

TOWNSHIP AUDITORIUM 2022-2023 BUDGET

	2021-2022 Actuals	2022-2023 Projected
Revenues		
Catering Fees	\$55,954.94	\$ 25,000.00
Ovations Concession Commission	\$376,101.53	\$ 150,000.00
Ticketmaster Rebate Revenue	\$477,174.77	\$ 300,000.00
In Kind Donated Show Svc	\$0.00	\$ 300.00
Other Income	\$0.00	\$ 1,000.00
Ticket Sales	\$4,949,494.51	\$ 3,500,000.00
Township Rental	\$140,500.00	\$ 150,000.00
In House Events	\$0.00	\$ 1,000.00
R/C BH Room Rental	\$0.00	\$ 500.00
Arena Preparations	\$66,562.68	\$ 20,000.00
Conference Rental	\$0.00	\$ 500.00
Rehearsal Rental	\$0.00	\$ 500.00
Canceled Show Revenue	\$0.00	\$ 1,000.00
Promoter Taxes	\$0.00	\$ 75,000.00
Utilities Service Fee	\$14,500.00	\$ 25,000.00
Box Office Service Fee	\$11,395.20	\$ 10,000.00
Personnel Service Fee	\$482,807.05	\$ 350,000.00
Personnel Handling Fee	\$0.00	\$ 500.00
Equipment Rental	\$33,654.63	\$ 40,000.00
Table / Chair Rental	\$0.00	\$ 500.00
Equipment Rental R/C BH Room	\$0.00	\$ 500.00
Catering-charged	\$0.00	\$ 500.00
Ticket Printing-charged	\$0.00	\$ 500.00
Rehearsals and Talent	\$11,033.52	\$ 125,000.00
Services-Other (Hospitality..)	\$0.00	\$ 5,000.00
Cleaning Services- charged	\$0.00	\$ 30,000.00
Production Service Fees	\$112,951.68	\$ 100,000.00
Production Service Fee R/C BH	\$0.00	\$ 500.00
Event Insurance Fee (Promoter)	\$4,622.60	\$ 2,000.00
Show Advertising	\$52,427.08	\$ 50,000.00
Sponsorships	\$0.00	\$ 500.00
Advertising Fee Green Room	\$0.00	\$ 500.00
Credit Card Service Charge	\$25,007.17	\$ 30,000.00
Internet Ticket Sales Rebate	\$237,854.40	\$ 175,000.00
Other Taxes	\$0.00	\$ 500.00
User Fee	\$11,347.07	\$ 10,000.00
Township Seat Tax Fee	\$6,320.58	\$ 10,000.00

Parking Lot Rental Fees	\$0.00	\$	500.00
Patron Parking Fees	\$27,850.00	\$	25,000.00
Interest Income	\$0.00	\$	500.00
Novelty Commission	\$61,988.22	\$	30,000.00
Overage / Shortage	\$1,727.32	\$	300.00
Box Office Postage Charges	\$0.00	\$	100.00
Miscellaneous Income	\$2,679.71	\$	5,000.00
Revenue Split	\$0.00	\$	50,000.00
Non-Ticketed Show Settlement	\$22,282.75	\$	25,000.00
Show Settlement Contra	\$0.00	\$	-
Foundation Donation Revenue	\$20,110.66	\$	5,000.00
Tax Funding Revenue	\$1,137,629.78	\$	100,000.00
Contribution for Improvements	\$0.00	\$	500.00
RC Hospitality	\$330,000.00	\$	315,000.00
Promoter Wire Fee	\$0.00	\$	500.00
Capital Grant Revenue	\$0.00	\$	500.00
Show Settlement	\$0.00	\$	500.00
<u>Total Revenues</u>	\$8,819,771.43		\$5,749,700.00
Cost of Sales			
Less: Promoter Cash Advance	\$414,442.82	\$	250,000.00
Less: COSG - Catering	\$0.00	\$	-
Less: Direct Benefit Fm Promo	\$4,281,642.80	\$	2,000,000.00
Less Venue Pd Ticket to Promo	\$0.00	\$	10,000.00
Less TM Tckt Bump pd to promo	\$5,855.00	\$	10,000.00
Contra- Promoter Charity Fee	\$0.00	\$	-
Contra- Bldg Promoter rebate	\$0.00	\$	-
Contra- Merch Novelty to promo	\$0.00	\$	-
Contra- Groupon Tickets	\$6,169.10	\$	5,000.00
<u>Total Cost of Sales</u>	\$4,708,109.72		\$2,275,000.00
<u>Gross Profit</u>	\$4,111,661.71		\$3,474,700.00

