

STUDIO TENN  
ANNUAL BUDGET  
2020-2021

	Total
<b>EXPENSES</b>	
<b>A: PERSONNEL</b>	
Salaries	\$220,969
Artist Fees	\$205,655
Technician Fees	\$117,764
Taxes/Payroll	\$16,767
Union Fees	\$12,204
<b>A: PERSONNEL</b>	<b>\$573,360</b>
<b>B: ADMINISTRATION</b>	
Payroll/Accounting Services and Fees	\$41,930
Education	\$3,208
Web Site/Graphics/Photography/Film	\$29,384
Building Lease	\$112,201
Ticketing Expenses	\$5,958
Insurance and Workers Comp	\$10,236
Travel and Entertainment	\$7,852
Telephone, Internet, and Utilities	\$5,591
Bank charges and Credit Card Fees	\$9,594
Interest	\$7,333
Misc Administration Expenses	\$7,321
<b>B: ADMINISTRATION</b>	<b>\$240,609</b>
<b>C. CREATION &amp; PRODUCTION</b>	
Royalties or Licensing Fees	\$99,708
Music Costs	\$4,119
Costume Materials	\$18,394
Set Materials & Props	\$33,915
Sound and Lighting Equipment Rental	\$68,625
Projections	\$917
Stage Management Supplies	\$519
Equipment Rentals/Repairs	\$4,919
Truck Rental, Gas & Oil	\$1,467
Catering	\$10,388
<b>C. CREATION &amp; PRODUCTION</b>	<b>\$242,971</b>
<b>D. MARKETING &amp; DEVELOPMENT</b>	
Ads	\$47,970
Print Materials	\$11,004
Publicity	\$2,444
Email blasts	\$917
Misc Marketing Expenses	\$880
<b>D. MARKETING &amp; DEVELOPMENT</b>	<b>\$63,216</b>
<b>E. CONTINGENCY <i>Between 2% - 5%</i></b>	<b>\$56,008</b>
<b>F. TOTAL EXPENSES (rounded)</b>	<b>\$1,176,163</b>
<b>INCOME</b>	
<b>G. TICKETS</b>	
Tickets	\$846,688
Ticketing fees	\$38,086
<b>G. TICKETS</b>	<b>\$884,774</b>
<b>H. CONTRIBUTIONS</b>	
Individuals	\$178,584
Corporate	\$54,949
Individual Sponsorships	\$13,737
Corporate Sponsorships	\$85,720
Grants	\$52,201
Fundraisers	\$27,474
<b>H. CONTRIBUTIONS</b>	<b>\$412,666</b>
<b>I. OTHER</b>	
AMEX points gift cards	\$1,374
Merchandise	\$260
Concessions, net	\$7,774
<b>I. OTHER</b>	<b>\$9,408</b>
<b>J. TOTAL INCOME (rounded)</b>	<b>\$1,306,848</b>
<b>K. BUDGETED NET</b>	<b>\$130,685</b>