

Orchestras Canada COMPARATIVE REPORT: 2019 - 2020
SUMMARIES by BUDGET SIZE - COMPARED to 2018-19 Season

Page 1	Orchestras with...	Budgets: over \$5 million - in 2018-19				Changes	Budgets: \$1M to \$5 million - in 2018-19				Changes
		2018-19	13 orchs.	2019-20	13 orchs.	yr. to yr.	2018-19	18 orchs.	2019-20	18 orchs.	yr. to yr.
REVENUE											
Box office income		51,337,565	Average	33,662,177	Average		6,767,446	Average	4,719,623	Average	
Other earned income		15,586,500	of %s	8,701,594	of %s		3,971,076	of %s	1,963,588	of %s	
Total Earned Income		66,924,065		42,363,771		-36.7%	10,738,522		6,683,211		-37.8%
% of Total Revenue		38.1%	37.9%	28.8%	28.3%		34.2%	34.0%	25.8%	25.2%	
Individual donations		24,293,594		20,733,704			6,062,783		4,729,708		
Sponsors/Corporate/Foundations		24,446,077		19,756,351			4,545,568		3,906,899		
Special events/Funding projects		4,725,265		2,822,344			1,887,551		1,205,874		
Total Donated Income		53,464,936		43,312,399		-19.0%	12,495,902		9,842,481		-21.2%
% of Total Revenue		30.4%	32.0%	29.5%	31.1%		39.7%	39.6%	37.9%	39.0%	
Canada Council - operating		11,575,068		12,158,179			1,874,726		1,951,999		
Provincial - operating		20,208,222		19,685,844			3,216,670		3,229,741		
Municipal/Regional - operating		8,108,951		6,588,685			2,053,825		2,133,673		
Project & other/special funding		15,421,231		22,939,617		48.8%	1,058,848		2,106,510		98.9%
Total Governmental Support		55,313,472		61,372,325		11.0%	8,204,069		9,421,923		14.8%
% of Total Revenue		31.5%	30.1%	41.7%	40.6%		26.1%	26.2%	36.3%	35.8%	
GRAND TOTAL REVENUE		175,702,473		147,048,495		-16.3%	31,438,493		25,947,615		-17.5%
EXPENSES											
Orchestra		69,274,857		63,411,647			9,477,455		7,653,195		
Conductors (incl. MD) / Soloists		23,543,510		15,880,584			3,817,603		2,808,122		
Other Artistic Expenses		8,988,978		7,186,378			2,299,889		1,598,418		
Total ARTISTIC Expenses		101,807,345		86,478,609		-15.1%	15,594,947		12,059,735		-22.7%
% of Total Expenses		58.7%	57.7%	58.7%	57.8%		51.3%	52.0%	47.4%	46.9%	
Production/Orchestra operations		24,420,661		18,706,880			4,365,703		3,409,977		
Fundraising and Development		9,917,779		7,174,525			1,463,348		1,285,034		
Marketing		16,057,175		13,957,528			2,835,181		2,484,406		
Box office		3,028,120		2,397,052			480,013		409,634		
Administration		18,219,011		18,656,186			5,657,978		5,820,310		
Total NON-Artistic Expenses		71,642,746		60,892,171		-15.0%	14,802,223		13,409,361		-9.4%
% of Total Expenses		41.3%	42.3%	41.3%	42.2%		48.7%	48.0%	52.6%	53.1%	
GRAND TOTAL EXPENSES		173,450,091		147,370,780		-15.0%	30,397,170		25,469,096		-16.2%
SEASON SURPLUS (DEFICIT)		2,252,382	1.3%	(322,285)	-0.2% of		1,041,323	3.4% of	478,519	1.9% of	
...as a % of total expenses			exps.		exps.			exps.		exps.	

OC 2019/20 Comparative Report
Summaries by Budget Size -
compared to 2018-19 season
- continued Page 1a

NET ASSETS

	Budgets: over \$5 million - in 2018-19		2018-19		Changes
	2018-19	13 orchs.	2019-20	13 orchs.	yr. to yr.
Opening Net Assets	(4,572,379)		(2,600,092)		
Season Surplus (<i>Deficit</i>)	2,252,382		(322,285)		
Net additional/special activity	185,234		293,725		
NET ASSETS at Season End	(2,134,763)	-1.2%	(2,628,652)	-1.8% of	-23.1%
...as a % of total expenses		exps.		exps.	

