REVENUE
245-46910
245-46920
245-46930
245-46990
245-48110
245-48500
245-49120
245-49210 245-49300
$245-55190-110$
$245-55190-120$ 245-55190-126 245-55190-127 245-55190-151 245-55190-152

45-55190-215 245-55190-240 245-55190-245 245-55190-300 245-55190-301 245-55190-320 245-55190-340 245-55190-341 245-55190-342 245-55190-350 245-55190-390 245-55190-930

Account Description
TICKET SALES
OTHER TAXABLE SALES
MEMBERSHIPS
ANNUAL PUBLICATION
TAX EXEMPT SALES
LGIP INTEREST
DONATIONS
NOTE PROCEEDS
TRANSFER IN - GENERAL FUND

OTAL REVENUE

PERSONNEL
MANAGEMENT SALARIES
HOURLY WAGES - OPERA HOUSE OPERA HOUSEWAGES -PART TIME PART TIME WAGES OPERA HOUSE OPERA HOUSE BENEFITS OPERA HOUSE HEALTH INS.
TOTAL PERSONNEL
OPERATING EXPENSES
CONTRACT SERVICES (B)
QUIPMENT/REPAIR
RESTORATION
MISC EXPENSES
PLANNING DEPT. SERVICES
MEMBERSHIPS
OPERATIONS
SUPPLIES (B)
EVENT EXPENSES (B)
ANNUAL PUBLICATION
SALES TAX
TRANSFER TO REPAIR FUND
TOTAL OPERATING
OTAL EXPENSES

NET REVENUE/EXPENSE

| 2007 |  |  |  | 2009 |  | 2010 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pri Year 2 | Pri Year | Pri Year | Cur Year | Cur Year | DEPT |  | \% CHANGE |
| Budget | Budget | Actual | Budget | Actual | HEAD |  | 2010-2009 |


| 84,760 | 97,500 | 96,391 | 103,500 | 62,265 | 321,375 | 211\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 200 | 200 | 28 | 200 | 10 | $\underline{200}$ | 0\% |
| 8,000 | 8,500 | 9,186 | 15,500 | 2,175 | 18,500 | 19\% |
| 0 | 23,015 | 12,365 | 22,780 | 350 | 16,065 | -29\% |
| 16,948 | 16,650 | 9,673 | 13,600 | 4,630 | 12,000 | -12\% |
| 0 | 0 | 2,178 | 2,000 | 134 | $\underline{0}$ | -100\% |
| 4,000 | 6,500 | 29,980 | 4,000 | 10,564 | 4,000 | 0\% |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 22,000 | 29,831 | 20,000 | 20,000 | 20,000 | $\underline{0}$ | -100\% |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 135,908 | 182,196 | 179,801 | 181,580 | 100,128 | 372,140 | 105\% |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 42,083 | 52,690 | 23,330 | 8,320 | 3,852 | 8,320 | 0\% |
| 7,320 | 7,320 | 20,428 | 24,704 | 10,616 | 37,070 | 50\% |
| 0 | 0 | 136 | 6,800 | 0 | $\underline{0}$ | -100\% |
| 0 | 0 | 112 | 0 | 410 | 9,600 |  |
| 0 | 0 | 4,237 | 7,089 | 3,030 | 7,860 | 11\% |
| 0 | 0 | 0 | 13,495 | 4,925 | 16,461 | 22\% |
| 49,403 | 60,010 | 48,243 | 60,408 | 22,833 | 79,311 | 31\% |


| 200 | 200 | 0 | 200 | 0 | $\underline{0}$ | -100\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 6,450 | 6,450 | 0 | 0 | $\underline{0}$ |  |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 3,300 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 0 | 3,250 | 50 | 2,625 | 141 | 1,000 | -62\% |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 7,000 | 6,000 | 4,627 | 4,500 | 2,319 | 8,000 | 78\% |
| 54,996 | 72,560 | 102,990 | 81,330 | 103,798 | $\underline{231,500}$ | 185\% |
| 15,509 | 24,071 | 29,271 | 26,824 | 1,991 | 34,172 | 27\% |
| 5,500 | 6,650 | 5,002 | 5,693 | 3,230 | 17,675 | 210\% |
| 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 86,505 | 119,181 | 148,390 | 121,172 | 111,479 | 292,347 | 141\% |
|  |  |  |  |  |  |  |
| 135,908 | 179,191 | 196,633 | 181,580 | 134,312 | 371,658 | 105\% |
|  |  |  |  |  |  |  |
| 0 | 3,005 | $(16,832)$ | 0 | $(34,184)$ | 482 |  |

