

# North Valley Symphony Orchestra

## Annual Report 2015-2016



***“To serve the greater Phoenix north valley by building community through musical performance and education, while enhancing music appreciation through artistically engaging concert experiences for audiences of all ages, and providing multi-generational musicians a place to enjoy the collective art of making music.” – NVSO Mission Statement***



## **BOARD MESSAGE**

The North Valley Symphony Orchestra Board of Directors meets annually in late spring or early summer to review the previous years accomplishments, and to establish goals for the upcoming concert year. This year's annual strategy meeting was held June 12, 2016.

### **Accomplishments:**

This past year North Valley Symphony Orchestra (NVS) again saw a significant growth in the quality and reputation of our orchestras. Attendance increased over the previous year and the quality of the performances has continued to improve.

NVS continued to provide outreach groups for various community events. Beyond creating a community presence, these groups also produced a significant amount of revenue for NVS.

NVS was able to produce an additional \$5,000 for the reserve fund, meeting a milestone in continuation of the five-year goal of raising \$25,000 for said fund.

NVS has maintained a strong relationship with the Paradise Valley Unified School District and the North Phoenix Chamber of Commerce.

The Adult Orchestra has a membership of 73, and the Youth and Symphonettes have a combined membership of 57.

### **Board Membership:**

At the beginning of the concert year the NVS Board of Directors consisted of: Kevin Kozacek, Music Director; Dennis Dorch, Board President; John Bergt, Board Vice President; Cindy Kozacek, Board Secretary; Steve Thomasson, Board Treasurer; Kristel Donaldson and Gwen Jarick as Members-At-Large.

In late Fall of 2015 there were some changes to the members of the Board of Directors. Due to retirement and relocation, Dennis Dorch and Chad Kurtzman submitted their resignations. Kristel Donaldson submitted her resignation as well. At the October 26<sup>th</sup>, 2015 annual All-Member Meeting, Gwen Jarick was appointed as interim Board President, and Mandy Gifford was appointed interim Member-At-Large.

At the May 2, 2016 annual All-Member Meeting, Gwen Jarick was elected as Board President. Fred Wengrzynek, Mandy Gifford, Cheryl Riggle and Tracey Petersen were elected to the Board as Members-At-Large.

## Meeting Last Year's Goals:

The Board of Directors met on June 12, 2016 to articulate goals for the upcoming year. These goals were established, based on one over-arching premise: **NVSO will never go into the "red" but will always have a balanced budget, and stay within our budget year to year.**

A good measure on the progress of NVSO is to evaluate the accomplishments of the year against the goals set in 2015.

- Goal: One year operational budget in 'savings' = \$25,000 (5 year goal) – we actively work to achieve this goal by putting one-half of each year's 'ending profit' into a protected fund.

**This goal has been achieved again this year. The Board has been able to set aside another \$5,000 at the end of the 2015-16 season. We currently have \$20,000 in the protected fund, meeting this goal annually for the first four years. At this rate, we will meet our five-year goal.**

- Goal: The Board has prioritized the purchase of a bass drum this year by allocating \$2,000 in the 2015-16 budget. The Board also stated that a goal of 2016-17 would be to purchase a set of timpani.

**This goal has not been achieved, however is revised to maintain a budget in order to purchase timpani, allowing us to move to other future venues and consider equipment needed for the 2017-18 San Diego tour. The Board decided against purchasing a bass drum because of the transportation logistics and cost of storage.**

- Goal: The Board will be seeking a grant writer this year who will work on commission. In addition, the Board will seek a volunteer to assist in project management.

**This goal is partially achieved: A team of Board volunteers is managing development. We have not secured a volunteer to assist in project management.**

- Grants Application Goal: Submit a minimum of four grant applications totaling: \$4,000 in 2015-16; \$7,000 in 2016-17; \$10,000 in 2017-18.

**This goal has not been achieved. The revision to this goal is to submit a minimum of four grant applications totaling: \$4,000 in 2016-17; \$7,000 in 2017-18; \$10,000 in 2018-19.**

- Adult Fees Goal: Reduction in adult dues. To reduce membership fees annually over a 5-year period, to eliminate adult dues by 2019-2020 season.

