



ANNUAL REPORT

2022 - 2023

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PRESIDENT'S REPORT

2022-2023 SEASON

We celebrated our 56th year of hosting the world's finest classical music performers and our 2nd year of post COVID-19 concert successes, featuring an exciting blend of youthful orchestras and internationally acclaimed soloists and chamber orchestras, producing 3 Sunday matinees and 4 weekday evening concerts. The cost of the talent was \$200,000, but we were stressed by reduced attendance, reduced ticket sales and revenues. producing a net operating loss of \$100,000.00.

Friday, October 7: Alexander Malofeev, piano recital: Medtner, Beethoven and Rachmaninov, 382 seats sold.

Wednesday, January 18: Orpheus Chamber Orchestra, Renaud Capuçon, violin: Benn, Prokofiev and Mussorgsky's Pictures at an Exhibition, 402 seats sold.

Sunday, February 12: ASU Symphony Orchestra, Jeffery Meyer, conductor: Boulanger, Rimsky-Korsakov and Tchaikovsky, 411 seats sold.

Tuesday, March 7: Academy of St Martin in the Fields, Avi Avital, mandolin: Bach, Dorman, Tippett and Walton, 433 seats sold.

Sunday, March 26: Sarah Chang, violin recital with piano: Brahms, Franck and Bartok, 394 seats sold.

Sunday, April 30: Les Violons Du Roy Orchestra, Jonathan Cohen, conductor, Inon Barnatan, piano: Mozart, C.P.E. Bach, Mendelssohn and Shostakovich, 407 seats sold.

Tuesday May 16 Curtis Symphony Orchestra, Osmo Vänskä, conductor, Yefim Bronfman, piano: Schumann's Piano Concerto and Rimsky-Korsakov's Scheherazade, 462 seats sold.

Our success was made possible by the work of our Board Members: Arlon Inman, President, who retired this year, after his many dedicated years of service. Thanks to Brent Bond, Treasurer, for maintaining our financial records, securing numerous grants, arranging for all of our performers, providing the venue with Yavapai College and managing the Youth Scholarship Program. Thanks also to Martin Trembley for involving the business community by securing all of the advertisers for our programs, and to Gerre Carley, Secretary, for documenting the year. I also acknowledge the value of our new member John Barton and welcome our newest member David Whitman.

I also want to express my appreciation to Barbara Ladd for her many years of service as Office and Ticket Sales Manager, who retired this year and welcome Carolyn Benton as our new Office and Ticket Sales Manager.

Respectfully Submitted,

Howell Lewis Shay YSA President

SCHOLARSHIP COMMITTEE REPORT **2022-2023 SEASON**

The Yavapai Symphony Association established the YSA Scholarship Award in 2009. Scholarship recipients must be residents of Yavapai County and must be music majors who plan to enroll in or be enrolled in as accredited instituting of higher learning.

I would like to thank the members of the YSA scholarship committee: Brent Bond Chair and Coordinator, Martin Trembly, Gerry Carley and Chip Shay.

2023 Scholarship Awards totaling \$17,000 have been awarded to:

Clayton Hinton	Violin	Brigham Young University Idaho	\$5,000
Jacob Muniz	Clarinet	Arizona State University	\$5,000
Noah Elder	Tenor Trombone	Arizona State University	\$4,000
Aki Hale	Violin	TBA	\$1,500
David Wauters	Double Bass	TBA	\$1,500

The grantees are sent a form to complete and return giving YSA college Financial Aid Office information. Awards are sent to the Financial Aid Office and not to the individual. Checks are mailed out at the start of the Fiscal Year, July 1. The grantees can use the monies for tuition, books and room & board only. These withdrawals are overseen by the Financial Aid Office.

The Yavapai Symphony Association gratefully acknowledges the generous bequests from the estates of Betty Lee Raymer, Marion Sprang, Dorothy Chafin and Mitzie James to help fund this program.

The Yavapai Symphony Association gratefully acknowledges the generous gifts of \$8,900.00 from our Scholarship Donors: Chip Fleming, Jim & Linda Lee, Cynthia Nichols, Linda & Jake Passer, Margaret Rhodes and Peggy Roman.

CONCERT DAY COMMITTEE REPORT

2022-2023 SEASON

The Yavapai Symphony Association Board Members were active participants for each of our seven concerts this season, greeting concert attendees and providing information for seating locations, future YSA Concert Programs and the Scholarship Program. Gerre Carley continued to handle the will-call table for single-ticket attendees. YSA published seven concert programs with notes on the artists, composers and music history. Brent Bond, Arlon Inman, Martin Trembley and John Barton manned the information table. Chip Shay served as Master of Ceremonies, introducing the performers and acknowledging our sponsors. Barbara Ladd and Carolyn Benton processed day and night of concert sales and assisted with lost tickets.

