

TO Live
2023 Budget Summary (net revenue)

board approved

	V5a 2023 TOTAL	V4 2023 TOTAL	changes V4 vs V5a	Strategic Plan	Strat plan vs 2023 V5a Variance
STAGE DIVISION:					
<u>Net Revenue:</u>					
Facility Rental: Stage	\$ 3,324,429	\$ 3,324,429	\$ -	\$ 2,876,000	\$ 448,429
TO Live Programming	(557,395)	(703,000)	145,605	(833,000)	275,605
Concessions	1,033,205	1,062,727	(29,522)	968,000	65,205
Merchandising	145,125	145,125	-	118,000	27,125
Development Revenue	2,430,011	2,398,211	31,800	3,410,000	(979,989)
Ticket Rebates	2,486,226	2,616,945	(130,719)	2,161,000	325,226
	8,861,601	8,844,438	17,164	8,700,000	161,601
<u>Overhead Expense:</u>					
Programming Admin Services	638,991	531,672	(107,319)	749,000	110,009
Programming Services (Producing)	555,726	577,586	21,860	404,907	(150,819)
Production Services	1,335,783	1,334,601	(1,182)	1,283,000	(52,783)
Marketing & Communication Services	1,246,000	1,266,000	20,000	1,245,000	(1,000)
Education & Engagement Services	357,806	357,806	-	335,000	(22,806)
Ticket Services	590,513	581,078	(9,435)	576,000	(14,513)
Development Services	478,949	457,068	(21,881)	350,000	(128,949)
Patron Services	731,646	689,404	(42,242)	650,000	(81,646)
	5,935,414	5,795,214	(140,199)	5,592,907	(342,507)
NET - STAGE DIVISION	\$ 2,926,188	\$ 3,049,223	\$ (123,035)	\$ 3,107,093	\$ (180,905)
CORPORATE DIVISION:					
<u>Net Revenue:</u>					
Corporate Events & Catering	2,305,426	1,978,913	\$ 326,513	2,056,000	\$ 249,426
	2,305,426	1,978,913	326,513	2,056,000	249,426
<u>Overhead Expense:</u>					
Food Services	600,024	762,809	162,785	822,393	222,369
	600,024	762,809	162,785	822,393	222,369
NET - CORPORATE DIVISION	\$ 1,705,402	\$ 1,216,104	\$ 489,298	\$ 1,233,607	\$ 471,795
OTHER DIVISION:					
<u>Net Revenue:</u>					
HST Rebate	386,542	430,740	\$ (44,198)	286,000	100,542
Interest earned and other income	232,742	154,560	\$ 78,182	96,000	136,742
	619,284	585,300	33,984	382,000	237,284
<u>Overhead Expense:</u>					
Executive Office	2,097,803	2,097,803	-	2,005,383	(92,420)
Finance & Administration	887,202	866,082	(21,120)	886,000	(1,202)
Payroll Services	617,376	611,149	(6,227)	496,000	(121,376)
Human Resources	448,210	703,210	255,000	753,617	305,407
Technology Services	1,126,650	1,148,750	22,100	987,700	(138,950)
Facility Services	5,051,722	5,301,722	250,001	5,366,000	314,278
SOG	-	-	-	-	-
STLC	-	-	-	-	-
FFRF (spending and funding)	-	-	-	-	-
	10,228,963	10,728,716	499,754	10,494,700	265,737
NET - OTHER DIVISION	\$ (9,609,679)	\$ (10,143,416)	\$ 533,738	\$ (10,112,700)	\$ 503,021
Net Operating Surplus (Deficit) before City Subsidy	\$ (4,978,089)	\$ (5,878,089)	\$ 900,000	\$ (5,772,000)	\$ 793,911
Transfer to FFRF (net naming rights)	1,493,911	1,493,911	(0)	1,000,000	(493,911)
Transfer to FFRF (CIF)	-	-	-	-	-
Transfer to Programming Reserve	-	-	-	300,000	300,000
Transfer from Foundation	(300,000)	(300,000)	-	-	300,000
Transfer to Capital SOGR	-	-	-	-	-
TOTAL TRANSFER	1,193,911	1,193,911	(0)	1,300,000	106,089
NET OPERATING SURPLUS (DEFICIT) BEFORE CITY INVESTMENT	\$ (6,172,000)	\$ (7,072,000)	\$ 900,000	\$ (7,072,000)	\$ 900,000
City Investment	6,172,000	7,072,000	(900,000)	7,072,000	\$ (900,000)
NET OPERATING SURPLUS (DEFICIT)	\$ 0	\$ 0	\$ 0	\$ -	\$ 0