Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
REVENUE									
Earned Revenue									
Ticket Sales & Fees						*Edmonds - 2012*			
Presentations	314,000	336,810	360,305	384,505	409,430	*392,272*	*Edmonds presented 22 events in 2012. Edmonds will present 27 events in 2013 with revenue projected to exceed $450,000.*	23 events, $13k gross per event + Student Matinees (15k total gross)	1 additional event each year, plus 3% growth
Patron Service Fees / Facility Fees	40,000	41,200	42,436	43,710	45,020	*32,721*	*Edmonds' service fees average $2 per ticket sold. It is recommended that FW set service fees of $4 per ticket, which will cover the cost of operating a box office, and will also provide some additional revenue to help with facility maintenance.*	$4 per ticket, (10k estimated in year 1)	3% growth
	354,000	**378,010**	**402,741**	**428,215**	**454,450**	***424,993***			*Edmonds figures for 2012 reflect 22 presentations, due to limited date availability.*
Theatre Rental						*Edmonds - 2012*			
Theatre Rental	70,500	75,000	88,000	96,000	107,000	*105,788*		See Rental Budget Detail	See Rental Budget Detail
Equipment Rental	12,750	13,800	15,000	16,500	18,300	*18,303*		$150 avg per performance/event	See Rental Budget Detail for # of events
Labor Charges	31,500	36,000	38,250	40,500	45,000	*46,591*		$420 avg per event ($28 x 3 x 5)	Hourly rate increase in Year 2, see Rental Budget Detail for # of events
Ticketing Fees - Rental Events	33,000	38,400	44,200	50,400	56,000	*66,534*		$440 avg per event ($40 setup fee, + ($2 x 200 avg sold x 75 events)	Increase in avg tix sold each year (20 tix per event), see Rental Budget Detail for # of events
	147,750	**163,200**	**185,450**	**203,400**	**226,300**	***237,216***			
Conference / Meeting Rental						*Lynnwood - 2005-06*			

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Room Rental	24,600	30,950	36,200	47,950	52,450	*342,909*	*Lynnwood CC hosted 501 events in its first full year of operation.*	See Rental Budget Detail	See Rental Budget Detail
Equipment Rental	13,500	16,500	27,000	30,000	32,000	-		$150 avg per event	Price increase in Year 3, see Rental Budget Detail for # of events
Labor Charges	19,440	26,400	32,400	36,000	38,400	-		$18 x 3 x 4 x 60	Hourly rate increase in Year 2, see Rental Budget Detail for # of events
Bar/Beverage Service	12,000	18,000	22,500	25,000	26,500	-		Assumptions: 1/3 events catered, $400 avg per event	Price increase in Year 2 ($500 avg per event), see Rental Budget Detail for # of events
Catering Commission	1,500	1,800	2,250	2,500	2,650	-		Assumptions: 1/3 events catered, $500 avg per event, 10% to venue	
	71,040	**93,650**	**120,350**	**141,450**	**152,000**	***342,909***	*Lynnwood CC earned an additional $691,312 in ancilliary revenue from its in-house catering, equip. rental and other charges in year 1.*		
Concessions / Merchandise						*Edmonds - 2012*			
Bar Sales	49,000	52,000	66,000	69,600	73,200	*62,505*	*Edmonds did not provide full bar service until 2010. It is recommended that FW provide full bar service in Year 1.*	$500 avg per theatre performance/event	Price increase in Year 3 ($600 avg per event)
Concessions Sales	24,500	26,000	27,500	29,000	30,500	*28,416*		$225 avg per theatre performance/event	
Merchandise Sales Percentag	5,175	5,400	5,625	5,850	6,075	*6,771*		$225 avg per FWPACC Presentation	
FW PACC Merchandise	10,000	10,000	11,000	11,000	15,000	-	*Edmonds has not sold ECA branded merchandise. It is recommended that FW offer branded merchandise for sale in its lobby beginning in Year 1.*	Increase in Year 5 reflects impact of "5 Year Anniversary" merchandise.	

