



# North Valley Symphony Orchestra 2019-2020 Annual Report



The mission of NVSO is to provide skilled and aspiring musicians of all ages the opportunity to learn, rehearse, and perform exceptional orchestral music, fostering music appreciation and engagement among members of the North Valley community.

Our vision is to be a vibrant and diverse community that deeply cares for the artistry, learning and performance of exceptional orchestral music.

## BOARD MESSAGE

The North Valley Symphony Orchestra (NVS) Board of Directors meets annually in late Spring to review the previous year's accomplishments and to set goals for the upcoming concert year. The strategic planning meeting was held virtually on April 29<sup>th</sup> and 30<sup>th</sup>, 2020, and the primary focus of the meeting was the impact of the COVID-19 pandemic on NVSO operations and finances.

The Board of Directors is thankful to all of our members, volunteers, donors, and community partners who support our organization in so many ways. The COVID-19 pandemic has had a devastating impact on Performing Arts organizations globally, and the support of our NVSO community has been appreciated. Thank you to everyone who has a role to play in our success!

### 2019-20 Membership

NVSO membership fluctuates throughout the year, but at the close of the year the membership numbers for each ensemble were as follows:

North Valley Symphonettes: 24  
North Valley Youth Strings: 39  
North Valley Youth Orchestra: 18  
North Valley Symphony Orchestra: 69

### Board Members

Board elections were held virtually on Monday, April 6<sup>th</sup>, 2020.

<b>TITLE</b>	<b>START OF SEASON</b>	<b>AFTER SPRING ELECTIONS</b>	<b>TERM EXPIRES</b>
President	Liz Galpin	Liz Galpin	May, 2022
Vice-President	Sylvia Depta	Sylvia Depta	May, 2021
Treasurer	Debby Pool	Irene Kufner	May, 2021
Secretary	Nora Welsh	Nora Welsh	May, 2022
Music Director	Kevin Kozacek	Kevin Kozacek	In perpetuity as MD
Member-at-Large	Gilah Nemiroff	Gilah Nemiroff	May, 2021
Member-at-Large	Tracy Petersen	Tracy Petersen	May, 2021
Member-at-Large	Haley McKeown	Lindsey Deusterman	May, 2022
Member-at-Large	Michael Braun	Michaela Braun	May 2021
Member-at-Large	Tammie Langdon	Tina Williams	May, 2022
Member-at-Large	Cindy Kozacek	OPEN SEAT	

## 2019-20 Strategic Plan Accomplishments

### To Make NVSO Sustainable and Systematically Run

The Board continued work on identifying administrative tasks and defining the roles responsible to ensure completion.

A part-time employee was added in the role of “Orchestra Administrator”. Candidates were interviewed, and an admin was hired in June, 2019. Ashlei White was trained and engaged in building Flipcause campaigns, managing social media platforms, compiling information for concert programs, marketing and press releases, and various other tasks as required.

NVSO continued to refine on-line registration processes during the 2019-20 season, allowing us to easily capture member information including contacts and volunteer assignment preferences. The Board used that information to recruit volunteers for various tasks including rehearsal and concert logistics, grant research etc.

Work continues to create succession plans and job aids for positions such as the Music Director and other key positions.

Emergency Action plans were activated and adapted to manage cancellation of the “Women in Music” and “Across America” concerts, all remaining rehearsals, and the “Spring Strings Festival”

Members of the NVSO Board of Directors attended virtual sessions of the League of American Orchestra’s Conference in May and June. The conference was focused, in large part, on how the COVID-19 pandemic would affect orchestra operations, the science behind community spread, audience and donor engagement etc. Knowledge gained through these sessions, in addition to extensive research from sources including the CDC, Johns Hopkins University, and various performing arts specific scientific studies and guidelines were used in creating a COVID-19 Protocol for NVSO.

