

**Projections for Presented Events and Theatre Rental
ANNUAL BUDGET**

REVENUE

Earned Revenue

| | | | |
|---|-----------|------------------------------|-------------|
| Community Presentations | \$120,000 | | |
| Prime Tours & Special Events | \$25,000 | | |
| Films (10 Bookings) | \$32,000 | | |
| | | Follies (80 perf. yearly) | \$3,264,000 |
| Concessions (44,400 x \$0.85) | \$37,740 | | |
| Meetings & Seminars (2/Month @ \$200 each) | \$4,800 | | |
| One-Night local events (25 @ \$200 rental/night) | \$5,000 | | |
| Theatre rental and events | \$643,000 | | |
| Concessions | \$65,000 | | |
| Advertising | \$11,000 | | |

Retail and Merchandizing (net) \$9,000

Subtotal Earned Revenue \$952,540

Contributed Revenue

| | |
|--|-----------|
| Family Memberships (1000 @ \$10) | \$10,000 |
| Endowment Contribution (\$2 Million @ 8%) | \$160,000 |
| Annual Donations | \$25,000 |
| Grants | \$25,000 |
| Performance Sponsorships | \$25,000 |
| School Performance Sponsorships | \$25,000 |

\$270,000

Subtotal Contributed Revenue

TOTAL REVENUE **\$1,129,540**

EXPENSES

| | |
|---------------------------|----------|
| Concessions | \$25,000 |
| Marketing and Development | \$30,000 |
| General Director | \$65,000 |
| Technical Director | \$40,000 |
| Business Manager | \$40,000 |
| Marketing / Development | |
| Director | \$30,000 |
| Secretary /Receptionist | \$20,000 |
| Custodian | \$20,000 |

| | |
|-------------------------------|------------------|
| Part Time Staff (6@\$9000.) | \$54,000 |
| Payroll Taxes/Insurance (20%) | \$50,800 |
| Benefits (25%) | \$63,500 |
| Utilities & Services | \$100,000 |
| General Administrative | \$40,000 |
| Repairs & Maintenance | \$50,000 |
| Mortgage | \$25,000 |
| Film Rights | \$30,000 |
| Artists' Fees | 280,000 |
| | \$683,300 |

TOTAL EXPENSES

This budget does not include depreciation. Surplus funds should be dedicated to cash reserves, depreciation and endowment purposes.

**Projected costs and sources of funds
before operation of theatre:**

Construction Budget

| | |
|---|--------------------|
| General Construction \$6.6 million | \$6,600,000 |
| Theatre Specialties (Lighting, rigging, sound, etc.) | \$1,330,000 |
| Theatre Equipment (risers, music stands, etc.) | \$140,000 |
| Construction Contingency | \$980,000 |
| Theatre & Adjacent Properties Acquisition | \$370,000 |
| * <i>Projected Sources of Funds</i> | \$3,025,000 |

Grants \$2,800,000

Federal funding under EDI @ \$3.2
mil/Yr. for 2 years) \$6,400,000

Foundation and Corporate Grants to be
solicited by SCCCPA, Inc. \$1,850,000

Endowments
In addition to the \$11.5 million estimated
to be required for construction, a detailed
fundraising plan will be developed to
raise an endowment in the amount of \$3
million. \$3,000,000

Projected costs and sources of funds are

* Projected Costs

Construction Budget
General Construction \$6.6 million

Theatre Specialties
(Lighting, rigging, sound, etc.) \$1.33
million

| | |
|---------------------|-------------|
| Construction | Contingency |
| | |
|\$0.37 million | |

| | Events Per Year | Days Per Year | Average Attendance | Average Ticket Price | Rental Fees | Totals |
|--|-----------------|---------------|--------------------|----------------------|-------------|-------------|
| Special Events | 2 | 4 | 95% | \$50 | | |
| SCCCPA Bookings | 50 | 70 | 65% | \$16 | | |
| | | | | | | |
| | | | | | | |
| Educational Inst. | 29 | 35 | 50% | | \$500 | \$29,500 |
| Follies | 80 | 80 | 80% | \$85 | | \$3,264,000 |
| Film Showings | 100 | 75 | 40% | \$5 | | |
| SCCCPA Children's | 6 | 6 | 80% | \$4 | | |
| NFP Children's | 6 | 6 | 80% | | \$400 | \$2,400 |
| NFP Misc. Events/High School | 15 | 15 | 60% | | \$425 | \$6,375 |
| Seat Surcharge on NFP Sales | | | | \$0.50 | | |
| Speakers Series | 10 | 10 | 30% | \$5 | | |
| For Profit Events | 4 | 4 | 70% | \$12 | \$1,000 | \$4,000 |
| | 300 | 305 | 650% | | | |
| <i>Utilization is 82 % = 300 programmed days/365</i> | | | | | | |

95%=570 seats 29,500.00
 65%=390 seats 2400
 50%=300 seats 6375
 80%=480 seats 4000

 40%=240 seats 42,275.00

 70%=420 seats
 60%=360 seats
 30%=180 seats

