



The Giving Common

An Initiative of the Boston Foundation

www.thegivingcommon.org

Lexington Symphony Inc.



General Information

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Website

<http://www.lexingtonsymphony.org>

Organization Contact

Epp Sonin info@lexingtonsymphony.org

Year of Incorporation

1996

Statements & Search Criteria

Mission Statement

Lexington Symphony is a professional orchestra of devoted musicians who share a passion for classical music, a commitment to community engagement, and a dedication to exacting standards of performance.

Connecting to the community is at the heart of Lexington Symphony's mission and approach. Working to make classical music accessible to all, Lexington Symphony offers outreach programs that serve all ages, provides tickets at affordable prices, and presents exciting concert experiences that audiences love.

Background Statement

Lexington Symphony is a professional orchestra of devoted musicians who share a passion for classical music, a commitment to community engagement, and dedication to exacting standards of performance. Founded in 1995, the Lexington Symphony maintains a grass-roots community spirit while producing high-quality performances that attract an ever-growing audience. Orchestra members and Music Director Jonathan McPhee work with community members in all aspects of the organization, and it is this energetic collaboration between musicians, community, and conductor that makes Lexington Symphony unique.

The orchestra presents six subscription concerts each year, each of which is preceded by a conductor's talk by Jonathan McPhee, who joined the orchestra in 2005, and is one of New England's leading musical figures. Equally at home as conductor of the symphony, ballet and opera, McPhee is also Music Director of the Boston Ballet and Symphony NH.

Many of the orchestra's performances sell out (750-800 seat capacity) and the group regularly receives positive critical reviews, including this comment from the Boston Phoenix that "the Lexington Symphony is capable of a performance to attract the attention of those who live closer to Symphony Hall. Even if the BSO season were in full swing, last Saturday's program would have been worth the trip." Classical Voice of New England captures the orchestra's community essence with this quote: "This orchestra is, in 2 words, 'top notch'; its playing is tight, crisp, and precise....Everyone's enthusiasm for the music making is palpable, as is the audience's attention and appreciation. This is classical music as it once was known in similar cities and towns across the nation, but which has, alas, disappeared from all too many of them. In Lexington, it is growing instead."

Along with its commitment to the highest level of orchestral performance, the Symphony is passionate about educating the next generation about classical music. Lexington Symphony presents a biennial workshop and concert for children as well as an educational outreach program for third and fourth graders, Orchestrating Kids Through Classics™. Both programs have received accolades from parents, kids, and teachers alike. Orchestrating Kids Through Classics™ now reaches approximately 3,000 students each year, 25% of whom, from economically disadvantaged schools, attend for free. This program has received funding from the National Endowment for the Arts, the Massachusetts Cultural Council, Shire Corporation, the Lexington Education Foundation, Target, and others.

Connecting to the community is at the heart of Lexington Symphony's mission and approach. The orchestra has been recognized for its community outreach efforts with a number of awards and has received national recognition for its outreach and concert programming.

Impact Statement

Offering six concerts each season at Cary Hall in Lexington and outreach programs including its award-winning Orchestrating Kids Through Classics™ for third and fourth graders, the Symphony annually reaches over 6,500 audience members of all ages.

Lexington Symphony's commitment to community, celebration, collaboration and cultural enrichment was in full bloom in 2012-2013, a year that marked the Town of Lexington's 300th birthday. The orchestra commissioned and premiered three new works by Sky Macklay, Pulitzer Prize-winning Michael Gandolfi and John Tarrh. This project spawned multiple collaborations between arts groups: New Hampshire-based Walden School, three choruses in Lexington including a select choir from the high school, a choreographer from Boston Ballet School, students from the Lexington School of Ballet, and organizers of Lexington's Cary Lecture Series. National ASCAP awards for both the Lexington Symphony and Macklay, press coverage by the Boston Globe and selection by the Massachusetts Cultural Council as an example for other arts groups to emulate further underscore the broad impact of this project.

The costs of the commissioning project presented a significant fundraising challenge in FY13, which the orchestra met with a creative fundraising endeavor. Though the Symphony budgeted conservatively for a loss, it ended the year with a surplus.

