Vocal Arts Nashville
2020-21 Financial Plan - Draft

	2020-21 Plan	2019-20 Actual	2018-19 Actual	2017-18 Actual
INCOME				
Contributions				
Individuals	$ 3,600	$ 4,061	$ 3,870	$ 3,175
The Big Payback	$ 900	$ 895	$ 870	$ 775
Concert Cash Contributions	$ 150	$ 274	$ 376	$ 110
Corporate	$ -	$ 1,200	$ -	$ -
Foundation	$ 1,000	$ -	$ 1,000	$ 1,000
In-Kind	$ -	$ 200	$ -	$ -
Total Contributions	**$ 5,650**	**$ 6,630**	**$ 6,116**	**$ 5,060**
Earned Income				
Fee for Service	$ 1,000	$ -	$ -	$ 100
Total Earned Income	**$ 1,000**	**$ -**	**$ -**	**$ 100**
TOTAL INCOME	**$ 6,650**	**$ 6,630**	**$ 6,116**	**$ 5,160**
EXPENSE				
Artist Concert Fees				
Fall	$ 650	$ 1,300	$ 1,100	$ 900
Christmas	$ 1,300	$ 1,100	$ 1,100	$ -
Spring	$ 1,300	$ 1,200	$ 1,200	$ 1,325
Guest Artists	$ -	$ -	$ 500	$ -
Run Outs	$ 650	$ 750	$ 600	$ -
Total Artist Concert Fees	**$ 3,900**	**$ 4,350**	**$ 4,500**	**$ 2,225**
Concert Production				
Fall	$ 400	$ 200	$ 200	$ -
Christmas	$ -	$ 200	$ -	$ -
Spring	$ 200	$ -	$ 200	$ 200
Hospitality	$ -	$ -	$ -	$ -
Run Outs	$ 100	$ -	$ -	$ -
Other Production Expense	$ -	$ -	$ 35	$ -
Total Concert Production	**$ 700**	**$ 400**	**$ 435**	**$ 200**
Marketing				
Fall	$ 40	$ 68	$ 138	$ -
Christmas	$ 40	$ -	$ -	$ -
Spring	$ 40	$ 50	$ -	$ -
Online Services	$ -	$ -	$ -	$ -
Season	$ 200	$ 66	$ 320	$ -
Total Marketing	**$ 320**	**$ 184**	**$ 458**	**$ -**
Development				
Donor Relations	$ 350	$ 300	$ 332	$ -
Campaign Expense	$ 100	$ -	$ -	$ -
Arts People	$ 360	$ 301	$ -	$ -
Total Development	**$ 810**	**$ 601**	**$ 332**	**$ -**
Administration				
Credit Card Fees	$ 150	$ 126	$ 38	$ 51
Supplies	$ 350	$ -	$ 35	$ -
Legal & Filing Fees	$ 100	$ 100	$ -	$ -
Postage & Printing	$ -	$ -	$ -	$ -
Miscellaneous	$ -	$ 50	$ -	$ -
Total Administration	**$ 600**	**$ 276**	**$ 73**	**$ 51**
TOTAL EXPENSE	**$ 6,330**	**$ 5,811**	**$ 5,798**	**$ 2,476**
NET INCOME	**$ 320**	**$ 819**	**$ 318**	**$ 2,684**
ACCUMULATED NET INCOME	**$ 4,141**	**$ 3,821**	**$ 3,002**	**$ 2,684**

NOTE: Financial Plan begins in Sep and ends in Aug. *This is different from the fiscal year, which is Jan to Dec.*