appendix f: pro-forma operating budget

	TY ARTS CENTE		7PRO-FORMA OPERATING			2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
SPACES AND RATES		Usable Square Feet	<u>Capacity</u> <u>Theater-Style</u>	Rental Period	Renter Type									
	Theater	4,000	322	Daily	Resident Nonprofit	\$403 \$604	2%	\$411 <b>\$</b> 616	2%	\$419 \$628	2%	\$427 <b>\$</b> 641	2%	\$436 \$654
			Tables and Chairs 267	Daily	Commercial Resident Nonprofit	\$906		\$924		\$942		\$961		\$980
			Flat Floor 400	Daily	Commercial Resident									
					Nonprofit Commercial			****						
Multij	purpose Room	2,463	160	Daily	Resident Nonprofit Commercial	\$200 \$300 \$450	2%	\$204 \$306 \$459	2%	\$208 \$312 \$468	2%	\$212 \$318 \$478	2%	\$216 \$325 \$487
	Classroom #1	1,244		Four-hours	Nonprofit Commercial	\$62 \$93	2%	\$63 \$95	2%	\$65 \$97	2%	\$66 \$99	2%	\$67 \$101
	Classroom #2	348		Four-hours	Nonprofit	\$17	2%	\$18	2%	\$18	2%	\$18	2%	\$19
	Classroom #3	531		Four-hours	Commercial Nonprofit	\$26 \$27	2%	\$27 \$27	2%	\$27 \$28	2%	\$28 \$28	2%	\$28 \$29
	Classroom #4	415		Four-hours	Commercial Nonprofit	\$40 \$21	2%	\$41 \$21	2%	\$41 \$22	2%	\$42 <b>\$2</b> 2	2%	\$43 \$22
	Lobby/Gallery	2,017		Four-hours	Commercial Nonprofit	\$31 \$101	2%	\$32 \$103	2%	\$32 \$105	2%	\$33 \$107	2%	\$34 \$109
ACTIVITY BY SPACE	Lobby/ dattery	2,017		Tour Hours	Commercial	\$151	270	\$154	270	\$157	270	\$161	270	\$164
		Theater	Presenting	Live Performa Average Capac		10 75%	5%	11 72%	5%	11 73%		12 74%		12 75%
				Attendance Average Ticket	Price	2,415 \$30.00	2%	2,434 \$30.60	2%	2,592 \$31.21	2%	2,758 \$31.84	2%	2,935 \$32.47
				Presented Per		\$72,450	270	\$74,490	270	\$80,887		\$87,817		\$95,323
				Event Days Prep Days		9		9 2		10 2		10 3		11 3
				Total Use Days Average Artist	Fees	11 \$4,000	2%	12 \$4,080	2%	12 \$4,162		13 \$4,245	2%	14 \$4,330
				Average Promo	tion Costs	\$1,333 \$667		\$1,360 \$680		\$1,387 \$694		\$1,415 \$707		\$1,443 \$722
				Total Direct Co	sts	\$60,000		\$64,260		\$68,822		\$73,709		\$78,942
				Net from Live I	_	\$12,450		\$10,230		\$12,065		\$14,108		\$16,381
				Film Screening Use Days	gs.	10 10	5%	11 11	5%	11 11		12 12	5%	12 12
				Average Capac Attendance	ity Sold	50% 1,610		51% 1,724		52% 1,846		53% 1,976		54% 2,114
				Average Ticket Film Box Office		\$10.00 \$16,100	2%	\$10.20 \$17,588	2%	\$10.40 \$19,206		\$10.61 \$20,965	2%	\$10.82 \$22,877
				40% Share to I	Distributor	\$6,440		\$7,035		\$7,682		\$8,386		\$9,151
				Promotion Cos Other Direct C	osts	\$4,293 \$2,862		\$4,690 \$3,127		\$5,122 \$3,414		\$5,591 \$3,727		\$6,101 \$4,067
				Total Direct Co Net from Film		\$13,596 \$2,504		\$14,852 \$2,736		\$16,218 \$2,988		\$17,704 \$3,261		\$19,319 \$3,559
			Internal Programming	Days of Use		25	5%	26	5%	28	5%	29	5%	30
