

January 5, 2016

Mayor David Martin
Government Center
888 Washington Boulevard
Stamford, CT 06901

Re: Request for Operating Funds for Fiscal year 2016-2017

Dear Mayor Martin,

In accordance with the memorandum from Jay Fountain, Interim Director of OPM, to Unaffiliated Organizations Requesting Operating Funds for 2016-2017, the Stamford Symphony hereby requests an allocation of operating funds in the amount of \$20,000 in the City of Stamford Budget. This will restore the Symphony's city funding to its 2009 level.

In 2010, the Symphony's budget line was cut by 50% to \$10,000. In the ensuing years, the Symphony, despite funding cuts and continuing economic pressure, has grown its audience, maintained its subscriber base and diversified its programming. We appreciate the ongoing budgeting constraints facing the City, but trust that the City will recognize the value that the City's only professional arts organization brings to our community.

The Stamford Symphony presents world class concert performances, equivalent to those heard on the major stages of New York City. We also present education programs and concerts for both students and adults, including our *Behind the Baton* lectures, *MusiKids* workshops and *Exploring the Orchestra* concerts. And while school budgets have sacrificed music education, the Stamford Symphony continues to provide programming for all of the Stamford's public school 3rd, 4th and 5th graders, with curriculum training for music teachers, lesson plans and live orchestra performances.

The Stamford Symphony contributes to the vibrant life of downtown Stamford. We have the largest music audience in Fairfield County, with an average of 2,000 people attending each weekend of our *Orchestra Classics* series at the Palace Theatre. Importantly, our audience includes a growing number of patrons from surrounding towns, including Greenwich, New Canaan, Darien, Norwalk and Westport, thereby drawing a new group of visitors to downtown Stamford and helping to sustain local restaurants, retail stores, parking and other related businesses.

While we are vigilant about meeting our budget in the face of limited resources, it remains a truth that every orchestra in America must balance their budget with support from the community. City leadership is imperative to this end. Data from the League of American Orchestras shows that orchestras in cities of our size, with budgets comparable to ours, receive an average of \$35,000 annually from their municipal governments. If we aspire to grow our city, then a professional city sponsored orchestra must be part of our culture as it is in every major city in the world. Please consider reinstating the \$20,000 budget line for the Stamford Symphony in the City of Stamford's budget for 2016-17.

Respectfully submitted,

BARBARA J. SMITH-SOROCA
CEO and President

Enclosures:

Mission Statement and Program Description

Budget

Budget Narrative

Mission Statement and Program Description

Mission

The Stamford Symphony Orchestra aspires to build a lifelong appreciation and enjoyment of classical music among all populations of Stamford and its neighboring communities. It fulfills this mission through passionate, professional performances of the highest caliber, diverse and innovative programming, and inspiring educational initiatives.

To achieve this mission, the Symphony performs repertory from the 17th to the 21st centuries in a variety of formats and venues and undertakes education and community activities throughout the year.

Program Description

Our 2015-16 season includes the following programming:

Classical – The Stamford Symphony, under the direction of Maestro Eckart Preu, is southern Connecticut's only fully professional orchestra. All of our performers are members of professional musicians' unions and perform with the top orchestras, ensembles and Broadway shows in the tri-state area.

Our "Orchestra Classics Series" consists of five concert weekends, each with a Saturday evening and Sunday afternoon performance. Each concert weekend attracts a total audience of about 2,300 patrons.

Prior to every orchestra classics concert, we present *Behind the Baton*, a pre-concert lecture for adults presented by Maestro Preu. He introduces the featured composers, establishing historical context for the music, country of origin and other composers of that time. Between four and five hundred people attend each of these lectures.

Prior to every Sunday orchestra classics concert, we present *MusiKids*, a pre-concert workshop designed to teach young concert-goers how to listen to and understand the music they will hear in the symphony concert. About 150 students and parents attend each of these workshops.

Limited Engagements

In addition to our Orchestra Classics Concerts our 2015-16 season includes the following special performances:

Handel's *Messiah* – On December 12, 2015, the Stamford Symphony and the Pro Arte singers presented Handel's *Messiah* Part 1 and *Hallelujah Chorus* at the Basilica of St. John the Evangelist in Stamford.

Yefim Bronfman Recital – Grammy award winning pianist Yefim Bronfman will perform a solo recital in February 2016.

Wynton Marsalis Quintet – Grammy award and Pulitzer prize winner Wynton Marsalis perform a jazz concert with his quintet in April 2016.

Music Education

The Stamford Symphony's education programs enable thousands of students to experience live classical music and to explore and pursue their own musical talents.

The American Experience Concerts – in a collaboration with all 4th and 5th grade music teachers in the Stamford Public Schools, students prepare for a special Stamford Symphony concert that ties directly to their American History curriculum.

Link Up – Carnegie Hall's Weill Music Institute's *Link Up* Program provides a hands-on music curriculum that culminates in a live interactive performance with the Stamford Symphony and the entire Stamford Public Schools third grade.

Advance the Arts – Provides concert tickets to schools to sell within their school community and keep the proceeds to fund arts programs.

Mentorship – Ongoing mentoring partnership with the HARTT School of Music. Exceptional students learn by performing with the Orchestra.

Masterclass – Masterclass opportunities with world renowned musicians for exceptional students.

Free tickets for kids under 18 at all Sunday afternoon concerts with an accompanying adult.

