



# BILLINGS SYMPHONY <sup>Exh. 7</sup>

## ORCHESTRA & CHORALE <sup>Feb. 6, 2013</sup>

EXHIBIT

DATE

HB

*Dare to Dream* The Billings Symphony's 2012-13 Season

We appreciate your consideration of the concerns of the Billings Symphony Orchestra and Chorale, as we prepare to testify in front of the Long-Range Planning Committee on Wednesday, February 6th, 2013 during their review of HB9. We are asking that our Cultural Trust grant application, previously recommended by the Cultural and Aesthetics Project Advisory Committee for zero funding, be reinstated at the past bi-annual amount of \$11, 376.

I wanted to briefly restate the concerns of the Billings Symphony Orchestra and Chorale and ask for your help in the 2013 Legislative Session.

- 1) The Cultural and Aesthetics Project Advisory Committee that met this fall recommended \$0 funding for the Billings Symphony, per page 39 of the applications attached. They cited an inability to read the uploaded financial files, absence of revenue information on the P&L's, and confusion on the balance sheet regarding listing of Montana Arts Council as an asset. We believe that the zero funding was based on a technicality, as the (attached) submitted grant application DID include the requested revenues and expenses, and is clearly printed from the submitted application. The Montana Arts Council asset listing on the balance sheet is consistent with past year's submissions, and reflects a named Endowment Account, originally funded over 10 years ago through Montana Arts Council funding. That account has been renamed since this zero funding determination, to alleviate any future confusion.
- 2) Since the beginning of the Coal Tax Trust funding, the Billings Symphony has always received support from the Montana Cultural Trust, and while the dollar amount (\$10,000-\$16,000 for a 2-year period) may not seem significant, it is very significant for the Symphony.
- 3) The Cultural Trust funding supports not only our ongoing concert season, now in its 62nd year, but also 15 different educational and community engagement *Explore Music!* activities to thousands of people in Yellowstone County and eastern Montana. The BSO&C currently reaches 40,000 people annually, covering a 200 mile radius of Billings.
- 4) Reinstating the Billings Symphony's grant request would not impact any other 2014-2015 award requests, as the Cultural Trust revenue estimates have increased since the committee meeting in October.
- 5) We ask you to lend your support to restore funding to the Billings Symphony, at the past bi-annual level of \$11,376.

Attached is an overview of the Billings Symphony Orchestra and Chorale, along with the originally submitted grant request and committee comments (page 39).

Thank you for your kind attention to this issue and we hope you will be able to help us redress the situation.

Respectively,

  
Sandra Culhane

## Billings Symphony Orchestra & Chorale: Sandra Culhane Testimony

Mister Chairman, members of the committee, for the record, my name is Sandra Culhane. I am the Executive Director of the Billings Symphony Orchestra and Chorale in Billings. I am testifying on behalf of the Billings Symphony Orchestra and Chorale's 2014-2015 application for the Cultural Trust grant, requesting the reinstatement of funding at our past biennial amount of \$11,376. This would provide operational support funding to enable us to continue 62 years of artistic excellence and educational initiatives for the eastern Montana region.

We believe that our funding request was denied on a technicality, and we have prepared information for you today to address the issues that were brought up in review. First, the listing of "Montana Arts Council" as an asset on our balance sheet is consistent with past year's listings, and reflects one of our general endowment accounts. We have since moved our endowment accounts to the management of Merrill Lynch, and have renamed that account to avoid any future confusion. We have also distributed clear print-outs of our profit and loss statements for both fiscal years: 2010-2011 and 2011-2012, which were difficult for the committee to read. We apologize for this, and can only state that this was the first year that the budgets were submitted via scanned copy; in the past we completed a budget form provided by the Montana Arts Council. We will take better care in the future to make sure that our copies are clearer to read.

You will also see information on our 62<sup>nd</sup> season of concerts at the Alberta Bair Theater and on our 15 Explore Music! education and community engagement activities. Our organization is a vibrant part of southeastern Montana and northwestern Wyoming. If you attend church or synagogue, you will notice that a majority of the people providing music in these forums are either alumni or current members of the Billings Symphony chorale and orchestra, and that they are often led by a member of our organization. Music educators in the public school systems at all levels again are often members of our orchestra. The fact is, the Billings Symphony is an intrinsic part of this community – we are the ranchers, bankers, car part distributors, public school teachers, private lesson teachers, and home school teachers. We are tied together by music, and some of our members have branched out into the Yellowstone Chamber Players, the pit orchestra for the Rimrock Opera, and are reaching even further with their own outreach efforts. I believe that the Billings Symphony provides the training and venue for people to perfect their musical craft – whether violin, voice, or trumpet – which in turn is carried forward to the community as a whole.

Speaking of outreach and access, do you know that the Billings Symphony will reach over 40,000 people through our performances this year alone? Since September we have presented over 40 outreach programs to 4000 seniors, children, and underserved audiences. This is in addition to the 7,200 people who heard our performances at the Alberta Bair. In January alone we led 15 outreach services – Boys and Girls Club visits, free performances on January 25<sup>th</sup> for schoolchildren bussed in from Lockwood, Elder Grove, Shepherd, St. Charles Mission, Hardin, and Lame Deer Schools amongst others, 2 full houses of our Trout Fishing in America concert – at the ABT. Our feedback that these outreach programs are working comes in the form of over 500 letters from children, some of which I share with you now, and from the letters to the editor and private letters we received from school teachers, from parents, from the outlying areas we reach.

I can tell you that 5% of our concert audience comes from 100 miles or further – with many from 200-300 miles. 13% of our orchestra does the same. We are providing a unique service, not just to Billings, but to greater Montana.

The money we receive from the Cultural and Aesthetic Grant allows us to continue our 62 year history of providing excellent music and access to the eastern Montana region. It is integral to the cultural richness of our community and an influencing factor to those looking to relocate to our communities. We are a positive impact to the economy, and many of our attendees travel to our concerts and spend time and money at local hotels, restaurants, and shopping. The vibrant arts culture of Billings is a strong selling point to people choosing Billings, and needs to be sustained and nurtured. Please continue to support us in our efforts and support our reinstatement for funding– it's a good investment in Billings and a good investment in Montana.

