

NASHVILLE BALLET 2010-2011 BUDGET SUMMARY

	Budget FY11
<u>REVENUES</u>	
<i>Company:</i>	
1 Season Subscriptions	202,246
2 Single Ticket Sales	737,789
3 Educational Performances	8,000
4 Touring	-
5 Special Projects	5,830
6 Outreach	33,950
7 Misc. Performance Income	-
8 Rentals	16,000
9 Boutique	30,000
10 NSO Sponsorships	225,068
11 Misc. Income	-
	<u>1,258,883</u>
<i>School:</i>	
12 Tuition	616,536
13 S.N.B. Projects	-
14 Auditions	6,650
	<u>623,186</u>
<i>Development:</i>	
15 TN Arts Commission Grant	76,000
16 Metro Arts Commission Grant	136,540
17 National Endowment for The Arts	25,000
18 Major Individuals	75,000
19 Board of Directors	130,000
20 General Support	18,000
21 Corporate Support and	70,000
22 Foundation Support	90,000
23 Scholarships/Small Business	2,500
24 Ballet Friends Support	15,000
25 Ballet Ball (See attached worksheet)	200,000
26 Telefundraising	55,000
27 Special Gifts	250,000
	<u>1,143,040</u>
<i>General:</i>	
28 Interest Income	174,500
29 Miscellaneous	-
30 In Kind Contributions	-
	<u>174,500</u>

31 **Capital Campaign**

TOTAL REVENUES

3,199,609

EXPENSE

Company:

1 Salaries	783,350
2 Payroll Expenses	115,470
3 Health Insurance	57,000
4 Symphony Fees	207,068
5 Music Fees and Costs	39,400
6 Guest Artists Fees	7,770
7 Trainee Fees	32,692
8 Licensing Fees/Choreography Fees	11,500
9 Staging Fees	10,000
10 Royalties	6,500
11 Design Fees	14,528
12 Production Expense	53,048
13 Wardrobe/Costumes	12,463
14 Shoe Expense	45,120
15 Stage & House Crew	151,722
16 Theatre Rental	61,300
17 Ticket Fees	84,642
18 Contract Labor	480
19 Boutique Expense	10,000
20 Travel, Lodging, & Meals	-
21 Parking/Mileage Reimb.	3,400
22 Vehicle Rental/Fuel Expense	1,500
23 Marketing	333,350
24 Outreach Expenses	9,690
25 Outreach Ballet Creation	-
26 Nutcracker Expenses	120
27 Emergence	-
28 Tessitura/TRG	-
	2,052,112

School:

29 Salaries	258,152
30 Payroll Expenses	38,475
31 Health Insurance	17,526
32 S.N.B. Expenses/Marketing	125,938
	440,091

Development:

33 Development Expenses	39,897
	39,897

General:

34 Salaries - Administrative	390,399
35 Payroll Expense	50,297
36 Health Insurance	21,886
37 Employee Acquisition	3,200
38 Professional Fees	15,448
39 Condominium Fees	22,044
40 Utilities	29,000
41 Janitorial	8,000
42 Maint/Repairs Facility	16,000
43 Insurance - Liability/Property	37,625
44 Telephone/Internet	6,500
45 Equipment - non asset	12,000
46 Office Supplies	7,500
47 General Postage/Overnite	6,090
48 Staff Development	1,000
49 Interest Expense/Service Charges	32,800
50 Dues & Subscriptions	3,500
51 Misc./Contingency	1,875
	<u>665,164</u>
TOTAL OPERATING EXPENSE	<u>3,197,263</u>
OPERATING GAIN/LOSS	<u>2,346</u>
54 DEPRECIATION FUNDING	<u>7,200</u>
NET GAIN/LOSS	<u><u>(4,854)</u></u>

