

FY14 Preliminary Budget Approved**21-May-13**INCOME

	<u>FY14 Approved Budget</u>
CONTRIBUTIONS	Pearl/ NLOC / Barber / Otello
Corporate/Foundation (Acc. Summary)	\$ 497,000.00
Individual (Acc. Summary)	\$ 355,000.00
Underwriting / Mktg. Sponsorship (NLOC)	\$ 25,000.00
Government (Acc. Summary)	\$ 249,700.00
LBN Underwriting	\$ 25,000.00
La Bella Notte- Guild	\$ 90,040.00
Guild Other	\$ 15,410.00
TOTAL CONTRIBUTIONS	\$ 1,257,150.00
TICKET REVENUES	
Subscriptions	\$ 240,000.00
Group Sales	\$ 20,000.00
Prod Single Tickets (Pearl Fishers) - Show 1	\$ 98,500.00
Prod Single Tics (Hat) - NLOC	\$ 33,150.00
Prod Single Tickets (Barber) - Show 2	\$ 92,220.00
Prod Single Tickets (Otello) - Show 3	\$ 66,500.00
TOTAL MAIN STAGE TICKET REVENUES	\$ 550,370.00
PERFORMANCE FEES	
HOT Artist Fees (Barber)	\$ 2,500.00
Fall Tour Fees	\$ -
Opera on Tour Fees	\$ 23,000.00
Main Stage Tour Fees / Rentals	\$ 72,750.00
TOTAL TIC/FEE REV.	\$ 98,250.00
OTHER REVENUES	
Endowment Disbursement	\$ 120,000.00
Garage / Valet Parking	\$ -
Fund for Artistic Excellence Disbursement	\$ 100,000.00
Liff Center Rentals	\$ 244,000.00
One-time only underwriting (FY13 only)	\$ -
Interest & Misc Income	\$ 12,500.00
TOTAL OTHER	\$ 476,500.00
TOTAL FUND RAISING EVENTS	\$ 155,000.00
TOTAL REVENUES	\$ 2,537,270.00
TOTAL EXPENSES	\$ 2,492,266.26
Excess Rev over Exp.	\$ 45,003.74

NASHVILLE OPERA ASSOCIATION

	<u>FY14 Approved</u> <u>Budget</u>
	Pearl/Hat/ Barber/Otello
PRODUCTIONS	
Production - Pearl Fishers	\$ 305,182.20
Production - Barber	\$ 299,921.79
Production - NLOC	\$ 85,175.00
Production - Otello	\$ 330,089.35
<u>Opera On Tour</u>	<u>\$ 42,517.00</u>
TOTAL PRODUCTION	\$ 1,062,885.34
PRODUCTION STAFF SALARIES & BENEFITS	
Salaries (NET Pension)	\$ 333,000.00
Deffered Compensation	\$ -
Social Security	\$ 31,635.00
Pension	\$ 26,640.00
Health Insurance	\$ 43,402.32
<u>Travel Reimbursement</u>	<u>\$ 2,500.00</u>
TOTAL PROD. SALARIES & BENEFITS	\$ 437,177.32
GENERAL PRODUCTION RELATED	
Studio/Storage Custodial (75%)	\$ 9,000.00
Studio/Storage Utilities (75%)	\$ 31,000.00
Prod. Insurance (Inland/Gen/Auto)	\$ 10,300.00
Artist Hospitality	\$ 250.00
Prod. Telephone (75%)	\$ 4,995.00
Garage / Valet	\$ 2,500.00
Sc/Cost Storage	\$ 14,400.00
Liff Center Lease (75%)	\$ -
Condo Fees (75%) - formerly Rent	\$ 5,300.00
Broadcast Recording	\$ 30,000.00
Archival Video	\$ 4,200.00
Prop/wig/Costume Stock	\$ -
Auditions	\$ 4,000.00
<u>Contingency</u>	<u>\$ 1,100.00</u>
TOTAL GENENERAL PRODUCTIONS	\$ 117,045.00
MARKETING	
Brochure / Direct Mail Design & Print	\$ 16,000.00
Program	\$ 500.00
Direct Mail Postage/Mail House/ Bulk Acct.	\$ 16,000.00
CD Production/packaging / mailing	\$ 3,500.00
Purchased Advertising	\$ 48,000.00
Email Marketing	\$ 3,900.00
Telemarketing	\$ 2,000.00
Tessitura Dues	\$ 4,300.00
Ticket Stock	\$ -
<u>Misc.</u>	<u>\$ 500.00</u>
TOTAL MARKETING	\$ 94,700.00
GRAND TOTAL PROD. EXPENSES	\$ 1,711,807.66

