band Banquet /Awards Night Exp              |                     |                    |                     |                 |
| 51032 Centerpieces                                |                     | 400.00             | -400.00             |                 |
| 51033 Displays for Band Banquet                   |                     | 200.00             | -200.00             |                 |
| <b>Total 51030 Band Banquet /Awards Night Exp</b> |                     | <b>600.00</b>      | <b>-600.00</b>      |                 |
| 51031 Catering and Rental                         | 4,807.50            | 12,820.00          | -8,012.50           | 37.50 %         |
| 51050 MS Solo & Ensemble Expenses                 |                     | 100.00             | -100.00             |                 |
| <b>Total 51000 Events</b>                         | <b>5,231.80</b>     | <b>13,853.36</b>   | <b>-8,621.56</b>    | <b>37.77 %</b>  |
| 52000 Fundraiser Expense                          | 1,214.44            |                    | 1,214.44            |                 |
| 52010 Official T-Shirt Purchases                  | 1,188.00            | 2,200.00           | -1,012.00           | 54.00 %         |
| 52020 Cougar Wear Purchases                       | 3,374.50            | 4,293.36           | -918.86             | 78.60 %         |
| 52021 Cougar Wear Storage                         | 165.80              | 266.64             | -100.84             | 62.18 %         |
| 52030 Wind Suit Purchases                         |                     | 1,333.36           | -1,333.36           |                 |
| 52031 Summer Uniform Purchases                    |                     | 501.36             | -501.36             |                 |
| 52040 Drink Machine Supplies                      |                     | 133.36             | -133.36             |                 |
| 52045 Totes Purchases                             | 633.42              |                    | 633.42              |                 |
| 52100 Baylor Expenses                             | 494.03              | 400.00             | 94.03               | 123.51 %        |
| 52200 Craft Fair Expenses                         |                     | 266.64             | -266.64             |                 |
| 52210 Craft Fair Advertising                      |                     | 333.36             | -333.36             |                 |

|   | TOTAL            |                  |                  |                 |
|---|------------------|------------------|------------------|-----------------|
|   | ACTUAL           | BUDGET           | OVER BUDGET      | % OF BUDGET     |
| <b>Total 52200 Craft Fair Expenses</b>      |                  | <b>600.00</b>    | <b>-600.00</b>   |                 |
| 52311 Booster Decal Purchases               | 615.50           | 266.64           | 348.86           | 230.84 %        |
| <b>Total 52000 Fundraiser Expense</b>       | <b>7,685.69</b>  | <b>9,994.72</b>  | <b>-2,309.03</b> | <b>76.90 %</b>  |
| 52500 Sponsorship Expenses                  |                  |                  |                  |                 |
| 52501 General Supplies and Mailing          |                  | 500.00           | -500.00          |                 |
| 52502 Trailer Advertising                   | 950.00           |                  | 950.00           |                 |
| 52525 Other Sponsorship Expenses            | 120.00           |                  | 120.00           |                 |
| <b>Total 52500 Sponsorship Expenses</b>     | <b>1,070.00</b>  | <b>500.00</b>    | <b>570.00</b>    | <b>214.00 %</b> |
| 53000 Concessions Expenses                  |                  |                  |                  |                 |
| 53001 Contract Labor                        | 2,850.00         |                  | 2,850.00         |                 |
| 53002 Concession Supplies                   | 13,746.66        | 3,333.36         | 10,413.30        | 412.40 %        |
| 53003 CS Athletic Boosters                  | 14,725.47        | 10,000.00        | 4,725.47         | 147.25 %        |
| 53004 Equipment                             |                  | 1,333.36         | -1,333.36        |                 |
| <b>Total 53000 Concessions Expenses</b>     | <b>31,322.13</b> | <b>14,666.72</b> | <b>16,655.41</b> | <b>213.56 %</b> |
| 54000 Travel Expenses                       |                  |                  |                  |                 |
| 54002 Travel - Spring Trip                  | 19,500.00        | 4,000.00         | 15,500.00        | 487.50 %        |
| 54040 Main Fundraiser Expenses              |                  |                  |                  |                 |
