

## Appendix C: Operational Budget

BUILDING TOURS				
Building Tours	Cost	#/Month	Amt/Month	Gross Revenue
Individual Tour	\$5	30	\$150	\$1,800
Group Rate Tours	\$5	100	\$500	\$6,000
			\$650	\$7,800

SHOP SALES								
Item	Cost	#/Month	Amt/Month	Gross Revenue	Production Cost	Amt/Month	Net/Month	Net/Annual
T-shirt	\$15	10	\$150	\$1,800	\$7	\$70	\$80	\$960
Other Merch	\$10	15	\$150	\$1,800	\$3	\$45	\$105	\$1,260
		25	\$300	\$3,600		\$115	\$185	\$2,220

LOCAL ART SALES								
Item	Cost	#/Month	Amt/Month	Gross Revenue	Cut to Artist	Amt/Month	Net/Month	Net/Annual
Local Art	\$40	8	\$320	\$3,840	\$24	\$192	\$128	\$1,536
		\$8	\$320	\$3,840		\$192	\$128	\$1,536

PROGRAMMING																				
Program	# / Mo	# / Year	Cost - Advance	# Sold	Cost - Day-of	# Sold	Cost - Student	# Sold	# Sold / Event	# Sold / Year	AMT/ Event	AMT/ Month	Total Year	Concessions/ Event	Concessions / Month	Concessions/Year	Production Costs	AMT/ Month	AMT/Year	
In-House Programs																				
Music																				
Mainstage Subscription			\$100	50					50	50			\$5,000							
Mainstage Series	0.667	8	\$25	70	\$35	30	\$20	10	110	880	\$2,830	\$1,887	\$22,640	\$1,120	\$746.67	\$8,960.00	\$4,500	\$3,000	\$36,000.00	
Mainstage Grants			\$10,000	1	\$5,000	1							\$15,000							
Mainstage Sponsor			\$7,500	1	2500	2							\$12,500							
	0.667									880		\$1,887	\$55,140		\$747	\$8,960.00		\$3,000	\$36,000	
Music																				
Rooftop Series	1	12	\$7	25	\$10	25	\$7	5	55	660	\$437	\$437	\$5,244	\$385	\$385	\$4,620.00	\$262	\$262	\$3,146	
	1									660		\$437	\$5,244		\$385	\$4,620.00		\$262	\$3,146	
Film																				
Family Movie	0.5	6	\$5	35	\$5	20	\$5	0	55	330	\$280	\$140	\$1,680	\$385	\$193	\$2,310.00	\$300	\$150	\$1,800	
Cult Classic	0.5	6	\$8	15	\$10	25	\$5	20	60	360	\$395	\$198	\$2,370	\$420	\$210	\$2,520.00	\$300	\$150	\$1,800	
	1									690		\$338	\$4,050		\$403	\$4,830.00		\$300	\$3,600	
Theater																				
Theater Subscription			\$55	60									\$3,300							
Theater Company	1	12	\$12	30	\$15	25	\$10	15	70	840	\$760	\$760	\$9,120	\$490	\$490	\$5,880.00	\$456	\$456	\$5,472	
Dinner Theater	0.25	4	\$25	50	\$30	25			75	225	\$2,000	\$500	\$6,000	\$750	\$188	\$2,250.00	\$1,200	\$300	\$4,800	
Theater Sponsor			\$5,000	1	\$5,000	1							\$10,000							
	1.25									1065		\$1,260	\$28,420		\$678	\$8,130.00		\$756	\$10,272	
Total In-House Programs	2.917									3295		\$3,921	\$92,854		\$2,212	\$26,540.00		\$4,318	\$53,018	
Co-Productions																				
Community Performances	2		\$10	35	\$12	25	\$0	0	60	1440	\$650	\$1,300	\$15,600	\$420	\$840	\$10,080.00	\$390.0	\$780	\$9,360	
Total Co-Productions	2									1440		\$1,300	\$15,600		\$840	\$10,080.00		\$780	\$9,360	
Total Program	5									4735		\$5,221	\$108,454		\$3,052	\$36,620.00		\$5,098	\$61,178.40	

	Year	Month	
Bar	\$36,620	\$3,052	
Concessions			
Total	\$36,620	\$3,052	
		30% Sales:	\$10,986
		Monthly Costs:	\$916

