

REVENUES		FY20 Proposed
EARNED REVENUE		
Ticket Revenues		
Emerging Artists Production(s)	\$	7,300.00
School Matinee Performance Series	\$	519,534.92
Public Family Performance Series	\$	514,584.00
Ticket Fees, Handling, Dynamic Pricing	\$	105,898.40
SUBTOTAL TICKET REVENUES	\$	1,147,317.32
Education Programming		
Camps and Classes - School Year	\$	94,620.00
Camps and Classes - Summer	\$	275,900.00
Camps and Classes - Scouts & Special Projects	\$	16,400.00
Camps and Classes - Emerging Artists	\$	20,000.00
SUBTOTAL EDUCATION PROGRAMMING	\$	406,920.00
Other Revenues		
Concessions, Rentals, Other	\$	63,000.00
SUBTOTAL OTHER REVENUES	\$	63,000.00
SUBTOTAL ALL EARNED REVENUES	\$	1,617,237.32
CONTRIBUTED REVENUE		
Individuals	\$	116,500.00
Corporate	\$	10,000.00
Foundation	\$	200,000.00
Government	\$	258,100.00
Special Events	\$	85,500.00
SUBTOTAL CONTRIBUTED REVENUES	\$	670,100.00
GRAND TOTAL ALL REVENUES	\$	2,287,337.32
GRAND TOTAL ALL EXPENSES	\$	2,236,095.52
VARIANCE (+ OR -)	\$	51,241.80

EXPENSES

PERSONNEL EXPENSES

Administrative Salaries and Wages

Full Time Salaries	\$	256,560.77
Temporary Salaries	\$	74,249.40
SUBTOTAL ADMINISTRATIVE SALARIES AND WAGES	\$	330,810.17

Education Salaries and Wages

Full Time Salaries	\$	121,500.00
Temporary Salaries	\$	108,369.00
SUBTOTAL EDUCATION SALARIES AND WAGES	\$	229,869.00

Artistic Production Salaries and Wages

Full Time Salaries	\$	301,800.00
AEA Union Salaries - Full Season	\$	263,635.40
Temporary Salaries - Creative Teams	\$	123,038.63
Temporary Salaries - Production Overhire	\$	45,830.00
SUBTOTAL ARTISTIC PRODUCTION SALARIES AND WAGES	\$	734,304.03

Employee Benefits

Dental	\$	5,358.60
Health	\$	158,677.80
Pension	\$	28,326.10
Unemployment	\$	2,890.14
SUBTOTAL EMPLOYEE BENEFITS	\$	195,252.63

PAYROLL TAXES	\$	77,560.40
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SUBTOTAL PERSONNEL EXPENSES	\$	1,567,796.22
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Operating Expenses

Administration	\$	247,575.92
Education	\$	36,040.00
Marketing	\$	116,481.00
Development	\$	51,450.00
Box Office/Front of House	\$	4,850.00
Artistic	\$	21,288.19
Production	\$	11,400.00
SUBTOTAL ADMINISTRATIVE EXPENSES	\$	489,085.11

PRODUCTION MATERIALS	\$	179,214.19
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GRAND TOTAL ALL EXPENSES	\$	2,236,095.52
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