NASHVILLE OPERA ASSOCIATION

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ADMINISTRATIVE EXPENSES	
ADMIN. STAFF SALARIES & BENEFITS	
Salaries (NET Pension)	\$ 409,000.00
Deffered Compensaton	\$ -
Social Security	\$ 38,855.00
Pension	\$ 32,720.00
Health Insurance	\$ 36,168.60
Travel Reimbursement	\$ 1,600.00
TOTAL ADMIN. SALARIES & BENEFITS	\$ 518,343.60
Administration:	
Parking	\$ 200.00
Legal/Profess.	\$ 12,500.00
Condo Fees (25%) - formerly Rent	\$ 1,800.00
Trousdale Space Expense	\$ -
Custodial (25%)	\$ 3,000.00
Utilities (25%)	\$ 10,500.00
Insurance dir/umb/prop	\$ 10,000.00
IT Firm	\$ 9,000.00
Equip/Maint.	\$ 9,000.00
Telephone	\$ 1,665.00
Postage	\$ 1,500.00
Office Supplies	\$ 5,000.00
Dues/Subscript.	\$ 10,500.00
Travel	\$ 250.00
Hospitality	\$ 500.00
Contingency	\$ 4,500.00
LOC Interest	\$ 16,750.00
Bank Credit Card Fees	\$ 13,000.00
TOTAL ADMIN	\$ 109,665.00
Noah Liff Opera Center	
Rental Related Labor & Servies	\$ 60,000.00
Income Taxes on Liff CenterRentals	\$ 2,000.00
Landscaping	\$ 5,250.00
Service / Maintenance	\$ 15,500.00
Paid Advertising	\$ 5,000.00
Promotional Events	\$ 2,100.00
Professional Memberships	\$ 250.00
Contingency	\$ 1,400.00
TOTAL LIFF CENTER	\$ 91,500.00
PUBLIC RELATIONS	
PR Artists Fees	\$ 1,000.00
Magazine & Print Materials	\$ 13,000.00
Membership Materials	\$ 1,200.00
Postage	\$ 3,300.00
Website	\$ 3,500.00
Photography	\$ 3,600.00
Events	\$ 3,050.00
PR Materials	\$ 800.00
Opera America Conference	\$ 5,000.00
Misc.	\$ 450.00

NASHVILLE OPERA ASSOCIATION

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TOTAL PUBLIC RELATIONS	\$ 34,900.00
DEVELOPMENT	
Postage	\$ 2,100.00
Print Materials	\$ 6,000.00
Telefunding	
Events	\$ 10,000.00
Misc	\$ 450.00
TOTAL DEVELOPMENT	\$ 18,550.00
<u>FUND RAISING EVENTS</u>	\$ 7,500.00
GRAND TOTAL ADMIN. EXPENSES	\$ 780,458.60
GRAND TOTAL PROD. EXPENSES	\$ 1,711,807.66
GRAND TOTAL ALL EXPENSES	\$ 2,492,266.26
GRAND TTL. ALL REVENUES	\$ 2,537,270.00
EXCESS OF REVENUE OVER EXPENSES	\$ 45,003.74