

REVENUES	FY21 Approved	±	FY22 Proposed
EARNED REVENUE			
Ticket Revenues			
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
SUBTOTAL TICKET REVENUES	\$1,147,317.32	-31.23%	\$752,476.08
Education Programming			
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
SUBTOTAL EDUCATION PROGRAMMING	\$406,920.00	29.16%	\$463,780.00
Other Revenues			
Concessions, Rentals, Other	\$63,000.00	-60.00%	\$25,200.00
SUBTOTAL OTHER REVENUES	\$63,000.00	-59.35%	\$25,200.00
SUBTOTAL ALL EARNED REVENUES	\$1,617,237.32	-18.07%	\$1,241,456.08
CONTRIBUTED REVENUE			
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
SUBTOTAL CONTRIBUTED REVENUES	\$670,100.00	12.76%	\$755,600.00
GRAND TOTAL ALL REVENUES	\$2,200,129.49	-9.23%	\$1,997,056.08
GRAND TOTAL ALL EXPENSES	\$2,159,003.25	-7.52%	\$1,996,603.79
VARIANCE (+ OR -)	\$41,126.24	-98.90%	\$452.29
EXPENSES			
PERSONNEL EXPENSES			
Administrative Salaries and Wages			
Full Time Salaries	\$233,560.77	0.00%	\$233,560.77
Temporary Salaries	\$74,249.40	0.00%	\$74,249.40
SUBTOTAL ADMINISTRATIVE SALARIES AND WAGES	\$307,810.17	0.00%	\$307,810.17
Education Salaries and Wages			
Full Time Salaries	\$121,500.00	0.00%	\$121,500.00
Temporary Salaries	\$108,369.00	22.70%	\$132,970.00
SUBTOTAL EDUCATION SALARIES AND WAGES	\$229,869.00	10.70%	\$254,470.00
Artistic Production Salaries and Wages			
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
SUBTOTAL ARTISTIC PRODUCTION SALARIES AND WAGES	\$629,740.24	-3.84%	\$605,543.40
Employee Benefits			
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
SUBTOTAL EMPLOYEE BENEFITS	\$175,404.55	-19.37%	\$141,435.14
PAYROLL TAXES	\$77,168.85	-9.25%	\$70,032.74
SUBTOTAL PERSONNEL EXPENSES	\$1,507,414.41	-8.50%	\$1,379,291.44
Operating Expenses			
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
SUBTOTAL ADMINISTRATIVE EXPENSES	\$471,762.86	10.38%	\$520,754.09
PRODUCTION MATERIALS	\$179,825.98	-46.30%	\$96,558.26
GRAND TOTAL ALL EXPENSES	\$2,159,003.25	-7.52%	\$1,996,603.79
GRAND TOTAL ALL REVENUES	\$2,200,129.49	-9.23%	\$1,997,056.08
VARIANCE (+ OR -)	\$41,126.24	-98.90%	\$452.29