



REVISED TUITION FOR THE 2020 SEASON

Although we tend to think of Spirit of Atlanta as a spring/summer activity, it is a non-profit organization that operates 365 days of the year. Just like a university, we function year-round in order to provide the best experience for our members, staff, and volunteers. As you know, we were well on our way to a very exciting season that unfortunately was cut short. As a part of our Spirit of Atlanta family it is important for us to give you a look behind the curtain of the organization's finances and operations.

So much happens behind the scenes to insure an incredible season from audition camp to the last day of tour. The 2020 season planning and preparation began in September of 2019, with the design and education team working tirelessly to provide not only a great show design, but a world-class education program throughout the audition and camp season. Music was arranged, licenses were procured, props were designed, choreography was written. Spirit of Atlanta has also provided access to medical professionals including Dr. Rolison, Jenna Chinburg, and Dr. Levy to keep our members safe during camps and prepare for a safe and successful summer. Costs for winter camps included facility usage, administrative support, medical and educational staff, travel costs, food services, as well as the cost to move equipment and kitchen trailers.

In light of the summer tour cancellation, Spirit of Atlanta has adjusted the budget and is doing everything to reduce expenses. To keep the corps operating the remainder of 2020, we must continue to allocate financial resources to rent, utilities, insurance, technology, administration, software infrastructure, merchandise operations, security systems, supplies, and more. These are expenses incurred whether we have a tour or not.

Through March 31, 2020, the expenses for the 2020 season exceed \$1,300 per contracted member. After calculating services and programs provided, Spirit of Atlanta will be reducing the annual tuition due for the 2020 contracted members as follows:

\$600 for brass/conductor members | \$500 for percussion members | \$200 for guard members