



*City Vision: A Vibrant, Compassionate, and Innovative Team*

*Foundational Principles: Compassion; Environmental Stewardship;  
Fiscal Responsibility and Sustainability; and Social Equity*

*Strategic Priorities*

- 1. Enhance Quality of Life*
- 2. Foster a Team Oriented Culture*
- 3. Manage Growth and Development*
- 4. Balance Public Infrastructure Investment*

## **AGENDA**

- 1) Open Comment Period
- 2) Call To Order (President Mahannah)
  - a) Roll Call
- 3) Board President's Message (President Mahannah)
  - a) Review of Music Dept. Core Programs, Prioritized
  - b) Summer 2019 Music Board volunteer expectations and opportunities
  - c) Board Meeting Schedule/Ordinance Requirements
- 4) Consent Agenda
  - a) Approve May 2019 Board Meeting Minutes
  - b) Approve July 2019 Financial Statements
- 5) General Manager's Report (Steven Schmidt)
  - a) Introduce new Production & Community Outreach Coordinator
  - b) 2019/20 Season Programming Update
  - c) 2020/21 booking cycle
- 6) Adjournment

\*\*\*

The Music Department is pleased to accommodate individuals with disabilities. If you require a sign language interpreter, please contact the office within 48-hours preceding this meeting. If you require written materials in an alternative format, please contact the office within five working days preceding this meeting.

\*\*\*

A regular meeting of the City of Rochester Music Board was held on May 29, 2019. President Shelley Mahannah called the meeting to order at 7:00pm. In absence of a quorum, business will be conducted by consensus.

Board members present: Michelle Mahannah, Carol Berteotti, Drew Medin, Martha Millman, Levi Lundak, Troy Gliem

Board members excused: Devin Roloff, Steve Orwoll

Board members absent: Dennis Davey, Krista Anderson

Staff: Chris Alcott, Deana Carr, Mary Fuhrmeister, Steve Schmidt

#### BOARD PRESIDENT'S MESSAGE

Three new board members were recently appointed by Mayor Norton. They are Doug Porter, Martha Millman and Patricia Kelley Lahey. All three attended as guests at the board meeting and introductions by current board members were made.

President Mahannah reviewed the Music Department's core programs. The Music Department has prioritized its programs to complement the City's strategic priorities set by the City Council, but still reflecting the Board's mission and vision statement.

1. Down by the Riverside
2. forWARD Neighborhood Park Concerts
3. Community Outreach Programming - Artists-in-the-Schools, Rural Library Residencies, World Music Residencies
4. Activation: Riverside Concerts Presents Programming

Summer 2019 Music Board volunteer expectations and opportunities were reviewed.

#### Advocacy Reports:

President Mahannah gave an overview of Board Member advocacy. One of the duties as board members is advocating for the civic music board with our council members. We have a wonderful tradition of being fiscally responsible, we do a lot of great programming, but sometimes we have to toot our own horn. Whether that's attending study sessions, writing emails to our council members inviting them to events or just to let them know about the things we are doing in the community. Also may include responding to requests from Steve Schmidt to opportunities on the state and national level to weigh in on programming.

President Mahannah recently attended the Council Study Session where the Music Department presented their annual review.

City of Rochester Music Board Meeting

Tuesday May 29, 2019

Page 2 of 2

Rick Swanson attended the City Council Meeting in regards to activating the Chateau as well as the Council Study Session where the Music Department presented their annual review. Followed up that meeting with several Council meetings. Sent a summary to his councilmember that was unable to stay for the presentation.

#### CONSENT AGENDA

A motion to approve the consent agenda, which includes the February 2019 and April 2019 Board Meeting Minutes and the May 2019 Financial Statements, was approved by consensus.

#### GENERAL MANAGERS REPORT

Steve Schmidt reviewed upcoming events for the summer season, which includes two special events – one at Rochesterfest and the other on July 4<sup>th</sup>, the World Music Series, the new forWARD neighborhood park series and Down by the Riverside; as well as the Riverside Concerts Presents indoor series.

Recognition of Deana Carr who is retiring on June 14, 2019.

