

	A	B	C	D	E	F	G
1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
2	Budget	Budgeted	Actual	Budgeted	Actual	Budgeted	Actual so far
3	REVENUES						
4							
5	SUBSCRIPTION CONCERTS						
6	Season tickets	60,019	55,810	55,000		55,000	52,538
7	Single concert tickets	5,775	6,638	5,775		6,000	5,900
8	Concert sponsors and Business Supporters	18,000	16,000	18,000		25,000	27,900
9	Program advertising	8,000	4,940	6,000		6,000	2,300
10	Total	91,794	83,388	84,775		92,000	
11							
12	GRANTS: CONCERTS						
13	Corporate foundations	500	500	500	2,500	2,500	
14	TAC-APS	13,000	13,000	13,000	12,500	12,500	
15	Cookeville Arts Council	1,500	1,636	1,500	2,500	2,500	2,500
16	Community Foundation of MidTenn	4,000	5,000	5,000	5,000	5,000	8,000
17	Rotary Club of Cookeville-Noon				250	250	250
18	Walmart	1000	0	1000	0	1000	
19	Other grants					1000	
20	Total	20,000	20,136	21,000	22,750	24,750	
21							
22	POPS CONCERT IN THE PARK						
23	Individual sponsor (Glasgow)	11,000	11,000	11,000	11,000	11,000	11,000
24	Total	11,000	11,000	11,000	11,000	11,000	11,000
25							
26	INDIVIDUAL CONTRIBUTIONS						
27	Unrestricted	38,000	32,056	33,000		47,000	24,016
28	Restricted (MacKenzie)	3,000	3,000	3,000	6,000	3,000	3,000
29	Total	41,000	35,056	36,000		50,000	
30							
31	EDUCATIONAL ACTIVITIES						
32	Education concert sponsors	6,000	6,500	6,000	0	0	500

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1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
33	Ayers Scholarship	750	850	750	500	500	
34	Derryberry Scholarship match	500	500	500	500	500	500
35	Warren County contributions	2,950	0	2,950	2,628	2,800	2,628
36	Total	10,200	7,850	10,200	3,628	3,800	
37							
38	AUDIENCE CULTIVATION						
39	Symphony Socials	5,500	5,305	5,500		3,000	1,418
40	BSOA dues	1,175	1,115	1,100		1,000	880
41	Luncheon fees	600	525	600		600	600
42	Crossville luncheon sponsorship						
43	Post-Concert Dinner	1000	0	0		500	
44	Total	7,275	6,945	7,200		5,100	
45							
46	INTEREST INCOME	350	300	300		300	
47	DIVIDEND INCOME	1,500	1,300	1,500		1,500	
48	CONDUCTOR'S DISCRETIONARY ACCT	3,500	3,500	3,500		3,500	
49							
50							
51	FUNDRAISING						
52	Wine on the WestSide	7,000	0	7,000		0	
53	Beers for Brahms (excluding sponsorships paid that night)				13,105	15,000	
54	Opera Fundraiser					10,000	
55	Additional Fundraising					10,000	
56	Total	7,000	0	7,000		35,000	
57							
58	TOTAL REVENUE	193,619	169,475	182,475		226,950	
59							
60							
61	EXPENSES						
62							

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1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
63	SUBSCRIPTION CONCERTS (excluding Opera)						
64	Musicians	31,000	40,229	31,000		31,000	22,956
65	Bowing meetings	1,000	255	1,000		1,000	0
66	Travel (orchestra)	5,000	5,360	5,000		5,000	1,115
67	Guest artist fees	4,200	3,800	4,200		4,200	0
68	Guest artist expenses	1,500	1,679	1,500		2,000	1,435
69	Breakfast and lunch for musicians	2,000	2,060	2,000		2,000	1,450
70	Stage managers-student workers	500	0	500		500	0
71	Contractor	2,380	1,925	2,380		2,380	2,350
72	Music rental	2,600	1,717	2,600		2,600	790
73	Programs	7,000	6,352	6,000		6,000	5,200
74	Total Subscription Concerts (excluding Ope	57,180	63,377	56,180		56,680	
75							
76	OPERA						
77	BSO Contract Musicians					10,410	8,204
78	Ashville Lyric Opera (including fees, hotels, food)					23,000	21,420
79	Misc Oper						3,682
80	Total Opera					33,410	33,306
81							
82	POPS CONCERT IN THE PARK						
83	Musicians	9,931	10,022	9,931		10,861	11,093
84	Travel	850	850	850		850	730
85	Music rental	1000	310	1000		1000	470
86	Contractor	577	350	577		577	470
87	Music director	750	750	750		750	750
88	Misc (including postcards)	100	344	350		350	308
89	Total Pops Concert in the Park	13,208	12,626	13,458		14,388	
90							
91	EDUCATIONAL ACTIVITIES						
92	Education concert						
93	Musicians	7,000	7,302	7,000		4,000	3,725

