

Classic Theatre 2018 Budget

INCOME		2018		
Cash				
	2017 cash for 2018 activities	\$	100,000	
	Subtotal		\$	100,000
Grants				
	Foundation Grants	\$	83,000	
	Corporate Grants	\$	10,000	
	Subtotal		\$	93,000
Corporate Support				
	Sponsorships	\$	5,000	
	Subtotal		\$	5,000
Direct Public Support				
	Individual Support	\$	55,000	
	Fundraiser	\$	65,000	
	Subtotal		\$	120,000
Government Contracts				
	Government Contracts	\$	30,000	
	Subtotal		\$	30,000
Government Grants				
	State Grants	\$	5,500	
	County Grants	\$	3,500	
	Subtotal		\$	9,000
Concessions				
	Concessions & Merchandise	\$	1,500	
	Subtotal		\$	1,500
Program Income				0
	Season Tickets	\$	23,670	
	subtotal		\$	23,670
	Classic Production Sales	\$	64,443	
	Thursday Night Buy Outs	\$	8,100	
	Classic Presents Sales	\$	18,000	
	Patron Pass Though Fee	\$	7,600	

	subtotal		\$	98,143
	Rent Revenue	\$	800	
	subtotal		\$	800
	Education Programming	\$	8,000	
	Subtotal		\$	8,000.00
TOTAL			\$	489,113

EXPENSES

Fees

	Bank fees/Merchant Account	\$	6,500	
	Vendini fees & Patron Pass Thru	\$	10,000	
	Payroll processing fees	\$	750	
	Subtotal		\$	17,250

Programming

Classic Presents

	Classic Presents Expenses	\$	12,000	
	Subtotal		\$	12,000

Classic Productions

Artist Fees

	Directors	\$	6,000	
	Music Directors	\$	-	
	Choreographers	\$	500	
	Actors	\$	20,700	
	Set Designers	\$	3,000	
	Costume Designers	\$	3,000	
	Light Designers	\$	3,000	

Sound Designers	\$	3,000	
Prop Masters	\$	2,000	
Dramaturg			
Composers	\$	-	
Subtotal			\$ 41,200
Tech Fees			
Technical Directors	\$	3,000	
Scenic Artist/Carpenters/etc	\$	600	
Costume-Tech Crew	\$	600	
Board Operators	\$	1,200	
Running Crew/ASM	\$	800	
Subtotal			\$ 6,200
Production Administration Fees			
Stage Manager	\$	4,000	
Production Manager	\$	2,000	
Box Office Manager	\$	4,000	
House Manager	\$	1,530	
Subtotal			\$ 11,530
Production Costs			
Set	\$	4,600	
Costumes	\$	2,500	
Lights	\$	400	
Props	\$	750	
Sound	\$	200	
Royalties	\$	4,800	
Scripts	\$	575	
Space Reconfigure	\$	1,000	
Food/Tech & Opening Night recep.	\$	1,400	
Subtotal			\$ 16,225
Education Program			
CIC Artist Educator fees	\$	5,000	
Camp Artist Educator fees	\$	2,400	
Camp Supplies	\$	1,100	

Educator Night Expenses	\$	200	
Subtotal			\$ 8,700
Contract & Administrative Fees			
Intern	\$	3,500	
Education	\$	500	
PR administrator	\$	2,000	
Grant Writer	\$	6,000	
Bookkeeper	\$	10,000	
Website	\$	3,600	
Development	\$	23,500	
Subtotal			\$ 49,100
Publicity			
Graphics	\$	4,500	
Photography	\$	1,500	
Marketing/Advertising	\$	6,000	
Subtotal			\$ 12,000
Facilities			
Improvements/Repairs	\$	2,400	
Maintenance/Custodial	\$	1,500	
Furnishings	\$	500	
Rent & Utilities	\$	44,000	
Capital Reserve	\$	-	
Subtotal			\$ 48,400
Operations			
Postage	\$	3,000	
Printing & Copying	\$	6,000	
Supplies	\$	2,000	
Equipment & Tools	\$	2,500	
Telephone & Internet	\$	3,600	
Computer Expense	\$	500	

