

	73rd Season - Operational Budget - FY2023			
	July 1, 2022 - June 30, 2023			
	REVENEUES	Admin / Operating	72th Season Shows	GRAND TOTAL
	Grants	\$19,920	\$0	\$19,920
	Show Sales	\$2,450	\$67,075	\$69,525
	Donations	\$0	\$800	\$800
	Fundraising	\$1,100	\$3,600	\$4,700
	Rental	\$1,800	\$0	\$1,800
	Other	\$1,000	\$0	\$1,000
	TOTAL REVENUE	\$26,270	\$71,475	\$97,745
	EXPENSES	Admin / Operating	72th Season Shows	GRAND TOTAL
	Licenses	\$1,000	\$0	\$1,000
	Insurances	\$1,335	\$0	\$1,335
	Madison Space	\$12,600	\$0	\$12,600
	Utilities	\$6,000	\$0	\$6,000
	Maintenance	\$685	\$0	\$685
	Supplies	\$100	\$1,000	\$1,100
	Concessions	\$0	\$1,990	\$1,990
	Food / Catering	\$150	\$950	\$1,100
	Printing	\$200	\$1,950	\$2,150
	Marketing	\$1,700	\$4,500	\$6,200
	Postage & Shipping	\$100	\$600	\$700
	Rights & Royalties	\$0	\$9,440	\$9,440
	Licensing Deposits	\$0	\$1,200	\$1,200
	Scripts	\$0	\$626	\$626
	Costumes	\$0	\$2,350	\$2,350
	Set & Props	\$0	\$4,950	\$4,950
	Lighting	\$0	\$1,000	\$1,000
	Rental, Venue	\$500	\$2,800	\$3,300
	Rental, Equipment	\$0	\$2,000	\$2,000
	Rental, Truck	\$0	\$2,000	\$2,000
	Professional Stipends	\$0	\$8,375	\$8,375
	Musician Stipends	\$0	\$12,140	\$12,140
	Ticketing Expense	\$148	\$2,956	\$3,104
	Misc. Expenses	\$0	\$400	\$400
	TOTAL EXPENSES	\$24,518	\$61,227	\$85,745
	NET INCOME	\$1,752	\$10,248	\$12,000

REVENUES									
Funding Sources	Admin / Operating	Frolic on the Farm	Theatre Camp	Young Frankenstein	Murder on The Orient Express	The PROM	Peter & The Starcatcher	TOTAL	NOTES
MNAC Operating Grant	14,320							14,320	This will be updated to granted amount.
Comm. Foundation Grant								0	
HCA Volunteer Grant	5,000							5,000	
CMT Endowment	600							600	
Fundraising	1,000							1,000	
Concessions			100	1,500	700	700	700	3,700	
Donations				200	200	200	200	800	
General Ticket Sales			2,450	17,275	15,250	17,275	17,275	69,525	Based on Ticket Assumptions tab
Season Ticket Sales				0	0	0	0	0	Based on Ticket Assumptions tab
Rental Income	1,800							1,800	Vandy,Mic Rentals, rentals of costumes,props,set pieces, etc
Program Ads								0	
Matching Revenue								0	
Sponsorship	1,000							1,000	Sponsorships, not a line item yet until we have strong possibilities to keep current budget realistic
Other Income								0	
Other Grants								0	
TOTAL REVENUE	23,720	0	2,550	18,975	16,150	18,175	18,175	97,745	
EXPENDITURES									
Expense Source	Admin / Operating	Frolic on the Farm	Theatre Camp	Young Frankenstein	Murder on The Orient Express	The PROM	Peter & The Starcatcher	TOTAL	NOTES
Insurance, Property/Liability	\$590.00							\$590.00	
Insurance, B&O	745							745	
Operational Licenses	1,000							1,000	Ascap, Chamber, SOS
Madison Rent	12,600							12,600	Parasol Partners
Madison Utilities	6,000							6,000	NES, Piedmont Gas, ATT
Madison Maintenance	685							685	
Advertising / Marketing	1,500			200	600	750	750	3,800	Constant Contact, Social Media, Other Paid advertising
Graphic Design	200			200	200	200	200	1,000	
Photography				300	300	400	400	1,400	
Rights & Royalties				3,035	1,375	2,515	2,515	9,440	Estimated for "The PROM" license coming in soon
Licensing Deposits				400	0	400	400	1,200	Estimated for "The PROM" license coming in soon
Scripts				0	226	200	200	626	Estimated for "The PROM" license coming in soon
Supplies	100			250	250	250	250	1,100	
Postage & Shipping	100			150	150	150	150	700	
Printing, Gen. Distribution	200			450	100	100	100	950	
Printing, Playbills				300	300	300	300	1,200	
Misc. Expense				100	100	100	100	400	
Ticketing Expense			148	759	674	759	763	3,104	Estimated at 4% of Ticket Sales
Venue Rental			500	700	700	700	700	3,300	
Equipment Rental				200	200	200	200	800	
Truck Rental				500	500	500	500	2,000	
Sound Rental				300	300	300	300	1,200	
Set Build				800	1,000	1,200	1,000	4,000	
Show Props			150	200	200	200	200	950	
Show Lighting				500	200	100	200	1,000	
Costumes			500	500	350	500	500	2,350	
Concessions				1,000	300	350	340	1,990	
Food / Catering			150	350	200	200	200	1,100	
Security	0		0	0	0	0	0	0	Decision to Add cost is up to board
Prof. Support Stipends			1,375	1,500	1,500	2,000	2,000	8,375	Production Support stipends (Set & Light Design, SM, Props,Costumer, Makeup, etc)
Musician / Band Stipends			0	5,440	0	3,350	3,350	12,140	Music Director, Musicians, Tracks, Audition & Rehearsal Accompanyist
TOTAL EXPENSES	23,720	0	2,823	18,134	9,725	15,724	15,618	85,745	
NET INCOME	0	0	(273)	841	6,425	2,451	2,557	12,000	
Financial Planning Analysis :		Avg Show Expenses:		\$14,800					
		Avg Show Income		\$17,870					
		Total Avg Profits:		\$1,710					
		Operating Ratio:		88%					