## *Billings Symphony Facts & Figures*

### **The Impact of the Symphony**

Annually, the Symphony reaches 15,000 – 20,000 area residents through formal concert performances. Explore Music! education and community engagement programs touch the lives of an additional 15,000 – 20,000 children, senior citizens and rural residents.

With an annual operating budget of more than \$700,000, over 85% of the budget is spent locally. With a multiplier of three, this means that Symphony dollars impact Yellowstone County by more than \$1.5 million dollars annually.

The most frequent user of the Alberta Bair Theater, the Symphony spends approximately \$60,000 annually in rent and fees.

The Symphony has an Endowment valued at \$1.7 million dollars, which is overseen by the Investment Committee and privately managed. The typical annual draw down is 5%, going toward the yearly operational funds of the orchestra.

As the regional source of professional musicians and teachers, the Billings Symphony significantly impacts the children and cultural activities in Billings and the surrounding communities.

### **Performances**

Six season concerts presented between September and April offer patrons an opportunity to explore new and unusual music as well as appreciate the classics:

- Holiday performances of *The Nutcracker*
- Texas Tenors performance at New Year's Eve
- Annual Family Concerts (4) offered to schools and families in January, featuring Trout Fishing in America for 2012-2013 season
- Pops Concert programming presents lighter music introducing the more casual patron to the music of the Symphony
- Annual Free Symphony in the Park concert offers light classical and pops music in the beauty of Pioneer Park
- The Symphony has often been selected to perform as back-up for celebrity performing artists and groups at the Alberta Bair Theater, including participating in the 25<sup>th</sup> Anniversary ABT Gala with Marvin Hamlisch in January
- The Symphony Chorale additionally joins the orchestra for one or two concerts each season.

### **Explore Music! Education and Community Engagement Activities**

Performing live symphonic music is central to the mission of the Billings Symphony and Chorale. Sharing that music with underserved and under privileged populations is addressed through a number of outreach and educational programs, all falling under the umbrella of Explore Music!

Musicians in the Schools send musicians into local and regional schools who share their excitement and enthusiasm for symphonic music with children of our communities.

Adventures in Music (AiM) Day provides a half-day, hands-on music education workshop on St. Patrick's Day for students K-8 and their families.

Backstage with the Symphony is collaboration with the Alberta Bair Theater, where the Symphony offers the community, especially educators, a glimpse into the creative workings of the orchestra and chorale via a dress rehearsal.

Master Classes are offered at several of the season concerts, and allow up to four students to have a free lesson with the Symphony concert soloists, and are free and open to attend to the public.

The Senior Series provides small ensemble performances at area senior citizen lunch sites for low-income residents. Designed to bring live music to those who cannot attend concerts, this program targets the most heavily attended lunch dates surrounding major holidays.

The annual *Family Concerts* provide a full orchestra performance designed specifically for a young audience. Offered at no cost on Friday morning to outlying schoolchildren, and at significantly reduced cost on Saturday afternoon, these (four) concerts annually attract 4,800 children and the parents or grandparents, and frequently feature guests artists and shows.

The annual *Symphony in the Park* is an outdoor concert of light classical and pops music. Designed to introduce the non-symphonic listener to the talent and joy of classical music, this concert is held in Pioneer Park and attracts upward of 10,000 area residents.

### **Musician Demographics and Details**

- 81 musicians regularly participate in the Billings Symphony Orchestra. The average concert requires between 70 – 85 musicians.
- 30% of the orchestra musicians travel over 50 miles to participate in the orchestra

Every orchestra musician is compensated on a per-service basis, but at varying amounts depending upon their position in the orchestra. Per service compensation averages from \$40 for a section string player (increased from \$36 in past years, and from \$18 for interns in past years) to \$73.74 for our concertmaster, which correlates to \$240 per concert for a string section player to \$516.18 for our concertmaster. Orchestra musicians from out of town are additionally reimbursed for mileage and provide a meal per diem and housing.

Each season 3-5 high school and college musicians perform as members of the ensemble.

Prior to each concert performance, the orchestra rehearses five to six times, with string principals gathering for an additional “bowing” rehearsal prior to the music distribution. Each rehearsal lasts approximately two and a half hours, for a total of about 15 hours of rehearsal for each concert. Musicians practice on their own for many hours outside the group rehearsal in order to be prepared. They are compensated only for the hours spent as an ensemble.

Members of the Symphony Chorale are volunteers from the community and the region and are not compensated financially. Participation in the Chorale is by audition. The Chorale meets weekly for a two hour rehearsal under the direction of its own Chorale Director, a compensated position of the Symphony.

### **Board of Directors**

The Board of Directors is comprised of 29 members. Membership is by invitation and includes two representative members from the Orchestra, and one representative member from the Chorale.

Board meetings are held monthly; committees of the Board meet at various times and provide planning and oversight for special events, fund raising, fiscal affairs, and programming.

### **Staff**

Billings Symphony staff includes the following full-time positions: Anne Harrigan, Music Director and Conductor; Sandra Culhane, Executive Director; Michelle Tracy, Marketing and PR Director; and Candy Holzer, Director of Educational Initiatives. Anderson and Zurmuehlen and Associates oversee the accounting, Skinner Benoit manages the grant processes, Summers McNea performs the annual audit.

Part time positions also include: Dr. Steven Hart, Chorale Director; Sandy Rabas, Chorale Accompanist, Lisa Bollman, Librarian; Kirk Visser, Stage Manager, Robyn Aalseth, Chorale Librarian; Navin Marimuthu, bookkeeper, and Joanne Copeland, Development Associate.

Volunteers are invaluable to the success of the Billings Symphony and are critically important to the fund raising and education and outreach projects of the organization.