Memorandum**To: Mayor David Martin****From: Stamford Symphony Orchestra****Re: Stamford Symphony 2016-17 Budget Narrative**

The Stamford Symphony requests \$20,000 in funding for 2016-17. By this request, the Symphony seeks to have its City funding restored to its 2009 level. \$20,000 represents .012% of our projected 2016-17 budget. In 2010, the Symphony's budget line was cut by 50% to \$10,000. In the ensuing years, the Symphony, despite funding cuts and continuing economic pressure has grown its audience, expanded its education programs, maintained its subscriber base and diversified its programming. In 2015-16 the Symphony's budget line was \$12,720.

The Symphony runs on a very lean base. Most staff members cover multiple areas of responsibility and we utilize volunteers whenever possible to supplement administrative work. No major personnel changes have taken place in 2015-16. The orchestra size continues to be slightly reduced in order to contain musician expenses. Other cost reduction initiatives implemented in prior years, will continue in 2016-17. These include reduced printing expenses through the use of a single program book for the entire season, greater use of electronic vs. print marketing and communications, and various cost savings associated with rehearsal and performance venues and musician expenses.

Overall, however, costs are driven by the musician's salaries and benefits which are set by the Musician's Union, Local 802, in a three year collective bargaining agreement. Each and every event is analyzed in accordance with these expenses, ticket sales and anticipated contributed income. Administrative expenses are allocated to specific events as appropriate. Income analysis is based on a subscription base, single ticket sales and renewal of sponsorships. Venue changes have been made when possible due to the high cost of theater rental and stage hands.

In an effort to maximize community impact and appeal, the Symphony has expanded its programming in recent years by adding a holiday *Messiah* performance, a Pops performance in Mill River Park, and limited engagements by grammy winning performers, including vocalist Audra MacDonald in 2014, pianist Andre Watts in 2015, and the Wynton Marsalis Quintet in 2016. In addition, the Symphony's music education programs now include the entire Stamford Public Schools third grade through programming in partnership with Carnegie Hall and the Weill Music Institute.

In order to continue expanding its programming and outreach, however, the Symphony must rely on private and government support. As is the standard for all American orchestras, only 40% of our income is earned (primarily from ticket sales). Unearned income accounts for 60% of our budget and is essential to enable us to maintain our programming and community engagement while keeping ticket prices affordable.

Research and data compiled by the League of American Orchestras demonstrate that "the presence of an orchestra is often an indicator of a community's economic and cultural

strength, as communities with orchestras tend to draw volunteers, voters, philanthropists and other active, civic-minded participants.” As Stamford continues to grow, attracting new businesses and residents, the Symphony contributes to the vibrant cultural life of the community. The Symphony presents world class concert performances, equivalent to those heard on the major stages of New York City. We also present education programs for students and adults at our concerts and in the Stamford Public Schools.

The Symphony also contributes to the economic life of the City. We have the largest music audience in Fairfield County, with an average of 2,000 people attending each of our five *Orchestra Classics* weekend series at the Palace Theatre. Our audience, which includes patrons not only from Stamford, but from the surrounding towns of Greenwich, New Canaan, Darien, Norwalk and Westport, helps to sustain downtown Stamford’s restaurants, retail stores and parking businesses.

The Stamford Symphony is a long-standing and vital part of the cultural fabric of our community. Restoration of City funding to its 2009 level of \$20,000 will provide essential operating support that will enable us to continue to present live classical music and music education to the residents of Stamford and its surrounding communities.

Stamford Symphony Orchestra			Final	YTD
Actual vs. Budget 14-15 and Projected Budget 15-16				
2014-2015				
	As of 8/18/2015		Results	Results
			2014-2015	10/31/2015
Income				
	EARNED INCOME			
		4110 - Subs SAT - Classical	136,573.00	149,250.00
		4111 - Subs SAT - Discount	4,853.00	6,000.00
		4112 - Subs SUN - Classical	97,477.00	100,000.00
		4113 - Subs SUN Discount	10,437.00	7,500.00
		4121 - Ticket Sales SAT Classical	60,511.92	60,250.00
		4122 - Ticket Sales SUN Classical	37,321.33	31,000.00
		4128 - Ticket Sales-Exploring Orch	-	-
		4130 - Contract Fee Performance	70,790.00	61,500.00
		4134 - Program Books	17,950.00	18,500.00
		4245 - SCA Tkt Tax w/subs	10,976.00	2,000.00
		4247 - SCA Single Ticket Comp Fees Collected	806.00	500.00
		4255 - Music Stand	4,968.90	5,000.00
		4238 - Comp Application Revenue	-	-
		4280 - Special Event	6,120.00	-
		Total EARNED INCOME	458,784.15	441,500.00
		INVESTMENT INCOME		
		4135 - Stern Acct - Div/Int.	18,900.81	15,000.00
		4136 - Investments Int/Dividends	45,517.68	38,000.00
		4138 - Unreal Invstmt Gain/Loss	(25,060.99)	-
		4139 - Unreal G/L Stern Account	(12,250.01)	-
		Total INVESTMENT INCOME	27,107.49	53,000.00
	Total EARNED INCOME		485,891.64	494,500.00
		UNEARNED INCOME		
		4202 - Unrestricted Cont Corp	-	21,000.00
		4203 - Unrestricted Cont Indiv	105,231.52	90,000.00
		4210 - Board Contributions	195,703.00	190,000.00
		4211 - Restricted Cont Indiv	30,413.00	25,000.00
		4212 - Sponsorship Tickets	5,500.00	5,000.00
		4215 - Government Grants	32,872.35	35,000.00
		4217 - Sponsor	241,219.71	294,719.70
		4218 - Soloist Sponsor	45,000.00	10,000.00
		4226 - Foundation Contributions	53,750.00	41,000.00
		4250 - Corp Matching Cont	5,615.00	5,000.00
		4268 - Gala Table, Indv, Corp	137,175.00	120,000.00
		4269 - Gala Auction	24,760.00	25,000.00
		4290 - In-Kind Contributions-Rent	38,000.04	38,000.04
		4299 - Misc Income	1,220.00	-
		4291 - In-Kind Media/Other	1,189.25	-
		4292 - Program Book- In Kind	570.33	-
	Total UNEARNED INCOME		918,219.20	899,719.74
Total Income			1,404,110.84	1,394,219.74
	CONCERT EXP			
		SALARIES MUSICIANS		
		5013 - Music Director	80,500.00	80,500.00
		5014 - Musicians	345,794.93	352,871.00
		5015 - Soloist	-	-

