

REVENUES	FY21 Approved	±	FY22 Proposed
<b>EARNED REVENUE</b>			
<b>Ticket Revenues</b>			
Emerging Artists Production(s)	\$7,300.00	30.14%	\$9,500.00
School Matinee Performance Series	\$519,534.92	-23.49%	\$397,476.08
Public Family Performance Series	\$514,584.00	-42.09%	\$298,000.00
Ticket Fees, Handling, Dynamic Pricing	\$105,898.40	-55.15%	\$47,500.00
<b>SUBTOTAL TICKET REVENUES</b>	<b>\$1,147,317.32</b>	<b>-31.23%</b>	<b>\$752,476.08</b>
<b>Education Programming</b>			
Camps and Classes - School Year	\$94,620.00	27.88%	\$121,000.00
Camps and Classes - Summer	\$275,900.00	13.00%	\$311,780.00
Camps and Classes - Scouts & Special Projects	\$16,400.00	-63.41%	\$6,000.00
Camps and Classes - Emerging Artists	\$20,000.00	25.00%	\$25,000.00
<b>SUBTOTAL EDUCATION PROGRAMMING</b>	<b>\$406,920.00</b>	<b>29.16%</b>	<b>\$463,780.00</b>
<b>Other Revenues</b>			
Concessions, Rentals, Other	\$63,000.00	-60.00%	\$25,200.00
<b>SUBTOTAL OTHER REVENUES</b>	<b>\$63,000.00</b>	<b>-59.35%</b>	<b>\$25,200.00</b>
<b>SUBTOTAL ALL EARNED REVENUES</b>	<b>\$1,617,237.32</b>	<b>-18.07%</b>	<b>\$1,241,456.08</b>
<b>CONTRIBUTED REVENUE</b>			
Individuals	\$116,500.00	34.33%	\$156,500.00
Corporate	\$10,000.00	350.00%	\$45,000.00
Foundation	\$200,000.00	5.00%	\$210,000.00
Government	\$258,100.00	0.00%	\$258,100.00
Special Events	\$85,500.00	0.58%	\$86,000.00
<b>SUBTOTAL CONTRIBUTED REVENUES</b>	<b>\$670,100.00</b>	<b>12.76%</b>	<b>\$755,600.00</b>
<b>GRAND TOTAL ALL REVENUES</b>	<b>\$2,200,129.49</b>	<b>-9.23%</b>	<b>\$1,997,056.08</b>
<b>GRAND TOTAL ALL EXPENSES</b>	<b>\$2,159,003.25</b>	<b>-7.52%</b>	<b>\$1,996,603.79</b>
<b>VARIANCE (+ OR -)</b>	<b>\$41,126.24</b>	<b>-98.90%</b>	<b>\$452.29</b>
<b>EXPENSES</b>			
<b>PERSONNEL EXPENSES</b>			
<b>Administrative Salaries and Wages</b>			
Full Time Salaries	\$233,560.77	0.00%	\$233,560.77
Temporary Salaries	\$74,249.40	0.00%	\$74,249.40
<b>SUBTOTAL ADMINISTRATIVE SALARIES AND WAGES</b>	<b>\$307,810.17</b>	<b>0.00%</b>	<b>\$307,810.17</b>
<b>Education Salaries and Wages</b>			
Full Time Salaries	\$121,500.00	0.00%	\$121,500.00
Temporary Salaries	\$108,369.00	22.70%	\$132,970.00
<b>SUBTOTAL EDUCATION SALARIES AND WAGES</b>	<b>\$229,869.00</b>	<b>10.70%</b>	<b>\$254,470.00</b>
<b>Artistic Production Salaries and Wages</b>			
Full Time Salaries	\$286,579.84	3.17%	\$295,666.80
AEA Union Salaries - Full Season	\$201,153.59	-5.30%	\$190,483.68
Temporary Salaries - Creative Teams	\$113,054.81	-26.64%	\$82,936.92
Temporary Salaries - Production Overhire	\$28,952.00	25.92%	\$36,456.00
<b>SUBTOTAL ARTISTIC PRODUCTION SALARIES AND WAGES</b>	<b>\$629,740.24</b>	<b>-3.84%</b>	<b>\$605,543.40</b>
<b>Employee Benefits</b>			
Dental	\$5,523.96	-2.99%	\$5,358.60
Health	\$136,433.76	-7.20%	\$126,608.28
Pension	\$29,034.83	-77.34%	\$6,578.12
Unemployment	\$4,412.00	-34.49%	\$2,890.14
<b>SUBTOTAL EMPLOYEE BENEFITS</b>	<b>\$175,404.55</b>	<b>-19.37%</b>	<b>\$141,435.14</b>
<b>PAYROLL TAXES</b>	<b>\$77,168.85</b>	<b>-9.25%</b>	<b>\$70,032.74</b>
<b>SUBTOTAL PERSONNEL EXPENSES</b>	<b>\$1,507,414.41</b>	<b>-8.50%</b>	<b>\$1,379,291.44</b>
<b>Operating Expenses</b>			
Administration	\$173,380.00	61.88%	\$280,675.92
Education	\$42,725.00	-7.95%	\$39,329.00
Marketing	\$136,097.00	-14.41%	\$116,481.00
Development	\$42,950.00	21.65%	\$52,250.00
Box Office/Front of House	\$19,425.00	-75.03%	\$4,850.00
Artistic	\$47,985.86	-67.14%	\$15,768.17
Production	\$9,200.00	23.91%	\$11,400.00
<b>SUBTOTAL ADMINISTRATIVE EXPENSES</b>	<b>\$471,762.86</b>	<b>10.38%</b>	<b>\$520,754.09</b>
<b>PRODUCTION MATERIALS</b>	<b>\$179,825.98</b>	<b>-46.30%</b>	<b>\$96,558.26</b>
<b>GRAND TOTAL ALL EXPENSES</b>	<b>\$2,159,003.25</b>	<b>-7.52%</b>	<b>\$1,996,603.79</b>
<b>GRAND TOTAL ALL REVENUES</b>	<b>\$2,200,129.49</b>	<b>-9.23%</b>	<b>\$1,997,056.08</b>
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