

OPERATING BUDGETS OPERA HAMILTON				FY10	FY11	FY12	FY13
				Audited Actual	unaudited	Current Budget	Budget
<b>REVENUE</b>							
<b>Earned revenue</b>							
	Admissions / box office from subscriptions / memberships			\$ 209,193	\$ 212,433	\$ 245,000	\$ 245,000
	Admissions / box office from single ticket sales			\$ 132,832	\$ 101,524	\$ 100,000	\$ 100,000
	Co-production revenue						
	Touring revenue / exhibition rental fees				\$ -		
	Presenting revenue						
	Distribution revenue ( <i>media arts</i> )						
	Donation of Subscriptions						
	Forgiven Payables						
	Forgiven Loans/Major Gift						
	Revenue from associated school (gross)						
	Membership dues or fees (not tax receiptable)						
	Sales and commissions, sold services and broadcasting ( <i>please</i>						
	In-Kind Donations			\$ 21,800	\$ 29,500	\$ 14,000	
	Facilities and equipment rental revenue						
	Other earned revenue ( <i>please specify below</i> )			\$ 20,670	\$ 34,058	\$ 25,000	\$ 25,000
	Box Office Chgs, Advertising, Set, Music Rentals,GST				\$ -		
<b>Total earned revenue</b>				\$ 384,496	\$ 377,515	\$ 384,000	\$ 370,000
<b>Net investment income</b>							
	Trust, endowment and investment revenue						
<b>Total net investment income</b>							
<b>Private sector revenue</b>							
	Individual donations			\$ 149,416	\$ 144,588	\$ 165,000	\$ 165,000
	Corporate donations			\$ 93,300	\$ 103,425	\$ 130,000	\$ 130,000
	Opera Creation Program					\$ -	\$ -
	Bequests				\$ 10,000	\$ 10,000	\$ 10,000
	Foundation grants and donations			\$ 12,500	\$ 11,000	\$ 20,000	\$ 20,000
	Fundraising events			\$ -	\$ 9,342	\$ 25,000	\$ 35,000
	Trillium Foundation Special Grant			\$ 119,267			
	Deferred Revenue Education						
<b>Total private sector revenue</b>				\$ 374,483	\$ 278,355	\$ 350,000	\$ 360,000
<b>Government revenue</b>							
	Canada Cou	Operating ( <i>please specify program below</i> )		\$ 222,700	\$ 190,000	\$ 190,000	\$ 190,000
		Project ( <i>please specify program below</i> )					
	Consultancy, Flying Squad, Supplemental				\$ 2,214		
	Other federal	Dept. of Canadian Heritage		\$ 25,819			
		Other federal ( <i>please specify below</i> )					
	Provincial or territorial	Operating		\$ 112,500	\$ 112,500	\$ 112,500	\$ 112,500
		Project			\$ 26,181	\$ 26,392	\$ 14,300
	Other provincial or	Ministry of Culture					
		Ontario Trillium Foundation		\$ -	\$ -		
		OAC Supplemental Grant			\$ -	\$ -	\$ -
	Commissioning	Tyendinega					
	Municipal	Municipal arts council / board - Operating		\$ 125,685	\$ 126,927	\$ 126,926	\$ 126,926
		Hamilton Community Foundation (BAAHSF)		\$ 20,000	\$ 20,000	\$ 10,000	\$ 10,000
		Other municipal - Operating					
		Auditor In Kind Donation		\$ -	\$ -	\$ -	\$ -
		Marketing In Kind Donation			\$ -		
		Other government ( <i>please specify below</i> )					\$ -
<b>Total government revenue</b>				\$ 506,704	\$ 477,822	\$ 465,818	\$ 453,726
<b>Other revenue</b>							
	Bay Area Stabilization Fund						
	Other - ( <i>please specify below</i> ) - ( <i>maximum 10% of total revenues</i> )					\$ -	\$ -
	Capital Projects Grant					\$ 30,000	\$ 30,000
<b>Total other revenue</b>							
<b>TOTAL REVENUE (A)</b>				\$ 1,265,683	\$ 1,133,692	\$ 1,199,818	\$ 1,183,726

EXPENDITURES	FY10	FY11	FY12	FY13
