

FISCAL YEAR 2016 APPROVED BUDGET

REVENUES	FY16 Approved
CONTRIBUTIONS	
The Vision Fund (new for FY15), Match, +	\$ 395,000.00
Corporate/Foundation	\$ 473,619.00
Individual (incl. Bd/Adv Bd)	\$ 327,535.20
Government	\$ 220,000.00
Underwriting/ Mktg. Sponsorship	\$ -
La Bella Notte Underwriters (Development)	\$ 43,000.00
La Bella Notte - Guild (Tix, Auction, Other)	\$ 57,890.00
Nashville Opera Guild Other Event Income	\$ 10,000.00
TOTAL CONTRIBUTIONS	\$ 1,527,044.20
TICKET REVENUES	
Subscriptions & Multi-Show Purchases	\$ 202,000.00
Group Sales, Corporate Concierge, Other	\$ 28,500.00
Prod #1/Single Tickets (TURANDOT)	\$ 90,000.00
Prod #2/Single Tickets (HYDROGEN)	\$ 31,000.00
Prod #3/Single Tickets (COSI)	\$ 55,000.00
Prod #4/Single Tickets (FLEDERMAUS)	\$ 88,500.00
TOTAL MAIN STAGE TICKET REVENUES	\$ 495,000.00
PERFORMANCE FEES	
Opera on Tour Fees/HOT Fees	\$ 25,500.00
Main Stage Tour Fees / Rentals	\$ 80,000.00
TOTAL ED FEES AND RENTAL REVENUES	\$ 105,500.00
OTHER REVENUES	
Endowment Disbursement	\$ 165,000.00
Garage / Valet Parking	
Fund for Artistic Excellence Disbursement	\$ 100,000.00
Liff Center Rentals	\$ 256,000.00
One-time Underwriting	
Interest & Misc Income	\$ 22,500.00
TOTAL OTHER	\$ 543,500.00
TOTAL OTHER EVENTS (Opera@, Cultivation)	\$ 42,500.00
TOTAL REVENUES	\$ 2,713,544.20
TOTAL EXPENSES	\$ 2,685,056.45
<i>Revenue vs. Expense Contingency</i>	\$ 28,487.75
EXPENSES	FY16 Proposed
PRODUCTIONS	\$ 1,118,853.89
PRODUCTION STAFF SALARIES & BENEFITS	\$ 440,618.87
GENERAL PRODUCTION RELATED **	\$ 116,953.00
MARKETING	\$ 95,550.00
GRAND TOTAL PRODUCTION EXPENSES	\$ 1,771,975.76
ADMIN. STAFF SALARIES & BENEFITS	\$ 624,564.17
ADMINISTRATION OVERHEAD	\$ 137,592.00
NOAH LIFF OPERA CENTER	\$ 88,409.52
PUBLIC RELATIONS	\$ 31,565.00
DEVELOPMENT	\$ 17,450.00
FUND RAISING EVENTS	\$ 13,500.00
GRAND TOTAL ADMINISTRATIVE EXPENSES	\$ 913,080.69
GRAND TOTAL ALL EXPENSES	\$ 2,685,056.45
GRAND TOTAL ALL REVENUES	\$ 2,713,544.20
<i>Revenue vs. Expense Contingency</i>	\$ 28,487.75