

# The Nashville Shakespeare Festival

## Budget Overview: Annual Budget - FY21

October 2020 - September 2021

|                                     | <b>TOTAL</b>         |
|-------------------------------------|----------------------|
| <b>Revenue</b>                      |                      |
| 4000 Individual Donations           | 174,100.00           |
| 4100 Corporate Contributions        | 79,700.00            |
| 4200 Foundation Contributions       | 94,000.00            |
| 4300 Government Grants              | 209,736.00           |
| 4500 Merchandise & Concessions      | 12,900.00            |
| 4600 Program Income                 | 32,238.00            |
| 4900 Other Income                   | 7,300.00             |
| <b>Total Revenue</b>                | <b>\$ 609,974.00</b> |
| <b>Gross Profit</b>                 | <b>\$ 609,974.00</b> |
| <b>Expenditures</b>                 |                      |
| 6000 Personnel                      | 374,158.00           |
| 6100 Payroll Tax Expense            | 29,774.00            |
| 6300 Benefits - Union Contributions | 11,241.00            |
| 7020 Bank Charges                   | 200.00               |
| 7030 Communications                 | 2,850.00             |
| 7050 Contract Services              | 59,975.00            |
| 7060 Credit Card Fees               | 2,850.70             |
| 7090 Dues & Subscriptions           | 1,750.00             |
| 7120 Insurance Expense              | 13,000.00            |
| 7130 Interest Expense               | 1,200.00             |
| 7140 IT Expense                     | 1,100.00             |
| 7150 Licenses & Fees                | 286.00               |
| 7160 Marketing & Promotion          | 11,237.50            |
| 7170 Meals & Entertainment          | 1,540.00             |
| 7180 Merchandise & Concession Exp   | 4,450.00             |
| 7200 Office Supplies                | 700.00               |
| 7210 Postage                        | 1,050.00             |
| 7220 Printing                       | 7,250.00             |
| 7230 Professional Service Fees      | 15,400.00            |
| 7240 Production Expenses            | 53,327.00            |
| 7270 Rent                           | 9,909.00             |
| 7300 Royal Package Expenses         | 4,420.00             |
| 7380 Staff Development              | 1,000.00             |
| 7390 Ticketing Fees                 | 626.00               |
| <b>Total Expenditures</b>           | <b>\$ 609,294.20</b> |
| <b>Net Operating Revenue</b>        | <b>\$ 679.80</b>     |
| <b>Net Revenue</b>                  | <b>\$ 679.80</b>     |