

# HOW TO MATCH REVENUES WITH EXPENSES

BASED ON TYPE OF ACTIVITY

|                  | Contributions  | Program  | Fundraising  |
|------------------|--|--|--|
| Department       | Band, Choir, Drama, Dance, Heatherwood Band, Heatherwood Choir   |  |  |
| Class Examples   | Annual Fund<br>Donations<br>Pass the Hat<br>Corporate Giving Campaign  | Musical<br>Instruments<br>Coaching<br>Jazz Festival<br>Competitions<br>Director Gifts<br>Shirts<br>Trips | Concessions<br>Auction<br>Clothes for the Cause<br>Raffle<br>Car Wash<br>Cookie Dough<br>Jersey Mike's |
| Revenue Accounts | 4010 – Individ/Business contribution<br>4015 – Corporate Gift Matching   | 5180 – Program service fees<br>5210 – Membership dues  | 5810 – Fundraising, Non-gift<br>5820 – Fundraising, Gift   |
| Expense Accounts | 7010 – Program-related expenses<br>7015 – Coaching<br>7020 – Grants to other organizations (ASB, ESD, JHS, HMS)<br>7040 – Awards & Grants (scholarships) |  | 583x - Fundraising costs   |