

| FY18 APPROVED BUDGET | | FY18 Approved Budget |
|---------------------------------------|--|--------------------------------------|
| REVENUE | | |
| CONTRIBUTIONS | | TOSCA/MARIA/ VAMPIRE/ SUSANNAH |
| | The Vision Fund | |
| | Bridge Funding | |
| | Corporate/Foundation | \$ 548,720.00 |
| | Individual | \$ 541,251.00 |
| | Individuals - Debt Reduction Gifts | \$ - |
| | Project Specific Support - Maria | \$ 30,000.00 |
| | Government | \$ 217,300.00 |
| | Development Events | \$ - |
| | LBN Underwriting (Development) | \$ 43,000.00 |
| | TOTAL CONTRIBUTED REVENUES | \$ 1,380,271.00 |
| NASHVILLE OPERA GUILD | | |
| | La Bella Notte - Guild | \$ 80,497.50 |
| | Guild Other | \$ 16,450.00 |
| | TOTAL NASHVILLE OPERA GUILD | \$ 96,947.50 |
| TICKET REVENUES | | |
| | Subscriptions | \$ 196,313.00 |
| | Group Sales | \$ 8,000.00 |
| | Prod #1 Single Tickets AJH2 | \$ 68,049.00 |
| | Prod #2 Single Tics NLOC3 | \$ 18,259.00 |
| | Prod #3 Single Tickets AJH1 | \$ 17,289.00 |
| | Prod #4 Single Tickets JLP3 | \$ 60,187.50 |
| | TOTAL MAIN STAGE TICKET REVENUES | \$ 368,097.50 |
| PERFORMANCE FEES | | |
| | HOT Artist Fees (show TBD) | \$ 2,500.00 |
| | Opera on Tour Fees | \$ 23,000.00 |
| | Main Stage Tour Fees / Rentals | \$ 40,000.00 |
| | TOTAL PERFORMANCE FEES | \$ 65,500.00 |
| OTHER REVENUES | | |
| | NOA Foundation Annual 5% Disbursement | \$ 74,000.00 |
| | Fund for Artistic Excellence Disbursement | \$ - |
| | Liff Center Rentals | \$ 250,000.00 |
| | Interest & Misc Income | \$ 13,500.00 |
| | TOTAL OTHER REVENUES | \$ 337,500.00 |
| OPERA @, COMMUNITY APPEARANCES | | |
| | Opera @ Series #1: Smith and Lentz | \$ 500.00 |
| | Opera @ Series #2: Opera on the Mountain | \$ 6,500.00 |
| | Opera @ Series #3: Franklin Theatre Sing-A-Lo | \$ 3,500.00 |
| | Opera @ Series #4: Pinata Palooza | |
| | Opera @ Series #5: Dinner and A Movie (Fall) | |
| | Opera @ Series #6: Dinner and A Movie (Spring) | |
| | TOTAL OPERA @, COMMUNITY APPEARANCES | \$ 10,500.00 |
| | GRAND TOTAL ALL REVENUES | \$ 2,258,816.00 |

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| EXPENSES | |
| Opera Productions | \$ 891,598.34 |
| Production Staff Salaries & Benefits | \$ 371,285.10 |
| General Production Related | \$ 129,533.00 |
| Marketing | \$ 116,644.00 |
| GRAND TOTAL PROD. EXPENSES | \$ 1,509,060.44 |
| Admin. Staff Salaries & Benefits | \$ 478,593.86 |
| Administration Overhead | \$ 116,952.00 |
| Noah Liff Opera Center | \$ 92,750.00 |
| Public Relations | \$ 33,500.00 |
| Development | \$ 26,500.00 |
| Fund Raising Events | \$ - |
| GRAND TOTAL ADMIN. EXPENSES | \$ 748,295.86 |
| GRAND TOTAL ALL EXPENSES | \$ 2,257,356.30 |
| GRAND TOTAL ALL REVENUES | \$ 2,258,816.00 |
| VARIANCE (+/-) | \$ 1,459.70 |