



North Valley Symphony Orchestra 2018-19 Annual Report



The mission of NVSO is to provide skilled and aspiring musicians of all ages the opportunity to learn, rehearse, and perform exceptional orchestral music, fostering music appreciation and engagement among members of the North Valley community.

Our vision is to be a vibrant and diverse community that deeply cares for the artistry, learning and performance of exceptional orchestral music.

BOARD MESSAGE

The North Valley Symphony Orchestra (NVSO) Board of Directors meets annually in late Spring to review the previous year's accomplishments and to set goals for the upcoming concert year. This year's annual strategic planning meeting was held on May 18, 2019.

The Board of Directors is thankful to all of our members, volunteers, donors, and community partners who support our organization in so many ways. We continue to grow our audience, expand our community outreach efforts, and provide a musical home for increasing numbers of youth and adult musicians. Thank you to everyone who has a role to play in our success!

2018-19 Membership

NVSO membership fluctuates throughout the year, but at the close of the year the membership numbers for each ensemble were as follows:

North Valley Symphonettes:	19
North Valley Youth Strings:	40
North Valley Youth Orchestra:	16
North Valley Symphony Orchestra:	69

Board Members

Board elections were held April 22, 2019.

TITLE	START OF SEASON	AFTER SPRING ELECTIONS	TERM EXPIRES
President	Liz Galpin	Liz Galpin	May, 2020
Vice-President	Sylvia Depta	Sylvia Depta	May, 2021
Treasurer	Debby Pool	Debby Pool	May, 2021
Secretary	Nora Welsh	Nora Welsh	May, 2020
Music Director	Kevin Kozacek	Kevin Kozacek	In perpetuity as MD
Member-at-Large	John Bergt	Gilah Nemiroff	May, 2021
Member-at-Large	Tracy Petersen	Tracy Petersen	May, 2021
Member-at-Large	Haley McKeown	Haley McKeown	May, 2020
Member-at-Large	Jen Wolfe	Michaela Braun	May 2021
Member-at-Large	Tammie Langdon	Tammie Langdon	May, 2020
Member-at-Large	Cindy Kozacek	Cindy Kozacek	May, 2021

2018-19 Strategic Plan Accomplishments

To Make NVSO Sustainable and Systematically Run

The Board continued work on identifying administrative tasks and defining the roles responsible to ensure completion. Tasks which might be taken over by a paid Orchestra Administrator position were identified, and a job description for that role was created. Candidates were interviewed, and an admin was hired in June, 2019.

NVSO moved to fully on-line registration during the 2018-19 season, allowing us to easily capture member information including contacts and volunteer assignment preferences. The Board used that information to recruit volunteers for various tasks including rehearsal and concert logistics, grant research etc.

A master marketing calendar was created which allows the marketing committee to enter the concert dates and automatically calculate deadline dates for marketing, press releases, calendar submissions, and printing.

Work continues to create succession plans and job aids for positions such as the Music Director and other key positions.

To Increase Attendance and Ticket Revenue

NVSO had record season ticket sales with 167 season tickets sold, generating income of \$2,505.

Total Ticket revenue: \$12,538.01 – a decrease of \$709 over the previous season, but there was an extra performance of the Holiday Pops concert during December 2017

TOTAL AUDIENCE REACHED: 4,608

Tickets Sold: 2,951

Tickets Comped: 1,733

Youth Concerts (free): 637

Wickenburg concert (free): 1,000

To Increase Attendance and Ticket Revenue (cont'd)

There continues to be a large no-show rate at the adult concerts (tickets distributed vs. audience count), the Board has several plans to address that issue during the 2019-20 season, including revisions to the donor benefits, elimination of musician 6-pack sales, initiating contact to season ticket holders before each concert, and reviewing the distribution of tickets to youth ensemble members. Even with the no-show rates, NVSO had record attendance at the youth concerts and had our highest average attendance per adult concert. The 2017-18 concert season had 79 more attendees, but that included 2 performances of the Holiday Pops concert.