			Rentals Residents	Performances		35	5%	37	5%	39	5%	41	5%	43
				Ave. Cap sold		67%		64%		65%		66%		67%
				Attendance Event Days		7,551 33		7,573 35		8,076 37		8,611 38		9,178 40
				Prep Days Total Use Days		33 67		35 70		37 73		38 77		40 81
				Total Rent Paid	i	\$26,766		\$28,667		\$30,702		\$32,882		\$35,216
			Nonprofits	Performances Ave. Cap sold		25 67%	5%	26 64%	5%	28 65%		29 66%		30 67%
				Attendance		5,394		5,410		5,769		6,150		6,556
				Event Days Prep Days		24 24		25 25		26 26		27 27		29 29
				Total Use Days Total Rent Paid		48 \$28,678		50 \$30,714		52 \$32,895		55 \$35,231		58 \$37,732
			Commercial	Performances		15	5%	16	5%	17		17	5%	18
				Ave. Cap sold Attendance		67% 3,236		64% 3,246		65% 3,461		66% 3,690		67% 3,933
				Event Days		14		15		16		16		17
				Prep Days Total Use Days		14 29		15 30		16 31		16 33		17 35
				Total Rent Paid	i	\$25,810		\$27,643		\$29,605		\$31,707		\$33,959
			All Uses & Users	Performances Attendance		95 20,206		100 20,387		105 21,744		110 23,185		115 24,716
				Use Days Rent Paid		189 \$81,255		198 \$87,024		208 \$93,202		219 \$99,820		229 \$106,907
		Multipurpose Room	Presenting	Live Performa	nces	\$61,235 10	5%	\$67,024 11	5%	\$93,202 11		\$99,620 12	5%	\$100,907
		ataparpose Room	. reconding	Average Capac		60%	370	61%	376	62%		63%		64%
				Attendance Average Ticket		960 \$25.00	2%	1,025 \$25.50	2%	1,094 \$26.01	2%	1,167 \$26.53	2%	1,245 \$27.06
				Presented Per Event Days	fs Box Office	\$24,000 10		\$26,132 11		\$28,447 11		\$30,958 12		\$33,682 12
				Prep Days Total Use Days		3		3 13		3 14		3 14		3 15
				Average Artist	Fees	\$2,500	2%	\$2,550	2%	\$2,601	2%	\$2,653	2%	\$2,706
				Average Promo Average Other	Direct Costs	\$833 \$417		\$850 \$425		\$867 \$434		\$884 \$442		\$902 \$451
				Total Direct Co Net from Live I		\$37,500 \$(13,500)		\$40,163 \$(14,030)		\$43,014 \$(14,567)		\$46,068 \$(15,110)		\$49,339 \$(15,657)
				Film Screening	_	20	5%	21	5%	22		23		24
				Use Days		20		21	370	22		23		24
				Average Capac	nty Sold	50%		51%		52%		53%		54%

STAPLETON COMMUNITY ARTS CENTER ACTIVITY FORECAST	T/PRO-FORMA OPERATING	BUDGET - BASELINE	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
		Attendance Average Ticket Price Film Box Office 40% Share to Distributor Promotion Costs Other Direct Costs Total Direct Costs Net from Film Presenting	1,600 \$12.00 \$19,200 \$7,680 \$5,120 \$3,413 \$16,213	2%	1,714 \$12.24 \$20,974 \$8,390 \$5,593 \$3,729 \$17,712 \$3,263	2%	1,835 \$12.48 \$22,904 \$9,162 \$6,108 \$4,072 \$19,341 \$3,563	2%	1,963 \$12.73 \$25,002 \$10,001 \$6,667 \$4,445 \$21,113 \$3,889	2%	2,100 \$12,99 \$27,282 \$10,913 \$7,275 \$4,850 \$23,038 \$4,244
	Internal Programming	Days of Use	50	5%	53	5%	55	5%	58	5%	61
