

Studio Tenn Season 4 Expenses & Revenue Projections

Carry over Deficit from Season 3	\$18,000.00	Comments
Payroll & Outsourced Services:		
Principals (Salaries to \$50k/each)	\$100,000.00	Jake & Matt to stay at \$50k/year until we can get a more full time team in place
Tech Director	\$32,000.00	Mitch White (up from \$26k last season)
Costume/Props Mgr (Qtr 1 of Season 4...Beg @ \$30k) →	This is a wish list and lack of funding may not permit it	Terrah Trimble
Educational Director (Qtr 1 of Season 4...Beg @ \$30k) →		
Dir of Fund Development (Qtr 1 of Season 4 @ \$30k) →		
SUB-TOTAL PAYROLL		
Payroll Taxes (@ 9.25%)	\$12,210.00	Additional Needs: 2 Full-Time Admins Director of Mktng & Stage Manager
Benefits	\$25,060.00	
TOTAL PAYROLL	\$187,270.00	
Outsourced Services:		
Accounting/Finance (As needed) <i>Bare Bones numbers</i>	\$1,500.00	Teresa Driver
Admin Assist (small amount): Q4	\$5,000.00	
Web Site Mgr/Graphics Artist (\$250/wk)	\$13,000.00	Anthony Matula
TOTAL OUTSOURCED	\$19,500.00	
TOTAL PAYROLL + OUTSOURCED SERVICES & CARRYOVER	\$206,770.00	
Production Budget:		Production Calendar
Hank Williams: Lost Highway	\$80,000.00	Aug 29 - Sept 15
Into the Woods <i>Includes all costs directly tied to the production. Does NOT include venue cost.</i>	\$120,000.00	Oct 17 - Nov 3
A Christmas Carol	\$120,000.00	Dec 12-22
Frost/Nixon	\$80,000.00	Feb 20-March 9
Les Miserables	\$120,000.00	May 3-4
TOTAL Production Expenses	\$520,000.00	
Performance Venue	\$255,000.00	Franklin Theatre / TPAC / Schermerhorn
Other Expenses		Other: office rent,utilities, insurance, storage, general, print, postage, supplies, promotional, marketing (outside of show budgets), events, contingency, box office fees, etc.
Office/rehearsal space	\$26,100.00	
Operations	\$25,000.00	
Insurance (Workers Comp/Liability)	\$16,000.00	
TOTAL Other Expense	\$67,100.00	
Goal: To hold at least \$100k in a well managed reserve fund for liquidity protection...(Initial Goal \$50k)		An important priority...but in reality is an expense only if revenue success permits this to be funded.
Liquidity Coverage Goal/Cash Cushion	\$50,000.00	
TOTAL EXPENSES	\$1,098,870.00	

SUMMARY FORECAST for SEASON 4

Gross Ticket Revenue Projection (based on 75% of house sold)	\$839,268.75
Projected Contribution Income	\$200,000.00
HOT Performance Income	\$34,000.00
Total Revenue	\$1,073,268.75
Total revenue minus total expenses	-\$25,601.25