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NEW ORLEANS OPERA ASSOCIATION
REPORT ON AUDIT OF FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 1998 AND 1997

Under provisions of state law, this report is a public document. A copy of the report has been submitted to the audited, or reviewed, entity and other appropriate public officials. The report is available for public inspection at the Baton Rouge office of the Legislative Auditor and, where appropriate, at the office of the parish clerk of court.

Release Date Feb 2 1999

NEW ORLEANS OPERA ASSOCIATION

JUNE 30, 1998 AND 1997

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INDEPENDENT AUDITOR'S REPORT

To the President and Board of Directors
New Orleans Opera Association
New Orleans, Louisiana

We have audited the accompanying statements of financial position of the New Orleans Opera Association (a non-profit organization) as of June 30, 1998 and June 30, 1997, and the related statements of activities, and cash flows for the years then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As more fully described in Note B to the financial statements, through June 30, 1997, the Association recognized contribution and grant revenues when these amounts were received. Certain promises to contribute funds to the association were therefore not recognized in the accompanying financial statements. In our opinion, generally accepted accounting principles require that income from contributions and grants be recognized when the promise is made. If the promises to give and deferred contributions had been recognized when the promises were made, net assets as of June 30, 1997 would have been increased by approximately \$50,000. Also, since the promises had been made in prior years, unrestricted public support would have been decreased by \$50,000 for 1997. In addition to revenue recognition issues and as further discussed in Note L, we were unable to satisfy ourselves concerning the basis at which certain real estate is recorded in the financial statements.

In our opinion, except for the effects of accounting for certain unconditional promises to give and deferred contributions and the effects if any as might have been required had we been able to determine the basis of certain real estate as discussed in the previous paragraphs and in Note B and Note L to the financial statements, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of the New Orleans Opera Association as of June 30, 1998 and 1997, and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

Bain, Freibaum, Sagona & Co.

Certified Public Accountants
October 5, 1998

NEW ORLEANS OPERA ASSOCIATION
STATEMENTS OF FINANCIAL POSITION

JUNE 30, 1998 AND 1997

	<u>1998</u>	<u>1997</u>
<u>ASSETS</u>		
Cash and cash equivalents	\$ 980,316	\$ 902,817
Accounts receivable	133,208	6,251
Prepaid expenses	15,223	30,083
Property and equipment, net of accumulated depreciation	644,059	625,672
Deposits	<u>6,012</u>	<u>1,012</u>
 TOTAL ASSETS	 <u>\$1,778,818</u>	 <u>\$1,565,835</u>
 <u>LIABILITIES AND NET ASSETS</u>		
LIABILITIES:		
Notes payable	\$ 19,000	\$ 29,250
Accounts payable and accrued expenses	116,410	27,018
Deferred income	<u>626,460</u>	<u>587,523</u>
 TOTAL LIABILITIES	 <u>761,870</u>	 <u>643,791</u>
 COMMITMENTS		
NET ASSETS:		
Unrestricted	660,844	777,912
Temporarily restricted	<u>356,104</u>	<u>144,132</u>
 TOTAL NET ASSETS	 <u>1,016,948</u>	 <u>922,044</u>
 TOTAL LIABILITIES AND NET ASSETS	 <u>\$1,778,818</u>	 <u>\$1,565,835</u>