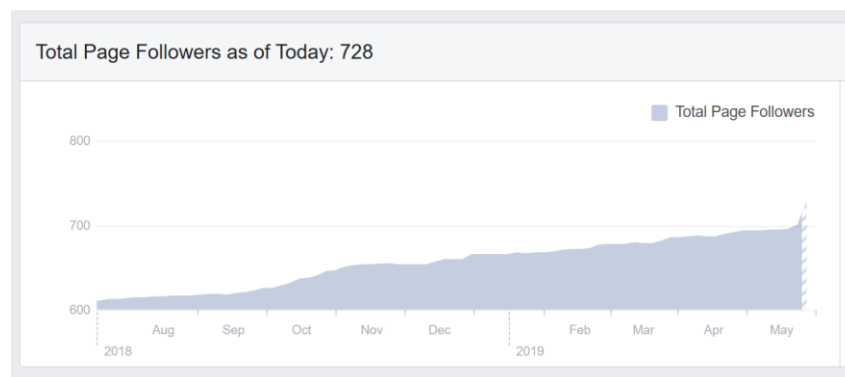
There were additional comped tickets for the December concert because NVSO provided one free ticket to each of the students from the Liberty Elementary Chorus.

	A	B	C	D	E
1	Concert	# in Audience	Tickets Sold	Comped Tickets	Revenue
46	October 20 - Fall Fright Night	758	747	401	\$3,041.25
47	November 20-Wickenburg Childrens**	1000	0		
48	December 1 - Youth Concert	217	0		
49	December 15 - Winter Wonderland	927	875	510	\$4,189.26
50	March 9 - Spring is in the Air	650	664	406	\$2,746.25
51	April 13 - Spring Strings Festival	240			
52	May 4 - Youth Concert	180			
53	May 11 - Summer Salute	636	665	416	\$2,561.25
54	TOTAL	4,608	2,951	1,733	\$12,538.01
55					
56	* Season Ticket sales included for tracking purposes. The statistics included for each individual concert include the season tickets sales and prorated revenue (\$3.75 per tkt)				
57	** Chamber orchestra concert for K-5 students in the Wickenburg School District - students from Congress, Wittman(Nadaburg), Wickenburg, Festival Foothills, Morrystown and Aguila				

Marketing efforts continue to evolve, including the creation of a talking point cheat sheet that is available for members to use, regular participation in local networking events, and increased presence on social media platforms.

In an effort to increase engagement, the NVSO facebook posts followed the basic guideline of 80% of the posts having educational/entertaining content, and 20% being direct asks. The educational/entertaining content included information about the repertoire being performed, the featured composers, information about the benefits of arts education etc. The increase in educational/entertaining posts was well received. At the end of the 2018-19 season NVSO had 728 Facebook page followers, up from 611 on July 1, 2018.

Social Media marketing is now being managed by the new Orchestra Administrator.



To Increase Youth Engagement

The youth ensemble directors continue to work on recruiting new students into NVSO youth ensembles. The total number of participants throughout the year exceeded 90 student musicians. Youth Strings is the largest ensemble. Recruiting the more advanced students continues to be difficult with competition from other organizations and interests.

NVSO held our first Spring Strings Festival on April 13, 2019. In addition to students from within our organization, 20 additional students of all levels joined the festival. The three tiered ensembles were each joined by musicians from the adult orchestra. All three ensembles combined for a mass ensemble of 100 string musicians.

The NVSO Board of Directors continues to seek feedback from the Youth Council, but has found it challenging to engage the students. Feedback was provided at a Board Meeting in the fall and in a less formal format throughout the year with Haley McKeown serving as a liaison between the Board and the youth members.

NVSO was excited to be joined by 60 student musicians from the Liberty Elementary Chorus at our December, 2018 concert. They performed with the orchestra on two pieces, and sang during intermission.

The Scottsdale Philaharmonic is starting a youth orchestra during the 2019-20 season. This will be a full orchestra with students from 6th – 12th grade in one ensemble. NVSO will continue to promote the benefits of having three tiered ensembles to match the lessons to the skills of the students, ensuring the students have the most beneficial educational experience.

To Increase Contributed Revenue

NVSO exceeded our goal of \$57,225 in direct public support during 2018-19, achieving \$59,240.88 donations. This was an increase of approximately \$8,000 over the previous year. This included

- Sponsors for all 4 concerts
- Individual and corporate donations
- Grant Revenue
- Outreach donations
- Repertoire Sponsorship of 16 pieces
- Silent Auction and raffle proceeds

NVSO was the recipient of three grants:

- Arizona Commission on the Arts: \$5,500
- City of Phoenix Office of Arts and Culture: \$7,000
- Walmart Giving: \$1,000

Additional grants researched or applied for, but not awarded include: OneAZ Foundation, Nordstroms, ARTS Scottsdale

NVSO partnered with local restaurants to hold fundraisers for music distribution events and post-concert celebrations. Participating restaurants include:

- California Pizza Kitchen
- Upper Crust Pizza and Patio Wine Bar
- TapHouse Kitchen

To Increase Contributed Revenue, contd.

