

N E G L I A
B A L L E T A R T I S T S

CE

Upcoming Shows

February 14, 2012

Spring Suites
March 24, 2012

An Evening of
Tchaikovsky
May 25, 2012

Robert Graber
Clerk, Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, NY 14202

Dear Mr. Graber,

Executive
Leadership

Please find enclosed Neglia Ballet Artists' 2012 budget detailing the allocation of funds we have received from Erie County. Please note that we will be changing our fiscal year from the calendar year to correspond with our artistic season of August 1st – July 31st. This year's funding will be used to offset production costs for our shows. Many thanks for your time and the Legislature's gracious gift to Buffalo's Ballet Company, Neglia Ballet Artists.

Sergio Neglia
Artistic Director

Heidi Halt
Executive Director

Best Regards,

Board of Trustees



Heidi Halt
Executive Director

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Anne Moot

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Neglia Ballet Artists
Budget

	2012 Half	2012/13
Ordinary Income/Expense		
Income		
Earned Income		
Ticket Sales	30,000.00	95,000.00
Fundraising Events	2,500.00	12,500.00
Conservatory Tuition		
Conservatory Tuition	29,000.00	80,000.00
Total Conservatory Tuition	29,000.00	80,000.00
Contracted Services	13,500.00	27,000.00
Summer Program Tuition	35,000.00	40,000.00
Merchandise Sales	2,000.00	6,000.00
Other Income		
Uncategorized Income		
Earned Income - Other		
Total Earned Income	112,000.00	260,500.00
Private Contributions		
Individual Donations	70,000.00	90,000.00
Corporate Funding	5,000.00	25,000.00
Foundation Funding	25,000.00	75,000.00
Total Private Contributions	100,000.00	190,000.00
Public Funding		
Government Contributions	10,000.00	15,000.00
Total Public Funding	10,000.00	15,000.00
Total Income	222,000.00	465,500.00
Expense		
Tax	75.00	100.00
Annual Fee		250.00
Personnel Salaries & Fees		
Neglia Teachers	9,000.00	17,000.00
Summer Teachers	9,000.00	9,000.00
Dancer/Actor Fees	0.00	
Technical Staff	3,000.00	20,000.00
Payroll Taxes/Processing	0.00	0.00
Executive Health Insurance		
Payroll Processing	5,000.00	7,000.00
Payroll Taxes	500.00	1,000.00
Salary Expenses	1,500.00	3,000.00
	25,000.00	39,000.00
Total Salary Expenses	32,000.00	50,000.00
Total Executive Director	32,000.00	50,000.00
Artistic Health Insurance		
Payroll Processing	5,000.00	7,000.00
Payroll Taxes	500.00	1,000.00
Salary Expenses - Other	1,500.00	3,000.00
	25,000.00	45,000.00
Total Salary Expenses	32,000.00	56,000.00
Total Artistic Director	32,000.00	56,000.00
Operational Health Insurance		
Payroll Processing		3,500.00
Payroll Taxes	500.00	500.00
Salary Expenses - Other	1,000.00	2,600.00
	19,000.00	32,000.00
Total Salary Expenses	19,000.00	32,000.00

Neglia Ballet Artists
Budget

	20,500.00	38,600.00
Total Operations Manager	20,500.00	38,600.00
Adn Sak Payroll Processing		
Payroll Taxes		
Salary Expenses - Other	0.00	0.00
	0.00	0.00
Total Salary Expenses	0.00	30,000.00
	0.00	30,000.00
Total Administrative Assistant	0.00	30,000.00
Total Personnel Salaries & Fees	105,500.00	220,600.00
Administration & Operations		
Rent	16,000.00	27,000.00
Mailing/Postage (General)	300.00	650.00
Copier	900.00	1,600.00
Insurance	2,500.00	4,000.00
Legal/Accounting	1,500.00	2,000.00
Dues & Association Memberships	300.00	700.00
Finance Charges	1,000.00	2,000.00
Bank Fees	1,650.00	2,600.00
Credit Card Fees	900.00	400.00
Misc.	300.00	700.00
Office Expense	1,600.00	2,500.00
Studio	1,300.00	2,500.00
Telephone	1,378.00	2,200.00
Cellular	200.00	1,800.00
Medical	240.00	0.00
Food	500.00	1,500.00
Total Administration & Operations	30,568.00	52,150.00
Programming		
Dancer Fees	35,000.00	73,000.00
Misc. Production	1,000.00	2,000.00
Facility Rental	5,000.00	13,000.00
Facility Fee	0.00	0.00
Costumes	3,000.00	15,000.00
Pointe Shoes	2,000.00	2,000.00
Sets/Props	3,000.00	14,000.00
Hotel Exp	3,000.00	6,000.00
Travel Expenses	7,000.00	10,000.00
Per Diem	5,000.00	10,000.00
Massage Storage	1,000.00	2,000.00
	5,000.00	10,500.00
Summer Room & Board	0.00	0.00
n2009	0.00	0.00
Total Programming	70,000.00	157,500.00
Fundraising/Marketing/Retail		
Fundraising Events	1,000.00	3,000.00
Paid Advertising	8,000.00	18,000.00
Misc. Marketing	200.00	0.00
Mailing/Postage (Projects)	1,200.00	2,500.00
Printing & Converting	2,500.00	5,000.00
Total Ex Merchandise	1,300.00	3,500.00
Design/Layout/Editing	1,000.00	2,000.00
Net Ordinary Total Fundraising/Marketing/Retail	15,200.00	34,000.00
	221,343.00	464,600.00
Net Income	657.00	900.00