Stamford Symphony Orchestra			Final	YTD
Actual vs. Budget 14-15 and Projected Budget 15-16				
2014-2015				
	As of 8/18/2015		Results	Results
			2014-2015	10/31/2015
		5016 - Personnel Manager	13,697.79	12,581.00
		5017 - Librarian	10,920.25	8,540.50
		5018 - Librarian Music Prep	-	-
		5032 - FICA Musicians	29,475.93	26,188.66
		5036 - State Unemployment	8,749.14	5,000.00
		5121 - Union Pension	46,553.43	44,917.00
		5122 - Union Health Benefits	39,552.50	37,852.00
		5123 - Health Bnft Shortfall Fnd	1,134.90	5,000.00
		5127 - Cartage & Travel	22,446.57	21,013.00
		Total CONCERT EXPENSE	598,825.44	594,463.16
		THEATRE		
		5338 - Concert Hall Rental	33,000.00	31,625.00
		5339 - Stage Hands	26,139.65	28,756.00
		5341 - Other Theatre Personl	13,016.13	13,800.00
		5345 - Rehearsal Hall Rental	5,972.50	5,993.00
		Total THEATRE	78,128.28	80,174.00
		OTHER CONCERT EXP.		
		5074 - Recording Engineer	1,750.00	1,750.00
		5075 - Guest Conductor	-	-
		5078 - Guest Artist	46,380.00	46,400.00
		5322 - Exp Reim Librarian	234.90	450.00
		5324 - Exp Reim Oprtns Mgr	1,578.36	1,745.00
		5325 - Exp Reim Pers Manager	216.19	100.00
		5326 - Exp Reim Music Director	734.74	1,075.00
		5335 - Music Royalties	4,929.47	5,000.00
		5336 - Music Purchase Rental	5,895.00	3,695.00
		5337 - Instrument Rent/Tuning	8,559.00	11,670.00
		5581 - Program Notes	1,800.00	1,800.00
		5582 - Program Book Commsn.	2,778.75	2,700.00
		5585 - Program book - In Kind	570.33	-
		5601 - Founder's Room	996.52	3,000.00
		Total OTHER CONCERT EXP.	76,423.26	79,385.00
	Total CONCERT EXP		753,376.98	754,022.16
	INSURANCE			
		5710 - Liability/Umb/Officers	7,511.23	8,500.00
		5711 - Workers Comp	13,596.52	15,000.00
	Total INSURANCE		21,107.75	23,500.00
	MARKETING			
		5511 - Advertising Production	3,000.00	3,503.00
		5520 - Direct Mail House	5,061.17	9,066.00
		5527 - Postage	8,661.00	16,115.00
		5540 - Media Advertising	12,993.38	13,548.00
		5541 - In-Kind Media/Advrtg/Other	1,189.25	-
		5545 - Newspaper Advertising	22,736.60	24,273.00
		5550 - Photos/Video	3,091.50	2,750.00
		5555 - Printing	26,722.33	25,324.00
		5570 - Signage	2,369.00	2,920.00
		5706 - Web/Internet	228.24	4,600.00
		5789 - Miscellaneous	2,661.58	5,000.00
	Total MARKETING		88,714.05	107,099.00