EVENTS PLANNING COMMITTEE REPORT

2022-2023 SEASON

Due to continuing concerns regarding the COVID-19 virus, the donor dinner with the members of the Phoenix Symphony and the annual bus trip to Phoenix for an open rehearsal of the Phoenix Symphony were both cancelled.

MARKETING COMMITTEE REPORT

2022-2023 SEASON

The seven concert programs contained a total of 49 advertisements, filling all 27 pages with black & white ads, with 1/3 page, 1/2 page, full page and a double center-fold ad, plus 2 full page, inside cover, color ads.

The total revenue from ad placements for the season was \$16,900

The printing cost for tickets and programs brochures was \$7,500-

MEMBERSHIP COMMITTEE REPORT

2022-2023 SEASON

Throughout the season, YSA engaged in a vigorous advertising program to attract audiences to our unique classical music offerings, to fill the 1064 seats, for a total cost of \$7,500, with an income from ticket sales of \$93,100.

Produced seven one-half page full color ads in Across the Street, Prescott's weekly entertainment guide newspaper.

Produced one full size full color, tri-fold, full season mailer and rack insert, one full season and six individual concert, full color, large postcards which were mailed to all potential ticket purchasers in YSA mailing list.

Engaged Yavapai Performing Arts Center staff to send one dedicated email to their 17,800 households list for the full season and weekly shared emails promoting each concert.

Engaged Yavapai Performing Arts Center staff to write and send press releases to 42 Arizona publications and government forums.

Cooperated with Yavapai Performing Arts Center staff to design a display video images and announcements on college marques and lobby screens.

Sent pre-concert email reminders to all existing and potential ticket holders.

YOUTH ACTIVITIES COMMITTEE REPORT

2022-2023 SEASON

Due to continuing concerns regarding the COVID-19 virus, YSA did not schedule visits to or master class programs for Prescott High School, Granite Mountain or Mile High Middle Schools or Basis School, with the members of the Phoenix Symphony. YSA did contact numerous area schools and provided free tickets for 74 music students and parents who attended the Curtis School of Music concert.

Yavapai Symphony Association, Inc.
Income and Expense Statement
 Consolidated - June 2023

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		Current Period	Year to Date	Annual Budget	Annual Budget Difference	Annual Budget Percentage
INCOME						
SCHOLARSHIP INCOME	4000					
DC Entertainment Royalty	4020	\$0.00	\$895.44	\$2,000.00	(\$1,104.56)	44.77 %
Scholarship Donations	4021	4,000.00	13,500.00	16,000.00	(2,500.00)	84.38 %
Acker Grant Award	4022-001	0.00	3,000.00	3,000.00	0.00	100.00 %
USCCX Dividend/Sale	4025	596.21	3,518.14	3,500.00	18.14	100.52 %
EISIX Dividend/Sale	4026	0.00	1,302.52	500.00	802.52	260.50 %
Subtotal Scholarship Income	4005	4,596.21	22,216.10	25,000.00	(2,783.90)	88.86 %
<i>Budgeted</i>		4,596.21	22,216.10	25,000.00	(2,783.90)	88.86 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
CONCERT INCOME						
Single Ticket Sales	4101	0.00	43,251.00	30,000.00	13,251.00	144.17 %
APS Grant Ticket Sales	4101-001	(240.00)	2,500.00	2,500.00	0.00	100.00 %
Student Ticket Sales	4102	0.00	190.00	100.00	90.00	190.00 %
Findlay Concert Sponsor	4103	0.00	24,500.00	24,500.00	0.00	100.00 %
Season Tickets Earned	4110	0.00	49,860.00	40,000.00	9,860.00	124.65 %
Program/Ticket Ads Earned	4120	0.00	16,900.00	16,000.00	900.00	105.63 %
Contributions	4130	0.00	47,835.00	60,000.00	(12,165.00)	79.73 %
Subtotal Concert Income	4100	(240.00)	185,036.00	173,100.00	11,936.00	106.90 %
<i>Budgeted</i>		(240.00)	185,036.00	173,100.00	11,936.00	106.90 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
OTHER INCOME						
Rebates/Refunds/Misc	4217	0.00	0.00	100.00	(100.00)	0.00 %
Ticket Mailing Fee	4218	0.00	28.00	20.00	8.00	140.00 %
Chase Savings Interest	4220	1.95	40.56	50.00	(9.44)	81.12 %
Grant Income	4240	0.00	18,000.00	11,000.00	7,000.00	163.64 %
EISIX Unrealizd Gain/Loss	4242	102.81	(1,011.83)	1,000.00	(2,011.83)	(101.18)%
USCCX Unrealizd Gain/Loss	4242-001	208.14	(693.81)	1,000.00	(1,693.81)	(69.38)%
ACF Fund #1 Gain/Loss	4244	309.12	1,845.92	1,000.00	845.92	184.59 %
ACF Fund #2 Gain/Loss	4247	511.76	3,056.10	2,000.00	1,056.10	152.81 %
VWIAX Unrealizd Gain/Loss	4248	1,477.53	2,274.09	1,000.00	1,274.09	227.41 %
Subtotal Other Income	4200	2,611.31	23,539.03	17,170.00	6,369.03	137.09 %
<i>Budgeted</i>		2,611.31	23,539.03	17,170.00	6,369.03	137.09 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
TOTAL INCOME		6,967.52	230,791.13	215,270.00	15,521.13	107.21 %
<i>Budgeted</i>		6,967.52	230,791.13	215,270.00	15,521.13	107.21 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
EXPENSES						
CONCERT EXPENSES	5010					
Concert Publicity	5012	\$1,425.96	\$5,298.84	\$7,000.00	\$1,701.16	75.70 %
Postcard Mailings	5013	0.00	3,625.31	2,100.00	(1,525.31)	172.63 %
Hall Rental	5014	30,397.36	35,316.68	25,000.00	(10,316.68)	141.27 %
Hospitality	5016	0.00	0.00	3,000.00	3,000.00	0.00 %
Orchestra/Talent	5020	96.81	200,729.71	200,000.00	(729.71)	100.36 %
AZ Commission of the Arts	5020-001	0.00	0.00	8,000.00	8,000.00	0.00 %
Margaret T Morris Grant	5020-002	0.00	0.00	100.00	100.00	0.00 %
Program & Ticket Printing	5024	0.00	8,674.81	9,000.00	325.19	96.39 %
Ticket Refund/Downgrade	5028	0.00	588.00	100.00	(488.00)	588.00 %

