

**STMAA Financial Report  
FY2020-2021  
SEPTEMBER 2020**

BUDGET CODE	INCOME / EXPENSE CATEGORY	LAST YEAR 2019-2020 YTD Actuals	2020-2021 VIRTUAL BUDGET	JUL	AUG	SEP	YTD Actuals	Variance	type	LAST YEAR 2019-2020 ACTUALS NOTES	2020-2021 VIRTUAL BUDGET NOTES	2020-2021 YTD ACTUAL NOTES
	<b>STARTING CASH BALANCE (Charms Cash Position)</b>			\$ 40,171	\$ 40,250	\$ 35,260						
	<b>INCOME</b>											
1001	<b>General Fundraiser Income:</b>	11,787	3,300	-	-	-	-	(3,300)				
	<b>Year round fundraisers</b>											
1001c	Bingo	490	-	-	-	-	-	-	Misc			
	<b>Fall quarter fundraisers</b>											
1001a	Gift Card Drawing	355							Misc			
1001d	Spirit Books	3,988							Misc	Profits credited to students	No per board - 7/7/20	
1001e	See's Fundraiser	-	800					(800)	Misc		Xmas sales - 20-50% profit - Tentative 11/2-11/20 sale time	
1001j	Yankee Candle (formerly Ponsettia Sales)	1,983							Misc	Profits credited to students	Yankee Candle closed their fundraising program	
1001k	Double Good Popcorn (formerly Football Pass)	-	500					(500)	Misc		Tentative Sept 2020 (Thurs-Sun) - 4 day online for direct delivery - 50% profit - Shipping ranges from \$4.95 to 14.95	
1001m	Applebee's pancake breakfast	1,211							Misc			
	<b>Winter/Spring quarter fundraisers</b>											
1001h	Mattress Fundraiser	2,805	2,000					(2,000)	Misc	Profits credited to students	Spring 2021	
1001f	DeBrito Apple Sales	955							Misc	Profits credited to students		
1002	<b>Concert ticket sales</b>	2,355	2,400	-	-	-	-	(2,400)				
1002a	Holiday jazz event	1,015	500					(500)	JB		Virtual event with online donations. Last year admissions and food totaled \$1K.	
1002c	Spring Jazz Concert	(700)	500					(500)	JB	Have \$700 deposit prepaid from December 2019	Theatre will currently only allow 50% capacity	
1002d	Fall Concert	750	400					(400)	Misc	Includes donations and bake sale	Virtual event - September	
1002e	Winter Concert	1,290	400					(400)	Misc	Assumes \$5 admission	Virtual event - December	
1002f	Spring Concert	-	600					(600)	Misc	Assumes \$5 admission	Virtual or live event - May	
1007	<b>Music in the Parks Concessions</b>	-							Misc			
1015	<b>Music Marathon</b>	29,390	20,000						Misc		Virtual and Vertical Raise only unless someone runs Silent Auction.	
1016	eScrip	1		1			1		Misc			
1017	Amazonsmile	355	300		61		61	(239)	Misc			
1020	<b>Music in the Parks festival hosting</b>	-							Misc			
1021	<b>Merchandise (Online store/FanCloth)</b>	2,466	2,000					(2,000)	Misc	Fancloth raised \$552; negative because of MB clothing cost; if we do Fancloth again, we should have it as a fundraiser and I could have put MB apparel in with MB costs	We are researching another local vendor for possibilities maybe producing specialized band jackets. Also sell all current inventory.	
1027	<b>Dine-Outs</b>	1,301	1,000	150		81	231	(769)	Misc		Aiming for 1 to 2 events per month (e.g. Pure Tea, Panda Express, Mod Pizza)	
1101	<b>Concert Band/Symphonic/WindEnsemble</b>	9,900	6,688		1,200	1,475	2,675	(4,013)	CB	Actual 19-20 contributions about \$10K; some were assigned to reserves or fundraisers rather than Band Classes; contribution rate about 54%. \$125 per student for all classes, since not doing Logan. When miscellaneous type expenses considered, this program breaks even.	Based on following contributions \$ and %: CB & SB=\$125 @ 50% WE = \$150 @ 50%	
1102	<b>Marching Band</b>	50,650	10,800		3,400	2,800	6,200	(4,600)	MB	Actual 19-20 contributions about \$52K; some were assigned to reserves or fundraisers rather than Marching Band/Color Guard; contribution rate was 73%. Proposed budget increases contributions to \$950 per student for all students to cover increased costs for travel to Southern California for Championships. Championships may need to be cancelled if sufficient funds aren't obtained for travel deposit and/or subsequent payments to travel company.	Based on following contributions \$ and %: \$300 @ 60%	Actual Headcount for Marching Band is 51 versus budget of 60.