Stamford Symphony Orchestra			Final	YTD
Actual vs. Budget 14-15 and Projected Budget 15-16				
2014-2015				
	As of 8/18/2015		Results	Results
			2014-2015	10/31/2015
	SALARIES ADMIN			
		5010 - Administrative	310,000.48	291,300.00
		5011 - Payroll Fees	3,022.85	2,300.00
		5033 - FICA Admin	21,015.81	22,039.86
		5034 - Pension	5,886.55	43,284.48
	Total SALARIES ADMIN		339,925.69	358,924.34
	OPERATING			
		5072 - Independent Contractors	70,417.86	70,265.00
		5635 - Gala Expenses	34,551.26	30,000.00
		5645 - Gala Décor	1,603.96	2,000.00
		5647 - Special Event	7,505.06	-
		5701 - Audit Fee	13,500.00	12,500.00
		5702 - Board Exp	3,989.96	600.00
		5705 - Computer Exp	5,722.04	3,000.00
		5707 - Due's & Sub's	4,274.19	4,000.00
		5708 - CEO Expenses	594.42	1,800.00
		5713 - Legal & Professional Fees	-	-
		5715 - Workshops & Conventions	310.00	2,000.00
		5718 - Office Supplies	4,216.49	5,150.00
		5720 - Education Curclum/trainng	-	2,000.00
		5725 - Parking	665.50	400.00
		5727 - Postage Operating	4,991.40	2,100.00
		5740 - Rent/Utilities/Bldg Srvc	12,798.08	12,298.00
		5741 - In-Kind Expenses - Rent	38,000.04	38,000.04
		5743 - Credit Card Charges/SC	12,080.87	15,800.00
		5744 - SCA Comp Tkt Fees	2,984.00	2,700.00
		5745 - SCA Subs Tkt Tax	10,976.00	2,000.00
		5750 - Telephone	2,665.23	5,200.00
		5770 - Travel & Hotel Expense	725.79	4,750.00
		5795 - Gifts	2,353.38	2,500.00
		5799 - Miscellaneous	8,743.14	4,250.00
		6500 - Depreciation	6,401.50	3,500.00
		6650 - Bad Debt (Uncollectible A/R)	-	-
	Total OPERATING		250,070.17	226,813.04
	Scholarship EXPENSES			
		7010 - Commendation Award	-	-
		7015 - Scholarship Award	12,625.00	12,750.00
	Total Scholarship EXPENSES		12,625.00	12,750.00
Total Expense			1,465,819.64	1,483,108.54
Net Income			(61,708.80)	(88,888.80)

Stamford Symphony Orchestra

2014-2015 Final Results

2015-2016 YTD 10.31.15

2015-2016 Projected Results

2016-2017 Proposed Budget

Income

EARNED INCOME

	Final Results 2014-2015	YTD Results 10/31/2015	Projected Results 2015-2016	Proposed Budget 2016-2017
4110 - Subs SAT - Classical	136,573.00	22,478.16	168,500.00	172,000.00
4111 - Subs SAT - Discount	4,853.00	1,066.00	4,875.00	5,000.00
4112 - Subs SUN - Classical	97,477.00	18,791.22	97,500.00	98,000.00
4113 - Subs SUN Discount	10,437.00	1,705.20	9,000.00	9,200.00
4121 - Ticket Sales SAT Classical	60,511.92	2,641.00	70,000.00	71,500.00
4122 - Ticket Sales SUN Classical	37,321.33	3,249.80	28,000.00	28,500.00
4123 - Ticket Sales - Group	-	-	-	-
4127 - Ticket Sales - Recitals	-	-	-	-
4128 - Ticket Sales-Exploring Orch	-	-	-	-
4130 - Contract Fee Performance	69,290.00	16,350.00	26,500.00	60,000.00
4132 - Education Fees	-	-	-	-
4133 - Edn Fees-Boys & Girls Club	-	-	-	-
4134 - Program Books	17,950.00	362.43	19,000.00	10,000.00
4245 - SCA Tkt Tax w/subs	-	888.00	5,000.00	5,000.00
4247 - SCA Single Ticket Comp Fees Collected	806.00	-	500.00	900.00
4255 - Music Stand	4,968.90	320.00	5,000.00	5,000.00
4238 - Comp Application Revenue	-	-	-	-
4280 - Special Event	6,120.00	-	-	7,000.00
Total EARNED INCOME	446,308.15	67,851.81	433,875.00	472,100.00

INVESTMENT INCOME

4135 - Stern Acct - Div/Int.	18,900.81	4,622.44	17,000.00	17,000.00
4136 - Investments Int/Dividends	45,517.68	12,484.30	40,000.00	40,000.00
4138 - Unreal Invstmt Gain/Loss	(25,060.99)	(13,249.60)	35,000.00	35,000.00
4139 - Unreal G/L Stern Account	(12,250.01)	173.09	15,000.00	15,000.00
Total INVESTMENT INCOME	27,107.49	4,030.23	107,000.00	107,000.00

Total EARNED INCOME

473,415.64	71,882.04	540,875.00	579,100.00
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UNEARNED INCOME

4202 - Unrestricted Cont Corp	-	-	10,000.00	10,000.00
4203 - Unrestricted Cont Indiv	103,231.52	11,614.00	100,500.00	105,000.00
4210 - Board Contributions	200,203.00	31,900.00	210,000.00	215,000.00
4211 - Restricted Cont Indiv	30,413.00	-	30,000.00	32,000.00
4212 - Sponsorship Tickets	5,500.00	-	5,000.00	5,500.00
4215 - Government Grants	32,872.35	12,720.00	31,000.00	31,000.00
4217 - Sponsor	241,219.71	121,500.00	295,000.00	300,000.00
4218 - Soloist Sponsor	45,000.00	-	5,000.00	5,000.00
4226 - Foundation Contributions	53,750.00	3,750.00	82,250.00	82,250.00
4250 - Corp Matching Cont	5,615.00	825.00	5,000.00	5,000.00
4268 - Gala Table, Indv, Corp	137,175.00	55,275.00	120,000.00	125,000.00
4269 - Gala Auction	24,760.00	17,505.00	25,000.00	20,000.00

4275 - Raffle	-	-	-	
4280 - Special Event			40,000.00	40,000.00
4290 - In-Kind Contributions-Rent	38,000.04	12,666.68	38,000.00	38,000.00
4299 - Misc Income	1,220.00	-	-	-
4291 - In-Kind Media/Other	18,732.25	-	-	-
4292 - Program Book- In Kind	570.33	89.00	500.00	-
Total UNEARNED INCOME	938,262.20	267,844.68	997,250.00	1,013,750.00
Total Income	1,411,677.84	339,726.72	1,538,125.00	1,592,850.00