Adjournment of meeting at 8:05pm

Respectfully submitted by,  
Mary Fuhrmeister

mf undated: 7/18/2019

	FY 2019 Approved	Current RCM Cash Position	Projected Fiscal Year-End
<b>REVENUES:</b>	\$1,117,193.00	\$208,379.76	\$1,117,293.00
<b>EXPENDITURES:</b>	<u>\$1,117,193.00</u>	<u>\$729,999.90</u>	<u>\$1,325,330.90</u>
<b>SURPLUS/(DEFICIT)...</b>	<u>\$0.00</u>	<u>(\$521,620.14)</u>	<u>(\$208,037.90)</u>
<b>ADD: Tax Levy Support as of Run Date...</b>		<u>\$820,893.00</u>	
<b>Operating Surplus/Deficit as of Run Date...</b>		<u><u>\$299,272.86</u></u>	
<b>YEAR-END ADJUSTING ENTRIES:</b>			
Encumbrances Brought Forward from FY 2018			\$206,339.00
FY 2019 Encumbrances Forward to FY 2020			\$0.00
Increase/(Decrease) in Endowment Corpus			\$0.00
Other Year-End Adjusting Entries			<u>\$0.00</u>
ADD: Year-End Adjusting Entries...			<u>\$206,339.00</u>
ADD: Current Accumulated Surplus/(Deficit)...			\$0.00
<b>NET SURPLUS/DEFICIT...</b>			<u><u>(\$1,698.90)</u></u>