| 54041 Main Fundraiser Purchases             | 12,863.50        |                  | 12,863.50        |                 |
| <b>Total 54040 Main Fundraiser Expenses</b> | <b>12,863.50</b> |                  | <b>12,863.50</b> |                 |
| <b>Total 54000 Travel Expenses</b>          | <b>32,363.50</b> | <b>4,000.00</b>  | <b>28,363.50</b> | <b>809.09 %</b> |
| 55000 Band Program Expenses                 | 1,474.89         |                  | 1,474.89         |                 |
| 55010 Activity Expense                      | 1,000.00         | 666.64           | 333.36           | 150.01 %        |
| 55020 Alumni Recognition                    | 19.98            | 66.64            | -46.66           | 29.98 %         |
| 55030 Band Party Supplies                   | 240.40           | 300.00           | -59.60           | 80.13 %         |
| 55040 Band Treats/Snacks                    | 267.88           | 176.64           | 91.24            | 151.65 %        |
| 55050 Beau/Sweetheart Gifts                 |                  | 66.64            | -66.64           |                 |
| 55060 Highway Cleanup Supplies              |                  | 33.36            | -33.36           |                 |
| 55070 Instrument & Equipment Purchase       |                  | 4,333.36         | -4,333.36        |                 |
| 55080 Veteran's Day Expenses                | 430.50           | 616.64           | -186.14          | 69.81 %         |
| 55090 Marching Supplies                     | 1,926.15         | 2,000.00         | -73.85           | 96.31 %         |
| 55100 Marching Contest Expenses             | 910.98           | 800.00           | 110.98           | 113.87 %        |
| 55110 Scholarships - Band Camp              |                  | 2,000.00         | -2,000.00        |                 |
| 55120 Scholarships - Seniors                | 2,500.00         | 1,666.64         | 833.36           | 150.00 %        |
| 55130 Senior after Prom Expenses            |                  | 333.36           | -333.36          |                 |
| 55140 Senior Pins                           | 50.48            |                  | 50.48            |                 |
| 55150 Senior Recognition                    | 63.11            | 250.00           | -186.89          | 25.24 %         |
| 55160 Band Trailer Maintenance              |                  | 266.64           | -266.64          |                 |
| 55170 Yard Signs                            | 893.10           | 546.64           | 346.46           | 163.38 %        |
| <b>Total 55000 Band Program Expenses</b>    | <b>9,777.47</b>  | <b>14,123.20</b> | <b>-4,345.73</b> | <b>69.23 %</b>  |
| 56000 Administrative Expenses               |                  |                  |                  |                 |
| 56010 Accounting                            |                  | 433.36           | -433.36          |                 |
| 56020 Advertising                           | 200.00           | 133.36           | 66.64            | 149.97 %        |
| 56040 Directors & Officers Liab Ins         | 75.00            | 50.00            | 25.00            | 150.00 %        |
| 56050 Subscriptions & Memberships           | 635.73           | 473.36           | 162.37           | 134.30 %        |
| 56060 Office Supplies                       | 39.31            | 473.36           | -434.05          | 8.30 %          |
| 56080 Turf Contribution                     | 2,018.21         | 1,350.00         | 668.21           | 149.50 %        |
| 56090 Credit Card / PayPal Fees             | 3,229.77         | 400.00           | 2,829.77         | 807.44 %        |
| 56100 Other Administrative Fees             |                  | 186.64           | -186.64          |                 |

|  | TOTAL               |                    |                    |                 |
|--|---------------------|--------------------|--------------------|-----------------|
|  | ACTUAL              | BUDGET             | OVER BUDGET        | % OF BUDGET     |
| <b>Total 56000 Administrative Expenses</b> | <b>6,198.02</b>     | <b>3,500.08</b>    | <b>2,697.94</b>    | <b>177.08 %</b> |
| Square Fees                                | 505.20              |                    | 505.20             |                 |
| Uncategorized Expense                      | 3,880.85            |                    | 3,880.85           |                 |
| <b>Total Expenses</b>                      | <b>\$98,034.66</b>  | <b>\$60,638.08</b> | <b>\$37,396.58</b> | <b>161.67 %</b> |
| NET OPERATING INCOME                       | <b>\$115,823.27</b> | <b>\$23,222.00</b> | <b>\$92,601.27</b> | <b>498.77 %</b> |
| NET INCOME                                 | <b>\$115,823.27</b> | <b>\$23,222.00</b> | <b>\$92,601.27</b> | <b>498.77 %</b> |