

Newberry Opera House Foundation FY 24 Budget

	P & L		Budget 22-23	Budget 23-24
	Jul '22 - May 16 '23			
Ordinary Income/Expense				
Income				
Contributions				
4010 · General Unrestricted				
4010.2 · Memorials/Honorariums	\$	2,473.60		\$ 2,000.00
4010.20 · Donation of Gift - In Kind	\$	69,250.00	\$ 59,000.00	\$ 70,000.00
4010.8 · Jar / Bar / Tips	\$	4,988.94	\$ 3,500.00	\$ 4,000.00
4010.9 · GUILD Contributions	\$	5,000.00	\$ 20,000.00	\$ 15,000.00
4012.24 · 22-23 Grant	\$	79,998.00	\$ 100,000.00	\$ 100,000.00
4012.25 · Ticket Order Donation	\$	8,331.95		\$ 9,000.00
4013.1 · 2022-2023 Sponsorships	\$	-		
2022-2023 Ticket Lease Space	\$	30,000.00	\$ 20,000.00	\$ 30,000.00
4013.1 · 2022-2023 Sponsorships - Other	\$	68,250.00	\$ 125,000.00	\$ 125,000.00
Total 4013.1 · 2022-2023 Sponsorships	\$	98,250.00	\$ 145,000.00	\$ 155,000.00
Total 4014.1 · 2023-2024 Sponsorships	\$	20,000.00		
4013.11 · Donor Contribution	\$	150,954.03	\$ 225,000.00	\$ 225,000.00
Total 4010 · General Unrestricted	\$	439,246.52	\$ 552,500.00	\$ 580,000.00
4011.22 · NAFA / Dufford Donation Account				
4011.23 · NAFA Sponsorship	\$	10,575.00	\$ 20,000.00	\$ 20,000.00
4011.22 · NAFA / Dufford Donation Account - Other	\$	58,285.00	\$ 80,000.00	\$ 80,000.00
Total 4011.22 · NAFA / Dufford Donation Account	\$	68,860.00	\$ 100,000.00	\$ 100,000.00
4011.24 Capital Campaign			\$ 8,000.00	\$ -
4011.25 · Economic Impact Study	\$	40,500.00		
Total Contributions	\$	548,606.52	\$ 660,500.00	\$ 680,000.00
Donated Facilities	\$	-	\$ -	
Facility Rental				
Technical Wages- Reimbursed	\$	1,471.50	\$ 3,000.00	\$ 2,500.00
5510 · Artist Contract Rental	\$	10,357.20	\$ 10,000.00	\$ 12,800.00
Facility Rental - Other	\$	25.00		
Total Facility Rental	\$	11,853.70	\$ 13,000.00	\$ 15,300.00
Gifts In Kind - Goods				
4130.1 · GIF - City Lease	\$	300,839.80	\$ 467,000.00	\$ 302,000.00
Total Gifts In Kind - Goods	\$	300,839.80	\$ 467,000.00	\$ 302,000.00
Merchandise & Concessions				
5480 · Concessions Sales	\$	58,314.90	\$ 50,000.00	\$ 65,000.00
Total Merchandise & Concessions	\$	58,314.90	\$ 50,000.00	\$ 65,000.00
Miscellaneous Income				
DSC Income	\$	65,673.03		\$ 115,000.00
Miscellaneous Income - Other	\$	18,531.61		\$ 4,000.00
Total Miscellaneous Income	\$	84,204.64	\$ -	\$ 119,000.00
Ticket Sales & Earned Income				
Combined Ticket Sales				
5110 · Ticket Sales	\$	887,367.00	\$ 1,210,000.00	\$ 1,100,000.00
Combined Ticket Sales - Other	\$	(260.00)		
Total Combined Ticket Sales	\$	887,107.00	\$ 1,210,000.00	\$ 1,100,000.00
Ticket Fees				
5112 · Ticketing Handling Charge	\$	32,985.00	\$ 22,000.00	\$ 35,000.00
5113 · Restoration Fee	\$	53,440.00	\$ 79,500.00	\$ 54,000.00
5114 · Patman Fee	\$	17,577.00	\$ 26,500.00	\$ 18,000.00
5118 · Ticket Delivery Fee	\$	2,181.30	\$ 2,500.00	\$ 2,100.00
5119 · City Facility Fee	\$	18,953.00	\$ 26,500.00	\$ 54,000.00