Insurance	\$	2,750	
Memberships & Dues	\$	1,500	
Concession Expense	\$	250	
Books & Scubscriptions	\$	400	
Fundraising Expenses	\$	30,000	
Subtotal			\$ 52,500
Personnel			
Executive Director	\$	60,000	
Develoment Director	\$	32,900	
Education Director	\$	30,000	
Office Administrator	\$	19,500	
Staff Development	\$	500	
Worker's Comp			
Mileage/Travel	\$	-	
Professional Expense	\$	1,200	
Payroll Tax	\$	10,894	
Subtotal			\$ 154,994
TOTAL EXPENSE			\$ 430,099
NET			\$ 59,014
cash designated for 2019 activites			\$ 45,000
NET			\$ 14,014

	Production 1 Bless Me, Ultima	Production 2 Cherry Orchard	Production 3 Large Cast (12)
<b>Artist Fees</b>			
Directors	\$ 1,500	\$ 1,500	\$ 1,500
Music Directors	\$ -		\$ -
Choreographers	\$ -	\$ 500	\$ -
Actors	\$ 5,850	\$ 6,100	\$ 5,250
Set Designers	\$ 750	\$ 750	\$ 750
Costume Designers	\$ 750	\$ 750	\$ 750
Light Designers	\$ 750	\$ 750	\$ 750
Sound Designers	\$ 750	\$ 750	\$ 750
Prop Masters	\$ 500	\$ 500	\$ 500
Composers	\$ -		\$ -
<b>Tech Fees</b>			
Technical Directors	\$ 750	\$ 750	\$ 750
Scenic Artist/Carpenters/etc	\$ 100	\$ 200	\$ 150
Costume-Tech Crew	\$ 150	\$ 150	\$ 150
Board Operators	\$ 300	\$ 300	\$ 300
Running Crew/ASM	\$ 200	\$ 200	\$ 200
<b>Production Administration Fees</b>			
Stage Manager	\$ 1,000	\$ 1,000	\$ 1,000
Production Manager	\$ 500	\$ 500	\$ 500
Box Office Manager	\$ 1,000	\$ 1,000	\$ 1,000
House Manager	\$ 390	\$ 360	\$ 390
<b>Production Costs</b>			
Set	\$ 1,000	\$ 1,200	\$ 1,200
Costumes	\$ 500	\$ 750	\$ 750
Lights	\$ 100	\$ 100	\$ 100
Sound	\$ 50	\$ 50	\$ 50
Props	\$ 150	\$ 250	\$ 200
Royalties	\$ 1,200	\$ 1,200	\$ 1,200
Scripts	\$ 150	\$ 175	\$ 150
<b>TOTAL</b>	<b>\$ 18,390</b>	<b>\$ 19,785</b>	<b>\$ 18,340</b>
<b>INCOME</b>			
	12 perf.	12 perf.	12 perf.
capacity	1188	1188	1188
projected sold %	70%	70%	70%
# sold	832	832	832
# of season ticket attendee	235	235	235
net single tickets	596.6	596.6	596.6

\$27 average for season 11	\$	16,108.20	\$	16,108.20	\$	16,108.20
Passthrough costs	\$	(1,600.00)	\$	(1,600.00)	\$	(1,600.00)
Vendini fees	\$	(250.00)	\$	(250.00)	\$	(250.00)
Total	\$	14,258.20	\$	14,258.20	\$	14,258.20
Thursday Night Special	\$	2,700			\$	2,700

Production 4  
Medium Cast (8)

TOTAL

\$	1,500	\$	6,000
\$	-	\$	-
\$	-	\$	500
\$	3,500	\$	20,700
\$	750	\$	3,000
\$	750	\$	3,000
\$	750	\$	3,000
\$	750	\$	3,000
\$	500	\$	2,000
\$	-	\$	-

\$	750	\$	3,000
\$	150	\$	600
\$	150	\$	600
\$	300	\$	1,200
\$	200	\$	800

\$	1,000	\$	4,000
\$	500	\$	2,000
\$	1,000	\$	4,000
\$	390	\$	1,530

\$	1,200	\$	4,600
\$	500	\$	2,500
\$	100	\$	400
\$	50	\$	200
\$	150	\$	750
\$	1,200	\$	4,800
\$	100	\$	575

\$	16,240	\$	72,755
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12 perf.

