

**Nashville Children's Theatre**  
**Fiscal Year Budget Summary**  
July 1, 2022 - June 30, 2023

	Total	FY22 Budgeted	FY22 Actual 8.16	FY19 Budgeted	FY19 Actual
<b>Income</b>					
<b>Dev/Donation</b>					
Board Donation	\$ 50,000.00	\$50,000.00	\$ 48,525.00		
Corporate Donation	\$ 220,000.00	\$200,000.00	\$ 197,580.96	\$ 65,000.00	
Foundation Donation	\$ 170,000.00	\$130,000.00	\$ 183,285.40	\$ 215,000.00	
Government Grant	\$ 250,000.00	\$399,148.00	\$ 522,500.00	\$ 259,100.00	\$ 326,900.00
Individual Donations	\$ 100,000.00	\$100,000.00	\$ 118,101.93	\$ 140,000.00	\$ 232,972.00
NCT Memberships	\$ 20,000.00		\$ 21,597.00		
TN Recovery/SVOG	\$ 100,000.00	\$598,610.00	\$ 598,610.00		
Grand Night	\$ 100,000.00	\$50,000.00	\$ 91,890.00	\$ 76,500.00	\$ 51,016.00
<b>Total Dev/Donation</b>	<b>\$ 1,010,000.00</b>	<b>\$ 1,527,758.63</b>	<b>\$ 1,782,090.29</b>	<b>\$ 755,600.00</b>	<b>\$ 715,570.00</b>
<b>Education</b>					
Camp and Class Registration	\$ 359,770.00	\$ 337,184.00		\$ 356,574.00	\$ 386,604.00
Special Prgrams	\$ 4,000.00	\$ 9,250.00		\$ 2,500.00	
<b>Total Education Income</b>	<b>\$ 363,770.00</b>	<b>\$ 346,434.75</b>	<b>\$ 430,154.67</b>	<b>\$ 359,074.00</b>	<b>\$ 386,604.00</b>
<b>Production</b>					
Ticket Revenue	\$ 901,595.00	\$ 415,099.00	\$ 430,108.76	\$ 1,052,455.39	\$ 817,490.00
Concessions and Facility	\$ 25,000.00	\$ 5,000.00	\$ 12,960.00	\$ 33,000.00	\$ 44,325.00
<b>Total Production Income</b>	<b>\$ 926,595.00</b>	<b>\$ 420,099.00</b>	<b>\$ 443,068.76</b>	<b>\$ 1,085,455.39</b>	<b>\$ 861,815.00</b>
<b>Total Income</b>	<b>\$ 2,300,365.00</b>	<b>\$ 2,294,293.00</b>	<b>\$ 2,648,029.13</b>	<b>\$ 2,200,129.49</b>	<b>\$ 1,963,989.00</b>
<b>Expenses</b>					
		FY22 Budgeted	FY22 Actual	FY19 Budgeted	FY19 Actual
<b>Payroll</b>					
Administrative Salaries and Wages	\$ 572,167.00	\$ 449,299.90		\$ 381,551.00	\$ 196,808.00
Education Salaries and Wages	\$ 272,155.00	\$ 247,000.00		\$ 243,594.00	\$ 281,545.00
Production Salaries and Wages	\$ 384,024.04	\$ 211,206.53		\$ 605,115.00	\$ 697,081.00
<b>Total Salaries and Wages</b>	<b>\$ 1,228,346.04</b>	<b>\$ 907,506.43</b>	<b>\$ 920,250.00</b>	<b>\$ 1,230,260.00</b>	<b>\$ 1,175,434.00</b>
<b>Benefits</b>					
Dental	\$ 1,408.32	\$ 704.16		\$ 4,647.00	
Health	\$ 93,437.04	\$ 37,360.00		\$ 122,335.00	
Pension	\$ 9,555.13	\$ 14,647.80		\$ 27,214.00	
Unemployment	\$ 2,000.00	\$ 2,000.00			
<b>Total Employee Benefits</b>	<b>\$ 106,400.49</b>	<b>\$ 54,711.96</b>	<b>\$ -</b>	<b>\$ 154,196.00</b>	<b>\$ 247,315.00</b>
<b>Payroll Taxes</b>					
Taxes	\$ 93,968.47	\$ 76,900.00	\$ 72,212.00	\$ 72,480.00	
<b>Personel Expenses</b>	<b>\$ 1,428,715.00</b>				
<b>Operating Expenses</b>					
Admin	\$ 313,188.92				
Education	\$ 49,050.00				
Marketing	\$ 165,400.00				
Development	\$ 42,600.00				
FOH	\$ 16,000.00				
Artistic/Production	\$ 61,400.00				
<b>Total Operating Expenses</b>	<b>\$ 647,638.92</b>	<b>\$ 618,638.00</b>	<b>*</b>	<b>\$ 438,533.93</b>	<b>\$ 367,870.00</b>

Show Materials	\$	208,210.00	\$	130,959.00	\$	105,962.00	\$	179,825.98	*
TOTAL EXPENSES	\$	2,284,563.92	\$	1,788,717.32	\$	1,706,111.00	\$	2,024,875.94	\$ 2,489,682.00
TOTAL REVENUE	\$	2,300,365.00	\$	2,294,293.00	\$	2,648,029.13	\$	2,200,129.49	\$ 1,963,989.00
				\$	936,777.67	net profit			
Rev vs. Expense	\$	15,801.08							

Cash Surplus from Accrued Funds	\$	474,000.00	\$124k ERC + 350,000 TN
		\$193,916.00	Capital Improvements/Expenses See Breakdown
	\$	280,084.00	Remaining funds to be added to reserve

Regions Reserve	\$	104,902.73
Pinnacle Reserve	\$	639,721.43
	\$	744,624.16
		Potential Cash Reserve w cash not used from Recovery
CASH RESERVES	\$	1,024,708.16 or ERC

Capital Improvments/Expenses Breakdown	
Carpet	\$9,166.00
Paint	\$10,000.00
Website	\$14,750.00
Debt Pay Off	\$160,000.00
	\$193,916.00

NOTE: Missing gift found

NOTE: Includes 109,108+74k TAC+ 7050 TAC Mural +31.4k Ec   \$ 222,558.00

NOTE: Line in FY19 Audit just listed as contributions

NOTE: Was \$29,939, approx \$19k put in ticket revenue

NOTE: TN RECVOERY funds from last year now appear in Accrued Cash at bottom

5942

4241

37062

67296

73858

56722

245121

NOTE: ERC not present in FY22 Actuals

NOTE: FY22 Education Rev from QB

NOTE: Concessions, + Contracted Services, Rental (36148)

NOTE: EN and FT Staff moved to Admin in FY22

NOTE: FY19 had FT Admin staff in Budget like EN and RS

NOTE: FY22 Actual will also have approved Understudy Salaries for PETER PAN

NOTE: FY22 Actual contains AEA and Staff Benefits

NOTE: FY19 Audit confirms FY19 Actual

\* NOTE: FY22 QB and Budget not listed similarly

NOTE: Artistic Operating in Show Expenses

NOTE: FY19 Actual number from audit with sa

\* number a part of larger number