

**Orchestras Canada COMPARATIVE REPORT: 2018 - 19 Season**

**SUMMARY - by REGIONS**

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	ATLANTIC		QUÉBEC		ONTARIO		MID WEST	
	CANADA	(4 orchs.)		(14 orchs.)		(37 orchs.)		(9 orchs.)
	(totals)		(totals)		(totals)		(totals)	
<b>REVENUE</b>								
Box office income	2 338 011	<b>Average</b>	16 407 815	<b>Average</b>	21 114 525	<b>Average</b>	13 170 886	<b>Average</b>
Other earned income	204 154	<b>of %s</b>	9 057 258	<b>of %s</b>	5 085 915	<b>of %s</b>	3 147 744	<b>of %s</b>
<b>Total Earned Income</b>	<b>2 542 165</b>		<b>25 465 073</b>		<b>26 200 440</b>		<b>16 318 630</b>	
% of Total Revenue	33,8%	27,0%	39,5%	32,4%	34,3%	38,3%	38,6%	35,1%
Individual donations	824 510		5 223 042		14 848 350		6 732 596	
Sponsors/Corporate/Foundations	1 635 652		7 490 935		9 546 345		8 353 713	
Special events/Funding projects	671 822		1 777 541		2 626 154		1 196 384	
<b>Total Donated Income</b>	<b>3 131 984</b>		<b>14 491 518</b>		<b>27 020 849</b>		<b>16 282 693</b>	
% of Total Revenue	41,7%	49,0%	22,5%	28,8%	35,4%	42,9%	38,5%	40,2%
Canada Council - operating	981 987		3 374 903		3 849 236		3 303 743	
Provincial - operating	725 500		14 730 390		3 970 673		3 388 511	
Municipal/Regional - operating	77 400		2 407 973		3 459 546		2 431 050	
Project & other/special funding	60 608		3 979 416		11 919 063		517 520	
<b>Total Governmental Support</b>	<b>1 845 495</b>		<b>24 492 682</b>		<b>23 198 518</b>		<b>9 640 824</b>	
% of Total Revenue	24,5%	24,0%	38,0%	38,7%	30,4%	18,7%	22,8%	24,7%
<b>GRAND TOTAL REVENUE</b>	<b>7 519 644</b>		<b>64 449 273</b>		<b>76 419 807</b>		<b>42 242 147</b>	
<b>EXPENSES</b>								
Orchestra	2 745 593		24 144 185		28 641 084		16 796 352	
Conductors (incl. MD) / Soloists	822 413		9 165 811		10 179 931		5 255 073	
Other Artistic Expenses	592 427		2 798 760		3 025 731		3 482 233	
<b>Total ARTISTIC Expenses</b>	<b>4 160 433</b>		<b>36 108 756</b>		<b>41 846 746</b>		<b>25 533 658</b>	
% of Total Expenses	57,2%	56,1%	56,4%	53,4%	56,3%	50,7%	61,2%	50,0%
Production/Orchestra operations	1 210 144		8 264 094		11 015 518		5 242 366	
Fundraising and Development	294 526		3 348 502		3 808 611		2 703 276	
Marketing	583 322		6 396 997		7 096 612		3 265 472	
Box office	-		1 523 505		641 115		988 664	
Administration	1 028 122		8 421 020		9 917 520		3 956 447	
<b>Total NON-Artistic Expenses</b>	<b>3 116 114</b>		<b>27 954 118</b>		<b>32 479 376</b>		<b>16 156 225</b>	
% of Total Expenses	43,7%	49,3%	43,6%	46,6%	43,7%	49,3%	38,8%	50,0%
<b>GRAND TOTAL EXPENSES</b>	<b>7 276 547</b>		<b>64 062 874</b>		<b>74 326 122</b>		<b>41 689 883</b>	
<b>SEASON SURPLUS (DEFICIT)</b>	<b>243 097</b>	<b>3.3% of</b>	<b>386 399</b>	<b>0.6% of</b>	<b>2 093 685</b>	<b>2.8% of</b>	<b>552 264</b>	<b>1.3% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>

**OC 18/19 Comparative Report**

**Summary by Regions**

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**Statement of NET ASSETS**

	ATLANTIC		QUÉBEC		ONTARIO		MID WEST	
	CANADA	(4 orchs.)		(14 orchs.)		(37 orchs.)		(9 orchs.)
	(totals)		(totals)		(totals)		(totals)	
Net Assets: beginning of Year	163 827		28 472		(2 028 244)		(28 212)	
Season Surplus (Deficit)	<b>243 097</b>		<b>386 399</b>		<b>2 093 686</b>		<b>552 264</b>	
Net additional/special activity	-		(84 905)		(57 439)		255 000	
<b>NET ASSETS at end of Year</b>	<b>406 924</b>	<b>5.6% of</b>	<b>329 966</b>	<b>0.5% of</b>	<b>8 003</b>	<b>0.01% of</b>	<b>779 052</b>	<b>1.9% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>

