

Expenses

	Budgeted 22-23	Budgeted 23-24	
General			
Admin Staff	31200	39000	
Taxes	0	11700	
	31200	50700	
Contractors	12680	8000	Increase
Subtotal	43880	58700	14820
Artistic Staff			
Contractor (MD)	0	5000	Increase
	0	5000	5000
Marketing	12700	13745	Increase 1045
Merch	0	3879	Increase 3879
Loan Repayment			
EIDL	1926	3852	Increase 1926
General Operating			
			Approx. 9% increase unless exact amounts were available
Tax Fee	825	979	
Insurance	1400	1500	
Legal	1200	1300	
Bank Fees	800	850	
Quick Books	960	1080	
Mail Chimp	347	474	
WIX	36	40	
Wix monthly membership	560	600	
Organizational Dues	700	750	
ASCAP	387	415	
BMI	255	280	
Business Filings	50	55	
Supplies, Materials, Small Equipment	1500	800	Printer, paper, toner, cell phone
Travel	200	150	
Business materials		300	Branded envelopes, thank you notes, business cards, etc

PO Box	312	340	
Postage	200	220	
Charitable Solicitation			
Fee	20	20	
Chamber of commerce	270		
	10022	10153	Increase 131
Events	5500	9540	Increase 4040
Education/Outreach	0	345	
Concerts:	109670	89931	Decrease 19739
			Increase
TOTAL:	183697	195145	11,448

Revenue

Earned

Percentage increase
in ticket sales

6%

	22-23 Number Purchased	Revenue	23-24 Number Purchased	Revenue	
Ticket Sales					
Fall Program (1 show)	127	2838	133	3541	"Valentine's Program" (1 show)
Winter Baroque (1 show)	178	2715	248	5224	"Winter Baroque" (1 show)
Sugar Plum Party (1 event)					Sugar Plum Party (1 event)
Family Packages			40	500	
Additional family members			10	100	
				600	
Nutcracker (2 shows)	672	13561	712	15761	Nutcracker (2 shows)
Spring Program (2 shows)		6813		4532	Haydn Festival (1 show)
B&B			100	3000	\$30 per ticket
Total Ticket Revenue		25927		32657	Increase
					6730
Contracted Performance Fees	Budgeted	Actual			
Hopkinsville		6000		0	
		6000		0	
Playbill ads	Budgeted	Actual	No. Sold		
Full Page Color			2	1500	Full Page Color- 750
Full Page B/W			3	900	Full page b/w- 300
Half Page B/w			6	1200	Half Page b/w-200
Season Playbill	3500				
Holiday Playbills	500				
	4000	1925		3600	
Merch sales				4205	
Sponsorships	Budgeted	Actual	Number		
Season Sponsor	0	0	1	0	

	B&B			3500
	Winter Baroque	3500	3500	1 3500
	Nutcracker	6000	3500	2 7000
	Sugar Plum	1000	0	1 1500
	MM&M	2000	0	1 0
	Valentine Program	3500	0	1 3500
	Haydn Festival	10000	10000	1 3500
		26000	17000	22500
	GCO's portion of VR net revenue			17002
		Budgeted	Actual	
	TOTAL EARNED	68500	50852	79964
Contributed		Budgeted	Projected	
Grants				
	Economic Recovery Act	20000	24595	20000
	TN Arts SUPS	13000	13000	13000
	NEA	0		0
	Comm. Foundation Middle			
	Tn	12500	6250	6500
	Google		50000	12000
	Predators Grant			0
	Arts Event Grant			500
	New Foundation Grants	0	0	8000
		45500	93845	60000
		Budgeted	Projected	
In Kind/ Partners				
	APSU (venue)	6000	6000	4000
		6000	6000	
		Budgeted	Projected	
Donations				
	Individual	12000	16000	18000
	VR prompt			1000
	Corporate	3700		0
	APSU			0
	CECA			8000
	Sustainability	2000	2000	0
	Regions Bank			0
	Board	0	25	0
	2008 Society	25000	25000	30000
		42700	43025	57000
		Budgeted	Projected	

TOTAL CONTRIBUTED

94200	142870		121000
162700	193722		200964

Total