**This goal was achieved in that adult membership dues were reduced to \$80 this past season. We will continue to reduce membership dues in 2016-17: \$60 per player, suggesting NVSO members also become donors to help maintain the ability to meet budget goals.**

- Sponsor Goal: Maintain a minimum of one concert sponsor per concert to equal not less than \$4,000 a season.

**This goal was not achieved. We only achieved \$3,000 in concert sponsorships for the 2015-16 season. The 2016-17 goal will remain the same, to maintain a minimum of one concert sponsor per concert to equal not less than \$4,000 a season.**

- Fundraising Goal: \$4,000 per season (\$2,000 from outreach donations and 42,000 active fundraising).

**This goal was achieved. The revised goal for 2016-17 is \$5,000 per season (\$2,000 from outreach and \$3,000 from active fundraising). It was also discussed to develop a fundraising campaign for the San Diego tour for individuals wanting to participate.**

- Individual Donor Goal: \$12,500

**This goal was achieved. The revised goal for 2016-17 is \$15,000, and for 2017-18 \$17,000.**

- Repertoire Sponsor Goal: \$100 per piece.

**This goal was not achieved. The goal will remain the same for 2016-17 and will be promoted at parent meetings and concerts.**

### **NEW GOALS:**

- Staffing Goal:
  - 2016-17 Goal -- seek a grant writer who will work on commission. Additionally, a search committee will be formed during the season to begin researching salaries and writing a job description for an Executive Director.
  - 2017-18 Goal -- hire a part time Executive Director by May 2018.
  - 2018-19 Goal -- begin paying the Music Director by May 2019. Additionally, to develop a paid position for a Youth Music Director to manage two (2) youth orchestras in 2018-19 and three (3) youth orchestras in 2019-20.

## MUSIC DIRECTOR STATEMENT

I was extremely pleased with the artistic results of all three of NVSO's orchestras this past season. Symphonettes, led by Sujoy Spencer, with assistance from Marj Sherman and Anne Phelan, continued to provide valuable instruction to 20-24 students participating in the NVSO Symphonettes program. Symphonettes has grown from approximately 12 students to the present size, proving that there is a need for orchestral instruction for even the youngest of string students. NVSO Symphonettes participated in two end-of-semester youth concerts, and two outreach concerts at local malls during the year, with wonderful results. It is a joy to see so many of the students begin their participation in Symphonettes with little technical competence, and then be able to graduate to NVSO Youth Orchestra or other quality programs around the valley.

NVSO Youth Orchestra was featured at each of the four main NVSO concerts throughout the season, as well as the same two end-of-semester youth concerts and two outreach concerts with NVSO Symphonettes. Josh Lynch and I shared the responsibilities of NVSO Youth Orchestra during the season, with Josh serving as assistant conductor for the group. NVSO Youth Orchestra performed level 4-5 orchestral repertoire, and also participated as the accompanying orchestra for the Summerford Violin Concerto Competition playing Mozart's Violin Concerto in D Major with this year's winner, Noel Washington. The NVSO Youth Orchestra continues to serve 28-30 students that do not have access to any school orchestra program, or a program that does not match their level of talent.

NVSO Youth Octet is comprised of the first stand players from the NVSO Youth Orchestra, and this elite group was very active in community outreach this season. The group played for numerous outreach events, including art shows at local schools, Christmas events for St Vincent de Paul in Anthem and the National Bank of AZ, the Kiwanis Charity Golf fundraiser, the AFHE Convention, and graduation ceremonies for Anthem Preparatory High School.

Tuition for the NVSO youth programs does not completely cover the cost of operations, even though the directors volunteer their valuable time and talent to the program. Increasing the student tuition in future seasons, and continuing to solicit donations from our valued donors and sponsors will most likely meet this shortfall. Our tireless efforts in providing music for events, and exposing the community to NVSO's program will hopefully solidify our reputation that recognizes the incredible value that is being offered to our talented students.

NVSO Adult Orchestra continues to grow in size, composition, and member talent. The orchestra is now a fully symphonic orchestra, with a string count of 12/10/6/6/4. We no longer need to hire any extra musicians to perform our concerts, other than the occasional specialist, such as a harpist. The talent level of the members has grown to the point that as NVSO Music Director, I feel that I can program nearly any classical piece, and be assured of a quality performance. This achievement speaks volumes about the tremendous dedication of our individual members in rehearsal time and private practice, as well as the leadership of the artistic staff. NVSO truly does serve the membership by providing a place for exceptional part-time musicians to participate in

an extraordinary orchestra. And the orchestra and organization as a whole serves our community with affordable ticket prices so that whole families can attend our concerts. This is a foundational principle and mission of NVSO that I continue to support, and am very proud of.