	Rentals Residents	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	30 60% 4,050 18 18 36 \$7,200	5%	32 57% 4,040 19 19 38 \$7,752	5%	33 58% 2,878 20 20 40 \$8,323	5%	35 59% 3,073 21 21 42 \$8,914	5%	36 60% 3,282 21 21 42 \$9,092
	Nonprofits	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	20 60% 2,700 20 10 30 \$9,000	5%	21 57% 2,693 21 11 32 \$9,639	5%	22 58% 1,918 22 11 33 \$10,323	5%	23 59% 2,049 23 12 35 \$11,056	5%	24 60% 2,188 24 12 36 \$11,841
	Commercial	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	10 60% 1,350 10 5 15 \$6,750	5%	11 57% 1,347 11 5 16 \$7,229	5%	11 58% 959 11 6 17 \$7,743	5%	12 59% 1,024 12 6 17 \$8,292	5%	12 60% 1,094 12 6 18 \$8,881
	All Users	Performances Attendance Use Days Rent Paid	90 10,660 139 \$22,950		95 10,818 146 \$24,620		99 8,683 153 \$26,389		104 9,277 161 \$28,263		109 9,909 167 \$29,815
Classroom #1	Internal Use	Total Four-hour blocks Days of Use	100 50	5%	105 53	5%	110 55	5%	116 58	5%	122 61
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	100 50 \$6,220	5%	105 53 \$6,662	5%	110 55 \$7,135	5%	116 58 \$7,641	5%	122 61 \$8,184
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	50 25 \$4,665	5%	53 26 \$4,996	5%	55 28 \$5,351	5%	58 29 \$5,731	5%	61 30 \$6,138
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	250 125 \$10,885		263 131 \$11,658		276 138 \$12,486		289 145 \$13,372		304 152 \$14,321
Classroom #2	Internal Use	Total Four-hour blocks Days of Use	100 50	5%	105 53	5%	110 55	5%	116 58	5%	122 61
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	100 50 \$1,740	5%	105 53 \$1,864	5%	110 55 \$1,996	5%	116 58 \$2,138	5%	122 61 \$2,289
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	50 25 \$1,305	5%	53 26 \$1,398	5%	55 28 \$1,497	5%	58 29 \$1,603	5%	61 30 \$1,717
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	250 125 \$3,045		263 131 \$3,261		276 138 \$3,493		289 145 \$3,741		304 152 \$4,006
Classroom #3	Internal Use	Total Four-hour blocks Days of Use	100 50	5%	105 53	5%	110 55	5%	116 58	5%	122 61
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	100 50 \$2,655	5%	105 53 \$2,844	5%	110 55 \$3,045	5%	116 58 \$3,262	5%	122 61 \$3,493
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	50 25 \$1,991	5%	53 26 \$2,133	5%	55 28 \$2,284	5%	58 29 \$2,446	5%	61 30 \$2,620
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	250 125 \$4,646		263 131 \$4,976		276 138 \$5,329		289 145 \$5,708		304 152 \$6,113
Classroom #4	Internal Use	Total Four-hour blocks Days of Use	300 150	5%	315 158	5%	331 165	5%	347 174	5%	365 182
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	25 13 \$519	5%	26 13 \$556	5%	28 14 \$595	5%	29 14 \$637	5%	30 15 \$683
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	25 13 \$778	5%	26 13 \$833	5%	28 14 \$893	5%	29 14 \$956	5%	30 15 \$1,024