# Explore Music!

 BILLINGS SYMPHONY  
ORCHESTRA & CHORALE

## 2011-2012 Sites Served

Ahead of the Curve Learning Center  
Aspen Meadows Assisted Living  
Beartooth Elementary School  
Belfry Elementary School  
Bench Elementary School  
Big Sky Elementary School  
Bitterroot Elementary School  
Blue Creek Elementary School  
Boulder Elementary School  
Boys & Girls Club-Bair Family  
Boys & Girls Club-Bench  
Boys & Girls Club-Castle Rock  
Boys & Girls Club-Lockwood  
Bridger Elementary School  
Canyon Creek Elementary School  
Castle Rock Middle School  
Christ Church Academy  
Cody Wyoming Elementary Schools  
Crow Agency Elementary School  
Eagle Cliff Elementary School  
Eagle Cliff Senior Living  
Elder Grove Elementary School  
Elysian Elementary School  
First Interstate Bank  
Lockwood Intermediate School  
Hardin Intermediate School  
Hardin Primary School  
Highgate Senior Center  
Morin Elementary School  
Montana State University-Billings  
Newman Elementary School  
North Park Reading Rocks Program  
Pioneer Elementary School  
Red Lodge Rural Rhythms  
Rocky Mountain College  
Rotary Club  
Senior High School  
Senior Meal Site Center  
Senior Meal Site-Heights  
Senior Meal Site-Lockwood  
Shepherd Schools  
Skyview High School  
St. Charles Mission School-Pryor  
St. Francis Intermediate School  
Trinity Lutheran School  
Will James Middle School

**Sandra Culhane**  
Executive Director

**EXHIBIT** 7

**DATE** Feb. 6, 2013

**HB** 9

*Share the Dream!*

**BILLINGS SYMPHONY ORCHESTRA & CHORALE**

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# Explore Music!



**Billings Symphony Orchestra & Chorale**  
**Explore Music! Education and Community Engagement Program**  
**January, 2013**

1. Monday, January 14 (10:30-11:30) Musician after Hours (MAH)  
Kiwanis Club-150 people  
Rosie Weiss
2. Wednesday, January 23 (10:00-11:00) Musician in Schools (MIS)  
Arrowhead School-60 students  
Trout Fishing in America
3. Wednesday, January 23 (2:00-3:00) Musicians in Schools (MIS)  
Meadowlark School-50 students  
Trout Fishing in America
4. Thursday, January 24 (10:00-11:00) Musicians in Schools (MIS)  
Bench School-80 students  
Trout Fishing in America
5. Thursday, January 24 (2:00-3:00) Musicians in Schools (MIS)  
Boulder School-40 children  
Trout Fishing in America
6. Friday, January 25 (9:30-10:45) Family Concert (FC School Show)  
Alberta Bair Theater-1250 students & chaperones  
Canyon Creek School  
Elder Grove School  
Lockwood School  
Pioneer School  
Shepherd School  
St. Charles Mission
7. Friday, January 25 (10:30-11:15) Family Concert (FC School Show)  
Alberta Bair Theater-1200 students & chaperones  
Billings Christian School  
Elysian School  
Hardin Intermediate School  
Lame Deer School  
St. Francis Intermediate
8. Friday, January 25 (2:00-3:00) Musicians in Schools (MIS)  
Orchard School-50 children  
Trout Fishing
9. Saturday, January 26 (11:00-12:00) Musicians after Hours (MAH)  
Alberta Bair Theater-60 students  
Trout Fishing in America
10. Saturday, January 26 (3:00-4:00) Family Concert (FC)  
Alberta Bair Theater-1200 people

Approx. 4150 people served this month.

This program of *Explore Music!* is made possible with support from *Explore Music!* sponsors:  
Ossie Abrams & David Orser, Billings Gazette Communications, KTVQ-2, Montana Arts Council,  
Montana Cultural Trust, Townsquare Media, Stillwater Mining Company, Target,  
Wells Fargo, Wendys of MT, and Yellowstone Boys & Girls Ranch Foundation

12:00 PM  
06/21/11  
Accrual Basis

Billings Symphony Society  
Balance Sheet  
As of June 21, 2011

	<u>Jun 21, 11</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Checking - Wells Fargo	24,881.56
Ticket Change	599.99
Cash On Hand	87.47
Chorale Acct - Wells Fargo	526.45
Total Checking/Savings	<u>26,095.47</u>
Accounts Receivable	
Accounts Receivable	23,057.34
Total Accounts Receivable	<u>23,057.34</u>
Other Current Assets	
Prepays	
Insurance	1,573.00
Other Expenses	2,486.00
Total Prepays	<u>4,059.00</u>
Total Other Current Assets	<u>4,059.00</u>
Total Current Assets	53,211.81
Fixed Assets	
Computers	30,081.33
Furniture Fixtures & Equipment	15,480.45
Musical Instruments	83,797.13
Software	33,123.24
Accumulated Depreciation	-137,997.17
Total Fixed Assets	<u>24,484.98</u>
Other Assets	
Alberta Bair Endowment	
Cost	56,868.47
Cash	3,491.62
Unrealized Gain/(Loss)	98.47
Total Alberta Bair Endowment	<u>60,458.56</u>
Montana Arts Council	
Cost	205,069.37
Cash	57,838.83
Unrealized Gain/(Loss)	2,253.07
Total Montana Arts Council	<u>265,161.27</u>
Charles Schwab Endowment	
Cost	1,090,782.79
Cash	113,668.24
Unrealized Gain/(Loss)	49,951.97
Total Charles Schwab Endowment	<u>1,254,403.00</u>
Planned Gift	
Cost	128,210.09
Cash	43,505.72
Unrealized Gain/(Loss)	19,125.99
Total Planned Gift	<u>190,841.80</u>
Contingency Fund - Wells Fargo	41,997.47
Cash Surrender Value Life Ins	10,041.20
Total Other Assets	<u>1,822,903.30</u>
<b>TOTAL ASSETS</b>	<u><u>1,900,600.09</u></u>

12:00 PM

06/21/11

Accrual Basis

Billings Symphony Society  
Balance Sheet  
As of June 21, 2011

	Jun 21, 11
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	
MT Withholding	279.00
MT Unemployment - Contribution	41.97
Health Insurance	511.07
Flex	-104.09
Parking & hotel	50.00
Accrued Vacation	9,788.00
Total Payroll Liabilities	10,565.95
Gift Annuity Liability	547.00
Deferred Income	
Season Tickets	86,558.00
Annual Fund - Individual	4,990.00
Chair Sponsor - Individual	9,200.00
Deferred Income - Other	378.00
Total Deferred Income	101,126.00
Total Other Current Liabilities	112,238.95
Total Current Liabilities	112,238.95
Long Term Liabilities	
Gift Annuity	40,109.35
Montana Arts Council Grant	50,482.00
Total Long Term Liabilities	90,591.35
Total Liabilities	202,830.30
Equity	
Fund Balance	
Billings Chorale Fund	594.40
Equipment	41,064.89
Montana Arts Council	205,027.96
Restricted	1,523,948.78
Unrestricted	13,047.18
Alberta Bair	57,489.80
Total Fund Balance	1,841,173.01
Unrestricted Net Assets	-293,946.36
Net Income	150,543.14
Total Equity	1,697,769.79
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,900,600.09</b>

