



CAMPAIGN COMMITTEE MEETING AGENDA

December 4, 2023 | Collaborate DSM

11 am – 12pm

Zoom option: <https://us02web.zoom.us/j/87161802121>

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|--|--------------|
| 1. Welcome | Connie Wimer |
| 2. Campaign Status | Connie Wimer |
| a. Gifts Confirmed | |
| b. Pending gifts | |
| 3. Donor Prospects Updates | All |
| 4. BDM Financial Overview | Blaire Massa |
| 5. Campaign Timeline | Connie Wimer |
| 6. Next Meeting: Monday, January 8, 2024 | Connie Wimer |



CAMPAIGN COMMITTEE MEETING

Amount raised: \$967,000 / 38%

GIFT AMOUNT	# NEEDED	# RECEIVED
\$500,000	1	1
\$250,000	2	
\$100,000	4	2
\$50,000	8	1
\$25,000	12	4
\$10,000	15	3
\$5,000	25	3
Less than \$5,000		3

New Gifts:

- Polk County
- Kathleen deLaski
- Joany & Mic Jurgens
- Joey Patino

Pending:

- Virginia & Nix Lauridsen
- Dr. Doug Dorner & Carole Villeneuve



ballet

DES MOINES

CAMPAIGN COMMITTEE MEETING

ASSIGNMENTS

Alissa

- Doug Dorner & Carole Villeneuve
- Sheri Avis Horner
- Virginia & Craig Petermeier
- Deb Pulver

Blaire

- Principal
- EMC
- Destination Iowa

Connie

- Kemin
- Meredith Foundation
- Linda & Tom Koehn
- Krause Group
- Bill & Kathy Fehrman
- Kathryn Kunert/MidAmerican (follow-up)

Jeff

- Pam & Harry Bookey
- Dr. Deming
- Virginia & Nix Lauridsen
- Linda & Tom Koehn (follow-up)

Joyce

- MidAmerican
- Ruan Family Foundation
- Judy Blank

Kirk

- Atlantic Bottling
- Mollie & Britt Baker
- Brian & Mary Lohse
- Deb & George Milligan
- West Bank
- Rich & Kim Willis
- Kyrie & Tom Wong

Tom

- Pam & Rene Stephens

Ballet Des Moines			Actual	Actual	Actual	Actual	Actual	APPROVED
			2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	FY24
<i>Income</i>			"normal"	3 years ago	2 years ago	1 year ago	Last Year	
3000 · Contributions								
	3010 · Individual Contributions		88,361.48	107,194.55	135,036.49	123,320.23	103,746.81	130,000.00
	3021 · Corporate Contributions		63,750.00	47,000.00	43,000.00	129,000.00	177,000.00	185,000.00
	3030 · Grants & Foundations		140,300.00	106,000.00	176,500.00	140,500.00	230,450.00	170,000.00
	3050 · Restricted/Relief Funding		0.00	27,200.00	153,747.28	125,390.80	0.00	0.00
Total 3000 · Contributions			292,411.48	287,394.55	508,283.77	518,211.03	511,196.81	485,000.00
	3100 · Fundraising/Event Income		16,475.00	62,367.49	66,314.04	61,477.75	128,766.90	85,000.00
	3200 · Boutique Sales Income		44,298.44	30,547.96	52.25	13,427.99	11,104.94	21,000.00
3300 · Earned Income								
	3310 · Ticket Sales		278,699.80	192,223.90		249,994.40	271,994.00	485,000.00
	3314 · Edu Perf Revenue		5,091.00	4,858.00		1,280.00	910.00	-
	3322 · NC Participation Fee		35,440.00	37,335.00		14,184.59	16,029.90	23,500.00
	3323 · Nut DVD		4,675.00	5,180.00			-	-
	3340 · Touring Income		17,894.50	21,490.00		27,500.00	90,350.00	40,000.00
	3360 · Trainee Fees Income		950.00	1,300.00		1,500.00	11,300.00	18,000.00
	3370 · Other/Dance Programs		415.00	125.00		-	11,115.00	-
Total 3300 · Earned Income			343,165.30	262,511.90	0.00	294,458.99	401,698.90	566,500.00
	3500 · Miscellaneous & Interest Income		7,822.63	6,216.60	8,096.72	-5,808.77	4,665.68	1,500.00
GROSS INCOME			704,172.85	649,038.50	582,746.78	881,766.99	1,057,433.23	1,159,000.00
<i>Expenses</i>								
4000 · Occupancy Costs								
	4011 · Studio Rent/CAM		43,800.00	43,800.00	22,200.00	46,200.00	46,200.00	81,500.00
	4013 · Studio Repair and Upkeep		3,097.78	3,513.28	1,733.94	5,508.66	6,248.49	5,500.00
	4015 · Studio Utilities		6,102.96	4,660.76	4,815.31	6,867.14	5,749.10	10,000.00
Total 4000 · Total Occupancy Costs			53,000.74	51,974.04	28,749.25	58,575.80	58,197.59	97,000.00
	4100 · Office/Admin Expenses		63,377.75	41,707.66	23,583.98	32,759.76	39,733.84	27,350.00
	4200 · Payroll Expenses		62,147.25	117,666.97	156,358.27	192,946.38	208,555.04	218,340.00
	4500 · Fundraising/Event Expenses		7,673.53	31,815.85	16,092.00	39,346.98	59,245.97	55,000.00
	4600 · Boutique Expenses		24,143.67	21,492.75	0.00	6,801.07	4,256.78	10,000.00
	4700 · Marketing Expenses		44,457.61	33,332.40	24,393.73	58,443.62	64,269.26	62,000.00
Total 4000 · Operational Expenses			254,800.55	297,989.67	249,177.23	388,873.61	434,258.48	469,690.00
5000 · Programs/Performances								
5100 · Artistic Staff and Contracted Artist								
	5110 · Education Staff Payroll		0.00	0.00	0.00	30,081.20	30,500.10	30,900.00
	5120 · Artistic Staff Payroll		77,391.79	80,133.62	69,211.67	114,915.32	124,444.56	162,904.00
	5130 · Performers Payroll Expenses		96,288.11	81,954.32	41,560.50	137,499.03	154,932.61	217,290.00
	5140 · Outside Contracted Labor		5,945.29	6,639.67	3,939.03	20,288.79	43,474.86	12,000.00
Total 5100 · Artistic Staff and Contracted Artist			179,625.19	168,727.61	114,711.20	302,784.34	353,352.13	423,094.00
6000 · Production/Performance Cost								
	6003 - Storage Warehouse Rental		1,350.00	5,400.00	5,400.00	5,400.00	5,400.00	5,400.00
	6004 - Floor-Marley/Gaff Tape Expense		23,802.91	0.00	15,113.87	4,622.60	1,106.85	-
	6007 · Program Event/Outreach Expense		370.00	500.00	0.00	535.15	1,536.96	-
	6010 · Scenery/Sets/Props Construction		4,074.87	208.32	945.00	6,283.13	1,401.18	5,000.00
	6015 · Scenery Backdrop Rental		7,572.37	1,961.02	1,014.00	5,490.04	7,412.95	7,500.00
	6050 · Music, Composition, Rights		4,500.00	2,950.00	5,700.00	29,484.98	1,300.00	8,500.00
	6060 · Costume Expenses		5,819.52	5,173.77	3,661.99	18,615.54	9,045.28	14,500.00
	6062 · Shoes		3,184.83	4,202.82	1,583.40	10,206.21	10,114.22	5,000.00
	6070 · Lighting Expenses		2,150.00	1,650.00	0.00	18,464.29	13,445.68	4,500.00
	6072 · Lighting Designer		24,989.50	22,982.90	14,038.89	36,643.94	42,480.85	34,500.00
	6080 · Equipment Rental		0.00	5,367.70	5,586.54	21,974.42	13,129.27	3,000.00
	6095 · Miscellaneous		1,156.89	2,157.41	782.39	5,981.79	2,491.77	3,400.00
Total 6000 · Production Costs			78,970.89	52,553.94	53,826.08	163,702.09	108,865.01	91,300.00