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Comparative Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
	88,675	**93,400**	**110,125**	**115,450**	**124,775**	***97,692***			
Advertising						*Edmonds - 2012*			
Program Advertising	6,000	7,000	8,000	9,000	10,000	*3,400*		$200 avg. per ad, 10 ads, 3 programs per season	Assumes increases in # of ads and/or pricing each year.
Advertising - Other	2,500	3,500	4,500	5,500	6,500	*2,000*		ticket envelopes, ticket backs, web ads, other	
	8,500	**10,500**	**12,500**	**14,500**	**16,500**	***5,400***	*Edmonds did not implement a comprehensive advertising program until 2013-2014. It is recommended that FW implement a full advertising program in Year 1, and improve/expand the program each season.*		
Total Earned Revenue	**$ 669,965**	**$ 738,760**	**$ 831,166**	**$ 903,015**	**$ 974,025**	***$ 1,108,210***			
Contributions - Operating									
Individuals						*Edmonds - 2012*			
Board Gifts	40,000	47,500	57,500	65,000	75,000	*81,850*			
Major Gifts	20,000	30,000	50,000	70,000	80,000	*78,650*			
Annual Campaign	15,000	16,500	18,000	19,500	21,000	*22,423*			
	75,000	**94,000**	**125,500**	**154,500**	**176,000**	***182,923***			
Corporations						*Edmonds - 2012*			
Sponsorships / Program Support	25,000	40,000	55,000	65,000	75,000	*117,234*			
Corporate Matching	7,000	8,000	9,000	10,000	11,000	*11,950*			
	32,000	**48,000**	**64,000**	**75,000**	**86,000**	***129,184***			
Foundations						*Edmonds - 2012*			

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Private Foundations (program support)	15,000	20,000	30,000	45,000	50,000	*49,070*			
Allocation from FW PACC Endowment	-	-	-	-	-	-		Reinvest Endowment proceeds, use only as reserve	
	15,000	**20,000**	**30,000**	**45,000**	**50,000**	***49,070***			
Government Entities						*Edmonds - 2012*			
City of Federal Way (Annual Support)	200,000	200,000	190,000	180,000	170,000	*11,500*	Based on assumptions in Webb report	Based on assumptions in Webb report	(City of Edmonds - LTAC)
City of Federal Way (Allocation from Capital Budget)	150,000	75,000	-	-	-	-	Based on assumptions in Webb report	Based on assumptions in Webb report	
King County / 4Culture	10,000	10,000	20,000	20,000	20,000	*10,000*			(Snohomish County - LTAC)
State of Washington (WSAC)	-	-	2,000	2,500	2,500	-			
	360,000	**285,000**	**212,000**	**202,500**	**192,500**	***21,500***			
Fundraising Events						*Edmonds - 2012*			
Gala and Auction	135,000	160,000	190,000	215,000	245,000	*278,682*			
Other Events	10,000	10,000	10,000	12,500	12,500	*9,705*			
	145,000	**170,000**	**200,000**	**227,500**	**257,500**	***288,387***			
Total Contributions - Operations	**$ 627,000**	**$ 617,000**	**$ 631,500**	**$ 704,500**	**$ 762,000**	***$ 671,064***			
TOTAL REVENUE	**$ 1,296,965**	**$ 1,355,760**	**$ 1,462,666**	**$ 1,607,515**	**$ 1,736,025**	***$ 1,779,274***			
EXPENSES									
Payroll, Taxes & Benefits									
Management Staff									
Executive Director	90,000	90,000	94,000	97,000	100,000		FTE		
Operations Director	55,000	55,000	59,000	63,000	65,000		FTE		

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Development Director	55,000	55,000	59,000	63,000	65,000		FTE		
Communications Director	55,000	55,000	59,000	63,000	65,000		FTE		
Patron Services Manager	40,000	40,000	44,000	47,000	49,000		FTE		
Production Manager	40,000	40,000	44,000	47,000	49,000		FTE		
	335,000	**335,000**	**359,000**	**380,000**	**393,000**				
Support Staff									
Accountant	23,400	23,400	25,000	28,500	30,000		18 hours/wk		
Education/Outreach	16,848	16,848	20,000	22,000	24,000		18 hours/wk		
Technical Crew	28,125	30,000	36,000	40,000	43,000		Hourly		
Event Coordinators	16,560	18,000	20,500	23,000	25,000		Hourly		
Event Crew	9,600	11,000	14,000	16,500	18,000		Hourly		
House Managers	6,000	7,500	9,000	11,000	13,000		Hourly		
Box Office Associates	18,000	20,000	24,000	26,000	27,500		Hourly		
	118,533	**126,748**	**148,500**	**167,000**	**180,500**				
Taxes & Benefits									
Payroll Taxes	50,796	51,716	56,840	61,264	64,232				
Retirement (401k)	16,750	16,750	17,950	19,000	19,650				
Health Insurance	28,800	32,400	34,200	36,000	36,000				
L&I	3,748	3,760	4,500	5,000	5,000				
	100,094	**104,626**	**113,490**	**121,264**	**124,882**				
						Edmonds - 2012			
Subtotal Payroll, Taxes & Benefits	**553,627**	**566,374**	**620,990**	**668,264**	**698,382**	***587,302***	Edmonds - same staffing structure (except "event coordinators", and "event crew")		
Presenting						*Edmonds - 2012*			
Artist Fees	220,000	227,500	235,000	255,000	280,000	*239,090*			
Royalties & Licensing	5,000	5,500	6,000	6,500	7,000	*7,441*			
Equipment Rental & Purchase	10,000	11,000	12,000	13,000	14,000	*12,497*			
Hotel	9,500	10,000	10,500	11,000	12,000	*11,732*			