Reviewed by SJS: 7/18/2019

REVENUES:						Est. Add. Rev./	Adjusting Entry	Estimated	Estimated
Code:		FY 2019	Budget	FY 2019	Available -	Year-End	for Over/(Under)	Year-End	Balance
		Approved	Amendment	Working Budget	Raised to Date	Adjusting Entries	Goal	Total	(Shortfall)
<b>GRANTS:</b>									
54200	State Grants (MSAB & SEMAC)	\$53,000.00	\$0.00	\$53,000.00	\$49,401.00	\$3,599.00	\$0.00	\$53,000.00	\$0.00
54401	Federal Grants (NEA & Arts Midwest)	\$3,500.00	\$0.00	\$3,500.00	\$2,250.00	\$1,250.00	\$0.00	\$3,500.00	\$0.00
	<b>SUBTOTAL...</b>	<b>\$56,500.00</b>	<b>\$0.00</b>	<b>\$56,500.00</b>	<b>\$51,651.00</b>	<b>\$4,849.00</b>	<b>\$0.00</b>	<b>\$56,500.00</b>	<b>\$0.00</b>
<b>EARNED REVENUE:</b>									
<b>Ticket Sales --</b>									
56980	Other Ticket Sales (incl. gift certificates)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
57200	Member Ticket Sales	\$24,000.00	\$0.00	\$24,000.00	\$11,995.00	\$12,005.00	\$0.00	\$24,000.00	\$0.00
57210	Single Ticket Sales	\$90,000.00	\$0.00	\$90,000.00	\$51,963.75	\$38,036.25	\$0.00	\$90,000.00	\$0.00
	<b>SUBTOTAL...</b>	<b>\$114,000.00</b>	<b>\$0.00</b>	<b>\$114,000.00</b>	<b>\$63,958.75</b>	<b>\$50,041.25</b>	<b>\$0.00</b>	<b>\$114,000.00</b>	<b>\$0.00</b>
<b>Other Earned Revenue --</b>									
56090	Membership Fees	\$500.00	\$0.00	\$500.00	\$85.00	\$415.00	\$0.00	\$500.00	\$0.00
56690	Ticket Exchange Fees/Misc.	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
56691	Shipping and Handling Fee	\$50.00	\$0.00	\$50.00	\$10.00	\$40.00	\$0.00	\$50.00	\$0.00
56880	Rental of Musical Equipment & Scores	\$600.00	\$0.00	\$600.00	\$60.00	\$540.00	\$0.00	\$600.00	\$0.00
57590	A-I-S Program Fees	\$3,250.00	\$0.00	\$3,250.00	\$2,600.00	\$650.00	\$0.00	\$3,250.00	\$0.00
57860	Community Ensemble Activity Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
58700	Youth Concert Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
58870	Program Advertising	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
58899	Other Advertising	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
58920	Contract Fees	\$3,000.00	\$0.00	\$3,000.00	\$3,000.00	\$0.00	\$0.00	\$3,000.00	\$0.00
58949	Misc Other Commissions/Artist Product Sales	\$3,500.00	\$0.00	\$3,500.00	\$1,088.08	\$2,411.92	\$0.00	\$3,500.00	\$0.00
58960	Concessions (Food & Drink)	\$900.00	\$0.00	\$900.00	\$0.00	\$900.00	\$0.00	\$900.00	\$0.00
59029	Interest - Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>SUBTOTAL...</b>	<b>\$11,800.00</b>	<b>\$0.00</b>	<b>\$11,800.00</b>	<b>\$6,843.08</b>	<b>\$4,956.92</b>	<b>\$0.00</b>	<b>\$11,800.00</b>	<b>\$0.00</b>
<b>CONTRIBUTED REVENUE:</b>									
59517	Contributions, Restricted	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
59518	Foundations	\$2,000.00	\$0.00	\$2,000.00	\$2,100.00	\$0.00	\$0.00	\$2,100.00	\$100.00
59519	Individual	\$18,000.00	\$0.00	\$18,000.00	\$3,221.01	\$14,778.99	\$0.00	\$18,000.00	\$0.00
59520	Business & Corporate	\$92,000.00	\$0.00	\$92,000.00	\$80,605.92	\$11,394.08	\$0.00	\$92,000.00	\$0.00
59521	Support Groups	\$2,000.00	\$0.00	\$2,000.00	\$0.00	\$2,000.00	\$0.00	\$2,000.00	\$0.00
59523	Earnings on Endowment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
59524	Matching Gift Programs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
59695	Other Reimbursements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
59661	Witness Fee/Jury Duty Reimbursement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Other (incl. special event fundraisers)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>SUBTOTAL...</b>	<b>\$114,000.00</b>	<b>\$0.00</b>	<b>\$114,000.00</b>	<b>\$85,926.93</b>	<b>\$28,173.07</b>	<b>\$0.00</b>	<b>\$114,100.00</b>	<b>\$100.00</b>
59710	Cash Over/Short	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>TOTAL RCM REVENUE...</b>	<b>\$296,300.00</b>	<b>\$0.00</b>	<b>\$296,300.00</b>	<b>\$208,379.76</b>	<b>\$88,020.24</b>	<b>\$0.00</b>	<b>\$296,400.00</b>	<b>\$100.00</b>
	<b>ADD: TAX LEVY...</b>	<b>\$820,893.00</b>	<b>\$0.00</b>	<b>\$820,893.00</b>	<b>\$478,854.25</b>	<b>\$342,038.75</b>	<b>\$0.00</b>	<b>\$820,893.00</b>	<b>\$0.00</b>
	<b>TOTAL REVENUES...</b>	<b>\$1,117,193.00</b>	<b>\$0.00</b>	<b>\$1,117,193.00</b>	<b>\$687,234.01</b>	<b>\$430,058.99</b>	<b>\$0.00</b>	<b>\$1,117,293.00</b>	<b>\$100.00</b>