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	350 175 \$1,297		368 184 \$1,389		386 193 \$1,488		405 203 \$1,593		425 213 \$1,706

STAPLETON COMMUNITY ARTS C	IUNITY ARTS CENTER ACTIVITY FORECAST/PRO-FORMA OPERATIN  Lobby/Gallery Internal Use		IG BUDGET - BASELII	NE	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
	Lobby/Gallery	Internal Use	Total Four-hour Days of Use	blocks	100 50	5%	105 53	5%	110 55	5%	116 58	5%	122 61
		Nonprofits	Total Four-hour Days of Use Total Rent Paid	blocks	50 25 \$5,043	5%	53 26 \$5,401	5%	55 28 \$5,784	5%	58 29 \$6,195	5%	61 30 \$6,634
		Commercial	Total Four-hour Days of Use Total Rent Paid	blocks	25 13 \$3,782	5%	26 13 \$4,050	5%	28 14 \$4,338	5%	29 14 \$4,646	5%	30 15 \$4,976
		All Users	Total Four-hour Days of Use Total Rent Paid	blocks	175 88 \$8,824		184 92 \$9,451		193 96 \$10,122		203 101 \$10,841		213 106 \$11,610
ANNUAL ESCLATION RATE			iotat Neilt Faid		ψ0,024	2%	\$5,401	2%	\$10,122	2%	ψ10,041	2%	\$11,010
MULTI-YEAR PRO-FORMA OPERA EARNED INCOME	ATING BUDGET		2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
Box Office	Live Events Film Screenings				96,450 35,300		100,623 38,562		109,334 42,110		118,774 45,967		129,005 50,160
Rental Income	Thea Multipurpose Ro				81,255 22,950		87,024 24,620		93,202 26,389		99,820 28,263		106,907 29,815
	Classroom	#1			10,885		11,658		12,486		13,372		14,321
	Classroom Classroom				3,045 4,646		3,261 4,976		3,493 5,329		3,741 5,708		4,006 6,113
	Classroom Lobby/Galle				1,297 8,824		1,389 9,451		1,488 10,122		1,593 10,841		1,706 11,610
User Fees	Technical Lab				36,834		39,462		42,270		45,271		48,349
Oser rees	Equipment Ren	tal			24,556		26,308		28,180		30,181		32,233
	Event St Event Cleani				12,278 12,278		13,154 13,154		14,090 14,090		15,090 15,090		16,116 16,116
Programming	Media Lab												
	Membersh Class				5,000 1,000		5,000 1,071		6,120 1,147		7,491 1,228		9,169 1,316
	Cam	ps			1,250		1,339		1,434		1,536		1,645
	Equipment Ren Education Programs				1,500		1,607		1,721		1,843		1,974
	Program Program				2,500 2,500		2,678 2,678		2,868 2,868		3,071 3,071		3,289 3,289
	Program	#3			2,500		2,678		2,868		3,071		3,289
Food Service	Live Event Concession Income from Catered Café Sales (Gross)				38,582 16,000 68,750		39,787 20,910 70,125		39,571 21,328 71,528		43,062 21,755 72,958		46,849 22,190 74,417
Box Office	Ticketing Fees from Ticketing Fees for Re Ticketing Fees for Of	esident Organizations			12,841 11,311 24,725		13,718 11,549 25,251		14,944 11,112 24,564		16,274 12,089 26,724		17,718 13,150 29,067
Membership Income	Annual Membership	Income			99,375		104,344		109,561		115,039		120,791
Miscellaneous Income	Program Advertising Facility Fee				2,500 38,582		2,625 39,787	5%	2,756 39,571	5%	2,894 43,062		3,039 46,849
