

Pennsylvania Shakespeare Festival
Current & Previous Fiscal Years' Budgets with Previous Fiscal Year Actuals
(excludes in-kind)

	FY 2024 Budget	FY 2024 Actual	FY 2025 Budget
Ordinary Income/Expense			
Income			
4000 • Income - Ticket Sales	928,026	751,050	949,780
4100 • Contributions, Grants and Gifts	625,197	751,124	714,250
4175 • WillPower/Education Income	210,000	187,435	219,600
4200 • Gala	131,500	116,605	158,000
4300 • Advertising Income	23,500	25,263	25,000
4315 • Engagement Activities	0	0	11,750
4330 • Raffle	34,000	40,000	40,000
4360 • Specialty Dinners	9,500	9,879	12,375
4400 • Concession Sales	32,300	33,305	36,000
4500 • Other Income	3,500	2,694	3,000
4550 • Change Capital released into operating	100,000	75,000	100,000
4700 • Interest and Dividends	5,750	6,964	2,000
4740 • Endowment Distribution	354,400	354,400	361,200
Total Income	\$2,457,673	\$2,353,718	\$2,632,955
Expense			
5000 • Artistic Company	516,817	494,780	600,745
5200 • Production Personnel	343,195	332,929	355,929
5300 • Administrative Staff	414,611	401,970	449,793
5400 & 5500 • Production Costs	317,303	297,231	335,753
5600 • Development	32,025	36,607	35,000
5700 • Marketing & Promotion	157,500	160,076	160,000
5800 • Publications	24,000	26,607	24,000
5900 • Office Expenses	37,300	32,773	31,500
6000 • Consultants (Audit & SP)	16,575	49,047	15,645
6050 • Auditions	12,500	10,586	12,500
6100 • Insurance	72,914	45,068	50,749
6150 • Company Meetings & Events	23,000	23,052	21,500
6350 • Gala Expenses	55,000	62,012	65,000
6400 • Concession Expenses	14,165	24,161	26,000
6500 • Benefits & Payroll Taxes	184,061	181,669	202,742
6600 • WillPower/Education Expenses	210,000	187,435	219,600
6700 • Depreciation	26,707	24,978	26,500
Total Expense	\$2,457,673	\$2,390,981	\$2,632,955
Net Ordinary Income	\$0 *	-\$37,263 *	\$0

* For 16 out of the past 19 years, PSF ended each fiscal year with a financial surplus. While PSF had not planned for a deficit in fiscal year 2024, it is taking longer and requiring more funds to rebuild from the effects of the pandemic, to welcome & encourage new & lapsed patrons back to live theatre, to respond to inflation, to compete for staff in a reduced market, and to offer mission critical programming. Festival management & staff with support from the board continued increasing fundraising efforts which made the deficit 75% smaller than the previous fiscal year (2023) planned deficit allowing PSF to keep more funds in the operating reserve.