

FY24 - APPROVED BUDGET**Pagliacci / Hat/
Florenzia/ Flute****REVENUE:****CONTRIBUTIONS**

Corporate/Foundation	\$540,000.00
Individual	\$655,000.00
Special Funding - TAC	\$452,442.00
Opera Operating Funds	\$325,000.00
Government	\$175,000.00

TOTAL CONTRIBUTED REVENUES	\$2,147,442.00
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NASHVILLE OPERA GUILD

La Bella Notte - Guild	\$125,000.00
Guild Other	\$0.00

TOTAL NASHVILLE OPERA GUILD	\$125,000.00
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TICKET REVENUES

Prod #1 Single Tickets - TPAC Jackson	\$125,000.00
Prod #2 Single Tickets - NLOC	\$45,000.00
Prod #4 Single Tickets - TPAC Polk	\$100,000.00
Prod #3 Single Tickets - Fisher Center	\$135,000.00

TOTAL MAIN STAGE TICKET REVENUES	\$405,000.00
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PERFORMANCE FEES

Opera on Tour Fees	\$0.00
Misc Perf. Fees	\$0.00
Main Stage Tour Fees / Rentals	\$2,000.00

TOTAL PERFORMANCE FEES	\$2,000.00
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OTHER REVENUES

NOA Foundation Annual Disbursement	\$250,000.00
Liff Center Rentals	\$250,000.00
Interest & Misc Income	\$14,000.00

TOTAL OTHER REVENUES	\$514,000.00
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EDUCATION & ENGAGEMENT

HBCU Masterclasses	
Opera on the Mountain	\$7,000.00
Opera on Wheels	\$0.00

TOTAL OPERA @, COMMUNITY APPEARANCES	\$7,000.00
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FUND RAISING EVENT

GRAND TOTAL REVENUES	\$3,200,442.00
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GRAND TOTAL ALL EXPENSES	\$3,186,128.00
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Net Income/(Loss)	<u>\$14,314.00</u>
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EXPENSES:

PRODUCTION EXPENSES

Production - Education & Engagement	\$117,650.00
Production - #1	\$360,680.80
Production - #2	\$125,000.00
Production - #3	\$372,856.04
Production - #4	\$404,688.00
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TOTAL OPERA PRODUCTIONS	<u>\$1,405,874.84</u>
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PRODUCTION STAFF SALARIES & BENEFITS

Salaries (NET Pension)	\$433,560.00
Social Security	\$29,425.00
Pension	\$8,671.00
Health Insurance	\$52,236.00
Travel Reimbursement	<u>\$2,000.00</u>

TOTAL PROD. SALARIES & BENEFITS	<u>\$525,892.00</u>
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GENERAL PRODUCTION RELATED

Studio/Storage Custodial (75%)	\$9,300.00
Studio/Storage Utilities (75%)	\$42,500.00
Prod. Insurance (Inland/Gen/Auto)	\$16,430.00
Artist Hospitality	
Prod. Telephone (75%)	\$10,000.00
Garage / Valet	
Sc/Cost Storage	\$58,000.00
Condo Fees (75%)	\$7,435.00
Project Specific- Van and Tractor	\$0.00
Broadcast Recording/CD or DVD	\$1,000.00
Archival Video	\$2,400.00
Auditions	\$10,000.00
Prod. Rental Related Expenses	
Depreciation Expense(Production Scenery)	\$4,600.00
Contingency	<u>\$2,000.00</u>

TOTAL GENERAL PRODUCTIONS	<u>\$163,665.00</u>
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MARKETING

Brochure / Direct Mail Design & Print	\$19,000.00
Direct Mail Postage/Mail House/ Bulk Acct.	\$12,000.00
Purchased Advertising	\$75,000.00
Materials	\$0.00
Tessitura Dues	\$10,000.00
Misc.	\$1,000.00

TOTAL MARKETING	<u>\$117,000.00</u>
GRAND TOTAL PROD. EXPENSES	<u>\$2,212,431.84</u>

ADMINISTRATIVE EXPENSES

ADMIN. STAFF SALARIES & BENEFITS

Salaries (NET Pension)	\$490,920.00
Social Security	\$37,555.00
Unemployment	\$0.00
Pension	\$9,818.00
Health Insurance	\$83,578.16
Travel Reimbursement	\$2,000.00
TOTAL ADMIN. SALARIES & BENEFITS	<u>\$623,871.16</u>

ADMINISTRATION:

Parking	\$500.00
Legal/Profess.	\$30,000.00
Condo Fees (25%) - formerly Rent	\$2,475.00
Custodial (25%)	\$3,500.00
Utilities (25%)	\$15,000.00
Insurance dir/umb/prop	\$15,000.00
IT Firm	\$24,000.00
Equip/Maint. (Xerox/Postage Machines)	\$5,000.00
Telephone	\$4,000.00
Postage	\$2,500.00
Office Supplies	\$4,500.00
Dues/Subscriptions	\$14,000.00
Professional Development/Training/Seminars	\$0.00
Consultant	\$30,000.00
Travel	\$2,400.00
Hospitality	\$2,800.00
Contingency	\$2,000.00
Equipment Upgrade	\$10,000.00
Bank Credit Card Fees	\$18,000.00
TOTAL ADMINISTRATION:	<u>\$185,675.00</u>

NOAH LIFF OPERA CENTER

Rental Related Labor & Services	\$22,000.00
Income Taxes on Liff Center Rentals	\$10,000.00
Landscaping	\$7,000.00
Service / Maintainance	\$14,000.00
Paid Advertising	\$6,000.00
Promotional Events	\$0.00
Professional Memberships	\$600.00
Contingency	\$5,000.00
TOTAL NOAH LIFF OPERA CENTER	<u>\$64,600.00</u>

PUBLIC RELATIONS

PR Artists Fees	\$0.00
Direct Mail	\$10,500.00
Postage	\$4,750.00
Website	\$8,000.00
Subscriber Materials	\$3,500.00
Events	\$6,000.00
Photographer	\$2,000.00
Opera America Conference	\$10,000.00
Misc.	\$1,000.00

TOTAL PUBLIC RELATIONS	<u>\$45,750.00</u>
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DEVELOPMENT

Postage	\$2,800.00
Print Materials	\$4,500.00
Hospitality/Lunches/Meetings	\$3,500.00
Events	\$17,000.00
Endowment Campaign	\$25,000.00
Misc	\$1,000.00

TOTAL DEVELOPMENT	<u>\$53,800.00</u>
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FUND RAISING EVENTS

GRAND TOTAL ADMIN. EXPENSES	<u>\$973,696.16</u>
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TOTAL PRODUCTION EXPENSES	<u>\$2,212,431.84</u>
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GRAND TOTAL ALL EXPENSES	<u>\$3,186,128.00</u>
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GRAND TTL. ALL REVENUES	<u>\$3,200,442.00</u>
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Net Income/(Loss)	<u><u>\$14,314.00</u></u>
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