		<u>Gross Profit Ratio:</u>	12%						
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REVENUES	Admin / Operating		Frolic on the Farm		Theatre Camp		Young Frankenstein		Murder on the Orient Express		The PROM		Peter & The Starcatcher			11/11/22				
Funding Sources	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET TOTAL	YTD TOTAL		VARIANCE		
MNAC Operating Grant	\$14,320.00	\$13,816.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$14,320.00	\$13,816.00		\$504.00		
Comm. Foundation Grant	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		
HCA Volunteer Grant	\$5,000.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$5,000.00	\$0.00		\$5,000.00		
CFMT Endowment	\$600.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$600.00	\$0.00		\$600.00		
Fundraising	\$1,000.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$1,000.00	\$0.00		\$1,000.00		270.26
Concessions	\$0.00		\$0.00		\$100.00	\$16.85	\$1,500.00	\$1,931.39	\$700.00		\$700.00		\$700.00		\$3,700.00	\$1,948.24		\$1,751.76		92.68
Donations thru Audienceview	\$0.00		\$0.00		\$0.00		\$200.00		\$200.00		\$200.00		\$200.00		\$800.00	\$0.00		\$800.00		4.77
General Ticket Sales	\$0.00		\$0.00		\$2,450.00	\$4,812.00	\$17,275.00	\$17,158.00	\$15,250.00	\$135.00	\$17,275.00		\$17,275.00		\$69,525.00	\$22,105.00		\$47,420.00		62.03
Season Ticket Sales	\$0.00		\$0.00		\$0.00		\$0.00	\$0.00	\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		16.27
Rental Income	\$1,800.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$1,800.00	\$0.00		\$1,800.00		2.82
Program Ads	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		91.69
Matching Revenue	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		
Sponsorship	\$1,000.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$1,000.00	\$0.00		\$1,000.00		
Other Income	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		
Other Grants	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		
TOTAL REVENUE	\$23,720.00	\$13,816.00	\$0.00	\$0.00	\$2,550.00	\$4,828.85	\$18,975.00	\$19,089.39	\$16,150.00	\$135.00	\$18,175.00	\$0.00	\$18,175.00	\$0.00	\$97,745.00	\$37,869.24		\$59,875.76		
EXPENDITURES	Admin / Operating		Frolic on the Farm		Theatre Camp		Young Frankenstein		Murder on The Orient Express		The PROM		Peter & The Starcatcher							
Expense Source	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	BUDGET	ACTUALS	TOTAL	YTD TOTAL		VARIANCE		
Insurance, Property/Liability	\$590.00	\$597.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$590.00	\$597.00		(\$7.00)		
Insurance, D &O	\$745.00	\$743.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$745.00	\$743.00		\$2.00		
Operational Licenses	\$1,000.00	\$932.98	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$1,000.00	\$932.98		\$67.02		
Madison Rent	\$12,600.00	\$5,550.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$12,600.00	\$5,550.00		\$7,050.00		
Madison Utilities	\$6,000.00	\$1,953.29	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$6,000.00	\$1,953.29		\$4,046.71		
Madison Maintenance	\$685.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$685.00	\$0.00		\$685.00		
Advertising / Marketing	\$1,500.00	\$1,351.85	\$0.00		\$0.00		\$200.00		\$600.00		\$750.00		\$750.00		\$3,800.00	\$1,351.85		\$2,448.15		
