3630 REDMON STREET • NASHVILLE, TN 37209
NASHVILLEBALLET.COM • (615) 297-2966

**Board Approved General Operating Budget**
**June 1, 2015 - May 31, 2016**

| | FY15 Operating Forecast | FY16 Operating Budget |
|---|---|---|
| Revenues | | |
| Season Tickets | $ 199,773 | $ 205,000 |
| Single & Group Tickets | $ 1,114,033 | $ 1,261,238 |
| Rentals, Touring, Other | $ 13,881 | $ 71,100 |
| Outreach Fees | $ 25,900 | $ 25,810 |
| School Tuition | $ 1,322,350 | $ 1,393,525 |
| Government Grants | $ 206,250 | $ 230,065 |
| Individual Giving | $ 307,470 | $ 333,550 |
| Corporate/Foundation Giving | $ 625,130 | $ 648,850 |
| Ballet Ball | $ 286,000 | $ 264,045 |
| Friends of Nashville Ballet | $ 12,000 | $ 20,400 |
| Community Foundation | $ 216,800 | $ 210,830 |
| Investment Income | $ 17,676 | $ 17,857 |
| Miscellaneous Income | $ 39,255 | $ 46,700 |
| Total Revenues | $ 4,386,518 | $ 4,728,970 |
| Expenses | | |
| Personnel | $ 2,274,228 | $ 2,543,479 |
| Artist Fees, Licenses, Royalties | $ 471,932 | $ 531,902 |
| Theatre & Production | $ 337,397 | $ 363,520 |
| Professional & Contract Services | $ 45,758 | $ 50,845 |
| Advertising | $ 316,170 | $ 290,144 |
| Communications | $ 7,770 | $ 7,790 |
| Occupancy & Housing | $ 390,955 | $ 365,574 |
| Equipment & Supplies | $ 81,570 | $ 84,694 |
| Events | $ 4,600 | $ 4,600 |
| Travel | $ 73,637 | $ 81,664 |
| Insurance | $ 40,135 | $ 41,835 |
| Staff Develop. & Community Involvement | $ 29,686 | $ 22,469 |
| Bank & Ticket Fees, Permits | $ 180,887 | $ 184,940 |
| Interest Expense | $ - | $ 85,000 |
| Capital Expenses | $ 50,112 | $ 42,700 |
| Cash Reserves | $ 66,500 | $ 27,814 |
| Total Expenses | $ 4,371,337 | $ 4,728,970 |
| | | |
| Revenues Over/(Under) Expenses | $ 15,181 | $ - |