## To Increase Attendance and Ticket Revenue

Due to the COVID-19 pandemic, NVSO had to cancel the following concerts:

“Women In Music” - March 14<sup>th</sup>  
“Spring Strings Festival” – April 11<sup>th</sup>  
“Spring Youth Concert” – May 2<sup>nd</sup>  
“Across America” – May 16<sup>th</sup>

Patrons who bought tickets to the cancelled concerts were given the option to have the tickets refunded or to donate the value of the tickets back to NVSO. The majority opted to donate the value of the tickets. Refunds issued due to the pandemic cancellations:

“Women in Music” :                 -\$85  
“Across America” :                 -\$10  
“Season Tickets” (prorated):   -\$63.75

NVSO had record season ticket sales with 212 season tickets sold, generating income of \$3,180.

**Total Ticket revenue:** \$8,344 (Season and concert tickets less refunds)

*TOTAL AUDIENCE in attendance: 2,736*  
*Tickets Sold for concerts performed: 1,380*  
*Tickets Sold for concerts cancelled: 517*  
*Tickets Comped for concerts performed: 614*  
*Youth Concert (free): 337*  
*Wickenburg concert (free): 900*

The Board implemented several changes to help reduce the no-show rate at the adult concerts (tickets distributed vs. audience count.) This included revisions to the donor benefits, elimination of musician 6-pack sales, initiating contact to season ticket holders before each concert, and reviewing the distribution of tickets to youth ensemble members. When compared to the October and December concerts of the previous season, the no-show rate dropped from 33.5% to 24.9%

## To Increase Youth Engagement

The youth ensemble directors continue to work on recruiting new students into NVSO youth ensembles. The total number of participants throughout the year exceeded 90 student musicians with Youth Strings having the largest enrollment. Recruiting the more advanced students continues to be difficult with the many demands on the time of high school students.

The annual Summerford Concerto Competition was held on January 11, 2020. At Dr. Summerford's request, the competition scoring was weighted as much on the need for the new instrument as the competition audition. This year it was open to both violin and viola students enrolled in NVSO programs, and the repertoire was at a level that might enable students from both Youth Strings and Youth Orchestra to participate. Alexander Drace, a viola student who moved from Youth Strings to Youth Orchestra at the semester break, was announced the winner of the competition.

NVSO was scheduled to hold the Spring Strings Festival for student musicians and volunteers from the adult orchestra on April 11, 2020. Prior to having to cancel the event due to the pandemic, 85 students had enrolled to participate, including 16 from outside NVSO. Upon cancellation of the event, parents were given the option of a refund or to donate the cost of registration to NVSO. 8 people opted for the refund.

### **Spring Strings Festival**

Registration Fees: \$1,230

Refunded Fees: - \$140

Amount donated: \$1,090

NVSO Leadership felt that it was extremely important to continue to offer musical instruction to the students when normal operations were shut down. NVSO enrolled all of our student musicians in Smart Music, an online music education tool offered free through June. The youth ensemble directors provided weekly assignments through SmartMusic. Recognizing that the social aspect of participating in NVSO was missed by the students, the directors scheduled video calls with their students towards the end of the semester. Many lessons were learned, and that knowledge has been applied to develop a more robust virtual program for the youth ensembles for the Fall semester.

## To Increase Contributed Revenue

NVSO raised \$56,117 in Direct Public Support, falling short of our goal by \$6,607.

### Sponsorships:

- “A Scandinavian Tour” – Cruise Planners/Viking Cruises
- “Christmas Pops” – I-Med
- “Women in Music” – CASCO Financial (will carry over to 2020-21)
- “Across America” – B Home Mortgage (requested refund)
- Repertoire Sponsorships: \$877.50
- Musician Sponsorships: \$650.
- Gala Sponsorships: \$3,350

### Fundraising:

- Musician Portrait fundraiser: \$130
- Corporate Fundraisers\*: \$1,932.02
- Raffles: \$1,555
- Silent Auction: \$7,237

