

Orchestras Canada COMPARATIVE REPORT: 2019 - 20 Season
SUMMARIES - by REGIONS

Page 1

| | ATLANTIC | | QUÉBEC | | ONTARIO | | MID WEST | |
|------------------------------------|------------------|----------------|-------------------|----------------|-------------------|----------------|--------------------|-----------------|
| | CANADA | (4 orchs.) | | (15 orchs.) | | (37 orchs.) | | (9 orchs.) |
| | (totals) | | (totals) | | (totals) | | (totals) | |
| REVENUE | | | | | | | | |
| Box office income | 1,895,159 | Average | 10,184,633 | Average | 13,979,411 | Average | 8,676,260 | Average |
| Other earned income | 218,916 | of %s | 4,749,596 | of %s | 2,764,787 | of %s | 2,086,089 | of %s |
| Total Earned Income | 2,114,075 | | 14,934,229 | | 16,744,198 | | 10,762,349 | |
| % of Total Revenue | 29.0% | 23.6% | 25.6% | 21.6% | 34.3% | 38.3% | 30.9% | 28.5% |
| Individual donations | 983,874 | | 6,086,687 | | 12,071,727 | | 4,834,054 | |
| Sponsors/Corporate/Foundation | 1,641,698 | | 6,796,335 | | 6,947,844 | | 6,835,320 | |
| Special events/Funding projects | 178,958 | | 863,138 | | 1,695,778 | | 837,527 | |
| Total Donated Income | 2,804,530 | | 13,746,160 | | 20,715,349 | | 12,506,901 | |
| % of Total Revenue | 38.5% | 44.3% | 23.6% | 27.2% | 35.4% | 42.9% | 35.9% | 35.1% |
| Canada Council - operating | 1,060,238 | | 3,767,283 | | 3,881,070 | | 3,568,543 | |
| Provincial - operating | 736,500 | | 15,186,808 | | 3,548,057 | | 3,396,941 | |
| Municipal/Regional - operating | 86,000 | | 2,774,322 | | 3,542,809 | | 1,742,120 | |
| Project & other/special funding | 476,716 | | 7,937,118 | | 13,071,317 | | 2,862,212 | |
| Total Governmental Support | 2,359,454 | | 29,665,531 | | 24,043,253 | | 11,569,816 | |
| % of Total Revenue | 32.4% | 32.2% | 50.8% | 51.2% | 30.4% | 18.7% | 33.2% | 36.4% |
| GRAND TOTAL REVENUE | 7,278,059 | | 58,345,920 | | 61,502,800 | | 34,839,066 | |
| EXPENSES | | | | | | | | |
| Orchestra | 2,737,068 | | 21,074,114 | | 26,100,754 | | 15,522,194 | |
| Conductors (incl. MD) / Soloists | 768,879 | | 6,593,067 | | 6,684,062 | | 3,848,444 | |
| Other Artistic Expenses | 503,699 | | 4,010,543 | | 1,442,010 | | 2,345,279 | |
| Total ARTISTIC Expenses | 4,009,646 | | 31,677,724 | | 34,226,826 | | 21,715,917 | |
| % of Total Expenses | 58.2% | 54.2% | 55.8% | 48.9% | 56.3% | 50.7% | 59.5% | 50.0% |
| Production/Orchestra operations | 1,091,281 | | 6,603,277 | | 7,750,137 | | 4,715,106 | |
| Fundraising and Development | 184,742 | | 3,071,011 | | 2,758,205 | | 1,555,064 | |
| Marketing | 526,976 | | 5,511,256 | | 6,394,143 | | 3,057,688 | |
| Box office | - | | 1,004,536 | | 637,654 | | 944,001 | |
| Administration | 1,072,432 | | 8,952,421 | | 9,387,583 | | 4,521,541 | |
| Total NON-Artistic Expenses | 2,875,431 | | 25,142,501 | | 26,927,722 | | 14,793,400 | |
| % of Total Expenses | 41.8% | 45.8% | 44.2% | 51.1% | 43.7% | 49.3% | 40.5% | 50.0% |
| GRAND TOTAL EXPENSES | 6,885,077 | | 56,820,225 | | 61,154,548 | | 36,509,317 | |
| SEASON SURPLUS (DEFICIT) | 392,982 | 5.7% of | 1,525,695 | 2.7% of | 348,252 | 0.6% of | (1,670,251) | -4.6% of |
| ...as % of total expenses | | exps. | | exps. | | exps. | | exps. |