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :---: | :---: | :---: | :---: | ---: |
| Ticket Sales | 321,375 | $X$ |  | 1 | $=$ |
|  |  | $X$ |  | $=$ | 321,375 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

Ticket Sales are based on moderate projections for the 2009-2010 performance season with a continuation into the 2010-2011 season.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gift Shop Sales | 200 | X | 1 | $=$ | 200 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............ |  |  |  | 200 |

In the box below, enter your narrative or justification for request.

This projection is based on previous years.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Producers | 1,000 | X | 4 | = | 4,000 |
| Director | 500 | X | 4 | = | 2,000 |
| Ambassador | 250 | X | 12 | = | 3,000 |
| Partner | 100 | X | 50 | = | 5,000 |
| Patron | 50 | X | 40 | = | 2,000 |
| Friend | 25 | X | 100 | = | 2,500 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............. |  |  |  | 18,500 |

In the box below, enter your narrative or justification for request.

Current membership numbers and likelihood of renewals are weighted in calculating this projection.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1/4 Page Ads | 375 | X | 24 | = | 9,000 |
| 1/2 Page Ads | 575 | X | 5 | = | 2,875 |
| Full Page Ads | 995 | X | 2 | = | 1,990 |
| Event Program Ads - Small | 250 | X | 4 | = | 1,000 |
| Ticket Envelope Insert Ads - Small | 300 | X | 4 | $=$ | 1,200 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | = | 0 |
|  | Total Budget Request ............. |  |  |  | 16,065 |

In the box below, enter your narrative or justification for request.

This account represents income from advertisements placed in the annual event brochure. In addition, this account includes revenue received from the sale of advertisements placed in the season programs and in ticket envelope inserts.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wedding Rentals | 550 | X | 16 | = | 8,800 |
| Public Service Rentals | 250 | X | 4 | $=$ | 1,000 |
| Event Rentals | 550 | X | 4 | = | 2,200 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............ |  |  |  | 12,000 |

In the box below, enter your narrative or justification for request.
These projections for facility rentals are based on figures from 2006, 2007, 2008, and 2009

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :---: | :---: | :---: | :---: | ---: |
| Donations | 4,000 | $X$ |  | 1 | $=$ |
|  |  | $X$ |  | $=$ | 4,000 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  |  | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

This is a moderate projection based on previous years.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.
NO TRANSFER TO THE OPERA HOUSE FUND FROM THE GENERAL FUND IS BEING REQUESTED IN 2010

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :---: | :---: | :---: | :---: | ---: |
| Opera House Director | 8,320 | $X$ |  | 1 | $=$ |
|  |  | $X$ |  | $=$ | 8,320 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.
THIS IS 2009 NUMBER PENDING DRAFT NUMBERS FROM THE PERSONNEL DEPARTMENT

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Event Coordinator Wages | 36,920 | X | 1 | = | 36,920 |
| Longevity | 150 | X | 1 | $=$ | 150 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............. |  |  |  | 37,070 |

In the box below, enter your narrative or justification for request.
THESE ARE DRAFT NUMBERS BASED ON THIS POSITION BEING 100\% FUNDED BY THE OPERA HOUSE PENDING DRAFT FIGURES FROM THE PERSONNEL DEPARTMENT

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.
THIS ACCOUNT DUPLICATES 127 AND WILL BE REMOVED PRIOR TO FINAL REVISIONS

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Part-time technicians and laborers | 9,600 | X |  | 1 | $=$ |
|  |  | X |  | $=$ | 9,600 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |

In the box below, enter your narrative or justification for request.
This account represents wages paid to part-time technical staff. This amount does not include FICA payments which can be found in the Benefits account. These staff persons generally earn between $\$ 7.25$ and $\$ 9.38$ per hour. This account is also used to pay any technical staff the Opera House may contract with to perform specialized duties during events. This allocation is based on expenses during the current and previous years.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| RETIREMENT | 4,278 | X | 1 | $=$ | 4,278 |
| FICA | 3,582 | X | 1 | $=$ | 3,582 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............. |  |  |  | 7,860 |