*\*Corporate Fundraisers include items such as proceeds from Amazon Smile, Fry’s Community Rewards, Primephonic Subscriptions and restaurant fundraisers held at Upper Crust, TapHouse Kitchen, and California Pizza Kitchen*

NVSO was the recipient of two grants:

- Arizona Commission on the Arts: \$5,000
- City of Phoenix Office of Arts and Culture: \$6,000

Additional grants applied for, but not awarded include OneAZ Foundation, Women’s Philharmonic Advocacy, SRP, WESTAF CARES Fund, AZ Commission on the Arts CARES fund

## To Increase Contributed Revenue, contd.

The Board hosted an Open Rehearsal “Silver” level donor event during the Fall Semester. In attendance were donors, collaborators from Brevity Arts, school district officials, and representatives of the Arizona Commission on the Arts.

The “Gold” level donor event had been scheduled for April as an exclusive behind the scenes tour at the Musical Instrument Museum (MIM). MIM had to shut down operations due to coronavirus, so we were unable to hold that event. We plan to reschedule at some point when it is safe to do so.

The Annual Fundraising Gala was held on 02/22/20. It was a “Roaring 20s” theme, and featured dinner, a silent auction, a High School Jazz band, dancers, and a Radio Drama. There were several Gala sponsorships this year, exceeding our goal by \$2,350. The Total Gala revenue after expenses, was \$16,161.00

*Thank you to Tracy Petersen, Tammie Langdon, and the NVSO Guild for all their work!*

A Donor Steward, Stephanie Monroe, has been appointed. This volunteer role will be responsible for building and maintaining relationships with our existing donors and identifying potential new donors.

## **To Advance the Artistry of NVSO**

String sectionals were held for the October “Scandinavian Tour” concert and March “Women in Music” concert. It was determined that no strings sectional was needed for the “Christmas Pops” concert, allowing one rehearsal to be dedicated to the Movie Music concert for the Wickenburg Elementary School students.

No musicians were identified as requiring a re-audition to maintain their position.

The Repertoire Committee was appointed and has proposed several programs for future programming. This member led committee met on several occasions to discuss concert themes and recommend repertoire for performance, considering such things as difficulty, length, audience/musician appeal, instrumentation etc. The initial plan was to perform those concerts during the 2020-21 season. However, the COVID-19 pandemic has shifted those programs to a future season so NVSO can perform the concerts that were postponed during the 2019-20 season.

Please review the Music Director’s Statement for further details



## To Achieve Increasingly Significant Community Impact

NVSO Musicians performed several outreach performances including:

- 1 performance at Gompers
- 2 performances for Wickenburg schools
- Life Center Rehabilitation Facility
- The Southwest Veterans Chamber of Commerce “Patriot’s Ball”
- 2 Holiday Parties
- 3 Memorial Services

Additional performances at Senior Living Facilities, Gompers, and Hospice of the West had to be cancelled due to COVID-19

NVSO held 2 community benefit projects:

- Toy Drive for AZ Helping Hands, a foster care support agency (December concerts)
- Bare Necessities Drive for The Singletons, a support network for single parent families battling cancer. (March concert)

The Bare Necessities Drive for the Singletons was to be held at the March concert, which was cancelled. However, youth and adult musicians had been bringing donated items to rehearsals in the weeks leading up to the planned concert and we were able to donate 2 full boxes of supplies including paper towels, toilet paper and cleaning materials to these high risk families right at the time that these items were disappearing from stores.

NVSO continued to be involved with building relationships at Gompers. In addition to performing at their Christmas Assembly, Gompers members helped us assemble jingle bells for our “Christmas Pops” concert. We had been scheduled to perform for their school graduation, but the ceremony was cancelled.

## MUSIC DIRECTOR STATEMENT 2019-2020

North Valley Symphony Orchestra is dedicated to making a positive impact in our community. Artistically, we strive to elevate our artistic excellence in concert performance, continue to engage in collaborations with other arts organizations, and we work hard to provide exceptional educational opportunities for our young musician members.