	6100 · Theater Expenses						
	6105 · Rental of Theater	31,625.00	14,000.00	0.00	42,720.00	25,250.00	31,450.00
	6110 · Box Office Expenses	8,443.99	4,467.92	0.00	5,881.06	5,664.16	7,250.00
	6115 · Front of House Expenses	11,061.64	6,009.50	0.00	8,487.60	11,633.75	15,150.00
	6120 · Production Expense (Theater)	1,198.13	2,168.75	0.00	1,270.00	-	-
	6122 · Stagehands	26,512.00	7,623.75	0.00	61,461.29	32,859.63	19,000.00
	6123 · Technical Director (Theater)	5,580.00	4,907.50	0.00	4,944.00	6,920.00	9,600.00
	6125 · Equipment Charges (Theater)	11,643.57	6,135.00	0.00	8,963.50	6,870.00	15,900.00
	6130 · Catering	672.25	20.00	0.00	270.00	-	700.00
	6140 · Utilities	950.00	950.00	0.00	955.00	950.00	1,000.00
	Total 6100 · Theater Expenses	97,686.58	46,282.42	0.00	134,952.45	90,147.54	100,050.00
	Total 5000 · Programs/Performances	387,762.66	294,020.22	218,713.29	702,654.88	622,178.97	642,944.00
TOTAL EXPENSES		642,563.21	592,009.89	467,890.52	1,091,528.49	1,056,437.45	1,112,634.00
NET INCOME		61,609.64	57,028.61	114,856.26	-209,761.50	995.78	46,366.00
	Previous Year Funds			57,028.61	171,884.87		
	Actual Net			171,884.87	-37,876.63		
	Cash Carryover						
	Assets	As of 06/30/19	As of 06/30/20	As of 06/30/21	As of 06/30/22	As of 06/30/23	As of 10/31/24
	Actual Cash	\$187,640.89	\$261,193.58	\$328,039.59	\$120,312.42	\$107,972.24	\$55,720.01
	Campaign Funds	0	0	0	0	0	\$211,000.00
	Endowment	\$29,857.62	\$29,124.16	\$36,965.88	\$49,001.90	\$51,771.96	\$51,771.96
	Acct. Receivable	\$16,500.00	\$700.00	\$45,306.00	\$70,000.00	\$81,300.00	\$46,521.93
	Fixed Assets	\$17,987.05	\$12,248.91	\$8,699.25	\$5,149.59	\$5,149.59	\$5,149.59
		\$251,985.56	\$303,266.65	\$419,010.72	\$244,463.91	\$246,193.79	\$370,163.49