

	Budget	Budget	Budget
	7/1/19 - 6/15/20	7/1/20 - 6/15/21	7/1/21 - 6/15/22
INCOME			
EARNED INCOME	25,790	500	500
SPECIAL EVENTS	46,871	15,000	40,000
INDIVIDUALS	36,005	45,000	50,000
FOUNDATIONS	544,833	560,417	562,500
CORPORATIONS	22,900	30,500	30,500
GOVERNMENT	97,710	65,000	65,000
TOTAL INCOME FOR OPERATING/PROGRAMMING	774,109	716,417	748,500
TOTAL RESTRICTED RELEASED	327,647	90,000	3,500
TOTAL RESTRICTED & UNRESTRICTED FOR PROGRAMMING	1,101,756	806,417	752,000
EXPENSES			
PERSONNEL			
ADMINISTRATION/PROGRAMMING (YEARROUND)	283,801	338,883	347,600
PAYROLL LIABILITY	46,367	67,685	58,969
TOTAL YEARROUND	330,168	406,569	406,569
ARTISTS/TECH (PROGRAM/EVENT SPECIFIC)	68,619	96,040	110,140
PAYROLL LIABILITY	11,592	11,048	12,565
TOTAL PROGRAM/EVENT SPECIFIC	80,211	107,088	122,705
TOTAL SALARIED PERSONNEL & LIABILITIES	410,379	513,657	529,274
CONSULTANTS/COMMISSIONIONS/1099'S			
ARTIST COMMISSIONS/FEES	78,755	67,000	67,000
PROGRAMMING, DESIGN, TECH 1099'S	19,926	7,200	7,200
ADMINISTRATIVE, AUDIT, OTHER CONSULTANTS	9,600	62,000	82,000
TOTAL CONSULTANTS/COMMISSIONIONS/1099'S	108,281	136,200	156,200
TOTAL LABOR	518,660	649,857	685,474
NON-LABOR EXPENSES			
FIXED COSTS			
OCCUPANCY	85,585	91,200	50,700
IT/TELEPHONE/INTERNET/COMMUNICATIONS	4,927	7,500	7,500
INSURANCE	20,443	22,000	22,000
BANK, PAYROLL & OTHER PROCESSING FEES	3,552	12,000	12,000
DEPRECIATION	0	10,000	10,000
TOTAL FIXED COSTS	114,507	142,700	102,200
UN-FIXED COSTS			
OFFICE SUPPLIES	9,400	4,000	4,000
TRAVEL/TRANSPORTATION/LODGING	8,100	2,400	2,400
ADVERTISING/PROMOTION/MARKETING	8,963	8,000	8,000
DUES, SUBSCRIPTIONS, TICKETS & FEES	1,465	1,200	1,200
PROFESSIONAL DEVELOPMENT	0	4,000	4,000
RESIDENT ARTISTS EXPENSES	6,420	25,000	25,000
COMMUNITY PROGRAMMING	5,000	5,000	5,000
STUDIO & OTHER PRODUCTION	1,802	2,500	5,000
FUNDRAISING	4,695	40,000	40,000
TOTAL UN-FIXED COSTS	45,845	92,100	94,600
TOTAL NON-LABOR EXPENSES	160,352	234,800	196,800
TOTAL UNRESTRICTED EXPENSES	679,012	884,657	882,274
TOTAL RESTRICTED OPERATING/PROGRAMMING EXPENSES	34,832 B)	38,500	3,500
TOTAL EXPENSES	713,844	923,157	885,774
SURPLUS - (DEFICIT)	387,912	(116,740)	(133,774)

(using FY21 for FY22 draft)

RESTRICTED INCOME FOR PROGRAMMING
RESTRICTED PROGRAMMING EXPENSES

RESTRICTED INCOME FOR CAPITAL
RESTRICTED CAPITAL EXPENSES

a) FY21 & forward moved tech/designers from 1099s to salaries

B) Keeping cushion of \$15000 until audit is complete to make sure to cover any new bookkeeping errors that I did not find yet.