NVSO had four major concerts scheduled for the 2019-2020 concert season, and due to the COVID-19 pandemic, we had to postpone the final two performances. The first concert of the season was held on October 19, 2019, and was titled "A Scandinavian Tour." The repertoire included Nielsen's *Helios Overture*, Sibelius' *Karelia Suite*, and Grieg's ever popular *Peer Gynt Suite #1 & #2*. The North Valley Youth Orchestra (NVYO) joined the concert with a wonderful performance of Svendsen's *Two Swedish Folksongs*. The Scandinavian theme was very successful, and the audience appreciated hearing some of their favorite pieces in the Grieg suites.

On November 23, 2019 the three youth ensembles held their winter concert at Pinnacle High School to an appreciative crowd of nearly 350 audience members. The "Winter Classics" concert featured many pieces from the standard repertoire. North Valley Symphonettes (NVS) under the direction of Robert Reyes, performed Clark's *Aftershock* and *Samurai* Larry Clark, *Gap of Dunloe* by Thomas, and *Saint Nick's Canon on the Housetop* by Gruselle. Orlando Moss, the conductor for North Valley Youth Strings (NVYS) led his ensemble through the well-known *Eine Kleine Nachtmusik* by Mozart, Dvořák's *Bagatelle*, and Rosenhaus' *Danza de mi Corazon* (Dance of my Heart). Always the showman, Mr. Moss delighted the crowd with a spirited rendition of Hague's *You're a Mean One, Mr. Grinch*. The advanced ensemble North Valley Youth Orchestra (NVYO) under the direction of Josh Lynch impressed the audience with the difficult choices of *March* from "Love for Three Oranges" by Prokofieff, C.P.E. Bach's *Sinfonia No. 2 in D*, and the group closed with Douglas Wagner's *A Classic Christmas*. The ensembles repeated the performance on December 7, 2019 as an outreach event at Outlets at Anthem. I was very pleased with the growth of all three groups, especially Symphonettes. Mr. Reyes was a new addition to the NVSO staff this concert season, and did a wonderful job. The NVSO

youth program provides a quality, low cost option for families looking for a group performance opportunity for their students. The three ensembles perform one formal concert and one outreach concert each semester.

NVSO was once again invited to participate in the annual performance for students in the Wickenburg School District at the Del Webb Center on November 26, 2019. The Wickenburg Children's Cultural Organization sponsors this event, which includes two concerts, one in the morning and one in the afternoon, to the delight of over 900 students who would not otherwise be able to attend an orchestral performance. This year's theme of the 45-minute concert was "Movie Music," including themes from *Superman*, *Wonder Woman*, *Harry Potter*, *How the Grinch Stole Christmas*, *Frozen*, *The Magnificent Seven* and *Star Wars*. The students and faculty were extremely appreciative, and we hope to continue this partnership every year.

The December 14 & 15, 2019 concert was themed "Christmas Pops," which has become a favorite concert for our community. The first half of the concert was mostly secular, children's holiday fare, and the second half focused more on the traditional sounds of Christmas. Davis' rousing *Deck the Halls* opened the concert, followed by Guaraldi's *A Charlie Brown Christmas*, Debney's *Elf Suite*, Herbert's *Babes in Toyland - March of the Toys*, Brubaker's *How the Grinch Stole Christmas*, and Randall Bass's *The Night Before Christmas*. This piece was performed in collaboration with Brevity Theater Troupe from Phoenix, and actor/artistic director Daniel Flavin narrated the Clement Moore poem, appropriately dressed in nightshirt and nightcap! The second half of the concert featured Broughton's *Overture to Miracle on 34th Street*, Davis' arrangement of *Stille Nacht*, Berlin's *White Christmas* with NVSO soloist Tracy Petersen, Balmages' *Fantasia on We Three Kings*, and closed with an audience sing-along of Leroy Anderson's *Christmas Festival*.

