

Operating Budget Comparison Summary

	FY23 Projected	FY22 Approved*	FY21 Audited
Earned Income	60,600	20,500	44,512
Contributed Income	784,193	768,844	1,119,899
Expense	939,845	876,406	630,238
Surplus (Deficit)	(95,052)	(87,062)	534,172

*approved 10.5.2021

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Operating Budget

	FY21 Audited	FY22 Approved	YTD 2/28/22	FY23 Projected
Earned Revenue				
Ticket Sales	455	20,000	12,484	45,000
Service Fees	2,500	-	15,000	-
Education Revenue	-	-	100	-
Sales	-	-	105	100
Investment Revenue	313	500	55	500
Other Revenue	41,244	-	10,587	15,000
Total Earned Revenue	44,512	20,500	38,332	60,600
Contributed Revenue				
Board Contributions	12,887	17,000	12,020	21,275
Individual Contributions	50,973	40,000	40,387	45,000
Fundraising Events (net)	9,241	25,000	-	50,000
Foundation Grants	835,505	456,594	333,028	523,918
Corporate Contributions	43,292	30,500	18,149	30,500
Government Contracts	168,000	199,750	27,500	113,500
Total Contributed Revenue	1,119,898	768,844	431,085	784,193
Total Operating Revenue	1,164,410	789,344	469,417	844,793
Expense				
Salaries & Wages	292,945	457,442	214,965	507,450
Taxes & Benefits	57,062	77,839	46,475	98,726
Professional Fees	132,819	170,700	142,622	172,455
Insurance	18,344	22,000	15,520	23,121
Marketing Expenses	9,761	8,000	4,100	5,000
Occupancy Expenses	89,936	40,700	4,460	20,700
Office & Support Expenses	26,416	59,725	23,319	50,894
Production or Installation	2,407	35,000	3,534	55,000
Travel & Related Expenses	548	5,000	1,992	6,500
Total Operating Expenses	630,238	876,406	456,987	939,845
Operating Surplus (Deficit)	534,172	(87,062)	12,430	(95,052)
Non-Operating Expenses		10,000	-	10,000
Surplus (Deficit) with Non-Operating Expenses	534,172	(97,062)	12,430	(105,052)
Net Capital Activity	-	-	92,500	-
Accumulated Surplus (Deficit)	670,240	1,204,411		1,099,359

Income

	FY23 Projected	FY22 Approved	% change	FY21 Audited
Total Earned Revenue	60,600	20,500	195.61%	44,512
Board Contributions	21,275	17,000	25.15%	12,887
Individual Contributions	45,000	40,000	12.50%	50,973
Fundraising Events (net)	50,000	25,000	100.00%	9,241
Foundation Grants	523,918	456,594	14.74%	835,505
Corporate Contributions	30,500	30,500	0.00%	43,292
Government Contracts	113,500	199,750	-43.18%	168,000
Total Contributed Revenue	784,193	768,844	2.00%	1,119,899
Total Operating Revenue	844,793	789,344	7.02%	1,164,410

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Expenses

	FY23 Projected	FY22 Approved	% change	FY21 Audited
Salaries & Wages (Includes benefits)	606,176	535,281	13.24%	350,006
Professional Fees	172,455	170,700	1.03%	132,819
Insurance	23,121	22,000	5.09%	18,344
Marketing Expenses	5,000	8,000	-37.50%	9,761
Occupancy Expenses	20,700	40,700	-49.14%	89,936
Office & Support Expenses	50,894	59,725	-14.79%	26,416
Production	55,000	35,000	57.14%	2,407
Travel & Related Expenses	6,500	5,000	30.00%	548
Depreciation	10,000	10,000	0.00%	
Total Expenses	949,845	886,406	7.16%	630,238

Labor Breakdown

	FY23 Projected	FY22 Approved
Personnel		
Administration & Yearround Programming	368,580	356,600
Visiting Artists and Direct Tech Support	138,870	100,842
Taxes & Benefits	98,726	77,839
Total Salaried Admin, Yearround Programming and Visiting Artists	606,176	535,281
Artists Commissioning Support	52,000	55,000
Programming, Design, Tech	20,000	30,000
Admin, Legal, Audit, Cap Fundraising, EDII, Website Repair, etc.	100,455	85,700
Total Consultants / Commissioning / Contractors / All 1099s	172,455	170,700
Total Labor	778,630	705,981
Total Labor % of Total Budget	81.97%	79.65%
Administration & Yearround Programming % of Total Budget	63.82%	60.39%
Visiting Artists Direct Compensation % of Total Budget	20.09%	17.58%

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