



VOCAL ESSENCE

TOGETHER WE SING

FY23 Operating Budget
July 1, 2022 - June 30, 2023
Board Approved

Income

EARNED INCOME

Season Tickets	26,800
Single Tickets	85,200
Digital Season Subscriptions	0
Digital Single Streams	0
Performance Fee Income	24,900
Workshop Fees	3,500
Total EARNED INCOME	140,400

CONTRIBUTED SUPPORT

Individuals	381,480
Foundations	668,000
Corporations	73,000
Government	175,701
Matching Gifts	11,000
Fundraising Gala (gross revenue)	332,000
In-Kind	16,000
Total CONTRIBUTED SUPPORT	1,657,181

Carryover, Previous Fiscal Year	192,000
Endowment Draw	240,000
Artistic Advancement Fund Draw	66,000
Miscellaneous Income	600

Total Income	2,296,181
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Expense

PERSONNEL EXPENSES

Salaries	805,000
Benefits / FICA / WorkComp / Unemployment	147,610
Payroll Service / Staff Search	2,300
Total PERSONNEL EXPENSES	954,910

PERFORMANCE EXPENSES

Ensemble Singers	86,500
Ensemble Work Comp / FICA / Unemployment	14,214
Teaching Artists (In-School)	47,500
Orchestra / Musician Pension	28,700
Guest Artists & Presenters	40,575
Composers / Copyists	14,300
Score Purchase & Rental / Performance Rights	10,650
Hall Rental / Production / Staging	91,370
Box Office - Admin Fees	19,050
Recording Costs (Audio / Video)	71,650
Awards	20,500
Marketing / Identity / Advertising	79,541
Printing	20,464
Photography / Website	17,458
Performance: Travel / Lodging / Meals / Hospitality	179,761
Ind Contractors - Performance	108,450
Postage & Delivery - Performance	12,050
Fundraising Gala Expenses	185,565
Total PERFORMANCE EXPENSES	1,048,298

GENERAL EXPENSE

Office / Storage Rent	54,431
Phone / Internet	5,967
Postage / Delivery	4,400
Office Supplies	3,000
Accounting / Audit	11,100
Equipment Purchase / IT Support	28,378
Business Insurance	3,326
Depreciation	4,189
Independent Contractors	108,000
Memberships / Misc Dues	5,800
Printing - General	8,650
Marketing / Identity - General	5,250
Web-Based Programs / Services	20,191
StaffTrain / Professional Develop	4,500
Travel / Lodging / Meals	19,300
Interest and Fees (banking, loan, credit card)	4,503
Total GENERAL EXPENSE	290,984

Total Expense	2,294,192
Net Income	1,989