Looking back at the repertoire over the past season, NVSO played some incredibly challenging music, including Mossolov, Honneger, Daugherty and Adams at the “Machine Madness” concert, and the very difficult White Violin Concerto in F# Minor featuring Sarah Schreffler, and the Still Afro-American Symphony at the “Black Composers” concert in March. These pieces reflect well on the maturity of the organization. At the same time, introducing the audience to little known pieces such as Kay’s Stars and Stripes Ballet Suite and Bennett’s Four Freedoms Symphony in May, as well as providing a family friendly holiday concert in December speaks to a balanced repertoire that gives our community a great deal of variety, and “pop” style concerts to attend.

I would be remiss not to mention the number of outreach events that many of our adult string members provided throughout the year. Much like the NVSO Youth Octet, these members practice on their own time to be able to provide quartet music at events such as Macy’s sales, memorial services, Desert Schools Credit Union and even a 10k running event. The entire orchestra, including members from both the adult and NVSO Youth Orchestras, also participated in two flash mobs this last season, at Glendale Food Fest and Scottsdale DogFest Walk 'n Roll. These spontaneous events were real crowd-pleasers, and not only highlighted NVSO, but helped other community organizations achieve their missions and goals.

NVSO continues to become the quality organization that the Phoenix north central corridor deserves. I am proud of the mission, leadership, and individual members of all three of these fine orchestras.

## Concert Season Repertoire

### Machine Madness – Oct. 17, 2015

#### Attendance - 501

<i>Prelude and Fugue, “The Spitfire”</i>	Walton
<i>Symphony #8, Mvmt 2, “The Metronome”</i>	Beethoven
<i>Short Ride in a Fast Machine</i>	Adams
<i>Copenhagen Steam Railway Galop</i>	Lumbye

<i>The Typewriter</i>	Anderson
<i>Route 66</i>	Daugherty
<i>Symphony #101, Mvmt 2, "The Clock"</i>	Haydn
<i>Pacific 231</i>	Honegger
<i>Ohio Riverboat</i>	Mancini
<i>The Foundry</i>	Mosolov

### **Youth Orchestra**

<i>Steampunk</i>	Meyer
<i>The Machine</i>	Ploeger

### **Pops for the Holidays- Dec 5, 2015**

#### **Attendance - 963**

<i>Overture to Miracle on 34th Street</i>	Broughton
<i>Let it Snow! Let it Snow! Let it Snow!</i>	Cahn/Styne
<i>White Christmas</i>	Berlin
<i>Most Wonderful Christmas</i>	Sheldon
<i>The Polar Express - Concert Suite</i>	Silvestri/Ballard
<i>Jingle Bells Forever</i>	Pierpont/Sousa
<i>Christmas Favorites</i>	Wilson/Livingston/ Evans/Torme/Wells
<i>How the Grinch Stole Christmas</i>	Brubaker/Hague/Horner
<i>A Christmas Festival</i>	Anderson
<i>Fantasia on We Three Kings</i>	Balmages
<i>Sleigh Ride</i>	Anderson

### **Ring in the Holidays - Dec 12, 2015 (Youth Concert)**

#### **Attendance - 122**

<i>Winter Palace</i>	O'Neill
<i>Adoration</i>	Keiser
<i>A Christmas Triptych</i>	Coleman

## **Black Composers – March 12, 2016**

### **Attendance - 532**

<i>Petite Suite de Concert</i>	Coleridge-Taylor
<i>Ragtime Dance</i>	Joplin
<i>Violin Concerto in F# minor</i>	White Lafitte
<i>Afro-American Symphony</i>	Grant Still

## **Spring Classics – May 14, 2016 (Youth Concert)**

### **Attendance - 139**

<i>St. Paul's Suite</i>	Holst
<i>String Quartet Op. 14, No. 4 in C minor</i>	Saint-Georges
<i>Violin Concerto in D Major, KV 218, Mvmt I</i>	Mozart

## **American Freedoms – May 21, 2016**

### **Attendance - 617**

<i>American Salute</i>	Gould
<i>The Four Freedoms</i>	Bennett
<i>Battle Hymn of the Republic</i>	Wilhousky
<i>Stars and Stripes Ballet Suite</i>	Kay



