

## Spoletto Festival USA - FY24 Operating Budget

	FY24 Operating Budget
<b>Revenue</b>	
<b>Festival Program</b>	
Ticket Sales	\$ 3,000,000
Co-Production Fees	\$ 130,000
	<b>\$ 3,130,000</b>
<b>Other Earned Revenue</b>	
Co-Commission Fees	
Advertising, Other Earned	\$ 42,000
Facility Rentals and Leases	\$ 375,000
	<b>\$ 417,000</b>
<b>Endowment Draw</b>	
Spoletto Managed Endowment Draw	\$ 504,000
Comm. Foundation Endowment Income	\$ 320,000
	<b>\$ 824,000</b>
<b>Total Contributions</b>	<b>\$ 5,850,985</b>
<b>Total Operating Revenue</b>	<b>\$ 10,221,985</b>
<b>Expense</b>	
<b>Program Expenses</b>	
Peformance Costs	\$ 3,130,000
Producer and Artistic Services	\$ 550,000
Festival Production	\$ 1,200,000
	<b>\$ 4,880,000</b>
<b>Non-Program Salary</b>	
Full-Time Salaries	\$ 2,472,000
Employee Benefits	\$ 494,400
	<b>\$ 2,966,400</b>
<b>Non-Program Operating</b>	
Operations & Facilities	\$ 670,000
Marketing & Box Office	\$ 530,000
Development	\$ 200,000
General Administration	\$ 430,000
Ins/Accounting/Legal	\$ 290,000
One-time projects	\$ 25,000
Contingency	\$ 200,000
	<b>\$ 2,345,000</b>
<b>Total Expenses</b>	<b>\$ 10,191,400</b>
<b>Total Budget Surplus (loss)</b>	<b>\$ 30,585</b>