EXPENSES:								Est. Add. Exp/ Year-End	Estimated	Estimated
Code	Description	FY 2019 Approved	Encumbered from FY 2018	Budget Amendment	FY 2019 Working Budget	Expended/ Encumbered	Current Balance	Adjusting Entries	Total Expenditures	Year-End Balance
80100	Regular Salaries - Regular	\$387,062.00	\$0.00	\$0.00	\$387,062.00	\$159,946.42	\$227,115.58	\$198,112.72	\$358,059.14	\$29,002.86
80105	Regular Salaries - Paid Leave	\$0.00	\$0.00	\$0.00	\$0.00	\$29,002.86	(\$29,002.86)	\$0.00	\$29,002.86	(\$29,002.86)
80200	Temporary Salaries	\$7,500.00	\$0.00	\$0.00	\$7,500.00	\$271.44	\$7,228.56	\$7,228.56	\$7,500.00	\$0.00
80300	Regular Overtime	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80400	Other Pay	\$7,901.00	\$0.00	\$0.00	\$7,901.00	\$8,807.67	(\$906.67)	\$0.00	\$8,807.67	(\$906.67)
80560	PERA	\$29,200.00	\$0.00	\$0.00	\$29,200.00	\$14,171.29	\$15,028.71	\$15,028.71	\$29,200.00	\$0.00
80570	FICA	\$30,569.00	\$0.00	\$0.00	\$30,569.00	\$14,020.11	\$16,548.89	\$16,548.89	\$30,569.00	\$0.00
80630	Post Retirement Insurance Benefit	\$13,229.00	\$0.00	\$0.00	\$13,229.00	\$13,743.99	(\$514.99)	\$0.00	\$13,743.99	(\$514.99)
80640	Group Health	\$74,221.00	\$0.00	\$0.00	\$74,221.00	\$39,552.16	\$34,668.84	\$34,668.84	\$74,221.00	\$0.00
80642	Group Dental	\$3,708.00	\$0.00	\$0.00	\$3,708.00	\$1,990.08	\$1,717.92	\$1,717.92	\$3,708.00	\$0.00
80650	Group Life	\$1,439.00	\$0.00	\$0.00	\$1,439.00	\$755.31	\$683.69	\$683.69	\$1,439.00	\$0.00
80655	Flex Benefits Admin.	\$108.00	\$0.00	\$0.00	\$108.00	\$87.75	\$20.25	\$20.25	\$108.00	\$0.00
80656	HSA Benefit Admin.	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80660	Workers Comp.	\$326.00	\$0.00	\$0.00	\$326.00	\$105.97	\$220.03	\$220.03	\$326.00	\$0.00
80670	Unemployment Comp.	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80720	Employee Subsidy - Bus Pass	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80721	Employee Subsidy - Parking	\$432.00	\$0.00	\$0.00	\$432.00	\$243.00	\$189.00	\$189.00	\$432.00	\$0.00
	<b>EMPLOYEE SERVICES...</b>	<b>\$555,695.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$555,695.00</b>	<b>\$282,698.05</b>	<b>\$272,996.95</b>	<b>\$274,418.61</b>	<b>\$557,116.66</b>	<b>(\$1,421.66)</b>
81020	Building Rental	\$18,500.00	\$1,000.00	\$0.00	\$19,500.00	\$5,875.00	\$13,625.00	\$13,625.00	\$19,500.00	\$0.00
81040	Vehicle Rent	\$1,700.00	\$0.00	\$0.00	\$1,700.00	\$506.43	\$1,193.57	\$1,193.57	\$1,700.00	\$0.00
81050	Equipment Rental	\$28,000.00	\$0.00	\$0.00	\$28,000.00	\$21,405.00	\$6,595.00	\$6,595.00	\$28,000.00	\$0.00
81090	Rent - Other	\$300.00	\$0.00	\$0.00	\$300.00	\$0.00	\$300.00	\$300.00	\$300.00	\$0.00
