

STUDIO TENN ANNUAL BUDGET 2018-2019	Frankenstein	Beauty & The Beast	Cat on a Hot Tin Roof
EXPENSES			
A: ARTISTIC FEES			
Director			\$5,000
Choreographer	\$500	\$2,000	
Music Director		\$7,400	
Stage Manager	\$113	\$283	\$113
<i>Assistant Stage Manager</i>	\$2,224	\$3,758	\$2,317
<i>Rehearsal Accompanist</i>		\$500	
<i>Assistant Director</i>			
Musicians/Don Assistant		\$31,350	
Costume Designer			\$3,687
Set Designer			\$3,913
Lighting Designer	\$2,000	\$2,000	\$2,000
Production Assistant		\$1,300	\$1,100
Equity Actors (Salary)	\$12,720	\$20,518	\$12,720
Non-Equity Actors (Salary)	\$6,190	\$33,765	\$4,240
Student Actors	\$1,200	\$5,100	\$800
Child actors	\$400	\$3,600	\$800
Props Designer	\$1,000	\$1,500	\$1,000
Taxes/payroll - program	\$2,748	\$8,083	\$2,438
Workers Comp			
Pension	\$1,296	\$2,254	\$1,482
Health	\$5,133	\$8,673	\$5,841
A: ARTISTIC FEES	\$35,524	\$132,084	\$47,451
B: TECHNICAL FEES			
Technical Director			
Asst Technical Director			
Hair/Makeup Design	\$1,500	\$4,500	\$1,000
Sound/audio engineer	\$2,250	\$4,875	\$2,250
Sound assistant/Crew	\$196	\$1,400	\$196
Sound designer	\$750	\$750	\$750
Wardrobe Design Supervisor (Allison Hearn)			
Associate Costume Designer			
Scenic Overhire	\$5,500	\$11,000	\$4,000
Stitcher	\$500	\$5,000	\$750
Spot light ops	\$936	\$2,160	
Lighting Crew	\$1,650	\$3,025	\$1,650

Other Technical Fees (Dressers/Crew)	\$500	\$7,600	\$ -
Load in/out/build crew			
B: TECHNICAL FEES	\$13,782	\$40,310	\$10,596
C: ADMINISTRATION			
Salaries			
Taxes/payroll - supporting services			
Part-Time Administration			
Contract Labor			
Education			
Employer insurance contribution			
Web			
Site/Graphics/Photography/Film			
Storage			
Ticketing Fees			
Box office equipment			
Printer/Copier			
Operations			
Bank charges and fees			
Credit Card Fees			
Payroll service expense			
Audit and tax fees			
Outside accounting fees			
Travel	\$2,280	\$7,000	
Building lease			
Telephone and internet			
Office supplies			
Supplies - other (office improvement)			
Insurance			
Postage and express fees			
Memberships and dues			
Meals and entertainment			
Printing and copying			
Utilities			
Interest			
C: ADMINISTRATION	\$2,280	\$7,000	\$ -
D. CREATION & PRODUCTION			
Royalties or Licensing Fees	\$7,640	\$50,540	\$14,100
Music Costs	\$500	\$740	\$500
Costume Materials, Construction, Maintenance	\$4,000	\$14,000	\$4,000

Costume laundry/cleaning	\$100	\$250	\$100
Costume rentals			
Set Materials & Construction	\$6,000	\$14,000	\$6,000
Props	\$2,000	\$4,000	\$2,000
Stage Management Supplies	\$300	\$200	\$200
Wardrobe Supplies			
Equipment Rentals/Repairs			
Truck Rental, Gas & Oil	\$400	\$400	\$400
Sound equipment rental	\$4,325	\$15,000	\$4,350
Set & Equipment Storage			
Lighting Equipment	\$11,650	\$14,300	\$11,000
D. CREATION & PRODUCTION	\$36,915	\$113,430	\$42,650
E. THEATRE COSTS			
Projections	\$800	\$1,100	\$ -
Theatre Related Costs	\$8,000	\$12,000	\$10,000
Rehearsal Catering			
E. THEATRE COSTS	\$8,800	\$13,100	\$10,000
F. PROMOTION			
Season Tickets	\$1,920	\$1,920	\$1,920
Photo Shoots	\$50	\$250	\$100
Print Materials	\$1,900	\$1,900	\$1,900
Publicity	\$3,000		
Website/hosting fees			
Ads	\$13,730	\$13,730	\$13,730
Email blasts	\$250	\$250	\$250
Press shoot rentals			
Gifts			
Mixers (and ONO Alcohol)			
Food (and ONO Catering)			
F. PROMOTION	\$20,850	\$18,050	\$17,900