Externally controlled endowment funds

Present (total) balance is:	253,190,760		256,999,597		1.5%
Contribution: 2018-19 operations	11,796,324		10,568,841		-10.4%

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

Regular performances (total)	852		570		
Regular concert audience (total)	1,099,469		685,752		
Other/special performances (total)	391		295		
Other/special audience (total)	572,200		295,154		
Tour/runout performances (total)	89	CPAC	49		
Tour/runout audience (total)	153,514	Cost per	51,325		
School/other performances (total)	243	audience	118		
School/other audience (total)	237,788	contact	141,390		
TOTAL Orchestra performances	1,575	(Total	1,032		-34.5%
TOTAL Orchestra audience	2,062,971	expenses	1,173,621		-43.1%
Total chamber/ensemble perfs.	480	divided by	408		
Total chamber/ensemble aud.	67,213	total	46,071		
GRAND TOTAL - Performances	2,055	audience)	1,440	CPAC	-29.9%
GRAND TOTAL - Audience	2,130,184	\$ 81.42	1,219,692	\$ 120.83	-42.7%

	Budgets: \$1M to \$5 million - in 2018-19		2018-19		Changes
	2018-19	18 orchs.	2019-20	18 orchs.	yr. to yr.
	(377,881)		626,130		
	1,041,323		478,519		
	(42,782)		(66,070)		
	620,660	2.0% of	1,038,579	4.1% of	67.3%
		expenses		exps.	
	19,266,579		18,225,889		-5.4%
	716,953		815,996		13.8%
	308		213		
	216,409		143,892		
	116		58		
	87,046		56,881		
	96	CPAC	50		
	41,639	Cost per	16,680		
	158	audience	160		
	42,972	contact	50,766		
	678	(Total	481		-29.1%
	388,066	expenses	268,219		-30.9%
	463	divided by	327		
	56,132	total	51,546		
	1,141	audience)	808	CPAC	-29.2%
	444,198	\$ 68.43	319,765	\$ 79.65	-28.0%

Orchestras Canada COMPARATIVE REPORT: 2019 - 2020
SUMMARIES by BUDGET SIZE - COMPARED to 2018-19 Season

Page 2	Orchestras with...	Budgets: \$500,000 to \$1M - in 2018-19				Changes	Budgets: \$200,000 to \$500,000 - in 2018-19				Changes
		2018-19	12 orchs.	2019-20	12 orchs.	yr. to yr.	2018-19	15 orchs.	2019-20	15 orchs.	yr. to yr.
REVENUE											
Box office income	2,025,895	Average	1,236,486	Average		1,205,898	Average	825,486	Average		
Other earned income	461,481	of %s	417,665	of %s		411,386	of %s	533,069	of %s		
Total Earned Income	2,487,376		1,654,151		-33.5%	1,617,284		1,358,555		-16.0%	
% of Total Revenue	27.7%	28.7%	21.9%	22.4%		36.9%	38.0%	31.2%	32.5%		
Individual donations	782,023		703,555			512,052		642,048			
Sponsors/Corporate/Foundations	1,642,565		1,315,302			654,703		585,882			
Special events/Funding projects	844,440		327,104			789,690		588,466			
Total Donated Income	3,269,028		2,345,961		-28.2%	1,956,445		1,816,396		-7.2%	
% of Total Revenue	36.4%	36.1%	31.1%	32.5%		44.6%	44.6%	41.7%	43.6%		
Canada Council - operating	387,427		467,172			139,106		139,106			
Provincial - operating	1,390,429		1,486,495			329,361		334,626			
Municipal/Regional - operating	1,006,910		1,093,971			269,640		297,566			
Project & other/special funding	433,498		497,652		14.8%	70,593		404,714		473.3%	
Total Governmental Support	3,218,264		3,545,290		10.2%	808,700		1,176,012		45.4%	
% of Total Revenue	35.9%	35.2%	47.0%	45.2%		28.5%	17.4%	27.0%	23.9%		
GRAND TOTAL REVENUE	8,974,668		7,545,402			4,382,429		4,350,963			
EXPENSES											
Orchestra	3,000,799		2,124,558			1,086,771		1,003,905			
Conductors (incl. MD) / Soloists	1,139,639		888,656			710,368		643,604			
Other Artistic Expenses	498,801		362,451			501,860		425,295			
Total ARTISTIC Expenses	4,639,239		3,375,665		-27.2%	2,298,999		2,072,804		-9.8%	
% of Total Expenses	51.6%	51.1%	49.1%	48.9%		50.9%	51.0%	51.5%	51.9%		
Production/Orchestra operations	1,106,947		690,855			602,314		444,323			
Fundraising and Development	435,091		257,136			185,667		160,694			
Marketing	951,747		732,643			341,820		263,762			
Box office	17,468		10,467			18,032		13,597			
Administration	1,842,632		1,803,408			1,070,420		1,071,414			
Total NON-Artistic Expenses	4,353,885		3,494,509		-19.7%	2,218,253		1,953,790		-11.9%	
% of Total Expenses	48.4%	48.9%	50.9%	50.9%		49.1%	49.0%	48.5%	48.1%		
GRAND TOTAL EXPENSES	8,993,124		6,870,174		-23.6%	4,517,252		4,026,594		-10.9%	
SEASON SURPLUS (DEFICIT)	(18,456)	0.2% of	675,228	9.8% of		(134,823)	-3.0% of	324,369	8.1% of		
...as a % of total expenses		exps.		exps.			exps.		exps.		