**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>	<u>Budget</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Direct Public Grants</b>		
Foundation and Trust Grants	1,000.00	
Direct Public Grants - Other	0.00	5,000.00
<b>Total Direct Public Grants</b>	<u>1,000.00</u>	<u>5,000.00</u>
<b>Direct Public Support/Donations</b>		
Board Donation	2,089.68	400.00
Corporate Contributions	0.00	1,200.00
Donations	15,620.76	12,500.00
<b>Fundraising</b>		
Donor Appreciation Dinner Tick	1,650.00	1,600.00
Fundraising - Other	1,509.03	2,000.00
<b>Total Fundraising</b>	<u>3,159.03</u>	<u>3,600.00</u>
LEMM Contributions - Restricted	0.00	500.00
Outreach	850.00	2,000.00
Repertoire Sponsor	0.00	0.00
Sponsor	3,000.00	4,000.00
Direct Public Support/Donations - Other	0.00	4,000.00
<b>Total Direct Public Support/Donations</b>	<u>24,719.47</u>	<u>28,200.00</u>
<b>Government Grants</b>		
State Grants	0.00	0.00
Government Grants - Other	0.00	0.00
<b>Total Government Grants</b>	<u>0.00</u>	<u>0.00</u>
<b>Investments</b>		
Interest-Savings, Short-term CD	4.19	2.52
<b>Total Investments</b>	<u>4.19</u>	<u>2.52</u>
<b>Other Types of Income</b>		
Advertising Sales	2,166.00	2,400.00
Miscellaneous Revenue	0.00	
Technique Book	130.00	
Uniform	796.33	
<b>Total Other Types of Income</b>	<u>3,092.33</u>	<u>2,400.00</u>
<b>Program Income</b>		
Concert Ticket Sales	14,833.61	12,000.00
Concession Sales	696.50	351.00
Membership Dues - Adult	5,425.00	7,200.00
Membership Dues - Symphonettes	2,273.89	1,600.00
Membership Dues - Youth	3,115.00	2,600.00
Program Income - Other	60.00	
<b>Total Program Income</b>	<u>26,404.00</u>	<u>23,751.00</u>
<b>Total Income</b>	<u>55,219.99</u>	<u>59,353.52</u>
<b>Cost of Goods Sold</b>		
Cost of Goods Sold	0.00	0.00
<b>Total COGS</b>	<u>0.00</u>	<u>0.00</u>
<b>Gross Profit</b>	55,219.99	59,353.52
<b>Expense</b>		
<b>Artistic Expenses</b>		
Concert attire	1,982.01	0.00
music Copying - Adult	43.63	0.00
Music Copying - Youth	119.76	0.00
Music Purchase - Adult	1,951.45	1,710.00
Music Purchase - Youth	1,074.91	1,600.00
Music Rental - Adult	2,983.26	3,600.00
Music Rental - Youth	360.00	
Musicians - Contractor	500.00	2,400.00