G. CONTINGENCY Between 2% - 5%	\$5,908	\$16,199	\$6,430
H. TOTAL EXPENSES (rounded)	\$124,100	\$340,200	\$135,000
INCOME			
I. TICKETS			
Tickets	\$141,000	\$384,000	\$141,000
Ticketing fees	\$7,050	\$19,200	\$7,050
I. TICKETS	\$148,050	\$403,200	\$148,050
J. CONTRIBUTIONS			
Individuals			
Corporate			
Individual Sponsorships			
Corporate Sponsorships	\$25,000	\$35,000	\$10,000
Grants			
Fundraisers			
J. CONTRIBUTIONS	\$25,000	\$35,000	\$10,000
K. OTHER			
AMEX points gift cards			
Merchandise			
Concessions, net	\$700	\$2,000	\$1,000
K. OTHER	\$700	\$2,000	\$1,000
L. TOTAL INCOME (rounded)	\$173,800	\$440,200	\$159,100
M. BUDGETED NET TOWARD DEFICIT	\$49,700	\$100,000	\$24,100
	TOTAL PROGRAMS		\$266,000
	<i>Percentage of net to total income</i>		<i>13.04%</i>

Sinatra Legacy	Damn Yankees	Christmas Concert	Operations	Marketing
	\$5,000			
	\$3,500			
\$5,000	\$5,000	\$250		
	\$113			
\$1,112	\$3,106			
	\$500		\$1,280	
\$11,500	\$22,600	\$2,300		
		\$500		
	\$4,304			
\$1,200	\$3,000	\$500		
\$500	\$1,100			
	\$16,430			
\$14,000	\$21,200	\$2,100		
	\$4,000			
	\$ -			
\$500	\$1,500			
\$1,720	\$5,567			\$ -
			\$8,000	
	\$1,354			
	\$6,155		\$51,132	
\$35,532	\$104,429	\$5,650	\$60,412	\$ -
\$250	\$2,500	\$100		
\$1,500	\$3,650	\$600		
\$500	\$1,100	\$158		
	\$500			
\$2,000	\$10,200		\$28,400	
	\$1,500			
\$216	\$1,296	\$144		
\$288	\$2,150			

\$500	\$3,660	\$100		
\$5,254	\$26,556	\$1,102	\$28,400	\$ -
			\$466,600	
			\$45,056	
			\$5,625	
			\$7,500	
			\$ -	
			\$ -	
		\$500	\$41,000	
			\$21,420	
			\$7,200	
			\$1,250	
		\$50	\$7,440	
			\$ -	
			\$1,700	
			\$14,000	
			\$4,980	
			\$6,000	
			\$23,400	
	\$14,250		\$4,500	
			\$84,568	
			\$6,120	
			\$4,000	
			\$750	
			\$19,992	
			\$1,150	
			\$750	
			\$3,500	
			\$13,800	
			\$12,000	
\$ -	\$14,250	\$550	\$804,301	\$ -
\$1,000	\$24,100			
\$980	\$1,110	\$1,640		
\$3,500	\$7,000	\$100	\$1,200	

	\$150			
\$3,500	\$10,000	\$100	\$2,500	
\$1,000	\$2,500			
\$200	\$300			
			\$800	
\$400	\$400			
\$900	\$12,650	\$400	\$2,000	
\$750	\$12,800			
\$12,230	\$71,010	\$2,240	\$6,500	\$ -
\$ -	\$1,100			
\$22,175	\$15,000			
\$750				
\$22,925	\$16,100	\$ -	\$ -	\$ -
\$1,920	\$1,920			\$ -
\$100	\$250			
\$1,900	\$1,900	\$250		\$ -
				\$240
\$13,730	\$13,730			\$ -
\$250	\$250			\$ -
\$17,900	\$18,050	\$ -		\$240