OC 19/20 Comparative Report

Summaries by Regions

- continued Page 1a

Statement of NET ASSETS

| | ATLANTIC | | QUÉBEC | | ONTARIO | | MID WEST | |
|----------------------------------|-----------------|-----------------|------------------|----------------|-----------------|----------------|--------------------|-----------------|
| | CANADA | (4 orchs.) | | (15 orchs.) | | (37 orchs.) | | (9 orchs.) |
| | (totals) | | (totals) | | (totals) | | (totals) | |
| Net Assets: beginning of Year | 406,923 | | (6,351) | | 328,049 | | 304,714 | |
| Season Surplus (Deficit) | 392,982 | | 1,525,695 | | 348,252 | | (1,670,251) | |
| Net additional/special activity | - | | (8,515) | | (23,972) | | 293,725 | |
| NET ASSETS at end of Year | 799,905 | 11.6% of | 1,510,829 | 2.7% of | 652,329 | 1.1% of | (1,071,812) | -2.9% of |
| ...as % of total expenses | | exps. | | exps. | | exps. | | exps. |

Externally controlled endowment funds

| | | | | | | | | |
|-------------------------------------|------------|--|------------|--|------------|--|------------|--|
| Present (total) balance is: | 20,673,716 | | 93,719,137 | | 60,334,978 | | 58,719,835 | |
| Contributions to 2019-20 operations | 869,083 | | 3,491,171 | | 2,686,248 | | 3,125,944 | |

PERFORMANCES / AUDIENCES

(Orchestra concerts only)

| | | | | | | | | |
|---|---------------|-----------------|----------------|-----------------|----------------|------------------|----------------|-----------------|
| Regular performances (total) | 70 | | 194 | | 341 | | 213 | |
| Regular concert audience (total) | 52,301 | | 188,522 | | 315,286 | | 235,348 | |
| Other/special performances (total) | 22 | | 137 | | 88 | | 73 | |
| Other/special audience (total) | 9,252 | | 77,098 | | 99,883 | | 102,996 | |
| Tour/runout performances (total) | 3 | | 44 | | 43 | | 14 | |
| Tour/runout audience (total) | 1,062 | Cost per | 41,232 | Cost per | 25,217 | Cost per | 4,737 | Cost per |
| School/other performances (total) | 31 | audience | 47 | audience | 103 | audience | 118 | audience |
| School/other audience (total) | 6,817 | contact: | 34,101 | contact: | 44,016 | contact: | 36,873 | contact: |
| TOTAL Orchestra performances | 126 | (total | 422 | (total | 575 | (total | 418 | (total |
| TOTAL Orchestra audience | 69,432 | expenses | 340,953 | expenses | 484,402 | expenses | 379,954 | expenses |
| Total chamber/ensemble perfs. | 90 | divided by | 290 | divided by | 227 | divided by | 205 | divided by |
| Total chamber/ensemble audience | 6,394 | total | 41,861 | total | 24,364 | total | 36,974 | total |
| GRAND TOTAL - Performances | 216 | audience) | 712 | audience) | 802 | audience) | 623 | audience) |
| GRAND TOTAL - Audience | 75,826 | \$ 90.80 | 382,814 | \$148.43 | 508,766 | \$ 120.20 | 416,928 | \$ 87.57 |

ONLINE ACTIVITY

| | | | | | | | | |
|--|---------------|--|----------------|--|------------------|--|----------------|--|
| Total chamber concerts (unconducted) | 1 | | 12 | | 170 | | 23 | |
| Total estimated online audience | 267 | | 193,070 | | 483,746 | | 30,108 | |
| Total larger concerts (conducted) | 14 | | 81 | | 48 | | 28 | |
| Total estimated online audience | 53,819 | | 119,412 | | 571,152 | | 128,270 | |
| Other education/engagement programs | 22 | | 2 | | 147 | | 1,049 | |
| Total estimated online audience | 10,279 | | 85 | | 1,341,243 | | 39,596 | |
| Total online presentations | 37 | | 95 | | 365 | | 1,100 | |
| Total estimated online audience | 64,365 | | 312,567 | | 2,396,141 | | 197,974 | |

