



CE

January 25, 2012

Clerk of the Erie County Legislature  
95 Franklin Street  
4<sup>th</sup> Floor  
Buffalo, NY 14202

Dear Clerk of the Erie County Legislature,

This letter is in response to the 2012 Budget Accountability Act letter dated December 12, 2011 from the office of Barbara Miller-Williams, Chair of the Erie County Legislature, requesting that we submit our budget detailing how our 2012 cultural funding allocation will be spent.

It is our understanding the proposed funding for Shakespeare In Delaware Park for 2012 is \$85,710. We have attached our 2012 organizational budget and have highlighted our operating costs to be funded in part by Erie County. Erie County funds will help pay for payroll and other operating expenses for our summer 2012 performances, as well as a portion of core administrative payroll and overhead expenses.

If you need any further information or have any questions, please contact Kristen Pope.

Your assistance in this matter is greatly appreciated.

Sincerely,

Kristen Pope  
Accountant/Development Assistant  
(716)239-5013 (cell)  
kpope@shakespeareindelpark.org

Lisa Ludwig  
Managing Director

3M-32

**Budget Summary**

**Shakespeare in Delaware Park, Inc.**

2012 Budget

**Revenues**

Donations & Membership	131,000
In-Kind Donations - estimated	100,000
Proposed Erie County Funding	85,710
Other Grants - includes \$20k for capital purchases	60,444
Fundraisers	53,050
Earned Revenue	43,500
Sponsorships & Corporate support	35,900
Other	55

to be applied towards Salaries for Summer Season and Administrative Staff plus other core operating expenses such as materials & supplies and administrative overhead costs

**Total Revenues** **509,659**

**Expenses**

Salaries, Wages, Payroll Tax & Benefits	268,356
Donated Goods & Services - estimated	100,000
Concession Expenses	15,000
Stage, Space & Depreciation	22,100
Fundraisers	30,125
Professional Services & Insurance	17,810
Materials, Equipment & Supplies	30,039
Other	3,927

**Total Expenses** **487,357**

**Net Income(loss)** **22,302**

Capital expenditures funded by grants	20,000
Add'l capital expend. (from reserves if needed)	22,000