

Orchestras Canada COMPARATIVE REPORT: 2018 - 19 Season

SUMMARY - by BUDGET SIZE

Page 1 Orchestras with:

	Budgets over \$5 million (13 orchestras)		Budgets between \$1 million and \$5 million (17 orchestras)		Budgets between \$500,000 and \$1 million (12 orchestras)	
	(Totals)	Average	(Totals)	Average	(Totals)	Average
		of %s		of %s		of %s
REVENUE						
Box office income	51 337 565		6 015 810		2 025 895	
Other earned income	15 586 500		3 260 703		461 481	
Total Earned Income	66 924 065		9 276 513		2 487 376	
% of Total Revenue	38,1%	37,9%	33,6%	33,8%	27,7%	28,7%
Individual donations	24 293 594		5 517 708		782 023	
Sponsors/Corporate/Foundations	24 446 077		4 023 247		1 642 565	
Special events/Funding projects	4 725 265		1 742 345		844 440	
Total Donated Income	53 464 936		11 283 300		3 269 028	
% of Total Revenue	30,4%	32,0%	40,8%	40,0%	36,4%	36,1%
Canada Council - operating	11 575 068		1 776 111		387 427	
Provincial - operating	20 208 222		2 719 370		1 390 429	
Municipal/Regional - operating	8 108 951		1 816 995		1 006 910	
Project & other/special funding	15 421 231		776 348		433 498	
Total Governmental Support	55 313 472		7 088 824		3 218 264	
% of Total Revenue	31,5%	30,1%	25,6%	26,2%	35,9%	35,2%
GRAND TOTAL REVENUE	175 702 473		27 648 637		8 974 668	
EXPENSES						
Orchestra	69 274 858		8 536 539		3 000 799	
Conductors (incl. MD) / Soloists	23 543 510		3 140 135		1 139 639	
Other Artistic Expenses	8 988 978		1 540 113		498 801	
Total ARTISTIC Expenses	101 807 346		13 216 787		4 639 239	
% of Total Expenses	58,7%	57,7%	50,0%	51,5%	51,6%	51,1%
Production/Orchestra operations	24 420 661		3 852 624		1 106 947	
Fundraising and Development	9 917 779		1 359 480		435 091	
Marketing	16 057 175		2 297 851		951 747	
Box office	3 028 120		438 778		17 468	
Administration	18 219 011		5 243 148		1 842 632	
Total NON-Artistic Expenses	71 642 746		13 191 881		4 353 885	
% of Total Expenses	41,3%	42,3%	50,0%	48,5%	48,4%	48,9%
GRAND TOTAL EXPENSES	173 450 092		26 408 668		8 993 124	
SEASON SURPLUS (DEFICIT)	2 252 381	1.3% of	1 239 969	4.7% of	(18 456)	0.2% of
...as a % of total expenses		expenses		expenses		expenses

	Budgets over \$5 million (13 orchestras)		Budgets between \$1 million and \$5 million (17 orchestras)		Budgets between \$500,000 and \$1 million (12 orchestras)	
	(Totals)		(Totals)		(Totals)	
NET ASSETS						
Opening Net Assets	(4 572 379)		(318 542)		599 838	
Season Surplus (Deficit)	2 252 382		1 239 969		(18 456)	
Net additional/special activity	185 234		(42 782)		(84 905)	
NET ASSETS at Season End	(2 134 763)	- 1.2% of	878 645	3.3% of	496 477	5.5% of
...as a % of total expenses		expenses		expenses		expenses
Externally controlled endowment funds						
Present (total) balance is:	253 190 760		17 452 456		8 778 188	
Contribution to 2018-19 operations	11 796 324		592 203		308 020	
PERFORMANCES / AUDIENCES						
(Orchestra concerts only)						
Regular performances (total)	852		265		135	
Regular concert audience (total)	1 099 469		196 646		106 270	
Other/special performances (total)	391		76		15	
Other/special audience (total)	572 200		64 846		11 789	
Tour/runout performances (total)	89		60		13	
Tour/runout audience (total)	153 514		21 066		6 626	
School/other performances (total)	243		157		27	
School/other audience (total)	237 788		42 527		14 112	
TOTAL Orchestra performances	1 575		558		190	
TOTAL Orchestra audience	2 062 971		325 085		138 797	
		Cost per		Cost per		Cost per
(Chamber/ensemble activity)		audience		audience		audience
Total chamber/ensemble perfs.	146	contact:	192	contact:	52	contact:
Total chamber/ensemble aud.	19 552	(total	25 553	(total	5 035	(total
Total chamber perf. for schools	334	expenses	251	expenses	110	expenses
Total chamber aud. for schools	47 661	divided by	29 371	divided by	14 165	divided by
		total		total		total
GRAND TOTAL - Performances	2 055	audience)	1 001	audience)	352	audience)
GRAND TOTAL - Audience	2 130 184	\$ 81,42	380 009	\$ 69,49	157 997	\$ 56,92