TOTAL EARNED INCOME					679,514		718,787		756,540		808,879		864,499
OPERATING EXPENSES													
Full-time Personnel	Executive Director Technical Director		75,000 25,000	100%	76,500 50,000	4%	79,560 52,000	4% 4%	82,742 54,080	4%	86,052 56,243	4%	89,494 58,493
	Education Director Administrative Assis	tant	20,000 18,000		40,000 36,000		41,600 37,440	4% 4%	43,264 38,938	4% 4%	44,995 40,495		46,794 42,115
	Ticketing/IT Manage Salary Sub-Total	r	20,000 <b>158,000</b>		40,000 <b>242,500</b>		41,600 <b>252,200</b>	4%	43,264 <b>262,288</b>		44,995 <b>272,780</b>		46,794 <b>283,691</b>
	Benefits		39,500		60,625		63,050		65,572		68,195		70,923
	Sub-total		197,500		303,125		315,250		327,860		340,974		354,613
Part-time Personnel	F&B Manager Program Staff				35,000 60,000		36,400 62,400	4% 4%	37,856 64,896		39,370 67,492		40,945 70,192
	Media Lab Manager Gallery Manager				30,000 30,000		31,200 31,200	4% 4%	32,448 32,448		33,746 33,746		35,096 35,096
	Café Staff				30,000 25,000	4%	31,200 26,000	4% 4%	32,448	4%	33,746 28,122	4%	35,096 29,246
	Grantwriter Volunteer Manager				20,000	4%	20,800	4%	27,040 21,632	4%	22,497	4%	23,397
	Bookkeeper Ticket Office Staff				25,000 50,000		26,000 52,000	4% 4%	27,040 54,080		28,122 56,243		29,246 58,493
	Sub-total Benefits		0		<b>305,000</b> 30,500		<b>317,200</b> 31,720		<b>329,888</b> 32,989		<b>343,084</b> 34,308		<b>356,807</b> 35,681
	Sub-total				335,500		348,920		362,877		377,392		392,488
Event-based Staff	Technical Labor				60,000		62,400	4%	64,896		67,492		70,192
	Event Staff Event Cleaning			_	40,000 20,000	4%	41,600 20,800	4% 4%	43,264 21,632	4%	44,995 22,497	4%	46,794 23,397
	Sub-total		0		120,000		124,800		129,792		134,984		140,383
Programming Costs	Direct Costs of Live I Direct Costs of Film				97,500 29,809		104,423 32,564		111,836 35,560		119,777 38,817		128,281 42,357
	Direct Costs of Exhib	pitions			20,000	2%	20,400	2%	20,808		21,224	2%	21,649 1,480
	Media Center Direct Education Program I				1,125 3,750		1,205 4,016		1,290 4,301		1,382 4,607		4,934
			0		152,184		162,607		173,796		185,807		198,701
Box Office	Network Maintenand Postage	ce			7,716 6,173		7,957 6,366		7,914 6,331		8,612 6,890		9,370 7,496
	Ticket Printing Supplies				309 1,543		318 1,591		317 1,583		344 1,722		375 1,874
	Credit Card Fees				23,149		23,872		23,742		25,837		28,110

SIAPLETON COMMUNITY ARTS	CENTER ACTIVITY FORECAST/PRO-FORMA OPERATIN	a budget - BASELIN	-		% Change	<b>2017</b> 23,872	% Change		% Change		% Change	<b>2020</b> 28,110
	Ticketing Service (net) Sub-total	0		23,149 <b>62,040</b>		23,872 <b>63,978</b>		23,742 <b>63,630</b>		25,837 <b>69,244</b>		75,334
Food Service	Café COGS			34,375		35,063		35,764		36,479		37,209
	Sub-total	0		34,375		35,063		35,764		36,479		37,209