OC 2019/20 Comparative Report
Summaries by Budget Size -
compared to 2018-19 season
- continued Page 2a

NET ASSETS

	Budgets: \$500,000 to \$1M - in 2018-19				Changes
	2018-19	12 orchs.	2019-20	12 orchs.	yr. to yr.
Opening Net Assets	599,838		410,962		
Season Surplus (Deficit)	(18,456)		675,228		
Net additional/special activity	(84,905)		12,933		
NET ASSETS at Season End	496,477	5.5% of	1,099,123	16.0% of	121.4%
...as a % of total expenses		expenses		exps.	

Externally controlled endowment funds

Present (total) balance is:	8,778,188		9,579,933		9.1%
Contribution: 2018-19 operations	308,020		317,878		3.2%

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

Regular performances (total)	135		73		
Regular concert audience (total)	106,270		39,433		
Other/special performances (total)	15		5		
Other/special audience (total)	11,789		3,454		
Tour/runout performances (total)	13	CPAC	3		
Tour/runout audience (total)	6,626	Cost per	1,456		
School/other performances (total)	27	audience	8		
School/other audience (total)	14,112	contact	3,795		
TOTAL Orchestra performances	190	(Total	89		-53.2%
TOTAL Orchestra audience	138,797	expenses	48,138		-65.3%
Total chamber/ensemble perfs.	162	divided by	64		
Total chamber/ensemble aud.	19,200	total	6,269		
GRAND TOTAL - Performances	352	audience)	153	CPAC	-56.5%
GRAND TOTAL - Audience	157,997	\$ 56.92	54,407	\$ 126.27	-65.6%

	Budgets: \$200,000 to \$500,000 - in 2018-19				Changes
	2018-19	15 orchs.	2019-20	15 orchs.	yr. to yr.
Opening Net Assets	1,136,109		1,331,641		
Season Surplus (Deficit)	(134,823)		324,369		
Net additional/special activity	7,436		(39,150)		
NET ASSETS at Season End	1,008,722	22.3% of	1,616,860	40.2% of	60.3%
...as a % of total expenses		expenses		exps.	
Present (total) balance is:	1,124,826		1,104,076		-1.8%
Contribution: 2018-19 operations	32,993		37,920		14.9%
Regular performances (total)	95		57		
Regular concert audience (total)	40,551		29,169		
Other/special performances (total)	16		15		
Other/special audience (total)	8,103		8,798		
Tour/runout performances (total)	3	CPAC	12		
Tour/runout audience (total)	1,293	Cost per	7,647		
School/other performances (total)	54	audience	55		
School/other audience (total)	10,653	contact	8,724		
TOTAL Orchestra performances	168	(Total	139		-17.3%
TOTAL Orchestra audience	60,600	expenses	54,338		-10.3%
Total chamber/ensemble perfs.	121	divided by	90		
Total chamber/ensemble aud.	17,350	total	11,254		
GRAND TOTAL - Performances	289	audience)	229	CPAC	-20.8%
GRAND TOTAL - Audience	77,950	\$ 57.95	65,592	\$ 61.39	-15.9%

Orchestras Canada COMPARATIVE REPORT: 2019 - 2020
SUMMARIES by BUDGET SIZE - COMPARED to 2018-19 Season

Page 3	Orchestras with...	Budgets: under \$200,000 - in 2018-19				Changes
		2018-19	14 orchs.	2019-20	14 orchs.	yr. to yr.
REVENUE						
Box office income		543,353	Average	500,936	Average	
Other earned income		97,575	of %s	94,727	of %s	
Total Earned Income		640,928		595,663		-7.1%
% of Total Revenue		39.4%	39.9%	37.0%	36.5%	
Individual donations		245,033		317,347		
Sponsors/Corporate/Foundations		142,370		154,076		
Special events/Funding projects		392,652		329,124		
Total Donated Income		780,055		800,547		2.6%
% of Total Revenue		48.0%	46.9%	49.8%	49.6%	
Canada Council - operating		-		-		
Provincial - operating		38,936		23,600		
Municipal/Regional - operating		124,951		127,973		
Project & other/special funding		40,008		61,301		53.2%
Total Governmental Support		203,895		212,874		4.4%
% of Total Revenue		12.5%	13.2%	13.2%	13.9%	
GRAND TOTAL REVENUE		1,624,878		1,609,084		
EXPENSES						
Orchestra		382,227		295,463		
Conductors (incl. MD) / Soloists		291,044		339,099		
Other Artistic Expenses		61,867		50,907		
Total ARTISTIC Expenses		735,138		685,469		-6.8%
% of Total Expenses		45.9%	48.2%	46.2%	49.1%	
Production/Orchestra operations		381,539		312,869		
Fundraising and Development		40,228		59,405		
Marketing		124,009		112,482		
Box office		2,211		8,706		
Administration		318,763		305,056		
Total NON-Artistic Expenses		866,750		798,518		-7.9%
% of Total Expenses		54.1%	51.8%	53.8%	53.8%	
GRAND TOTAL EXPENSES		1,601,888		1,483,987		-7.4%
SEASON SURPLUS (DEFICIT)		22,990	1.4% of	125,097	8.4% of	
...as a % of total expenses			exps.		exps.	