Yavapai Symphony Association, Inc.
Income and Expense Statement
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		Current Period	Year to Date	Annual Budget	Annual Budget Difference	Annual Budget Percentage
Subtotal Concert Expenses	5010	31,920.13	254,233.35	254,300.00	66.65	99.97 %
<i>Budgeted</i>		31,920.13	254,233.35	254,300.00	66.65	99.97 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
ADMINISTRATIVE EXPENSE	5100					
Annual Meeting	5110	0.00	0.00	10.00	10.00	0.00 %
Paymentech CC Charges	5112	476.57	2,496.84	2,000.00	(496.84)	124.84 %
Computer/Internet Service	5116	28.51	1,354.00	1,000.00	(354.00)	135.40 %
Dues/Fees	5118	200.00	210.00	200.00	(10.00)	105.00 %
Insurance Office & Liab	5122	0.00	701.00	2,000.00	1,299.00	35.05 %
Marketing	5124	0.00	1,764.48	2,500.00	735.52	70.58 %
Office Supplies	5126	0.00	1,977.57	1,100.00	(877.57)	179.78 %
Postage & PO Box Rental	5128	0.00	787.00	900.00	113.00	87.44 %
Professional Fees	5132	0.00	600.00	600.00	0.00	100.00 %
Rent - Office	5134	445.00	4,740.00	4,600.00	(140.00)	103.04 %
Telephone	5136	94.76	1,146.59	1,100.00	(46.59)	104.24 %
Subtotal Administrative Expense	5100	1,244.84	15,777.48	16,010.00	232.52	98.55 %
<i>Budgeted</i>		1,244.84	15,777.48	16,010.00	232.52	98.55 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
Subtotal Expenses	5000	33,164.97	270,010.83	270,310.00	299.17	99.89 %
<i>Budgeted</i>		33,164.97	270,010.83	270,310.00	299.17	99.89 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
PAYROLL/OTHER EXPENSES	5200					
Wages	5210	1,520.00	22,257.00	20,000.00	(2,257.00)	111.29 %
Employee Bonus	5211	0.00	1,000.00	1,000.00	0.00	100.00 %
Sick Leave	5212	0.00	0.00	100.00	100.00	0.00 %
Employer SS/Medicare	5220	116.28	1,779.16	1,500.00	(279.16)	118.61 %
Workman Compensation Ins	5230	0.00	180.00	200.00	20.00	90.00 %
OTHER EXPENSES	5300					
Scholarships Awarded	5340	0.00	25,500.00	25,500.00	0.00	100.00 %
Depreciation Expense	5342	710.00	710.00	710.00	0.00	100.00 %
Subtotal Other Expenses	5300	710.00	26,210.00	26,210.00	0.00	100.00 %
<i>Budgeted</i>		710.00	26,210.00	26,210.00	0.00	100.00 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
Subtotal Payroll/other Expenses	5200	2,346.28	51,426.16	49,010.00	(2,416.16)	104.93 %
<i>Budgeted</i>		2,346.28	51,426.16	49,010.00	(2,416.16)	104.93 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
TOTAL EXPENSES		35,511.25	321,436.99	319,320.00	(2,116.99)	100.66 %
<i>Budgeted</i>		35,511.25	321,436.99	319,320.00	(2,116.99)	100.66 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	
EXCESS INCOME/EXPENSES		(\$28,543.73)	(\$90,645.86)	(\$104,050.00)	\$13,404.14	87.12 %
<i>Budgeted</i>		(28,543.73)	(90,645.86)	(104,050.00)	13,404.14	87.12 %
<i>Non-Budgeted</i>		0.00	0.00	0.00	0.00	