**Externally controlled endowment funds**

Present (total) balance is:	23 335 886		91 626 857		58 791 075		56 342 524	
Contribution to 2018-19 operations:	871 958		3 686 683		2 659 753		3 714 404	

**PERFORMANCES / AUDIENCES**

**(Orchestra concerts only)**

<b>Regular</b> performances (total)	96		272		551		285	
<b>Regular</b> concert audience (total)	68 554		348 237		521 152		350 642	
<b>Other/special</b> performances (total)	28		134		153		109	
<b>Other/special</b> audience (total)	14 495		167 007		171 530		146 411	
<b>Tour/runout</b> performances (total)	10		44		64		22	
<b>Tour/runout</b> audience (total)	5 225		105 450		41 278		11 731	
<b>School/other</b> performances (total)	40		55		222		117	
<b>School/other</b> audience (total)	8 885		46 198		86 255		81 466	
<b>TOTAL Orchestra</b> performances	<b>174</b>		<b>505</b>		<b>990</b>		<b>533</b>	
<b>TOTAL Orchestra</b> audience	<b>97 159</b>		<b>666 892</b>		<b>820 215</b>		<b>590 250</b>	

**(Chamber/ensemble activity)**

		Cost per audience		Cost per audience		Cost per audience		Cost per audience
Total <b>chamber/ensemble</b> perf.	76	<b>contact:</b>	91	<b>contact:</b>	153	<b>contact:</b>	116	<b>contact:</b>
Total <b>chamber/ensemble</b> aud.	6 031	(total expenses	18 611	(total expenses	14 216	(total expenses	14 002	(total expenses
Total <b>chamber</b> perf. for schools	94	divided by	238	divided by	223	divided by	164	divided by
Total <b>chamber</b> aud. for schools	8 019	total audience)	28 223	total audience)	27 807	total audience)	33 085	total audience)
<b>GRAND TOTAL - Performances</b>	<b>344</b>		<b>834</b>		<b>1 366</b>		<b>813</b>	
<b>GRAND TOTAL - Audience</b>	<b>111 209</b>	<b>\$ 65,43</b>	<b>713 726</b>	<b>\$ 89,75</b>	<b>862 238</b>	<b>\$ 86,20</b>	<b>637 337</b>	<b>\$ 65,41</b>

## SUMMARY - by REGIONS

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	BRITISH COLUMBIA (7 orchs.)		NATIONAL (71 orchs.)	
	(totals)	Average of %s	TOTALS	Average of %s
<b>REVENUE</b>				
Box office income	8 097 284		61 128 521	
Other earned income	2 322 574		19 817 645	
<b>Total Earned Income</b>	<b>10 419 858</b>		<b>80 946 166</b>	-
% of Total Revenue	37,6%	34,8%	37,1%	35,8%
Individual donations	3 721 912		31 350 410	
Sponsors/Corporate/Foundations	3 882 317		30 908 962	
Special events/Funding projects	2 222 491		8 494 392	
<b>Total Donated Income</b>	<b>9 826 720</b>		<b>70 753 764</b>	
% of Total Revenue	35,5%	43,7%	32,4%	40,2%
Canada Council - operating	2 367 843		13 877 712	
Provincial - operating	1 871 244		24 686 318	
Municipal/Regional - operating	2 951 478		11 327 447	
Project & other/special funding	265 071		16 741 678	
<b>Total Governmental Support</b>	<b>7 455 636</b>		<b>66 633 155</b>	
% of Total Revenue	26,9%	21,4%	30,5%	24,0%
<b>GRAND TOTAL REVENUE</b>	<b>27 702 214</b>		<b>218 333 085</b>	
<b>EXPENSES</b>				
Orchestra	9 953 980		82 281 194	
Conductors (incl. MD) / Soloists	3 401 468		28 824 696	
Other Artistic Expenses	1 692 468		11 591 619	
<b>Total ARTISTIC Expenses</b>	<b>15 047 916</b>		<b>122 697 509</b>	
% of Total Expenses	54,5%	54,3%	57,1%	51,8%
Production/Orchestra operations	4 631 963		30 364 085	
Fundraising and Development	1 783 330		11 938 245	
Marketing	2 430 199		19 772 602	
Box office	351 325		3 504 609	
Administration	3 370 865		26 693 974	
<b>Total NON-Artistic Expenses</b>	<b>12 567 682</b>		<b>92 273 515</b>	
% of Total Expenses	45,5%	45,7%	42,9%	48,2%
<b>GRAND TOTAL EXPENSES</b>	<b>27 615 598</b>		<b>214 971 024</b>	
<b>SEASON SURPLUS (DEFICIT)</b>	<b>86 616</b>	<b>0.3% of</b>	<b>3 362 061</b>	<b>1.6% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>

