

FISCAL YEAR 2018 APPROVED BUDGET

REVENUES	FY18 APPROVED
EARNED REVENUE	
Ticket Revenues	
Emerging Artists Production(s)	\$9,400.00
School Matinee Performance Series	\$426,647.25
Public Family Performance Series	\$249,649.73
Ticket Fees and Handling	\$9,300.00
SUBTOTAL TICKET REVENUES	\$694,996.98
Education Programming	
Camps and Classes - School Year	\$78,400.00
Camps and Classes - Summer	\$230,186.75
Camps and Classes - Scouts	\$500.00
Camps and Classes - Emerging Artists	\$25,000.00
SUBTOTAL EDUCATION PROGRAMMING	\$334,086.75
Other Revenues	
Concessions, Rentals, Other	\$41,800.00
SUBTOTAL OTHER REVENUES	\$41,800.00
SUBTOTAL EARNED REVENUES	\$1,070,883.73
CONTRIBUTED REVENUE	
Individuals	\$140,000.00
Corporate	\$65,000.00
Foundation	\$205,000.00
Government	\$199,451.00
Special Events	\$38,000.00
SUBTOTAL CONTRIBUTED REVENUES	\$647,451.00
GRAND TOTAL ALL REVENUES	\$1,718,334.73
EXPENSES	
PERSONNEL EXPENSES	
Administrative Salaries and Wages	
Full Time Salaries	\$286,958.51
Temporary Salaries	\$56,970.00
SUBTOTAL ADMINISTRATIVE SALARIES AND WAGES	\$343,928.51
Education Salaries and Wages	
Full Time Salaries	\$128,076.00
Temporary Salaries	\$94,322.31
SUBTOTAL EDUCATION SALARIES AND WAGES	\$222,398.31
Artistic Production Salaries and Wages	
Full Time Salaries	\$257,780.84
AEA Union Salaries - Full Season	\$142,907.25
Temporary Salaries - Creative Teams	\$36,100.00
Temporary Salaries - Production Overhire	\$15,685.00
SUBTOTAL ARTISTIC PRODUCTION SALARIES AND WAGES	\$452,473.09
Employee Benefits	
Dental	\$5,523.96
Health	\$114,286.72
Pension	\$25,186.21
Unemployment	\$4,412.00
SUBTOTAL EMPLOYEE BENEFITS	\$149,408.89
PAYROLL TAXES	\$66,760.98
SUBTOTAL PERSONNEL EXPENSES	\$1,234,969.78
Operating Expenses	
Administration	\$149,173.00
Education	\$38,820.00
Marketing	\$86,100.00
Development	\$25,100.00
Box Office/Front of House	\$19,300.00
Artistic	\$29,195.00
Production	\$8,260.00
SUBTOTAL ADMINISTRATIVE EXPENSES	\$355,948.00
PRODUCTION MATERIALS	\$88,228.24
GRAND TOTAL ALL EXPENSES	\$1,679,146.02
GRAND TOTAL ALL REVENUES	\$1,718,334.73
CONTINGENCY (+ OR -)	\$39,188.71