		Current Year
ASSETS	1000	
CURRENT ASSETS	1001	
BANK ACCOUNTS	1010	
Chase Checking	1112	\$60,703.90
Chase Savings	1113	121,100.83
Petty Cash - Office	1115	200.00
Subtotal Bank Accounts	1010	<u>182,004.73</u>
SCHWAB MUTUAL FUNDS	1429	
USCCX Original Value	1429-001	74,999.99
Unrealized Gain/Loss	1429-002	(4,370.95)
Subtotal Schwab Mutual Funds	1429	<u>70,629.04</u>
SCHWAB MUTUAL FUNDS	1430	
EISIX Original Value	1430-001	4,160.88
Unrealized Gain/Loss	1430-002	(2,202.82)
Subtotal Schwab Mutual Funds	1430	<u>1,958.06</u>
VANGUARD MUTUAL FUND	1431	
VWIAX Original Value	1431-001	51,424.83
Unrealized Gain/Loss	1431-002	20,383.88
Subtotal Vanguard Mutual Fund	1431	<u>71,808.71</u>
ACF FUND #1	1440	
Scholarship Reserve	1440-001	71,663.00
Unrealized Gain/Loss	1440-002	16,374.18
Subtotal Acf Fund #1	1440	<u>88,037.18</u>
ACF FUND #2	1441	
Operations Reserve	1441-001	101,716.00
Unrealized Gain/Loss	1441-002	44,035.24
Subtotal Acf Fund #2	1441	<u>145,751.24</u>
Subtotal Current Assets	1001	<u>560,188.96</u>
FIXED ASSETS	1500	
Office Equipment	1501	7,027.13
Depreciation Reserve	1502	(6,525.00)
Subtotal Fixed Assets	1500	<u>502.13</u>

		Current Year
TOTAL ASSETS		<u>\$560,691.09</u>
LIABILITIES	2000	
PAYROLL LIABILITIES	2001	
Payroll Tax Withholding	2010	\$1,401.13
Employer SS/Medicare	2015	1,950.22
Subtotal Payroll Liabilities	2001	<u>3,351.35</u>
CONCERT LIABILITIES	2100	
Season Tickets	2302	39,341.00
Program/Ticket Ads	2304	6,100.00
Scholarships Next Season	2306	934.93
Contributions Next Season	2306-001	35,225.00
Subtotal Concert Liabilities	2100	<u>81,600.93</u>
Subtotal Liabilities	2000	<u>84,952.28</u>
TOTAL LIABILITIES		<u>84,952.28</u>
EQUITY	3000	
ENDOWMENT RESTRICTD FUND	3010	
M. Sprang Endowment	3011	\$62,321.08
D. Chaffin Endowment	3012	148,848.70
M. James Endowment	3013	25,493.84
J. B. James Endowment	3014	10,000.00
Subtotal Endowment Restrictd Fund	3010	<u>246,663.62</u>
OPERATION EQUITY	3020	
Operation Restrictd Fund	3021	100,000.00
SCHOLARSHIP RESERVE	3100	
Scholarship History	3110	(35,993.15)
Subtotal Equity	3000	<u>310,670.47</u>
NET ASSETS	3200	
Net Assets	3210	<u>165,068.34</u>
TOTAL NET ASSETS		<u>475,738.81</u>
TOTAL LIABILITIES AND NET ASSETS		<u>\$560,691.09</u>