Billings Symphony  
Profit and Loss Statement  
2010-2011 and 2011-2012

			2009-2010	2010-2011	2011-2012	2011-2012
			Final	Final	Budget	Final
<b>INCOME</b>						
<b>EARNED INCOME</b>						
1	4101	Season Tickets	119,960.00	120,977.00	120,000.00	120,000.00
2	4102	Single Tickets	81,866.00	82,880.00	88,288.00	63,389.00
3	4103	Special Event Tickets	137,207.00	110,973.00	115,000.00	164,957.50
	4380	Ticket Processing Fee (\$2 surcharge)				
23	4350	Merchandise	2,523.00	20.00	500.00	1,301.00
24	4360	Program Ad Sales	16,520.00	18,645.00	18,000.00	17,645.00
27	4370	Miscellaneous	2,000.00	2,584.72	500.00	26.00
31	<b>Total Earned Income</b>		<b>360,076.00</b>	<b>336,079.72</b>	<b>342,288.00</b>	<b>367,318.50</b>
<b>CONTRIBUTED INCOME</b>						
32	4510	Business - Annual Fund	9,877.00	6,300.00	6,650.00	8,000.45
35	4520	Individual - Annual Fund	78,730.73	82,035.00	73,100.00	71,045.95
49	4530	Individual Chair Sponsors	64,457.00	67,925.00	67,925.00	72,937.50
50	4550	Business Chair Sponsors	3,750.00	3,150.00	3,150.00	
51	4532	Events Sponsorship - Season	28,700.00	28,900.00	27,000.00	39,800.00
58	4533	Events Sponsorship - Special	52,100.00	57,400.00	51,200.00	35,500.00
69	4560	Grants - Foundation	37,250.00	14,364.00	30,100.00	21,830.00
76	4570	Grants - Government	15,595.00	17,500.00	17,500.00	27,500.00
80	4580	Grants - Corporate	8,000.00	6,000.00	7,000.00	6,000.00
83	4590	Miscellaneous	0.00	4,546.75	500.00	
84	<b>Total Contributed Income</b>		<b>312,754.73</b>	<b>296,343.38</b>	<b>300,595.27</b>	<b>282,613.90</b>
<b>OTHER INCOME</b>						
85	4810	Interest Income	422.00		1,000.00	50.00
86	4820	Dividends				
87	4830	Gain (Loss) on Investment				
88	4850	Misc. - Endowment Transfers (3-5%)	72,584.00	86,546.75	80,000.00	74,044.44
89	4851	Misc. - Other Income	2,379.00	8,759.64	2,400.00	3,136.23
90	<b>Total Other Income</b>		<b>75,385.00</b>	<b>95,306.39</b>	<b>83,400.00</b>	<b>77,230.67</b>
91	<b>TOTAL INCOME</b>		<b>748,215.73</b>	<b>727,316.86</b>	<b>726,283.27</b>	<b>727,163.07</b>
			2009-2010	2010-2011	2011-2012	2011-2012
			Actuals	Actual	Budget	Projected
<b>PROGRAM COSTS</b>						
92	5010	<b>GUEST ARTISTS</b>	<b>75,626.00</b>	<b>59,728.82</b>	<b>53,000.00</b>	<b>78,571.59</b>
93	5011	Guest Artist - Season	16,450.00	26,230.90	16,000.00	21,107.68
94		Season Guest artists	16,450.00		16,000.00	21,107.68
97	5012	Guest Artist - Other	59,176.00	27,397.03	37,000.00	57,463.91
103	5014	Guest Artist - Travel		1,300.89		
104	5015	Artist Installation		4,800.00		
105	5020	<b>MUSICIANS HONORARIUMS</b>	<b>105,015.93</b>	<b>112,678.06</b>	<b>108,968.89</b>	<b>113,620.53</b>
106	5021	Season Concert Wages	79,614.89	72,316.70	69,016.00	65,499.90
113	5022	Special Event Concert Wages	25,401.04	33,742.37	24,458.00	40,005.70
124	5023	Payroll taxes (8.5% of payroll)		6,618.99	8,455.29	8,114.93
127	5025	Musicians Mileage - Season	12,422.20	14,271.70	12,615.00	12,028.90