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Transportation	800	1,000	1,200	1,400	1,600	*510*			
Catering	4,500	5,500	6,000	7,000	8,500	*6,663*			
	249,800	**260,500**	**270,700**	**293,900**	**323,100**	***277,933***			
Education/Outreach									
Artist Fees	12,500	13,000	14,000	15,000	16,000	-			
Equipment Rental & Purchase	1,500	1,750	2,000	2,250	2,500	-			
Hotel	1,500	1,500	2,000	2,500	2,500	-			
Transportation	500	500	750	1,000	1,000	-			
Catering	500	500	600	750	750	-			
Resource Materials	300	300	500	1,000	1,000	-			
Marketing/Promotion	5,000	5,500	6,000	7,500	7,500	-			
	21,800	**23,050**	**25,850**	**30,000**	**31,250**	**-**	Edmonds educ./outreach investments are included in "Presenting" expense.		
Theatre									
Technical Supplies	5,000	5,500	6,000	7,000	7,500	*4,254*			
Equipment Repair	2,000	3,000	4,000	5,000	7,500	*746*			
Piano Tuning & Maintenance	2,000	2,250	2,500	2,750	3,000	*2,025*			
Pass-Through Client Equipment Rental	7,500	8,500	9,500	10,500	11,500	*9,697*			
	16,500	**19,250**	**22,000**	**25,250**	**29,500**	***16,722***			
Advertising and Marketing									
Advertising									
Print	30,000	32,500	32,500	35,000	35,000	*48,030*	Edmonds will be investing less in print media moving forward; more in web/facebook, etc.		
Radio, Television	20,000	21,000	22,000	23,000	24,000	*30,149*	Edmonds will be investing less in radio.		
Postage/Delivery	6,500	7,000	7,500	8,000	8,500	*8,229*			
Season Brochure - Printing	35,000	37,000	39,000	41,000	43,000	*42,714*			

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
General Printing (programs, posters, flyers, etc.)	6,500	7,000	8,000	8,500	9,500	*5,175*			
Design Expenses	7,000	8,000	9,000	10,000	12,000	*6,352*			
Sponsorships	3,000	3,500	4,000	4,500	5,000	*2,555*			
Website Design and Hosting	7,500	2,500	8,000	3,000	10,000	*1,200*			
Web Advertising/Social Media	15,000	17,500	20,000	22,500	25,000	*11,851*	Edmonds will be investing more in this category.		
	130,500	**136,000**	**150,000**	**155,500**	**172,000**	***156,255***			
Operations									
Insurance - Liability	15,000	16,000	17,000	17,000	18,000	*42,261*	Edmonds not owned by City; pays for all insurance.	nonprofit pays liability insurance.	
Legal Fees	5,000	5,000	5,000	6,000	6,000	*313*			
Audit Fees	10,000	11,500	12,000	13,000	13,000	*22,464*	Edmonds - Washington State Audit. FWPACC - private audit		
Licenses, fees & Permits	1,000	1,000	1,200	1,200	1,500	*695*			
Advertising-Recruitment	1,000	500	500	650	650	*194*			
Dues & Subscriptions	5,000	5,000	5,500	6,000	6,000	*4,315*			
Payroll Services	1,500	1,500	1,750	1,750	2,000	*1,007*			
Banking & Brokerage Fees	2,500	2,750	3,000	3,250	3,500	*1,455*			
Office Equipment	6,000	6,250	6,500	6,750	7,000	*5,490*	Printer/Copier Lease Payments & Overage Charges	Pinter/Copier Lease Payments & Overage Charges	
Meetings & Meals - Board/Staff	2,500	2,750	3,000	3,250	3,500	*4,634*	Edmonds has 2 Boards and more events than start-up facility		
Goodwill - event attendance	750	750	1,000	1,000	1,000	*59*	Events supporting other not-for-profit organizations.	Political and Non-Profit Events	
Postage / Shipping	2,500	2,750	3,000	3,250	3,500	*3,236*			
Office Supplies	7,500	7,500	8,000	8,000	9,000	*5,057*			
IT Support - Contract	8,000	8,000	9,000	10,000	10,000	*9,124*			
Conferences & Training	6,000	6,500	7,000	8,000	9,000	*10,289*			
Alarm/Security Service	600	600	700	700	800	*555*			