LISTING OF SOURCES	7/1/19 - 6/30/20	7/1/20 - 6/30/21		7/1/21 - 6/30/22
	Actuals	Proposed		Proposed
EARNED INCOME				
Admissions/Box Office	16,643	0		0
Other Earned - Co-Presentations, Concessions, Interest	9,147	500		500
TOTAL EARNED INCOME	\$25,790	\$500		\$500
SPECIAL EVENTS				
Intimate Dinner	\$10,450	\$15,000		\$15,000
OTHER - Gala	\$36,421	\$0	maybe skip a year	\$25,000
	\$46,871	\$15,000		\$40,000
UNEARNED/NON GOVT INDIVIDUALS				
Board Contributions	\$13,863	\$20,000	includes funds for capital fundraising	\$20,000
Individuals - non Board	\$22,142	\$25,000		\$30,000
TOTAL INDIVIDUALS	\$36,005	\$45,000		\$50,000
FOUNDATIONS/GRANTS				
Mental Insight Foundation	\$40,000	\$50,000 *		\$50,000
Mertz Gilmore Foundation	\$25,000	\$25,000 *		\$25,000
Lambert Foundation	\$400,000	\$400,000 *		\$400,000
Andrew W. Mellon Foundation	\$42,500	\$40,000 *		\$40,000
Howard Gilman Foundation	\$35,000	\$35,000 *		\$35,000
Shubert Foundation	\$833	\$9,167 *		\$10,000
Harkness Foundation	\$1,500	\$1,250		\$2,500
Other	\$0	\$0 *2		\$0
TOTAL UNRESTRICTED FROM FOUNDATIONS	\$544,833	\$560,417		\$562,500
CORPORATE FUNDERS - most supports The Taste of LIC				
Select Equity Foundation	\$10,000	\$10,000		\$10,000
Con Edison	\$12,500	\$17,500		\$17,500
M&T Bank	0	\$3,000	(in special events in prior year)	\$3,000
Matching Gifts & Local Businesses	400	0		0
TOTAL CORPORATE	\$22,900	\$30,500		\$30,500
TOTAL UNEARNED/NON GOVT	\$603,738	\$635,917		\$643,000
GOVERNMENT				
NYS Council on the Arts	\$12,500	\$15,000		\$15,000
NYC Department of Cultural Affairs	\$60,210	\$30,000 *		\$30,000
National Endowment for the Arts	\$15,000	\$10,000		\$10,000
Local Legislators	\$10,000	\$10,000 *		\$10,000
TOTAL GOVERNMENT	\$97,710	\$65,000		\$65,000
TOTAL UNRESTRICTED INCOME ALL SOURCES	\$774,109	\$716,417		\$748,500
RESTRICTED for FY20 or FY21 (NOT CAPITAL)				
Mertz Gilmore Foundation	\$28,500	\$3,500		\$3,500
NY Community Trust	\$94,000	\$0 *	EDII	\$0
Emma Sheaffer Charitable Trust	\$25,000	\$0		\$0
Hyde & Watson Foundation	\$10,000	\$0		\$0
COVID-19 emergency funds (NYCT)	\$50,000	\$0		\$0
Howard Gilman Foundation	\$0	\$35,000 *		\$0
Robert Rauschenberg Foundation	\$0	\$30,000 *		\$0
NYSCA	\$18,000 *3	\$9,000 *	commissioning	\$0
PPP	\$84,000	\$0		\$0
NYC & Co. Marketing	\$0	\$5,000		\$0
USA Artists	\$0	\$7,500		\$0
MAP Fund for Guadalupe Maravilla	\$18,147	\$0		\$0
TOTAL RESTRICTED	\$327,647	\$90,000		\$3,500
TOTAL INCOME	\$1,101,756	\$806,417		\$752,000

NOTES:

* committed or received

Additional proposals have been/will be submitted to the Alfred P. Sloan Foundation, Axe Houghton Foundation, Shelly & Donald Rubin Foundation, Ford Foundation, Scherman Foundation, David Rockefeller Foundation, Doris Duke, Altman Foundation, Rockefeller Brothers Fund, Booth Ferris, Gladys Kriehle Delmas, Booth Ferris & others. Many of this list will only become possible once our operating budget exceeds \$1million for a few years in a row.

*2 budget exceeds \$1million for a few years in a row.