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1103	Jazz Bands	2,775	2,430		750	450	1,200	(1,230)	JB	Actual 19-20 contributions about \$2800; some were assigned to reserves or fundraisers rather than Jazz Band; contribution rate was 40%. Proposed budget is based on 70% contribution rate, \$125 per student in Jazz 1 and II, and \$100 per student for Combo.	Based on following contributions \$ and %: JB = \$150 @ 60% Combos = \$100 @ 60%	
1104	Winter Guard	4,500	2,700				-	(2,700)	WG	Actual contributions about \$5100; some were assigned to reserves or fundraisers rather than Winter Guard. Assumes contribution rate of 70%, \$500 per student, 18 students	Based on following contributions \$ and %: \$300 @ 60%	
1106	Donations to General Fund	1,991	1,132	7,587	30	581	8,198	7,066	Misc		Using this line item as a place to zero out budget.	
1107	Reserves (Misc Ledger)	8,664		(7,552)	(5,150)	167	(12,535)	(12,535)	Misc		Donations paid last year and transferred out to band programs this year (Budget Codes: 1101, 1102 & 1103).	
1108	Winter Percussion	-					-	-	WP			
1109	Fleetweek Competition	2,000					-	-	MB			
	<b>Income Totals</b>	<b>128,135</b>	<b>52,750</b>	<b>186</b>	<b>291</b>	<b>5,555</b>	<b>6,031</b>	<b>(46,719)</b>				
	<b>EXPENDITURES</b>											
2303	Hotel WBA Championships	2,233					-	-	MB	Proposal includes buses & hotel through Onward at \$200 per student for 80 students, plus \$500 for practice field rental		
2304	Transportation	24,561	-	-	-	-	-	-				
2304a	Dublin Buses	2,630					-	-	MB	2 buses per show		
2304b	Mountain House Comp Buses	2,425					-	-	MB			
2304c	Independence HS Comp Buses	2,270					-	-	MB			
2304d	Logan HS Comp Buses	3,819					-	-	MB			
2304e	MB bus driver tips	-					-	-	MB	\$50 per driver per day per event ; need to ask Financial Secretary to provide to Band Director beforehand		
2304f	Truck Rental/Gas	1,919					-	-	MB			
2304g	Fleet Week Buses	2,700					-	-	MB			
2304h	Driver Tips WBA	-					-	-	MB	Included in Budget Code 2303		
2304i	Transportation WBA Championships	6,000					-	-	MB	Included in Budget Code 2303		
2304j	Truck Rental WBA Champ	1,608					-	-	MB	2 Trucks		
2304k	Spring bus driver tips	-					-	-	CB	\$50 per driver per day per event ; need to ask Financial Secretary to provide to Band Director beforehand		
2304l	Santa Cruz Jazz Fest bus	-					-	-	JB	1 bus - 56		
2304m	Logan Band Fest Bus	-					-	-	CB			
2304o	CMEA Buses	-					-	-	CB			
2304p	Campana Jazz Festival Bus	1,190					-	-	JB			
2602	Drummajor Camp	-					-	-	MB			
2603	Financial Aid	396					-	-	Misc			
2618	Equipment/Supplies	26,751	2,250	-	-	250	250	(2,000)				
2618a	open	-					-	-				
2618b	misc equipment	175	500				-	(500)	Misc			
2618c	lease agreement	22,575					-	-	Misc			
2618e	Rifles	191					-	-	MB			
2618f	Show Flags	1,419					-	-	MB			
2618g	Sabers	-					-	-	MB			
2618h	Supplies-COLOR GUARD	118	150				-	(150)	MB			
2618i	MB Props	1,211					-	-	MB			
2618j	Field Paint	356	300				-	(300)	MB			
2618k	Flip Book Supplies	-					-	-	Misc			
2618m	Percussion Supplies	707	1,300			250	250	(1,050)	Misc		Keyboard practice pads: (4 Marimba, 4 vibes, 3 xylophone, 3 bells)	Blue Yeti microphones, case and geek squad
2619	Uniforms/Apparel	7,815	2,850	-	-	-	-	(2,850)				
2619a	Uniforms-COLOR GUARD	2,810					-	-	MB			

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2619b	MB Uniforms	-					-	-	MB			
2619c	Uniform Cleaning	900					-	-	MB			
2619d	Uniform Supplies	-					-	-	MB			
2619e	Membership Shirts MB	3,390	2,000				-	(2,000)	MB	Need to reduce order compared to 19-20		
2619f	Orange/Blue Membership Shirts	715	850				-	(850)	CB		Given free to Freshman and must purchase in later years if they need it.	