In the box below, enter your narrative or justification for request.
THESE ARE PROJECTIONS PENDING DRAFT NUMBERS FROM THE PERSONNEL DEPARTMENT

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| LIFE INSURANCE | 25 | X | 1 | = | 25 |
| HEALTH INSURANCE | 15,136 | X | 1 | = | 15,136 |
| DENTAL INSURANCE | 900 | X | 1 | = | 900 |
| INCOME CONTINUATION INS. | 200 | X | 1 | = | 200 |
| GLASSES | 200 | X | 1 | $=$ | 200 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............ |  |  |  | 16,461 |

In the box below, enter your narrative or justification for request.
THESE ARE PROJECTIONS PENDING DRAFT NUMBERS FROM THE PERSONNEL DEPARTMENT

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  |  | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Royalty Fees | 250 | X | 4 | $=$ | 1,000 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............ |  |  |  | 1,000 |

In the box below, enter your narrative or justification for request.

These are fees paid to music performance licensing organizations

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Lighting Supplies | 1,000 | X | 1 | = | 2,000 |
| Sound Supplies | 1,000 | X | 1 | = | 2,000 |
| Box Office | 1,500 | X | 1 | = | 3,000 |
| General Office | 1,000 | X | 1 | = | 1,000 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............ |  |  |  | 8,000 |

In the box below, enter your narrative or justification for request.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Performer Guarantees | 204,600 | $X$ |  | 1 | $=$ |
| Hospitality \& Tech Riders | 26,900 | $X$ |  | 1 | $=$ |
|  |  | $X$ |  | $=$ | 26,900 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.
Projections for event expenses in 2010 are based on existing obligations for the 2009-2010 performance season and a continuation of these levels in the 2010-2011 season.

## ITEMIZED

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 Design Costs | 5,000 | X | 1 | = | 5,000 |
| 2009 Printing | 23,472 | X | 1 | = | 23,472 |
| 2009 Postage | 2,000 | X | 1 | = | 2,000 |
| 2009 Insertions | 1,850 | X | 2 | = | 3,700 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | = | 0 |
|  |  | X |  | = | 0 |
|  | Total Budget Request ............. |  |  |  | 34,172 |

In the box below, enter your narrative or justification for request.

These are the costs projected for the 2010-2011 brochure.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :---: | :---: | :---: | :---: | :---: | :---: |
| sales tax | 17,675 | X | 1 | $=$ | 17,675 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  |  | X |  | $=$ | 0 |
|  | Total Budget Request ............. |  |  |  | 17,675 |

In the box below, enter your narrative or justification for request.
5.5\% of projected ticket sales.

## ITEMIZED EXPENSE

| Description of Item | Unit Cost |  | Quantity |  | Total Cost |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  | $X$ |  | $=$ | 0 |
|  |  |  |  | $=$ | 0 |
|  |  |  |  |  | 0 |

In the box below, enter your narrative or justification for request.

