

# Tennessee Repertory Theatre 2009-10 Operating Budget

## INCOME

Earned	Ticket sales		
	Subscriptions	\$144,000	
	Single ticket sales		
	Steel Magnolias (3 weeks)	\$35,000	
	A Christmas Story (4 weeks)	\$64,000	
	Proof (2 weeks)	\$24,000	
	Big River (3 weeks/option for 4th)	\$51,000	
	"Try 3" program w/Ballet & Opera	\$5,000	
	Workshop program tix sales	\$5,000	\$184,000
			\$328,000
	Fundraisers		\$40,000
	Sponsorships		\$25,000
	Rentals/sales		\$45,000
	Workshop/class		\$7,000
	Other income		\$1,000
	Scene shop contract		\$45,000
			\$491,000
Contributed	Grants		
	TAC	\$55,000	
	MNAC	\$50,000	\$105,000
	Endowment		\$37,980
	Individuals		\$110,000
	New Works Artist-in-Residency		\$50,000
	Corporations		\$10,000
	Foundations		\$350,000
			\$662,980
	TOTAL INCOME		
SILVER LINING CHALLENGE GRANT			\$250,000
			\$1,403,980

## EXPENSES

<b>Business Op/Space</b>	Office expenses		
	Rent	70,984	
	Office postage, suppli	2,190	
	Phones/internet	12,141	
	IT support from iTom	4,050	
	Office Equipment	8,370	\$97,735
	Banking fees/annual payroll fee		\$1,370
	Line of credit interest		\$3,000
	Credit card fees		\$2,300
	Insurance		\$11,350
	Bookkeeping: Audit/990		\$16,000
	Organizational/Professional dues & fees		\$3,885
	Admin.Miscellaneous		\$832
	Storage		\$6,000
	Shops maintenance & consumables		\$6,000
	Scene Shop Contract		\$21,000
	Rentals/sales		\$11,000
			<b>\$180,472</b>

**Audience Development Marketing**

Playbill	\$3,000	
Postage/Direct Mail fee	\$3,000	
Outreach & Adult Edu	\$2,000	
Single ticket marketing	\$62,000	
Season marketing	\$25,000	\$95,000

**Fundraising & Development**

Printing	\$2,000	
Postage/Direct Mail fee	\$2,000	
Board & Volunteers	\$1,000	
<i>SILVER LINING CAMP</i>	\$5,000	
Development Misc.	\$2,000	
Fundraisers	\$20,000	\$32,000
		<b>\$127,000</b>

**Programming****Production**

Big River	\$110,000	
A Christmas Story	\$55,000	
Steel Magnolias	\$55,000	
Proof	\$37,000	
TPAC ticketing/facility	\$48,075	
Royalties	\$28,450	\$333,525

New Works Artist-in-Residency	\$50,000
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Workshops/classes	\$3,500
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Artistic Miscellaneous/Other	\$1,586	<b>\$388,611</b>
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**Personnel**

Salaries	<i>includes 3wk furlough</i>	\$414,600	
Benefits		\$32,700	
Payroll taxes		\$31,717	<b>\$457,897</b>

**TOTAL EXPENSES****\$1,153,980***to DEFICIT REDUCTION/SURPLUS**\$250,000*

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