

FY17 Proposed Budget

	<u>FY16 Forecast</u>	<u>FY17 Proposed Budget</u>	<u>Change</u>	<u>% Change</u>
Revenues				
Season Tickets	221,014	220,861	(153)	-0.1%
Single & Group Tickets	1,282,833	1,375,974	93,141	7.3%
Rentals, Touring, Other	95,653	143,036	47,383	49.5%
Outreach Fees	21,913	25,810	3,897	17.8%
School Tuition	1,352,407	1,678,178	325,771	24.1%
Government Grants	237,000	236,260	(740)	-0.3%
Individual Giving	360,573	346,001	(14,572)	-4.0%
Corporate/Foundation Giving	625,850	644,350	18,500	3.0%
Ballet Ball	420,000	300,000	(120,000)	-28.6%
Friends of Nashville Ballet	16,683	21,012	4,329	26.0%
Community Foundation	204,300	206,400	2,100	1.0%
Investment Income	22,018	25,700	3,682	16.7%
Miscellaneous Income	<u>60,111</u>	<u>35,000</u>	<u>(25,111)</u>	-41.8%
Total Revenues	<u>4,920,355</u>	<u>5,258,582</u>	<u>338,227</u>	
Expenses				
Personnel	2,468,023	2,767,832	299,809	12.2%
Artist Fees, Licenses, Royalties	562,727	577,355	14,628	2.6%
Theatre & Production	386,626	402,000	15,374	4.0%
Professional & Contract Svcs	52,819	50,898	(1,921)	-3.6%
Advertising	310,304	336,039	25,735	8.3%
Communications	10,021	10,316	295	2.9%
Occupancy & Housing	320,736	434,401	113,665	35.4%
Equipment & Supplies	107,005	117,489	10,484	9.8%
Events	2,176	4,800	2,624	120.6%
Travel	98,047	96,083	(1,964)	-2.0%
Insurance	57,371	56,073	(1,298)	-2.3%
Staff Devel & Community Involvement	30,824	26,478	(4,346)	-14.1%
Bank & Ticket Fees, Permits	201,491	190,434	(11,057)	-5.5%
Debt Service *	83,000	217,100	134,100	161.6%
Capital Expenses	<u>108,435</u>	<u>65,240</u>	<u>(43,195)</u>	-39.8%
Total Expenses	<u>4,799,605</u>	<u>5,352,538</u>	<u>552,933</u>	
Revenues Over/(Under) Expenses	<u>120,750</u>	<u>(93,956)</u>		
Surplus carried into FY17	<u>(93,956)</u>			
Surplus moved to Reserve Funds	26,794			
Reserve Funds planned in Budget	<u>27,814</u>	<u>33,840</u>		
Net Total Reserves from Operations	<u>54,608</u>	<u>33,840</u>		