CONCERT EXP

SALARIES MUSICIANS

5013 - Music Director	80,500.00	26,803.04	79,500.00	86,000.00
5014 - Musicians	345,794.93	82,391.90	348,933.00	370,000.00
5015 - Soloist	-	-	500.00	1,000.00
5016 - Personnel Manager	13,697.79	2,935.56	11,770.00	12,000.00
5017 - Librarian	10,920.25	1,995.10	7,587.00	7,700.00
5018 - Librarian Music Prep	-	-	3,660.00	3,700.00
5032 - FICA Musicians	29,475.93	6,412.01	34,294.19	35,000.00
5036 - State Unemployment	8,749.14	878.57	10,000.00	10,000.00
5121 - Union Pension	46,553.43	10,686.43	44,449.90	46,000.00
5122 - Union Health Benefits	39,552.50	8,942.00	37,780.00	38,500.00
5123 - Health Bnft Shortfall Fnd	1,134.90	221.32	5,000.00	5,000.00
5127 - Cartage & Travel	22,446.57	6,073.50	18,662.00	22,500.00
Total CONCERT EXPENSE	598,825.44	147,339.43	602,136.09	637,400.00

THEATRE

5338 - Concert Hall Rental	33,000.00	5,500.00	33,000.00	33,000.00
5339 - Stage Hands	26,139.65	4,088.16	27,425.00	28,000.00
5341 - Other Theatre Personl	13,016.13	2,387.75	16,100.00	16,500.00
5345 - Rehearsal Hall Rental	5,972.50	3,873.90	8,100.00	8,500.00
Total THEATRE	78,128.28	15,849.81	84,625.00	86,000.00

OTHER CONCERT EXP.

5074 - Recording Engineer	1,750.00	350.00	1,750.00	1,750.00
5075 - Guest Conductor	-	-	5,250.00	-
5078 - Guest Artist	46,380.00	4,000.00	65,400.00	60,000.00
5322 - Exp Reim Librarian	234.90	-	410.00	250.00
5324 - Exp Reim Oprtns Mgr	1,578.36	284.22	1,275.00	1,500.00
5325 - Exp Reim Pers Manager	216.19	-	600.00	250.00
5326 - Exp Reim Music Director	734.74	-	1,000.00	1,000.00
5335 - Music Royalties	4,929.47	3,970.65	5,000.00	5,000.00
5336 - Music Purchase Rental	5,895.00	220.04	8,116.00	8,500.00
5337 - Instrument Rentr/Tuning	8,559.00	2,990.00	12,625.00	10,000.00
5581 - Program Notes	1,800.00	150.00	1,800.00	1,800.00
5582 - Program Book Commsn.	2,778.75	-	3,000.00	3,000.00
5585 - Program book - In Kind	570.33	-	-	-
5601 - Founder's Room	996.52	-	3,000.00	2,500.00

Total OTHER CONCERT EXP.	76,423.26	11,964.91	109,226.00	95,550.00
Total CONCERT EXP	753,376.98	175,154.15	795,987.09	818,950.00
INSURANCE				
5710 - Liability/Umb/Officers	7,511.23	2,821.32	8,500.00	8,500.00
5711 - Workers Comp	13,596.52	5,239.00	15,717.00	15,000.00
Total INSURANCE	21,107.75	8,060.32	24,217.00	23,500.00
MARKETING				
5511 - Advertising Production	3,000.00	1,354.95	3,753.00	4,000.00
5520 - Direct Mail House	5,061.17	1,899.72	9,386.00	9,500.00
5527 - Postage	8,661.00	3,045.47	16,756.00	17,000.00
5540 - Media Advertising	12,993.38	5,539.00	15,148.00	15,000.00
5541 - In-Kind Media/Advrtg/Other	18,732.25	-	-	
5545 - Newspaper Advertising	22,736.60	4,487.48	25,859.00	20,000.00
5550 - Photos/Video	3,091.50	800.00	2,750.00	3,000.00
5555 - Printing	26,722.33	14,359.54	25,374.00	27,000.00
5570 - Signage	2,369.00	1,054.88	2,820.00	2,500.00
5575 - Telemarketing	-	10,008.23	20,000.00	10,000.00
5706 - Web/Internet	228.24	6,375.00	10,000.00	10,000.00
5789 - Miscellaneous	2,661.58	572.00	5,600.00	5,000.00
Total MARKETING	106,257.05	49,496.27	137,446.00	123,000.00
SALARIES ADMIN				
5010 - Administrative	310,000.48	114,298.52	299,900.00	318,000.00
5011 - Payroll Fees	3,022.85	345.40	2,300.00	3,000.00
5033 - FICA Admin	21,015.81	6,797.59	23,114.65	24,000.00
5034 - Pension	5,886.55	2,285.95	43,284.00	44,000.00
5035 - Deferred Compensation Exp	40,621.00			40,000.00
Total SALARIES ADMIN	380,546.69	123,727.46	368,598.65	429,000.00
OPERATING				
5072 - Independent Contractors	70,417.86	21,842.26	58,475.00	60,000.00
5635 - Gala Expenses	34,551.26	26,920.55	35,000.00	30,000.00
5645 - Gala Décor	1,603.96	1,078.92	2,000.00	2,000.00
5647 - Special Event	7,505.06	-	20,000.00	10,000.00
5701 - Audit Fee	13,500.00	-	13,000.00	14,000.00
5702 - Board Exp	3,989.96	1,123.84	3,000.00	4,000.00
5705 - Computer Exp	5,722.04	1,033.21	3,000.00	4,000.00
5707 - Due's & Sub's	4,274.19	1,832.28	4,300.00	4,000.00
5708 - CEO Expenses	594.42	132.59	1,800.00	1,000.00
5713 - Legal & Professional Fees	-	-	-	
5715 - Workshops & Conventions	310.00	-	2,000.00	2,000.00
5718 - Office Supplies	4,216.49	1,137.21	4,900.00	5,000.00
5720 - Education Curclum/trainng	-	-	1,000.00	1,000.00
5725 - Parking	665.50	400.00	700.00	700.00
5727 - Postage Operating	4,991.40	1,496.42	3,600.00	4,000.00
5740 - Rent/Utilities/Bldg Srvc	12,798.08	4,099.36	12,298.00	12,298.00
5741 - In-Kind Expenses - Rent	38,000.04	12,666.68	38,000.00	38,000.00