Billings Symphony  
Profit and Loss Statement  
2010-2011 and 2011-2012

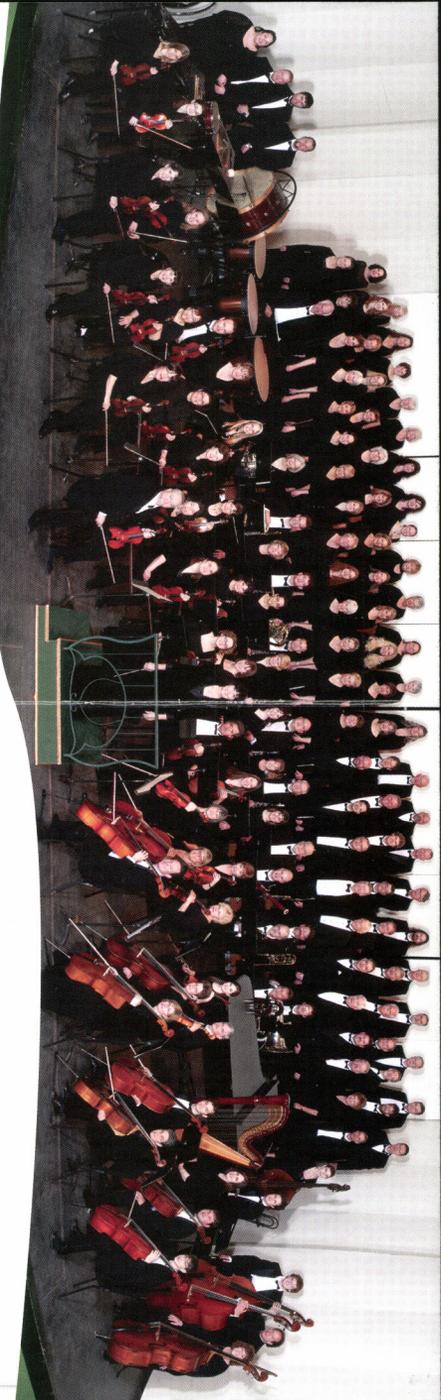
			2009-2010	2010-2011	2011-2012	2011-2012
			Final	Final	Budget	Final
134	5026	Musicians Mileage - Other	4,502.70	6,794.10	4,066.60	6,214.70
143	5027	Musicians Meals - Season	5,391.00	6,499.00	7,553.00	4,506.00
150	5028	Musicians Meals - Other	1,918.40	3,423.68	2,899.00	2,653.00
159	5029	Musicians Lodging	2,306.00	9,754.38	12,500.00	6,228.80
160	5030	<b>CONTRACTED PERSONNEL</b>	<b>60,203.00</b>	<b>69,224.59</b>	<b>69,997.14</b>	<b>68,283.66</b>
170	5040	<b>EDUCATION COORDINATOR WAGES</b>	<b>32,762.00</b>	<b>42,396.08</b>	<b>42,177.45</b>	<b>41,862.47</b>
179	5044	Music Director Expenses/CONUS	2,218.00	2,535.00	2,535.00	2,582.88
180	5045	Music Director Travel Expenses	5,398.00	3,751.40	5,550.00	4,959.42
181	5046	Education & Outreach wages (Explore Music!)	6,220.00	4,690.00	6,000.00	4,959.60
182	5063	Chorale General Expense		836.24		2,215.95
183	5150	Instrument Rental & cartage	885.00			870.00
184	<b>Total Program Costs</b>		<b>314,869.23</b>	<b>336,583.05</b>	<b>327,862.08</b>	<b>349,557.50</b>
<b>PRODUCTIONS</b>						
185	5051	Productions - General	22,945.80	3,501.39	4,000.00	9,579.00
191	5052	<b>PRODUCTION HONORARIUMS</b>	<b>16,930.00</b>	<b>15,529.23</b>	<b>16,830.45</b>	<b>12,816.61</b>
197	5061	Orchestra Music Rental/Purchase	3,654.00	3,621.24	4,092.00	2,923.38
203	5062	Chorale Music Rental/Purchase	113.00	180.00	500.00	529.16
204	5070	Postage - MASO		174.27		30.00
205	5071	Postage - BSOC	1,216.00	784.46	1,022.00	911.73
206	5080	Music Licenses	785.00	4,288.53	2,513.00	2,365.12
207	5085	Recording/Sound	803.00	1,352.50	1,200.00	860.00
208		Season	803.00		1,200.00	860.00
210	5150	Instrument Cartage	0.00	1,199.03	1,820.00	502.53
211		Season/Rental Van/Cartage	0.00	0.00	1,820.00	502.53
214	5095	Instrument Equipment & Repair				582.91
215	5100	Instrument Purchase				
216	5200	<b>FACILITY RENTAL</b>	<b>48,199.00</b>	<b>48,286.21</b>	<b>42,764.00</b>	<b>47,511.20</b>
217	5201	ABT Rental	17,860.00	18,290.00	18,130.00	17,430.00
225	5202	Chorale Rehearsal Retreat	0.00	134.25	0.00	0.00
226	5203	Shell Storage	1,800.00	1,837.50	1,800.00	775.00
227	5204	Ticket & Maintenance Fees (5%of gross)	21,471.00	21,483.46	15,834.00	23,493.20
228		Season concerts		0.00	9,561.00	8,759.55
229		Nutcracker			3,500.00	8,521.40
230		NYE			2,100.00	4,359.25
232		Youth Concert			481.00	1,853.00
233	5205	ABT Restoration Fee (\$1/ticket sold)	6,609.00	6,541.00	7,000.00	5,813.00
234	5206	Mileage & Travel	459.00			
235	5220	Instrument Rental (Piano)	945.00	975.00	500.00	815.00
236	5221	Vehicle Rental	1,676.00			86.73
237	5300	Stage Crew	16,917.00	11,911.59	17,310.00	12,043.10
246	5310	LODGING	2,623.00	644.37	1,725.00	845.53
249	5400	Ticket Stock	1,215.00	1,336.02	1,200.00	1,149.00
250	5500	Credit Card Processing Fee	5,419.00	5,419.00	5,000.00	10,454.20
251	5600	Miscellaneous	1,918.00	484.82	1,500.00	127.60
256	<b>Total Productions</b>		<b>125,358.80</b>	<b>99,687.66</b>	<b>101,976.45</b>	<b>104,132.80</b>