The Board hosted two special donor events during the 2018-19 season. In the fall semester, we hosted an Open Rehearsal event, inviting donors, government officials, and other community partners to attend a rehearsal and see the youth and adult orchestras at work. The turn-out was low, but the impact on those in attendance was high, leading to further development of relationships in government and the School District. In the Spring, the top tier donors were invited to attend "Symphony Sips", a wine tasting paired with music by a String Quartet.

The Annual Fundraising Gala was a huge success. The Circus-themed gala was well received by those in attendance and the donations and silent auction generated approximately \$18,000 in revenue after expenses. Thank you to Tracy Petersen, Tammie Langdon, and the NVSO Guild for all their work!

To Advance the Artistry of NVSO

String sectionals were held for the October and December concerts. The instrumentation for the March and May concert did not merit holding strings sectionals.

No musicians were identified as requiring a re-audition to maintain their position.

Following feedback from members, the board reviewed the process for selecting concert repertoire and have established a new repertoire committee which will be in effect starting in the 2019-20 season.

Please review the Artistic Statement from the Music Director for additional comments about the concert season.

To Achieve Increasingly Significant Community Impact

NVSO Musicians performed several outreach performances including:

- 3 performances at Gompers
- 2 performances for Wickenburg schools
- The Southwest Veterans Chamber of Commerce “Patriot’s Ball”
- Networking events
- Holiday Parties
- Senior Living Facilities

NVSO participated in a Bowling Fundraiser for the Harvest Compassion Center, wrapped holiday presents for kids in Foster Care programs through OCJ Kids, and honored Military and First Responders at our “Summer Salute” concert in May 2019. As part of that concert, we collected backpacks for donation to Operation Homefront, an organization which supports families of deployed military members.

NVSO developed a partnership with Gompers, a day facility for people of all ages with developmental and intellectual disabilities. Members of Gompers enjoyed creating decorations for all four of our adult orchestra concerts. In addition, NVSO musicians performed at Gompers for Halloween, Christmas, and their School Graduation ceremony. It was a rewarding partnership for both organizations.

MUSIC DIRECTOR STATEMENT 2018-2019

The members of North Valley Symphony Orchestra are very dedicated to making positive impact in our community. We continue to elevate our artistic excellence in concert performance, seek meaningful collaborations, support community outreach, and provide exceptional educational opportunities for our young musician members.

Our four major concerts provided exciting orchestral repertoire for our audience to enjoy. We named our concerts based on the four seasons of the year, capitalizing on the benefits of a continuity of marketing materials, and providing an easy means for our audience to remember each concert experience. The October 20, 2018 concert was titled "Fall Fright Night," which opened with the creepy soundtrack piece by Charles Bernstein, *A Nightmare on Elm Street Overture*. Other notable pieces performed included Franck's *The Accursed Huntsman*, Gounod's *Funeral March of a Marionette*, Mussorgsky's *Night on Bald Mountain*, Berlioz's *Dream of a Witches' Sabbath*, and Dukas' *The Sorcerer's Apprentice*. The concert was a great success: only seasoned professional musicians play much of this repertoire, and I was very pleased with the results by our volunteer members.

The December 15, 2018 concert was titled "Winter Wonderland," and focused on music that brought a chill to the north Phoenix valley. Korngold's *The Snowman*, Debussy's *The Snow is Falling* from the "Children's Corner," for piano, and *The Snow Maiden Suite* by Rimsky-Korsakov were included. The centerpiece piece for the concert was *The Winter Bonfire*, written by Prokofiev for Soviet State Radio. We were pleased to collaborate with Liberty Chorus and Musical Theater from Paradise Valley Unified School District, directed by Lori Broermann who performed the vocal parts from both *The Winter Bonfire* and *The Snow Maiden Suite*.

On March 9, 2019 we performed "Spring is in the Air" concert, featuring Delius' *Upon Hearing the First Cuckoo in Spring*, Mendelssohn *The Overture to A Midsummer Night's Dream*, and Beethoven's *Symphony No. 6*, the "Pastorale Symphony." The cheerful feelings depicted by each of these programmatic pieces ushered in the spring season.

The patriotic based concert held on May 11, 2019 was a certain crowd pleaser! The performance was centered around Tchaikovsky's *The Year 1812 Solemn Overture*, popularly known as the *1812 Overture*, and Aaron Copland's dance suite from *Rodeo*, including "Buckaroo Holiday", "Corral Nocturne", "Saturday Night Waltz", and "Hoe-Down." The orchestra also performed a rousing *Armed Forces Salute* honoring our active duty and veteran service members, and John Williams' *Summon the Heroes* to honor our first responders. The concert provided free admission to all service members, and it was wonderful to see the numerous uniforms in the audience.