In 2013, Lexington Symphony's educational outreach program for elementary children, Orchestrating Kids Through Classics™, hit the mark of reaching over 10,000 students, educators and parents from diverse communities in the Greater Boston area since the program's launch in 2009. The orchestra continues to work to introduce more children to the orchestra through this popular program, including economically disadvantaged students (presently 25% of attendees).

To build on its successes, whether through creative projects like the 300th anniversary commissions or through expansion of educational outreach programs, the Symphony needs to increase its annual revenues. Hiring a development director would help the orchestra realize its artistic and educational goals by organizing and enabling the group's fundraising efforts, thereby increasing individual donor giving and foundation support. Expanding audience reach and continuing to build impact beyond Lexington's borders is another goal for the future, one that will also likely contribute to revenue growth.

Needs Statement

Lexington Symphony has historically been staffed by a combination of volunteers from the orchestra and Board members, with the strategic vision for the organization set by collaboration of Music Director, orchestra members and Board. Together, their success has led to significant growth over the past nine years. The organization is at a turning point for sustainability as it approaches burn-out of volunteers handling staff work. Greater professional resources are critical to its future sustainability and success.

An internal benchmarking study comparing similarly-situated arts organizations shows Lexington Symphony is offering more programs than any other group in the comparative pool, yet with the leanest staffing.

Priorities for hiring staff are:

1. Development director. It is anticipated that this position would be self-sustaining.
2. Executive Director.
3. Increasing staff marketing hours to full-time, to build audience for both its subscription concerts and programs for youth, particularly in towns outside Lexington.
4. The orchestra has made steady increases to musician compensation and will continue to address musicians' pay.

Lexington Symphony also needs direct support for its subscription concerts, to enable it to continue to engage the community with creative, thought-provoking programs that require the resources of a full symphony orchestra.

CEO/Executive Director Statement

What makes the Lexington Symphony different than other local orchestras? Two aspects of the orchestra are unique: 1) It was founded by its playing members, who directly elect the Board and have strong commitment to the group; and 2) it has a major focus on education and community outreach. The Lexington Symphony was started by a small cadre of dedicated musicians in 1995. While the orchestra is a fully professional orchestra, it retains its sense of community by directly linking the "ownership" of the organization to the players in the symphony. Players have an unusual level of commitment to the mission and to music-making, and seven of the 17 members of the Board are also musicians in the orchestra.

Board Chair Statement

I have been honored to have been involved with this amazing organization since its beginning days, and have watched its tremendous growth as a member of the Board of Directors, and now as Board Chair and President.

Our past season was marked by amazing accomplishments:

- An ASCAP award for Adventurous Programming from the League of American Orchestras for our three commissions
- Receiving increased funding from the Massachusetts Cultural Council
- Continued support from the Lexington Education Foundation and Shire HGT, plus the recognition of a National Endowment for the Arts grant, for our innovative and award-winning educational outreach program, Orchestrating Kids Through Classics™.

- The Concert Fund Partners continue to invite new members to support funding one program each season that requires greater than normal resources, thereby engaging the Lexington public and forging a deeper connection to the arts, particularly to great orchestral music. In past seasons, Concert Fund Partners have made possible performances of the Amy Beach piano concerto, Holst's opera Savitri, world-renowned horn player Gail Williams and the all-Rachmaninoff concert with pianist Sergey Schepkin. The Concert Fund also sponsored an all-Tchaikovsky concert with violinist Irina Muresanu, the rarely-heard Mahler Symphony No. 8, and last season's Mahler's 5th Symphony. This season, Concert Fund Partners sponsored Beethoven's Ninth Symphony, featuring the New World Chorale and soloists.

In this 2013-2014 season, we are expanding the sponsorship program of playing members of the orchestra. What a great way to honor our wonderful musicians while obtaining much-needed funds for the organization.

- Lexington Symphony's 19th year will include varied musical performances and continue the preconcert talks by Jonathan McPhee. The concert menu has something for everyone: Bach, Mozart, Stravinsky, Martin, Tchaikovsky, Mendelssohn, Gandolfi and more, plus our ever-favorite Holiday Pops concerts, and the Kids' Workshop and Concert.

I am privileged to work and be part of the leadership of this great orchestra, led by our extraordinary conductor and music director, Jonathan McPhee.

Looking forward to reaching new heights.