Orchestras Canada COMPARATIVE REPORT: 2019 - 20 Season

SUMMARIES - by REGIONS

Page 2

| | BRITISH COLUMBIA (7 orchs.) | | NATIONAL (72 orchs.) | |
|------------------------------------|-----------------------------|----------------|----------------------|----------------|
| | (totals) | Average of %s | TOTALS | |
| REVENUE | | | | |
| Box office income | 6,209,245 | | 40,944,708 | |
| Other earned income | 1,891,255 | | 11,710,643 | |
| Total Earned Income | 8,100,500 | | 52,655,351 | |
| % of Total Revenue | 33.0% | 29.8% | 28.2% | 29.0% |
| Individual donations | 3,150,020 | | 27,126,362 | |
| Sponsors/Corporate/Foundations | 3,497,313 | | 25,718,510 | |
| Special events/Funding projects | 1,697,511 | | 5,272,912 | |
| Total Donated Income | 8,344,844 | | 58,117,784 | |
| % of Total Revenue | 34.0% | 42.1% | 31.2% | 39.5% |
| Canada Council - operating | 2,439,322 | | 14,716,456 | |
| Provincial - operating | 1,892,000 | | 24,760,306 | |
| Municipal/Regional - operating | 2,096,617 | | 10,241,868 | |
| Project & other/special funding | 1,662,431 | | 26,009,794 | |
| Total Governmental Support | 8,090,370 | | 75,728,424 | |
| % of Total Revenue | 33.0% | 28.1% | 40.6% | 31.5% |
| GRAND TOTAL REVENUE | 24,535,714 | | 186,501,559 | |
| EXPENSES | | | | |
| Orchestra | 9,054,638 | | 74,488,768 | |
| Conductors (incl. MD) / Soloists | 2,665,613 | | 20,560,065 | |
| Other Artistic Expenses | 1,321,918 | | 9,623,449 | |
| Total ARTISTIC Expenses | 13,042,169 | | 104,672,282 | |
| % of Total Expenses | 54.7% | 52.9% | 56.5% | 50.7% |
| Production/Orchestra operations | 3,405,103 | | 23,564,904 | |
| Fundraising and Development | 1,367,772 | | 8,936,794 | |
| Marketing | 2,060,758 | | 17,550,821 | |
| Box office | 253,265 | | 2,839,456 | |
| Administration | 3,722,397 | | 27,656,374 | |
| Total NON-Artistic Expenses | 10,809,295 | | 80,548,349 | |
| % of Total Expenses | 45.3% | 47.1% | 43.5% | 49.3% |
| GRAND TOTAL EXPENSES | 23,851,464 | | 185,220,631 | |
| SEASON SURPLUS (DEFICIT) | 684,250 | 2.9% of | 1,280,928 | 0.7% of |
| ...as % of total expenses | | exps. | | exps. |

OC 19/20 Comparative Report

Summaries by Regions

- continued **Page 2a**

Statement of NET ASSETS

| | BRITISH | | NATIONAL | |
|----------------------------------|-----------------|----------------|------------------|----------------|
| | COLUMBIA | (7 orchs.) | TOTALS | (72 orchs.) |
| | (totals) | | | |
| Net Assets: beginning of Year | (488,647) | | 544,688 | |
| Season Surplus (Deficit) | 684,250 | | 1,280,928 | |
| Net additional/special activity | (49,300) | | 211,938 | |
| NET ASSETS at end of Year | 146,303 | 0.6% of | 2,037,554 | 1.1% of |
| ...as % of total expenses | | exps. | | exps. |

Externally controlled endowment funds

| | | | | |
|-------------------------------------|------------|--|-------------|--|
| Present (total) balance is: | 52,729,667 | | 286,117,333 | |
| Contributions to 2019-20 operations | 1,579,577 | | 11,752,023 | |

PERFORMANCES / AUDIENCES

| (Orchestra concerts only) | | | | |
|---|----------------|-----------------|------------------|------------------|
| Regular performances (total) | 141 | | 959 | |
| Regular concert audience (total) | 123,534 | | 914,991 | |
| Other/special performances (total) | 63 | | 383 | |
| Other/special audience (total) | 77,113 | | 366,342 | |
| Tour/runout performances (total) | 10 | | 114 | |
| Tour/runout audience (total) | 4,860 | Cost per | 77,108 | Cost per |
| School/other performances (total) | 42 | audience | 341 | audience |
| School/other audience (total) | 82,868 | contact: | 204,675 | contact: |
| TOTAL Orchestra performances | 256 | (total | 1,797 | (total |
| TOTAL Orchestra audience | 288,375 | expenses | 1,563,116 | expenses |
| Total chamber/ensemble perfs. | 82 | divided by | 894 | divided by |
| Total chamber/ensemble audience | 5,980 | total | 115,573 | total |
| GRAND TOTAL - Performances | 338 | audience) | 2,691 | audience) |
| GRAND TOTAL - Audience | 294,355 | \$ 81.03 | 1,678,689 | \$ 110.34 |

ONLINE ACTIVITY

| | | | | |
|--|----------------|--|------------------|--|
| Total chamber concerts (unconducted) | 11 | | 217 | |
| Total estimated online audience | 75,200 | | 782,391 | |
| Total larger concerts (conducted) | 5 | | 176 | |
| Total estimated online audience | 132,800 | | 1,005,453 | |
| Other education/engagement programs | 2 | | 1,222 | |
| Total estimated online audience | 150 | | 1,391,353 | |
| Total online presentations | 18 | | 1,615 | |
| Total estimated online audience | 208,150 | | 3,179,197 | |