

## Contingency claim for music hire (Christmas concert)

Following last year's repertoire meeting, ICSO's librarian starting searching for the necessary music that weekend (around May 2013). One of the pieces was Rachmaninov's Symphony No.2, which was chosen because of its fame and as it is an audience favourite. We knew this piece was in Westminster Music Library, however when we checked again, another party had reserved it for the time period we desired. She tried other music libraries (Havant, Gloucestershire, Worcestershire, Somerset, Denbighshire, Norfolk, Cumbria, Oxfordshire, Kent, Suffolk and CYM) but to no avail, so our only remaining option was to source the music from the publishers Boosey & Hawkes.

For two months hire, the cost of the symphony was £633.46 from Boosey compared to £66 from Westminster. Music is a core expenditure, as we cannot play without music. The numbers from the concert are given below:

	<u>Expected Expenditure</u>	<u>Actual Expenditure</u>		<u>Income</u>
Music hire	500	1030.88	Ticket sales	1503.28
Programmes	300	227.81	Programmes	58.33
Posters and flyers	150	63.77	Programme	
Tickets	75	50	sponsorship	100
Soloist/conductor gifts	50	43.93		
<b>Total</b>	<b>1075</b>	<b>1416.39</b>	<b>Total</b>	<b>1561.61</b>

*Actual expenditure and income. All "actual" figures given are after VAT has been considered.*

The concert sold out (due in part to the inclusion of this piece), generating more revenue, but this was negated by the high cost of music hire. Steps were taken to minimise expenditure in other areas as well, shown by the actual expenditure being lower in all other areas. Therefore the profit was only about £150 when the orchestra could have taken in £500, which had been included as vital funds in the Summer Tour budget. This extra income could have been sourced from increased ticket prices, however we feel the lower number of people attending the concert because of the higher price would have negated this.

Generating a significant profit on concerts is vital to fund other core activities, however the profit on this concert was only slight due to the difference between hire costs of £567.46. Since the concert still returned a profit, we feel that asking for the full amount would be unreasonable, so instead ask for £200 (35%).