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 Cash Basis

**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>	<u>Budget</u>
Soloists	300.00	500.00
<b>Total Artistic Expenses</b>	<b>9,315.02</b>	<b>9,810.00</b>
Awards and Grants	3,000.00	
<b>Business Expenses</b>		
Business Registration Fees	10.00	10.00
<b>Total Business Expenses</b>	<b>10.00</b>	<b>10.00</b>
<b>Contract Services</b>		
Competition Judges	200.00	
Photography Fees	925.00	150.00
<b>Total Contract Services</b>	<b>1,125.00</b>	<b>150.00</b>
<b>Development</b>		
Donor Recognition	2,420.50	2,000.00
Donor Recruitment	511.11	200.00
<b>Total Development</b>	<b>2,931.61</b>	<b>2,200.00</b>
<b>Facilities and Equipment</b>		
Donated Facilities	100.00	
Equip Maintenance	82.25	0.00
Equip Purchase	1,211.63	3,300.00
Equip Rental	0.00	240.00
Rent for Auditions	0.00	450.00
Rent for Concerts - Adult	8,457.83	8,000.00
Rent for Concerts - Youth	4,861.67	3,000.00
Rent for Rehearsals - Adult	4,727.00	5,000.00
Rent for Rehearsals - Youth	3,316.00	2,000.00
Storage Facility	928.98	780.00
<b>Total Facilities and Equipment</b>	<b>23,685.36</b>	<b>22,770.00</b>
Financial Assist. Disbursement	380.00	75.00
Gifts	222.33	55.60
<b>Marketing</b>		
Advertising - Adult	745.91	1,200.00
Advertising - Youth	612.87	150.00
CD License	38.75	0.00
CD Purchases	536.93	
Concert Tickets	644.20	360.00
Education	214.86	100.00
Misc Marketing Expense	615.00	400.00
Printing Programs - Adult	1,245.31	1,200.00
Printing Programs - Youth	235.25	300.00
<b>Total Marketing</b>	<b>4,889.08</b>	<b>3,710.00</b>
Meals and Entertainment	430.97	480.00
Member Party/Gathering	218.97	
<b>Operations</b>		
Bank Fees	2.50	0.00
Concessions Expenses	20.00	11.20
Memberships, Dues	1,130.00	1,050.00
Miscellaneous	37.57	43.25
Office Supplies	7.56	46.28
PO Box	56.00	54.00
Postage, Mailing Service	199.46	26.42
Printing and Copying	186.16	800.00
Processing fees - Paypal	191.76	49.91
Telephone, Telecommunications	264.00	300.78
Website and Internet - Adult	148.00	100.00
Website and Internet - Youth	64.00	50.00
<b>Total Operations</b>	<b>2,307.01</b>	<b>2,531.84</b>
<b>Other Types of Expenses</b>		
Fingerprinting	196.00	0.00
Insurance - Property	100.00	0.00
Insurance (Liability) - Adult	163.33	190.00

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**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>	<u>Budget</u>
Insurance (Liability) - Youth	81.67	78.67
Other Costs	83.00	
Use Tax	0.00	94.18
<b>Total Other Types of Expenses</b>	<u>624.00</u>	<u>362.85</u>
<b>Reconciliation Discrepancies</b>	<u>15.00</u>	<u>5.00</u>
<b>Total Expense</b>	<u>49,154.35</u>	<u>42,160.29</u>
<b>Net Ordinary Income</b>	<u>6,065.64</u>	<u>17,193.23</u>
<b>Net Income</b>	<u><b>6,065.64</b></u>	<u><b>17,193.23</b></u>

**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2015 through June 2016

	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Direct Public Grants</b>		
Foundation and Trust Grants		
Direct Public Grants - Other	-5,000.00	0.0%
<b>Total Direct Public Grants</b>	-4,000.00	20.0%
<b>Direct Public Support/Donations</b>		
Board Donation	1,689.68	522.4%
Corporate Contributions	-1,200.00	0.0%
Donations	3,120.76	125.0%
<b>Fundraising</b>		
Donor Appreciation Dinner Tick	50.00	103.1%
Fundraising - Other	-490.97	75.5%
<b>Total Fundraising</b>	-440.97	87.8%
LEMM Contributions - Restricted	-500.00	0.0%
Outreach	-1,150.00	42.5%
Repertoire Sponsor	0.00	0.0%
Sponsor	-1,000.00	75.0%
Direct Public Support/Donations - Other	-4,000.00	0.0%
<b>Total Direct Public Support/Donations</b>	-3,480.53	87.7%
<b>Government Grants</b>		
State Grants	0.00	0.0%
Government Grants - Other	0.00	0.0%
<b>Total Government Grants</b>	0.00	0.0%
<b>Investments</b>		
Interest-Savings, Short-term CD	1.67	166.3%
<b>Total Investments</b>	1.67	166.3%
<b>Other Types of Income</b>		
Advertising Sales	-234.00	90.3%
Miscellaneous Revenue		
Technique Book		
Uniform		
<b>Total Other Types of Income</b>	692.33	128.8%
<b>Program Income</b>		
Concert Ticket Sales	2,833.61	123.6%
Concession Sales	345.50	198.4%
Membership Dues - Adult	-1,775.00	75.3%
Membership Dues - Symphonettes	673.89	142.1%
Membership Dues - Youth	515.00	119.8%
Program Income - Other		
<b>Total Program Income</b>	2,653.00	111.2%
<b>Total Income</b>	-4,133.53	93.0%
<b>Cost of Goods Sold</b>		
Cost of Goods Sold	0.00	0.0%
<b>Total COGS</b>	0.00	0.0%
<b>Gross Profit</b>	-4,133.53	93.0%
<b>Expense</b>		
<b>Artistic Expenses</b>		
Concert attire	1,982.01	100.0%
music Copying - Adult	43.63	100.0%
Music Copying - Youth	119.76	100.0%
Music Purchase - Adult	241.45	114.1%
Music Purchase - Youth	-525.09	67.2%
Music Rental - Adult	-616.74	82.9%
Music Rental - Youth		
Musicians - Contractor	-1,900.00	20.8%