5743 - Credit Card Charges/SC	12,080.87	2,708.74	14,100.00	12,000.00
5744 - SCA Comp Tkt Fees	2,984.00	994.00	3,000.00	3,000.00
5745 - SCA Subs Tkt Tax	-	317.28	5,000.00	-
5750 - Telephone	2,665.23	612.75	5,161.45	5,000.00
5770 - Travel & Hotel Expense	725.79	-	4,630.00	3,000.00
5795 - Gifts	2,353.38	902.77	2,500.00	2,500.00
5799 - Miscellaneous	6,845.14	618.17	2,800.00	5,000.00
6500 - Depreciation	3,880.00	1,293.32	3,880.00	3,880.00
6650 - Bad Debt (Uncollectible A/R)	-	-	-	-
Total OPERATING	234,674.67	81,210.35	244,144.45	226,378.00
Scholarship EXPENSES				
7010 - Commendation Award	-	-	-	-
7015 - Scholarship Award	12,625.00	5,250.00	5,250.00	4,500.00
Total Scholarship EXPENSES	12,625.00	5,250.00	5,250.00	4,500.00
Total Expense	1,508,588.14	442,898.55	1,575,643.19	1,625,328.00
Net Income	(96,910.30)	(103,171.83)	(37,518.19)	(32,478.00)

The Stamford Symphony Orchestra, Inc.

Financial Statements

June 30, 2015 and 2014

Independent Auditors' Report**Board of Directors
The Stamford Symphony Orchestra, Inc.**

We have audited the accompanying financial statements of The Stamford Symphony Orchestra, Inc., which comprise the statements of financial position as of June 30, 2015 and 2014, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Stamford Symphony Orchestra, Inc. as of June 30, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

O'Connor Davies, LLP

Stamford, Connecticut
October 26, 2015

O'CONNOR DAVIES, LLP
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The Stamford Symphony Orchestra, Inc.

Statements of Financial Position

	June 30,	
	2015	2014
ASSETS		
Cash and cash equivalents	\$ 127,336	\$ 203,078
Investments	1,404,582	1,427,475
Contributions receivable	87,880	43,477
Prepaid expenses	12,858	2,526
Property and equipment, net of accumulated depreciation	21,601	25,480
	<u>\$ 1,654,257</u>	<u>\$ 1,702,036</u>
 LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 36,497	\$ 37,919
Deferred revenue	220,001	210,072
Deferred compensation	79,621	39,000
Total Liabilities	336,119	286,991
 Net Assets		
Unrestricted	967,171	1,080,729
Temporarily restricted	350,967	334,316
Total Net Assets	<u>1,318,138</u>	<u>1,415,045</u>
	<u>\$ 1,654,257</u>	<u>\$ 1,702,036</u>

See notes to financial statements

The Stamford Symphony Orchestra, Inc.

Statements of Activities

	Year Ended June 30, 2015			Year Ended June 30, 2014		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
OPERATING REVENUE						
Subscriptions and box office	\$ 347,979	\$ -	\$ 347,979	\$ 340,984	\$ -	\$ 340,984
Program book	17,950	-	17,950	14,134	-	14,134
Contract fees and other	69,290	-	69,290	25,930	-	25,930
Miscellaneous income	6,189	-	6,189	8,062	-	8,062
Total Operating Revenue	441,408	-	441,408	389,110	-	389,110
EXPENSES						
Operating Expenses						
Program expenses	973,675	-	973,675	954,889	-	954,889
Supporting Services						
General and administrative	340,031	-	340,031	336,020	-	336,020
Total Expenses	1,313,706	-	1,313,706	1,290,909	-	1,290,909
Loss from Operations	(872,298)	-	(872,298)	(901,799)	-	(901,799)
SUPPORT						
Contributions	342,675	50,538	393,213	361,036	33,887	394,923
Sponsorships	291,720	-	291,720	266,500	-	266,500
Grants - other	32,872	-	32,872	20,627	-	20,627
Donated facilities and services	57,302	-	57,302	59,257	-	59,257
Special events, net of direct donor benefit expenses of \$43,660 and \$32,399	124,395	-	124,395	117,981	-	117,981
Investment income	27,108	-	27,108	179,532	-	179,532
Net Assets Released from Restrictions						
Satisfaction of time restrictions	33,887	(33,887)	-	25,809	(25,809)	-
Satisfaction of purpose	-	-	-	11,270	(11,270)	-
Total Support	909,959	16,651	926,610	1,042,012	(3,192)	1,038,820
Less development costs	(151,219)	-	(151,219)	(136,033)	-	(136,033)
Change in Net Assets	(113,558)	16,651	(96,907)	4,180	(3,192)	988
NET ASSETS						
Beginning of year	1,080,729	334,316	1,415,045	1,076,549	337,508	1,414,057
End of year	\$ 967,171	\$ 350,967	\$ 1,318,138	\$ 1,080,729	\$ 334,316	\$ 1,415,045

See notes to financial statements

The Stamford Symphony Orchestra, Inc.

