

	A	J	K	L	M	N	O
1	BRYAN SYMPHONY ORCHESTRA	<u>2017-2018</u>	<u>2017 -2018</u>	<u>2018-2019</u>	<u>2018-2019</u>	<u>2019 - 2020</u>	
2	Budget	<u>Budgeted</u>	<u>Actual</u>	<u>Budgeted</u>	<u>Actual</u>	<u>Budgeted</u>	
3	REVENUES						
4	EARNED INCOME						
5	Season tickets	\$48,500.00	\$50,940.00	\$50,000.00	\$48,405.00	\$50,000.00	
6	Single concert tickets sales	\$7,000.00	\$8,634.00	\$8,000.00	\$8,272.00	\$7,000.00	
7	Program advertising	\$6,000.00	\$3,760.00	\$5,000.00	\$1,810.00	\$8,500.00	
8	BSOA dues	\$900.00	\$684.50	\$750.00	\$1,855.00	\$1,000.00	
9	Symphony Socials	\$3,000.00	\$3,010.00	\$3,000.00	\$1,890.00	\$2,500.00	
10	Luncheon fees	\$600.00	\$260.00	\$300.00	\$280.00	\$300.00	
11	Post-Concert Dinner	\$600.00	\$280.00	\$500.00	\$160.00	\$350.00	
12	Total	\$66,600.00	\$67,568.50	\$67,550.00	\$62,672.00	\$69,650.00	
13							
14	CONTRIBUTIONS						
15	Unrestricted	\$35,000.00	\$34,422.32	\$35,000.00	\$32,346.00	\$38,000.00	
16	Individual Concert Sponsors	\$30,000.00	\$27,779.85	\$26,000.00	\$25,850.00	\$28,000.00	
17	Corporate Concert Sponsors	\$0.00	\$2,000.00	\$8,000.00	\$7,000.00	\$7,000.00	
18	Individual sponsor (Glasgow)	\$11,000.00	\$11,700.00	\$11,500.00	\$11,500.00	\$11,500.00	
19	Education concert sponsors	\$5,000.00	\$2,800.00	\$5,000.00	\$4,955.00	\$5,000.00	
20	Derryberry Scholarship match	\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00	
21	Warren County contributions	\$1,500.00	\$1,000.00	\$1,000.00	\$1,300.00	\$1,000.00	
22	Crossville luncheon sponsorship	\$600.00	\$0.00	\$500.00	\$0.00	\$300.00	
23	Total	\$83,000.00	\$80,202.17	\$87,000.00	\$32,346.00	\$91,500.00	
24							
25	GRANTS						
26	Corporate foundations	\$2,000.00	\$10,000.00	\$5,000.00	\$5,000.00	\$5,000.00	
27	TAC-APS	\$12,000.00	\$10,050.00	\$7,000.00	\$10,100.00	\$7,000.00	
28	Cookeville Arts Council	\$3,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	
29	Community Foundation of MidTenn	\$5,000.00	\$0.00	\$7,550.00	\$5,000.00	\$5,000.00	
30	Other grants	\$1,000.00	\$0.00	\$12,000.00	\$10,300.00	\$2,500.00	
31	Total	\$21,500.00	\$22,550.00	\$34,050.00	\$32,900.00	\$22,000.00	
32							
33	INTEREST INCOME						
34	Bank of PC Operating Acct. Interest	\$300.00		\$300.00	\$160.00	\$150.00	
35	Dividend Income	\$1,500.00		\$500.00	\$2,020.00	\$2,000.00	
36	Ayers Scholarship CD Interest	\$500.00	\$450.00	\$500.00	\$0.00	\$600.00	
37	Total				\$2,180.00	\$2,750.00	
38							
39	FUNDRAISING						
40	Beers for Brahms (excluding sponsorships paid that night)	\$10,000.00	\$15,277.00	\$10,000.00	\$8,175.00	\$7,500.00	
41	Opera Fundraisers	\$0.00	\$0.00	\$17,500.00	\$5,073.00	\$0.00	
42	Education Concert Fundraiser	\$5,000.00	\$0.00	\$0.00	\$0.00	\$1,500.00	
43	Additional Fundraising/Merchandise	\$2,000.00	\$160.00	\$500.00	\$472.00	\$500.00	
44	Total	\$17,000.00	\$15,437.00	\$28,000.00	\$13,720.00	\$9,500.00	
45							
46	TOTAL REVENUE	#REF!	\$187,770.32	\$218,400.00	\$143,818.00	\$195,400.00	
47							
48	EXPENSES						
49							
50	SUBSCRIPTION CONCERTS (excluding Opera)						
51	Musician Contract Pay and Fees	\$48,500.00	\$50,345.00	\$40,000.00	\$17,680.00	\$48,000.00	
52	Musician Expenses	\$800.00	\$150.00	\$2,000.00	\$775.00	\$2,500.00	
53	Guest artist fees	\$10,000.00	\$10,500.00	\$3,000.00	\$0.00	\$6,000.00	
54	Guest artist expenses	\$3,500.00	\$3,600.00	\$2,500.00	\$950.00	\$3,000.00	
55	Stage managers-student workers	\$500.00	\$500.00	\$400.00	\$0.00	\$500.00	
56	Contractor	\$2,500.00	\$2,500.00	\$2,000.00	\$1,000.00	\$2,000.00	
57	Music rental	\$2,600.00	\$2,252.94	\$2,400.00	\$960.00	\$2,000.00	
