

THE NATIONAL OPERA CENTER AMERICA

DataArts OPERA America Survey
Original prepared by DataArts, then final review by OPERA America

OPERA America Revenue

Main Season - Revenue

This section should reflect the total ticket revenue from main season performances from all sources. Do not include events such as galas, dress rehearsals, etc.

Does your organization present all main season productions in the same venue? (REQUIRED)

- () Yes
() No*

* If a user selects "no" then they are offered the chance to enter data into the "Secondary Venue(s)" parts of all relevant sections below throughout the survey

	Primary Venue	Secondary Venue(s)	Total (calculated)
Full-Subscription [Required]			
Mini/Partial-Subscription [Required] <i>If your mini/partial subscription series includes performances at more than one venue, enter the total revenue from mini/partial subscriptions in the primary venue field only.</i>			
Single Ticket Revenue [Required]			
Group Sales Revenue [Required]			
Total Main Season Revenue (calculated)			

ERROR CHECK: Total Full-Subscription revenue must be equal to or less than Revenue from Full Subscriptions as reported in Earned Revenue

ERROR CHECK: Total Mini/Partial -Subscription revenue must be equal to or less than Revenue from Partial Subscriptions as reported in Earned Revenue

ERROR CHECK: Total Single Ticket revenue must be equal to or less than Single Ticket Sales as reported in Earned Revenue

ERROR CHECK: Total Group Sales Revenue must be equal to or less than Group Ticket Sales as reported in Earned Revenue

Main Season Seats

This section should reflect the total number of tickets sold for main season performances from all sources. Do not include events such as galas, dress rehearsals, etc.

	Primary Venue	Secondary Venue(s)	Total (calculated)
Full-Subscription [Required]			
Mini/Partial Subscription [Required]			
Single Tickets [Required]			
Group Sales [Required]			
Total Seats Sold (calculated)			

	Primary Venue	Secondary Venue(s)	Total (calculated)
Total Seats Available [Required] <i>(This number should reflect the total number of seats that were available for all main season performances, including comped seats. For example, if a production included three performances with 1,000 seats available for each, the total seats would be 3,000.)</i>			
Comped Tickets [Required]			

OPERA America Revenue: Main Season - Individual Subscriptions

This section should reflect the total number of subscriptions sold. For instance, if a household purchased two subscriptions, the number of individual subscriptions should be counted as two.

	Primary Venue	Secondary Venue(s)	Total (calculated)
Full-Subscription [Required]			
Mini/Partial Subscription [Required]			

OPERA America Revenue: Main Season - Households

This number should reflect the total number of subscriptions sold to individuals at a single residence. For instance, if four subscriptions were purchased by a single family, they should be counted as one household subscription.

	Primary Venue	Secondary Venue(s)	Total (calculated)
Full-Subscription [Required]			
Mini/Partial Subscription [Required]			
Single Tickets [Required]			
Group Sales [Required]			
Total Households (calculated)			

OPERA America Revenue: Other Performance Information (Revenue)

Please indicate the revenue associated with the types of performances below

Education: Family/Youth Programming <i>Programs focused around the development and education of family/youth.</i>	<i>Please enter the total revenue associated with this type of performance</i>
Education: Community Programming <i>Programs focused around the development and education of community.</i>	<i>Please enter the total revenue associated with this type of performance</i>
Concerts/Recitals	<i>Please enter the total revenue associated with this type of performance</i>
Dress Rehearsals	<i>Please enter the total revenue associated with this type of performance</i>
Electronic Media	<i>Please enter the total revenue associated with this type of performance</i>
Tours	<i>Please enter the total revenue associated with this type of performance</i>
All Other Performances	<i>Please enter the total revenue associated with this type of performance</i>
Total Performance Revenue (calculated)	

Ticket Prices

	High est.	Low est.
Full Subscription	\$	\$
Mini/Partial Subscription	\$	\$
Single Tickets	\$	\$

ERROR CHECK: High price must be greater than low price.