81110	Advertising - Personnel	\$0.00	\$0.00	\$0.00	\$0.00	\$115.56	\$0.00	\$0.00	\$115.56	(\$115.56)
81130	Printing	\$20,000.00	\$2,674.00	\$0.00	\$22,674.00	\$13,594.00	\$9,080.00	\$9,080.00	\$22,674.00	\$0.00
81140	Advertising	\$57,000.00	\$21,465.00	\$0.00	\$78,465.00	\$28,667.58	\$49,797.42	\$49,797.42	\$78,465.00	\$0.00
81210	Office Equip Rental & Maintenance	\$400.00	\$0.00	\$0.00	\$400.00	\$172.62	\$227.38	\$227.38	\$400.00	\$0.00
81290	Misc. Equip Contr Mtce & Repair	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
81310	Audit Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
81360	Medical Services	\$30.00	\$0.00	\$0.00	\$30.00	\$0.00	\$30.00	\$30.00	\$30.00	\$0.00
81390	Expert Services	\$102,000.00	\$16,750.00	\$0.00	\$118,750.00	\$57,951.77	\$60,798.23	\$60,798.23	\$118,750.00	\$0.00
81392	Guest Artist Fees	\$270,000.00	\$164,450.00	\$0.00	\$434,450.00	\$294,952.94	\$139,497.06	\$139,497.06	\$434,450.00	\$0.00
82010	Telephone	\$2,600.00	\$0.00	\$0.00	\$2,600.00	\$962.97	\$1,637.03	\$1,637.03	\$2,600.00	\$0.00
82012	Cellular phone charges	\$936.00	\$0.00	\$0.00	\$936.00	\$687.51	\$248.49	\$248.49	\$936.00	\$0.00
82020	Postage	\$15,000.00	\$0.00	\$0.00	\$15,000.00	\$267.97	\$14,732.03	\$14,732.03	\$15,000.00	\$0.00
82110	Travel and Training	\$7,300.00	\$0.00	\$0.00	\$7,300.00	\$1,914.60	\$5,385.40	\$5,385.40	\$7,300.00	\$0.00
82130	Business Meals Expense	\$10,600.00	\$0.00	\$0.00	\$10,600.00	\$4,207.33	\$6,392.67	\$6,392.67	\$10,600.00	\$0.00
82140	Staff Development Meetings	\$320.00	\$0.00	\$0.00	\$320.00	\$0.00	\$320.00	\$320.00	\$320.00	\$0.00
82210	Subscriptions & Books	\$200.00	\$0.00	\$0.00	\$200.00	\$247.56	(\$47.56)	\$0.00	\$247.56	(\$47.56)
82220	Membership Dues	\$2,110.00	\$0.00	\$0.00	\$2,110.00	\$1,815.00	\$295.00	\$295.00	\$2,110.00	\$0.00
82310	Electricity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
82610	Liability Insurance	\$1,546.00	\$0.00	\$0.00	\$1,546.00	\$0.00	\$1,546.00	\$1,546.00	\$1,546.00	\$0.00
82650	Insurance - Misc. (Blanket Bond)	\$25.00	\$0.00	\$0.00	\$25.00	\$0.00	\$25.00	\$25.00	\$25.00	\$0.00
82925	Recycling, Rubbish & Brush Removal	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
82950	Info Systems/Data Center	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
82970	Serv Providing by other Business Units	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
82980	Other Contractual Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>CONTRACTUAL SERVICES...</b>	<b>\$538,567.00</b>	<b>\$206,339.00</b>	<b>\$0.00</b>	<b>\$744,906.00</b>	<b>\$433,343.84</b>	<b>\$311,677.72</b>	<b>\$311,725.28</b>	<b>\$745,069.12</b>	<b>(\$163.12)</b>