RENTALS														
Rental	# / Mo	Cost	# / Mo	Cost	Total \$/ Mo	Total	Total / Yr	Audience/ Mo	Audience/ Yr	Concessions Sales/Mo	Concessions Sales/Yr	Production Cost	AMT/ Mo	AMT/Yr
	Weekday	Weekday	Weekend	Weekend										
Opera House - Promoter	0.5	\$1,000	0.5	\$1,500	\$1,250	1	\$15,000	65	780	\$455	\$5,460	\$400	\$400	\$4,800
Opera House - Artist / Nonprofit	1	\$500	1	\$750	\$1,250	2	\$15,000	120	1440	\$840	\$10,080	\$300	\$600	\$7,200
Opera House - Private Event	2	\$1,500	1	\$3,000	\$6,000	3	\$72,000	180	2160	\$1,800	\$21,600	\$400	\$1,200	\$14,400
Opera House Subtotal					\$8,500	6	\$102,000	365	4380	\$3,095	\$37,140		\$2,200	\$26,400
Rooftop - Private Event	1	\$350	1	\$500	\$850	2	\$10,200	100	1200	\$1,000	\$12,000	\$250	\$500	\$6,000
Rooftop Subtotal					\$850	2	\$10,200	100	1200	\$1,000	\$12,000		\$500	\$6,000
Classroom - Private Event	2	\$150	1	\$200	\$500	3	\$6,000	30	360	\$150	\$1,800	\$75	\$225	\$2,700
Classroom - Artist / Nonprofit	1	\$100	1	\$150	\$250	2	\$3,000	20	240	\$100	\$1,200	\$75	\$150	\$1,800
Classroom Subtotal					\$750	5	\$9,000	50	600	\$250	\$3,000		\$375	\$4,500
Total						13	\$121,200	515	6180	\$4,345	\$52,140		\$3,075	\$36,900

	Year	Month	
Bar	\$52,140	\$4,345	
Concessions			
Total	\$52,140	\$4,345	
	30% Sales:	\$15,642	
	Monthly Costs:	\$1,304	

EDUCATION										
Class	# / Mo	Duration	Cost	Students	Students/Mo	AMT/Mo	Gross Revenue	Cost/Mo	Cost/Yr	Net Revenue
Culinary										
Cooking Classes	2	90 minutes	\$25	10	20	\$500	\$6,000	\$200	\$2,400	\$3,600
Kids Cooking	1	90 minutes	\$15	10	10	\$150	\$1,800	\$100	\$1,200	\$600
Regional Cuisine 1	2	90 minutes	\$20	10	20	\$400	\$4,800	\$200	\$2,400	\$2,400
Regional Cuisine 2	1	90 minutes	\$20	10	10	\$200	\$2,400	\$100	\$1,200	\$1,200
	6				50	\$1,050	\$12,600	\$500	\$6,000	\$6,600
Dance										
Dance / Movement	4	60 minutes	\$7	8	32	\$224	\$2,688	\$134	\$1,613	\$1,075
	4				32	\$224	\$2,688	\$134	\$1,613	\$1,075
Adult Education										
Language / Education Classes	2	60 minutes	\$10	5	10	\$100	\$1,200	\$60	\$720	\$480
	2				10	\$100	\$1,200	\$60	\$720	\$480
Arts										
Photography	1	60 minutes	\$8	7	7	\$56	\$672	\$35	\$420	\$252
Wine & Paint	1	90 minutes	\$15	7	7	\$105	\$1,260	\$63	\$756	\$504
Additional Art	1	60 minutes	\$10	7	7	\$70	\$840	\$42	\$504	\$336
	3				21	\$231	\$1,260	\$140	\$1,680	\$1,092
Total	15				113	\$1,605	\$17,748	\$834	\$10,013	\$9,247

CONCESSIONS					
Event Concessions	Gross/Mo	Gross/Yr	Exp/Mo (30%)	Exp/Yr (30%)	NET
Programming Concessions	\$3,052	\$36,620.00	\$916	\$10,986	\$25,634.00
Rental Concessions	\$4,345	\$52,140.00	\$1,304	\$15,642	\$36,498.00
Fundraising Event Concessions	\$750	\$9,000.00	\$225	\$2,700	\$6,300.00
	\$8,147	\$97,760	\$2,444	\$29,328	\$68,432

MARKETING		
	Month	Total
Advertising		
Social Media Ads	\$200	\$2,400
Radio	\$150	\$1,800
Print	\$150	\$1,800
Total	\$500	\$6,000
Printing		
Brochures	\$333.33	\$4,000
Posters	\$100	\$1,200
Postcards	\$100	\$1,200
Total	\$533	\$6,400
Total		\$12,400

STAFFING	
FTE Staff	Salary
Executive Director	\$62,000
Operations Coordinator (pt)	\$22,000
Administrative Coordinator (pt)	\$22,000
Total	\$106,000
Contract Staff	
Grantwriting	\$10,000
Technical Director	\$12,000
Marketing	\$12,000
Total	\$34,000