The 8<sup>th</sup> annual Summerford Violin Concerto Competition was held in January 2020. Alexander Drace, a talented young violist from NVYO was awarded a new, handcrafted viola by Mr. Summerford. Alex was scheduled to perform on the new instrument at the March NVSO concert, and the May NVYO concert. We cannot thank Jody Summerford enough for his continued, generous support of this program, and for building a viola instead of a violin for our winner!

Due to COVID-19, the spring semester was cancelled and rescheduled for one year later in 2021. The March 2020 "Women in Music," celebrating the 100th Anniversary of Women's Suffrage, the April 2020 youth ensembles "Spring String Festival," the May 2020 Spring youth concert, and the May 2020 "Across America" concert are all scheduled to be performed in March through May of 2021. We look forward to performing the repertoire on these concerts, much of which had been fully prepared when the decision was made to cancel our March 2020 concert only days before the scheduled performance.

NVSO remains dedicated to providing exciting orchestral repertoire for our audience to enjoy. I am very impressed and grateful for the professionalism of the volunteer musician-members of NVSO. We look forward to performing smaller, chamber music in a virtual format as this new concert season unfolds, and we hope to return to the main stage in January 2021.

Kevin Kozacek, Music Director

# A Scandinavian Tour

Johan Svendsen  
(1840-1911)

**Two Swedish Folk-Melodies, Op. 27**

- I. *Allt under himmelens fäste* (All Beneath the Firmament)
- II. *Du gamla, du friska, du fjellhöga Nord* (You old, You free, You mountainous North)

North Valley Youth Orchestra  
Josh Lynch, Conductor

Carl Nielsen  
(1865-1931)

**Helios Overture**

(This piece is sponsored by Tammie Langdon  
in memory of Ron and Barb Exley)

Jean Sibelius  
(1865-1957)

**Karelia Suite, Op. II**

(This piece is sponsored by Tracy N. Petersen)

- I. Intermezzo
- II. Ballade
- III. Alla marcia

- Intermission -

Edvard Grieg  
(1843-1907)

**Peer Gynt Suite #1, Op. 46**

- I. *Morgenstimmung* (Morning Mood)
- II. *Åses Tod* (The Death of Åse)
- III. *Anitras Tanz* (Anitra's Dance)
- IV. *In der Halle des Bergkönigs* (In the Hall of the Mountain King)

**Peer Gynt Suite #2, Op. 55**

(This piece is sponsored by Liz Galpin, in  
honor of St. Olaf College Alumni - Um Yah Yah!)

- I. *Bruderovet - Ingrid's Klage* (The Abduction of the Bride - Ingrid's Lament)
- II. *Arabischer Tanz* (Arabian Dance)
- III. *Peer Gynts Heimkehr - Stürmischer Abend an der Küste* (Peer Gynt's Homecoming - Stormy Evening on the Sea)
- IV. *Solvejgs Lied* (Solveig's Song)

North Valley Symphony Orchestra  
Kevin Kozacek, Conductor

# “Winter Classics”

*Aftershock* Larry Clark

*Samurai* Larry Clark

*Gap of Dunloe* Chris Thomas

*Saint Nick’s Canon on the Husetop* Carrie Lane Gruselle

## **North Valley Symphonettes Robert Reyes, Conductor**

*Eine kleine Nachtmusik* Wolfgang Amadeus Mozart

*Bagatelle (Op.47, No.5)* Antonín Dvořák  
arr. Robert Sieving

*Danza de mi Corazon (Dance of my Heart)*  
Steven L. Rosenhaus

*You’re a Mean One, Mr. Grinch* Albert Hague  
arr. Bob Cerulli

## **North Valley Youth Strings Orlando Moss, Conductor**

*March from “Love for Three Oranges”* Serge Prokofieff  
arr. James “Red” McCleod