**Billings Symphony  
Profit and Loss Statement  
2010-2011 and 2011-2012**

			2009-2010	2010-2011	2011-2012	2011-2012
			Final	Final	Budget	Final
257		<b>Total Program and Productions</b>	440,228.03	436,270.71	429,838.53	453,690.30
<b>MARKETING</b>						
258	5700	<b>MARKETING WAGES</b>	33,278.00	40,187.38	40,697.75	40,189.46
268	5800	<b>SEASON BROCHURE</b>	2,865.00	2,137.35	2,500.00	1,898.90
279	5804	Postage	1,683.00	909.79	1,560.00	449.81
280	5900	PLAYBILL	9,412.00	9,090.00	9,050.00	9,169.34
284	6000	Program Notes	600.00	500.00	500.00	0.00
292	6200	<b>ADVERTISING</b>	19,055.00	12,803.55	21,323.00	19,612.56
299	6210	Poster	578.00	1,116.20	355.00	834.50
305	6211	Program Inserts/Flyers	1,084.00	1,432.00	1,480.00	1,208.00
307	6212	Postcards	3,823.00	6,262.23	4,050.00	5,529.86
310	6213	e-marketing/Patron mail	1,742.00	1,451.52	2,980.00	1,179.52
311	6300	Miscellaneous	1,687.00	925.78	500.00	189.02
315	6400	Newsletter	0.00			
319		<b>Total Marketing</b>	75,808.00	76,815.80	84,995.75	80,260.97
<b>DEVELOPMENT</b>						
320	6500	<b>DEVELOPMENT WAGES</b>	5,816.00	12,943.19	22,690.82	24,729.86
328	6600	ANNUAL FUND	6,681.00	6,131.34	3,000.00	6,104.30
331	6800	Donor Development	810.00	612.12	634.00	838.49
332	6810	Special Event Expense	21,394.42	7,795.50	2,213.00	1,516.80
341	6830	Special Event - Symphony in the Park	2,471.08	14,179.36	13,500.00	8,651.27
344	6815	Miscellaneous	918.00	-57.67	500.00	500.00
347		<b>Total Development</b>	38,089.50	41,603.84	42,537.82	42,340.72
<b>ADMINISTRATION</b>						
348	7001	<b>WAGES</b>	110,440.00	98,602.52	93,908.50	77,731.61
360	7009	Parking			1,200.00	
362	7100	Subscriptions/Dues	6,364.00	7,014.38	5,000.00	4,941.45
363	7200	Professional Services	7,400.00	29,877.75	28,000.00	36,883.00
366	7300	Bank Service Charges	28.00	205.38	0.00	67.59
367	7400	Office Supplies	1,976.00	2,788.82	2,500.00	1,443.69
368	7500	Postage	3,396.00	2,178.21	2,500.00	5,739.18
369	7600	Telephone	3,976.00	4,730.44	3,000.00	3,411.89
370	7700	Internet	700.00	1,100.00	1,200.00	600.00
373	7800	Equipment Purchases	1,023.00	29.99	1,000.00	1,376.29
374	7900	Software Purchases	259.00	240.47	500.00	
375	8000	Equipment Maintenance	3,120.00	2,696.22	3,000.00	3,095.00
376	8100	Insurance - summary	7,620.00	5,419.35	6,155.00	8,190.14
380	8200	Office Rent	12,086.00	12,192.00	12,900.00	11,116.00
383	8300	Utilities		0.00		
384	8310	Depreciation	5,309.00	5,089.44	4,424.00	4,168.08
385	8400	Board Expense/Contingency	876.00	798.81	5,000.00	1,013.97
386	8500	Conference/Prof. Development	786.00	1,259.00	2,000.00	0.00
387	8600	Travel & Entertainment	981.00	500.00	500.00	

**Billings Symphony  
Profit and Loss Statement  
2010-2011 and 2011-2012**

			2009-2010	2010-2011	2011-2012	2011-2012
			Final	Final	Budget	Final
388	8700	Executive Director Expenses	<u>578.00</u>	<u>765.35</u>	500.00	518.16
389	<b>Total Administration</b>		<b>212,567.00</b>	<b>175,488.13</b>	<b>173,287.50</b>	<b>160,296.05</b>
390	<b>Total Expenses</b>		<b>766,692.53</b>	<b>730,551.76</b>	<b>730,707.27</b>	<b>736,588.04</b>
391	<b>Total Income</b>		<b>748,215.73</b>	<b>727,316.86</b>	<b>726,253.27</b>	<b>727,163.07</b>
392	<b>Total Net</b>		<b>(18,476.80)</b>	<b>(3,234.90)</b>	<b>(4,454.00)</b>	<b>(9,424.97)</b>
393		Add Depreciation	<u>5,309.00</u>	<u>4,665.32</u>	<u>4,424.00</u>	<u>4,168.08</u>
394	<b>Total Net without Depreciation</b>		<b>(13,167.80)</b>	<b>1,430.42</b>	<b>-</b>	<b>(5,256.89)</b>



Anne Harrigan, Music Director & Conductor

Steven Hart, Choral Director

## Sept 15, 2012 Opening Night

*Cirque Artists, visual performance art*



Enjoy a different kind of dance party: The orchestra begins its 62nd Season with Dvořák's cheery Symphony No. 8, which draws its inspiration from the Bohemian folk music that Dvořák loved. Then Cirque Artists perform to the captivating melodies of Tchaikovsky. Opening Night is the stuff from which dreams are made!

## Feb 9, 2013 Hot Latin Nights

*Billings Symphony Orchestra*



The orchestra turns up the heat with a percussive mix of tango and flamenco inspired music that will leave you dreaming of dancing the night away. "Fanfare Ritmico" by Pulitzer Prize Winning Composer Jennifer Higdon sets the table for some spicy Latin taps.

## March 16, 2013

*A Royal Celebration*

*Billings Symphony Choral, Soloists*



Expect all the fanfare of any celebration befitting royalty—from British composers featured at the most recent Royal Wedding to Mozart's beloved "Coronation Mass." We encourage concert-goers to dress to impress! We hope to spot a few fashionable ascots and fascinators in the audience!

## April 20, 2013 Season Finale

*Michael Chertock, piano*



The Billings Symphony is proud to welcome back this phenomenal pianist to perform Gershwin's jazz-infused "Rhapsody in Blue." The Boston Globe has called Michael Chertock's playing "unmannered, zesty, and lovely." Paired with Rachmaninoff's flamboyant "Symphonic Dances," known for its energetic rhythmic sections and lush melodies. This concert will leave you dreaming of possibilities.

## Oct 13, 2012

*Alastair Willis, guest conductor*

*Karen Gomyo, violin*



The orchestra performs Beethoven's expressive Pastoral Symphony under the baton of Alastair Willis, who has conducted the New York Philharmonic, and San Francisco Symphony, among many others. Lalo's "Symphony Espagnol" meets the bow and artistry of fiery violinist Karen Gomyo, who has been hailed by the Chicago Tribune as "a first-rate artist of real musical command, vitality, brilliance and intensity."



## Nov 10, 2012 Big Band Salute to USO

*USO Liberty Bells and Billings Symphony Choral*



The Andrew Sisters would be proud! What better way to pay tribute to those who have served and are serving in our Armed Forces than with an authentic, energetic Big Band salute to the USO, which has been entertaining U.S. troops since 1941.

