

Orchestras Canada COMPARATIVE REPORT: 2019 - 20 Season

SUMMARY - by BUDGET SIZE

Page 1 Orchestras with...

| | Budgets: over \$5 million | | Budgets: \$1 million to \$5 million | | Budgets: \$500,000 to \$1,000,000 | |
|------------------------------------|---------------------------|-----------------|-------------------------------------|-----------------|-----------------------------------|-----------------|
| | (11 orchestras) | | (14 orchestras) | | (14 orchestras) | |
| REVENUE | | | | | | |
| Box office income | 31,749,508 | Average | 5,735,199 | Average | 1,744,958 | Average |
| Other earned income | 7,668,805 | of %s | 2,550,178 | of %s | 895,241 | of %s |
| Total Earned Income | 39,418,313 | | 8,285,377 | | 2,640,199 | |
| % of Total Revenue | 28.7% | 28.0% | 27.3% | 26.2% | 23.7% | 23.6% |
| Individual donations | 18,676,332 | | 5,713,015 | | 1,499,231 | |
| Sponsors/Corporate/Foundations | 17,954,384 | | 4,803,900 | | 1,927,845 | |
| Special events/Funding projects | 2,602,145 | | 886,563 | | 772,788 | |
| Total Donated Income | 39,232,861 | | 11,403,478 | | 4,199,864 | |
| % of Total Revenue | 28.6% | 29.2% | 37.6% | 35.8% | 37.7% | 37.1% |
| Canada Council - operating | 11,286,429 | | 2,376,859 | | 893,318 | |
| Provincial - operating | 19,018,352 | | 3,496,140 | | 1,576,198 | |
| Municipal/Regional - operating | 6,010,285 | | 2,273,053 | | 1,206,358 | |
| Project & other/special funding | 22,280,636 | | 2,532,066 | | 633,515 | |
| Total Governmental Support | 58,595,702 | | 10,678,118 | | 4,309,389 | |
| % of Total Revenue | 42.7% | 42.9% | 35.2% | 38.0% | 38.7% | 39.3% |
| GRAND TOTAL REVENUE | 137,246,876 | | 30,366,973 | | 11,149,452 | |
| EXPENSES | | | | | | |
| Orchestra | 60,146,336 | | 9,557,551 | | 3,028,048 | |
| Conductors (incl. MD) / Soloists | 15,171,633 | | 2,922,036 | | 1,242,892 | |
| Other Artistic Expenses | 6,891,475 | | 1,483,572 | | 755,141 | |
| Total ARTISTIC Expenses | 82,209,444 | | 13,963,159 | | 5,026,081 | |
| % of Total Expenses | 59.6% | 60.1% | 46.8% | 46.7% | 48.8% | 48.6% |
| Production/Orchestra operations | 17,492,428 | | 3,989,875 | | 1,119,544 | |
| Fundraising and Development | 6,739,386 | | 1,538,193 | | 312,388 | |
| Marketing | 12,855,940 | | 3,289,903 | | 924,836 | |
| Box office | 2,044,268 | | 718,519 | | 43,899 | |
| Administration | 16,669,857 | | 6,348,991 | | 2,881,136 | |
| Total NON-Artistic Expenses | 55,801,879 | | 15,885,481 | | 5,281,803 | |
| % of Total Expenses | 40.4% | 39.9% | 53.2% | 53.4% | 51.2% | 51.4% |
| GRAND TOTAL EXPENSES | 138,011,323 | | 29,848,640 | | 10,307,884 | |
| SEASON SURPLUS (DEFICIT) | (764,447) | 0.6% of | 518,333 | 1.7% of | 841,568 | 8.2% of |
| ...as a % of total expenses | | expenses | | expenses | | expenses |