Orchestras Canada COMPARATIVE REPORT: 2018 - 19 Season

SUMMARY - by BUDGET SIZE

Page 2 **Orchestras with:**

	Budgets between \$200,000 and \$500,000 (15 orchestras)		Budgets under \$200,000 (14 orchestras)		ALL ORCHESTRAS (71 orchestras)	
	(Totals)	Average of %s	(Totals)	Average of %s	(Grand totals)	Average of %s
REVENUE						
Box office income	1 205 898		543 353		61 128 521	
Other earned income	411 386		97 575		19 817 645	
Total Earned Income	1 617 284		640 928		80 946 166	
% of Total Revenue	36,9%	38,0%	39,4%	39,9%	37,1%	35,8%
Individual donations	512 052		245 033		31 350 410	
Sponsors/Corporate/Foundations	654 703		142 370		30 908 962	
Special events/Funding projects	789 690		392 652		8 494 392	
Total Donated Income	1 956 445		780 055		70 753 764	
% of Total Revenue	44,6%	44,6%	48,0%	46,9%	32,4%	40,2%
Canada Council - operating	139 106		-		13 877 712	
Provincial - operating	329 361		38 936		24 686 318	
Municipal/Regional - operating	269 640		124 951		11 327 447	
Project & other/special funding	70 593		40 008		16 741 678	
Total Governmental Support	808 700		203 895		66 633 155	
% of Total Revenue	28,5%	17,4%	12,5%	13,2%	30,5%	24,0%
GRAND TOTAL REVENUE	4 382 429		1 624 878		218 333 085	
EXPENSES						
Orchestra	1 086 771		382 227		82 281 194	
Conductors (incl. MD) / Soloists	710 368		291 044		28 824 696	
Other Artistic Expenses	501 860		61 867		11 591 619	
Total ARTISTIC Expenses	2 298 999		735 138		122 697 509	
% of Total Expenses	50,9%	51,0%	45,9%	48,2%	57,1%	51,8%
Production/Orchestra operations	602 314		381 539		30 364 085	
Fundraising and Development	185 667		40 228		11 938 245	
Marketing	341 820		124 009		19 772 602	
Box office	18 032		2 211		3 504 609	
Administration	1 070 420		318 763		26 693 974	
Total NON-Artistic Expenses	2 218 253		866 750		92 273 515	
% of Total Expenses	49,1%	49,0%	54,1%	51,8%	42,9%	48,2%
GRAND TOTAL EXPENSES	4 517 252		1 601 888		214 971 024	
SEASON SURPLUS (DEFICIT)	(134 823)	-3.0% of	22 990	1.4% of	3 362 061	1.6% of
...as a % of total expenses		expenses		expenses		expenses

OC 2018/19 Comparative Report

Summary by Budget Size -

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	Budgets between \$200,000 and \$500,000 (15 orchestras)		Budgets under \$200,000 (14 orchestras)		ALL ORCHESTRAS (71 orchestras)	
	(Totals)		(Totals)		(Grand totals)	
NET ASSETS						
Opening Net Assets	1 136 109		752 747		(2 402 227)	
Season Surplus (<i>Deficit</i>)	(134 823)		22 990		3 362 061	
Net additional/special activity	7 436		10 500		75 483	
NET ASSETS at Season End	1 008 722	22.3% of	786 237	49.1% of	1 035 317	0.5% of
...as a % of total expenses		expenses		expenses		expenses
Externally controlled endowment funds						
Present (total) balance is:	1 124 826		214 555		280 760 785	
Contribution to 2018-19 operations	32 993		8 159		12 737 699	
PERFORMANCES / AUDIENCES						
(Orchestra concerts only)						
<i>Regular</i> performances (total)	95		73		1 420	
<i>Regular</i> concert audience (total)	40 551		27 703		1 470 639	
<i>Other/special</i> performances(total)	16		16		514	
<i>Other/special</i> audience (total)	8 103		3 751		660 689	
<i>Tour/runout</i> performances (total)	3		-		165	
<i>Tour/runout</i> audience (total)	1 293		-		182 499	
<i>School/other</i> performances (total)	54		4		485	
<i>School/other</i> audience (total)	10 653		692		305 772	
TOTAL Orchestra performances	168		93		2 584	
TOTAL Orchestra audience	60 600		32 146		2 619 599	
		Cost per		Cost per		Cost per
(Chamber/ensemble activity)		audience		audience		audience
Total <i>chamber/ensemble</i> perf.	63	contact:	8	contact:	461	contact:
Total <i>chamber/ensemble</i> aud.	5 213	(total	458	(total	55 811	(total
Total <i>chamber</i> perf. for schools	58	expenses	-	expenses	753	expenses
Total <i>chamber</i> aud. for schools	12 137	divided by	-	divided by	103 334	divided by
		total		total		total
GRAND TOTAL - Performances	289	audience)	101	audience)	3 798	audience)
GRAND TOTAL - Audience	77 950	\$ 57,95	32 604	\$ 49,13	2 778 744	\$ 77,36