 **BILLINGS SYMPHONY**  
ORCHESTRA & CHORALE

**2012-13 Season**

Anne Harrigan  
Music Director & Conductor

*Season Series Concerts\**

**September 15, 2012**

Dvořák: Symphony No. 8  
Cirque Artisty to Tchaikovsky

**October 13, 2012**

*Alastair Willis, Guest Conductor*  
Beethoven: Fidelio Overture  
Lalo: Symphonie Espagnol, *Karen Gormyo, violin*  
Beethoven: Sixth Symphony

**November 10, 2012**

Liberty Bells and Billings Symphony Choral  
A Big Band Salute to the USO

**February 9, 2013**

Higdon: Fanfare Ritmico  
Piazzolla: Tangazo  
Falla: Three Cornered Hat Suite

**March 16, 2013**

Billings Symphony Choral and Soloists  
Music from The Royal Wedding  
Mozart: Coronation Mass

**April 20, 2013**

Gershwin: Rhapsody in Blue, *Michael Chertock, piano*  
Rachmaninoff: Symphonic Dances

*\*programming subject to change*

*Special Events*

Nov. 24 & 25, 2012: The Nutcracker Ballet  
Dec. 1, 2012: Holiday Tour of Homes  
Dec. 31, 2012: New Year's Eve Celebration  
Jan. 26, 2013: FREE Family Concerts  
June 30, 2013: Symphony in the Park

2721 2nd Ave N, Suite 350 | Billings, MT 59101  
(406) 252-3610 | [www.billingsymphony.org](http://www.billingsymphony.org)

*Dare to Dream!*

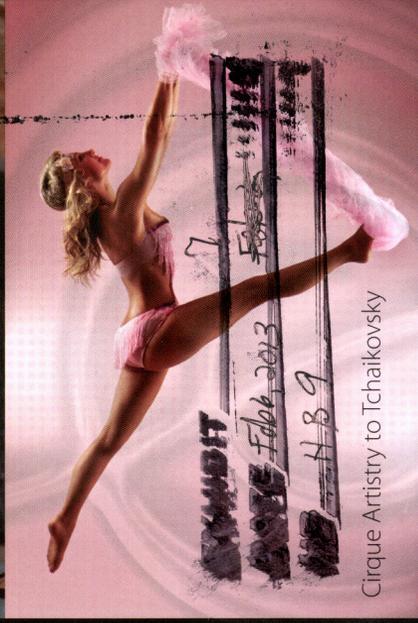
♦♦♦ The Billings Symphony's 2012-2013 Season ♦♦♦



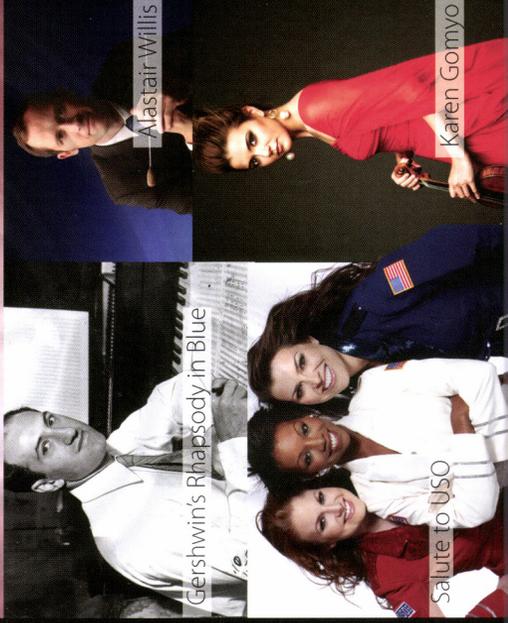
Maestra Anne Harrigan



A Royal Celebration



Cirque Artisty to Tchaikovsky



Gershwin's Rhapsody in Blue

Salute to USO

Alastair Willis

Karen Gormyo



*"Pecos Bill," played by Tim Marrone, shows off for a Harbin audience at the 2009 FREE Family Concert "Pecos Bill." A look at the Symphony Shell from a hilltop in Pioneer Park. BSO violinist Betsy Rivers shares her love of violin with kids at The Boys & Girls Club of Yellowstone County. A little girl tries her hand at violin at the Instrument Petting Zoo at Symphony in the Park. Music Director Anne Harrigan conducts the Philharmonic Orchestra at Senior High School.*

**Explore Musical programs reach more than 35,000 children, youth, adults and seniors throughout a single year. By eliminating price and taking the programs to their participants/audience, the Symphony reaches beyond the stage at the Alberta Bair Theater and into the communities in the greater Billings area.**

**Annual Free Family Concerts:** Music Director Anne Harrigan and the Billings Symphony develop this program each season. The concert features a guest artist and local children. In addition to two free performances at the Alberta Bair Theater, an underserved community outside of Billings is selected and an additional full performance is staged.

**Symphony in the Park:** Symphony in the Park is the most elaborate musical showcase staged by the BSO&C. More than 10,000 people attend the FREE annual outdoor concert at Pioneer Park. Along with light classical and pops-style music, the event offers picnic fare and an instrument petting zoo.

**Adventures in Music (AIM):** The Billings Symphony works with area schools and cultural organizations to offer a half-day, hands-on music education workshop for students K-8. More than 1,000 students have the opportunity to learn about the orchestra and choral through a series of round-robin demonstrations with musicians, an instrument petting zoo, and a Billings Symphony dress rehearsal.

**Backstage with the Symphony:** Throughout the year the Billings Symphony in collaboration with the Alberta Bair Theater offers the community, especially educators,

a glimpse into the creative workings of the orchestra and choral via a dress rehearsal.

**Concert Cues:** Each season concert is preceded at 6:45 p.m. by a brief, interactive discussion related to the evening's music, composers and guest artists.

**Conductor in the Community:** Music Director Anne Harrigan guest conducts a rehearsal of an area band and/or orchestra as well as visits with area organizations and civic groups. Approximately 1,500 students, grades 5-12, and area adults learn about the commitment, dedication and determination required to become a professional musician.

**Internships:** Internships with the orchestra or BSO&C office provide opportunities to gain experience in the field, determine if one has an interest in a particular career, create a network of contacts, and/or gain school credit.

**Master Classes:** Special Guest Artists performing with the Billings Symphony share their talents and experiences with BSO musicians and students from around the region through these free classes.

**Musicians in the Schools:** Nearly 3,500 youth, grades K-12, as well as students attending MSU-Billings and Rocky Mountain College, learn about instruments from small ensembles of BSO&C musicians. Musicians are encouraged to share their personal stories about why and how they became musicians, to discuss how music can be a lifelong avocation or vocation, and to show the flexibility of their instrument through the performance of

a variety of genres of music.

