

## Making the Most of the OSR

This resource provides a structured framework for benchmarking **financial health**, **operational efficiency**, and **audience and community reach** using data from the Orchestra Statistical Report (OSR).

Each key question can be addressed by benchmarking your orchestra's performance against the metrics listed beneath them. The **teal parentheses** identify the OSR tab where each corresponding metric is located. Not every metric carries equal weight for every orchestra. Each orchestra has its own unique mission, and financial sustainability is the bedrock upon which that mission is delivered.

To learn more about these metrics and how they can support your orchestra's work, watch our free companion webinar, *Making the Most of the OSR*. For questions about OSR access or using these metrics, please contact [knowledge@americanorchestras.org](mailto:knowledge@americanorchestras.org).

### How does our **financial health** compare to other orchestras?

- Percent change in net assets ([Change in Net Assets](#))
- Amount of weeks expense in liquidity ([Liquidity](#))
- Endowment draw % ([Endowments & Investments](#))
- Endowment to expense ratio ([Endowments & Investments](#))
- Percentage of costs covered by endowment ([Dashboard](#))
- Level of debt ([Liabilities](#))
- Total contributed revenue ([Contributions Summary](#))
- Total earned revenue ([Revenue](#))
- Diversification of contributed revenue ([Other Revenue & Expenses](#))
- Diversification of earned revenue ([Other Revenue & Expenses](#))

### How does our **operational efficiency** compare to other orchestras?

- Fundraising to expense ratio ([Contributions Summary](#))
- Marketing to expense ratio (cost of sale) ([Other Revenue & Expense](#))
- Percentage of capacity sold ([Performances Detail](#))

### How does our **audience and community reach** compare to other orchestras?

- Number of performances ([Performances Detail](#))
- Average attendance ([Performances & Attendance](#))
- Attendance at EdCE performances and events ([Performances Detail](#))