Statements of Functional Expenses

	Year Ended June 30, 2015				Year Ended June 30, 2014			
	Program Expenses	General and Administrative	Development	Total	Program Expenses	General and Administrative	Development	Total
EXPENSES								
Salaries, payroll taxes and employee benefits	\$ 641,140	\$ 210,524	\$ 105,262	\$ 956,926	\$ 581,497	\$ 190,939	\$ 95,470	\$ 867,906
Other production personnel	39,156	-	-	39,156	38,148	-	-	38,148
Guest artists	46,380	-	-	46,380	47,345	-	-	47,345
Concert and rehearsal hall rent	38,973	-	-	38,973	37,472	-	-	37,472
Other production costs	42,556	-	-	42,556	42,429	-	-	42,429
Advertising and marketing	41,099	-	-	41,099	58,435	-	-	58,435
Printing and publications	38,665	789	-	39,454	27,330	355	7,809	35,494
Postage	8,191	546	4,915	13,652	6,320	421	3,792	10,533
Insurance	-	21,108	-	21,108	-	28,569	-	28,569
Independent contractors	26,355	39,164	6,649	72,168	58,123	50,446	1,097	109,666
Office expense and supplies	-	7,423	3,181	10,604	-	4,393	1,882	6,275
Utilities and telephone	-	1,866	799	2,665	-	2,013	863	2,876
Rent	-	8,959	3,839	12,798	-	9,749	4,178	13,927
Service fees	12,052	3,013	-	15,065	14,669	3,667	-	18,336
Professional fees	-	13,500	-	13,500	-	13,750	-	13,750
Conferences, conventions and meetings	-	5,297	-	5,297	-	3,711	1,635	5,346
Donated facilities	-	26,600	11,400	38,000	-	26,600	11,400	38,000
Donated advertising	19,302	-	-	19,302	21,257	-	-	21,257
Depreciation	2,638	1,242	-	3,880	2,990	1,407	-	4,397
Scholarships	12,625	-	-	12,625	1,750	-	-	1,750
Internet and website maintenance	228	-	-	228	5,420	-	-	5,420
Dues and subscriptions	4,274	-	-	4,274	4,257	-	-	4,257
Miscellaneous	41	-	15,174	15,215	7,447	-	7,907	15,354
Total Expenses	\$ 973,675	\$ 340,031	\$ 151,219	\$ 1,464,925	\$ 954,889	\$ 336,020	\$ 136,033	\$ 1,426,942

See notes to financial statements

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements
June 30, 2015 and 2014

1. Organization

The Stamford Symphony Orchestra, Inc. (the "Symphony") is a not-for-profit organization formed in 1977 to perform and encourage the understanding, appreciation and study of the art of music. The Symphony manages and supervises the Stamford Symphony Orchestra (the "Orchestra"), as well as provides education and outreach programs.

The Symphony is a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code.

2. Summary of Significant Accounting Policies

Basis of Presentation and Use of Estimates

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), which requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly actual results could differ from those estimates. One of the more significant estimates required to be made by management is the allocation of functional expenses.

Cash and Cash Equivalents

The Symphony considers all highly liquid investments with a maturity of three months or less at the date of purchase to be cash equivalents.

Allowance for Uncollectible Receivables

An allowance for uncollectible receivables is estimated based on a combination of write-off history, aging analysis and any specific known troubles accounts. At June 30, 2015 and 2014, management has concluded that an allowance is not required.

Fair Value Measurements

The Symphony follows GAAP guidance on fair value measurements which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (*continued*)

Investments

Investments are reported at fair value in the statements of financial position. Realized and unrealized gains and losses, as well as interest and dividend income, are included within the change in net assets in the statements of activities.

Property, Equipment and Depreciation

The Symphony records purchases of property and equipment at cost, and donated property at fair value at date of donation. Property and equipment are depreciated using the straight-line method over their estimated useful lives of three to twenty years.

Deferred Revenue

As of June 30, 2015 and 2014, the Symphony recorded approximately \$217,400 and \$204,600 on advance ticket sales for subsequent seasons. As each production is presented, the portion of the advance sales collection that pertains to that production is recognized as revenue. In the event any of the scheduled productions for the subsequent season is not presented, the advance ticket collections for that production will be available for refund to the ticket holders. Also in deferred revenue as of June 30, 2015 and 2014 is approximately \$2,600 and \$5,400 for other related fees received but not earned.

Contributions

Contributions are recognized when the donor makes a promise to give to the Symphony that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Contributed Goods, Facilities and Services

For the year ended June 30, 2015, donated facilities and advertising were valued at \$38,000 and \$19,302. For the year ended June 30, 2014, donated facilities and advertising were valued at \$38,000 and \$21,257. Contributed facilities and services income is offset by expenses corresponding to the respective contribution categories, resulting in no effect on income from operations. In addition, a substantial number of volunteers have contributed their time to the Symphony's program and supporting services; such services do not meet the criteria for recognition in the financial statements.