**Musicians after Hours:** This outreach program is not designed to be a music lesson. Rather, musicians are encouraged to use music as a way to begin a dialogue and to offer positive interactions with youth. More than 2,000 kids ages 6-16 at after-school sites such as the Boys & Girls Clubs of Yellowstone County, the YMCA, and Friendship House participate in this program and learn about symphonic music and about the commitment and dedication it takes to become a professional musician.

**Random Acts of Music:** Small ensembles of BSO&C musicians are scheduled to perform in unusual and unexpected high-traffic locations such as at the airport, Rimrock Mall, or MetraPark in an effort to increase community awareness of symphonic music and the BSO&C as people go about their daily routines.

**Rural Rhythms:** Arranged through partnerships with local arts agencies, casual performances by small ensembles of BSO&C musicians are given in community spaces to more than 400 residents of rural communities.

**Senior Series:** Members of the BSO&C visit retirement homes, assisted-living facilities, and low-income meal sites to perform for elders in an environment that is comfortable and accessible to them. This program reaches 500 seniors who due to physical constraints, lack of transportation or price barriers otherwise would not be able to experience the joy of live symphonic music.

**Side by Side:** A tremendously rewarding experience for

Symphony musicians, students, and the audience, our Side by Side program is designed to help students develop a lifelong interest in music and dance. Students have the unique opportunity to share the stage with our professional orchestra and choral musicians as well as get a chance to work with the professional dance troupe from the Nutcracker. Students experience practicing and performing along side professionals.

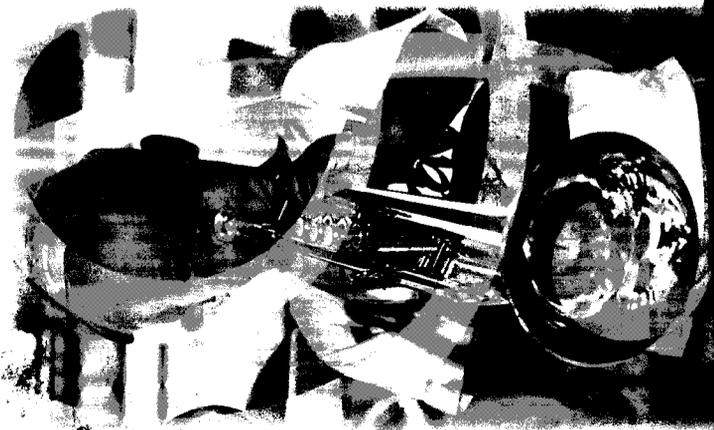
**Rush Ticketing & Group Ticketing:** In an effort to eliminate price as a barrier, rush tickets may be purchased for a discount on the evening of a season concert, based on availability. Nearly 200 people take advantage of this offer each season. Groups of 10 or more may inquire about discounted group ticketing.

In conclusion, it is important to note that outreach does not occur strictly as a result of an organized program. With 13% of our musicians traveling 100 miles or further to be a part of the BSO&C, our community engagement occurs informally on a daily basis around the region, as well as in Billings. Our musicians are music teachers in their communities' schools, private music teachers, and members of their churches' choirs. They come together in small ensemble groups such as the Yellowstone Chamber Players and perform with other area arts organizations, for instance, in the pit orchestra of Rimrock Opera. This ripple effect makes the impact of the Billings Symphony exponentially greater than any estimate of people we think we are going to reach, and it helps us illustrate the intrinsic role the Symphony plays in creating the cultural fiber of the communities we serve.

# Explore Music!

is the music education & community engagement program created by the Billings Symphony Orchestra & Choral to share symphonic music with as many people as possible and to cultivate a lifelong appreciation for the performing arts.

Four free, full symphony performances of two distinct concerts and 13 individual programs encompass Explore Music!



**EXPLORE MUSIC! LOCATIONS INCLUDE...**

- Absarokee Schools
- Adelphi Christian School
- Ahead of the Curve Learning Center
- Alberta Bair Museum, Martinsdale
- Aspen Meadows Senior Living
- Aspen View Assisted Living
- Autumn Springs Assisted Living
- Big Timber Schools
- Billings Catholic Schools
- Billings Public Schools
- Billings Youth Orchestra
- Blue Creek Elementary School
- Bonaventure Senior Living
- Boys & Girls Clubs
- Cody, WY Schools
- Columbus Schools
- Eagle Cliff Manor Senior Living
- Elder Grove Schools
- Elysian Elementary School
- First Presbyterian Church
- First Interstate Bank
- Fishtail School
- Friendship House
- Gainans
- Hardin Schools
- Hightgate Senior Living
- Joliet School
- Joliet Community
- Laurel Schools
- Lockwood School
- Luther School
- Montessori School
- Morin School
- Mothers of Pre School Children Group
- MSU-Billings
- Northern Cheyenne Tribal School
- Pioneer School
- Powell, WY Schools
- Prairie Towers Senior Living
- Red Lodge Community Church
- Rocky Mountain College
- Roscoe School
- Rotary Club
- Ryegate School
- Senior Meal Site
- Senior Volunteer Program
- Shepherd School
- St. Bernard Church
- St. Charles Mission
- St. John's Lutheran Home
- Sweetwater Retirement Home
- Trinity Lutheran School
- Wapiti Wyoming 4th Grades
- West Park Retirement
- Yellowstone Country Club

Photos on inside panels: Trevor Krieger & Jeff Troxel perform "Tall Tales" for hundred of school-aged children during the 2009-10 Season. Maakaila Ament tries the flute at the Symphony in the Park instrument Petting Zoo, sponsored by Eckroth Music. Members of the Billings Symphony Choral who form *Con Spirito* entertain at Graff Elementary in Laurel. Grant Schaubel blows a trumpet at the Symphony in the Park Instrument Petting Zoo, sponsored by Eckroth Music.

## BILLINGS SYMPHONY ORCHESTRA & CHORALE

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*Donations for Explore Music! are always welcomed and appreciated.*

## BILLINGS SYMPHONY ORCHESTRA & CHORALE

# Explore Music!



*Because music feeds the soul...*



EXHIBIT 7  
DATE Feb. 6, 2013  
BY 9