See notes to financial statements

NEW ORLEANS OPERA ASSOCIATION

STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 1998 AND 1997

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>1998 Total</u>	<u>1997 Total</u>
REVENUES AND SUPPORT:				
Revenues:				
Season subscriptions	\$ 636,199	\$ -	\$ 636,199	\$ 547,175
Box office sales	130,453	-	130,453	113,077
MetroPelican and student matinee sales	23,902	-	23,902	12,472
Scenery rental, net of load costs	189,046	-	189,046	193,616
Interest earned	17,929	-	17,929	19,278
Miscellaneous income	40	-	40	4,460
TOTAL REVENUES	<u>997,569</u>	<u>-</u>	<u>997,569</u>	<u>890,078</u>
Support:				
Campaign Fund	630,921	-	630,921	484,281
State of Louisiana Grants	14,450	-	14,450	15,625
National Endowment for the Arts Grant	-	-	-	4,000
Arts Council of New Orleans Grant	18,375	-	18,375	27,500
Support for cost of conductor fees	-	-	-	50,000
Support for set construction	-	21,887	21,887	50,000
Support for land - rehearsal hall	-	304,848	304,848	-
Committee revenues:				
Opera Ball	236,179	-	236,179	159,848
Women's Guild	153,315	-	153,315	178,282
Junior Committee	43,576	-	43,576	46,242
Men's Club	49,829	-	49,829	37,039
TOTAL SUPPORT	<u>1,146,645</u>	<u>326,735</u>	<u>1,473,380</u>	<u>1,052,817</u>
Net assets released from restrictions	<u>114,763</u>	<u>(114,763)</u>	<u>-</u>	<u>-</u>
TOTAL REVENUES AND SUPPORT	<u>\$2,258,977</u>	<u>\$ 211,972</u>	<u>\$2,470,949</u>	<u>\$1,942,895</u>

(Continued)

See notes to financial statements

NEW ORLEANS OPERA ASSOCIATION

STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>1998 Total</u>	<u>1997 Total</u>
EXPENSES:				
Opera costs	\$1,386,594	\$ -	\$1,386,594	\$1,159,096
MetroPelican and student matinee	31,935	-	31,935	12,271
Studio salaries and expenses	166,304	-	166,304	176,413
Depreciation	100,499	-	100,499	91,609
General and administrative	413,972	-	413,972	321,635
Fund raising activities	48,220	-	48,220	62,072
Committee expenses:				
Opera Ball	136,827	-	136,827	47,079
Women's Guild	64,238	-	64,238	148,505
Junior Committee	5,965	-	5,965	9,622
Men's Club	<u>21,491</u>	<u>-</u>	<u>21,491</u>	<u>19,962</u>
TOTAL EXPENSES	<u>2,376,045</u>	<u>-</u>	<u>2,376,045</u>	<u>2,048,264</u>
INCREASE (DECREASE) IN NET ASSETS	(117,068)	211,972	94,904	(105,369)
NET ASSETS AT BEGINNING OF YEAR	<u>777,912</u>	<u>144,132</u>	<u>922,044</u>	<u>1,027,413</u>
NET ASSETS AT END OF YEAR	<u>\$ 660,844</u>	<u>\$356,104</u>	<u>\$1,016,948</u>	<u>\$ 922,044</u>

See notes to financial statements

NEW ORLEANS OPERA ASSOCIATION

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 1998 AND 1997

	<u>1998</u>	<u>1997</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Increase (Decrease) in Net Assets	\$ 94,904	\$ (105,369)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by operations:		
Depreciation	100,499	91,609
Change in operating assets and liabilities:		
New Orleans Opera Club, Annuity	-	27,985
Accounts receivable	(126,957)	341
Prepaid expenses	14,860	28,111
Deposits	(5,000)	-
Accounts payable and accrued expenses	89,392	(52,634)
Deferred income	<u>38,937</u>	<u>77,101</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>206,635</u>	<u>67,144</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	<u>(118,886)</u>	<u>(55,186)</u>
NET CASH USED BY INVESTING ACTIVITIES	<u>(118,886)</u>	<u>(55,186)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Principal payments on notes payable	<u>(10,250)</u>	<u>-</u>
NET CASH USED BY FINANCING ACTIVITIES	<u>(10,250)</u>	<u>-</u>
NET INCREASE IN CASH AND CERTIFICATES OF DEPOSIT	77,499	11,958
CASH AND CASH EQUIVALENTS - BEGINNING	<u>902,817</u>	<u>890,859</u>
CASH AND CASH EQUIVALENTS - ENDING	<u>\$ 980,316</u>	<u>\$ 902,817</u>

See notes to financial statements

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

A. NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Association was chartered in 1943 to own, control, engage, employ, manage and direct a company of artists to give performances in order to encourage and foster the love, study and performance of music and dancing and to do any and all things to promote and develop New Orleans as a recognized music, dancing, dramatic and Opera center.

