

FISCAL YEAR 2019 APPROVED BUDGET

REVENUES	FY19 APPROVED
EARNED REVENUE	
Ticket Revenues	
Emerging Artists Production(s)	\$9,500.00
School Matinee Performance Series	\$477,835.79
Public Family Performance Series	\$552,719.61
Ticket Fees and Handling	\$12,400.00
SUBTOTAL TICKET REVENUES	\$1,052,455.39
Education Programming	
Camps and Classes - School Year	\$79,682.00
Camps and Classes - Summer	\$251,892.10
Camps and Classes - Scouts	\$2,500.00
Camps and Classes - Emerging Artists	\$25,000.00
SUBTOTAL EDUCATION PROGRAMMING	\$359,074.10
Other Revenues	
Concessions, Rentals, Other	\$33,000.00
SUBTOTAL OTHER REVENUES	\$33,000.00
SUBTOTAL EARNED REVENUES	\$1,444,529.49
CONTRIBUTED REVENUE	
Individuals	\$140,000.00
Corporate	\$65,000.00
Foundation	\$215,000.00
Government	\$259,100.00
Special Events	\$76,500.00
SUBTOTAL CONTRIBUTED REVENUES	\$755,600.00
GRAND TOTAL ALL REVENUES	\$2,200,129.49
EXPENSES	
PERSONNEL EXPENSES	
Administrative Salaries and Wages	
Full Time Salaries	\$307,310.77
Temporary Salaries	\$74,241.00
SUBTOTAL ADMINISTRATIVE SALARIES AND WAGES	\$381,551.77
Education Salaries and Wages	
Full Time Salaries	\$140,658.00
Temporary Salaries	\$102,891.00
SUBTOTAL EDUCATION SALARIES AND WAGES	\$243,549.00
Artistic Production Salaries and Wages	
Full Time Salaries	\$286,579.84
AEA Union Salaries - Full Season	\$201,153.59
Temporary Salaries - Creative Teams	\$113,054.81
Temporary Salaries - Production Overhire	\$28,952.00
SUBTOTAL ARTISTIC PRODUCTION SALARIES AND WAGES	\$629,740.24
Employee Benefits	
Dental	\$5,523.96
Health	\$136,433.76
Pension	\$29,034.83
Unemployment	\$4,412.00
SUBTOTAL EMPLOYEE BENEFITS	\$175,404.55
PAYROLL TAXES	\$77,168.85
SUBTOTAL PERSONNEL EXPENSES	\$1,507,414.41
Operating Expenses	
Administration	\$173,380.00
Education	\$42,725.00
Marketing	\$136,097.00
Development	\$42,950.00
Box Office/Front of House	\$19,425.00
Artistic	\$47,985.86
Production	\$9,200.00
SUBTOTAL ADMINISTRATIVE EXPENSES	\$471,762.86
PRODUCTION MATERIALS	\$179,825.98
GRAND TOTAL ALL EXPENSES	\$2,159,003.25
GRAND TOTAL ALL REVENUES	\$2,200,129.49
VARIANCE (+ OR -)	\$41,126.24

