2020 Quality of Life Grant Application
Pennsylvania Shakespeare Festival

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

	2018 Budget	2018 Actual	2019 Budget
Ordinary Income/Expense			
Income			
4000 · Income - Ticket Sales	1,055,019	1,072,159	1,043,777
4100 · Contributions, Grants and Gifts	424,748	455,130	413,348
4175 · WillPower/Education Income	161,620	159,795	172,967
4200 · Gala	130,000	140,844	130,000
4300 · Advertising Income	36,500	35,928	36,500
4330 · Raffle	38,000	39,000	38,000
4360 · Specialty Dinners	13,500	10,792	12,100
4400 · Concession Sales	36,000	53,638	39,000
4500 · Other Income	9,500	7,017	3,500
4550 · Change Capital released into opera	44,000	29,000	42,000
4700 · Interest and Dividends	425	374	345
4740 - Endowment Distribution	159,000	196,800	168,000
Total Income	$2,108,312	$2,200,477	$2,099,537
Expense			
5000 · Artistic Company	521,985	518,946	417,374
5200 · Production Personnel	242,127	248,643	254,467
5300 · Administrative Staff	337,003	340,049	368,803
5400 & 5500 · Production Costs	263,311	300,355	277,318
5600 · Development	47,550	43,176	43,480
5700 · Marketing & Promotion	125,075	133,501	125,075
5800 · Publications	33,650	35,253	33,650
5900 · Office Expenses	39,135	35,896	40,215
6000 · Consultants (audit & SP)	14,500	12,555	13,340
6050 · Auditions	19,400	24,362	21,585
6100 · Insurance	35,015	43,088	42,788
6115 · Automobile Expense	750	1,880	1,000
6150 · Company Meetings & Events	13,200	21,093	18,470
6350 · Gala Expenses	50,000	49,619	50,000
6400 · Concession Expenses	28,800	35,768	23,950
6500 · Benefits & Payroll Taxes	164,201	143,658	170,620
6600 · WillPower/Education Expenses	149,666	159,795	164,570
6700 · Depreciation	19,591	24,660	29,019
Total Expense	$2,104,959	$2,172,297	$2,095,724
Net Ordinary Income	**$3,353**	**$28,180**	**$3,813**