58	Programs	\$4,500.00	\$6,134.00	\$5,000.00	\$6,500.00	\$300.00	
59	Total Subscription Concerts (excluding Opera)	\$72,900.00	\$75,981.94	\$57,300.00	\$27,865.00	\$64,300.00	
60							
68	POPS CONCERT IN THE PARK						
69	Musicians	\$14,000.00	\$11,685.00	\$12,000.00	\$13,100.00	\$12,000.00	

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70	Musician Expenses	\$0.00	\$1,063.00	\$1,000.00	\$480.00	\$750.00	
71	Music rental	\$750.00	\$124.55	\$750.00	\$320.00	\$750.00	
72	Contractor	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	
73	Music director	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	
74	Total Pops Concert in the Park	\$16,000.00	\$14,122.55	\$15,000.00	\$15,150.00	\$14,750.00	
75							
76	EDUCATIONAL ACTIVITIES						
77	Musician Pay	\$8,700.00	\$6,957.00	\$7,000.00	\$8,280.00	\$9,000.00	
78	Musician Expenses	\$1,000.00	\$340.00	\$750.00	\$670.00	\$750.00	
79	Supplies & Educational Materials	\$350.00	\$723.60	\$750.00	\$560.00	\$500.00	
80	Buses	\$600.00	\$532.00	\$550.00	\$505.00	\$500.00	
81	Contractor	\$350.00	\$500.00	\$500.00	\$500.00	\$500.00	
82	Education concert total	\$11,000.00	\$9,052.60	\$9,550.00	\$10,515.00	\$11,250.00	
83	Ayers	\$500.00	\$900.00	\$800.00	\$0.00	\$750.00	
84	Derryberry Competition - match	\$500.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	
85	Total Educational Activities	\$12,000.00	\$10,952.00	\$11,800.00	\$11,515.00	\$13,000.00	
86							
87	AUDIENCE CULTIVATION						
88	Symphony Socials	\$2,400.00	\$2,163.00	\$2,750.00	\$845.00	\$1,750.00	
89	Development (sponsor gifts, signage)	\$700.00	\$580.00	\$700.00	\$515.00	\$1,000.00	
90	Newsletters	\$900.00	\$867.00	\$1,800.00	\$660.00	\$1,500.00	
91	Total Audience Cultivation	\$4,000.00	\$3,610.00	\$5,250.00	\$2,020.00	\$4,250.00	
92							
93	OPERATIONS						
94	Marketing and Promotion	\$3,500.00	\$2,786.00	\$4,500.00	\$3,280.00	\$9,000.00	
95	Postage and Bulk Mail Permit	\$1,500.00	\$1,260.00	\$1,750.00	\$1,176.00	\$2,000.00	
96	Supplies - Office and Library	\$2,000.00	\$2,208.41	\$2,500.00	\$2,560.00	\$2,000.00	
97	Insurance	\$1,700.00	\$1,715.00	\$1,800.00	\$1,350.00	\$1,500.00	
98	Audit and tax return	\$5,000.00	\$0.00	\$4,000.00	\$6,500.00	\$4,000.00	
99	Subcriptions and Memberships	\$500.00	\$1,260.00	\$1,250.00	\$630.00	\$2,250.00	
100	Rent - office and storage unit	\$3,600.00	\$4,075.00	\$4,200.00	\$4,200.00	\$4,500.00	
101	Phone & Internet	\$1,200.00	\$1,320.00	\$900.00	\$960.00	\$1,500.00	
102	Total Administrative	\$19,000.00	\$14,624.41	\$20,900.00	\$20,656.00	\$26,750.00	
103							
104	BOARD AND STAFF						
105	Board dinners, meetings,etc.	\$200.00	\$890.00	\$500.00	\$1,460.00	\$2,000.00	
106	Mileage	\$500.00	\$515.06	\$200.00	\$304.00	\$350.00	
107	Music librarian	\$1,000.00	\$0.00	\$1,000.00	\$0.00	\$750.00	
108	Music director (Allcott, summer stipend)	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	
109	Staff 1 (Executive Director)	\$30,000.00	\$30,057.23	\$35,000.00	\$18,816.00	\$35,000.00	
110	Staff 2 (Box Office Manager)	\$13,500.00	\$12,875.47	\$19,500.00	\$8,546.00	\$18,000.00	
111	Contract Services		\$452.00	\$1,000.00	\$1,000.00	\$1,500.00	
112	Payroll Tax	\$7,500.00	\$8,700.00	\$8,000.00	\$6,448.00	\$9,000.00	
113	Total Board and Staff	\$56,700.00	\$57,489.76	\$69,200.00	\$40,574.00	\$70,600.00	
114							
115	TOTAL EXPENSES	#REF!	\$177,798.00	\$217,950.00	\$117,780.00	\$193,650.00	
116	TOTAL REVENUE	#REF!	\$187,770.32	\$218,600.00	\$143,818.00	\$195,400.00	
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