*Sinfonia No. 2 in D* Carl Philipp Emanuel Bach  
1. Allegro di molto

*A Classic Christmas* arr. Douglas E. Wagner

## **North Valley Youth Orchestra Josh Lynch, Conductor**

# Christmas Pops Program

Welsh New  
Year's Carol  
arr. Chip Davis

***Deck the Halls***  
*(This piece is sponsored by  
Tammie L. Langdon)*

Vince Guaraldi /  
Lee Mendelson  
arr. David Pugh

***A Charlie Brown Christmas***

John Debney  
arr. Victor  
Pesavento

***Elf - Suite from the Motion Picture***

Victor Herbert  
arr. Otto Langey

**"March of the Toys" from *Babes in Toyland***

Albert Hague /  
James Horner  
arr. Jerry Brubaker

***How the Grinch Stole Christmas***

Randol Bass

***The Night Before Christmas***  
*Narrator Daniel Flavin*

Leroy Anderson

***Sleigh Ride***

**- Intermission -**

Bruce Broughton  
arr. Johnnie Vinson

***Overture to Miracle on 34th Street***

Franz Gruber  
arr. Chip Davis /  
Calvin Custer

***Stille Nacht***

Irving Berlin  
arr. John Moss

***White Christmas***  
Soloist: Tracy Petersen

Brian Balmages

***Fantasia on We Three Kings***

Leroy Anderson

***A Christmas Festival***  
Sing-along soloist: Tracy Petersen  
Lyrics on page 10-11 of this program

**North Valley Symphony Orchestra  
Kevin Kozacek, Conductor**

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## FINANCIAL SUMMARY 2019-2020

NVSO's fiscal year runs from July 1<sup>st</sup> through June 30<sup>th</sup>.

### 2019-20 Fiscal Year Summary

Total Revenue:	\$96,556.35
Total Expenses:	\$90,228.78
Net Revenue:	\$6,335.57

Largest Expense: \$17,304  
Orchestra Administrator Salary (wages, taxes, and payroll fees)

Second Largest Expense: \$16,441  
Contractors/Guest Artists (includes ensemble directors, guest artists, and Wickenburg Musicians)

Third Largest Expense: \$14,939  
Rent for Rehearsals and Performances

### Funds in the Bank at close of Fiscal Year

General Fund	\$60,467.03
Savings Account	\$35,692.88
LEMM Fund	\$2,663.75
LEMM Savings	\$0.09 *

\*LEMM Savings Account is only used to avoid paying banking fees on the LEMM account. Funds are transferred in and out of the account on a monthly basis in order to meet the Bank requirement for a fee-free account.



## FINANCIAL IMPACT of COVID-19

Due to COVID-19, NVSO cancelled several events during Spring, 2020, reducing revenue from ticket sales, festival registration, and ancillary incomes streams including concert sponsorship, lobby raffles, water sales, restaurant fundraisers, and lobby donations. Ticket holders and festival registrants were offered refunds, however most opted to donate the value of their tickets to NVSO.

Even though there was a loss of revenue, NVSO also reduced expenses to balance the revenue loss. Our Paradise Valley Unified School District partners let us out of the contracts for performance and rehearsal venue rental, refunding the \$800 deposit that had been made to secure the auditoriums. Publishers from whom we rented music for the March and May concerts allowed us to return the music at no cost other than the shipping fees. In addition, the guest musicians who had been contracted to fill missing parts for the “Women in Music” concert were offered full compensation, but most agreed to payment for services attended (2 – 3 rehearsals) and not the dress rehearsal or concert. The youth program was switched to a virtual practice program called Smart Music, which was offered free of charge through June.

