

## Contingency claim for music hire (Christmas concert)

Following last year's repertoire meeting on 19<sup>th</sup> June 2013, ICSO's librarian immediately started searching for the necessary music that had been chosen. One of the pieces was Rachmaninov's Symphony No.2, which was chosen because of its fame and status as an audience favourite. We knew this piece was in Westminster Music Library, however when we checked again (22<sup>nd</sup> June 2013), another party had reserved it for the time period we desired. Our Librarian tried eleven other music libraries (Havant, Gloucestershire, Worcestershire, Somerset, Denbighshire, Norfolk, Cumbria, Oxfordshire, Kent, Suffolk and CYM) but to no avail, and so our only remaining option was to source the music from the publishers Boosey & Hawkes. It was also impossible to change piece since there was not enough time to have another committee meeting so near the end of term (many members had left the country) and it would have also required the whole concert programme to be reconsidered due to the other items being chosen to complement this work.

For two months hire (20 September to 29 November), 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 it. 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		
Sectionals	200	200		
<b>Total</b>	<b>1275</b>	<b>1616.39</b>	<b>Total</b>	<b>1661.61</b>

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

The concert sold out, the first time the Great Hall had sold out in at least 10 years, primarily due to the inclusion of this piece. While this generated more revenue, all other steps taken to mitigate other costs were negated by the high cost of music hire. This included sourcing one piece/the Beal Clarinet Concerto directly from the composer, thereby paying a much reduced fee of \$100 instead of a typical publisher's fee of approximately £400 and also taking steps to minimise publicity costs. Therefore the orchestra made a profit of only £45 compared to an expected profit of £387, making a difference of £342. It could be argued that ticket prices could have been raised, however we feel that this would have discouraged attendance by our fellow students who are our main audience.

Generating a significant profit on concerts is vital to fund other core activities, and this was vastly reduced due to a difference in hire costs of £567.46. In a normal year it might be possible to absorb the impact of making only a small profit, however this year we are organising a large tour costing £33k, and the income from this concert had already been included in the Summer Tour budget. We feel that asking for the full amount would be unreasonable, so instead ask for £200 (35%) which would go some way to recovering our originally expected profit.