

**STUDIO TENN  
ANNUAL BUDGET  
2019-2020**

	<b>Total</b>
<b>EXPENSES</b>	
<b>A: ARTISTIC FEES</b>	
Director	\$ 10,800
Choreographer	\$ 5,400
Music Director	\$ 28,650
Stage Manager	\$ 25,687
<i>Assistant Stage Manager</i>	\$ 15,789
<i>Assistant Director</i>	\$ 5,300
Musicians	\$ 93,650
Costume Designer	\$ 3,100
Set Designer	\$ 6,200
Lighting Designer	\$ 10,500
Equity Actors (Salary)	\$ 84,488
Non-Equity Actors (Salary)	\$ 70,971
Student Actors	\$ 17,300
Props Designer	\$ 500
Taxes/payroll - program	\$ 27,438
Workers Comp	\$ 8,850
Pension	\$ 8,557
Health	\$ 71,414
<b>A: ARTISTIC FEES</b>	<b>\$ 494,594</b>
<b>B: TECHNICAL FEES</b>	
Technical Director	\$ 51,000
Asst Technical Director	\$ 33,500
Hair/Makeup Designer	\$ 3,700
Sound/audio engineer	\$ 23,625
Sound assistant/Crew	\$ 2,096
Sound designer	\$ 2,500
Wardrobe Supervisor	\$ 15,000
Resident Costume Designer	\$ 32,000
Scenic Overhire	\$ 49,200
Stitcher	\$ 16,550
Spot light ops	\$ 7,500
Lighting Crew	\$ 15,765
Other Technical Fees ( <i>Dressers/Crew</i> )	\$ 14,800
<b>B: TECHNICAL FEES</b>	<b>\$ 267,236</b>
<b>C: ADMINISTRATION</b>	
Salaries	\$ 229,500
Taxes/payroll - supporting services	\$ 34,596
Part-Time Administration	\$ 15,600
Education	\$ 250
Web Site/Graphics/Photography/Film	\$ 48,084
Storage	\$ 26,100
Ticketing Fees	\$ 8,750
Box office equipment	\$ 1,000
Printer/Copier	\$ 7,490
Bank charges and fees	\$ 1,700
Credit Card Fees	\$ 14,000
Payroll service expense	\$ 4,980
Audit and tax fees	\$ 6,000
Outside accounting fees	\$ 23,040
Travel	\$ 9,100
Building lease	\$ 49,428
Telephone and internet	\$ 4,150
Office supplies	\$ 2,000
Insurance	\$ 7,900
Postage and express fees	\$ 1,490
Memberships and dues	\$ 1,000
Meals and entertainment	\$ 3,750
Utilities	\$ 5,000
Interest	\$ 12,000
<b>C: ADMINISTRATION</b>	<b>\$ 516,908</b>

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	<b>Total</b>
<b>D. CREATION &amp; PRODUCTION</b>	
Royalties or Licensing Fees	\$ 163,164
Music Costs	\$ 6,740
Costume Materials	\$ 28,850
Costume laundry/cleaning	\$ 450
Set Materials & Construction	\$ 38,450
Props	\$ 17,050
Stage Management Supplies	\$ 850
Wardrobe Supplies	\$ 800
Equipment Rentals/Repairs	\$ 8,050
Truck Rental, Gas & Oil	\$ 2,400
Sound equipment rental	\$ 44,000
Lighting Equipment	\$ 68,300
<b>D. CREATION &amp; PRODUCTION</b>	<b>\$ 379,104</b>
<b>E. THEATRE COSTS</b>	
Projections	\$ 1,500
Theatre Related Costs	\$ 108,080
Rehearsal Catering	\$ 800
<b>E. THEATRE COSTS</b>	<b>\$ 110,380</b>
<b>F. PROMOTION</b>	
Season Tickets	\$ 9,600
Photo Shoots	\$ 450
Print Materials	\$ 18,008
Publicity	\$ 4,000
Website/hosting fees	\$ 240
Ads	\$ 68,900
Email blasts	\$ 1,500
Gifts	\$ 750
Mixers (and ONO Alcohol)	\$ 2,000
Food (and ONO Catering)	\$ 14,200
<b>F. PROMOTION</b>	<b>\$ 119,648</b>
<b>G. CONTINGENCY <i>Between 2% - 5%</i></b>	<b>\$ 76,476</b>
<b>H. TOTAL EXPENSES (rounded)</b>	<b>\$ 1,964,300</b>
<b>INCOME</b>	
<b>I. TICKETS</b>	
Tickets	\$ 1,540,866
Ticketing fees	\$ 69,312
<b>I. TICKETS</b>	<b>\$ 1,610,178</b>
<b>J. CONTRIBUTIONS</b>	
Individuals	\$ 325,000
Corporate	\$ 100,000
Individual Sponsorships	\$ 25,000
Corporate Sponsorships	\$ 156,000
Grants	\$ 95,000
Fundraisers	\$ 50,000
<b>J. CONTRIBUTIONS</b>	<b>\$ 751,000</b>
<b>K. OTHER</b>	
AMEX points gift cards	\$ 2,500
Merchandise	\$ 500
Concessions, net	\$ 14,150
<b>K. OTHER</b>	<b>\$ 17,150</b>
<b>L. TOTAL INCOME (rounded)</b>	<b>\$ 2,378,300</b>
<b>M. BUDGETED NET TOWARD DEFICIT</b>	<b>\$ 414,000</b>