

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

	FY 2022 Budget	FY 2022 Actual	FY 2023 Budget
Ordinary Income/Expense			
Income			
4000 · Income - Ticket Sales	645,236	651,824	931,175
4100 · Contributions, Grants and Gifts	1,096,924	1,144,861	559,850
4175 · WillPower/Education Income	169,120	162,785	179,120
4200 · Gala	120,000	139,975	125,000
4300 · Advertising Income	20,000	20,342	23,000
4330 · Raffle	20,000	37,400	30,000
4360 · Specialty Dinners	5,000	7,476	14,000
4400 · Concession Sales	22,000	20,508	28,500
4500 · Other Income	1,000	288	4,500
4550 · Change Capital released into operating	55,000	0	120,000
4700 · Interest and Dividends	100	75	150
4740 · Endowment Distribution	227,400	182,125	348,050
Total Income	\$2,381,780	\$2,367,659	\$2,363,345
Expense			
5000 · Artistic Company	487,136	525,850	579,834
5200 · Production Personnel	313,403	285,645	354,533
5300 · Administrative Staff	420,450	420,245	474,458
5400 & 5500 · Production Costs	342,582	320,245	388,059
5600 · Development	27,000	28,160	36,925
5700 · Marketing & Promotion	125,000	134,404	155,000
5800 · Publications	34,500	31,914	36,500
5900 · Office Expenses	37,500	42,749	39,125
6000 · Consultants (audit & SP)	63,650	58,319	14,500
6050 · Auditions	20,000	21,230	22,000
6100 · Insurance	40,500	42,388	51,628
6115 · Automobile Expense	1,500	2,237	1,500
6150 · Company Meetings & Events	14,000	14,770	20,000
6300 · STA Conference	1,500	1,911	7,500
6350 · Gala Expenses	50,000	45,674	50,000
6400 · Concession Expenses	13,300	13,279	14,300
6500 · Benefits & Payroll Taxes	190,607	178,387	205,363
6600 · WillPower/Education Expenses	169,120	162,785	179,120
6700 · Depreciation	30,032	31,362	33,000
Total Expense	\$2,381,780	\$2,361,554	\$2,663,345
Net Ordinary Income	\$0	\$6,105	-\$300,000 *

* For 16 out of the past 17 years, PSF ended each fiscal year with a financial surplus.

This year, PSF has a planned deficit as it rebuilds from the effects of the pandemic while also welcoming new & lapsed patrons back to live theatre, responding to inflation, competing for staff in a reduced market, and offering mission critical programming. Even though PSF can use funds from its operating reserve to fully cover the planned deficit, the Festival management & staff will increase fundraising efforts this year working hard to minimize the deficit allowing PSF to keep more funds in the operating reserve.