

	B	V
1		LOOK HERE!
2	2013-2014 BUDGET WORKSHEET	
3		FY 2013-2014
4		BUDGET
5		PROPOSED
6		
7	<b>INCOME</b>	
8	Ticket Sales	755,527
9	Subscription Handling Charge	5,400
10	Ticket Service Fee: Pres (single)	28,000
11	Ticket Service Fees: Rental (WCPA)	80,000
12	Ticket Service Fees: Rental (SPSCC)	18,000
13	Ticket Exchange Fee	850
14	Program Ad Sales	20,000
15	Concessions Sales: (net of taxes)	30,500
16	Bar Sales (Net of taxes)	8,000
17	Merchandise Commissions: Pres.	3,200
18	Merchandise Commissions: Rental	4,100
19	SPSCC Merchandise Comm	500
20	Art Sales Commissions	1,500
21	Label Sales	1,500
22	Theater Rental (WCPA)	85,500
23	Theater Rental (SPSCC)	50,000
24	Box Office Use: Rental (WCPA)	3,600
25	Box Office Use: Rental (SPSCC)	1,550
26	FOH Labor: Rental (WCPA)	19,500
27	FOH Labor: Rental (SPSCC)	3,000
28	Production Labor: Rental (WCPA)	85,000
29	Production Labor: Rental (SPSCC)	33,500
30	Bankcard Fees	23,500
31	Production Equipment Rental	1,250
32	Piano Use: Rental (WCPA)	3,200
33	Piano Use: Rental (SPSCC)	600
34	Catering Commission	450
35	Organ Use	0
36	Back-of-Ticket & Ticket Envelope Advertising	3,500
37	Advertising: Artistic Partners	6,000
38	Usher Services (WCPA)	2,150
39	Usher Services (SPSCC)	450
40	Hospitality Rental	1,300
41	Ticket Postage	1,100
42	Olympia Support	223,173
43	Olympia Endowment	0
44	Olympia Maintenance - Building	9,000
45	Olympia Maintenance - Stage	9,000
46	Lacey Support	12,400
47	Tumwater Support	7,445
48	<b>FUNDRAISING</b>	
49	Donations: Friends	175,000
50	Donations: Tickets	3,000
51	Donations: Other Gifts	20,000

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52	Breakfast	35,000
53	Corporate Support	42,500
54	Grants: Government	5,000
55	Grants: Private: General	42,000
56	Grants: Private: Presenting	5,000
57	ANNUAL GALA	13,500
58	Miscellaneous Income (Administration)	1,500
59	Miscellaneous Income (Production)	500
60	Interest Income	200
61	Net Income from Added Events	11,000
62	<b>TOTAL INCOME</b>	<b>1,897,445</b>

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63	<b>EXPENSES</b>	
64	<b>Payroll</b>	719,561
65	WCPA	684,311
66	Management	440,001
70	Staff	244,310
71	Development Assistant	0
72	Marketing: Postering	3,500
73		
74	<b>Box Office</b>	26,500
75		
76	<b>FOH</b>	13,850
77	Non-event hours (VMS; concessions; art; etc)	4,100
78	Event hours (WCPA Rentals)	9,750
79		
80	<b>Concessions: Bartenders</b>	2,500
81		
82	<b>Custodial</b>	52,700
83	<b>Maintenance</b>	3,700
84	<b>Production</b>	141,560
85	Production: Non-event hours	15,000
86	Production: Presenting	57,060
87	Production: Rental	63,000
88	Maintenance	5,500
89	R&R	1,000
90		
91	<b>SPSCC</b>	
92	Staff	35,250
93	Box Office	2,500
94	FOH	6,500
95	Production	25,000
96	Maintenance	1,250
97		
98	<b>Payroll Taxes</b>	74,115
275		
276	<b>Employer Contribution to Retirement Fund</b>	10,750
277	<b>Employer Contribution to Health Savings Account</b>	10,150
278	<b>Employee Medical</b>	35,000
279	<b>Employee Disability</b>	4,300
280	<b>Employee Parking</b>	4,700
281	<b>Legal Expenses</b>	5,000
282	<b>Union Costs (H&amp;W; Pension)</b>	2,000
283	<b>Artist Fees</b>	412,280
284	<b>Artist Costs</b>	57,106
285	<b>Artist Costs (Trade)</b>	(10,000)

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286	Accounting Services	12,000
287	Ad Sales Commissions	0
288	Advertising: Personnel	250
289	Advertising: Facility	10,000
290	Advertising: Artistic Partners	5,500
291	Bankcard Fees	55,000
292	City Maintenance Materials - Building	4,500
293	City Maintenance Materials - Stage	3,500
294	Maintenance Materials (SPSCC)	1,000
295	Concessions Consumables	18,000
296	Concessions Consumables: Bar	2,000
297	Concessions Supplies	1,500
298	Concessions Linen Rental	1,800
299	Concessions Commissions	675
300	Contracted Services	0
301	Dues / Subscriptions	4,000
302	Education Programs	250
303	Equipment Leases: Office	3,300
304	Equipment RENTAL: Production: Pres	34,580
305	Equipment RENTAL: Production: Pres (TRADE)	(2,000)
306	Equipment RENTAL: Production: Rental	500
307	SEASON EVENT MARKETING	169,300
308	SEASON EVENT MARKETING (TRADE)	(43,000)
318		
319	PLAYBILL COSTS	
320	Graphics: Playbill	9,000
321	Printing: Playbill	9,000
322		
323	FUNDRAISING	
325	Fundraising Costs	10,000
326	Fundraising Costs: Breakfast	5,000
327	Postage: Development	2,000
328	Printing: Development	4,000
329	Special Events: Presenting	3,500
330	ANNUAL GALA	3,500

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331	Graphic Services (Non-season)	1,000
332	Hospitality: Facility	900
333	Hospitality: Crew (NEW)	500
334	Hospitality: Artist	12,725
335	Insurance: Facility	13,000
336	Interest Expense	3,000
337	Licenses & Business Fees	2,500
338	Liquor Licenses / Food Permit	500
339	Music Royalties	10,516
340	Parking (SPSCC)	0
341	Piano Tuning/ Turners: Presenting	2,570
342	Piano Tuning: Rental (WCPA)	2,000
343	Piano Tuning: Rental (SPSCC)	375
344	Postage: Administration	1,100
345	Postage: Tickets (Daily)	850
346	Postage: Tickets (Season)	300
347	Printing: Facility	500
348	Small Tools: Operations	200
349	Small Tools: Production	200
350	Computer Maintenance	49,000
351	Internet / Wireless (SPSCC)	900
352	Special Events: Admin.	2,300
353	Supplies: Office	1,500
354	Supplies: Marketing	4,000
355	Supplies: Custodial	7,000
356	Supplies: Stage	3,000
357	Supplies: Box Office	4,000
358	Supplies: Front-of-House	500
359	Supplies: Safety Committee	750
360	Supplies: Art Shows	1,000
361	Telephone	9,800
362	Travel	1,000
363	Booking Conferences	12,000
364	Utilities: Electricity	60,000
365	Utilities: Natural Gas	1,600
366	Utilities: Water/Sewer/Storm Water	2,500
367	Utilities: Trash	4,000
368	Volunteers	3,000
369	Web Maintenance	1,000
370	Miscellaneous: Admin	350
371	Miscellaneous: Production: Presenting	11,330
372	<b>Total Expenses</b>	<b>1,886,883</b>
373		
374	<b>Net Income from Operations</b>	<b>10,562</b>