OC 2019/20 Comparative Report

Summary by Budget Size -

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NET ASSETS

| | Budgets: over \$5 million (11 orchestras) | | Budgets: \$1 million to \$5 million (14 orchestras) | | Budgets: \$500,000 to \$1,000,000 (14 orchestras) | |
|--|--|-----------------|--|-----------------|--|-----------------|
| Opening Net Assets | (3,750,035) | | 1,253,707 | | 874,148 | |
| Season Surplus (Deficit) | (746,447) | | 518,333 | | 841,568 | |
| Net additional/special activity | 293,725 | | (49,300) | | (25,285) | |
| NET ASSETS at Season End | (4,220,757) | -3.1% of | 1,722,740 | 5.8% of | 1,690,431 | 16.4% of |
| ...as a % of total expenses | | expenses | | expenses | | expenses |
| Externally controlled endowment funds | | | | | | |
| Present (total) balance is: | 240,068,551 | | 28,581,888 | | 14,748,236 | |
| Contributions to 2019-20 operations | 9,648,199 | | 1,478,513 | | 516,218 | |

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

| | | | | | | |
|---|------------------|------------------|----------------|-----------------|---------------|------------------|
| Regular performances (total) | 508 | | 219 | | 105 | |
| Regular concert audience (total) | 637,971 | | 156,246 | | 63,801 | |
| Other/special performances (total) | 272 | | 75 | | 15 | |
| Other/special audience (total) | 268,404 | | 79,802 | | 9,929 | |
| Tour/runout performances (total) | 38 | | 54 | | 10 | |
| Tour/runout audience (total) | 39,825 | Cost per | 26,320 | Cost per | 3,316 | Cost per |
| School/other performances (total) | 106 | audience | 166 | audience | 14 | audience |
| School/other audience (total) | 89,990 | contact: | 98,778 | contact: | 3,868 | contact: |
| TOTAL Orchestra performances | 924 | (total | 514 | (total | 144 | (total |
| TOTAL Orchestra audience | 1,036,190 | expenses | 361,146 | expenses | 80,914 | expenses |
| Total chamber/ensemble perfs. | 348 | divided by | 318 | divided by | 135 | divided by |
| Total chamber/ensemble aud. | 42,471 | total | 47,888 | total | 13,432 | total |
| GRAND TOTAL - Performances | 1,272 | audience) | 832 | audience) | 279 | audience) |
| GRAND TOTAL - Audience | 1,078,661 | \$ 127.95 | 409,034 | \$ 72.97 | 94,346 | \$ 109.26 |

ONLINE ACTIVITY

| | | | | | | |
|--|------------------|--|---------------|--|----------------|--|
| Total chamber concerts (unconducted) | 185 | | 12 | | 3 | |
| Total estimated online audience | 758,506 | | 9,932 | | 570 | |
| Total larger concerts (conducted) | 115 | | 13 | | 41 | |
| Total estimated online audience | 816,804 | | 45,592 | | 136,613 | |
| Other education/engagement programs | 1,127 | | 62 | | 9 | |
| Total estimated online audience | 1,328,504 | | 34,375 | | 11,974 | |
| Total online presentations | 1,427 | | 87 | | 53 | |
| Total estimated online audience | 2,903,814 | | 89,899 | | 149,157 | |

Orchestras Canada COMPARATIVE REPORT: 2019 - 20 Season

SUMMARY - by BUDGET SIZE

Page 2 Orchestras with...

