

Expenses	Expense Details	Total	Operating	Programming	Fundraising
<b>Total</b>		<b>#####</b>	<b>\$ 71,381.67</b>	<b>\$ 142,728.33</b>	<b>\$ 68,847.00</b>
<b>Staff Salaries</b>					
Executive Director Salary	Patricia Cross	\$ 48,485.00	\$ 16,161.67	\$ 32,323.33	\$ -
Executive Director Benefits		\$ 3,360.00	\$ 1,120.00	\$ 2,240.00	
IRA		\$ 1,200.00			
Health Insurance		\$ 1,560.00			
Gas Reimbursement		\$ 600.00			
School Assistant Salary	Tonya Young (365 hours)	\$ 3,102.50		\$ 3,100.00	
Communications Director Salary (20hrs/wk)	Jo Ellen Weedman	\$ 20,000.00	\$ 20,000.00		
Project Assistant	Ashlyn Hall (160 hours)	\$ 2,400.00	\$ 2,400.00		
Administrative Assistant Salary (20hrs/wk for 50 wks)	Meghan Lamb	\$ 15,000.00	\$ 15,000.00		
<b>Faculty Salaries</b>					
Substitute Teacher Salaries		\$ 500.00		\$ 500.00	
Edgefield/East Park		\$ 31,680.00		\$ 31,680.00	
Teacher 1	Catherine Couey (112 hrs)	\$ 3,360.00			
Teacher 2	Lauree Davis (128 hrs)	\$ 3,840.00			
Teacher 3	Ashlyn Hall (320 hrs)	\$ 9,600.00			
Teacher 4	Anna Hayden (112 hrs)	\$ 3,360.00			
Teacher 5	Molly Robinson (256 hrs)	\$ 7,680.00			
Teacher 6	Kayla Rowser (64 hrs)	\$ 1,600.00			
Teacher 7	Kayla Rowser (64 hrs)	\$ 2,240.00			
Summer Intensive		\$ 11,520.00		\$ 11,520.00	
Teacher 1	Ashlyn Hall (126 hrs)	\$ 3,780.00			
Teacher 2	Kayla Rowser (36 hrs)	\$ 1,260.00			
Teacher 3	Gerald Watson (126 hrs)	\$ 3,780.00			
Teacher 4	Molly Robinson(90 hrs)	\$ 2,700.00			
Hadley Park		\$ -		\$ -	
Teacher 1(starting next fall)	(Patricia will be teaching)	\$ -			
Ballet		\$ 6,500.00		\$ 6,500.00	
Dancers		\$ 900.00			
Ballet Director	Gerald Watson	\$ 6,000.00			
<b>Taxes</b>					
Edgefield/East Park		\$ 18,125.00		\$ 18,125.00	
Summer Intensive		\$ 1,815.00		\$ 1,815.00	
Hadley Park	Covered in Patricia's salary	\$ -			
Ballet		\$ 1,025.00		\$ 1,025.00	
<b>Staff Development</b>					
ABT Training		\$ 3,050.00		\$ 3,050.00	
Session Audit	Patricia Cross	\$ 250.00			
Airfare (2 attendees)	Patricia and Gerald	\$ 1,000.00			
Food	Patricia and Gerald	\$ 500.00			
Transportation (metro pass/taxi)	Patricia	\$ 100.00			
Lodging	Patricia	\$ 1,200.00			
<b>Dance Wear</b>					
Edgefield/East Park		\$ 4,000.00		\$ 4,000.00	
Summer Intensive		\$ 500.00		\$ 500.00	
Hadley Park		\$ 600.00		\$ 600.00	
<b>Costumes</b>					
Summer Intensive		\$ 250.00		\$ 250.00	
Edgefield/East Park		\$ 4,000.00		\$ 4,000.00	
Hadley Park		\$ 500.00		\$ 500.00	
Costume Cleaning		\$ 600.00		\$ 600.00	
<b>Marketing Materials</b>					
Stationary & Envelopes		\$ 1,000.00	\$ 1,000.00		
<b>Office Expenses</b>					
Office Supplies		\$ 1,500.00	\$ 1,500.00		
Telephone/Internet		\$ 1,680.00	\$ 1,680.00		
Postage		\$ 500.00	\$ 500.00		
Utilities Reimbursement		\$ 6,600.00	\$ 6,600.00		
Workman's Comp		\$ 600.00	\$ 600.00		
Insurance		\$ 550.00	\$ 550.00		
<b>Legal and Professional Fees</b>					
Tax professional	David Guenther	\$ 410.00	\$ 410.00		
TN State		\$ 100.00	\$ 100.00		
ADP		\$ 1,560.00	\$ 1,560.00		
Accufax		\$ -	\$ -		
CPA Assistance	Dimeta Smith	\$ 1,000.00	\$ 1,000.00		
ASCAP		\$ 200.00	\$ 200.00		
<b>Education</b>					
Publications		\$ 63.00		\$ 63.00	
DVD, CD, Books		\$ 437.00		\$ 437.00	
4 Pillars				\$ -	
Speakers gift		\$ 200.00		\$ 200.00	
Notebooks		\$ 500.00		\$ 500.00	
Summer Intensive Speaker		\$ -		\$ -	
Student Incentives		\$ 800.00		\$ 800.00	