<b>Artistic expenditures, including exhibition, production, technical, programming and services</b>				
Artistic and Production Costs	\$ 679,693	\$ 668,351	\$ 470,450	\$ 458,366
POPERA	\$ 89,904	\$ 90,201	\$ 85,000	\$ 84,483
School Tour			\$ -	\$ 15,000
Tyendinegea Workshop/Education Project	\$ 15,697	\$ 70	\$ -	\$ -
Production / technical salaries and fees - contract	\$ 29,725	\$ -		
Exhibition / programming / production /				
Touring / circulation expenses				
Professional development programming				
Expenses of associated school (gross)				
Catalogue / documentation / publications				
Collections management				
Education, audience development and outreach				
Advocacy (arts service organizations only)				
Member communications				
<b>Total artistic expenditures</b>	<b>\$ 815,019</b>	<b>\$ 758,622</b>	<b>\$ 555,450</b>	<b>\$ 557,849</b>
<b>Operating expenditures</b>				
Administrative salaries and fees - permanent	\$ 215,688	\$ 285,320	\$ 292,000	\$ 292,000
Administrative salaries and fees - contract	\$ 59,360	\$ 89,894	\$ 38,728	\$ 36,100
Benefits	\$ 17,581	\$ 19,435	\$ 20,000	\$ 20,000
Rent or mortgage	\$ 40,621	\$ 39,913	\$ 42,000	\$ 44,000
Marketing and promotion expenses	\$ 63,376	\$ 79,321	\$ 65,000	\$ 65,000
Marketing and promotion salaries	\$ 10,409			
Fundraising - fundraising events (gross)				
expenses - fundraising salaries	\$ 39,500			
- other fundraising	\$ -	\$ 7,295	\$ 15,000	\$ 15,000
Physical plant / permanent collection storage facilities				
Other operating expenditures (please specify below)				
Telephone, leases, travel, communications, postage	\$ 15,219	\$ 32,573	\$ 15,500	\$ 15,000
Audit fees	\$ 35,283	\$ 32,933	\$ 6,000	\$ 6,000
Insurance	\$ 25,062	\$ 24,660	\$ 24,660	\$ 24,660
Membership / Licenses	\$ 5,056	\$ 1,177	\$ 6,000	\$ 6,000
Credit card charges / bank service charges	\$ 24,596	\$ 14,706	\$ 24,600	\$ 24,600
<b>Total operating expenditures</b>	<b>\$ 551,750</b>	<b>\$ 627,228</b>	<b>\$ 549,488</b>	<b>\$ 548,360</b>
<b>TOTAL EXPENDITURES (B)</b>	<b>\$ 1,366,769</b>	<b>\$ 1,385,850</b>	<b>\$ 1,104,938</b>	<b>\$ 1,106,209</b>
<b>SURPLUS OR (DEFICIT) FOR THE YEAR</b>				
Total revenue (A)	\$ 1,265,683	\$ 1,133,692	\$ 1,199,818	\$ 1,183,726
Total expenditures (B)	\$ 1,366,769	\$ 1,385,850	\$ 1,104,938	\$ 1,106,209
<b>Cash surplus or (deficit) for the year</b>	<b>\$ (101,086)</b>	<b>\$ (252,158)</b>	<b>\$ 94,880</b>	<b>\$ 77,517</b>
Amortization of capital assets (depreciation)				
Amortization of deferred contributions for capital assets				
Other non-cash items affecting surplus or (deficit) (please specify below)				
Scholarship Funds on Balance Sheet				
<b>Surplus or (deficit) before transfers for the year</b>	<b>\$ (101,086)</b>	<b>\$ (252,158)</b>	<b>\$ 94,880</b>	<b>\$ 77,517</b>
Liability Reduction				
<b>SURPLUS OR (DEFICIT) FOR THE YEAR (C)</b>	<b>\$ (101,086)</b>	<b>\$ (252,158)</b>	<b>\$ 94,880</b>	<b>\$ 77,517</b>
<b>ACCUMULATED SURPLUS OR (DEFICIT)</b>				
Accumulated surplus or (deficit), beginning of year	\$ (333,242)	\$ (434,328)	\$ (686,486)	\$ (591,606)
Surplus or (deficit) for the year (C)	\$ (101,086)	\$ (252,158)	\$ 94,880	\$ 77,517
Accumulated surplus or (deficit), end of year	\$ (434,328)	\$ (686,486)	\$ (591,606)	\$ (514,089)