**Statement of NET ASSETS**

	<b>BRITISH</b>		<b>NATIONAL</b>	
	<b>COLUMBIA</b>	(7 orchs.)	<b>TOTALS</b>	(71 orchs.)
	<b>(totals)</b>			
Net Assets: beginning of Year	(538 070)		(2 402 227)	
<b>Season Surplus (Deficit)</b>	<b>86 616</b>		3 362 061	
Net additional/special activity	(37 173)		75 483	
<b>NET ASSETS at end of Year</b>	<b>(488 627)</b>	<b>-1.8% of</b>	<b>1 035 317</b>	<b>0.5% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>

**Externally controlled  
 endowment funds**

Present (total) balance is:	50 664 713		280 760 785	
Contribution to 2018-19 operations:	1 804 901		12 737 699	

**PERFORMANCES / AUDIENCES**

**(Orchestra concerts only)**

<b>Regular</b> performances (total)	216		1 420	
<b>Regular</b> concert audience (total)	182 054		1 470 639	
<b>Other/special</b> performances (total)	90		514	
<b>Other/special</b> audience (total)	161 246		660 689	
<b>Tour/runout</b> performances (total)	25		165	
<b>Tour/runout</b> audience (total)	18 815		182 499	
<b>School/other</b> performances (total)	51		485	
<b>School/other</b> audience (total)	82 968		305 772	
<b>TOTAL Orchestra</b> performances	<b>382</b>		<b>2 584</b>	
<b>TOTAL Orchestra</b> audience	<b>445 083</b>		<b>2 619 599</b>	

**(Chamber/ensemble activity)**

		<b>Cost per</b>		<b>Cost per</b>
		<b>audience</b>		<b>audience</b>
		<b>contact:</b>		<b>contact:</b>
Total <b>chamber/ensemble</b> perf.	25		461	
Total <b>chamber/ensemble</b> aud.	2 951	(total	55 811	(total
Total <b>chamber</b> perf. for <b>schools</b>	34	expenses	753	expenses
Total <b>chamber</b> aud. for <b>schools</b>	6 140	divided by	103 334	divided by
		total		total
<b>GRAND TOTAL - Performances</b>	<b>441</b>	audience)	<b>3 798</b>	audience)
<b>GRAND TOTAL - Audience</b>	<b>454 174</b>	<b>\$ 60,80</b>	<b>2 778 744</b>	<b>\$ 77,36</b>

**Orchestras Canada COMPARATIVE REPORT: 2018 - 19 Season**

**Supplementary information**

**ONTARIO - by REGIONS**

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**REVENUE**

	Northern		Southwestern		Eastern		Toronto	
	Region	(5 orchs.)	Region	(12 orchs.)	Region	(7 orchs.)	Region	(13 orchs.)
	(totals)		(totals)		(totals)		(totals)	
Box office income	651 043	<b>Average</b>	3 508 682	<b>Average</b>	4 363 602	<b>Average</b>	12 591 198	<b>Average</b>
Other earned income	311 871	<b>of %s</b>	1 368 339	<b>of %s</b>	1 244 797	<b>of %s</b>	2 160 908	<b>of %s</b>
<b>Total Earned Income</b>	<b>962 914</b>		<b>4 877 021</b>		<b>5 608 399</b>		<b>14 752 106</b>	
% of Total Revenue	31,8%	49,3%	36,6%	37,3%	26,0%	36,6%	38,3%	35,9%
Individual donations	465 764		3 041 201		383 535		10 957 850	
Sponsors/Corporate/Foundations	319 680		1 928 707		3 285 527		4 012 431	
Special events/Funding projects	466 452		393 539		326 777		1 439 386	
<b>Total Donated Income</b>	<b>1 251 896</b>		<b>5 363 447</b>		<b>3 995 839</b>		<b>16 409 667</b>	
% of Total Revenue	41,3%	35,1%	40,3%	47,7%	18,5%	36,5%	42,6%	45,1%
Canada Council - operating	162 380		771 362		121 280		2 794 214	
Provincial - operating	368 837		858 219		161 236		2 582 381	
Municipal/Regional - operating	284 200		1 155 016		258 645		1 761 685	
Project & other/special funding	1 750		282 385		11 418 357		216 571	
<b>Total Governmental Support</b>	<b>817 167</b>		<b>3 066 982</b>		<b>11 959 518</b>		<b>7 354 851</b>	
% of Total Revenue	27,0%	15,6%	23,0%	15,0%	55,5%	27,0%	19,1%	19,0%
<b>GRAND TOTAL REVENUE</b>	<b>3 031 977</b>		<b>13 307 450</b>		<b>21 563 756</b>		<b>38 516 624</b>	