3007	Staff MB	28,775	17,000		3,823	4,271	8,094	(8,907)	MB		Season ending on 11/13/20 - Up to 12 contractors paid hourly, meeting with groups of students virtual and in person 2x/wk for 4 hours per week. 15 weeks total.	
3008	Instrument Repairs/Supplies	450	250				-	(250)	Misc			
3009	Music	646	1,000				-	(1,000)	CB		Hard copy or digital for all bands	
3010	Support Staff	3,077	3,500		509	-	509	(2,991)	Misc			
3010a	admin support	3,077	3,500		509		509	(2,991)				Note: Admin donation of time from Feb to June 2020 = \$581.40 not included in actual expenses.
3010b	charms financial system support	-					-	-				
4003	Winter Programs	7,609	7,500	-	-	-	-	(7,500)				
4003a	Winter Guard	7,609	7,500				-	(7,500)	WG		Potential of 2-3 staff	
4003b	Winter Percussion	-					-	-	WP			
4004	Jr Saints	167					-	-	Misc			
5002	Staff Concert/Jazz	6,075	8,000	-	-	570	570	(7,430)				
5002a	day time sectionals	400	1,000			90	90	(910)	cb		One contractor - I.Doran	CB Contractor- A. Bradley
5002c	Instrument Clinicians	1,375	2,000				-	(2,000)	CB		Sax ensemble, brass band, oboe instructor: Nick, Isabelle, Ricardo	
5002d	Jazz Clinicians	4,300	5,000			480	480	(4,520)	JB		Jazz II instructor & Jazz Combo instructors	JB Contractor - E.Heyenga
5002e	Misc	-					-	-				
5002f	Winter Percussion	-					-	-				
5002o	Other Clinician	-					-	-				
5003	Event/Recognition Expenses	408	850	-	68	-	68	(782)				
5003a	CMEA Plaques	-					-	-	CB			
5003b	Student PINs MB Finals	316	300				-	(300)	MB			
5003c	Senior Corsages (Homecoming/Last Concert)	-	50				-	(50)	CB		Current inventory on hand with W.Valdez	
5003f	Fleet week patches	-					-	-	MB			
5003g	MB Volunteer thank you	-					-	-	MB		Virtual thank you	
5003i	Graduation cords	92	50				-	(50)	CB		Inventory on-site	
5003j	Varsity letters	-	100		68		68	(32)	CB		Inventory on-site	
5003k	Student Awards	-	350				-	(350)	CB		National Award Plaques: John Sousa combo, Louis Armstrong	
6000	Competition Fees	1,600	150	-	(840)	-	(840)	(990)				
6000a	WBA Dues	100	150				-	(150)	MB		Membership Fee	
6000b	CMEA Festival Entry Concert	840			(840)		(840)	(840)	CB	Paid this year; credited to next year		Received refund check from CMEA
6000c	Honor Band Entry	-					-	-	CB			
6000e	Santa Cruz Registration	-					-	-	JB			
6000f	West Valley Registration	-					-	-				
6000g	Logan Festival	-					-	-	CB			
6000h	Campana Jazz Festival Entry	660					-	-	JB			
6000i	BOA Regional	-					-	-	MB			
6000j	Reno Band Festival Entry/Disneyland	-					-	-	JB			
6002	Show Design	13,070	2,350	-	-	-	-	(2,350)				
6002a	MB Arrangement (Music) - Lewis Norfleet	7,800	1,500				-	(1,500)	MB		Licensing fees for wind and percussion Raven music.	