**FULL BUDGET**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Total	Year 2 (5%)	Year 3 (5%)
<b>REVENUE</b>															
A. Building Tours & Shop Sales															
A1. Building Tours	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$7,800	\$8,190.00	\$8,599.50
A2. Merchandise	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
B3. Local Artist Sales - Shop	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$3,840	\$4,032.00	\$4,233.60
													\$15,240	\$16,002.00	\$16,802.10
B. Programming															
B1. Mainstage Series - Ticket Sales		\$3,455	\$3,455	\$3,455	\$3,455				\$3,455	\$3,455	\$3,455	\$3,455	\$27,640	\$29,022.00	\$30,473.10
B2. Rooftop Series					\$874	\$874	\$874	\$874	\$874	\$874			\$5,244	\$5,506.20	\$5,781.51
B3. Film	\$338	\$338	\$338	\$338	\$338	\$338	\$338	\$338	\$338	\$338	\$337.50	\$338	\$4,050	\$4,252.50	\$4,465.13
B4. Theater	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535	\$1,535.00	\$1,535	\$18,420	\$19,341.00	\$20,308.05
B5. Co-productions	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$15,600	\$16,380.00	\$17,199.00
													\$70,954	\$74,502	\$78,227
C. Rentals															
C1. Rentals - Opera House	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$102,000	\$107,100.00	\$112,455.00
C2. Rentals - Rooftop					\$1,700	\$1,700	\$1,700	\$1,700	\$1,700	\$1,700			\$10,200	\$10,710.00	\$11,245.50
C3. Rentals - Classroom	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000	\$9,450.00	\$9,922.50
													\$121,200	\$127,260	\$133,623
D. Education															
D1. Theater Company	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$12,600	\$13,230.00	\$13,891.50
D2. Class Registration - Other	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$555	\$6,660	\$6,993.00	\$7,342.65
													\$19,260	\$20,223	\$21,234
E. Concessions															
E1. Programming Concessions	\$3,051.67	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$3,052	\$36,620	\$38,451.00	\$40,373.55
E2. Rental Concessions	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$4,345	\$52,140	\$54,747.00	\$57,484.35
													\$88,760	\$93,198	\$97,858
F. Ticketing Fees															
F1. Ticketing Fees	\$1,015.17	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$1,015	\$12,182	\$12,791.10	\$13,430.66
F2. Ticketing Fees - Community Events	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00



														\$13,382	\$14,051	\$14,754
G. Fundraising																
G1. Mainstage Series - Grants					\$10,000					\$5,000				\$15,000	\$15,750.00	\$16,537.50
G2. Grants/Foundations			\$5,000							\$5,000			\$5,000	\$15,000	\$15,750.00	\$16,537.50
G3. Mainstage Series - Sponsorship			\$7,500								\$2,500	\$2,500		\$12,500	\$13,125.00	\$13,781.25
G4. Theater - Sponsorship		\$5,000				\$5,000								\$10,000	\$10,500.00	\$11,025.00
G5. Corporate Gifts & Sponsorship		\$10,000				\$7,500					\$3,500		\$5,000	\$26,000	\$27,300.00	\$28,665.00
G6. Individual Gifts / Membership	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283	\$1,283.33	\$15,400	\$16,170.00	\$16,978.50
G7. Special Event 1			\$5,000											\$5,000	\$5,250.00	\$5,512.50
G8. Special Event 2							\$5,000							\$5,000	\$5,250.00	\$5,512.50
G9. Special Event 3												\$10,000		\$10,000	\$10,500.00	\$11,025.00
G10. Endowment																
														\$113,900	\$119,595	\$125,575
Total Earned Revenue														\$328,796	\$345,236	\$362,498
Total Unearned Revenue														\$113,900	\$119,595.00	\$125,574.75
Total Income														\$442,696	\$464,830.80	\$488,072.34
<b>EXPENSES</b>																
H. Building Tours & Shop Sales																
H1. Merchandise Production Costs	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$1,380	\$1,449.00	\$1,521.45
H2. Local Artist Sales - Amt to Artist	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$192	\$2,304	\$2,419.20	\$2,540.16
														\$3,684	\$3,868	\$4,062
J. Programming																
J1. Programming Expense	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$5,098	\$61,178	\$64,237.32	\$67,449.19
J2. Programming Support - Misc	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
J3. Lodging Maintenance	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$4,800	\$5,040.00	\$5,292.00
														\$68,378	\$71,797	\$75,387
K. Rentals																
K1. Rental Expense	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$3,075	\$36,900	\$38,745.00	\$40,682.25
K2. Rental Support - Misc.	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
														\$39,300	\$41,265	\$43,328
L. Education																
L1. Teacher Fees	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$834	\$10,013	\$10,513.44	\$11,039.11
L2. Education Expense - Misc.	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
L3. Gallery Expense	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00