Epp Sonin, President

Service Categories

Symphony Orchestras

Geographic Areas Served

Lexington Symphony draws audience from across Massachusetts with a concentration in the area around Lexington including Bedford, Winchester, Arlington, Lincoln, Carlisle, Wayland, Sudbury, Chelmsford, Billerica and Woburn. The orchestra reaches 3,000 children each year in cities and towns in Middlesex County, Essex County and Suffolk County with its educational program Orchestrating Kids Through Classics™, including Arlington, Burlington, Waltham, Woburn, Lawrence, Medford, Clinton, Dorchester, Framingham, Lexington, Wilmington, Cambridge and

Somerville.

Please review online profile for full list of selected areas served.

Programs

Orchestrating Kids Through Classics™

Description	Lexington Symphony's educational program Orchestrating Kids Through Classics™ starts with a visit by four musicians to participating schools, where students learn about the instrument families of the orchestra. A few weeks later, the students come to town halls in Lexington and Framingham to hear the full orchestra led by conductor Jonathan McPhee. The dramatic concert takes the audience on a tour of the orchestra from its very beginnings 1000 years ago through present-day Star Wars, with many creative flourishes along the way. Designed for third and fourth graders who are at the age where kids choose instruments to play, the overarching goal is to personalize and demystify the classical concert experience while introducing the diverse sounds of an orchestra in an engaging way. By showing how orchestral sound has radically changed over time, the program encourages active listening, development of a critical approach to new information and ideas, and appreciation of a wide range of musical styles.
Budget	50,000
Category	Arts, Culture & Humanities, General/Other Musical Performances
Population Served	Children Only (5 - 14 years), Poor, Economically Disadvantaged, Indigent,
Program Short Term Success	More students will return to orchestra concerts and study musical instruments than would without the program, leading to the improvements detailed above.
Program Long term Success	The importance of an education in the arts, and music in particular, is well-documented. Research shows that the study of music helps contribute to a child's success in school, learning and society, and can actively contribute to brain development. For example, students in high-quality school music programs score higher on standardized tests compared to students in schools with deficient music education programs, regardless of the socioeconomic level of the school or school district. For extensive information on the benefits of music education, visit www.menc.org . Children aged 9-11 who practice a musical instrument had higher scores in phonemic awareness, verbal acuity and math than those at an equivalent socio-economic level who did not play an instrument. Science News, "Time Invested In Practicing Pays Off for Young Musicians, Research Shows" (11.5.08). For evidence that listening to music can increase cognitive skills, see Science News, "Simply Listening to Music Affects One's Musicality" (8.13.08).

Program Success Monitored By

Over the past 6 years, the orchestra has collected feedback from teachers, administrators, students and parents, including quantitative data in the form of surveys. Each teacher is asked to poll the class prior to the in-school presentation and after the full orchestra concert, asking questions that gauge the students' level of engagement. The results of these surveys clearly indicate a worthy program, with high percentages of children indicating an increased interest in taking up an instrument and attending an orchestra concert again. In Lexington, the program has helped to restore participation in the public school instrumental music program following losses that resulted from institution of a fee-based system. Teacher surveys are also solicited and have indicated superlative marks, expressing unanimous interest in seeing the program continue.

Examples of Program Success

Testimonials from teachers and parents:

- "Best program I have been to in many years."
- "The combination of Classical concert mixed with a thorough history lesson of how an Orchestra has evolved was an ingenious idea executed by a fantastic ensemble of professionals...we love the LSO."
- "My daughter, who never tells me anything about school, told me in detail about the symphony performance. She told me about all the different instruments and the different characters that came out....She told me you played that song she likes by that man named Beethoven. She told me everything about it and a list of all the songs that were played, sung in the back seat in the car so that I would know. I have never seen her that enthusiastic about something."
- "I would bring my class every year. Many students were interested in playing an instrument after seeing the presentation."
- "During the pre-concert visit, the musicians were very engaging and funny and did a wonderful job relating the symphony to kids' everyday lives."
- "I think you are doing a wonderful job at creating a fabulous concert experience for kids that may never get the opportunity to see a concert outside of school."