In carrying out its charter, the Association provides the Community with four operas of two performances each during the Opera season (generally October through March). Additionally, in conjunction with various grants and other sponsors, student performances are held each year both at the Theater of Performing Arts and the schools themselves. In order to support the services provided, the Association seeks contributions from the community as well as from ticket sales of Opera performances. The Association also maintains a scenic studio for the building and maintenance of Opera sets for its own use and as rentals to other Opera companies.

Standing Committees

In order to facilitate the Association's objectives, standing committees were formed which operate under the Association's Charter to promote and provide additional resources for the Association. These committees are legally a part of the Association, operate under the Association's Charter and are subject to control by the Association's management. Accordingly, the accompanying financial statements include the accounts of the Women's Guild, the Junior Committee of the Women's Guild and the Men's Opera Club.

Revenue Recognition

Donated materials and equipment are recorded as contributions at their estimated values at date of receipt. Donated services have not been reflected in the financial statements since no objective basis is available to measure the value of such services. Nevertheless, a substantial number of volunteers donate significant amounts of their time in the Association's program and supporting services.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

A. NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES -
(Continued)

Property and Equipment

Property and equipment are valued at cost less accumulated depreciation. Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Depreciation is computed utilizing the straight-line method over the assets' estimated useful lives (3 to 20 years). Expenditures for maintenance, repairs and minor renewals are charged against earnings as incurred. Major expenditures for renewals and betterments are capitalized.

Income Taxes

The New Orleans Opera Association, a non-profit organization operating under section 501(c)(3) of the Internal Revenue Code, is generally exempt from federal and state income taxes and accordingly, no provision for income taxes is included in the financial statements.

Advertising

The Association follows the policy of charging the costs of advertising to expense as incurred. Advertising expense was \$4,632 and \$8,256 for the years ended June 30, 1998 and 1997.

Cash Equivalents

For purposes of the statements of cash flows, the Association considers all highly liquid debt instruments, including the certificates of deposit, to be cash equivalents.

Restatement and Reclassification

Certain amounts in the 1997 financial statements have been reclassified to conform with 1998 financial statement presentation.

B. DEPARTURES FROM GENERALLY ACCEPTED ACCOUNTING PRINCIPLES

Through June 30, 1997, the Association recognized contributions and grants as income when received. SFAS No. 116 requires that unconditional promises to give be recognized as a receivable and as support in the period in which the promise is received. If these promises had been recognized in accordance with generally accepted accounting principles, net assets as of June 30, 1997, would have been increased by approximately \$50,000. Also income from public support would have been decreased by approximately \$50,000 for 1997.

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

B. DEPARTURES FROM GENERALLY ACCEPTED ACCOUNTING PRINCIPLES - (Continued)

As more fully discussed in Note C, the Association occupies office space for which it does not pay fair rental value. Under generally accepted accounting principles the fair rental value should be reported as contributed support and as an expense for the period in which premises are used. The fair rental value has not been determined and is not reported in the accompanying financial statements.

C. CONTRIBUTED FACILITIES

The Association occupies certain premises for a nominal annual rental charge. In addition, certain improvements were made to the space in excess of the allowance granted by the landlord. These additional costs were expended by the landlord in the summer of 1996, but have not yet been billed to the Association. Management believes the landlord may donate these additional improvements to the Association. Therefore, the estimated fair rental has not been determined and the contribution of the use of the facilities has not been reported as support and expense in the accompanying financial statements nor has any liability been recognized by the Association for the additional improvements that is expected to be absorbed by the landlord.

D. RESTRICTIONS ON NET ASSETS

During 1997, the Association received a \$50,000 donation in which the donor stipulated that the funds be used to underwrite the cost of conductor fees. This restriction is considered to expire with the payment of conductors fees included in the direct cost of operas. Conductor fees amounted to \$26,811 in 1998.