Expenses	2021-2022 Actuals	2022-2023 Projected
Loss On Disposal	\$0.00	\$ 500.00
Salary / Wages	\$525,794.43	\$ 605,000.00
Part Time / Temporary	\$16,991.59	\$ 50,000.00
Part Time Parking	\$0.00	\$ 500.00
Payroll Taxes	\$38,909.36	\$ 60,000.00
Payroll Benefits	\$143,465.46	\$ 175,000.00
Worker's Comp Insurance	\$11,356.00	\$ 15,000.00
Office Supplies	\$9,207.07	\$ 15,000.00
Membership / Dues	\$2,251.00	\$ 3,000.00
Travel / Entertainment	\$0.00	\$ 7,500.00
Conference Fees	\$0.00	\$ 5,000.00
Electricity & Gas	\$123,339.12	\$ 150,000.00
Telephone Service / Repair	\$20,092.04	\$ 30,000.00
Water / Sewer Service	\$16,164.66	\$ 20,000.00
Equipment Rent / Repair	\$15,322.46	\$ 25,000.00
Building Maint / Repair	\$5,666.27	\$ 50,000.00
Stage Maint/Repair	\$0.00	\$ 50,000.00
Janitorial Supplies	\$18,159.77	\$ 25,000.00
Janitorial Uniforms	\$745.93	\$ 5,000.00
Building / Other Insurance	\$2,062.60	\$ 25,000.00
Tax & License	\$0.00	\$ 5,000.00
Depreciation	\$0.00	\$ 10,000.00
Table / Chair Rental	\$0.00	\$ 5,500.00
Furniture & Decor	\$0.00	\$ 10,000.00
Promotion	\$0.00	\$ 500.00
TM Rebate Ref.- Canceled Show	\$11,657.79	\$ 1,000.00
Bank Service Charges	\$1,007.00	\$ 1,500.00
Other Operating Expense	\$7,098.01	\$ 35,000.00
Postage / Mailings	\$652.00	\$ 1,000.00
Bad Debt	\$0.00	\$ 500.00
Purchase Discounts	\$0.00	\$ 300.00
Police Security	\$34,060.62	\$ 50,000.00
Box Office Personnel	\$23,723.78	\$ 25,000.00
First Aid / Fire Marshal	\$19,180.00	\$ 25,000.00
Stage Hands	\$158,421.01	\$ 200,000.00
Merchandise Sales Personnel	\$1,733.05	\$ 2,000.00
Other Personnel Service	\$194,806.30	\$ 225,000.00
Prod Equip Rental Expens	\$154,666.54	\$ 150,000.00

Production Services	\$714.76	\$	1,000.00
Expenses Paid Auditorium	\$0.00	\$	500.00
Ticket Printing	\$0.00	\$	500.00
Show Insurance	\$2,857.60	\$	5,000.00
Ovations Management Fee	\$84,103.43	\$	100,000.00
Other Production Expense	\$12,485.71	\$	10,000.00
Catering Expenses	\$54,844.69	\$	50,000.00
Board Catering	\$0.00	\$	3,000.00
Advertising	\$59,702.09	\$	75,000.00
Credit Card Processing Fees	\$13,910.29	\$	15,000.00
Intercompany Expense	\$1,100.00	\$	5,000.00
Misc Expense	\$63,045.17	\$	40,000.00
Seat Tax	\$13,767.50	\$	15,000.00
Admissions Tax	\$185,021.85	\$	150,000.00
Business License	\$8,529.78	\$	7,500.00
Expenditures Grant of Township	\$0.00	\$	500.00
Revenue Split	\$26,767.66	\$	50,000.00
Blding Marketing/Subscriptions	\$795.00	\$	5,000.00
Client Entertaining	\$1,775.34	\$	10,000.00
Total Expenses	\$2,085,954.73		\$2,606,800.00
Net Income	\$2,025,706.98		\$867,900.00