*3 \$8000 for Antonio Ramos received in prior FY. \$10,000 for Daria Fain

Employee	FT or PT	Rate/hrs	Gross Salary	FICA 7.65%	WC .002% clerical / artists/other is avg .05%	Disability	Unemployment .007%	MTA surcharge .11%	403(b) match up to \$1200 annually FT / \$600 PT for regular employees	Major Medical	Total Employer Outlay	TOTAL EMPLOYER LIABILITY	For Shubert	Artistic	Admin	Production	Check column
Year round																	
Sheila Lewandowski	FT		82,500	6,311.25	165.00	79.20	577.50	90.75	1,200.00	10,008.00	100,931.70	18,431.70	Sheila Lewandowski			100,931.70	100,931.70
Brian Rogers	FT		78,500	6,005.25	157.00	79.20	549.50	86.35	1,200.00	10,008.00	96,685.30	18,085.30	Brian Rogers	64390.2		32195.1	96685.3
Madeline Best	FT		67,500	5,163.75	135.00	79.20	472.50	74.25	1,200.00	4,800.00	79,424.70	11,924.70	Madeline Best	26474.9		26474.9	79424.7
demetries morrow (thru Sept 15)	FT		8,333	637.50	16.67	19.80	58.33	9.17	0.00	1,908.00	10,982.80	2,649.47	demetries morrow (thru Sept 15)			10,982.80	10,982.80
Blaze Ferrer (through 10/5/2020 plus \$7125 FT)	FT		23,000	1,759.50	46.00	39.60	161.00	25.30	0.00	4,608.00	29,639.40	6,639.40	Blaze Ferrer (through 12/15 to include severance)	9879.8		9879.8	29639.4
Total FT Year Round			259,833	19,877	520	297	1,819	286	3,600	31,332	317,664	37,731	Total FT Year Round				
Development Manager	PT	75hr	26,250	2,008.13	52.50	39.60	183.75	28.88	600.00		29,162.85	2,912.85	Development Manager			29,162.85	29,162.85
Development Associate	PT	25hr	12,000	918.00	24.00	79.20	84.00	13.20	600.00		13,718.40	1,718.40	Development Associate			13,718.40	13,718.40
Administrative Associate	PT	25hr	24,000	1,836.00	48.00	79.20	168.00	26.40	600.00		26,757.60	2,757.60	Administrative Associate			26,757.60	26,757.60
Cleaning & Maintenance	PT	150wk	7,800	596.70	179.40	79.20	54.60	8.58	600.00		9,318.48	1,518.48	Cleaning & Maintenance			9,318.48	9,318.48
Production Mgmt	PT	30hr	9,000	688.50	207.00	79.20	63.00	9.90			10,047.60	1,047.60	Production Mgmt			10,047.60	10,047.60
Total PT Year Round			79,050	6,047	511	356	553	87	2,400	0	89,005	9,955	Total PT Year Round				
TOTAL YEAR ROUND			338,883	25,925	1,031	653	2,372	373	6,000	31,332	406,668.83	67,685.50	TOTAL YEAR ROUND				
PRODUCTION SPECIFIC LABOR																	
House Manager	PT		0	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	House Manager			0.00	0.00
Tech Support & Overhire	PT		15,840	1,211.76	364.32	79.20	110.88	17.42			17,623.58	1,783.58	Tech Support & Overhire			17,623.58	17,623.58
Box Office	PT		0	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	Box Office			0.00	0.00
Videographer	PT		15,000	1,147.50	345.00	79.20	105.00	16.50			16,693.20	1,693.20	Videographer			16,693.20	16,693.20
ARTISTS	PT		65,200	4,987.80	1,499.60	556.00	456.40	71.72			72,771.52	7,571.52	ARTISTS			72,771.52	72,771.52
Total Production Specific			96,040	7,347	2,209	714	672	106	0	0	107,088	11,048					0
TOTALS			434,923	33,272	3,239	1,368	3,044	478	6,000	31,332	513,657	78,733.80		513,657	0.1961325821	0.661078855	0.1427885629
Total Employer non salary liabilities											47,401.80						
Add Major Medical to tax liabilities											Total Employer Liabilities						
											78,733.80						
											Employer liability rate						
											0.1810291484						
Health Insurance Information																	
			Gross														
Sheila Lewandowski			10,008.00														
Brian Rogers			10,008.00														
Madeline Best			4,800.00 add a % to gross salary w/ proof of coverage														
demetries morrow			1,908.00														
Blaze Ferrer			4,608.00														
			31,332.00														
1 With Arts Pool might need 1 day a week at \$35hr otherwise will need 2 days at \$50 hr. Artspool rate is expected around 4-5% of operations not operating budget.																	
2 Either 2 jobs or split with Development Association (included in demetries morrow salary)																	
NON-PROGRAMMING 1099'S / CONSULTANTS																	
DESIGN			7200														
COMMUNICATIONS			10000														
AUDIT			10000														
ADMIN/LEGAL/OPERATIONS			12000 HR, Legal, etc.														
ArtsPool			20000														
Fundraising (Capital)			10000														
TOTAL NON-PROGRAMMING			69200														
TOTAL UNRESTRICTED LABOR			582,857.13														
EDII			<u>15000</u> *** RESTRICTED														
TOTAL LABOR			<u>597,857.13</u>														