During 1998 and 1997, the Association received donations of \$21,887 and \$50,000, respectively, to fund the construction of a certain opera set. The Association intends to use the funds for this purpose and the restriction will expire when such construction is completed. During 1998, \$87,952 was expended to complete this set.

During 1998, the Association received a \$100,000 donation and a \$204,848 donation to purchase a certain piece of land for the further construction of a rehearsal hall. The Association intends to use the funds for this purpose and the restriction will be considered to expire when such construction is completed. During 1998, no monies were expended for the purchase of the land.

Temporarily restricted net assets are available for the following purposes:

	<u>1998</u>	<u>1997</u>
Payment of conductors fees	\$ 51,256	\$ 78,067
Construction of opera set	-	66,065
Purchase of land for rehearsal hall	<u>304,848</u>	<u>-</u>
	<u>\$356,104</u>	<u>\$144,132</u>

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

E. CASH AND CASH EQUIVALENTS

At June 30, 1998 and 1997, the Association's cash and cash equivalents are as follows:

	<u>1998</u>	<u>1997</u>
Cash	\$941,316	\$863,817
Certificate of Deposit	<u>39,000</u>	<u>39,000</u>
	<u>\$980,316</u>	<u>\$902,817</u>

F. PREPAID EXPENSES

Prepaid expenses consist of the following:

	<u>1998</u>	<u>1997</u>
Prepaid opera costs	\$ 6,223	\$ 3,119
Prepaid insurance	-	18,530
Other	<u>9,000</u>	<u>8,434</u>
	<u>\$15,223</u>	<u>\$30,083</u>

G. PROPERTY AND EQUIPMENT

A summary of property and equipment at June 30, 1998 is as follows:

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Book Value</u>	<u>Estimated Useful Life</u>
Land	\$ 166,690	\$ -	\$166,690	N/A
Building	638,751	466,982	171,769	20 Years
Furniture and fixtures	97,959	74,639	23,320	5-20 Years
Production equipment	42,179	34,780	7,399	3-20 Years
Scenery	959,498	710,829	248,669	4-10 Years
Studio equipment	63,225	56,099	7,126	5-10 Years
Automobiles and trucks	55,705	41,906	13,799	3-10 Years
Leasehold improvements	<u>5,505</u>	<u>218</u>	<u>5,287</u>	20 Years
TOTAL	<u>\$2,029,512</u>	<u>\$1,385,453</u>	<u>\$644,059</u>	

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

G. PROPERTY AND EQUIPMENT - (Continued)

A summary of property and equipment at June 30, 1997 is as follows:

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Book Value</u>	<u>Estimated Useful Life</u>
Land	\$ 166,690	\$ -	\$166,690	N/A
Building	638,751	439,999	198,752	20 Years
Furniture and fixtures	97,959	63,372	34,587	5-20 Years
Production equipment	42,179	31,386	10,793	3-20 Years
Scenery	836,225	656,788	179,437	4-10 Years
Studio equipment	63,225	53,102	10,123	5-10 Years
Automobiles and trucks	55,705	40,231	15,474	3-10 Years
Leasehold improvements	5,505	77	5,428	20 Years
Scenery construction in progress	33,825	-	33,825	N/A
Reserve for flood damage	<u>(29,437)</u>	<u>-</u>	<u>(29,437)</u>	N/A
TOTAL	<u>\$1,910,627</u>	<u>\$1,284,955</u>	<u>\$625,672</u>	

H. NOTES PAYABLE

Notes payable consist of the following at June 30, 1998:

	<u>1998</u>	<u>1997</u>
Note payable to Wisner Foundation, secured by future rentals of FIGARO scenery, non-interest bearing	\$ -	\$ 2,750
Note payable to Wisner Foundation, secured by future rentals of FLYING DUTCHMAN scenery, non-interest bearing	<u>19,000</u>	<u>26,500</u>
	<u>\$19,000</u>	<u>\$29,250</u>

I. DEFERRED INCOME

Deferred income consists primarily of the ticket sales for the upcoming opera season and advance deposits on future scenery rentals.