NVSO was asked to participate in the annual performance for students in the Wickenburg School District at the Del Webb Center on November 20, 2018. The Wickenburg Children's Cultural Organization sponsors these two performances, to the delight of over 900 students who would not otherwise be able to attend an orchestral performance. The theme of the 45 minute concert was "Stories from the Music of Dance," and featured pieces such as Brahms' *Hungarian Dance No. 5*, Grieg's "Anitras Dance" and "In the Hall of the Mountain King" from *Peer Gynt Suite*, Rossini's "Tarantella," "Can-Can," and "Cossack Dance" from *Boutique Fantastique*, and Stravinsky's "Berceuse" and "Finale" from *The Firebird Suite*. NVSO continues to build community by providing not only this concert, but also a significant number of small-group outreach performances at venues such as retirement homes and care facilities, and school and business events.

The NVSO youth program provides a quality, low cost option for families looking for a group performance opportunity for their students. The three ensembles are North Valley Symphonettes (NVS), which is primarily a beginner group under the direction of Eily Hallagan, North Valley Youth Strings (NVYS), the intermediate group under the direction of Orlando Moss, and North Valley Youth Orchestra (NVYO), our advanced ensemble under the direction of Josh Lynch. NVYO performed at all four main NVSO concerts, and the three youth ensembles performed formal concerts each semester, and a local mall outreach concert in December. Unfortunately, Eily Hallagan is

unable to continue leading NVS this coming season. After holding interviews for the position, Robert Reyes was hired as the new director. We look forward to wonderful things under his leadership of that program.

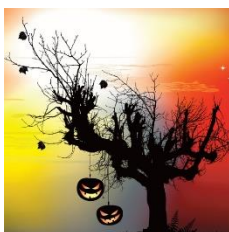
New this year was the addition of NVSO's first annual "Spring String Festival." This festival for students was an all-day event on Saturday, April 13, 2019 that included workshops for NVS, NVYS and NVYO in the morning, and a combined, side-by-side concert in the afternoon. Adult volunteers from NVSO were also asked to help in the workshops and the concert in a side-by-side setting. Including the adult volunteers, the stage was filled with nearly 100 musicians of all ages and technical ability performing Vaughn Williams' *Concerto Grosso* in the afternoon concert, as well as performances by each individual group. The event was open to outside members for a nominal fee, and attracted 20 students not usually associated with NVSO.

The 7th annual Summerford Violin Concerto Competition was held in January, 2019. This year's winner was Haley McKeown, a talented violinist that has been with NVSO since she began her studies in Symphonettes. Haley was awarded a beautiful handcrafted violin by Mr. Summerford, and performed on the new instrument at the March NVSO concert, and the May NVYO concert. We cannot thank Jody Summerford enough for his continued, generous support of this program.

The concert season was incredibly challenging, yet very rewarding for our musicians. NVSO's outreach programs continue to build our relationship with the local community, and the youth program has grown to over 80 students in the three ensembles, and provides a valuable educational experience that might not be otherwise available to young musicians. I am very proud and honored to work with such a great group of musicians and visionary leaders at NVSO.

Kevin Kozacek, Music Director

2018-19 Concert Season



October 20, 2018

“Fall Fright Night”

<i>This is Halloween (NVYO)</i>	Elfman, arr. Kazik
<i>A Nightmare on Elm Street Overture</i>	Bernstein
<i>The Accursed Huntsman</i>	Franck
<i>Funeral March of a Marionette</i>	Gounod
<i>Night on Bald Mountain</i>	Mussorgsky
<i>Danse Macabre</i>	Saint-Saens
<i>Symphonie Fantastique</i> Mvmt. V “Dreams of a Witches Sabbath”	Berlioz
<i>Psycho Suite</i>	Herrmann
<i>The Sorcerer’s Apprentice</i>	Dukas



November 20, 2018

**Wickenburg Childrens' Cultural Organization Concert
(a chamber orchestra concert for the elementary school students in
Wickenburg School District)**

