

Utah Symphony and Opera
Board Orientation
Fact Sheet

Finances

1. Revenue

- \$18M Budget
 - 23% (\$3.7M) from ticket sales (National Average is 30%)
 - 26% of ticket revenues from the Opera, the rest from the Symphony
 - 22% (\$3.9M) from Government Grants (well above the norm)
 - 36% (\$6M) from Donations
 - 41% from Foundations, 31,% from Individuals, 20% from Corporations, 8% from the Board
 - 7% (\$1.4M) from investment income
 - 9% (\$1.9M) came last year from the European tour
 - 3% from “Other” (rentals, etc.)

2. Expenses (as a % of total expenses)

- 71 % Program expenses
 - 43% of total expenses are orchestra salaries
- 8% Administrative costs
- 9% Marketing expenses (including salaries)
- 4% Fundraising
- 3% Other (Rentals, Production studios, etc.)

3. Financial Results and Projections

- 2002-03 \$1.8M loss
- 2003-04 \$1.6M loss
- 2004-05 \$300K loss (original projection was north of 900K)
- 2005-06 Projecting loss of \$415K
- 2006-07 Projecting surplus of \$358K

4. Vision: “To Be Players on the Worlds Stage”

5. Mission:

Goal 1: Produce Symphony Concerts and Opera Productions at the Highest Possible level of artistic quality

Goal 2: Explore new ways of expanding artistic boundaries through unique and collaborative ventures

Goal 3: Utilize the uniqueness of our combination in promoting broad public knowledge and appreciation of music

Goal 4: Achieve and Maintain Financial strength and long lasting stability

6. The Orchestra

- There are only 18 “52 week” orchestras in the U.S. (Utah is the smallest market supporting a 52 week orchestra)
- 85 Full Time musicians
- In 2nd year of 3 Year Contract (Musicians Union)
- Extensive auditioning process produces top talent. This is a GREAT orchestra.

- Types of programs: Classical Masterworks, Pops, Opera, Family, Education and Chamber
7. Organizational Leadership
 - Pat Richards, Chair of the Board of Trustees
 - Anne Ewers, CEO
 - Keith Lockhart, Symphony Music Director
 - Christopher McBeth, Opera Artistic Director
 8. Key Venues
 - Abravanel Hall (Symphony) 2,768 Seats
 - Capitol Theater (Opera) 1,825 Seats
 - Deer Valley Music Festival
 - a. Snow Park Lodge (Outdoor) 600 Seats 4,400 lawn
 - b. St. Mary's Church 400 Seats
 - Sundance (Outdoor) 1,000 bench and lawn
 9. Educational Outreach
 - Symphony and Opera education programs reach over 200,000 students per year across the State of Utah.
 - Over \$1MM comes to the organization from POPS (Professional Outreach Programs in the Schools) funding from the State of Utah.
 - US&O visits every school district with symphony programs on a 3-year rotation.
 - US&O offers opera programs to every school in every district (usually on-site) on a 3-5 year rotation.
 10. The Board of Trustees
 - 40 Board Members
 - 19 Life time board members (former board chairs and long time board members)
 - 21 Honorary board members
 - 9 Trustee Emeriti
 - 11 National Advisory Council
 - 12 DVMF Executive Council
 - 32 DVMF Advisory Council (primarily couples)