Lexington Symphony Subscription Concerts

Description	<p>Lexington Symphony performs six subscription concerts each year, including Holiday Pops and an informal June Concert in the Round. The orchestra regularly draws capacity audiences of nearly 800 at Cary Hall, in the center of Lexington, MA, a historic town.</p> <p>The orchestra's Holiday Pops initiative resulted from a collaboration with local businesses, bringing more foot traffic into Lexington Center for Holiday Festival Night and earning the orchestra a Lexington Chamber of Commerce award for "Best New Initiative." June Concert in the Round is another creative program: the orchestra is situated in the middle of the hall with audience seated around it - and sometimes right in the middle of the orchestra. Audience members ask questions of musicians and conductor in an informal Q&A preceding the concert, which features smaller-sized works for brass, winds and strings selected by members of the orchestra.</p>
Budget	216066
Category	Arts, Culture & Humanities, General/Other Musical Performances
Population Served	Adults, Children and Youth (0 - 19 years), Elderly and/or Disabled
Program Short Term Success	<p>Reaching many ages within the community is an important goal of Lexington Symphony's programs. This concert season, nearly 3,500 individual audience members will attend a Lexington Symphony subscription concert, including hundreds of youth reached by the orchestra's biennial Kids' Workshop and Concert. This past year, the group instituted an open dress rehearsal for children and their parents. These rehearsals have provided a wonderful way for families to come on a more informal basis at a reduced ticket price of \$10. At the intermission, Music Director Jonathan McPhee offers Q&A with musicians from the orchestra. The orchestra is also committed to serving those who cannot typically attend a concert, and offers free concerts performed by chamber groups from the orchestra throughout the year in a variety of locations including senior centers, assisted living environments, universities, and houses of worship.</p>
Program Long term Success	<p>Classical orchestral music builds culture in communities and Lexington Symphony engages its community by celebrating important events in the town, offering transformative programs, and strengthening the local economy.</p>

Program Success Monitored By Lexington Symphony's growing audience base and success in selling its concerts show that its programs are relevant and engaging to its community. Its audience has continued to grow since its beginnings and the group sustains a high number of subscribers year-to-year. The orchestra uses a software database called Patron Manager to track ticket sales and donor giving, which assists the group in producing data to measure impact. The orchestra also participates in TRG Arts' shared mailing list through ArtsBoston, enabling the orchestra to target its marketing efforts to specific geographies, thereby saving expense and increasing revenue.

Examples of Program Success Individual audience members now reaching 3,500
56% of hall sold to subscribers
Holiday Pops for young children and families has sold 800 seats (capacity) for 3 years in a row
Past 3 years: Four main subscription concerts (without Holiday Pops and June Concert in the Round) average 91% of hall sold

Testimonials:

- "Am an avid fan of the symphony and have been attending the concerts for many years. I cancelled my subscription to the BSO because I like the selections played by the Lex. Symphony much better!"
- "Congratulations on last week's concert--it was STUPENDOUS! Mr. McPhee has brought the LSO into one of the best orchestras around!"
- On the sold-out performance of Mahler's Symphony No. 8: "Years from now, people who were at the concert will still be dating things from whether it happened before or after the event. Fantastic!"
- "Both pieces tonight were breathtakingly beautiful. The pianist was incredible and the orchestra was brilliant. Jonathan McPhee conducts with a passion that envelopes the audience. We, in the audience, were dazzled! What a program, what an evening."

Management

CEO/Executive Director

Executive Director	Ms. Epp Sonin
Term Start	June 2012
Email	esonin@aol.com

Experience

Epp Sonin has taught piano for 30 years in NY and Boston. In 1985, she founded the Lexington Music School and has since led the school in providing quality piano classes for children, private instruction by award-winning music faculty, and community outreach in the way of benefit concerts, scholarships, mentorship, and inspiration to musicians and music appreciators. Epp is an Overseer with Boston Landmarks Orchestra and a member of the Board of Trustees of the Cantata Singers, Winsor Music and Four Strings Academy. She remains a frequent soloist with orchestras and choruses in oratorios, masses and cantatas, most recently with the Boston Landmarks Orchestra and has given recitals in the US, Canada and Europe, has premiered new works at Lincoln Center, MIT, Harvard, Tufts and UMASS-Lowell and performed in numerous Boston-area operas. She is a member of the Cantata Singers. Her performances have been heard on radio and recordings. She was soloist with the Vancouver Symphony and Estonian State Symphony in a gala celebrating Estonia's newly reestablished independence.