**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2015 through June 2016

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Soloists	-200.00	60.0%
<b>Total Artistic Expenses</b>	<b>-494.98</b>	<b>95.0%</b>
<b>Awards and Grants</b>		
<b>Business Expenses</b>		
Business Registration Fees	0.00	100.0%
<b>Total Business Expenses</b>	<b>0.00</b>	<b>100.0%</b>
<b>Contract Services</b>		
Competition Judges		
Photography Fees	775.00	616.7%
<b>Total Contract Services</b>	<b>975.00</b>	<b>750.0%</b>
<b>Development</b>		
Donor Recognition	420.50	121.0%
Donor Recruitment	311.11	255.6%
<b>Total Development</b>	<b>731.61</b>	<b>133.3%</b>
<b>Facilities and Equipment</b>		
Donated Facilities		
Equip Maintenance	82.25	100.0%
Equip Purchase	-2,088.37	36.7%
Equip Rental	-240.00	0.0%
Rent for Auditions	-450.00	0.0%
Rent for Concerts - Adult	457.83	105.7%
Rent for Concerts - Youth	1,861.67	162.1%
Rent for Rehearsals - Adult	-273.00	94.5%
Rent for Rehearsals - Youth	1,316.00	165.8%
Storage Facility	148.98	119.1%
<b>Total Facilities and Equipment</b>	<b>915.36</b>	<b>104.0%</b>
<b>Financial Assist. Disbursement</b>	<b>305.00</b>	<b>506.7%</b>
<b>Gifts</b>	<b>166.73</b>	<b>399.9%</b>
<b>Marketing</b>		
Advertising - Adult	-454.09	62.2%
Advertising - Youth	462.87	408.6%
CD License	38.75	100.0%
CD Purchases		
Concert Tickets	284.20	178.9%
Education	114.86	214.9%
Misc Marketing Expense	215.00	153.8%
Printing Programs - Adult	45.31	103.8%
Printing Programs - Youth	-64.75	78.4%
<b>Total Marketing</b>	<b>1,179.08</b>	<b>131.8%</b>
<b>Meals and Entertainment</b>	<b>-49.03</b>	<b>89.8%</b>
<b>Member Party/Gathering</b>		
<b>Operations</b>		
Bank Fees	2.50	100.0%
Concessions Expenses	8.80	178.6%
Memberships, Dues	80.00	107.6%
Miscellaneous	-5.68	86.9%
Office Supplies	-38.72	16.3%
PO Box	2.00	103.7%
Postage, Mailing Service	173.04	755.0%
Printing and Copying	-613.84	23.3%
Processing fees - Paypal	141.85	384.2%
Telephone, Telecommunications	-36.78	87.8%
Website and Internet - Adult	48.00	148.0%
Website and Internet - Youth	14.00	128.0%
<b>Total Operations</b>	<b>-224.83</b>	<b>91.1%</b>
<b>Other Types of Expenses</b>		
Fingerprinting	196.00	100.0%
Insurance - Property	100.00	100.0%
Insurance (Liability) - Adult	-26.67	86.0%

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10/15/16  
Cash Basis

**North Valley Symphony Orchestra, Inc.**  
**Profit & Loss Budget vs. Actual**  
July 2015 through June 2016

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Insurance (Liability) - Youth	3.00	103.8%
Other Costs		
Use Tax	-94.18	0.0%
<b>Total Other Types of Expenses</b>	<u>261.15</u>	<u>172.0%</u>
Reconciliation Discrepancies	10.00	300.0%
<b>Total Expense</b>	<u>6,994.06</u>	<u>116.6%</u>
<b>Net Ordinary Income</b>	<u>-11,127.59</u>	<u>35.3%</u>
<b>Net Income</b>	<u><b>-11,127.59</b></u>	<u><b>35.3%</b></u>