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Electricity	20,000	21,500	23,000	25,000	27,000	*23,806*			
Gas	10,000	11,000	12,000	13,000	14,000	*12,227*			
Water/Sewer	12,500	13,000	13,250	13,500	13,750	*12,618*			
Waste Disposal & Recycling	4,500	4,750	5,000	5,500	5,750	*4,436*			
Telephone/Internet Service	12,000	12,500	12,750	12,750	13,000	*12,243*			
Custodial Services	27,500	29,000	31,000	33,000	35,000	*36,524*			
Janitorial Supplies	5,000	6,000	6,750	7,250	7,750	*3,447*			
Facility Maintenance	5,000	17,500	20,000	25,000	30,000	*8,382*	***NEW LINE ITEM - includes annual maintenance contracts***		
Vehicle Fuel & Maintenance	3,000	3,500	3,750	4,000	4,000	*1,231*			
Piano Lease / Finance Charges	6,000	6,000	6,500	7,000	7,500	*5,606*	Piano included in initial equipment purchase?	Capital Expense?	
Local Travel & Parking	400	500	550	550	600	*325*			
	180,750	**203,600**	**218,700**	**236,350**	**252,800**	***231,993***			
Box Office									
Ticketing Service Fees	27,500	29,000	30,500	33,000	35,000	*34,969*	Variable charge per ticket issued (includes rentals)	Variable charge per ticket issued (includes rentals)	
Credit Card Processing Fees	15,000	17,000	19,000	20,500	22,000	*17,238*			
Ticket Stock	3,000	3,500	4,000	4,000	4,500	*2,875*			
Supplies - box office	1,000	1,000	1,250	1,250	1,500	*231*			
	46,500	**50,500**	**54,750**	**58,750**	**63,000**	***55,313***			
Concessions/Merchandise									
General Concessions Items	9,000	10,000	11,500	13,000	14,500	*13,905*			
Bar Items	11,000	12,000	15,000	17,000	19,000	*12,635*	FWPACC - bar supplies for conferences/meetings		
FWPACC Merchandise	3,000	3,000	4,000	4,500	7,000	-			
	23,000	**25,000**	**30,500**	**34,500**	**40,500**	***26,540***			
Development									

Federal Way Performing Arts and Conference Center

Pro-Forma Operating Budget - Opening Year

	Year 1	Year 2	Year 3	Year 4	Year 5	*Compara-tive Figures*	*Notes to Comparative Figures*	Notes - Year 1	Notes - Years 2-5
Design & Printing	5,000	6,000	6,500	7,500	8,000	*4,843*			
Postage - Development	2,500	3,000	3,500	4,500	4,750	*1,965*			
Credit Card Fees - Development	1,500	1,750	2,000	2,250	2,500	*2,055*			
Donor Benefits	7,500	8,500	9,500	11,000	13,000	*9,079*			
Special Events	30,000	35,000	40,000	43,000	47,000	*50,636*			
	46,500	**54,250**	**61,500**	**68,250**	**75,250**	***68,578***			
Volunteer Program									
Supplies	2,000	1,500	1,500	2,000	1,500	*1,068*			
Recognition	4,000	4,250	4,500	4,750	5,000	*3,015*			
	6,000	**5,750**	**6,000**	**6,750**	**6,500**	***4,083***			
TOTAL EXPENSE	**$ 1,274,977**	**$ 1,344,274**	**$ 1,460,990**	**$ 1,577,514**	**$ 1,692,282**	**$ 1,424,719**			
NET OPERATING REVENUE/EXPENSE	**$ 21,988**	**$ 11,486**	**$ 1,676**	**$ 30,001**	**$ 43,743**		***Divide surpluses evenly between ops and cap reserves***	***Divide surpluses evenly between ops and cap reserves***	
CONTINGENCY (RESERVE FUND)	21,988	33,474	35,150	65,151	108,894				