Even though the initial shut down occurred during the 2019-20 season, the larger financial impact is likely to be felt during the 2020-21 season. Some of the larger impacts include:

- Reduced Youth Enrollment/Tuition
- \$20 per student/\$80 per instructor SmartMusic subscription
- \$10 per month/per instructor Upbeat Music App subscription
- Loss of ticket revenue/ancillary revenue from 2 concerts, including the popular Christmas concert
- Additional cost of Sanitizing Supplies and PPE
- Uncertainty of access to school facilities – leading to potential need to purchase music stands, chairs, and percussion equipment
- Costs of producing and distributing virtual livestream/recorded Adult Chamber Series concert
- Arizona Commission on the Arts not funded for Community Investment Grant program (NVSO had been expected to receive \$5,000)

#### Actions being taken to help mitigate the potential losses

- Phoenix Office of Arts and Culture: CARES act grant received: \$15,000
- Application for AZ Commission on the Arts: Organization Coronavirus Relief grant in process
- Researching/Applying for additional foundational grants to assist with purchase of equipment if necessary
- Launching numerous fundraisers including:
  - Face Mask Fundraiser (\$411 raised as of 09/15/20)
  - SmartMusic Sponsorship (\$395 raised as of 09/15/20)
  - Monthly “Musical Munchies” restaurant fundraisers (\$100 raised as of 09/15/20)
- Use of host homes for Adult Chamber Series rehearsals
- Use of low rent venue for recording the Adult Chamber Series performance
- Video Audition submissions for youth and adult ensembles so no audition venue rental required
- Orchestra Administrator, Ashlei White, resigned her position on August 28. NVSO will not replace her at this time to save the expense of salary, payroll taxes, and fees.

# North Valley Symphony Orchestra

## STATEMENT OF ACTIVITY

July 2019 - June 2020

	TOTAL
Revenue	
Concert Attire Purchase	343.00
Direct Public Support	400.00
Board Donations	2,903.00
Concert Sponsor	3,000.00
Corporate Donations	2,145.95
Donations	7,430.00
Fundraising	
Corporate Fundraising	1,932.02
Portrait Fundraiser	130.00
Raffle	1,300.00
<b>Total Fundraising</b>	<b>3,362.02</b>
Gala Fundraising	2,500.00
Gala Donations	6,757.00
Gala Raffle	255.00
Gala Silent Auction	7,237.00
Gala Sponsor	3,350.00
Gala Tickets	8,450.00
<b>Total Gala Fundraising</b>	<b>28,549.00</b>
In Kind Donations	2,350.00
Musician Sponsor	650.00
Outreach	4,450.00
Repertoire Sponsor	877.50
<b>Total Direct Public Support</b>	<b>56,117.47</b>
Government Grants	
Local Grants	6,000.00
State Grants	5,000.00
<b>Total Government Grants</b>	<b>11,000.00</b>
Investment Income	
Interest	8.50
<b>Total Investment Income</b>	<b>8.50</b>
Membership Income	
Spring Strings	1,306.21
Tuition	15,961.47
<b>Total Membership Income</b>	<b>17,267.68</b>

# North Valley Symphony Orchestra

## STATEMENT OF ACTIVITY

July 2019 - June 2020

	TOTAL
Program Income	
Advertising	2,730.00
Concession Sales	226.75
Season Ticket Sales	3,275.21
Ticket Sales	5,069.21
<b>Total Program Income</b>	<b>11,301.17</b>
Technique Books	408.53
Unapplied Cash Payment Income	110.00
<b>Total Revenue</b>	<b>\$96,556.35</b>
<b>GROSS PROFIT</b>	<b>\$96,556.35</b>
Expenditures	
Artistic Expenses	
Artistic Expenses - Adult	
Music Purchase - Adult	1,177.30
Music Rental - Adult	2,074.02
Music Supplies/Copying - Adult	47.77
Musicians - Contractors	5,940.96
Outreach Music Purchase	203.58
<b>Total Artistic Expenses - Adult</b>	<b>9,443.63</b>
Artistic Expenses - Youth	
Music Purchase - Youth	672.93
Technique Books	351.73
<b>Total Artistic Expenses - Youth</b>	<b>1,024.66</b>
Concert Attire	1,218.22
<b>Total Artistic Expenses</b>	<b>11,686.51</b>
Business Expenses	
Business Registration Fees	10.00
<b>Total Business Expenses</b>	<b>10.00</b>
Contract Services	
Accounting	925.00
CD Recording	240.00
Competition Judges	300.00
Graphic Design	1,000.00
Logistics	176.07
Non-Musician Entertainers	1,200.00
Photography	250.00
<b>Total Contract Services</b>	<b>4,091.07</b>
Development	
Donor Relationship	1,462.70