Co-CEO

Co-CEO	Mr. Joseph J. Hansen
Term Start	June 2012
Email	jhansen@LexSA.com

Experience

Joe Hansen has pursued a dual career in education and in business. He joined the Northeastern University faculty in 1960, teaching mathematics in undergraduate programs in engineering, business, health sciences, and liberal arts. He served as mathematics department chairman from 1963 to 1987 and as acting chairman in 2001-2002. He pioneered the introduction of on-line and hybrid mathematics courses at Northeastern, for which he received the special *Award for Innovative Use of Technology in Teaching* from the university provost in 2004. Concurrently with his educational career, Joe worked in management positions at LFE, Teradyne, and Raytheon, where he served as director of strategic planning. He later formed the consulting firm Lexington Strategic Associates, which serves clients in the telecommunications and industrial process control industries. Joe serves as chairman of the finance committee of Lexington Symphony, a position to which he was appointed in 2011. Joe holds AB and MBA degrees from Harvard.

Former CEOs

<u>Name</u>	<u>Term</u>
Ms. Jessie Foster	June 2001 - June 2006
Mr. Fred Johnson	June 2006 - June 2012

Senior Staff

Ms. Samantha Wade

Title Operations Manager

Experience/Biography Samantha Wade is an experienced orchestral Operations Manager. She spent three years working for the Boston Landmarks Orchestra prior to her time with Lexington Symphony, where she produced a summer concert series at the DCR’s Hatch Shell and other neighborhoods of Boston, including the first orchestral concert at Fenway Park in 2010; worked closely with professional musicians, Board Members, and Music Director on a daily basis; assisted in the preparation of the production budget according to Boston Musicians’ Association’s scales and wages; worked with donor development software (Raiser's Edge), maintaining a 4,500+ e-mail database via iContact, preparing and sending weekly email blasts about concerts; updating website through TYPOlight (some HTML involved); collaborated with other arts organizations including Boston Ballet, Boston Lyric Opera, Longwood Symphony Orchestra, New Philharmonia Orchestra, and the New World Chorale; and assisted in the management of part-time staff, volunteers and Summer stage crew.

For Lexington Symphony, she has handled numerous projects over the past year, managing the volunteer staff, assisting the President and Board Chair in execution of her duties, assisting the Development Committee and Executive Committee, organizing ticket sales, managing the "front of house" for concerts and outreach events, and interfacing with the Music Director, Board, staff and musicians to keep all operations running smoothly.

Ms. Karen Sampson

Title Communications, Marketing, and Public Relations Director

Experience/Biography Karen Sampson has more than 20 years of diverse communications, public relations, marketing, and writing/editing experience. She has worked both on-staff and in a contract capacity for various magazines, publishing companies, and corporate and nonprofit organizations, including The MacDowell Colony -- one of the nation's leading nonprofit artist residency programs -- where she worked for more than 9 years managing comprehensive, multichannel communications and public relations efforts.

Staff Information

Full Time Staff	1
Part Time Staff	5
Volunteers	40
Contractors	3

Retention Rate	100%
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Staff Demographics - Ethnicity

African American/Black	0
Asian American/Pacific Islander	0
Caucasian	6
Hispanic/Latino	0
Native American/American Indian	0
Other	0 0

Staff Demographics - Gender

Male	0
Female	6
Unspecified	0

Formal Evaluations

CEO Formal Evaluation	N/A
CEO/Executive Formal Evaluation Frequency	N/A
Senior Management Formal Evaluation	N/A
Senior Management Formal Evaluation Frequency	N/A
NonManagement Formal Evaluation	Yes
Non Management Formal Evaluation Frequency	Semi-Annually

Plans & Policies

Organization has a Fundraising Plan?	Under Development
Organization has a Strategic Plan?	Under Development
Does your organization have a Business Continuity of Operations Plan?	No
Management Succession Plan?	No
Organization Policy and Procedures	No
Nondiscrimination Policy	Under Development
Whistleblower Policy	No
Document Destruction Policy	No
Directors and Officers Insurance Policy	No
Is your organization licensed by the Government?	No
Registration	Yes