<i>Hungarian Dance No. 5</i>	Brahms arr. Bauernschmidt
Two Pieces from <i>Peer Gynt Suite</i> , Op. 46 "Anitras Dance" "In the Hall of the Mountain King"	Grieg arr. Pfortner
Three Dances from <i>Boutique Fantastique (Magic Toyshop)</i> Tarantella Can-Can Cossack Dance	Rossini orch. Respighi
<i>Ancient Airs and Dances, Suite No. 1</i> "Balletto"	Respighi arr. Brubaker
<i>A Midsummer's Night Dream</i> "Dance of the Clowns"	Mendelssohn arr. Mayes
<i>The Firebird</i> "Berceuse" "Finale"	Stravinsky arr. Bullock



December 1, Cactus Shadows H.S. December 8, Outlets at Anthem

“Sounds of the Season” – Youth concert

North Valley Symphonettes

<i>Chimes and Bells</i>	arr. Baker Monday
<i>The Russian Music Box</i>	Newbold
<i>Song of Peace (Lo Yisa Goy)</i>	arr. Baker Monday
<i>Saint Nick’s Canon on the Housetop</i>	arr. Gruselle

North Valley Youth Strings

Sinfonia in D Major	J.C. Bach, arr. Dackow
Farandole	Bizet, arr. Isaac
Swamp Thang	Meyer
Trepak	Tchaikovsky, arr. Gruselle
Carol Of The Bells	arr. Michael Hopkins

North Valley Youth Orchestra

<i>Fantasia On Greensleeves</i>	Vaughan Williams
<i>Symphony No. 104 in D Major</i> First Movement	Haydn, arr. McCashin
A Solitary Wish	Balmages
“Mother Ginger” from <i>Nutcracker</i>	Tchaikovsky arr. Dackow



December 15, 2018

“Winter Wonderland”

<i>“Mother Ginger”</i> from <i>Nutcracker</i> (NVYO)	Tchaikovsky arr. Dackow
<i>Der Schneemann Overture (The Snowman)</i>	Korngold
<i>“The Snow is Dancing”</i> from <i>Children's Corner</i>	Debussy arr. Caplet
<i>Winter Bonfire Suite, Op 122</i> with the Liberty Elementary Chorus	Prokofiev
<i>Winter Wonderland</i>	arr. Custer
<i>“Waltz of the Snowflakes”</i> from <i>The Nutcracker</i> with the Liberty Elementary Chorus	Tchaikovsky
<i>In the Bleak Midwinter</i>	Holst arr. Smith/McCashin
<i>Snow Maiden Suite</i>	Rimsky Korsakov
<i>The Polar Express</i>	Silvestri

The Liberty Elementary Chorus sang the following pieces during Intermission:

<i>Cantar</i>	Althouse
<i>Zum Gali Gali</i>	Israeli Folk Song, arr. Gilpin



March 9, 2019

“Spring is in the Air”

Violin Concerto, Op. 3, No. 6 (NVYO)

- I. Allegro
- II. Largo
- III. Presto

Vivaldi

Summerford Youth Concerto Winner
Haley McKeown, violin

On Hearing the First Cuckoo In Spring

Delius

Midsummer Night's Dream Overture Op 21

Mendelssohn

Symphony #6 "Pastorale"

Beethoven

- I. Awakening of Happy Feelings upon Arriving in the Country
- II. Scene by the Brook
- III. A Merry Gathering of Country Folk
- IV. The Thunderstorm
- V. Shepherds Song and Happy and Grateful Feelings after the Storm



April 13, 2019

Spring Strings Festival

**A one day workshop for NVSO and Community Youth musicians to collaborate
and perform side-by-side with NVSO adult musicians.**

Beginning Ensemble

Crossing Pirates' Cove

Baker Monday

Intermediate Ensemble

"Dance of the Tumblers" from The Snow Maiden

Rimsky-Korsakov, arr.
Dackow

Advanced Ensemble

Hungarian Dance # 4

Brahms, arr. Isaac

Combined Ensemble

Concerto Grosso

Vaughn Williams

May 4, 2019

NVSO Year-end Youth Ensembles Concert

North Valley Symphonettes

<i>Medley from the Masters:</i> <i>Themes from Beethoven, Brahms and Verdi</i>	McCashin
<i>French Dance: Jouissance vous donnerai</i>	arr. by Baker Monday
<i>Korobushka: A Traditional Russian Folk Song</i>	arr. by Story
<i>Ceilidh Dances:</i> <i>The Lights of Lochindal</i> <i>The Reel of Tullochgorum</i> <i>The Barren Rocks of Aden</i>	arr. Phillips
<i>Yee-Haw! A Country Dance</i>	Woolstenhulme