EXPENSES, Continued:										
Code	Description	FY 2019 Approved	Encumbered from FY 2018	Budget Amendment	FY 2019 Working Budget	Expended/ Encumbered	Current Balance	Est. Add. Exp./ Year-End Adjusting Entries	Estimated Total Expenditures	Estimated Year-End Balance
83020	Office Supplies	\$1,200.00	\$0.00	\$0.00	\$1,200.00	\$100.71	\$1,099.29	\$1,099.29	\$1,200.00	\$0.00
83025	Small Office Equip./Computer Software	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83030	Data Processing Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83090	Other Materials/Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83220	Clothing/Uniforms	\$600.00	\$0.00	\$0.00	\$600.00	\$71.00	\$529.00	\$529.00	\$600.00	\$0.00
83420	Small Tools	\$250.00	\$0.00	\$0.00	\$250.00	\$0.00	\$250.00	\$250.00	\$250.00	\$0.00
83430	Small Equipment (Non Capitalized)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83620	Music & Program Supplies	\$3,000.00	\$0.00	\$0.00	\$3,000.00	\$0.00	\$3,000.00	\$3,000.00	\$3,000.00	\$0.00
83680	Tickets	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83690	Other Supplies	\$500.00	\$0.00	\$0.00	\$500.00	\$128.20	\$371.80	\$371.80	\$500.00	\$0.00
	<b>MATERIALS &amp; SUPPLIES...</b>	<b>\$5,550.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,550.00</b>	<b>\$299.91</b>	<b>\$5,250.09</b>	<b>\$5,250.09</b>	<b>\$5,550.00</b>	<b>\$0.00</b>
84390	Licenses	\$3,600.00	\$0.00	\$0.00	\$3,600.00	\$3,725.34	(\$125.34)	\$0.00	\$3,725.34	(\$125.34)
84925	Credit Card Percentage Fees	\$3,400.00	\$0.00	\$0.00	\$3,400.00	\$1,823.40	\$1,576.60	\$1,576.60	\$3,400.00	\$0.00
84930	Collection Fees-Box Office	\$5,000.00	\$0.00	\$0.00	\$5,000.00	\$2,639.58	\$2,360.42	\$2,360.42	\$5,000.00	\$0.00
84960	Copy Center Charges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
84975	Computer Equip Replacement Charges	\$5,381.00	\$0.00	\$0.00	\$5,381.00	\$5,469.78	(\$88.78)	\$0.00	\$5,469.78	(\$88.78)
84980	Filing Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>OTHER CHARGES...</b>	<b>\$17,381.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$17,381.00</b>	<b>\$13,658.10</b>	<b>\$3,722.90</b>	<b>\$3,937.02</b>	<b>\$17,595.12</b>	<b>(\$214.12)</b>
85300	Capital Outlay-Furniture & Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>CAPITAL OUTLAY...</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
	<b>TOTAL EXPENDITURES...</b>	<b>\$1,117,193.00</b>	<b>\$206,339.00</b>	<b>\$0.00</b>	<b>\$1,323,532.00</b>	<b>\$729,999.90</b>	<b>\$593,647.66</b>	<b>\$595,331.00</b>	<b>\$1,325,330.90</b>	<b>(\$1,798.90)</b>