\$4,692	\$12,520	\$191	\$17,992	\$12
\$98,500	\$262,900	\$9,700	\$917,600	\$300
\$134,000	\$241,000	\$40,000		
\$6,700	\$12,050	\$2,000		
\$140,700	\$253,050	\$42,000	\$ -	\$ -
\$10,000	\$15,000	\$1,000		
				\$3
\$10,000	\$15,000	\$1,000	\$ -	\$3
			\$2,500	
			\$500	
	\$1,500	\$200	\$ -	
\$ -	\$1,500		\$3,000	\$ -
\$150,700	\$269,600	\$43,000	\$3,000	\$ -
\$52,200	\$6,700	\$33,300	(\$914,600)	(\$300)
		TOTAL SUPPORTING SERVICES		
		Percentage of net to total income		

One Night Only	Development	Total
		\$10,000
		\$6,000
\$1,250		\$18,900
\$500		\$1,122
		\$12,517
		\$2,280
		\$ -
\$4,800		\$72,550
		\$4,187
		\$8,218
\$750		\$11,450
		\$4,000
		\$62,388
\$7,000		\$88,495
		\$11,100
		\$4,800
		\$5,500
	\$ -	\$20,556
		\$8,000
		\$6,386
		\$76,934
\$14,300	\$ -	\$435,382
		\$ -
		\$ -
		\$9,850
\$750		\$15,875
\$750		\$4,300
		\$2,750
		\$ -
		\$ -
\$2,000		\$63,100
\$500		\$8,250
\$50		\$4,802
\$200		\$8,963

		\$12,360
		\$ -
\$4,250	\$ -	\$130,250
		\$466,600
		\$45,056
		\$5,625
		\$7,500
		\$ -
		\$ -
\$1,000		\$42,500
		\$21,420
\$612		\$7,812
		\$1,250
		\$7,490
		\$ -
		\$1,700
		\$14,000
		\$4,980
		\$6,000
		\$23,400
\$2,000	\$600	\$30,630
		\$84,568
		\$6,120
		\$4,000
		\$750
\$300		\$20,292
\$1,090	\$240	\$2,480
		\$750
\$500	\$1,500	\$5,500
		\$ -
		\$13,800
		\$12,000
\$5,502	\$2,340	\$836,223
		\$97,380
\$3,740		\$9,210
\$2,500		\$36,300

\$50		\$650
		\$ -
\$3,000		\$45,100
\$10,750		\$22,250
		\$1,200
		\$800
\$8,500		\$8,500
\$250		\$2,250
\$750		\$40,375
		\$ -
\$275		\$50,775
\$29,815	\$ -	\$314,790
		\$3,000
\$26,300		\$93,475
\$1,000		\$1,750
\$27,300	\$ -	\$98,225
		\$9,600
		\$750
\$6,000	\$7,008	\$22,758
		\$3,000
		\$240
		\$68,650
		\$1,250
		\$ -
\$2,000		\$2,000
\$8,000		\$8,000
\$32,000		\$32,000
\$48,000	\$7,008	\$148,248

\$12,917	\$467	\$77,327
\$142,100	\$9,800	\$2,040,400
\$136,325		\$1,217,325
\$ -		\$54,050
\$136,325	\$ -	\$1,271,375
\$25,000	\$300,000	\$325,000
\$44,000	\$75,000	\$119,000
	\$25,000	\$25,000
	\$ -	\$96,000
	\$95,000	\$95,003
\$100,000		\$100,000
\$169,000	\$495,000	\$760,003
		\$2,500
		\$500
		\$5,400
\$ -	\$ -	\$8,400
\$305,300	\$495,000	\$2,039,800
\$163,200	\$485,200	(\$600)
	(\$266,500)	
	-13.07%	