Administration	Institutional Promotion/Advertising	1,250	100%	2,500	2%	2,550	2%	2,601	2%	2,653	2%	2,706
	Printing & Publications Office Equipment/Systems	2,500 1,250	100% 100%	5,000 2,500	2% 2%	5,100 2,550	2% 2%	5,202 2,601	2% 2%	5,306 2,653	2% 2%	5,412 2,706
	Office Supplies/Services	1,250	100%	2,500	2%	2,550	2%	2,601	2%	2,653	2%	2,70
	Legal/Accounting Volunteer Management	2,500	100%	5,000 1,250	2% 2%	5,100 1,275	2% 2%	5,202 1,301	2% 2%	5,306 1,327	2% 2%	5,412 1,350
	Professional Development	1,250	100%	2,500	2%	2,550	2%	2,601	2%	2,653	2%	2,70
	IT Telephone	2,500	100%	2,500 1,250	2% 2%	2,550 1,275	2% 2%	2,601 1,301	2% 2%	2,653 1,327	2% 2%	2,706 1,350
	Miscellaneous			1,250	2%	1,275	2%	1,301	2%	1,327	2%	1,350
	Sub-total	12,500		26,250		26,775		27,311		27,857		28,414
Occupancy Costs	Utilities			66,224		67,549		68,900		70,278		71,683
	Repairs and Maintenance Service Contracts			36,791 22,075		37,527 22,516		38,278 22,967		39,043 23,426		39,824 23,894
	Building Supplies			14,717		15,011		15,311		15,617		15,930
	Cleaning Supplies			7,358	001	7,505	004	7,656		7,809	001	7,965
	Technology Services Performance Equipment R&M			12,500 12,500	2% 2%	12,750 12,750	2% 2%	13,005 13,005	2% 2%	13,265 13,265	2% 2%	13,530 13,530
	Trash Hauling			5,000	2%	5,100	2%	5,202	2%	5,306	2%	5,412
	Security System <b>Sub-total</b>	0		12,500 <b>189,665</b>	2%	12,750 <b>193,458</b>	2%	13,005 <b>197,327</b>	2%	13,265 <b>201,274</b>	2%	13,530 <b>205,29</b> 9
Rental Subsidy Program				20,000	2%	20,400	2%	20,808	2%	21,224	2%	21,649
TOTAL OPERATING EXPENSES		210,000		1,208,764		1,256,188		1,303,401		1,358,755		1,416,881
ANNUAL FUNDING REQUIREM	ENT	210,000		529,249		537,402		546,861		549,876		552,382
Earne	d Income as % of Op Expenses	0%		56%		57%		58%		60%		61%
RATIOS AND FORMULAS												
Escalation Rate User Fees as a % of Rent	Technical/Event Labor		2%	30%	2%	30%	2%	30%	2%	30%	2%	30%
	Equipment Rental/Maintenance			20%		20%		20%		20%		20%
	Event Staff Event Cleaning			10% 10%		10% 10%		10% 10%		10% 10%		10% 10%
	Event cleaning			1076		10%		10%		10%		10%
Media Lab	Media Lab Memberships Sold Average Price			100 \$50	20% 2%	100 \$50	20% 2%	120 \$51	20% 2%	144 \$52	20% 2%	173 \$53
	Average Fride			<b>\$</b> 50		Ψου		ΨΟΊ				
	Media Lab Classes (hours delivered) Average Fee/Hour			200 \$5	5% 2%	210 \$5	5% 2%	221 \$5	5% 2%	232 \$5	5% 2%	243 \$5
	Average ree/flour			ΨΟ	270	Ψ3	270	Ψυ	270	Ψ5	270	Ψ3
	Media Lab Camp (hours delivered) Average Fee/Hour			500 \$2.50	5% 2%	\$525 \$2.55	5% 2%	\$551 \$2.60	5% 2%	\$579 \$2.65	5% 2%	\$608 \$2.71
	Average Fee/Hour			\$2.50	270	\$2.00	270	φ2.00	270	\$2.00	270	φ2./1
	# Equipment Items Rented			100	5%	\$105	5%	\$110	5%	\$116	5%	\$122 \$16.24
	Average Rental Rate			\$15.00	2%	\$15.30	2%	\$15.61	2%	\$15.92	2%	\$16.24
