

BRYAN SYMPHONY ORCHESTRA	<u>2017-2018</u>	<u>2017 -2018</u>
Budget	<u>Budgeted</u>	<u>Actual</u>
REVENUES		
SUBSCRIPTION CONCERTS		
Season tickets	\$48,000.00	\$37,180.00
Single concert tickets	\$7,000.00	\$0.00
Concert sponsors and Business Supporters	\$30,000.00	\$15,500.00
Program advertising	\$6,000.00	\$0.00
Total	\$91,000.00	\$52,680.00
GRANTS: CONCERTS		
Corporate foundations	\$2,000.00	\$0.00
TAC-APS	\$10,000.00	\$10,100.00
Cookeville Arts Council	\$3,500.00	\$0.00
Community Foundation of MidTenn	\$5,000.00	\$0.00
Rotary Club of Cookeville-Noon	\$0.00	\$0.00
Walmart	\$500.00	\$0.00
Other grants	\$1,000.00	\$0.00
Total	\$20,000.00	\$10,100.00
POPS CONCERT IN THE PARK		
Individual sponsor (Glasgow)	\$11,000.00	\$0.00
Total	\$11,000.00	\$0.00
INDIVIDUAL CONTRIBUTIONS		
Unrestricted	\$35,000.00	\$34,820.00
Restricted (MacKenzie)	\$0.00	\$0.00
Total	\$35,000.00	\$34,820.00
EDUCATIONAL ACTIVITIES		
Education concert sponsors	\$5,000.00	\$600.00
Ayers Scholarship	\$500.00	\$0.00
Derryberry Scholarship match	\$500.00	\$0.00
Warren County contributions	\$1,500.00	\$0.00
Total	\$7,500.00	\$0.00
AUDIENCE CULTIVATION		
Symphony Socials	\$3,000.00	\$0.00
BSOA dues	\$900.00	\$660.00
Luncheon fees	\$600.00	\$0.00
Crossville luncheon sponsorship	\$600.00	\$0.00
Post-Concert Dinner	\$600.00	\$0.00
Total	\$5,700.00	\$660.00
INTEREST INCOME	\$300.00	\$0.00

DIVIDEND INCOME	\$1,500.00	\$0.00
CONDUCTOR'S DISCRETIONARY ACCT	\$1,800.00	\$0.00
FUNDRAISING		
Wine on the WestSide	\$0.00	\$0.00
Beers for Brahms (excluding sponsorships paid that night)	\$10,000.00	\$18,289.00
Opera Fundraiser	\$0.00	\$0.00
Education Concert Fundraiser	\$5,000.00	\$0.00
Additional Fundraising/Merchandise	\$2,000.00	\$0.00
Total	\$17,000.00	\$18,289.00
TOTAL REVENUE	\$189,000.00	\$116,549.00
EXPENSES _____		
SUBSCRIPTION CONCERTS (excluding Opera)		
Musicians	\$48,500.00	
Bowing Meetings	\$800.00	
Overscale/Cartage	\$0.00	
Travel (orchestra)	\$0.00	
Guest artist fees	\$10,000.00	
Guest artist expenses	\$3,500.00	
Breakfast and lunch for musicians	\$3,000.00	
Stage managers-student workers	\$500.00	
Contractor	\$2,500.00	
Music rental	\$2,600.00	
Programs	\$4,500.00	
Total Subscription Concerts (excluding Opera)	\$75,900.00	
OPERA		
BSO Contract Musicians		
Ashville Lyric Opera (including fees, hotels, food)		
Misc Oper		
Total Opera		
POPS CONCERT IN THE PARK		
Musicians	\$14,000.00	
Travel	\$0.00	
Cartage	\$0.00	
Music rental	\$750.00	
Contractor	\$500.00	
Music director	\$750.00	
Misc (including postcards)	\$300.00	
Total Pops Concert in the Park	\$16,300.00	

EDUCATIONAL ACTIVITIES		
Education concert		
Musician Expenses	\$8,700.00	
Lodging	\$1,000.00	
Breakfast	\$0.00	
Supplies & Educational Materials	\$350.00	
Buses	\$600.00	
Contractor	\$350.00	
Education concert total	\$11,000.00	
Ayers	\$500.00	
Derryberry Competition - match	\$500.00	
Total Educational Activities	\$1,000.00	
AUDIENCE CULTIVATION		
Symphony Socials	\$2,400.00	
Luncheons	\$600.00	
Post-concert/history exhibit receptions	\$250.00	
Development (sponsor gifts, signage)	\$700.00	
Fundraising Mail and Materials	\$200.00	
Newsletter - printing	\$1,300.00	
Total Audience Cultivation	\$5,450.00	
OPERATIONS		
Advertising	\$500.00	
Brochure - design, print	\$3,500.00	
Postage (inc. bulk mail permit in 2013)	\$1,500.00	
Printing	\$750.00	
Bank/credit card fees	\$500.00	
Supplies - office, music library	\$2,000.00	
Furniture	\$150.00	
Subscriptions	\$1,000.00	
Photography	\$0.00	
Licensing fees: BMI, ASCAP	\$400.00	
Web site maintenance, server	\$250.00	
Technical support / equipment	\$800.00	
Misc.	\$500.00	
Total Operations	\$11,850.00	
ADMINISTRATIVE		
Insurance	\$1,700.00	
Audit and tax return	\$5,000.00	
Memberships, dues, registrations	\$500.00	
State of Tennessee fees	\$300.00	
Storage unit rental	\$400.00	

Rent - office	\$3,600.00	
Phone & Internet	\$1,200.00	
Utilities	\$0.00	
Total Administrative	\$12,700.00	
BOARD AND STAFF		
Board dinners, meetings,etc.	\$200.00	
Mileage	\$500.00	
Music librarian	\$1,000.00	
Music director (Allcott, summer stipend)	\$4,000.00	
Management fees:	\$0.00	
Staff 1 (Executive Director)	\$30,000.00	
Staff 2 (Box Office Assistant)	\$13,500.00	
Staff 3	\$0.00	
Payroll Tax	\$7,500.00	
Tax Penalites	\$0.00	
Total Board and Staff	\$56,700.00	
Miscellaneous		
MacKenzie Concertmaster Fund Transfer	\$9,000.00	
Replenish Reserves		
TOTAL EXPENSES	\$190,900.00	
TOTAL REVENUE	\$189,000.00	
DIFFERENCE		