6002b	MB Show Design - Color Guard	-					-	-	MB			
6002c	MB Percussion Arrangement - Brian	-					-	-	MB			
6002d	MB Drill Design - Todd Ryan	4,000					-	-	MB			
6002e	MB music licensing	1,270	850				-	(850)	MB		Tresona licensing	

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6002f	MB Show Design	-					-	-	MB			
<b>6006</b>	<b>Food services</b>	<b>324</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>				
6006a	Band Day Parent Event	118					-	-	Misc			
6006b	Banquet Marching Band	-					-	-	MB	potluck - STMAA provides paper products, utensils, table coverings etc.		
6006c	Wind Ensemble Festival Food	-					-	-	CB			
6006d	Senior Dinner @ WBA Championship	176					-	-	MB			
6006e	MB Competition Food	30					-	-	MB			
6006f	Food WBA Champ	-					-	-	MB			
6006g	Santa Cruz Meal	-					-	-	JB			
<b>9001</b>	<b>financial fees</b>	<b>981</b>	<b>1,300</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>1</b>	<b>(1,299)</b>				
9001a	bank fees	209	200				-	(200)	Misc			
9001b	credit card processing fees	772	1,000		1		1	(999)	Misc			
9001c	paypal fees	-					-	-	Misc			
9001d	check Printing Fee	-	100				-	(100)	Misc			
<b>9002</b>	<b>Band Director Professional Development</b>	<b>346</b>	<b>500</b>			<b>299</b>	<b>299</b>	<b>(201)</b>	Misc			Pro Apps Bundle for Education and Sibelius Ultimate 1 Yr subscription.
<b>9009</b>	<b>Insurance</b>	<b>395</b>	<b>400</b>			<b>395</b>	<b>395</b>	<b>(5)</b>	Misc	Added a fidelity bond		
<b>9017</b>	<b>Printing/Office Supplies</b>	<b>490</b>	<b>700</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(700)</b>				
9017a	Postage/Office Supplies	454	500				-	(500)	Misc			
9017b	Teacher Expense - Misc	35	200				-	(200)	Misc			
9017c	Printing	-					-	-	Misc			
<b>9023</b>	<b>Professional Fees/Subscriptions</b>	<b>2,576</b>	<b>4,150</b>	<b>106</b>	<b>1,720</b>	<b>-</b>	<b>1,826</b>	<b>(2,324)</b>				
9023a	Website	239					-	-	Misc	GoDaddy - \$400 annual cost; next renewal in 2023; in transition to new website		
9023b	Charms	698	400				-	(400)	Misc	due in July		
9023c	iVolunteer	79	100				-	(100)	Misc	due in March		
9023d	P.O. Box Rental	92	100	106			106	6	Misc			
9023e	Tax Prep	1,398	1,500				-	(1,500)	Misc	Taxes & RRF-1 due Nov 15th, 1096 and 1099 due Jan 31st		
9023f	Music Subscriptions	-	1,950		1,720		1,720	(230)	Misc		Smart Music (\$1600) - \$10 per student plus \$40 per educator, Sight Reading Factory (\$350)- \$2 per student plus \$30 per educator.	
9023h	CA Registry of Charitable Trusts	50	75				-	(75)	Misc	Due November 15 of each year		
9023i	Secretary of State form SI-100	20	25				-	(25)	Misc	Due 12/31; file online		
	<b>Expense Totals</b>	<b>128,744</b>	<b>52,750</b>	<b>106</b>	<b>5,281</b>	<b>5,784</b>	<b>11,171</b>	<b>(41,579)</b>				
	<b>Net Totals</b>	<b>\$ (608)</b>	<b>\$ -</b>	<b>\$ 80</b>	<b>\$ (4,990)</b>	<b>\$ (229)</b>	<b>\$ (5,140)</b>	<b>\$ (5,140)</b>				
	<b>CURRENT CASH BALANCE - \$ (Charms Cash Position)</b>			<b>\$ 40,250</b>	<b>\$ 35,260</b>	<b>\$ 35,031</b>						
	<b>PETTY CASH BALANCE - \$</b>			<b>\$ 1,310</b>	<b>\$ 1,310</b>	<b>\$ 1,310</b>						