| | Budgets: \$200,000 to \$500,000 | | Budgets: under \$200,000 | |
|------------------------------------|---------------------------------|-----------------|--------------------------|-----------------|
| | (18 orchestras) | | (15 orchestras) | |
| REVENUE | | | | |
| Box office income | 1,208,590 | Average | 506,453 | Average |
| Other earned income | 502,310 | of %s | 94,109 | of %s |
| Total Earned Income | 1,710,900 | | 600,562 | |
| % of Total Revenue | 28.1% | 30.6% | 36.3% | 35.5% |
| Individual donations | 946,355 | | 291,429 | |
| Sponsors/Corporate/Foundations | 818,780 | | 213,601 | |
| Special events/Funding projects | 666,705 | | 344,711 | |
| Total Donated Income | 2,431,840 | | 849,741 | |
| % of Total Revenue | 40.0% | 41.1% | 51.3% | 50.8% |
| Canada Council - operating | 159,850 | | - | |
| Provincial - operating | 638,016 | | 31,600 | |
| Municipal/Regional - operating | 606,113 | | 146,059 | |
| Project & other/special funding | 536,161 | | 27,416 | |
| Total Governmental Support | 1,940,140 | | 205,075 | |
| % of Total Revenue | 31.9% | 23.8% | 12.4% | 13.7% |
| GRAND TOTAL REVENUE | 6,082,880 | | 1,655,378 | |
| EXPENSES | | | | |
| Orchestra | 1,408,234 | | 348,599 | |
| Conductors (incl. MD) / Soloists | 830,742 | | 392,762 | |
| Other Artistic Expenses | 448,584 | | 44,677 | |
| Total ARTISTIC Expenses | 2,687,560 | | 786,038 | |
| % of Total Expenses | 50.0% | 50.7% | 46.8% | 49.3% |
| Production/Orchestra operations | 682,892 | | 280,165 | |
| Fundraising and Development | 294,163 | | 52,664 | |
| Marketing | 343,998 | | 136,144 | |
| Box office | 20,869 | | 11,901 | |
| Administration | 1,344,423 | | 411,967 | |
| Total NON-Artistic Expenses | 2,686,345 | | 892,841 | |
| % of Total Expenses | 50.0% | 49.3% | 53.2% | 50.7% |
| GRAND TOTAL EXPENSES | 5,373,905 | | 1,678,879 | |
| SEASON SURPLUS (DEFICIT) | 708,975 | 13.2% of | (23,501) | -1.4% of |
| ...as a % of total expenses | | expenses | | expenses |

| ALL ORCHESTRAS | |
|--------------------|-----------------|
| (72 orchestras) | |
| (Grand totals) | |
| 40,944,708 | Average |
| 11,710,643 | of %s |
| 52,655,351 | |
| 28.2% | 29.0% |
| 27,126,362 | |
| 25,718,510 | |
| 5,272,912 | |
| 58,117,784 | |
| 31.2% | 39.5% |
| 14,716,456 | |
| 24,760,306 | |
| 10,241,868 | |
| 26,009,794 | |
| 75,728,424 | |
| 40.6% | 31.5% |
| 186,501,559 | |
| 74,488,768 | |
| 20,560,065 | |
| 9,623,449 | |
| 104,672,282 | |
| 56.5% | 50.7% |
| 23,564,904 | |
| 8,936,794 | |
| 17,550,821 | |
| 2,839,456 | |
| 27,656,374 | |
| 80,548,349 | |
| 43.5% | 49.3% |
| 185,220,631 | |
| 1,280,928 | 0.7% |
| | expenses |

OC 2019/20 Comparative Report

Summary by Budget Size -

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NET ASSETS

Opening Net Assets

Season Surplus (*Deficit*)

Net additional/special activity

NET ASSETS at Season End

...as a % of total expenses

Externally controlled

endowment funds

Present (total) balance is:

Contributions to 2019-20 operations

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

Regular performances (total)

Regular concert audience (total)

Other/special performances (total)

Other/special audience (total)

Tour/runout performances (total)

Tour/runout audience (total)

School/other performances (total)

School/other audience (total)

TOTAL Orchestra performances

TOTAL Orchestra audience

Total **chamber/ensemble** perfs.

Total **chamber/ensemble** aud.

GRAND TOTAL - Performances

GRAND TOTAL - Audience

ONLINE ACTIVITY

Total chamber concerts (unconducted)

Total estimated online audience

Total larger concerts (conducted)

Total estimated online audience

Other education/engagement programs

Total estimated online audience

Total online presentations

Total estimated online audience

Budgets: \$200,000 to \$500,000

(18 orchestras)

Budgets: under \$200,000

(15 orchestras)

ALL ORCHESTRAS

(72 orchestras)

(Grand totals)

544,688

1,280,928

211,938

2,037,554

1.1% of

expenses

286,117,333

11,752,023

959

914,991

383

366,342

114

77,108

341

204,675

1,797

1,563,116

894

115,573

2,691

1,678,689

\$ 77.02

217

782,391

176

100,543

1,222

1,391,353

1,615

2,274,287