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

J. COMMITMENTS

The Association, in connection with its long-term planning for future seasons, has obtained contracts with various artists for the next two seasons. The contracts are non-cancelable and are fixed as to the artists compensation. Most contracts also provide for round-trip airfare for the artists. At June 30, 1998, future obligations under these contracts are as follows:

Year Ended <u>June 30,</u>	
1999	\$222,100
2000	<u>232,500</u>
TOTAL	<u>\$454,600</u>

The above amounts do not reflect the cost of round-trip airfares for the artists since no objective determination of the cost can be made on a prospective basis. Airfare costs incurred for the year ended June 30, 1998 were approximately \$28,000.

K. CONTINGENCIES

Grants and bequests require the fulfillment of certain conditions as set forth in the instrument of grant. Failure to fulfill these conditions could result in the return of the funds to grantors. Although this is a possibility, the Board deems the contingency remote, since by accepting the gifts and their terms, it has accommodated the objectives of the organization to the provisions of the gifts.

L. THE GUILD HOUSE

The Women's Guild of the New Orleans Opera Association recognizes revenue from the rental of a certain house located in New Orleans. The Women's Guild also uses this facility for various other functions.

This house along with the land and contents were donated in 1966 and recognized in the financial statements with an estimated original basis of \$150,000 less accumulated depreciation of \$120,000 resulting in a net book value of \$30,000. The original basis of this real estate and contents should be equal to their fair value at time of donation. No appraisals or other information is available to confirm this estimated value.

(Continued)

NEW ORLEANS OPERA ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 1998 AND 1997

(Continued)

M. CONCENTRATION OF CREDIT RISK

The Association maintains its cash in secured deposit accounts at various banks located in New Orleans, Louisiana and in a money market deposit account with a national securities broker. Accounts at the institutions are insured by the Federal Deposit Insurance Corporation and the Securities Investors Corporation, respectively, up to \$100,000. The uninsured balance is approximately \$17,900 at June 30, 1998.

N. LITIGATION

In 1998 the Association entered into an employment contract with an individual to serve as its General Director. The term of the contract was for five years with an annual salary of \$72,000. Subsequently, the Association and this individual severed their relationship.

The individual has filed suit alleging breach of his employment contract and has made a demand upon the Association for payment of \$220,000. The Association believes the suit is without merit based on its position that the individual violated his employment contract and was terminated for just cause under the terms of that contract.

Attorneys for the Association have advised there is insufficient information at this time to evaluate the likelihood of an unfavorable outcome of this matter. Accordingly, no provision for loss has been provided in the accompanying financial statements.

Bain, Freibaum, Sagona & Co., L.L.P.
Certified Public Accountants and Consultants

MEMBER

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NEW ORLEANS OPERA ASSOCIATION

AUDITOR'S REPORT ON ADDITIONAL INFORMATION

Our examination was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The following information on pages 14 through 17 is presented for purposes of additional analysis and is not a required part of the basic financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and in our opinion are fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Bain, Freibaum, Sagona & Co.