North Valley Youth Strings

<i>Marriage of Figaro Overture</i>	Mozart, arr. Hoffman
<i>Sinfonia, K. 35</i>	Mozart, arr. Dackow
<i>Russian Folk Dance</i>	Traditional, arr. Weber
<i>Bohemian Rhapsody</i>	Mercury, arr. Berry

North Valley Youth Orchestra

<i>Violin Concerto, Op. 3, No. 6 (NVYO)</i> I. Allegro II. Largo III. Presto	Vivaldi Summerford Youth Concerto Winner Haley McKeown, violin
<i>Capriol Suite</i> <i>Lavender Waltz #2</i> <i>Bailes para Orquesta</i>	Warlock Shostakovich Meyer



May 11, 2019

“Summer Salute” – a tribute to veterans, military, and first responders

<i>The Star Spangled Banner (NVYO)</i>	Smith
<i>Ashokan Farewell (NVYO)</i>	Ungar arr. Custer
<i>Washington Post March</i>	Sousa
<i>1812 Overture</i>	Tchaikovsky
<i>America the Beautiful - Concert Setting</i>	arr. Ward
<i>Armed Forces Salute</i>	arr. Lowden
<i>Summon the Heroes</i>	Williams arr. Custer
<i>American Salute</i>	Gould
<i>Rodeo: Four Dance Episodes</i>	Copland
"Buckaroo Holiday"	
"Corral Nocturne"	
"Saturday Night Waltz"	
"Hoe-Down"	
<i>Stars & Stripes Forever March</i>	Sousa

NVSO Financial Report 2018-19 Season

NVSO continues to operate without debt. The Board continually looks for new revenue streams including targeted donation asks such as the Youth T-shirt campaign, restaurant fundraisers, and exploring new grant opportunities.

The Board was able to raise the compensation for the ensemble directors due, in part, to the increased revenue from youth tuition.

Our largest expenses continue to be rehearsal and concert venue rental and the purchase or rental of music including performance rights.

The 2019-20 season will see a significant increase in expenses due to the addition of a part-time employee and the Tate Composer-In-Residence program in May. All members have a role to play in helping generate income, including promoting ticket sales, participating in fundraisers, encouraging attendance at the gala, donating silent auction items, and soliciting sponsors and advertisers.

Year End Summary:

Total Revenue:	\$109,758.72
Total Expenses:	\$85,515.78
Net Income:	\$24,132.94

North Valley Symphony Orchestra

BUDGET VS. ACTUALS: FY_2018_2019 (COPY) - FY19 P&L

July 2018 - June 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
Concert Attire Purchase	438.00	500.00	-62.00	87.60 %
Direct Public Support				
Board Donations	3,050.00	3,000.00	50.00	101.67 %
Concert Sponsor	5,000.00	4,000.00	1,000.00	125.00 %
Corporate Donations	10,586.00	4,000.00	6,586.00	264.65 %
Donations	10,877.16	16,500.00	-5,622.84	65.92 %
Fundraising	464.80		464.80	
Corporate Fundraising	1,402.05	600.00	802.05	233.68 %
Raffle	2,543.00	1,250.00	1,293.00	203.44 %
Total Fundraising	4,409.85	1,850.00	2,559.85	238.37 %
Gala Fundraising				
Gala Silent Auction	7,032.00	7,500.00	-468.00	93.76 %
Gala Sponsor	925.00	775.00	150.00	119.35 %
Gala Tickets	6,623.25	7,500.00	-876.75	88.31 %
Total Gala Fundraising	14,580.25	15,775.00	-1,194.75	92.43 %
In Kind Donations	4,430.62	6,000.00	-1,569.38	73.84 %
LEMM Contributions		600.00	-600.00	
Outreach	3,875.00	1,600.00	2,275.00	242.19 %
Repertoire Sponsor	2,432.00	1,400.00	1,032.00	173.71 %
Season Sponsor		2,500.00	-2,500.00	
Total Direct Public Support	59,240.88	57,225.00	2,015.88	103.52 %
Government Grants				
Local Grants				
Local Grants	7,000.00	7,000.00	0.00	100.00 %
State Grants				
State Grants	5,500.00	5,000.00	500.00	110.00 %
Total Government Grants	12,500.00	12,000.00	500.00	104.17 %
Grants - Public				
Corporate & Business Grants				
Corporate & Business Grants		1,000.00	-1,000.00	
Foundation & Trust Grants				
Foundation & Trust Grants	750.00	1,000.00	-250.00	75.00 %
Total Grants - Public	750.00	2,000.00	-1,250.00	37.50 %
Investment Income				
Interest	9.84		9.84	
Total Investment Income	9.84		9.84	
Membership Income				
Guild Membership (deleted)	250.00		250.00	
Spring Strings	110.00	100.00	10.00	110.00 %
Stand Fees	2,820.00	2,800.00	20.00	100.71 %
Tuition	16,480.00	14,000.00	2,480.00	117.71 %
Total Membership Income	19,660.00	16,900.00	2,760.00	116.33 %
Program Income				
Advertising	2,855.00	3,215.00	-360.00	88.80 %
Concession Sales	512.00	400.00	112.00	128.00 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Musician 6 Pack	3,510.00	4,800.00	-1,290.00	73.13 %
Season Ticket Sales	2,415.00	1,500.00	915.00	161.00 %
Ticket Sales	6,993.00	8,000.00	-1,007.00	87.41 %
Total Program Income	16,285.00	17,915.00	-1,630.00	90.90 %
Technique Books	875.00	500.00	375.00	175.00 %
Total Revenue	\$109,758.72	\$107,040.00	\$2,718.72	102.54 %
GROSS PROFIT	\$109,758.72	\$107,040.00	\$2,718.72	102.54 %
Expenditures				
Artistic Expenses				
Artistic Expenses - Adult				
Music Purchase - Adult	1,988.80	1,900.00	88.80	104.67 %
Music Rental - Adult	1,631.20	1,465.00	166.20	111.34 %
Music Supplies/Copying - Adult	21.76	1,000.00	-978.24	2.18 %
Musicians - Contractors	4,160.00	1,300.00	2,860.00	320.00 %
Total Artistic Expenses - Adult	7,801.76	5,665.00	2,136.76	137.72 %
Artistic Expenses - Youth				
Music Copying - Youth	140.79	240.00	-99.21	58.66 %
Music Purchase - Youth	1,107.47	1,200.00	-92.53	92.29 %
Technique Books	908.24	625.00	283.24	145.32 %
Total Artistic Expenses - Youth	2,156.50	2,065.00	91.50	104.43 %
Concert Attire	1,518.71	1,600.00	-81.29	94.92 %
Total Artistic Expenses	11,476.97	9,330.00	2,146.97	123.01 %
Business Expenses				
Business Registration Fees	10.00	10.00	0.00	100.00 %
Total Business Expenses	10.00	10.00	0.00	100.00 %
Contract Services				
Accounting	875.00	1,000.00	-125.00	87.50 %
CD Recording	960.00	960.00	0.00	100.00 %
Competition Judges	260.00	300.00	-40.00	86.67 %
Consultant		1,000.00	-1,000.00	
Graphic Design	2,600.00	4,500.00	-1,900.00	57.78 %
Legal		1,000.00	-1,000.00	
Logistics	450.00	600.00	-150.00	75.00 %
Non-Musician Entertainers	675.00	800.00	-125.00	84.38 %
Photography	379.00	1,000.00	-621.00	37.90 %
Total Contract Services	6,199.00	11,160.00	-4,961.00	55.55 %
Development				
Donor Recognition (deleted)	624.73		624.73	
Donor Recruitment (deleted)	50.00		50.00	
Donor Relationship		1,500.00	-1,500.00	
Gala Expenses	226.63		226.63	