													\$14,813	\$15,553	\$16,331	
M. Concessions																
M1. Concessions Expense - Programming	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$916	\$915.50	\$10,986	\$11,535.30	\$12,112.07
M2. Concessions Expense - Rentals	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$1,304	\$15,642	\$16,424.10	\$17,245.31
														\$26,628	\$27,959	\$29,357
N. Marketing																
N1. Graphic Design	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
N2. Advertising	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
N3. Printing	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$533	\$6,400	\$6,720.00	\$7,056.00
														\$13,600	\$14,280.00	\$14,994.00
O. Staff																
O1. Staff	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$8,833	\$106,000	\$111,300.00	\$116,865.00
O2. Payroll Taxes	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$883	\$10,600	\$11,130.00	\$11,686.50
O3. Health Insurance	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$10,800	\$11,340.00	\$11,907.00
O4. Contract Staff	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$2,833	\$34,000	\$35,700.00	\$37,485.00
O5. Professional Development / Travel														\$2,000	\$3,000.00	\$3,000.00
														\$163,400	\$172,470	\$180,944
P. Fundraising																
P1. Development Expense	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
P2. Special Event 1		\$1,000	\$1,000											\$2,000	\$2,100.00	\$2,205.00
P3. Special Event 2						\$1,000	\$2,000							\$3,000	\$3,150.00	\$3,307.50
P4. Special Event 3											\$1,500	\$2,000		\$3,500	\$3,675.00	\$3,858.75
														\$11,500	\$12,075.00	\$12,678.75
Q. Administration																
Q1. Copy Machine	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Q2. Office Supplies	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Q3. Bank Fees	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$900	\$945.00	\$992.25
Q4. QuickBooks	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$900	\$945.00	\$992.25
Q5. Printing Expense	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
Q6. Newsletter	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Q7. Ticketing System	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$10,000	\$10,499.96	\$11,024.96
Q8. Technology	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Q9. Fees/Memberships	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Q10. Postage	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$300	\$315.00	\$330.75
Q11. Web Support	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$900	\$945.00	\$992.25
Q12. Misc/Contingency	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	\$12,600.00	\$13,230.00

														\$32,800	\$34,440	\$36,162
R. Insurance/Pro Fees																
R1. Insurance	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	\$12,600.00	\$13,230.00
R2. Workers Comp	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$492	\$516.60	\$542.43
R3. Liquor Liability	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
R4. Fine Art Policy	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$360	\$378.00	\$396.90
R5. Audit/CPA	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
R6. Legal Fees	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
														\$20,652	\$21,684.60	\$22,768.83
S. Utilities																
S1. Electric	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$37,500	\$39,375.00	\$41,343.75
S2. Water	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
S3. Phone/Internet	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
														\$45,900	\$48,195.00	\$50,604.75
Total Expenses														\$440,655	\$463,588	\$486,617
Grand Total														\$2,041	\$1,242.88	\$1,455.03

	EVENTS/YR	PEOPLE/YR
Rentals	156	6180
Programming	60	4735
Education	180	1356
Total	396	12271

<b>BUDGET SNAPSHOT</b>	
BASE OPERATING PROJECTIONS - YEAR 1	
Source of Funds	Amount
<b>EARNED INCOME</b>	
Building Tours & Gift Shop Sales	\$15,240
Ticket Sales	\$70,954
Event Rental Income	\$121,200
Class Registration	\$19,260
Concessions	\$88,760
Ticketing Fee	\$13,382
Earned Income Total	\$328,796
<b>NON-EARNED INCOME</b>	
Program Grants	\$30,000
Program Sponsors	\$48,500
Membership Program	\$15,400
Fundraising Revenue	\$20,000
Non-Earned Income Total	\$113,900
Total Income	\$442,696
<b>EXPENSES / USE OF FUNDS</b>	
Building Tours & Gift Shop Sales Expense	\$3,684
Programming Expense	\$68,378
Rental Expense	\$39,300
Education and Gallery Expenses	\$14,813
Concessions Expense	\$26,628
Marketing Expense	\$13,600
Staff	\$163,400
Fundraising Expenses	\$11,500
Administrative Expenses	\$32,800
Insurance & Professional Fees	\$20,652
Utilities	\$45,900
Total Expenses	\$440,655
BALANCE	\$2,041

CAPITAL BUDGET					
EXPENSES		NOTES	SOURCES		NOTES
Building Acquisition	\$1,350,000.00		State Bond	\$3,620,850.00	
Predesign Fees	\$71,700.00	HTC Eligible	Historic Tax Credits	\$1,735,929.00	
Design Fees	\$420,000.00	HTC Eligible	Grants and Foundations	\$700,000.00	
Construction	\$4,200,000.00	HTC Eligible	Sponsorships	\$1,000,000.00	
Furniture, Fixture, Equipment	\$1,200,000.00		Individual Donations	\$415,000.00	
1 Year Operational Expenses	\$221,299.96				
Total	\$7,462,999.96		Total	\$7,471,779.00	
<i>HTC Eligible</i>	\$4,691,700.00				