

TOSCO MUSIC PARTIES, INC ("TOSCO MUSIC") EIN 56-2135861	Current FY Budget (FY20)	Last FY (FY19) Actual Results	Last FY (FY19) Budget	FY18 Budget	FY18 Actual Results
Financials were previously on a calendar year basis until the nonprofit transitioned to a July-June Fiscal Year, which required an IRS "short year" Jan-Jul 2019. This Financial Summary provides a comparison of 3 twelve-month periods.	7/1/19-6/30/2020	FY19: 1/1/2019- 6/30/2019 plus from prev FY 7/1/18-12/31/18	FY19: 1/1/2019- 6/30/2019 plus from prev FY 7/1/18-12/31/18	7/1/17-6/30/18 (not calendar 2018 as previously reported)	7/1/17-6/30/18 (not calendar 2018 as previously reported)
OPERATING REVENUES (Line items should represent meaningful items in the organization's budget) Please indicate where Memberships are reflected (see note below)					
OPERATING REVENUES (Line items should represent meaningful items in the organization's budget)					
At a minimum, separate ASC Support, Earned, Contributed, Government, Endowment and In-Kind Income. Please see note in the Instructions below regarding Memberships.					
Earned-Community Outreach (4100)	\$ 40,220	\$ 40,400	\$ 21,550	\$ 22,850	\$ 33,500
Earned - Music Parties/FabFest (4900 + 4610)	\$ 178,000	\$ 172,038	\$ 137,005	\$ 90,076	\$ 101,458
Earned - Merchandise (4600)	\$ 6,000	\$ 4,520	\$ 4,830	\$ 1,112	\$ 1,943
Earned - Sponsorships & Advertising (4800+4850)	\$ 55,000	\$ 53,700	\$ 69,500	\$ 41,800	\$ 13,957
Contributed - Memberships/Donations (4500)	\$ 105,336	\$ 95,321	\$ 76,735	\$ 41,445	\$ 55,976
Contributed - Unrestricted Grants (ASC, other grants) (4200)	\$ 20,000	\$ 33,000	\$ 20,757	\$ 17,250	\$ 20,757
Contributed - Restricted Grants (7100)	\$ -	\$ -	\$ -	\$ -	\$ 2,500
Released Restricted Grants (4300)	\$ -	\$ -	\$ -	\$ 6,500	\$ 9,990
Miscellaneous Income (4700+4410)	\$ -	\$ 1,705	\$ 26	\$ -	\$ 372
In-Kind (4551)	\$ 15,600	\$ 8,581	\$ 15,600	\$ 900	\$ 10
TOTAL OPERATING REVENUES	\$ 420,156	\$ 409,265	\$ 346,003	\$ 221,933	\$ 240,462
OPERATING EXPENSES (Line items should represent meaningful items in the organization's budget)					
At a minimum, separate Program, Marketing/Communications, Development/Fundraising, Administrative and Non-Cash Expenses.					
Administrative/Program Operations (5100)	\$ 88,678	\$ 58,610	\$ 77,993	\$ 44,506	\$ 32,671
Program - Community Outreach (6100)	\$ 43,850	\$ 46,930	\$ 28,753	\$ 28,730	\$ 43,838
Program - Music Parties/Fabfest (6200)	\$ 182,020	\$ 187,658	\$ 154,732	\$ 81,066	\$ 92,597
Promotion & Marketing (5200 - development/fundraising below=marketing/communications)	\$ 78,033	\$ 59,842	\$ 87,314	\$ 28,965	\$ 21,439
Development/Fundraising (5225, 5254, 5260, 5262, 50% of 5222)	\$ 25,115	\$ 20,685	\$ 17,071	\$ 10,150	\$ 17,614
Restricted Expenses	\$ -			\$ 6,500	\$ 9,990
TOTAL OPERATING EXPENSES	\$ 417,696	\$ 373,726	\$ 365,863	\$ 199,917	\$ 218,149
TOTAL OPERATING SURPLUS / (DEFICIT)	\$ 2,460	\$ 35,540	\$ (19,860)	\$ 22,016	\$ 22,314