NON-PERSONNEL EXPENSES

Notes

FIXED COSTS**OCCUPANCY**

SPACE RENT	60000	5000/mo
FUEL OIL	12000	
ELECTRIC	18000	
WATER/SEWER	1200	
MAINTENANCE	5000	

TOTAL OCCUPANCY**91200**

IT/TELEPHONE/INTERNET	7500	Adobe, QBO, Internet/phones, Asana, HootSuite, Vimeo, ICONTACT, WEBSITE
INSURANCE	22000	
BANK,CREDIT CARD CHARGES	3000	ticket processing fees, donation processing fees
PAYROLL PROCESSING	9000	
DEPRECIATION EXPENSE	10000	

TOTAL FIXED COSTS**142700****NON-FIXED COSTS**

OFFICE & NONPRODUCTION SUPPLIES	4000	
TRAVEL/TRANSPORTATION/LODGING	2400	
ADVERTISING/PROMOTION/MARKETING	8000	inc. website, enewsletter, hospitality, printing, postage
DUES, SUBSCRIPTIONS & FEES	1200	Bessies, NPNY, LICP, Costco,
PROFFESIONAL DEVELOPMENT	4000	
FUNDRAISING	40000	TOLIC, Intimate Dinner, Gala, Mailings
RESIDENT ARTIST EXPENSES	25000	
COMMUNITY PROGRAMMING	5000	
PRODUCTION SUPPLIES & EQUIPMENT MAINTENANCE	2500	General theater supplies & discretionary

TOTAL NON-FIXED COSTS**92100****TOTAL non-PERSONNEL EXPENSES****234800****RESTRICTED**

Catalog	5000	
PPE Supplies	1500	masks, wipes, face shields, extra cleaning supplies, office separation
PPE Equipment	4500	