|  |  | 2006 | 2007 | 2007 | 2008 | 2008 | 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Pri Year 2 | Pri Year | Pri Year | Cur Year | Cur Year | DEPT | \% CHANGE |
| Acct No | Account Description | Budget | Budget | Actual | Budget | Actual | HEAD | 2009-2008 |
| REVENUE |  |  |  |  |  |  |  |  |
| 245-46742 | TICKET SALES | 65,000 | 84,760 | 124,139 | 97,500 | 29,952 | $\underline{0}$ | -100.00\% |
| 245-46910 | OTHER TAXABLE SALES | 100 | 200 | 117 | 200 | 20 | $\underline{0}$ | -100.00\% |
| 245-46920 | MEMBERSHIPS | 10,675 | 8,000 | 8,100 | 8,500 | 7,566 | $\underline{0}$ | -100.00\% |
| 245-46930 | ANNUAL PUBLICATION | 0 | 0 | 16,715 | 23,015 | 1,675 | $\underline{0}$ | -100.00\% |
| 245-46990 | TAX EXEMPT SALES | 15,750 | 16,948 | 9,820 | 16,650 | 6,144 | 0 | -100.00\% |
| 245-48110 | LGIP INTEREST | 0 | 0 | 3,955 | 2,000 | 1,508 | $\underline{0}$ | -100.00\% |
| 245-48500 | DONATIONS | 3,500 | 4,000 | 2,635 | 6,500 | 2,436 | $\underline{0}$ | -100.00\% |
| 245-49120 | NOTE PROCEEDS | 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 245-49210 | TRANSFER IN - GENERAL FUND | 20,000 | 22,000 | 20,000 | 20,000 | 0 | 0 | -100.00\% |
| 245-49300 | SURPLUS | 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
|  | TOTAL REVENUE | 115,025 | 135,908 | 185,481 | 174,365 | 49,301 | 0 | -100.00\% |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | PERSONNEL |  |  |  |  |  |  |  |
| 245-55190-110 | MANAGEMENT SALARIES | 28,000 | 42,083 | 43,856 | 8,320 | 4,160 | 0 | -100.00\% |
| 245-55190-120 | WAGES | 6,500 | 7,320 | 5,196 | 23,494 | 12,620 | 0 | -100.00\% |
| 245-55190-126 | PART TIME LABOR |  |  |  | 6,800 |  | $\underline{0}$ | -100.00\% |
| 245-55190-151 | OPERA HOUSE BENEFITS | 0 | 0 | 0 | 6,899 | 1,876 | 0 | -100.00\% |
| 245-55190-152 | OPERA HOUSE HEALTH/DENTAL |  |  |  | 12,974 | 6,487 | 0 | -100.00\% |
|  | TOTAL PERSONNEL | 34,500 | 49,403 | 49,052 | 58,487 | 25,143 | 0 | -100.00\% |
|  |  |  |  |  |  |  |  |  |
|  | OPERATING EXPENSES |  |  |  |  |  |  |  |
| 245-55190-215 | CONTRACT SERVICES (B) | 500 | 200 | 0 | 200 | 0 | $\underline{0}$ | -100.00\% |
| 245-55190-240 | EQUIPMENT/REPAIR | 0 | 0 | 420 | 0 | 0 | $\underline{0}$ |  |
| 245-55190-245 | RESTORATION | 0 | 0 | 0 | 0 | 0 | 0 |  |
| 245-55190-300 | MISC EXPENSES | 0 | 0 | 0 | 0 | 0 | $\underline{0}$ |  |
| 245-55190-301 | PLANNING DEPT. SERVICES | 0 | 3,300 | 243 | 0 | 0 | 0 |  |
| 245-55190-320 | MEMBERSHIPS | 3,500 | 0 | 460 | 3,250 | 0 | $\underline{0}$ | -100.00\% |
| 245-55190-340 | OPERATIONS | 0 | 0 | 113 | 0 | 0 | $\underline{0}$ |  |
| 245-55190-341 | SUPPLIES (B) | 7,000 | 7,000 | 3,027 | 6,000 | 2,645 | 0 | -100.00\% |
| 245-55190-342 | EVENT EXPENSES (B) | 58,100 | 54,996 | 86,071 | 72,560 | 57,640 | $\underline{0}$ | -100.00\% |
| 245-55190-350 | ANNUAL PUBLICATION | 0 | 15,509 | 21,590 | 24,071 | 1,307 | 0 | -100.00\% |
| 245-55190-390 | SALES TAX | 4,675 | 5,500 | 6,445 | 6,650 | 1,371 | $\underline{0}$ | -100.00\% |
| 245-55190-930 | TRANSFER TO REPAIR FUND | 0 | 0 | 12,040 | 0 | 0 | $\underline{0}$ |  |
|  | TOTAL OPERATING | 73,775 | 86,505 | 130,409 | 112,731 | 62,963 | 0 | -100.00\% |
|  | TOTAL EXPENSES | 108,275 | 135,908 | 179,461 | 171,218 | 88,106 | 0 | -100.00\% |
|  |  |  |  |  |  |  |  |  |
|  | NET REVENUE/EXPENSE | 6,750 | 0 | 6,020 | 3,147 | $(38,805)$ | 0 | -100.00\% |