Total Ticket Fees	\$	125,136.30	\$ 157,000.00	\$ 163,100.00
5470 · Artist Merchandise	\$	4,474.95	\$ 8,000.00	\$ 4,500.00
Ticket Sales & Earned Income - Other	\$	115.00		
Total Ticket Sales & Earned Income	\$	1,016,833.25	\$ 1,375,000.00	\$ 1,267,600.00
5000 · Comp Tickets	\$	(12,108.00)	\$ (20,000.00)	\$ (15,000.00)
5001 · NAFA Comp	\$	(5,855.00)	\$ (5,000.00)	\$ (6,000.00)
Total Income	\$	2,002,689.81	\$ 2,540,500.00	\$ 2,427,900.00
Cost of Goods Sold				
Merchandise & Concessions Costs				
6220 · Concessions COGS	\$	22,962.63	\$ 16,000.00	\$ 25,000.00
Total Merchandise & Concessions Costs	\$	22,962.63	\$ 16,000.00	\$ 25,000.00
Production Expenses				
6112 · Equipment Rental/Backline	\$	20,196.55	\$ 10,000.00	\$ 28,500.00
6113 · Facility Rental Expense-Artists				
6113.1 · Non Artist Rental Expense	\$	326.36		
6113 · Facility Rental Expense-Artists - Other	\$	14,280.00		\$ 22,000.00
Total 6113 · Facility Rental Expense-Artists	\$	14,606.36	\$ -	\$ 22,000.00
6114 · Astronaut Camp - NAFA	\$	3,675.63	\$ 20,000.00	
6115 · Artist Expense - Pmt to Artist				
6115.1 · Dufford / NAFA Paid Artist Exp	\$	61,938.36	\$ 51,000.00	\$ 50,000.00
6115 · Artist Expense - Pmt to Artist - Other	\$	761,679.55	\$ 825,150.00	\$ 850,000.00
Total 6115 · Artist Expense - Pmt to Artist	\$	823,617.91	\$ 876,150.00	\$ 900,000.00
6116 · Technical Supplies	\$	754.00	\$ 10,000.00	\$ 5,000.00
6117 · Artist Travel/Lodging/Meals	\$	26,492.39	\$ 20,000.00	\$ 28,500.00
6118 · Piano Tuning	\$	1,640.00	\$ 2,000.00	\$ 2,000.00

6119 · Pre-Show Experience/Cost to NOH	\$	9,799.45	\$	15,000.00	\$	10,000.00
6120 · Credit Card / Square Charges						
6120.1 · Credit Card Charges-Reimbursed	\$	(683.79)				
6120 · Credit Card / Square Charges - Other	\$	1,206.66	\$	200.00	\$	1,500.00
Total 6120 · Credit Card / Square Charges	\$	522.87	\$	200.00	\$	1,500.00
6601 · Facility Fee COGS	\$	18,394.00	\$	26,500.00	\$	54,000.00
Total Production Expenses	\$	919,699.16	\$	979,850.00	\$	1,051,500.00
Total COGS	\$	942,661.79	\$	995,850.00	\$	1,076,500.00
Gross Profit	\$	1,060,028.02	\$	1,544,650.00	\$	1,351,400.00
Expense						
Development						
8600 · Donor Recognition Signage	\$	1,614.24	\$	17,500.00	\$	5,000.00
8602 · Development Postage	\$	2,730.98	\$	4,000.00	\$	5,000.00
8603 · For Donors (Parties/Supplies)	\$	2,377.66	\$	10,000.00	\$	5,000.00
Total Development	\$	6,722.88	\$	31,500.00	\$	15,000.00
Fund Raising Expense	\$	(182.61)				
Marketing						
7310 · Postage, shipping, delivery	\$	15,943.42	\$	14,000.00	\$	16,500.00
7320 · Printing & copying	\$	1,703.59	\$	50.00	\$	1,500.00
7330 · Advertising Expenses	\$	125,445.38	\$	110,000.00	\$	110,000.00
7350 · Program Book Expense	\$	38,595.00	\$	40,000.00	\$	48,000.00
7355 · Marketing Consultant	\$	7,382.24			\$	15,000.00
7409 · Community Outreach	\$	529.98	\$	500.00	\$	500.00
