

	Budget 21-22
INCOME	
CONTRIBUTED SUPPORT	
Government	40,800
Corporations (not including Gala)	
	55,000
Inkind	5,000
Total Corporations	60,000
Foundations	153,000
Individuals	
Guarantees incl. matching gifts	185,000
Festival Campaign 18-19	
Bel Canto Parents Aux. Activities & Annual Fund campaign	11,500
Ticket Donations	0
GIVING BACH GEN OP	0
OTHER (incl Education, Freewill, Memorials, Bequests, Undesignated)	123,200
Total Individuals	319,700
TOTAL CONTR SUPPORT (not including Gala)	573,500
SPECIAL EVENT/GALA	
Underwriting Sponsors (Corp/Found//Indi) 19-20 incl \$10K Gala Artist Fund)	126,000
Corporate Inkind	8,000
Sponsors (levels below \$10K)	15,000
Benefactors/donors	45,000
Youth Meets Bach contributions	7,500
Earned Revenue (gneral tickets & auction)	39,900
Total Special Event/Gala (Contributed & Earned)	241,400
EARNED REVENUE	
Admission/Ticket Sales - Concerts & Workshops	147,000
Admissions/Ticket Sales-Receptions	17,500
Admissions Virtual Events (Christmas/Festival)	30,000
Total Admissions	194,500
Contracted Services/Tour Fees)	800
Tuition (Bel Canto Annual Tuition, Choral Village)	50,100
Scholarships (Bel Canto Annual Tuition, Choral Village)	-10,400
Total Tuition	39,700
Bel Canto Tour - Traveler Payments	40,000
Bel Canto Tour - scholarships	-4,000
Total Tour Income	36,000
Budgeted Endowment Transfers	
Undesignated	229,300
Designated Funds	172,900
Total Endowment Transfers	402,200
Budgeted Cash Reserve Transfer (carried over from FY 20-21 incl. PPP Loan)	410,862
Program Advertising	14,000
Recording and Merchandise Sales	
Gross Sales	3,500
Royalties	500
Cost of Sales	-100
Inventory Purchase	0
Net Recording Sales	3,900
Service Accounts, Handling Fees & Misc.	7,500
Interest & Gain/Loss on sale of investments (general operating only)	0
Total EARNED REVENUE (not including Gala)	1,109,462
Total INCOME WITH GALA	1,924,362

	Budget
EXPENSE	21-22
EMPLOYMENT (Artistic & Administrative incl. Ind. Contractors)	667,500
ADMINISTRATION	
Insurance (not wrk comp)	6,000
Office Equipment	7,500
Office Misc. Expenses	35,000
Postage	8,000
Professional Fees	37,950
State CO Registration Fees - Multiple States	4,400
Telephone	4,000
Travel & Conferences	10,000
Leadership Transition	60,862
Taxes other than payroll (incl Amusement Tax)	9,000
Total ADMINISTRATION	182,712
FACILITIES	
Rent	27,000
Utilities	5,000
Maintenance	10,500
Total Facilities	42,500
MARKETING/PROMOTION	
Advertising & Other incl website deisgn & Google Ads Grants	38,988
Mailing	15,300
Printing & Design	98,200
Inkind	5,000
Total MARKETING/PROMOTION	157,488
PROGRAMS	
Artist Fees	
Orchestra	214,900
Per Dien/H&W	31,200
Guest Artists/Soloists/Seminars	111,900
Stage direction, design, stage manager	
Lodging	41,700
Total Artist Fees	399,700
Grant Expense	
Equipment/Books/Material	12,600
Catering	36,500
Set-up/Production Fees & Rental & Streaming Platform	171,350
Production Inkind - Recording	0
Travel	10,100
Tour - Bel Canto	47,000
Total PROGRAMS	677,250
Total EXPENSE (not including Gala)	1,727,450
SPECIAL EVENT/GALA EXPENSE	183,400
Special Event Gala Inkind Expense	8,000
SPECIAL EVENT/GALA NET INCOME	50,000
TOTAL EXPENSES WITH GALA	1,918,850
SURPLUS (DEFICIT) **	5,512