Edgefield/East Park		\$ 500.00			
Hadley Park		\$ 300.00			
Program Supplies		\$ 500.00		\$ 500.00	
ABT Exams		\$ 2,600.00		\$ 2,600.00	
Adjudicators Fee	2 classes 24 students total	\$ 800.00			
Hotel	1 night	\$ 200.00			
Airfare		\$ 400.00			
Food		\$ 100.00			
ABT Dancewear		\$ 800.00			
Miscellaneous		\$ 300.00			
<b>Food</b>					
Student Parties		\$ 1,000.00		\$ 1,000.00	
Volunteer/Staff Appreciation		\$ 500.00		\$ 500.00	
Meetings		\$ 200.00		\$ 200.00	
Summer Intensive Party		\$ 200.00		\$ 200.00	
Summer Intensive Snacks		\$ 400.00		\$ 400.00	
<b>Appreciation</b>					
Volunteer Appreciation		\$ 300.00		\$ 300.00	
Staff Appreciation		\$ 300.00		\$ 300.00	
<b>Performance Expenses</b>					
Recital		\$ 3,700.00		\$ 3,700.00	
Venue, Lighting, and Sound		\$ 2,000.00			
Videographer		\$ 150.00			
Printed Materials		\$ 450.00			
Tickets		\$ 300.00			
Spring Ballet		\$ 7,200.00		\$ 7,200.00	
Venue, Lighting, and Sound		\$ 3,500.00			
Videographer		\$ 150.00			
Reception		\$ 100.00			
Printed Materials		\$ 150.00			
Tickets		\$ 100.00			
Marketing		\$ 500.00			
Scenery		\$ 500.00			
Food for rehearsals		\$ 700.00			
Floor		\$ 1,000.00			
Miscellaneous		\$ 900.00			
Floor Transportation		\$ 200.00			
Summer Intensive		\$ 550.00		\$ 550.00	
Performance		\$ 300.00			
Reception		\$ 100.00			
Videographer		\$ 150.00			
<b>Dues/Membership</b>					
Center for Non-Profit Management		\$ 150.00	\$ 150.00		
Americans for the Arts		\$ 150.00	\$ 150.00		
Tennesseans for the Arts		\$ 200.00	\$ 200.00		
<b>Fundraising Expenses</b>					
Grant Writer	Sharon Haukoht (87.5hrs)	\$ 3,500.00			\$ 3,500.00
Once Around the Block Consignment Sale		\$ 57,400.00			\$ 57,400.00
Rent		\$ 1,000.00			
Consignor's payments		\$ 55,500.00			
Appreciation gift to Jenifer		\$ 500.00			
Sale Expenses		\$ 200.00			
Snacks		\$ 200.00			
Luncheon		\$ 5,700.00			\$ 5,700.00
Food - 250 attendees		\$ 2,500.00			
Table Clothes and Decorations		\$ 500.00			
Marketing		\$ 500.00			
Miscellaneous		\$ 200.00	\$ -		
Venue		\$ 2,000.00			
Spring Campaign		\$ 400.00			\$ 400.00
Postage		\$ 400.00			
Year End Campaign		\$ 400.00			\$ 400.00
Postage		\$ 400.00			
MyEmma		\$ 290.00			\$ 290.00
Network For Good		\$ 1,157.00			\$ 1,157.00
Mind Body		\$ 950.00		\$ 950.00	
<b>Miscellaneous</b>		\$ 500.00	\$ 500.00		

Income	2017 Planned
<b>Total</b>	<b>\$ 283,535.00</b>
Individual Donations	\$ 37,800.00
<i>Support For Gerald</i>	\$ 4,800.00
<i>Other Individual Donations</i>	\$ 33,000.00
Once Around the Block Kids (\$12,500 taken in)	\$ 72,000.00
Luncheon	\$ 40,000.00
Tuition	\$ 44,000.00
Summer Intensive Tuition	\$ 3,020.00
Churches	\$ 12,750.00
<i>Woodmont</i>	\$ 1,500.00
<i>St. B's</i>	\$ -
<i>City Church</i>	\$ 2,000.00
<i>Christ Church</i>	\$ 5,250.00
<i>Other churches</i>	\$ 4,000.00
Foundations	\$ 32,445.00
<i>Community Foundation</i>	\$ 10,000.00
<i>HCA</i>	\$ 4,000.00
<i>Holloway Family Foundation</i>	\$ 5,000.00
<i>Memorial Foundation</i>	\$ 6,000.00
<i>Restoration Foundation</i>	\$ 2,000.00
<i>Nashville Predators Foundation</i>	\$ 3,445.00
<i>New Foundations</i>	\$ 2,000.00
Businesses	\$ 5,000.00
<i>Other Businesses</i>	\$ 5,000.00
Photography Sale	\$ 720.00
Year End Campaign	\$ 10,000.00
Spring Campaign	\$ 12,000.00
Big Payback	\$ 4,000.00
Ticket Sales	\$ 6,800.00
St. B's Benefit Concert	\$ 1,500.00
Offering/Concessions	\$ 1,500.00