Certified Public Accountants
October 5, 1998

NEW ORLEANS OPERA ASSOCIATION
STATEMENT OF TICKET SALES AND COST OF OPERAS
FOR THE YEAR ENDED JUNE 30, 1998

	Average per Opera	Total	II Trovatore	The Majie Flute	Lakme'	La Traviata
TICKET SALES:						
Season subscriptions	\$ 159,050	\$ 636,199	\$ 159,050	\$ 159,050	\$ 159,050	\$ 159,049
Box office sales	32,613	130,453	20,845	34,932	28,039	16,637
TOTAL TICKET SALES	<u>191,663</u>	<u>766,652</u>	<u>179,895</u>	<u>193,982</u>	<u>187,089</u>	<u>205,686</u>
COST OF OPERAS:						
Advertising & publicity	1,158	4,632	1,011	1,207	1,207	1,207
Artists	49,330	197,319	52,415	61,538	36,550	46,816
Ballet	800	3,200	-	-	-	3,200
Chorus	29,860	119,438	31,833	17,285	36,633	33,687
Conductor	6,703	26,811	8,500	6,000	7,000	5,311
Costumes	23,185	92,738	20,462	19,266	29,675	23,335
Insurance	8,988	35,952	8,988	8,988	8,988	8,988
Lighting	8,194	32,777	8,420	15,320	5,022	4,015
Make-up	3,126	12,502	3,333	2,600	2,600	3,969
Musical instrument rental	18	71	-	71	-	-
Musical rental and arrangements	773	3,091	212	2,200	62	617
Orchestra	46,343	185,372	46,000	46,000	47,372	46,000
Photography	362	1,448	-	171	1,256	21
Props	1,244	4,977	1,033	565	1,158	2,221
Rehearsal accompanist	1,098	4,390	1,750	-	240	2,400
Salaries - administrative	10,500	42,000	10,500	10,500	10,500	10,500
Scenery	10,263	41,050	2,658	27,730	5,284	5,378
Stage directors	12,600	50,400	12,500	12,800	12,300	12,800
Stage managers and assistants	4,615	18,460	4,600	4,650	4,150	5,060
Stagehands	67,833	271,331	54,669	83,606	77,775	55,281
Supernumeraries	1,653	6,610	2,260	1,145	2,105	1,100
Supertitles	1,247	4,989	556	1,731	852	1,850
Theater & rehearsal hall rent	18,314	73,254	18,028	18,268	18,483	18,475
Transportation of artists	7,112	28,447	6,390	9,610	6,272	6,175
Wardrobe	12,727	50,907	15,723	8,965	12,734	13,485
Watchmen & doormen	4,293	17,170	7,410	820	4,110	4,830
Other	14,315	57,258	15,462	16,507	14,531	10,758
TOTAL COST OF OPERAS	<u>346,654</u>	<u>1,386,594</u>	<u>334,713</u>	<u>377,543</u>	<u>346,859</u>	<u>327,479</u>
COST OF OPERAS IN EXCESS OF TICKET SALES	(154,991)	(619,942)	(154,818)	(183,561)	(159,770)	(121,793)
GENERAL AND ADMINISTRATIVE EXPENSES	<u>(103,493)</u>	<u>(413,972)</u>	<u>(103,493)</u>	<u>(103,493)</u>	<u>(103,493)</u>	<u>(103,493)</u>
COST OF OPERAS AND ADMINISTRATIVE EXPENSES IN EXCESS OF TICKET SALES	<u>\$ (258,484)</u>	<u>\$ (1,033,914)</u>	<u>\$ (258,311)</u>	<u>\$ (287,054)</u>	<u>\$ (263,263)</u>	<u>\$ (225,286)</u>

NEW ORLEANS OPERA ASSOCIATION

SCHEDULES OF GENERAL AND ADMINISTRATIVE EXPENSES

YEARS ENDED JUNE 30, 1998 AND 1997

	<u>1998</u>	<u>1997</u>
Professional fees	\$ 7,515	\$ 13,829
Bank charges	13,961	3,929
Computer expense	26,938	15,328
Dues and subscriptions	3,213	6,992
Miscellaneous	22,393	13,845
Insurance	24,570	3,308
Moving	-	7,543
Office expense	20,667	18,263
Postage	16,494	8,436
Printing, stationery and advertising	23,395	21,728
Office rent and utilities	819	10,732
Salaries	158,634	132,402
Taxes - payroll	23,987	9,754
Telephone	12,345	8,496
Travel	6,564	6,600
Marketing expenses	50,244	36,914
Opera program expenses	<u>2,233</u>	<u>3,536</u>
 TOTAL	 <u>\$413,972</u>	 <u>\$321,635</u>

