



VOCAL ESSENCE

TOGETHER WE SING

FY22 Operating Budget
July 1, 2021 - June 30, 2022
Draft - April 2021

Income

EARNED INCOME

Season Tickets	37,000
Single Tickets	86,000
Digital Season Subscriptions	0
Digital Single Streams	0
Performance Fee Income	27,900
Workshop Fees	3,500

Total EARNED INCOME 154,400

CONTRIBUTED SUPPORT

Individuals	401,837
Foundations	610,000
Corporations	103,800
Government	385,718
Matching Gifts	11,000
Special Event (Gala)	150,000
In-Kind	24,230

Total CONTRIBUTED SUPPORT 1,686,585

Carryover, Previous Fiscal Year	30,000
Endowment Draw	200,000
Artistic Advancement Fund Draw	110,000
Miscellaneous Income	3,575

Total Income 2,184,560

Expense

PERSONNEL EXPENSES

Salaries	688,000
Benefits / FICA / WorkComp / Unemployment	126,831
Payroll Service / Staff Search	2,150

Total PERSONNEL EXPENSES 816,981

PERFORMANCE EXPENSES

Ensemble Singers	84,340
Ensemble Work Comp / FICA / Unemployment	11,737
Teaching Artists (In-School)	27,500
Orchestra / Musician Pension	31,621
Guest Artists (Concerts)	75,800
Composers / Copyists	18,000
Score Purchase & Rental / Performance Rights	9,475
Hall Rental / Production / Staging	105,392
Box Office - Admin Fees	11,790
Recording Costs (Audio / Video)	114,000
Awards	500
Marketing / Identity / Advertising	93,956
Printing	22,440
Photography / Website	27,604
Performance: Travel / Lodging / Meals / Hospitality	230,325
Ind Contractors - Performance	154,400
Postage & Delivery - Performance	10,850

Total PERFORMANCE EXPENSES 1,029,731

GENERAL EXPENSE

Office / Storage Rent	53,887
Phone / Internet	5,847
Postage / Delivery	5,000
Office Supplies	3,000
Accounting / Audit	11,100
Equipment Purchase / IT Support	24,709
Business Insurance	3,366
Depreciation	13,495
Independent Contractors	151,700
Memberships / Misc Dues	5,800
Printing - General	8,050
Marketing / Identity - General	5,250
Web-Based Programs / Services	18,270
StaffTrain / Professional Develop	4,500
Travel / Lodging / Meals	15,900
Interest and Fees (banking, loan, credit card)	4,754

Total GENERAL EXPENSE 334,629

Total Expense 2,181,341

Net Income 3,219