City of Rochester Music Department/Riverside Concerts: Combined Programming Matrix/Show Report, FY 2019

As Of

7/18/2019, Page 1 of 3

Date	Reference Artist/Attraction	Units Out.....				Earned Revenue.....				Direct Costs	Margin (Total Subsidy Required)	Sponsorship/ Free-Will/ Product Sales	Net Margin (Subsidy Required)
		Members	Single	Total Paid Attend.	Free Event Estimate/ Comps	Total Attend.	Member	Single	Gross Ticket Sales				
<b>Riverside Concerts Presents:</b>													
01/18/19	The Fab Four	157	809	966	62	1,028	\$5,099.50	\$29,299.50	\$34,399.00	\$43,664.65	(\$9,265.65)	\$267.61	(\$8,998.04)
02/22/19	Kodo	140	431	571	54	625	\$4,040.00	\$14,126.00	\$18,166.00	\$50,698.53	(\$32,532.53)	\$3,500.00	(\$29,032.53)
03/02/19	Acoustic Eidolon	79	39	118	22	140	\$1,057.50	\$619.00	\$1,676.50	\$16,772.15	(\$15,095.65)	\$171.31	(\$14,924.34)
03/22/19	Cherish the Ladies	95	302	397	34	431	\$2,031.25	\$7,454.00	\$9,485.25	\$20,667.72	(\$11,182.47)	\$222.75	(\$10,959.72)
09/19/19	Gaelic Storm	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10/04/19	Low	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
11/21/19	Ladama "Capstone Concert" @ RCT Black Box	See Below	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
01/17/20	The Fab Four	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
03/07/20	Alash "Capstone Concert" @ RCT Black Box	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	General Series...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total Riverside Live!...</b>	<b>471</b>	<b>1,581</b>	<b>2,052</b>	<b>172</b>	<b>2,224</b>	<b>\$12,228.25</b>	<b>\$51,498.50</b>	<b>\$63,726.75</b>	<b>\$131,803.05</b>	<b>(\$68,076.30)</b>	<b>\$4,161.67</b>	<b>(\$63,914.63)</b>
<b>Down by the Riverside:</b>													
07/14/19	10,000 Manicas w/ Trapper Schoepp	0	0	0	7,000	7,000	\$0.00	\$0.00	\$0.00	\$31,525.97	(\$31,525.97)	\$12,980.30	(\$18,545.67)
07/21/19	Mike Love w/ Stanton West	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$3,365.94	(\$3,365.94)	\$10,333.00	\$6,967.06
07/28/19	Lindsay Ell w/ Debbie Anthony	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$3,365.93	(\$3,365.93)	\$10,333.00	\$6,967.07
08/04/19	Rare Earth w/ Ringer Starr	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$3,365.93	(\$3,365.93)	\$10,333.00	\$6,967.07
08/11/19	Cloud Cult w/ Sleeping Jesus	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$3,365.93	(\$3,365.93)	\$10,334.00	\$6,968.07
08/18/19	The Revolution w/ DJ Supafly	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$3,365.93	(\$3,365.93)	\$10,334.00	\$6,968.07
	General Series...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total Down by the Riverside ...</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7,000</b>	<b>7,000</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$48,355.63</b>	<b>(\$48,355.63)</b>	<b>\$64,647.30</b>	<b>\$16,291.67</b>
<b>forWARD Neighborhood Park Concerts:</b>													
07/03/19	Delta Rea w/ Emma Hern	0	0	0	475	475	\$0.00	\$0.00	\$0.00	\$13,688.94	(\$13,688.94)	\$0.00	(\$13,688.94)
08/21/19	Connla "Capstone Concert" w/ The RavensFire Band	See Below	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
08/28/19	Joyann Parker w/ Author	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	General Series...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total World Music Capstone Concerts...</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>475</b>	<b>475</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$13,688.94</b>	<b>(\$13,688.94)</b>	<b>\$0.00</b>	<b>(\$13,688.94)</b>
<b>World Music Capstone Concerts:</b>													
04/09/19	Sondorgo @ Rochester Civic Theatre Black Box	13	37	50	0	50	\$143.00	\$444.00	\$587.00	\$4,140.86	(\$3,553.86)	\$2,594.68	(\$959.18)
06/18/19	Salsa del Soul @ Rochesterfest	0	0	0	1,600	1,600	\$0.00	\$0.00	\$0.00	\$6,374.76	(\$6,374.76)	\$2,500.00	(\$3,874.76)
08/21/19	Connla @ Lincolnshire Park	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
11/21/19	Ladama @ Rochester Civic Theatre Black Box	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
	General Series...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total World Music Capstone Concerts...</b>	<b>13</b>	<b>37</b>	<b>50</b>	<b>1,600</b>	<b>1,650</b>	<b>\$143.00</b>	<b>\$444.00</b>	<b>\$587.00</b>	<b>\$10,515.62</b>	<b>(\$9,928.62)</b>	<b>\$10,094.68</b>	<b>\$166.06</b>

City of Rochester Music Department/Riverside Concerts: Combined Programming Matrix/Show Report, FY 2019