Graphic Design	\$200.00		\$0.00		\$0.00		\$200.00		\$200.00		\$200.00		\$200.00		\$1,000.00	\$0.00		\$1,000.00		
Photography	\$0.00		\$0.00		\$0.00		\$300.00		\$300.00		\$400.00		\$400.00		\$1,400.00	\$0.00		\$1,400.00		
Rights & Royalties	\$0.00		\$0.00		\$0.00		\$3,035.00	\$3,035.00	\$1,375.00		\$2,515.00		\$3,971.60	\$1,628.50	\$10,896.60	\$4,663.50		\$6,233.10		
Licensing Deposits	\$0.00		\$0.00		\$0.00		\$400.00	\$400.00	\$0.00		\$400.00		\$400.00	\$400.00	\$1,200.00	\$800.00		\$400.00		
Scripts	\$0.00		\$0.00		\$0.00		\$0.00		\$226.00	\$225.58	\$200.00		\$200.00	\$0.00	\$626.00	\$225.58		\$400.42		
Supplies	\$100.00	\$551.27	\$0.00		\$0.00	\$59.68	\$250.00		\$250.00		\$250.00		\$250.00		\$1,100.00	\$610.95		\$489.05		
Postage & Shipping	\$100.00	\$29.74	\$0.00		\$0.00		\$150.00		\$150.00		\$150.00		\$150.00		\$700.00	\$29.74		\$670.26		
Printing, Gen. Distribution	\$200.00		\$0.00		\$0.00	\$38.00	\$450.00	\$138.00	\$100.00		\$100.00		\$100.00		\$950.00	\$176.00		\$774.00		
Printing, Playbills	\$0.00		\$0.00		\$0.00		\$300.00	\$270.00	\$300.00		\$300.00		\$300.00		\$1,200.00	\$270.00		\$930.00		
Misc. Expense	\$0.00		\$0.00		\$0.00		\$100.00	\$1,408.80	\$100.00		\$100.00		\$100.00		\$400.00	\$1,408.80		(\$1,008.80)		
Ticketing Expense	\$0.00		\$0.00		\$148.00	\$148.05	\$759.15	\$708.75	\$674.10	\$5.25	\$759.15		\$763.15		\$3,103.55	\$862.05		\$2,241.50		
Venue Rental	\$0.00		\$0.00		\$500.00	\$350.00	\$700.00	\$700.00	\$700.00		\$700.00		\$700.00		\$3,300.00	\$1,050.00		\$2,250.00		
Equipment Rental	\$0.00		\$0.00		\$0.00		\$200.00		\$200.00		\$200.00		\$200.00		\$800.00	\$0.00		\$800.00		
Truck Rental	\$0.00		\$0.00		\$0.00		\$500.00	\$597.97	\$500.00		\$500.00		\$500.00		\$2,000.00	\$597.97		\$1,402.03		
Sound Rental	\$0.00		\$0.00		\$0.00		\$300.00		\$300.00		\$300.00		\$300.00		\$1,200.00	\$0.00		\$1,200.00		
Set Build	\$0.00		\$0.00		\$0.00	\$35.99	\$800.00	\$621.64	\$1,000.00		\$1,200.00		\$1,000.00		\$4,000.00	\$657.63		\$3,342.37		
Show Props	\$0.00		\$0.00		\$150.00	\$58.42	\$200.00		\$200.00		\$200.00		\$200.00		\$950.00	\$58.42		\$891.58		
Show Lighting	\$0.00		\$0.00		\$0.00		\$500.00		\$200.00		\$100.00		\$200.00		\$1,000.00	\$0.00		\$1,000.00		
Costumes	\$0.00		\$0.00		\$500.00	\$147.21	\$500.00		\$350.00		\$500.00		\$500.00		\$2,350.00	\$147.21		\$2,202.79		
Concessions	\$0.00		\$0.00		\$0.00	\$89.20	\$1,000.00	\$752.13	\$300.00		\$350.00		\$340.00		\$1,990.00	\$841.33		\$1,148.67		
Food / Catering	\$0.00		\$0.00		\$150.00		\$350.00	\$229.68	\$200.00		\$200.00		\$200.00		\$1,100.00	\$229.68		\$870.32		
Security	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00		\$0.00		
Prof. Support Stipends	\$0.00		\$0.00		\$1,375.00	\$1,375.00	\$1,500.00	\$2,300.00	\$1,500.00		\$2,000.00		\$2,000.00		\$8,375.00	\$3,675.00		\$4,700.00		
Music Tracks / Band Stipends	\$0.00		\$0.00		\$0.00		\$5,440.00	\$5,350.00	\$0.00		\$3,350.00		\$3,350.00		\$12,140.00	\$5,350.00		\$6,790.00		
TOTAL EXPENSES	\$23,720.00	\$11,709.13	\$0.00	\$0.00	\$2,823.00	\$2,301.55	\$18,134.15	\$16,511.97	\$9,725.10	\$230.83	\$15,724.15	\$0.00	\$17,074.75	\$2,028.50	\$87,201.15	\$32,781.98		\$54,419.17		
NET INCOME	\$0.00	\$2,106.87	\$0.00	\$0.00	-\$273.00	\$2,527.30	\$840.85	\$2,577.42	\$6,424.90	-\$95.83	\$2,450.85	\$0.00	\$1,100.25	-\$2,028.50	\$10,544.00	\$5,087.00		\$5,457.00		

