

MOA Operating Budgets F14 - F17

(In \$000s)

	F2014	F2015 (2)	F2016 (2)	F2017 (2)
EARNED REVENUE				
Ticket Sales	\$4,086	\$7,239	\$7,383	\$7,531
Touring/Performance Fees	-	832	842	852
Other Concert Revenue	726	1,155	1,178	1,202
Rentals/Food & Beverage	596	969	988	1,008
TOTAL EARNED REVENUE	\$5,408	\$10,195	\$10,391	\$10,592
CONTRIBUTIONS	\$7,050	\$9,881	\$10,037	\$10,196
DRAWS AND DISTRIBUTIONS				
MOA Endowment	3,177	3,036	3,038	3,065
BFF Endowment	800	900	1,000	1,000
Oakleaf and Other Endowments & Trusts	3,580	3,656	3,738	3,954
TOTAL DRAWS AND DISTRIBUTIONS	\$7,557	\$7,592	\$7,777	\$8,019
INCREASED COMMUNITY SUPPORT (1)	\$978	\$1,598	\$1,962	\$2,397
TOTAL OPERATING REVENUE	\$20,993	\$29,266	\$30,167	\$31,204
CONCERT EXPENSE				
Guest Artists & Concert Production	3,019	3,637	3,710	3,784
Marketing	928	1,381	1,409	1,437
Rentals/Food & Beverage	335	531	541	552
Touring	-	831	831	831
Symphony Ball	424	300	300	300
TOTAL CONCERT EXPENSE	\$4,707	\$6,679	\$6,790	\$6,904
OVERHEAD EXPENSE				
Musicians & Conductors	8,096	14,003	14,590	15,403
Administration & Concert Production Personnel	5,165	6,432	6,593	6,659
General Overhead	1,935	1,511	1,542	1,572
Building	525	588	600	612
Financing	564	52	53	54
TOTAL OVERHEAD EXPENSE	\$16,286	\$22,587	\$23,377	\$24,300
TOTAL OPERATING EXPENSE	\$20,993	\$29,266	\$30,167	\$31,204
NET OPERATIONS	\$0	\$0	\$0	\$0

(1) MOA is budgeting for additional community support from historical levels based on targeted efforts to increase ticket sales and/or extraordinary community giving. MOA believes this can be achieved with cooperation from musicians and the community. If such efforts are not successful, MOA will consider other alternatives to balance the 2014 budget and any future year budgets, including the possibility of authorizing additional draws from the endowment to the extent consistent with MOA board members' fiduciary obligations.

(2) These are projections that will be refined as concert schedules, and related expenses, for future years are established.