As Of

7/18/2019, Page 2 of 3

Date	Reference Artist/Attraction	Units Out.....		Earned Revenue.....					Direct Costs	Margin (Total Subsidy Required)	Sponsorship/ Free-Will/ Product Sales	Net Margin (Subsidy Required)	
		Members	Single	Total Paid Attend.	Free Event Estimate/ Comps	Total Attend.	Member	Single					Gross Ticket Sales
<b>Education &amp; Outreach:</b>		<b>Student:</b>	<b>Adult:</b>										
02/25/19	Bamber Valley Elementary School	SNOW	SNOW	0	0	0	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/25/19	Wabasha Kellogg Elementary	SNOW	SNOW	0	0	0	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$150.00	(\$650.00)
02/25/19	Cannon Falls Library	SNOW	SNOW	0	0	0	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$750.00	(\$50.00)
02/26/19	Pinewood Elementary	SNOW	SNOW	0	0	0	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/26/19	Divine Mercy Elementary, Faribault MN	99	7	106	0	106	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/26/19	Lake City Public Library	11	19	30	0	30	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$1,000.00	\$200.00
02/27/19	Riverside Central Elementary	230	39	269	0	269	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/27/19	George Gibbs Elementary	255	13	268	0	268	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/27/19	Harmony Public Library	0	15	15	0	15	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$1,000.00	\$200.00
02/28/19	Fillmore Central Elementary	342	28	370	0	370	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/28/19	Longfellow Elementary	169	19	188	0	188	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
02/28/19	LeRoy Public Library	4	23	27	0	27	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$1,000.00	\$200.00
03/01/19	Southland Elementary	165	23	188	0	188	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
03/01/19	Spring Grove Elementary	125	11	136	0	136	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$550.00	(\$250.00)
03/01/19	Plainview Public Library	15	24	39	0	39	\$0.00	\$0.00	\$0.00	\$800.00	(\$800.00)	\$1,000.00	\$200.00
04/08/19	Sondorgo @ Rochester Public Library	8	101	109	0	109	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
04/09/19	Sondorgo @ 125 Live	4	60	64	0	64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/17/19	Salsa del Soul @ Paramount Theatre, Austin MN	6	80	86	0	86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/25/19	Salsa del Soul @ Rochesterfest Workshop #1	Cancelled	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/25/19	Salsa del Soul @ Rochesterfest Workshop #2	Cancelled	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/25/19	Salsa del Soul Dance Workshop @ Rochesterfest	0	0	0	48	48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/31/19	VSA Accessibility Workshop	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
08/20/19	Connla @ Rochester Public Library	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
08/21/19	Connla @ 125 Live	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
11/20/19	Ladama @ Paramount Theatre, Austin MN	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
11/21/19	Ladama @ TBD	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	General Education/Outreach...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total Education &amp; Outreach...</b>	<b>1,433</b>	<b>462</b>	<b>1,895</b>	<b>48</b>	<b>1,943</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$12,000.00</b>	<b>(\$12,000.00)</b>	<b>\$9,850.00</b>	<b>(\$2,150.00)</b>
	<b>Community Music &amp; Public Service Programming:</b>				0								
06/25/19	Salsa del Soul "Capstone Concert" @ Rochesterfest	See Above	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/04/19	Petty Fever @ 4th of July Celebration	0	0	0	2,525	2,525	\$0.00	\$0.00	\$0.00	\$14,896.62	(\$14,896.62)	\$48.00	(\$14,848.62)
	General Community Music & Public Service...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total Community Music &amp; Public Service...</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,525</b>	<b>2,525</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$14,896.62</b>	<b>(\$14,896.62)</b>	<b>\$48.00</b>	<b>(\$14,848.62)</b>

City of Rochester Music Department/Riverside Concerts: Combined Programming Matrix/Show Report, FY 2019

As Of

7/18/2019, Page 3 of 3

		Units Out.....				Earned Revenue.....					Margin	Sponsorship/	Net Margin
Date	Reference Artist/Attraction	Members	Single	Total Paid Attend.	Free Event Estimate/ Comps	Total Attend.	Member	Single	Gross Ticket Sales	Direct Costs	(Total Subsidy Required)	Free-Will/ Product Sales	(Subsidy Required)
<b>Additional Programs, Services and Pick-up Dates:</b>													
05/04/19	RPL Family Dance Party	0	0	0	13	13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
05/18/19	RPL Family Dance Party	0	0	0	34	34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
05/28/19	RPL Family Dance Party	0	0	0	14	14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/04/19	RPL Family Dance Party	0	0	0	24	24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/05/19	RPL Family Dance Party	0	0	0	115	115	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/11/19	RPL Family Dance Party	0	0	0	35	35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
06/15/19	5th Annual Pride Prom @ RPL	0	0	0	78	78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/02/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/07/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/16/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/23/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
07/30/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
08/21/19	RPL Family Dance Party	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Additions...	0	0	0	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total Additional...</b>	0	0	0	13	13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Total FY 2019 Activity...</b>	1,917	2,080	3,997	11,358	15,355	\$12,371.25	\$51,942.50	\$64,313.75	\$217,570.92	(\$153,257.17)	\$88,801.65	(\$64,455.52)

Reviewed by SJS: 7/18/2019