Total Restricted**11000**

Employee	FT or PT	Rate/hrs	Gross Salary	FICA 7.65%	WC .002% clerical / artists/other is avg .05%	Disability	Unemployment .007%	MTA surcharge .11%	403(b) match up to \$1200 annually FT / \$600 PT for regular employees	Major Medical	Total Employer Outlay	TOTAL EMPLOYER LIABILITY
Year round												
Sheila Lewandowski	FT		90,000	6,885.00	180.00	79.20	630.00	99.00	1,200.00	8,478.00	107,551.20	17,551.20
Brian Rogers	FT		85,000	6,502.50	170.00	79.20	595.00	93.50	1,200.00	8,478.00	102,118.20	17,118.20
Madeline Best	FT		70,000	5,355.00	140.00	79.20	490.00	77.00	1,200.00	4,800.00	82,141.20	12,141.20
Total FT Year Round			245,000	18,743	490	238	1,715	270	3,600	21,756	291,811	46,811
Development Manager	PT	75hr	31,200	2,386.80	62.40	39.60	218.40	34.32	600.00		34,541.52	3,341.52
Development Associate	PT	25hr	20,800	1,591.20	41.60	79.20	145.60	22.88	600.00		23,280.48	2,480.48
Administrative Associate	PT	25hr	26,000	1,989.00	52.00	79.20	182.00	28.60	600.00		28,930.80	2,930.80
Cleaning & Maintenance	PT	300wk	15,600	1,193.40	358.80	79.20	109.20	17.16	600.00		17,957.76	2,357.76
Production Mgmt	PT	30hr	9,000	688.50	207.00	79.20	63.00	9.90			10,047.60	1,047.60
Total PT Year Round			102,600	7,849	722	356	718	113	2,400	0	114,758	12,158
TOTAL YEAR ROUND			347,600	26,591	1,212	594	2,433	382	6,000	21,756	406,568.76	58,968.76
PRODUCTION SPECIFIC LABOR												
House Manager	PT		8,100	619.65	186.30	0.00	56.70	8.91			8,971.56	871.56
Tech Support & Overhire	PT	(using FY20)	15,840	1,211.76	364.32	79.20	110.88	17.42			17,623.58	1,783.58
Box Office	PT	(250 nights)	6,000	459.00	138.00	0.00	42.00	6.60			6,645.60	645.60
Videographer	PT	(using FY20)	15,000	1,147.50	345.00	79.20	105.00	16.50			16,693.20	1,693.20
ARTISTS	PT	(using FY20)	65,200	4,987.80	1,499.60	556.00	456.40	71.72			72,771.52	7,571.52
Total Production Specific			110,140	8,426	2,533	714	771	121	0	0	122,705	12,565
TOTALS			457,740	35,017	3,745	1,308	3,204	504	6,000	21,756	529,274	71,534.22
Total Employer non salary liabilities											49,778.22	
Add Major Medical to tax liabilities												71,534.22
												0.1562769782
												Employer liability rate

Health Insurance Information	Gross
Sheila Lewandowski	8,478.00
Brian Rogers	8,478.00
Madeline Best	4,800.00 add a % to gross salary w/ proof of coverage
Total	21,756.00

1 With Arts Pool might need 1 day a week at \$35hr otherwise will need 2 days at \$50 hr. ArtsPool rate is expected around 4-5% of operations not operating budget.
2 Either 2 jobs or split with Development Association (included in demetries morrow salary)

NON-PROGRAMMING 1099'S / CONSULTANTS	
DESIGN	7200
COMMUNICATIONS	10000
AUDIT	10000
ADMIN/LEGAL/OPERATIONS	12000 HR, Legal, etc.
ArtsPool	40000
Fundraising (Capital)	10000
TOTAL NONPROGRAMMING	89200

TOTAL UNRESTRICTED LABOR 618,474.22

TOTAL LABOR 618,474.22

NON-PERSONNEL EXPENSES

Notes

FIXED COSTS**OCCUPANCY**

SPACE RENT (OFFICE OR REHEARSAL SPACES)	30000
HEATING	12000
ELECTRIC	8000
WATER/SEWER	700
MAINTENANCE	8000

TOTAL OCCUPANCY 50700

IT/TELEPHONE/INTERNET	7500	Adobe, QBO, Internet/phones, Asana, HootSuite, Vimeo, ICONTACT, WEBSITE
INSURANCE	22000	
BANK,CREDIT CARD CHARGES	3000	ticket processing fees, donation processing fees
PAYROLL PROCESSING	9000	
DEPRECIATION EXPENSE	10000	

TOTAL FIXED COSTS 102200**NON-FIXED COSTS**

OFFICE & NONPRODUCTION SUPPLIES	4000	
TRAVEL/TRANSPORTATION/LODGING	2400	
ADVERTISING/PROMOTION/MARKETING	8000	inc. website, enewsletter, hospitality, printing, postage
DUES, SUBSCRIPTIONS & FEES	1200	Bessies, NPNY, LICP, Costco,
PROFFESIONAL DEVELOPMENT	4000	
FUNDRAISING	40000	TOLIC, Intimate Dinner, Gala, Mailings
RESIDENT ARTIST EXPENSES	25000	
COMMUNITY PROGRAMMING	5000	
PRODUCTION SUPPLIES & EQUIPMENT MAINTENANCE	5000	General theater supplies & discretionary

TOTAL NON-FIXED COSTS 94600**TOTAL non-PERSONNEL EXPENSES 196800****RESTRICTED**

PPE Supplies	1500	masks, wipes, face shields, extra cleaning supplies, office separation
PPE Equipment	4500	

Total Restricted 6000