

# Tennessee Repertory Theatre

2010-2011 Organizational Budget

## INCOME

<b>Earned</b>	Ticket sales			
	Subscriptions	\$118,000		
	Single ticket sales			
	Kill A Mockingbird (3 weeks)	\$77,000		
	A Christmas Story (4 weeks)	\$125,000		
	Yankee Tavern (2 weeks)	\$22,000		
	The 39 Steps (2 weeks)	\$30,000		
	Pump Boys and Dinettes (3 weeks)	\$78,000		
	Workshop program tix sales	\$4,500	\$336,500	\$454,500
	Fundraisers			\$45,000
	Sponsorships			\$41,000
	Rentals/sales			\$51,000
	Workshop/class			\$9,000
	Other income			\$6,750
	TPAC Ed Mockingbird contract			\$17,500
				<b>\$624,750</b>

### Contribute Grants

	TAC		
	MNAC		\$0
	Endowment		\$37,900
	Individuals		\$95,000
	New Works Artist-in-Residency		\$50,000
	Corporations		\$9,000
	Foundations		\$356,000
			<b>\$715,565</b>

**TOTAL INCOME**

**\$1,340,315**

## EXPENSES

### Business (Office expenses)

<b>Space</b>	Rent	81,053	
	Office postage, supplie	2,700	
	Phones/internet	11,395	
	IT support from iTom	4,050	
	Office Equipment	9,570	\$108,768
	Banking fees/annual payroll fee		\$1,300
	Line of credit interest		
	Credit card fees		\$1,800
	Insurance		\$15,500
	Bookkeeping: Audit/990		\$12,500
	Organizational/Professional dues & fees		\$5,000
	Admin.Miscellaneous		\$2,500
	Storage		\$8,356
	Shops maintenance & consumables		\$6,000
	Rentals/sales		\$18,000
			<b>\$179,724</b>

**Audience Marketing**

<b>Development</b>	Playbill	\$5,000		
	Postage/Direct Mail fe	\$1,000		
	Outreach & Adult Educ	\$2,000		
	Marketing Misc.	\$1,500		
	Single ticket marketing	\$75,000		
	Season marketing	\$23,000	\$107,500	
<b>Fundraising &amp; Development</b>				
	Printing	\$2,000		
	Postage/Direct Mail fe	\$1,000		
	Board & Volunteers	\$500		
	Development Misc.	\$3,000		
	Fundraisers	\$25,000	\$31,500	\$139,000

**Programm Production**

	To Kill a Mockingbird	\$105,000		
	TPAC Ed Mockingb	\$16,000		
	A Christmas Story	\$61,000		
	Yankee Tavern	\$41,000		
	The 39 Steps	\$52,000		
	Pump Boys and Dinette	\$57,000		
	TPAC ticketing/facility	\$52,125		
	Royalties	\$39,104	\$423,229	
	REPaloud (3 readings)		\$5,000	
	Internship expenses		\$1,000	
	Workshops/classes		\$5,000	
	Ingram New Works project (Fellowship, Lab, Festiv		\$50,000	
	Artistic Miscellaneous/Other		\$5,000	\$489,229
<b>Personnel</b>	Salaries	\$442,374		
	Benefits	\$43,900		
	Payroll taxes	\$33,842	\$520,115	

Contingency			\$12,247	
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**TOTAL EXPENSES****\$1,340,315**