



SPARTANBURG PHILHARMONIC

		2018-2019	2018-2019	2018-2019
		Annual Budget	Actual As of 8/31/2018	Projected Year End
INCOME				
	ADMISSIONS			
	Season Tickets	\$71,500.00	\$85,332.19	\$91,500.00
	Classics Single Tickets	\$55,000.00		\$55,000.00
	Espresso Single Tickets	\$18,000.00		\$18,000.00
	Bluegrass Tickets	\$35,000.00	\$6,760.00	\$35,000.00
	Total	\$179,500.00	\$92,092.19	\$199,500.00
	CONTRACT SERVICES			
	Contract Services	\$1,000.00		\$1,000.00
	Music Sandwiched In	\$10,000.00		\$10,000.00
	Bluegrass Series Admin Fee	\$4,500.00		\$4,500.00
	Program Advertising	\$25,000.00	\$12,134.10	\$23,000.00
	Other Earned Income	\$2,500.00		\$2,500.00
	Total	\$43,000.00	\$12,134.10	\$41,000.00
	CONTRIBUTED INCOME			
	Individual Donors	\$172,000.00	\$30,891.09	\$172,000.00
	Corporate Sponsorship	\$35,000.00	\$21,000.00	\$36,000.00
	Bluegrass Sponsorship	\$15,000.00	\$16,000.00	\$20,000.00
	Total	\$222,000.00	\$67,891.09	\$228,000.00
	GRANTS			
	Foundation Support	\$22,000.00	\$5,000.00	\$27,500.00
	Chapman Cultural Center GOS	\$100,000.00	\$16,666.66	\$100,000.00
	Other CCC Support	\$1,600.00	\$55.00	\$300.00
	SCAC Grant	\$15,000.00		\$16,098.00
	Regional, State Public Support-Bluegrass	\$9,500.00	\$9,500.00	\$9,500.00
	Regional, State Public Support	\$11,500.00	\$5,000.00	\$8,500.00
	Total	\$159,600.00	\$36,221.66	\$161,898.00
	TOTAL OPERATING INCOME	\$604,100.00	\$208,339.04	\$630,398.00
EXPENSES				
	ARTISTIC & PERSONNEL			
	WAGES & TAXES / Artistic	\$104,121.60	\$16,649.88	\$106,953.60
	WAGES & TAXES / Orchestra Musicians	\$105,441.51	\$0.00	\$105,441.51
	Audition Expenses	\$1,000.00		\$2,000.00
	Guest Artist Fees	\$4,500.00		\$4,500.00
	Guest Artist Travel / Expenses	\$500.00		\$500.00
	Bluegrass Artist Fee	\$31,500.00	\$750.00	\$31,500.00
	Bluegrass Artist Hospitality	\$4,500.00		\$4,500.00
	Total	\$251,563.11	\$17,399.88	\$255,395.11
	CONCERT PRODUCTION			
	Music Taxes and Licenses	\$3,000.00	\$837.60	\$3,000.00
	Software Fee - Symphony Organizer	\$1,500.00		\$1,500.00

	Bluegrass Production	\$13,500.00	\$567.32	\$13,500.00
	Concert Technical and Labor	\$2,470.00		\$2,470.00
	Concert Equipment & Supplies	\$2,250.00		\$2,250.00
	Multi-Media/Sound Recording	\$1,000.00		\$1,000.00
	Venue Rental - Chapman	\$5,300.00		\$5,300.00
	Venue Rental - Twichell	\$12,550.00		\$12,550.00
	Orchestra Repertoire Rental & Mailing	\$5,192.00	\$3,207.40	\$5,192.00
	Ticket Sales % Fee	\$10,000.00		\$10,000.00
	Total	\$56,762.00	\$4,612.32	\$56,762.00
	DEVELOPMENT & FUNDRAISING			
	Software Fee - <i>eTapestry</i>	\$2,745.00	\$460.62	\$2,745.00
	Hospitality Concert Receptions	\$6,500.00		\$6,500.00
	Fundraising Expenses - Gala, House Parties	\$10,000.00	\$84.00	\$6,000.00
	Total	\$19,245.00	\$544.62	\$15,245.00
	EDUCATION PROGRAMS			
	Community Engagement Expense	\$3,000.00		\$3,000.00
	Music Sandwiched In	\$6,000.00	\$700.00	\$6,000.00
	Contracted Services	\$1,000.00		\$1,000.00
	LINK UP CONCERT	\$20,028.00		\$20,028.00
	Total	\$30,028.00	\$700.00	\$30,028.00
	GENERAL & ADMINISTRATIVE			
	WAGES & TAXES / Admin	\$119,233.14	\$19,872.19	\$121,437.33
	Bluegrass Administrative Costs	\$4,500.00		\$4,500.00
	Office Rent	\$18,495.00	\$3,082.50	\$18,495.00
	Office Equipment	\$4,500.00	\$739.61	\$4,000.00
	Office Supplies	\$2,000.00	\$83.50	\$2,000.00
	Postage	\$2,500.00	\$1,373.93	\$2,500.00
	Printing	\$3,000.00	\$286.82	\$3,000.00
	Insurance / Liability [#1618415]	\$2,530.00	\$424.43	\$2,530.00
	Insurance / D&O [#171498228]	\$1,977.00	\$332.81	\$1,977.00
	Insurance / Worker's Comp [#7944329]	\$7,498.00	\$1,292.76	\$7,498.00
	Dues and Subscriptions	\$2,500.00	\$1,481.00	\$2,500.00
	Bank/CC Service Charges	\$2,000.00	\$312.48	\$2,000.00
	Professional Fees (Legal, Financial)	\$4,500.00	\$262.50	\$3,300.00
	Professional Development	\$3,600.00	\$1,525.00	\$3,600.00
	Travel /Staff	\$3,000.00	\$1,173.27	\$3,000.00
	Meals and Entertainment	\$2,500.00	\$732.47	\$2,500.00
	Conference Fees	\$2,500.00		\$2,500.00
	Total	\$186,833.14	\$32,975.27	\$187,337.33
	MARKETING / ADVERTISING			
	Season Program Printing & Mailing	\$15,000.00	\$800.00	\$15,000.00
	Publicity	\$25,000.00	\$7,300.00	\$25,000.00
	Bluegrass Marketing	\$3,000.00	\$150.00	\$3,000.00
	Total	\$43,000.00	\$8,250.00	\$43,000.00
	TOTAL EXPENSE	\$587,431.25	\$64,482.09	\$587,767.45
	NET TOTAL	\$16,668.75	\$143,856.95	\$42,630.55
	BLUEGRASS Surplus	\$2,500.00	\$30,792.68	\$7,500.00
	Contribution to Operating Reserve	\$10,000.00	\$2,500.00	
		4,168.75	110,564.27	35,130.55