



# IRISH CLASSICAL

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T H E A T R E C O M P A N Y

CE

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February 14, 2012

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

Dear Clerk Graber,

Please find enclosed the Irish Classical Theatre Company's submission to the County of Erie, detailing how the funds allocated by the County of Erie to ICTC will be spent in 2012. This submission is in compliance with the Erie County Legislature's "2012 Budget Accountability Act." Should you require any additional information or further clarification, feel free contact me at (716) 853-1380 ext. 106, or via email at [development@irishclassical.com](mailto:development@irishclassical.com).

On behalf of the Board of Trustees and the staff of the Irish Classical Theatre Company, I wish to thank you the Legislature for its generosity and its investment in the arts and cultural institutions of Erie County.

Best regards,

Carrie Beth Wicks  
Development Coordinator

- Members
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**Administrative Staff**

- Vincent O'Neill*  
Artistic Director
- Fortunato Pezzimenti*  
Producing Director
- Deborah Wanecski*  
Marketing & Public Relations
- Carrie Beth Wicks*  
Development Coordinator
- Brian Cavanagh*  
Production Manager
- Mark T. Smith*  
Audience Services Manager

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## Statement of Purpose

Funding from the County of Erie will provide general operating support for the Irish Classical Theatre Company, ensuring the successful execution of ICTC's mission-driven programming and the services it provides. The Irish Classical Theatre Company's Board of Trustees and staff also recently drafted a strategic plan, outlining the future artistic and managerial goals for the company over the next three-year period. Funding from the County of Erie will help ICTC to implement the initiatives outlined in our strategic plan to include expanding ICTC's audience development initiatives and further developing our artistic product in an effort to increase our earned revenue and better serve the community of Erie County.

ICTC's fiscal year runs from July 1st – June 30th. Consequently, half of the 2012 funding received from the County of Erie will impact the second half of ICTC's 2011-2012 fiscal year, and the remaining funding will impact the first half of ICTC's 2012-2013 fiscal year.

A copy of the Irish Classical Theatre Company's general operating budget for 2011-2012 is attached. A copy of ICTC's general operating budget for the 2012-2013 fiscal year will be provided to the County of Erie once it is approved at the June 2012 meeting of ICTC's Board of Trustees.

Irish Classical Theatre Company  
Operating Budget for Fiscal Year 2011-2012

**REVENUE**

**Earned Revenue**

Subscriptions	\$ 201,000.00	
Single Tickets	\$ 188,000.00	
Gift Certificates	\$ 3,000.00	
Group Sales	\$ 4,000.00	
Student Matinees	\$ 14,000.00	
Handling	\$ 11,000.00	
Other	\$ 2,000.00	
<b>Total Earned Income</b>		<u>\$ 423,000.00</u>

**Contributed Revenue**

Government Grants	\$ 13,747.00	
Foundation Grants	\$ 73,500.00	
Individual Donors < \$999	\$ 40,000.00	
High-end Donors > \$999	\$ 71,500.00	
Corporate Sponsorships	\$ 71,000.00	
Annual Fundraiser	\$ 38,000.00	
Development of New Funding Sources	\$ 43,000.00	
<b>Total Contributed Revenue</b>		<u>\$ 350,747.00</u>

<b>TOTAL REVENUE</b>	<u><b>\$ 773,747.00</b></u>
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**EXPENSES**

**Administrative Expenses**

Development Expense	\$ 29,600.00	
Development Payroll	\$ 39,750.00	
Total Development Expense		<u>\$ 69,350.00</u>
General Administrative Expenses	\$ 54,600.00	
Administrative Payroll	\$ 23,315.00	
Total General Administrative Expense		<u>\$ 77,915.00</u>
Marketing Expense	\$ 49,100.00	
Marketing Payroll	\$ 66,550.00	
Total Marketing Expense		<u>\$ 115,650.00</u>
<b>Total Administrative Expenses</b>		<u><b>\$ 262,915.00</b></u>

**Artistic Expenses**

Artistic Payroll	\$ 191,200.00	
Other Artistic Expenses	\$ 33,800.00	
Production Expenses	\$ 284,952.00	
<b>Total Administrative Expenses</b>		<u><b>\$ 509,952.00</b></u>

<b>TOTAL EXPENSES</b>	<u><b>\$ 772,867.00</b></u>
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**NET INCOME**

\$ **880.00**