**EXPENSES**

Orchestra	907 593		4 876 013		9 358 581		13 498 897	
Conductors (incl. MD) / Soloists	311 741		1 335 660		4 482 491		4 050 039	
Other Artistic Expenses	252 382		460 264		1 196 235		1 116 850	
<b>Total ARTISTIC Expenses</b>	<b>1 471 716</b>		<b>6 671 937</b>		<b>15 037 307</b>		<b>18 665 786</b>	
% of Total Expenses	51,4%	53,7%	49,9%	47,5%	69,8%	58,1%	51,1%	48,7%
Production/Orchestra operations	250 542		2 582 783		2 749 099		5 433 094	
Fundraising and Development	179 909		738 520		100 605		2 789 577	
Marketing	282 589		1 261 129		1 146 311		4 406 583	
Box office	81 353		144 912		148 831		266 019	
Administration	598 425		1 981 143		2 372 053		4 965 899	
<b>Total NON-Artistic Expenses</b>	<b>1 392 818</b>		<b>6 708 487</b>		<b>6 516 899</b>		<b>17 861 172</b>	
% of Total Expenses	48,6%	46,3%	50,1%	52,5%	30,2%	41,9%	48,9%	51,3%
<b>GRAND TOTAL EXPENSES</b>	<b>2 864 534</b>		<b>13 380 424</b>		<b>21 554 206</b>		<b>36 526 958</b>	
<b>SEASON SURPLUS (DEFICIT)</b>	<b>167 443</b>	<b>5.8% of</b>	<b>(72 974)</b>	<b>- 0.5% of</b>	<b>9 550</b>	<b>0.04% of</b>	<b>1 989 666</b>	<b>5.4% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>

**Statement of NET ASSETS**

	Northern		Southwestern		Eastern		Toronto	
	Region	(5 orchs.)	Region	(12 orchs.)	Region	(7 orchs.)	Region	(13 orchs.)
	(totals)		(totals)		(totals)		(totals)	
Net Assets: beginning of Year	(134 327)		361 170		473 009		(2 728 096)	
<b>Season Surplus (Deficit)</b>	<b>167 443</b>		<b>(72 974)</b>		<b>9 550</b>		<b>1 989 667</b>	
Net additional/special activity	-		10 750		(9 498)		(58 691)	
<b>NET ASSETS at end of Year</b>	<b>33 116</b>	<b>1.2% of</b>	<b>298 946</b>	<b>2.2% of</b>	<b>473 061</b>	<b>2.2% of</b>	<b>(797 120)</b>	<b>-2.2% of</b>
...as % of total expenses		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>		<b>expenses</b>

**Externally controlled endowment funds**

Present (total) balance is:	280 574		9 132 979		3 178 446		46 199 076	
Contribution to 2018-19 operations:	12 738		473 553		137 742		2 035 720	

**PERFORMANCES / AUDIENCES**

**(Orchestra concerts only)**

<b>Regular</b> performances (total)	39		179		108		225	
<b>Regular</b> concert audience (total)	17 813		122 255		134 773		246 311	
<b>Other/special</b> performances (total)	13		31		45		64	
<b>Other/special</b> audience (total)	7 164		20 433		65 366		78 567	
<b>Tour/runout</b> performances (total)	15		14		11		24	
<b>Tour/runout</b> audience (total)	3 108		2 841		9 501		25 828	
<b>School/other</b> performances (total)	44		104		10		64	
<b>School/other</b> audience (total)	10 327		32 070		5 170		38 688	
<b>TOTAL Orchestra</b> performances	<b>111</b>		<b>328</b>		<b>174</b>		<b>377</b>	
<b>TOTAL Orchestra</b> audience	<b>38 412</b>		<b>177 599</b>		<b>214 810</b>		<b>389 394</b>	

**(Chamber/ensemble activity)**

	Cost per		Cost per		Cost per		Cost per	
	audience		audience		audience		audience	
	contact:		contact:		contact:		contact:	
Total <b>chamber/ensemble</b> perf.	31		80		10		32	
Total <b>chamber/ensemble</b> aud.	1 748	(total	6 584	(total	1 872	(total	4 012	(total
Total <b>chamber</b> perf. for <b>schools</b>	22	expenses	134	expenses	47	expenses	20	expenses
Total <b>chamber</b> aud. for <b>schools</b>	667	divided by	15 784	divided by	6 856	divided by	4 500	divided by
		total		total		total		total
<b>GRAND TOTAL - Performances</b>	<b>164</b>	audience)	<b>542</b>	audience)	<b>231</b>	audience)	<b>429</b>	audience)
<b>GRAND TOTAL - Audience</b>	<b>40 827</b>	<b>\$ 70,16</b>	<b>199 967</b>	<b>\$ 66,91</b>	<b>223 538</b>	<b>\$ 96,42</b>	<b>397 906</b>	<b>\$ 91,80</b>