NEW ORLEANS OPERA ASSOCIATION
COMBINING STATEMENT OF FINANCIAL POSITION
JUNE 30, 1998

	<u>N.O. OPERA</u>	<u>WOMEN'S</u>	<u>JUNIOR</u>	<u>MEN'S</u>	<u>COMBINED</u>
	<u>ASSOCIATION</u>	<u>GUILD</u>	<u>COMMITTEE</u>	<u>CLUB</u>	<u></u>
<u>ASSETS</u>					
Cash and cash equivalents	\$ 664,496	\$ 176,701	\$ 119,747	\$ 19,372	\$ 980,316
Accounts receivable	133,208	-	-	-	133,208
Prepaid expenses	15,223	-	-	-	15,223
Property and equipment, net of accumulated depreciation	644,059	-	-	-	644,059
Deposits	<u>6,012</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>6,012</u>
TOTAL ASSETS	\$ 1,462,998	\$ 176,701	\$ 119,747	\$ 19,372	\$ 1,778,818
<u>LIABILITIES AND NET ASSETS</u>					
<u>LIABILITIES:</u>					
Notes payable	\$ 19,000	-	-	-	\$ 19,000
Accounts payable and accrued expenses	116,410	-	-	-	116,410
Deferred income	<u>626,460</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>626,460</u>
TOTAL LIABILITIES	761,870	0	0	0	761,870
<u>NET ASSETS:</u>					
Unrestricted	345,024	176,701	119,747	19,372	660,844
Temporarily restricted	<u>356,104</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>356,104</u>
TOTAL NET ASSETS	701,128	176,701	119,747	19,372	1,016,948
TOTAL LIABILITIES AND NET ASSETS	\$ 1,462,998	\$ 176,701	\$ 119,747	\$ 19,372	\$ 1,778,818

NEW ORLEANS OPERA ASSOCIATION

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 1998

We have audited the financial statements of the New Orleans Opera Association as of and for the year ended June 30, 1998, and have issued our report thereon dated October 5, 1998. We conducted our audit in accordance with generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Our audit of the financial statements as of June 30, 1998 resulted in an unqualified opinion.

Section I Summary of Auditor's Reports

a. Report on Internal Control and Compliance Material to the Financial Statements

Internal Control

Material Weaknesses ___ Yes X No Reportable Conditions ___ Yes X No

Compliance

Compliance Issues Material to Financial Statements ___ Yes X No

b. Federal Awards - None

c. Identification of Major Programs - None

Section II Financial Statement Findings - No matters were reported.

Section III Federal Award Findings and Questioned Costs - None

Bain, Freibaum, Sagona & Co., L.L.P.
Certified Public Accountants and Consultants

Gus Freibaum, Jr., CPA*
Elliott M. Bain, CPA*
Nick O. Sagona, Jr., CPA*
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MEMBER
American Institute of CPAs
Society of Louisiana CPAs
Accounting Group International
(Associates in Principal Cities Worldwide)

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE AND
ON INTERNAL CONTROL OVER FINANCIAL REPORTING BASED ON
AN AUDIT OF GENERAL-PURPOSE FINANCIAL STATEMENTS
PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the President and Board of Directors
New Orleans Opera Association
New Orleans, Louisiana

We have audited the general-purpose financial statements of the New Orleans Opera Association as of and for the year ended June 30, 1998, and have issued our report thereon dated October 5, 1998. We conducted our audit in accordance with generally accepted auditing standards and the standards applicable to financial audits contained in the *Government Auditing Standards*, issued by the Comptroller General of the United States.

Compliance

As part of obtaining reasonable assurance about whether the Association's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grants, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed *no instances of noncompliance that are required to be reported under Government Auditing Standards.*

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Association's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control over financial reporting that might be material weaknesses. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving the internal control over financial reporting and its operation that we consider to be material weaknesses.

To The President and Board of Directors
New Orleans Opera Association

This report is intended for the information of management and the legislative auditor. However, this report is a matter of public record and its distribution is not limited.

Bain, Freibaum, Lyons & Co.

Certified Public Accountants

October 5, 1998