



# SPARTANBURG PHILHARMONIC

		2018-2019	2018-2019	2018-2019
		Annual Budget	Actual As of 8/31/2018	Projected Year End
<b>INCOME</b>				
<b>ADMISSIONS</b>				
	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
	<b>Total</b>	<b>\$179,500.00</b>	<b>\$92,092.19</b>	<b>\$199,500.00</b>
<b>CONTRACT SERVICES</b>				
	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
	<b>Total</b>	<b>\$43,000.00</b>	<b>\$12,134.10</b>	<b>\$41,000.00</b>
<b>CONTRIBUTED INCOME</b>				
	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
	<b>Total</b>	<b>\$222,000.00</b>	<b>\$67,891.09</b>	<b>\$228,000.00</b>
<b>GRANTS</b>				
	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
	<b>Total</b>	<b>\$159,600.00</b>	<b>\$36,221.66</b>	<b>\$161,898.00</b>
<b>TOTAL OPERATING INCOME</b>		<b>\$604,100.00</b>	<b>\$208,339.04</b>	<b>\$630,398.00</b>
<b>EXPENSES</b>				
<b>ARTISTIC &amp; PERSONNEL</b>				
	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
	<b>Total</b>	<b>\$251,563.11</b>	<b>\$17,399.88</b>	<b>\$255,395.11</b>
<b>CONCERT PRODUCTION</b>				
	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
<b>Total</b>	<b>\$56,762.00</b>	<b>\$4,612.32</b>	<b>\$56,762.00</b>
<b>DEVELOPMENT &amp; FUNDRAISING</b>			
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
<b>Total</b>	<b>\$19,245.00</b>	<b>\$544.62</b>	<b>\$15,245.00</b>
<b>EDUCATION PROGRAMS</b>			
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
<b>Total</b>	<b>\$30,028.00</b>	<b>\$700.00</b>	<b>\$30,028.00</b>
<b>GENERAL &amp; ADMINISTRATIVE</b>			
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
<b>Total</b>	<b>\$186,833.14</b>	<b>\$32,975.27</b>	<b>\$187,337.33</b>
<b>MARKETING / ADVERTISING</b>			
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
<b>Total</b>	<b>\$43,000.00</b>	<b>\$8,250.00</b>	<b>\$43,000.00</b>
<b>TOTAL EXPENSE</b>	<b>\$587,431.25</b>	<b>\$64,482.09</b>	<b>\$587,767.45</b>
<b>NET TOTAL</b>	<b>\$16,668.75</b>	<b>\$143,856.95</b>	<b>\$42,630.55</b>
<b>BLUEGRASS Surplus</b>	<b>\$2,500.00</b>	<b>\$30,792.68</b>	<b>\$7,500.00</b>
<b>Contribution to Operating Reserve</b>	<b>\$10,000.00</b>	<b>\$2,500.00</b>	
	<b>4,168.75</b>	<b>110,564.27</b>	<b>35,130.55</b>