# North Valley Symphony Orchestra

## STATEMENT OF ACTIVITY

July 2019 - June 2020

	TOTAL
Gala Expenses	
Decorations & Programs	654.68
Entertainment	2,475.00
Gala Marketing	399.00
Music Purchase	152.00
Venue	9,049.51
<b>Total Gala Expenses</b>	<b>12,730.19</b>
Raffle Expense	532.48
<b>Total Development</b>	<b>14,725.37</b>
Facilities & Equipment	
Equipment	
Equipment Purchase	25.51
<b>Total Equipment</b>	<b>25.51</b>
Facilities - Adult	
Rent for Concerts - Adult	7,405.00
Rent for Rehearsals - Adult	1,811.00
<b>Total Facilities - Adult</b>	<b>9,216.00</b>
Facilities - Youth	
Rent for Concerts - Youth	1,721.00
Rent for Rehearsals - Youth	3,902.00
<b>Total Facilities - Youth</b>	<b>5,623.00</b>
Rent for Auditions	100.00
Storage Facility	2,493.43
Venue Donation	200.00
<b>Total Facilities &amp; Equipment</b>	<b>17,657.94</b>
Insurance	
Liability & Property Insurance	2,361.00
<b>Total Insurance</b>	<b>2,361.00</b>
Marketing	
Advertising	1,870.00
Concert Ticket Printing	390.67
Printing	1,698.96
Program Printing - Adult	2,051.18
Program Printing - Youth	148.08
<b>Total Marketing</b>	<b>6,158.89</b>
Meals & Entertainment	
Chamber of Commerced Luncheon	280.86
Meeting Meals	32.32
<b>Total Meals &amp; Entertainment</b>	<b>313.18</b>

# North Valley Symphony Orchestra

## STATEMENT OF ACTIVITY

July 2019 - June 2020

	TOTAL
Operations	
Bank Fees	127.50
Flipcause Credit Card Fees	-19.42
<b>Total Bank Fees</b>	<b>108.08</b>
Decorations	419.96
Fingerprinting	74.00
Music Licensing	609.00
Office Supplies	193.06
PO Box	92.00
Postage Fees	203.84
Printing & Copying	4.49
Professional Membership	1,240.00
Software	706.69
Telephone	293.92
Ticket Management System	1,200.00
Website	192.00
<b>Total Operations</b>	<b>5,337.04</b>
Payroll Expenses	501.30
Taxes	1,194.08
Wages	7,790.50
<b>Total Payroll Expenses</b>	<b>9,485.88</b>
Recognition	
Awards to Individuals	20.19
Gifts	55.21
<b>Total Recognition</b>	<b>75.40</b>
Salaries	
Music Director	3,600.00
Orchestra Administrator	
Wages	7,818.50
<b>Total Orchestra Administrator</b>	<b>7,818.50</b>
Symphonettes	2,100.00
Youth Orchestra	2,400.00
Youth Strings	2,400.00
<b>Total Salaries</b>	<b>18,318.50</b>
Unapplied Cash Bill Payment Expense	0.00
<b>Total Expenditures</b>	<b>\$90,220.78</b>
<b>NET OPERATING REVENUE</b>	<b>\$6,335.57</b>
<b>NET REVENUE</b>	<b>\$6,335.57</b>