Budget FY 10	Budget FY 09	Projected Actual FY 10	Diff. 10 Actual 11 Budget
155,091	197,208	194,931	7,315
741,805	931,592	648,607	89,182
-	-	-	8,000
7,000	-	7,000	(7,000)
4,210	4,210	-	5,830
12,500	7,000	23,500	10,450
-	-	-	-
13,100	9,900	16,450	(450)
40,000	50,000	30,000	-
180,000	172,500	195,000	30,068
-	-	-	-
1,153,706	1,372,410	1,115,488	143,395
			-
			-
			-
684,913	635,547	571,777	44,759
-	-	-	-
5,000	5,000	9,649	(2,999)
689,913	640,547	581,426	41,760
			-
			-
			-
85,545	74,025	80,000	(4,000)
85,744	82,699	162,300	(25,760)
55,000	10,000	65,000	(40,000)
75,000	85,900	75,000	-
116,500	115,000	116,500	13,500
10,000	10,500	18,000	-
119,500	147,500	-	70,000
100,000	95,000	141,747	(51,747)
5,000	5,000	-	2,500
10,000	10,000	15,000	-
150,000	130,000	168,000	32,000
60,000	60,000	53,000	2,000
250,000	250,000	250,000	-
1,122,289	1,075,624	1,144,547	(1,507)
			-
			-
185,000	251,500	174,540	(40)
-	-	-	-
-	-	-	-
185,000	251,500	174,540	(40)

			-
	-	-	-
			-
3,150,908	3,340,081	3,016,001	183,608
			-
			-
			-
			-
768,915	771,239	753,095	30,255
108,179	112,295	107,000	8,470
66,481	62,463	56,000	1,000
180,000	172,500	183,371	23,697
13,675	19,175	13,675	25,725
5,720	12,580	5,720	2,050
32,510	26,520	27,655	5,037
9,800	24,500	9,800	1,700
13,000	7,500	13,000	(3,000)
7,550	3,050	7,550	(1,050)
11,006	12,000	11,077	3,451
46,833	41,054	39,544	13,504
7,850	8,750	7,550	4,913
45,120	43,920	45,120	-
148,669	149,175	136,016	15,706
64,975	58,477	64,975	(3,675)
91,697	123,073	91,697	(7,055)
1,530	5,460	1,530	(1,050)
20,000	30,000	10,000	-
6,500	-	6,500	(6,500)
3,400	3,400	3,400	-
1,500	3,000	1,500	-
302,593	355,579	300,811	32,539
8,495	13,903	7,925	1,765
19,000	-	20,000	(20,000)
120	120	475	(355)
-	-	-	-
14,500	80,000	14,500	(14,500)
1,999,618	2,139,733	1,939,486	112,626
			-
			-
251,017	274,313	249,360	8,792
36,422	42,834	37,364	1,111
11,629	11,356	11,629	5,897
179,378	149,986	124,090	1,848
478,446	478,489	422,443	17,648
			-
			-
38,530	45,530	38,530	1,367
38,530	45,530	38,530	1,367
			-
			-

			-
379,093	371,138	361,742	28,657
49,485	48,158	45,673	4,624
27,773	19,873	26,288	(4,402)
-	1,500	-	3,200
14,660	13,700	19,576	(4,128)
22,044	22,044	22,044	-
28,050	28,937	28,050	950
10,337	17,105	9,337	(1,337)
15,000	15,000	10,250	5,750
37,600	35,600	38,125	(500)
6,300	6,000	6,300	200
10,900	10,900	15,000	(3,000)
6,500	13,600	7,500	-
6,090	5,800	6,090	-
1,000	2,775	1,000	-
19,305	19,500	22,305	10,495
2,835	8,170	3,270	230
2,342	36,529	3,000	(1,125)
639,314	676,329	625,550	39,614
			-
3,155,908	3,340,081	3,026,009	171,254
			-
(5,000)	-	(10,008)	12,354
			-
-	-	-	7,200
			-
(5,000)	-	(10,008)	5,154