

	A	M
1	BRYAN SYMPHONY ORCHESTRA	<u>2018-2019</u>
2	Budget	<u>Budgeted</u>
3	REVENUES _____	
4	SUBSCRIPTION CONCERTS	
5	Season tickets	\$50,000.00
6	Single concert tickets	\$7,500.00
7	Private Concert Sponsors	\$26,000.00
8	Corporate Concert Sponsors	\$8,000.00
9	Program advertising	\$4,750.00
10	Total	\$96,250.00
11		
12	GRANTS: CONCERTS	
13	Corporate foundations	\$5,000.00
14	TAC-APS	\$7,000.00
15	Cookeville Arts Council	\$2,500.00
16	Community Foundation of MidTenn	\$7,550.00
17	Other grants	\$4,000.00
18	Total	\$26,050.00
19		
20	POPS CONCERT IN THE PARK	
21	Individual sponsor (Glasgow)	\$11,000.00
22	Total	
23		
24	INDIVIDUAL CONTRIBUTIONS	
25	Unrestricted	\$35,000.00
26	Restricted	\$0.00
27	Total	\$35,000.00
28		
29	EDUCATIONAL ACTIVITIES	
30	Education concert sponsors	\$5,000.00
31	Ayers Scholarship	\$500.00
32	Derryberry Scholarship match	\$500.00
33	Warren County contributions	\$1,000.00
34	Total	\$7,000.00
35		
36	AUDIENCE CULTIVATION	
37	Symphony Socials	\$3,000.00
38	BSOA dues	\$750.00
39	Luncheon fees	\$250.00
40	Crossville luncheon sponsorship	\$500.00
41	Post-Concert Dinner	\$500.00
42	Total	\$5,000.00

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1	BRYAN SYMPHONY ORCHESTRA	<u>2018-2019</u>
43		
44	INTEREST INCOME	\$300.00
45	DIVIDEND INCOME	\$0.00
46	CONDUCTOR'S DISCRETIONARY ACCT	\$300.00
47		
48		
49	FUNDRAISING	
50	Beers for Brahms (excluding sponsorships paid that night)	\$10,000.00
51	Opera Fundraisers	\$17,000.00
52	Education Concert Fundraiser	\$0.00
53	Additional Fundraising/Merchandise	\$500.00
54	Total	\$27,500.00
55		
56	TOTAL REVENUE	\$208,100.00
57		
58		
59	EXPENSES _____	
60		
61	SUBSCRIPTION CONCERTS (excluding Opera)	
62	Musician Contract Pay	\$36,000.00
63	Musician Fees	\$4,000.00
64	Overscale/Cartage	\$0.00
65	Guest artist fees	\$3,000.00
66	Guest artist expenses	\$2,500.00
67	Stage managers-student workers	\$400.00
68	Contractor	\$2,000.00
69	Music rental	\$2,800.00
70	Programs	\$5,000.00
71	Total Subscription Concerts (excluding Opera)	\$55,700.00
72		
73	OPERA	
74	BSO Contract Musicians	\$12,000.00
75	Guest Artist Pay	\$6,000.00
76	Artist Fees	\$3,000.00
77	Promotion and Marketing	\$1,500.00
78	Total Opera	\$22,500.00
79		
80	POPS CONCERT IN THE PARK	
81	Musicians	\$12,000.00
82	Musician Fees	\$2,500.00
83	Music rental	\$750.00

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1	BRYAN SYMPHONY ORCHESTRA	<u>2018-2019</u>
84	Contractor	\$500.00
85	Music director	\$750.00
86	Marketing	\$350.00
87	Total Pops Concert in the Park	\$16,850.00
88		
89	EDUCATIONAL ACTIVITIES	
90	Education concert	
91	Musician Pay	\$6,500.00
92	Musician Expenses	\$2,000.00
93	Supplies & Educational Materials	\$800.00
94	Buses	\$550.00
95	Contractor	\$500.00
96	Education concert total	\$10,350.00
97	Ayers	\$450.00
98	Derryberry Competition - match	\$500.00
99	Total Educational Activities	\$11,300.00
100		
101	AUDIENCE CULTIVATION	
102	Symphony Socials	\$3,000.00
103	Concert Educational Events	\$500.00
104	Development (sponsor gifts, signage)	\$500.00
105	Newsletters	\$1,800.00
106	Total Audience Cultivation	\$5,800.00
107		
108		
109	OPERATIONS	
110	Marketing and Promotions	\$5,000.00
111	Postage (inc. bulk mail permit in 2013)	\$2,000.00
112	Supplies - office, music library	\$2,500.00
113	Subscription and Licesnsing Fees	\$2,500.00
114	Web site maintenance, server	\$275.00
115	Misc.	\$250.00
116	Total Operations	\$12,525.00
117		
118	ADMINISTRATIVE	
119	Insurance	\$1,800.00
120	Audit and tax return	\$5,000.00
121	Memberships, dues, registrations	\$1,000.00
122	Storage unit rental	\$300.00
123	Rent - office	\$4,200.00
124	Phone & Internet	\$900.00

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1	BRYAN SYMPHONY ORCHESTRA	<u>2018-2019</u>
125	Total Administrative	\$13,200.00
126		
127	BOARD AND STAFF	
128	Board dinners, meetings, etc.	\$500.00
129	Mileage	\$250.00
130	Music librarian	\$1,000.00
131	Music director (Allcott, summer stipend)	\$4,000.00
132	Staff 1 (Executive Director)	\$33,500.00
133	Staff 2 (Box Office Assistant)	\$20,000.00
134	Contract Services	\$2,000.00
135	Payroll Tax	\$7,500.00
136	Total Board and Staff	\$68,750.00
137		
138	Miscellaneous	
139	MacKenzie Concertmaster Fund Transfer	
140	Replenish Reserves	
141		
142	TOTAL EXPENSES	\$206,625.00
143	TOTAL REVENUE	\$208,100.00
144	DIFFERENCE	