Timeframe: February 2011

ESSENTIALS PHILHARMONIC

(All $ are in Thousands)

PROGRAM PROFITABILITY MODEL - FY 2010/11(09/01/10 - 08/31/11) LATEST PROJECTION

	VARIABLE REVENUES AND EXPENSES													FIXED REVENUES AND EXPENSES				TOTAL
	Subscription Series	Pops Concerts	Family Series	Education Concerts	Run-Out Concerts	Chamber & Ensembles	July 4th Concert	New Year's Eve	Tour Fees	Misc. Concerts	Special Projects	Other	Subtotal	Broadcast/ Recording	Special Events	Admin.	Subtotal	
Number of Concerts	42	10	3	4	2	2	1	1		2			67					
Number of Orchestral Players																		
REVENUES																		
- Concert Income	$395	$73	$15	$30	$25	$9		$41		$13			$601	$5			$5	$606
- Other Earned Income											$23	$13	$36			$20	$20	$56
- Contributions (Annual Fund)																$563	$563	$563
- Contributions (Concert/Artist Sp.)	$100	$13											$113					$113
- Contributions (Other)																$28	$28	$28
- Grants																$292	$292	$292
- Annual Draw from Endowment																$193	$193	$193
TOTAL OPERATING REVENUES	**$495**	**$86**	**$15**	**$30**	**$25**	**$9**		**$41**		**$13**	**$23**	**$13**	**$750**	**$5**		**$1,096**	**$1,101**	**$1,851**
EXPENSES																		
(1) Personal Services																		
- Core Orchestra (Sal/Ben)																($96)	($96)	($96)
- Per Service Players (Sal/Ben)	($324)	($50)	($5)	($8)	($17)	($2)		($20)		($10)	($12)	($6)	($454)					($454)
- Administration (Sal/Ben)																($435)	($435)	($435)
- Music Dir. & Guest Conduct)	($128)	($10)	($3)	($5)	($4)	($2)		($8)		($2)	($3)		($165)					($165)
- Phil Chorus & Conductor	($27)												($27)					($27)
- Production Expenses	($251)	($26)	($17)	($10)	($11)	($3)	($30)	($8)					($356)					($356)
- Touring Expense																		$0
- Other Concert Expenses	($19)											($13)	($32)	($2)		($13)	($15)	($47)
- Administrative Expense																($130)	($130)	($130)
- Marketing Expense																($282)	($282)	($282)
- Fundraising Expense																($102)	($102)	($102)
TOTAL OPERATING EXPENSES	**($749)**	**($86)**	**($25)**	**($23)**	**($32)**	**($7)**	**($30)**	**($36)**		**($12)**	**($15)**	**($19)**	**($1,034)**	**($2)**		**($1,058)**	**($1,060)**	**($2,094)**
OPERATING SURPLUS / (DEFICIT)	**($254)**	**$0**	**($10)**	**$7**	**($7)**	**$2**	**($30)**	**$5**		**$1**	**$8**	**($6)**	**($284)**	**$3**		**$38**	**$41**	**($243)**
PER CONCERT SURPLUS/ (DEFICIT)	**($6.0)**	**$0.0**	**($3.3)**	**$1.8**	**($3.5)**	**$1.0**	**($30.0)**	**$5.0**		**$0.5**								