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements
June 30, 2015 and 2014

2. Summary of Significant Accounting Policies (*continued*)

Contract Services

Contract fees represent the reimbursement of musician expenses incurred in the Symphony's performance for outside organizations. Accordingly, such fees are offset by corresponding expenses recorded on the Symphony's financial statements.

Functional Expenses

The Symphony allocates its expenses on a functional basis among its program and support services and development costs. Expenses that can be identified with specific programs or support service are allocated directly according to their functional classifications. Other expenses that are common to several functions are allocated based on estimates made by management.

Accounting for Uncertainty in Income Taxes

The Symphony recognizes the effect of income tax positions only if those positions are more likely than not to be sustained. Management has determined that the Symphony had no uncertain tax positions that would require financial statement recognition or disclosure. The Symphony is not subject to examinations by the applicable tax jurisdictions for periods prior to 2012.

Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued which date is October 26, 2015.

3. Concentrations of Credit Risk

Financial instruments that potentially subject the Symphony to significant concentration of credit risk consist principally of cash and cash equivalents and investments. Management believes that the Symphony is not exposed to any significant credit risk. At times, cash balances may be in excess of balances insured by the Federal Deposit Insurance Corporation.

For the years ended June 30, 2015 and 2014 the Symphony received approximately 28% and 29% of its total contributions from the same three donors, one of which is a member of the Board of Directors.

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements June 30, 2015 and 2014

4. Investments

Investments classified according to the fair value hierarchy at June 30 are as follows:

	<u>2015</u>	<u>2014</u>
Level 1 Investments		
Equity mutual funds	\$ 474,238	\$ 362,448
Level 2 Investments		
Term bond funds	<u>930,344</u>	<u>1,065,027</u>
	<u>\$ 1,404,582</u>	<u>\$ 1,427,475</u>

Investment income, including interest earned on cash accounts, is summarized as follows at June 30:

	<u>2015</u>	<u>2014</u>
Interest and dividend income	\$ 72,867	\$ 59,363
Realized gains	14,518	22,339
Unrealized gains (losses)	<u>(60,277)</u>	<u>97,830</u>
Investment income	<u>\$ 27,108</u>	<u>\$ 179,532</u>

5. Property and Equipment

Property and equipment consist of the following at June 30:

	<u>2015</u>	<u>2014</u>
Property and equipment	\$ 94,232	\$ 94,232
Leasehold improvements	<u>6,500</u>	<u>6,500</u>
	100,732	100,732
Less accumulated depreciation	<u>(79,131)</u>	<u>(75,252)</u>
	<u>\$ 21,601</u>	<u>\$ 25,480</u>

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements June 30, 2015 and 2014

6. Temporarily Restricted Net Assets

Net assets released from restrictions and disbursed were related to the following for the years ended June 30:

	2015	2014
Subsequent periods	\$ 33,887	\$ 25,809
Orchestra expansion	-	11,270
	<u>\$ 33,887</u>	<u>\$ 37,079</u>

Temporarily restricted net assets are available for the following purposes or periods at June 30:

	2015	2014
Stern sponsorship	\$ 300,429	\$ 300,429
Subsequent periods	50,413	33,887
Scholarships	125	-
	<u>\$ 350,967</u>	<u>\$ 334,316</u>

7. Operating Leases

The Symphony leases office space in downtown Stamford, Connecticut. The terms of the lease call for rent of \$473 per month plus utilities and maintenance charges. The lease expires on October 31, 2018, with an option to renew for a three year period through October 31, 2021. An additional amount of \$38,000 has been reflected in financial statements for the fair value of the lease for both years ended June 30, 2015 and 2014.

At June 30, 2015, future minimum payments due under the office space lease are as follows for the fiscal years ending June 30:

2016	\$ 5,676
2017	5,676
2018	5,676
2019	<u>1,892</u>
	<u>\$ 18,920</u>

By agreement with The Stamford Center for the Arts, Inc., a not-for-profit organization, the Symphony is committed to rent theater facilities for certain concert dates for the upcoming season for approximately \$33,000.

The Stamford Symphony Orchestra, Inc.

Notes to Financial Statements June 30, 2015 and 2014

8. Employee Benefits

Employment Contract

In recognition of over 30 years of continuous service, the Symphony entered into an employment contract (the "contract") with an employee (the "employee") in May of 2013. The term of the contract is July 1, 2013 through the employee's retirement date of January 15, 2018. Under the contract, the employee is to receive an annual base salary and is bonus eligible at each fiscal year end. The Symphony contributes a percentage of total salary and bonus toward the employee's 403(b) plan account at each fiscal year end. In accordance with the contract, the Symphony contributed \$150,000 to a 457(f) Deferred Compensation Plan for the employee's benefit, of which payment to the employee is expected to be made to the employee at the retirement date. Beginning in July of 2013, the Symphony began recording deferred compensation expense related to the Deferred Compensation Plan ratably over the contract term. Such deferred compensation expense recognized for the years ended June 30, 2015 and 2014 is \$40,621 and \$39,000.

403(b) Retirement Plan

Effective May 1, 2013 the Symphony established a 403(b) plan for employees (the "Plan") whereby eligible employees may make voluntary contributions to the Plan. Employer contributions are discretionary and are based on the participant's base compensation. Discretionary Plan contributions made by the Symphony for the year ended June 30, 2015 were \$5,887.