OPERA America Expenses

OPERA America Expenses: Core Artistic Expenses (Personnel)

	Employee Salaries & Fringe Benefits	Independent Contractors	Professional Fees	Total (calculated)
Performing Artists - Principal Singers	\$	\$	\$	\$
Performing Artists - Chorus	\$	\$	\$	\$
Performing Artists - Resident Artists	\$	\$	\$	\$
Performing Artists - Conductors	\$	\$	\$	\$
Performing Artists - Orchestra Musicians	\$	\$	\$	\$
Performing Artists - Dancers/Actors/Supers	\$	\$	\$	\$
Performing Artists - Other Performing Artists	\$	\$	\$	\$
Other Performing Artists Description	Text			
Performing Artists - Total (calculated)	\$	\$	\$	\$

ERROR CHECK: Performing Artists - Total Employee Salaries & Fringe Benefits must be equal to or less than Artists and Performers - Employee Salaries & Fringe (Performing Artists) as reported in Expenses: Payments to Artists and Performers
 ERROR CHECK: Performing Artists - Total Independent Contractors must be equal to or less than Artists and Performers - Independent Contractor Fees (Performing Artists) as reported in Expenses: Payments to Artists and Performers
 ERROR CHECK: Performing Artists - Total Professional Fees must be equal to or less than Artists and Performers - Professional Fees (Performing Artists) as reported in Expenses: Payments to Artists and Performers

	Employee Salaries & Fringe Benefits	Independent Contractors	Professional Fees	Total (calculated)
Other Personnel - Artistic Administrators <i>Those who oversee artist contracts, schedules, budget, and other artist logistics.</i>	\$	\$	\$	\$
Other Personnel - Stage Directors	\$	\$	\$	\$
Other Personnel - Designers <i>Include set, costumes, wigs, video, audio, etc.</i>	\$	\$	\$	\$
Other Personnel - Choreographers	\$	\$	\$	\$
Other Personnel - Artistic Apprentices	\$	\$	\$	\$
Other Personnel - Other Artistic Personnel	\$	\$	\$	\$
Other Artistic Personnel Description	\$	\$	\$	\$
Other Personnel - Production and Technical Personnel	\$	\$	\$	\$
Other Personnel - Costume and Makeup Personnel	\$	\$	\$	\$
Other Personnel - Production and Technical Apprentices/Interns	\$	\$	\$	\$
Other Personnel - Related to Production/Technical	\$	\$	\$	\$
Other Production and Technical Description	Text			
Other Artistic & Production Personnel - Total (calculated)	\$	\$	\$	\$

	Employee Salaries & Fringe Benefits	Independent Contractors	Professional Fees	Total (calculated)
Administrative Personnel - Development	\$	\$	\$	\$
Administrative Personnel - Marketing and Public Relations	\$	\$	\$	\$
Administrative Personnel - Other Administrative Personnel	\$	\$	\$	\$
Administrative Personnel - Total (calculated)	\$	\$	\$	\$

	Employee Salaries & Fringe Benefits	Independent Contractors	Professional Fees	Total (calculated)
Other Program Personnel - Artists Training	\$	\$	\$	\$
Other Program Personnel - Box Office	\$	\$	\$	\$
Other Program Personnel - Education	\$	\$	\$	\$
Other Program Personnel - Total (calculated)	\$	\$	\$	\$

ERROR CHECK: Total Personnel Expenses - Total Employee Salaries & Fringe Benefits must be equal to or less than Total Employee Salaries + Total Employee Payroll Taxes and Fringe Benefits as reported in CDP Personnel Expenses
 ERROR CHECK: Total Personnel Expenses - Total Independent Contractors must be equal to or less than Independent Contractors as reported in CDP Personnel Expenses
 ERROR CHECK: Total Personnel Expenses - Total Professional Fees must be equal to or less than Professional Fees as reported in CDP Personnel Expenses