Collaborations

Lexington Symphony has a vibrant history of collaborating with musical and other organizations. Its musicians are committed to music education and have established ongoing collaborations with nearly 40 public and private schools in the metro northwest area from Lawrence to Framingham with the Symphony's outreach program, Orchestrating Kids Through Classics™. More specifically, Lexington Symphony musicians work annually with students from Lexington High School to assist them in preparing for auditions, and have provided support to schools in Lawrence, purchasing recorders for them and performing in their music classes. Lexington Symphony also collaborated in 2012-2013 with numerous arts organizations and the Town of Lexington in the celebration of Lexington's 300th anniversary. From 2008-2010, the Symphony participated in Music Matters, a program that introduced the instrument families to students in economically disadvantaged schools, presented in partnership with WCRB and the Massachusetts Teacher's Association. In 2008, the orchestra combined with Nashua Symphony and New World Chorale to perform Mahler's Symphony No. 8 in Nashua, NH and Lexington, MA. Mahler's 8th is a work rarely heard outside major cities because of the monumental forces needed to perform it and the idea of combining two orchestras towards this end garnered press attention from the Boston Globe and others.

Awards

Awards

Award/Recognition	Organization	Year
2013 ASCAP Award for Adventurous Programming	ASCAP	2013
Music - Art Works	National Endowment for the Arts	2012
Designation from "Peer" to "Colleague"	Massachusetts Cultural Council Cultural Investment Portfolio	2012
Music Advocate Award	Massachusetts Music Educators Association (MMEA)	2010
Best New Initiative in Support of Town Businesses	Lexington Chamber of Commerce	2009
Forward-Looking Vision and Exemplary and Enduring Contribution to Our Community	Massachusetts Nonprofit Net	2006

Affiliations

Affiliation	Year
League of American Orchestras	2008

Comments

CEO Comments

Working closely with its Board and Music Director, Lexington Symphony's musicians have helped fuel Lexington Symphony's success since its beginnings in 1995, bringing a deep level of dedication to the fulfillment of its mission. Dedicated volunteer support from musicians has embraced multiple roles: as Board members, officers, standing committee members and leaders, educational outreach program designers and coordinators, creative thinkers, fundraisers, marketers,

graphic designers, grantwriters and even photographers.

As Lexington Symphony has grown, additional staffing to fulfill day-to-day operations and long-term vision has become a paramount need. While musicians continue to work with Board, Music Director and the community, professional development and organizational expertise is needed to help the orchestra expand its current offerings to meet a larger regional audience. The orchestra plans to meet this need by hiring a development director and eventually an executive director.

Board & Governance

Board Chair

Board Chair	Ms. Epp Sonin
Company Affiliation	Lexington Music School
Term	June 2013 to June 2014
Email	info@lexingtonsymphony.org

Board Members

Name	Affiliation	Status
Whit Bond	Bond Real Estate Advisors	Voting
Richard Fields	Richard S. Fields Associates, LLC	Voting
George Gagliardi	Coromandel Wealth Management	Voting
Christina Gamota	Community Volunteer	Voting
Sandra Gasbarro	Community Volunteer	Voting
Richard Given	Professional musician	Voting
Susan Griffith	PSG Photo Solutions	Voting
Joseph Hansen	Senior Lecturer, Northeastern University	Voting
Randy Hiller	Lexington Chamber Music Center; Point CounterPoint	Voting
Deborah Jones	The Dartmouth Group	Voting
Jay Kaufman	MA State Representative, National Conference of State Legislatures	Voting
Jeffrey Leonard	Lexington Public Schools	Voting
Patricia Manhard	Community Volunteer	Voting
Jonathan McPhee	Boston Ballet	Exofficio
Jeremy Ronkin	Professional musician	Voting
Epp Sonin	Lexington Music School	Voting
Marlene Stone	Oasis Systems, Inc.	Voting
Elsa O. Sullivan	Community Volunteer	Voting
John Tarrh	Retired	Voting

Board Demographics - Ethnicity

African American/Black	0
Asian American/Pacific Islander	0
Caucasian	19
Hispanic/Latino	0
Native American/American Indian	0
Other	0 0

Board Demographics - Gender

Male	11
Female	8
Unspecified	0

Board Information

Board Term Lengths	3
Number of Full Board Meetings Annually	8
Board Meeting Attendance %	69%
Written Board Selection Criteria?	Yes
Written Conflict of Interest Policy?	Yes
Percentage Making Monetary Contributions	63%
Percentage Making In-Kind Contributions	100%
Constituency Includes Client Representation	No

Standing Committees

Development / Fund Development / Fund Raising / Grant Writing / Major Gifts
Executive
Finance
Nominating

Comments

CEO Comments

Input from players is very important to the orchestra, and quarterly meetings are held to inform the musicians about Board plans, budgets, programming and other developments within the orchestra. Orchestra members also participate in governance through the Orchestra Committee, an additional standing committee of the Board.