YEAR 1	Res/Ed	Non-Prof	Priv/Com	Block		
THEATRE						**Estimated # of Events**
Performances/Meetings/Events	700	900	1,200	5 hrs	933.33	75
Rehearsal/Setup	300	400	600	5 hrs	433.33	10
GRAND TOTAL						**85**
CONFERENCE/MEETING SPACES						
Meetings/Events						
Lobby	300	400	600	4 hrs	433.33	20
Mtg 1	75	100	200	4 hrs	125.00	15
Mtg 2	75	100	200	4 hrs	125.00	15
Patron Room	150	225	350	4 hrs	241.67	40
TOTAL (Total # of Events)						**90**
Setup/Prep						
Lobby	100	150	250	4 hrs	166.67	8
Mtg 1	40	50	100	4 hrs	63.33	6
Mtg 2	40	50	100	4 hrs	63.33	6
Patron Room	60	100	100	4 hrs	86.67	10
TOTAL						**30**
GRAND TOTAL						**120**

YEAR 2	Res/Ed	Non-Prof	Priv/Com	Block		
THEATRE						**Estimated # of Events**
Performances/Meetings/Events	700	900	1,200	5 hrs	933.33	80
Rehearsal/Setup	300	400	600	5 hrs	433.33	12
GRAND TOTAL						**92**
CONFERENCE/MEETING SPACES						
Meetings/Events						
Lobby	300	400	600	4 hrs	433.33	25
Mtg 1	75	100	200	4 hrs	125.00	20
Mtg 2	75	100	200	4 hrs	125.00	15
Patron Room	150	225	350	4 hrs	241.67	50
TOTAL						**110**
Setup/Prep						
Lobby	100	150	250	4 hrs	166.67	10
Mtg 1	40	50	100	4 hrs	63.33	8
Mtg 2	40	50	100	4 hrs	63.33	6
Patron Room	60	100	100	4 hrs	86.67	15
TOTAL						**39**
GRAND TOTAL						**149**

YEAR 3	Res/Ed	Non-Prof	Priv/Com	Block		NOTE PRICING CH
THEATRE						**Estimated # of Events**
Performances/Meetings/Events	800	1,050	1,300	5 hrs	1,050.00	85
Rehearsal/Setup	350	450	650	5 hrs	483.33	15
GRAND TOTAL						**100**
CONFERENCE/MEETING SPACES						
Meetings/Events						
Lobby	300	400	600	4 hrs	433.33	30
Mtg 1	75	100	200	4 hrs	125.00	25
Mtg 2	75	100	200	4 hrs	125.00	20
Patron Room	150	225	350	4 hrs	241.67	60
TOTAL						**135**
Setup/Prep						
Lobby	100	150	250	4 hrs	166.67	12
Mtg 1	40	50	100	4 hrs	63.33	10
Mtg 2	40	50	100	4 hrs	63.33	10
Patron Room	60	100	100	4 hrs	86.67	15
TOTAL						**47**
GRAND TOTAL						**182**

YEAR 4	Res/Ed	Non-Prof	Priv/Com	Block		NOTE PRICING CH
THEATRE						**Estimated # of Events**
Performances/Meetings/Events	800	1,050	1,300	5 hrs	1,050.00	90
Rehearsal/Setup	350	450	650	5 hrs	483.33	20
GRAND TOTAL						**110**
CONFERENCE/MEETING SPACES						
Meetings/Events						
Lobby	350	450	700	4 hrs	500.00	35
Mtg 1	80	110	225	4 hrs	138.33	25
Mtg 2	80	110	225	4 hrs	138.33	25
Patron Room	175	250	400	4 hrs	275.00	65
TOTAL						**150**
Setup/Prep						
Lobby	125	175	275	4 hrs	191.67	15
Mtg 1	50	60	120	4 hrs	76.67	10
Mtg 2	50	60	120	4 hrs	76.67	10
Patron Room	75	120	150	4 hrs	115.00	17
TOTAL						**52**
GRAND TOTAL						**202**