Marketing - Other	\$	478.28	\$	1,000.00	\$	1,000.00
Total Marketing	\$	190,077.89	\$	165,550.00	\$	192,500.00
Occupancy Expenses						
Donated Facilities In-kind	\$	59,583.33	\$	50,000.00	\$	65,000.00
8201 · Janitorial Expense	\$	4,617.95	\$	6,000.00	\$	5,000.00
8215 · Building Maintenance and Repair	\$	37,698.37	\$	20,000.00	\$	10,000.00
8220 · City Utilities	\$	117,333.48	\$	128,000.00	\$	128,000.00
8221 · Utilities	\$	17,894.14	\$	14,400.00	\$	15,000.00
8235 · Insurance Building	\$	10,083.26	\$	11,000.00	\$	11,000.00
Occupancy Expenses - Other	\$	184.03	\$	15,000.00	\$	200.00
Total Occupancy Expenses	\$	247,394.56	\$	244,400.00	\$	234,200.00
Operating Expenses						
7110 · Software Maintenance	\$	64,000.35	\$	63,250.00	\$	65,000.00
7111 · Office Postage - Acctg & Admin	\$	132.55	\$	350.00	\$	250.00
7120 · Box Office Supplies	\$	7,107.99	\$	7,000.00	\$	6,000.00
7120.1 · Box Office Postage	\$	1,128.42	\$	1,800.00	\$	1,500.00
8110 · Supplies	\$	3,127.07	\$	3,000.00	\$	3,000.00
8125 · Backstage Supplies	\$	1,167.96	\$	4,000.00	\$	2,000.00
8130 · Telephone & telecommunications	\$	4,506.37	\$	5,000.00	\$	5,000.00
8135 · Insurance - Auto Insurance	\$	1,413.30	\$	1,696.00	\$	688.13
8136 · Insurance - Commercial Umbrella	\$	2,229.20	\$	2,675.00	\$	3,278.46
8137 · Insurance - Commercial PPolicy	\$	6,254.20	\$	7,505.00	\$	6,674.00
8138 · Insurance - Workers Compensation	\$	5,240.00	\$	6,300.00	\$	3,376.00
8139 · Insurance - Board Liability Ins	\$	818.30	\$	982.00	\$	1,798.00
8145 · Conference, convention, meeting	\$	7,668.07	\$	2,000.00	\$	5,000.00
8155 · Travel	\$	191.77	\$	-	\$	500.00
8156 · Meals & Entertainment	\$	1,675.60	\$	2,500.00	\$	1,500.00
8160 · Equip rental & maintenance	\$	2,658.81	\$	2,500.00	\$	2,000.00
8165 · Dues & Subscriptions	\$	2,565.24	\$	2,100.00	\$	2,600.00
8185 · Royalty Fees	\$	9,907.54	\$	8,000.00	\$	11,500.00
8195 · Licenses	\$	1,160.00	\$	2,000.00	\$	1,200.00
8500 · Misc Expenses						
8556 · Flowers & Gifts	\$	242.21	\$	1,000.00	\$	500.00
8570 · Gift in Kind - Expense	\$	69,250.00	\$	59,000.00	\$	70,000.00
8571 Economic Impact Study	\$	30,000.00				
8590 · Other expenses	\$	1,362.45	\$	3,500.00	\$	1,500.00
8500 · Misc Expenses - Other	\$	1,049.07	\$	165.00	\$	1,200.00
Total 8500 · Misc Expenses	\$	101,903.73	\$	63,665.00	\$	73,200.00
Operating Expenses - Other	\$	8.00				
Total Operating Expenses	\$	224,864.47	\$	186,323.00	\$	196,064.59
Payroll						
Payroll Expenses						
6560 · Payroll Expenses	\$	2,540.59	\$	2,000.00	\$	2,500.00
7240 · Employee Benefits - Insurance	\$	5,071.19	\$	5,000.00	\$	28,800.00
7250 · Payroll taxes	\$	36,122.08	\$	27,000.00	\$	35,000.00
Total Payroll Expenses	\$	43,733.86	\$	34,000.00	\$	66,300.00
Wages & Benefits - Indirect						
Fundraising Salaries In-Kind	\$	20,386.63	\$	23,000.00	\$	22,240.00
S - Fringe Benefits-City Lease	\$	43,321.63	\$	46,000.00	\$	47,260.00
