

Pennsylvania Shakespeare Festival
Current & Previous Fiscal Years' Budgets with Previous Fiscal Year Actuals

(excludes in-kind)

	FY 2021 Budget	FY 2021 Actual	FY 2022 Budget
Ordinary Income/Expense			
Income			
4000 · Income - Ticket Sales	253,334	274,001	645,236
4100 · Contributions, Grants and Gifts	671,750	905,410	1,096,924
4175 · WillPower/Education Income	137,285	137,470	169,120
4200 · Gala	100,000	117,705	120,000
4300 · Advertising Income	2,500	1,100	20,000
4330 · Raffle	0	0	20,000
4360 · Specialty Dinners	0	0	5,000
4400 · Concession Sales	13,500	5,970	22,000
4500 · Other Income	1,000	0	1,000
4550 · Change Capital released into operating	55,000	0	55,000
4700 · Interest and Dividends	375	49	100
4740 · Endowment Distribution	200,000	122,620	227,400
Total Income	\$1,434,744	\$1,564,325	\$2,381,780
Expense			
5000 · Artistic Company	193,305	202,394	487,136
5200 · Production Personnel	158,806	144,317	313,403
5300 · Administrative Staff	333,721	328,080	420,450
5400 & 5500 · Production Costs	233,613	275,866	342,582
5600 · Development	15,000	8,839	27,000
5700 · Marketing & Promotion	80,000	76,543	125,000
5800 · Publications	11,000	3,755	34,500
5900 · Office Expenses	42,415	24,932	37,500
6000 · Consultants (audit & SP)	15,000	11,099	63,650
6050 · Auditions	1,000	0	20,000
6100 · Insurance	30,000	18,676	40,500
6115 · Automobile Expense	1,000	152	1,500
6150 · Company Meetings & Events	5,000	5,270	14,000
6300 · STA Conference	0	145	1,500
6350 · Gala Expenses	50,000	47,542	50,000
6400 · Concession Expenses	10,000	4,864	13,300
6500 · Benefits & Payroll Taxes	161,062	135,585	190,607
6600 · WillPower/Education Expenses	137,285	137,470	169,120
6700 · Depreciation	33,000	30,594	30,032
Total Expense	\$1,511,207	\$1,456,123	\$2,381,780
Net Ordinary Income	-\$76,463 ^	\$108,202	\$0

^ For 15 out of the past 16 years, PSF ended the fiscal year with a surplus. While last year, we had a planned budget deficit because of restricted lower capacity ticket sales due to the pandemic, the Festival ended the fiscal year with a surplus due to increased fundraising efforts and funds from several local, state and federal government pandemic relief grants.