YEAR 5	Res/Ed	Non-Prof	Priv/Com	Block

THEATRE						**Estimated**
Performances/Meetings/Events						**# of Events**
Performances/Meetings/Events	800	1,050	1,300	5 hrs	1,050.00	100
Rehearsal/Setup	350	450	650	5 hrs	483.33	22
GRAND TOTAL						**122**
CONFERENCE/MEETING SPACES						
Meetings/Events						
Lobby	350	450	700	4 hrs	500.00	40
Mtg 1	80	110	225	4 hrs	138.33	30
Mtg 2	80	110	225	4 hrs	138.33	25
Patron Room	175	250	400	4 hrs	275.00	65
TOTAL						**160**
Setup/Prep						
Lobby	125	175	275	4 hrs	191.67	17
Mtg 1	50	60	120	4 hrs	76.67	12
Mtg 2	50	60	120	4 hrs	76.67	10
Patron Room	75	120	150	4 hrs	115.00	20
TOTAL						**59**
GRAND TOTAL						**219**

Estimate	Budget	# of Events	Revenue
70,000	67,500		
4,333	3,000	**Edmonds - 2012**	
74,333	**70,500**	**118**	**105,788**
8,667	9,000		
1,875	1,500		
1,875	1,500		
9,667	10,000		
22,083	**22,000**		
1,333	1,000		
380	400		
380	400		
867	800		
2,960	**2,600**		
		Lynnwood - 2005-06	
25,043	**24,600**	**215**	**371,143**

Estimate	Budget
74,667	71,000
5,200	4,000
79,867	**75,000**
10,833	11,000
2,500	2,500
1,875	1,750
12,083	12,000
27,292	**27,250**
1,667	1,500
507	500
380	400
1,300	1,300
3,853	**3,700**
31,145	**30,950**

ANGES - THEATRE RENT

Estimate	Budget
89,250	82,000
7,250	6,000
96,500	**88,000**
13,000	13,000
3,125	2,500
2,500	2,500
14,500	14,500
33,125	**32,500**
2,000	1,500
633	500
633	400
1,300	1,300
4,567	**3,700**
37,692	**36,200**

ANGES - CONF/MEET RENT

Estimate	Budget
94,500	88,000
9,667	8,000
104,167	**96,000**
17,500	17,500
3,458	3,400
3,458	3,400
17,875	17,500
42,292	**41,800**
2,875	2,750
767	700
767	700
1,955	2,000
6,363	**6,150**
48,655	**47,950**

Estimate	Budget		
105,000	98,000		
10,633	9,000		
115,633	**107,000**		
20,000	20,000		
4,150	4,000		
3,458	3,400		
17,875	17,800		
45,483	**45,200**		
3,258	3,250		
920	900		
767	800		
2,300	2,300		
7,245	**7,250**		
		McIntyre - 2012 (est)	
52,728	**52,450**	**220**	**???**

FEDERAL WAY PERFORMING ARTS & CONFERENCE CENTER
OPERATING BUDGET

	FY 1	FY 2	FY 3
OPERATING REVENUE			
Ticket Sales & Fees	354,000	378,010	402,741
Rental Revenue	218,790	256,850	305,800
Concessions & Advertising	97,175	103,900	122,625
Contributions-Operating	$ 627,000	$ 617,000	$ 631,500
Total Operating Revenue	$ 1,296,965	$ 1,355,760	$ 1,462,666
OPERATING EXPENSES			
Salaries & Benefits	553,627	566,374	620,990
Presenting, Education, Theatre Expense	$ 288,100	$ 302,800	$ 318,550
Advertising & Marketing	130,500	136,000	150,000
Operations, Box Office, Concessions	250,250	279,100	303,950
Development, Volunteers	52,500	60,000	67,500
Total Operating Expenses	$ 1,274,977	$ 1,344,274	$ 1,460,990
Net Operating Income (Loss)	$ 21,988	$ 11,486	$ 1,676

	FY 4		FY 5
	428,215		454,450
	344,850		378,300
	129,950		141,275
$	704,500	$	762,000
$	1,607,515	$	1,736,025
	668,264		698,382
$	349,150	$	383,850
	155,500		172,000
	329,600		356,300
	75,000		81,750
$	1,577,514	$	1,692,282
$	30,001	$	43,743