Salary In-Kind	\$	109,714.80	\$	196,500.00	\$	93,500.00
Total Wages & Benefits - Indirect	\$	173,423.06	\$	265,500.00	\$	163,000.00
Wages & Benefits (NOH)						
6110 · Technical Wage Summary						
6109 · Technical - Salary	\$	87,778.54	\$	106,694.00	\$	108,150.00
6111 · Technical - Hourly	\$	19,608.69	\$	20,400.00	\$	21,500.00
Total 6110 · Technical Wage Summary	\$	107,387.23	\$	127,094.00	\$	129,650.00
6110.1 · Salary Supplement	\$	3,900.00			\$	5,200.00
6200 · Facilities/Housekeeping Wage						
6205 · Facilities - Salary	\$	25,058.96	\$	30,600.00	\$	31,500.00

6210 · Facilities - Hourly	\$ 2,841.40	\$ 3,060.00	\$ 1,000.00
Total 6200 · Facilities/Housekeeping Wage	\$ 27,900.36	\$ 33,660.00	\$ 32,500.00
6400 · Admin Wage Summary			
6405 · Admin - Salary	\$ 121,488.94	\$ 152,188.00	\$ 189,000.00
6410 · Admin - Hourly	\$ 24,852.18	\$ 8,670.00	\$ 48,000.00
6411 · Admin Salary Supplement	\$ 52,088.15	\$ 25,000.00	\$ -
Total 6400 · Admin Wage Summary	\$ 198,429.27	\$ 185,858.00	\$ 237,000.00
7100 · Box Office - Wage Summary			
7125 · Box Office - Salary	\$ 29,709.81	\$ 68,103.00	\$ 37,000.00
7130 · Box Office - Hourly	\$ 36,878.11	\$ 30,600.00	\$ 41,500.00
Total 7100 · Box Office - Wage Summary	\$ 66,587.92	\$ 98,703.00	\$ 78,500.00
7210 · Officers & directors salaries	\$ -	\$ 12,479.00	\$ -
7500 · Contract Labor (Temp Help)	\$ 1,937.06	\$ 500.00	\$ 3,000.00
Total Wages & Benefits (NOH)	\$ 406,141.84	\$ 458,294.00	\$ 485,850.00
Total Payroll	\$ 623,298.76	\$ 757,794.00	\$ 715,150.00
Professional Expenses			
7520 · Accounting fees	\$ 22,400.00	\$ 32,200.00	\$ 26,500.00
7530 · Legal Fees	\$ 6,952.50	\$ 2,000.00	\$ 2,000.00
7545 · Greenwood Capital Mgmt Fees	\$ 861.00	\$ 1,500.00	\$ 1,000.00
Total Professional Expenses	\$ 30,213.50	\$ 35,700.00	\$ 29,500.00
Total Expense	\$ 1,322,389.45	\$ 1,421,267.00	\$ 1,382,414.59
Net Ordinary Income	\$ (262,361.43)	\$ 123,383.00	\$ (31,014.59)
Other Income/Expense			
Other Income			
Dividend & Interest Income			
5320 · Dividends & interest-securities	\$ 4,052.47		\$ 5,000.00
Dividend & Interest Income - Other	\$ 6,663.76		\$ 5,000.00
Total Dividend & Interest Income	\$ 10,716.23	\$ -	\$ 10,000.00
Investment Gains & Losses			
6820 · Unrealized Gain(Loss)	\$ 21,112.95		
Total Investment Gains & Losses	\$ 21,112.95	\$ -	\$ -
Oil and Gas Income	\$ 17,704.51	\$ 15,000.00	\$ 23,000.00
Total Other Income	\$ 49,533.69	\$ 15,000.00	\$ 33,000.00
Other Expense			
8200 Capital Expenditures	\$ 35,916.00	\$ -	\$ -
Total Other Expense	\$ 35,916.00	\$ -	\$ -
Net Other Income	\$ 13,617.69	\$ 15,000.00	\$ 33,000.00
NET INCOME	\$ (248,743.74)	\$ 138,383.00	\$ 1,985.41
Lease Receivable	\$ 65,000.00		\$ 65,000.00
Items budgeted FY23 not expended (ED Salary, Overtime, Sound System)		\$ 39,500.00	
ADJUSTED NET INCOME	\$ (183,743.74)	\$ 98,883.00	\$ 66,985.41