ALL ORCHESTRAS				Changes
2018-19	72 orchs.	2019-20	72 orchs.	yr. to yr.
61,880,157	Average	40,944,708	Average	
20,528,018	of %s	11,710,643	of %s	
82,408,175		52,655,351		-36.1%
37.1%	35.8%	28.2%	29.0%	
31,895,485		27,126,362		
31,431,283		25,718,510		
8,639,598		5,272,912		
71,966,366		58,117,784		-19.2%
32.4%	40.1%	31.2%	39.5%	
13,976,327		14,716,456		
25,183,618		24,760,306		
11,564,277		10,241,868		
17,024,178		26,009,794		52.8%
67,748,400		75,728,424		11.8%
30.5%	24.1%	40.6%	31.5%	
222,122,941		186,501,559		-16.0%
83,222,109		74,488,768		
29,502,164		20,560,065		
12,351,395		9,623,449		
125,075,668		104,672,282		-16.3%
57.1%	51.9%	56.5%	50.7%	
30,877,164		23,564,904		
12,042,113		8,936,794		
20,309,932		17,550,821		
3,545,844		2,839,456		
27,108,804		27,656,374		
93,883,857		80,548,349		-14.2%
42.9%	48.1%	43.5%	49.3%	
218,959,525		185,220,631		-15.4%
3,163,416	1.4% of	1,280,928	0.7% of	
	exps.		exps.	

OC 2019/20 Comparative Report
Summaries by Budget Size -
compared to 2018-19 season
- continued Page 3a

NET ASSETS

	Budgets: under \$200,000 - in 2018-19		Changes		
	2018-19	14 orchs.	2019-20	14 orchs.	yr. to yr.
Opening Net Assets	752,747		776,047		
Season Surplus (Deficit)	22,990		125,097		
Net additional/special activity	10,500		10,500		
NET ASSETS at Season End	786,237	49.1% of	911,644	61.4% of	16.0%
...as a % of total expenses		expenses		exps.	

Externally controlled endowment funds

Present (total) balance is:	214,555		267,838		24.8%
Contribution: 2018-19 operations	8,159		11,388		39.6%

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

Regular performances (total)	73		46		
Regular concert audience (total)	27,703		16,745		
Other/special performances (total)	16		10		
Other/special audience (total)	3,751		2,055		
Tour/runout performances (total)	-	CPAC	-		
Tour/runout audience (total)	-	Cost per	-		
School/other performances (total)	4	audience	-		
School/other audience (total)	692	contact	-		
TOTAL Orchestra performances	93	(Total	56		-39.8%
TOTAL Orchestra audience	32,146	expenses	18,800		-41.5%
Total chamber/ensemble perfs.	8	divided by	5		
Total chamber/ensemble aud.	458	total	433		
GRAND TOTAL - Performances	101	audience)	61	CPAC	-39.6%
GRAND TOTAL - Audience	32,604	\$ 49.13	19,233	\$ 77.16	-41.0%

ALL ORCHESTRAS				Changes
2018-19	72 orchs.	2019-20	72 orchs.	yr. to yr.
(2,461,566)		544,688		
3,163,416		-		
75,483		211,938		
777,333	0.4% of	756,626	1.1% of	-2.7%
	expenses		expenses	
282,574,908		286,177,333		1.3%
12,862,449		11,752,023		-8.6%
1,463		959		
1,490,402		914,991		
554		383		
682,889		366,342		
201	CPAC	114		
203,072	Cost per	77,108		
486	audience	341		
306,217	contact	204,675		
2,704	(Total	1,797		-33.5%
2,682,580	expenses	1,563,116		-41.7%
1,234	divided by	894		
160,353	total	115,573		
3,938	audience)	2,691	CPAC	-31.7%
2,842,933	\$ 77.02	1,678,689	\$ 110.34	-41.0%