

	<u>FY07 Proposed</u> <u>Cash Budget</u>
CONTRIBUTIONS:	
Corporate	\$ 425,000.00
Board / Advisory Board	\$ 125,000.00
Special Funding / Marketing Sponsorship	\$ 100,000.00
Individuals	\$ 200,000.00
Government	\$ 240,000.00
Foundations	\$ 90,000.00
La Bella Notte- Guild	\$ 85,000.00
Guild Other	\$ 25,000.00
TOTAL CONTRIBUTIONS	\$ 1,290,000.00
TICKET REVENUES	
Subscriptions (4 shows)	\$ 320,000.00
Prod #1/Single Tickets (AIDA)	\$ 95,000.00
Prod #2/Single Tics (L'en/amahl)	\$ 60,000.00
Prod #3/Single Tickets (R&J)	\$ 55,000.00
Prod #4/Single Tickets (B'fly)	\$ 90,000.00
HOT/NIA Artist Fees	\$ 5,000.00
OperaNET Fees	\$ 15,000.00
TOTAL TIC/FEE REV.	\$ 640,000.00
OTHER REVENUES	
Endowment Disbursement	\$ 145,000.00
Garage / Valet Parking	\$ 4,000.00
Interest & Misc Income	\$ 14,000.00
TOTAL OTHER	\$ 163,000.00
FUND RAISING EVENTS	
Car Raffle	\$ 100,000.00
Benefit Concert	\$ 95,000.00
Ask Luncheon	\$ 68,000.00
Other Events	\$ 25,000.00
TOTAL FUND RAISING EVENTS	\$ 288,000.00
TOTAL REVENUES	\$ 2,381,000.00
TOTAL EXPENSES	\$ 2,300,900.00
Excess Rev over Exp.	\$ 80,100.00
TOTAL PRODUCTION	<u>\$ 1,123,400.00</u>

ITEM

General Production	
Artistic Staff Salaries	\$ 172,400.00
Art. Staff Social Security	\$ 15,000.00
Art. Staff Pension	\$ 7,000.00
Art. Staff Health Insurance	\$ 18,000.00
Staff Travel Expense Reimbursement	\$ 2,000.00
Studio/Storage Custodial (75%)	\$ 3,800.00

Studio/Storage Utilities (75%)	\$ 6,000.00
Prod. Insurance (Inland/Gen/Auto)	\$ 6,000.00
Artist Hospitality	\$ 2,000.00
Prod. Telephone (75%)	\$ 5,600.00
Garage / Valet	\$ 10,000.00
Sc/Cost Storage (4700 sf)	\$ 20,400.00
RH Rent	\$ 11,000.00
Broadcast Recording	\$ 3,000.00
Archival Video	\$ 4,500.00
Prop/wig/Costume Stock	\$ 500.00
Auditions	\$ 4,500.00
Misc	\$ 500.00
TOTAL GEN. PROD.	\$ 292,200.00

Marketing	
Salaries	\$ 44,300.00
Social Security	\$ 3,500.00
Pension	\$ 500.00
Health Insurance	\$ 4,000.00
Staff Mileage Reimbursement	\$ 1,000.00
Brochure / Direct Mail Design & Print	\$ 16,000.00
Program	\$ 300.00
Direct Mail Postage/Mail House/ Bulk Acct.	\$ 14,500.00
CD Production/packaging / mailing	\$ 4,000.00
Purchased Advertising	\$ 74,000.00
Telemarketing	\$ 18,000.00
Marketing Firm	\$ -
Marketing Sponsorships	\$ 24,000.00
Misc.	\$ 300.00
TOTAL MARKETING	\$ 204,400.00

GRAND TOTAL PROD. EXPENSES	\$ 1,620,000.00
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ADMINISTRATIVE EXPENSES

ITEM

Administration:	
Salaries	\$ 180,000.00
Social Security	\$ 13,300.00
Health Insurance	\$ 12,500.00
Pension/Premiums	\$ 5,000.00
Staff Mileage Reimbursement	\$ 2,000.00
Parking	\$ 300.00
Unemployment	\$ -
Legal/Profess.	\$ 5,500.00
Office Rent	\$ 16,000.00
Custodial (25%)	\$ 1,500.00
Utilities (25%)	\$ 2,500.00
Insurance dir/umb/prop	\$ 8,000.00
Equip/Maint.	\$ 5,800.00
Telephone	\$ 1,500.00
Postage	\$ 2,600.00
Office Supplies	\$ 6,000.00

Dues/Subscript.	\$ 11,000.00
Travel	\$ 1,000.00
Hospitality	\$ 1,000.00
Misc	\$ 4,000.00
LOC Interest	\$ 3,000.00
Bank Credit Card Fees	\$ 10,000.00
TOTAL ADMIN	\$ 292,500.00

Public Relations	
Salaries	\$ 80,400.00
Social Security	\$ 3,500.00
Health Insurance	\$ 5,000.00
Pension	\$ 1,500.00
Staff Mileage Reimbursement	\$ 500.00
PR Artists Fees	\$ 1,000.00
Newsletter & Print Materials	\$ 10,000.00
Membership Materials	\$ 3,000.00
Postage	\$ 4,000.00
Website	\$ 5,500.00
Photography	\$ 3,000.00
Events	\$ 1,500.00
Opera America Conference	\$ 3,000.00
Misc.	\$ 1,000.00
TOTAL PR	\$ 122,900.00

Development	
Salaries	\$ 114,400.00
Social Security	\$ 8,800.00
Health Insurance	\$ 8,600.00
Pension	\$ 1,500.00
Staff Mileage Reimbursement	\$ 500.00
Postage	\$ 3,200.00
Print Materials	\$ 7,000.00
Development Firm	\$ -
Events	\$ 14,000.00
Misc	\$ 500.00
TOTAL DEVELOPMENT	\$ 158,500.00

FUND RAISING EVENTS \$ 107,000.00

GRAND TOTAL ADMIN. EXPENSES \$ 680,900.00

GRAND TOTAL PROD. EXPENSES \$ 1,620,000.00

GRAND TOTAL ALL EXPENSES \$ 2,300,900.00

GRAND TTL. ALL REVENUES \$ 2,381,000.00

EXCESS OF REVENUE \$ 80,100.00
OVER EXPENSES