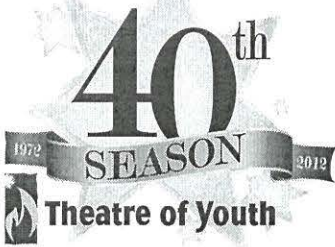


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**THEATRE OF YOUTH  
BOARD OF DIRECTORS**

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February 14, 2012

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

Dear Clerk:

As requested, please find enclosed a copy of the 2012 Budget for Theatre of Youth Company, Inc. that details revenues (including the funding allocation from the County of Erie) and expenditures.

If you have questions or need additional information, I can be reached at 716.884.4400 x 308 or [rbrunschmid@theatreofyouth.org](mailto:rbrunschmid@theatreofyouth.org).

On behalf of our Board of Directors, staff and the constituents that we serve, I thank you for your support of Theatre of Youth Company, Inc. and the arts and cultural community of Erie County.

Sincerely,

Robert H. Brunschmid

Managing Director

4M-19

**THEATRE OF YOUTH COMPANY, INC  
2012 BUDGET**

**2012**

**Revenue:**

Ticket Sales:

|                         |                   |
|-------------------------|-------------------|
| Mainstage ticket Sales  | 335,000.00        |
| Curtain up ticket sales | -                 |
|                         | <u>335,000.00</u> |

Support:

|                         |                   |
|-------------------------|-------------------|
| Corporate sponsorships  | 135,500.00        |
| Foundations             | 50,000.00         |
| Erie County             | 51,695.00         |
| NYSCA                   | 15,000.00         |
| Donations - concessions | 500.00            |
| In kind contributions   | -                 |
| Annual fund             | 15,000.00         |
| Corporate donations     | -                 |
|                         | <u>267,695.00</u> |

Fund Raising:

|                     |                  |
|---------------------|------------------|
| Fund raising - Bash | 40,000.00        |
| Other               | -                |
|                     | <u>40,000.00</u> |

Other:

|                           |                   |
|---------------------------|-------------------|
| Admission Service Charges | 4,340.00          |
| Contributed services      | 140,000.00        |
| Donated facilities        | 123,000.00        |
| Theatre School            | 11,430.00         |
| Building rent             | 500.00            |
| Miscellaneous             | 5,000.00          |
|                           | <u>284,270.00</u> |

**Total Revenue**

**926,965.00**

2012

**Expenses:**

Payroll:

Wages:

|                    |           |
|--------------------|-----------|
| Managing Director  | 42,500.00 |
| Sales Manager      | 23,000.00 |
| Marketing Director | 30,000.00 |
| Artistic Director  | 50,000.00 |
| Production Manager | 40,000.00 |
| Stage Manager      | 18,000.00 |
| Design Director    | 35,000.00 |
| Wardrobe           | 20,000.00 |
| Theatre school     | 12,000.00 |
| House manager      | 5,000.00  |
| Seasonal Actors    | 54,950.00 |

330,450.00

Payroll taxes 39,635.00

Workers comp insurance 6,000.00

Health insurance 36,000.00

412,085.00

Production:

Production costs 45,000.00

Professional fees - production 45,000.00

Curtain up

Script royalties 20,000.00

110,000.00

Facilities:

Warehouse 11,000.00

Donated rent 58,000.00

Building Rental -

Donated utilities 65,000.00

Sanitation/Warehouse 360.00

Electric 420.00

Utilities - City of Buf 15,500.00

Utilities - Warehouse 2,500.00

Facility Maintenance/Security 10,000.00

162,780.00

Marketing:

Printing 6,000.00

Marketing contract -

Donated advertising 140,000.00

Design 6,000.00

Website -

|                         | <b>2012</b>              |
|-------------------------|--------------------------|
| Curtain Up              | -                        |
| Marketing - Other       | -                        |
| Paid Advertising        | 6,000.00                 |
| Direct Mailing          | 5,000.00                 |
| Fundraising             | -                        |
|                         | <u>163,000.00</u>        |
| Office:                 |                          |
| Accounting              | 16,900.00                |
| Depreciation            | 15,000.00                |
| Liability Insurance     | 15,000.00                |
| Service Charges         | 7,500.00                 |
| Telephone               | 6,000.00                 |
| Independent Contractors | 4,500.00                 |
| Grant consulting        | -                        |
| Postage                 | 1,400.00                 |
| Audit                   | 2,800.00                 |
| Interest                | 2,800.00                 |
| Payroll Service Fees    | 2,000.00                 |
| Legal                   | 2,000.00                 |
| Box Office Expense      | -                        |
| Office Supplies         | 1,700.00                 |
| Computer Services       | -                        |
| Dues and Subscriptions  | 300.00                   |
| Misc.                   | -                        |
| Mileage                 | 500.00                   |
| Office Printing/Copy    | 700.00                   |
|                         | <u>79,100.00</u>         |
| <b>Total Expenses</b>   | <u><b>926,965.00</b></u> |
| <b>Net Income</b>       | <u><u>-</u></u>          |