

VSO Annual Budget: detailed projection, FY18-FY21

VSO Fiscal Year: June 1 - May 31

		FY18	FY19	FY20	FY21
REVENUE	Private	\$569,729.05	\$595,367	\$613,228	\$631,625
	% change	3%	4%	3%	3%
	Public	\$159,687	\$164,477.61	\$169,411.94	\$174,494.30
	% change	7%	3%	3%	3%
	Perf. Earned	\$578,357	\$613,058	\$655,972	\$701,890
	% change	5%	6%	7%	7%
	Other	\$121,102	\$125,946	\$132,243	\$138,855
	% change	4%	4%	5%	5%
	Investment	\$204,419	\$152,658	\$155,682	\$161,910
	% change	-13%	-25%	2%	4%
	TOTAL	\$1,633,294	\$1,651,506	\$1,726,537	\$1,808,774
	% change	2%	1%	5%	5%
EXPENSE	Artistic	\$610,461	\$610,461	\$628,775	\$647,638
	% change	2%	0%	3%	3%
	Prod, devo, & mktg	\$623,611	\$629,848	\$636,146	\$642,507
	% change	1%	1%	1%	1%
	G & A	\$397,397	\$409,319	\$421,598	\$434,246
	% change	3%	3%	3%	3%
	TOTAL	\$1,631,470	\$1,649,628	\$1,686,520	\$1,724,392
% change	2%	1%	2%	2%	

VSO Budget Terminology Guide

"Private" received from individual donors, businesses, and private foundations; includes unrestricted gifts and restricted which are not endowments

"Public" consists of the State of Vermont grant and the addition of a \$10k National Endowment for the Arts grant in FY18

"Perf. Earned" ticket sales from concerts, events, and fundraisers

"Other" ensemble fees, concessions sales at concerts, and Program Book advertising income

"Investment" annual disbursements from the VSO endowment accounts, as recommended by the Investment Committee and approved by the Governing Board of Directors

"Artistic" largest portion of Budget: musician, guest artist, and conductor fees, tax, and travel expense

"Prod, devo, & mktg" (Production, Development, & Marketing) Production: all concert expenses not related directly to musicians (i.e.; hall and equipment rental, crew cost, fireworks, truck rental). Development: cost related to raising money (i.e. mailings, events, database management, consulting) Marketing: printing, graphic design, advertisements, etc.

"G & A" (General & Administrative) staff salaries, benefits, insurance, office space, supplies, etc.