<b>Prev Season Show to compare : YF Actuals</b>					
		675	558	558	558
	<b>Ticket Type</b>	<b>Young Frankenstein</b>	<b>Murder on The Orient Express</b>	<b>The PROM</b>	<b>Peter &amp; The Starcatcher</b>
	Internet (\$25)	475	400	475	475
	Walk-In (\$25)	50	50	50	50
	\$20 Thursday - Internet (\$20)	100	100	100	100
	\$20 Thursday - Walk in (\$20)	50	50	50	50
	Season Ticket - Thurs (\$45)	0	0	0	0
	Season Ticket - Full (\$64)	0	0	0	0
	Comps	0	0	0	
	<b>Total</b>	<b>675</b>	<b>600</b>	<b>675</b>	<b>675</b>
	<b>Ticket Type</b>	<b>Ticket Cost</b>		<b>Young Frankenstein</b>	<b>Murder on The Orient Express</b>
	Internet (\$20)	\$27.00		475	400
	Walk-In (\$20)	\$25.00		50	50
	\$15 Thursday - Internet (\$15)	\$22.00		100	100
	\$15 Thursday - Walk in (\$15)	\$20.00		50	50
	Season Ticket - Thurs (\$45)	\$45.00		0	0
	Season Ticket - Full (\$64)	\$65.00		0	0
	Comps			0	0
		Season Tickets		\$0.00	\$0.00
		General Tickets		\$17,275.00	\$15,250.00
		Processing Fee		\$759.15	\$674.10
		<b>Projected Net Income</b>		<b>\$16,515.85</b>	<b>\$14,575.90</b>
	<b>Ticket Fees</b>	<b>Who Pay</b>	<b>Amount</b>		
	Standard Fri-Sun	Patron	\$25.00		
	Facility Fee	Patron	\$2.00		
	AudVw Service Fee	Circle	(\$1.05)		
	<b>Net Ticket Revenue</b>		<b>\$25.95</b>		
	<b>Ticket Fees</b>	<b>Who Pay</b>	<b>Amount</b>		
	Standard Thur	Patron	\$20.00		
	Facility Fee	Patron	\$2.00		
	AudVw Service Fee	Circle	(\$1.05)		
	<b>Net Ticket Revenue</b>		<b>\$20.95</b>		

	Ticket Fee %	Fri-Sun	4.20%		
	Ticket Fee %	Thur	5.25%		
	<b>Average for Budget Purposes</b>		<b>4.73%</b>		

[illegible]







	Young Frankenstein	Murder on The Orient Express	The PROM	Peter & The Starcatcher	TBA	Circle Awards	Frolic
# of Musicians	8	0	5	5	0	0	4
# Performances	11	11	11	11	0	0	1
Rate of Performance	\$ 55.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ -
Tracks Rentals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Music Director	\$ 300.00	\$ -	\$ 300.00	\$ 300.00	\$ -	\$ -	\$ -
Audition Accompanyist	\$ 50.00	\$ -	\$ 50.00	\$ 50.00	\$ -	\$ -	\$ -
Rehearsal Accompanyist	\$ 250.00	\$ -	\$ 250.00	\$ 250.00	\$ -	\$ -	\$ -
<b>Total Music/Band Costs</b>	\$ 5,440.00	\$ -	\$ 3,350.00	\$ 3,350.00	\$ -	\$ -	\$ -

<b>Grand Total</b>
<b>\$ 12,140.00</b>