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1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
94	Travel and hotel	800	1,307	800		800	84
95	Breakfast	130	56	130		130	186
96	Supplies	0	0	0		0	235
97	Educational materials	0	0	0		0	
98	Buses	800	689	800		800	889
99	Contractor	500	350	500		200	
100	Education concert total	9,230	9,704	9,230		5,930	5,119
101	Ayers	750	750	750	0	500	
102	Derryberry Competition - match	500	500	500	500	500	500
103	Total Educational Activities	10,480	10,954	10,480	500	6,930	
104							
105	AUDIENCE CULTIVATION						
106	Symphony Socials	2,285	2,473	2,500		3,000	1,847
107	Luncheons	730	306	350		500	408
108	Post-concert/history exhibit receptions	100	314	100		100	
109	Development (sponsor gifts, signage)	1,000	345	500		1,000	190
110	Fundraising Mail and Materials	0	0	500		500	
111	Newsletter - printing	600	456	600		1,000	756
112	Total Audience Cultivation	4,715	3,893	4,550		6,100	
113							
114							
115	OPERATIONS						
116	Advertising	500	436	500		500	
117	Brochure - design, print	3,500	2,867	3,000		4,000	3,310
118	Postage (inc. bulk mail permit in 2013)	1,100	1,350	1,400		1,500	1,554
119	Printing	1,750	651	1,000		1,000	
120	Bank/credit card fees	2,000	1,517	2,000		2,000	1,902
121	Supplies - office, music library	3,600	2,628	1,300		1,500	1,562
122	Furniture	1,250	897	0		0	0
123	Subscriptions	4,050	2,368	2,500		2,500	1,562
124	Photography	250	237	0		0	

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1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
125	Licensing fees: BMI, ASCAP	375	375	375		375	375
126	Web site maintenance, server	500	2,500	500		500	
127	Technical support / equipment	0	0	0		0	
128	Misc.	100	317	100		100	
129	Total Operations	18,975	16,142	12,675		13,975	
130							
131	ADMINISTRATIVE						
132	Insurance	1,514	1,374	1,514		1,514	1,691
133	Audit and tax return	4,000	7,500	4,000		4,000	7,884
134	Memberships, dues, registrations	800	765	800		800	
135	State of Tennessee fees	225	222	225	1,125	225	50
136	Storage unit rental	300	405	400		400	185
137	Rent - office	3,600	3,600	3,600	3,600	3,600	2,100
138	Phone	800	1,070	1000		1000	513
139	Utilities	325	0	0		600	0
140	Total Administrative	11,564	14,936	11,539		12,139	
141							
142	BOARD AND STAFF						
143	Board retreat	0	0	0	0	0	0
144	Board dinners, meetings,etc.	600	495	600		600	
145	Mileage	125	440	500		500	410
146	Misc.	150	100	150		150	350
147	Music librarian	1,000	0	1,000		1,000	
148	Music director (Allcott, summer stipend)	4,000	4,000	4,000		4,000	4,000
149	Management fees:						
150	Staff 1 (Executive Director)	34,000	33,315	34,000		34,000	17,401
151	Health Insurannce / Benefits					0	
152	Staff Overlap	2,000	1,575				
153	Staff 2 (Box Office Assistant)	24,000	14,302	18,000		13,520	5,263
154	Staff 3	3,500	0	0			
155	Payroll Tax	6,000	4,643	5,000		5,000	

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1	BRYAN SYMPHONY ORCHESTRA	2013-2014	2013-2014	2014-2015	2014-2015	2015-2016	2015-2016
156	Tax Penalites					6,000	
157	Total management fees	69,500	53,834	57,000		58,520	
158	Total Board and Staff	75,375	58,869	63,250		64,770	
159							
160	Miscellaneous						
161	MacKenzie Concertmaster Fund Transfer					9,000	
162	Replenish Reserves					10,000	
163							
164	TOTAL EXPENSES	191,497	180,796	172,132		226,392	
165	TOTAL REVENUE	193,619	169,475	182,475		226,950	
166	DIFFERENCE	2,122	-11,936	10,343		558	