

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

	<b>FY 2020 Budget</b>	<b>FY 2020 Actual</b>	<b>FY 2021 Budget</b>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4000 · Income - Ticket Sales	0	0	253,334
4100 · Contributions, Grants and Gifts	533,698	562,778	671,750
4175 · WillPower/Education Income	176,140	159,000	137,285
4200 · Gala	75,000	97,564	100,000
4300 · Advertising Income	0	0	2,500
4330 · Raffle	0	0	0
4360 · Specialty Dinners	0	0	0
4400 · Concession Sales	0	115	13,500
4500 · Other Income	3,000	2,104	1,000
4550 · Change Capital released into operating	0	0	55,000
4700 · Interest and Dividends	300	276	375
4740 · Endowment Distribution	197,000	170,950	200,000
<b>Total Income</b>	<b>\$985,138</b>	<b>\$992,787</b>	<b>\$1,434,744</b>
<b>Expense</b>			
5000 · Artistic Company	63,374	62,198	193,305
5200 · Production Personnel	24,250	25,975	158,806
5300 · Administrative Staff	326,264	316,935	333,721
5400 & 5500 · Production Costs	40,390	38,138	233,613
5600 · Development	20,100	16,130	15,000
5700 · Marketing & Promotion	63,390	65,016	80,000
5800 · Publications	450	426	11,000
5900 · Office Expenses	26,955	24,267	42,415
6000 · Consultants (audit & SP)	13,520	13,020	15,000
6050 · Auditions	21,070	21,061	1,000
6100 · Insurance	19,388	19,008	30,000
6115 · Automobile Expense	750	627	1,000
6150 · Company Meetings & Events	6,700	5,526	5,000
6350 · Gala Expenses	17,500	14,226	50,000
6400 · Concession Expenses	4,025	542	10,000
6500 · Benefits & Payroll Taxes	145,676	141,202	161,062
6600 · WillPower/Education Expenses	161,131	159,000	137,285
6700 · Depreciation	30,058	33,361	33,000
<b>Total Expense</b>	<b>\$984,991</b>	<b>\$956,658</b>	<b>\$1,511,207</b>
<b>Net Ordinary Income</b>	<b>\$147</b>	<b>\$36,129</b>	<b>-\$76,463 ^</b>

^ For 14 out of the past 15 years, PSF ended the fiscal year with a surplus. While this year, we have a planned deficit because of restricted lower capacity ticket sales due to the pandemic, the Festival can use its operating reserve fund to cover the deficit if needed, and we plan to continue to fundraise to cover that amount.