Financials

Fiscal Year

Fiscal Year Start	July 01, 2013
Fiscal Year End	June 30, 2014
Projected Revenue	\$309,265.00
Projected Expenses	\$306,170.00
Endowment?	No
Spending Policy	N/A
Credit Line?	No
Reserve Fund?	Yes
Months Reserve Fund Covers	5

Detailed Financials

Revenue and Expenses

Fiscal Year	2014	2013	2012
Total Revenue	\$347,151	\$342,857	\$306,034
Total Expenses	\$316,554	\$333,643	\$338,985

Revenue Sources

Fiscal Year	2014	2013	2012
Foundation and Corporation Contributions	--	--	--
Government Contributions	\$0	\$0	\$0
Federal	--	--	--
State	--	--	--
Local	--	--	--
Unspecified	--	--	--
Individual Contributions	\$146,145	\$147,469	\$109,420
Indirect Public Support	--	--	--
Earned Revenue	\$196,149	\$192,245	\$169,804
Investment Income, Net of Losses	\$3,938	\$2,592	\$1,994
Membership Dues	--	--	--
Special Events	--	--	\$24,114
Revenue In-Kind	--	--	--
Other	\$919	\$551	\$702

Expense Allocation

Fiscal Year	2014	2013	2012
Program Expense	\$196,343	\$241,158	\$217,686
Administration Expense	\$109,369	\$84,795	\$87,269
Fundraising Expense	\$10,842	\$7,690	\$34,030
Payments to Affiliates	--	--	--
Total Revenue/Total Expenses	1.10	1.03	0.90
Program Expense/Total Expenses	62%	72%	64%
Fundraising Expense/Contributed Revenue	7%	5%	25%

Assets and Liabilities

Fiscal Year	2014	2013	2012
Total Assets	\$254,346	\$233,766	\$203,894
Current Assets	\$254,346	\$233,766	\$203,894
Long-Term Liabilities	\$0	\$0	\$0
Current Liabilities	\$79,957	\$89,974	\$69,316
Total Net Assets	\$174,389	\$143,792	\$134,578

Short Term Solvency

Fiscal Year	2014	2013	2012
Current Ratio: Current Assets/Current Liabilities	3.18	2.60	2.94

Long Term Solvency

Fiscal Year	2014	2013	2012
Long-Term Liabilities/Total Assets	0%	0%	0%

Top Funding Sources

Fiscal Year	2014	2013	2012
Top Funding Source & Dollar Amount	--	--	--
Second Highest Funding Source & Dollar Amount	--	--	--
Third Highest Funding Source & Dollar Amount	--	--	--

Capital Campaign

Currently in a Capital Campaign?	No
Capital Campaign Anticipated in Next 5 Years?	Yes

Comments

CEO Comments

Program giving is strong at Lexington Symphony; donor initiatives like Concert Fund Partners (which sponsors one concert each season requiring greater resources), the Sonin Fund (which sponsors the June Concert in the Round), and Sponsor a Player (where donors sponsor individual players in the orchestra on a per-concert basis) all have been successful endeavors. The Development Committee and Board recognize the need to increase individual and foundation giving and, with the hire of a new Development Director, will be working towards that end.

NOTE: The accountants who prepared Lexington Symphony's 2009-2010 and 2010-2011 financials incorrectly added most of the marketing expense in with fundraising expenses, rather than with program expenses where they belonged. Thus, the fundraising expense shown in the pie charts is higher than is accurate. In addition, the accountants incorrectly categorized advance ticket sales as

temporarily restricted funds. The new accountant Lexington Symphony hired last year initially followed the prior accountant's lead on those items for the 2011-12 review. He is in the process of amending the '11-12 review and 990 forms to correct these issues and amendments will be filed in Giving Common when available.

Foundation Staff Comments

Financial summary data in charts and graphs are per the organization's reviewed financials. Contributions from foundations and corporations are listed under individuals when the breakout was not available. Please note, the amended 2012 Form 990 and Review are posted above.