	Employee Salaries & Fringe Benefits	Independent Contractors	Professional Fees	Total (calculated)
Total Personnel Expenses	\$	\$	\$	\$

OPERA America Expenses: Core Artistic Expenses (Non-personnel)

Rehearsal Space	\$			
Performance Space	\$			
Technical Materials and Equipment	\$			
Scenery and Props	\$			
Costumes, Wigs, and Makeup	\$			
Costumes, Wigs, and Makeup	\$			
Freight, Hauling, and Shipping	\$			
Music	\$			
Depreciation (Production Only)	\$			
Development (Non-personnel)	\$			
Marketing and Public Relations (Non-personnel)	\$			
Box Office (Non-personnel)	\$			
Education (Non-personnel)	\$			
Other Costs	\$			
Other Costs Description	Text			
Total Core Artistic Non-Personnel Expenses (calculated)	\$			

ERROR CHECK: This must be equal to or less than Total Programmatic Depreciation reported in your CDP Non-Personnel Expenses

ERROR CHECK: Total Core Artistic Non-Personnel Expenses cannot exceed Total Non-Personnel Program Expenses in CDP Expenses

OPERA America Expenses: Other Expenses

	Personnel	Non-Personnel	Total (calculated)
Artists Training	\$	\$	\$
Development	\$	\$	\$
Marketing and Public Relations	\$	\$	\$
Box Office	\$	\$	\$
Education	\$	\$	\$
Other Administrative Personnel	\$	\$	\$
Total (calculated)	\$	\$	\$

OPERA America Contributor Details

Foundation Giving Details (Number of Contributors)

Please provide additional details about Foundation revenue contributed to your organization.

Family Foundations related to current Board Members	n.
Family Foundations NOT related to current Board Members)	n.
All Other Foundation Types	n.
Total Foundation Contributors (calculated)	n.

ERROR CHECK: Total Foundation Contributors must equal Total Foundation Contributors as reported in "People and Places"

OPERA America Performance & Attendance

Main Season Productions

In this section, please enter information for fully staged productions only. You will have the opportunity to enter information about dress rehearsals, workshops, and other events in a later section.

	Primary Venue	Secondary Venue(s)	Total (calculated)
Distinct Productions [Required]			
Performances [Required]			

ERROR CHECK: Total Distinct Productions must be equal to or less than number of Productions as reported in Program Activity - Performances.

ERROR CHECK: Total Performances must be equal to or less than number of Total Performances as reported in Program Activity - Performances.

List the titles of your main season productions, separated by commas [Required]

text input

OPERA America Revenue: Other Performance Information (Attendance & Events)

Please indicate the number of paid and free attendees to each of the types of performances below

	Paid Attendance	Free Attendance	Total (calculated)
Education: Family/Youth Programming <i>Programs focused around the development and education of family/youth.</i>	n.	n.	n.
Education: Community Programming <i>Programs focused around the development and education of community.</i>	n.	n.	n.
Concerts/Recitals	n.	n.	n.
Dress Rehearsals	n.	n.	n.
Electronic Media	n.	n.	n.
Tours	n.	n.	n.
All Other Performances	n.	n.	n.
Total Attendance (calculated)	n.	n.	n.

ERROR CHECK: Total Attendance Paid/Free cannot exceed total Paid/Free attendance as reported in CDP Program Activity

	Distinct Productions est.	Performances est.	Total (calculated)
Education: Family/Youth Programming <i>Programs focused around the development and education of family/youth.</i>	n.	n.	n.
Education: Community Programming <i>Programs focused around the development and education of community.</i>	n.	n.	n.
Concerts/Recitals	n.	n.	n.
Electronic Media	n.	n.	n.
Tours	n.	n.	n.
All Other Performances	n.	n.	n.
Total Events (calculated)	n.	n.	n.

ERROR CHECK: TotalEvents Distinct/Performances cannot exceed total Distinct Productions/Performances as reported in CDP Program Activity