1188  
70%  
832  
235  
596.6



\$	16,108.20	\$	64,433
\$	(1,600.00)	\$	(6,400)
\$	(250.00)	\$	(1,000)
\$	14,258.20	\$	57,033
\$	2,700	\$	8,100

Season 11 - projection

Regular Passes	Cost per	# sold	raw number	\$
4 pass	\$ 115.00	16	64	\$1,840
8 pass	\$ 225.00	12	96	\$2,700
12 pass	\$ 325.00	1	12	\$325
16 pass	\$ 425.00	1	16	\$425
Subtotal		30	188	\$5,290

Regular Pa:	Cost per
4 pass	\$ 115.00
8 pass	\$ 225.00
12 pass	\$ 325.00
16 pass	\$ 425.00
Subtotal	

Discounted Passes				
4 pass	\$ 100.00	42	168	\$4,200
8 pass	\$ 200.00	60	480	\$12,000
12 pass	\$ 285.00	6	72	\$1,710
16 pass	\$ 375.00	2	32	\$750
Subtotal		110	752	\$18,660

Discounted Passes	
4 pass	\$ 100.00
8 pass	\$ 200.00
12 pass	\$ 285.00
16 pass	\$ 375.00
Subtotal	

Total unique Transactions	140	940	\$23,950
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Total unique Transactio

Season Pass fee			\$280
	Net Member		<b>\$23,670</b>

Season Pass fee

Average cost per **\$25.18**

Season 10

Season 9

# sold	raw number	\$
17	68	\$1,955
11	88	\$2,475
1	12	\$325
1	16	\$425
30	184	\$5,180

\$28.15

42	168	\$4,200
50	400	\$10,000
6	72	\$1,710
2	32	\$750
100	672	\$16,660

\$24.79

ons

130	856	\$21,840
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\$260

Net Memb **\$21,580**

Average cost per **\$25.21**

Regular Pass	Cost per	# sold
4 pass	\$ 90.00	16
8 pass	\$ 170.00	10
12 pass	\$ 250.00	2
16 pass	\$ 330.00	0
Subtotal		28

Discounted Passes

4 pass	\$ 72.00	45
8 pass	\$ 136.00	71
12 pass	\$ 200.00	2
16 pass	\$ 260.00	1
Subtotal		119

Total unique Transactions

147

Season Pass fee

Average cost per

Season 8

raw number	\$		Regular Pass	Cost per	# sold	raw number	\$
64	\$1,440		4 pass	\$ 90.00	8	32	\$720
80	\$1,700		8 pass	\$ 170.00	11	88	\$1,870
24	\$500		12 pass	\$ 250.00	1	12	\$250
0	\$0		16 pass	\$ 330.00	0	0	\$0
168	\$3,640				20	132	\$2,840
		\$21.67					
Discounted Passes							
180	\$3,240		4 pass	\$ 72.00	49	196	\$3,528
568	\$9,656		8 pass	\$ 136.00	63	504	\$8,568
24	\$400		12 pass	\$ 200.00	0	0	\$0
16	\$260		16 pass	\$ 260.00	0	0	\$0
788	\$13,556				112	700	\$12,096
		\$17.20					
Total unique Transactions							
956	\$17,196				132	832	\$14,936
	\$294		Season Pass fee				\$264
Net Memb	<b>\$16,902</b>					Net Memb	<b>\$14,672</b>
	<b>\$17.68</b>		Average cost per				<b>\$17.63</b>

\$21.52

\$17.28