Decorations & Programs	1,049.02	400.00	649.02	262.26 %
Gala Marketing	101.19	80.00	21.19	126.49 %
Photography	250.00	400.00	-150.00	62.50 %
Venue	6,085.49	9,000.00	-2,914.51	67.62 %
Total Gala Expenses	7,712.33	9,880.00	-2,167.67	78.06 %
Raffle Expense	305.45	400.00	-94.55	76.36 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Development	8,692.51	11,780.00	-3,087.49	73.79 %
Facilities & Equipment				
Donated Facilities		500.00	-500.00	
Equipment				
Equipment Maintenance		300.00	-300.00	
Equipment Purchase	735.97	1,000.00	-264.03	73.60 %
Equipment Rental	280.12	1,000.00	-719.88	28.01 %
Total Equipment	1,016.09	2,300.00	-1,283.91	44.18 %
Facilities - Adult				
Rent for Concerts - Adult	13,489.75	15,000.00	-1,510.25	89.93 %
Rent for Rehearsals - Adult	2,873.00	3,500.00	-627.00	82.09 %
Total Facilities - Adult	16,362.75	18,500.00	-2,137.25	88.45 %
Facilities - Youth				
Rent for Concerts - Youth	4,655.50	3,000.00	1,655.50	155.18 %
Rent for Rehearsals - Youth	4,343.00	4,500.00	-157.00	96.51 %
Total Facilities - Youth	8,998.50	7,500.00	1,498.50	119.98 %
Rent for Auditions	50.00	1,000.00	-950.00	5.00 %
Storage Facility	1,930.78	2,100.00	-169.22	91.94 %
Venue Donation	100.00		100.00	
Total Facilities & Equipment	28,458.12	31,900.00	-3,441.88	89.21 %
Insurance				
Liability & Property Insurance	2,484.00	1,607.00	877.00	154.57 %
Total Insurance	2,484.00	1,607.00	877.00	154.57 %
LEMM Disbursement		600.00	-600.00	
Marketing				
Advertising	2,338.99	2,700.00	-361.01	86.63 %
Donations	30.00		30.00	
Total Advertising	2,368.99	2,700.00	-331.01	87.74 %
Concert Ticket Printing	354.67	625.00	-270.33	56.75 %
Education		160.00	-160.00	
Printing	1,324.09	1,200.00	124.09	110.34 %
Program Printing - Adult	2,533.45	2,500.00	33.45	101.34 %
Program Printing - Youth	367.49	300.00	67.49	122.50 %
Signage	1,133.43	1,000.00	133.43	113.34 %
Total Marketing	8,082.12	8,485.00	-402.88	95.25 %
Meals & Entertainment				
Chamber of Commerced Luncheon	516.02	1,200.00	-683.98	43.00 %
Meeting Meals	340.96	200.00	140.96	170.48 %
Member Party	86.06	200.00	-113.94	43.03 %
Total Meals & Entertainment	943.04	1,600.00	-656.96	58.94 %
Operations				
Bank Fees				
Flipcause Credit Card Fees	307.20	300.00	7.20	102.40 %
Total Bank Fees	307.20	300.00	7.20	102.40 %
Computer Supplies		150.00	-150.00	
Concession Expense	19.00	100.00	-81.00	19.00 %
Decorations	299.99	400.00	-100.01	75.00 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Fingerprinting	90.64	300.00	-209.36	30.21 %
Music Licensing	239.00	1,000.00	-761.00	23.90 %
Office Supplies	495.99	300.00	195.99	165.33 %
PO Box	80.00	100.00	-20.00	80.00 %
Postage Fees	200.77	400.00	-199.23	50.19 %
Printing & Copying	30.40	200.00	-169.60	15.20 %
Professional Membership	1,439.00	1,800.00	-361.00	79.94 %
Software	156.10	400.00	-243.90	39.03 %
Telephone	284.88	300.00	-15.12	94.96 %
Ticket Management System	1,200.00	1,300.00	-100.00	92.31 %
Website	192.00	200.00	-8.00	96.00 %
Total Operations	5,034.97	7,250.00	-2,215.03	69.45 %
Payroll Expenses	0.00		0.00	
FICA	47.12		47.12	
Taxes	45.98		45.98	
Wages	1,217.00		1,217.00	
Total Payroll Expenses	1,310.10		1,310.10	
Recognition				
Awards to Individuals	43.44	400.00	-356.56	10.86 %
Gifts	118.11	200.00	-81.89	59.06 %
Total Recognition	161.55	600.00	-438.45	26.93 %
Salaries	0.00		0.00	
Music Director	3,600.00	3,600.00	0.00	100.00 %
Symphonettes	1,800.00	1,800.00	0.00	100.00 %
Youth Orchestra	1,800.00	1,800.00	0.00	100.00 %
Youth Strings	1,800.00	1,800.00	0.00	100.00 %
Total Salaries	9,000.00	9,000.00	0.00	100.00 %
Travel & Meetings				
Conference, Convention, Meeting	2,887.99	1,200.00	1,687.99	240.67 %
Travel	600.86	750.00	-149.14	80.11 %
Travel Meals	174.55	250.00	-75.45	69.82 %
Total Travel & Meetings	3,663.40	2,200.00	1,463.40	166.52 %
Total Expenditures	\$85,515.78	\$95,522.00	\$ -10,006.22	89.52 %
NET OPERATING REVENUE	\$24,242.94	\$11,518.00	\$12,724.94	210.48 %
Other Expenditures				
Suspense	110.00		110.00	
Total Other Expenditures	\$110.00	\$0.00	\$110.00	0.00%
NET OTHER REVENUE	\$ -110.00	\$0.00	\$ -110.00	0.00%
NET REVENUE	\$24,132.94	\$11,518.00	\$12,614.94	209.52 %