Other Education Programs	Education Program #1 (hours delivered)			10	5%	11	5%	11	5%	12	5%	12
	Average Price			\$250	2%	\$255	2%	\$260	2%	\$265	2%	\$271
	Education Program #2 (hours delivered)			100	5%	105	5%	110		116	5%	122
	Average Price			\$25	2%	\$26	2%	\$26	2%	\$27	2%	\$27
	Education Program #3 (hours delivered)			1,000	5%	1,050	5%	1,103	5%	1,158	5%	1,216
	Average Price			\$2.50	2%	\$2.55	2%	\$2.60	2%	\$2.65	2%	\$2.71
Concesssions	Concession Net per Attender			\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Catering	Outdoor Catered Events			12		15		15		15		15
	Fee/per Event			\$1,000	2%	1,020	2%	1,040		1,061	2%	1,082
	Multipurpose Room Catered Events Fee/per Event			\$ \$500	2%	11 \$510	2%	11 \$520	2%	11 \$531	2%	11 \$541
Café	Café Gross Sales/Day Days Open			\$250 275	2%	\$255 275	2%	\$260 275	2%	\$265 275	2%	\$271 275
	Café COGS as a % of Gross Income			50%		50%		50%		50%		50%
Membership Income	Resident Card Income			\$198,750	5%	208,688	5%	219,122	5%	230,078	5%	241,582
	Share to Cultural Arts			50%		50%		50%		50%		50%
Box Office Revenues	Ticketing Fee for Resident Organizations											
	Online			\$1.50	2%	\$1.53	2%	\$1.56	2%	\$1.59	2%	\$1.62
	Telephone Walk-up			\$0.75 \$0.25	2% 2%	\$0.77 \$0.26	2% 2%	\$0.78 \$0.26	2% 2%	\$0.80 \$0.27	2% 2%	\$0.81 \$0.27
	Tickets Sold for Resident Organizations			11,601		11,613		10,954		11,684		12,460
	Online Telephone			50% 20%		50% 20%		50% 20%		50% 20%		50% 20%
	Walk-up			30%		30%		30%		30%		30%
	Ticketing Fee for Other Organizations Online			\$3.00	2%	\$3.06	2%	\$3.12	2%	\$3.18	2%	\$3.25
	Telephone			\$1.50	2%	\$1.53	2%	\$1.56	2%	\$1.59	2%	\$1.62
	Walk-up Tickets Sold for Other Organizations			\$0.50	2%	\$0.51	2%	\$0.52	2%	\$0.53	2%	\$0.54 13,771
	Online			12,680 50%		12,695 50%		12,108 50%		12,914 50%		13,771
	Telephone Walk-up			20%		20%		20%		20%		20%
	Walk-up Ticketing Fee for Presented Events			30%		30%		30%		30%		30%
	Online			\$3.00	2%	\$3.06	2%	\$3.12	2%	\$3.18	2%	\$3.25
	Telephone Walk-up			\$1.50 \$0.50	2% 2%	\$1.53 \$0.51	2% 2%	\$1.56 \$0.52	2% 2%	\$1.59 \$0.53	2% 2%	\$1.62 \$0.54
	Tickets Sold for Presented Events			6,585		6,897		7,366		7,864		8,394
	Online			50%		50%		50%		50%		50%

## Stapleton Community Arts Center

CTADI ETON COMMUNITY AS	RTS CENTER ACTIVITY FORECAST/PRO-FORMA OPERATING BUDGET - BASE	INE									
SIAFLETON COMMONITY AF	13 CENTER ACTIVITY FOREGASI/FRO-FORMA OF ENATING BODGET - BASE	LINE	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
	Telephone		20%		20%		20%		20%		20%
	Walk-up		30%		30%		30%		30%	i e	30%
Facility Fee	Charge/ticket sold		\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Box Office Expenses	Total Tickets Sold Cost/Ticket Sold		30,866		31,206		30,427		32,463	3	34,625
	Network Maintenance		\$0.25	2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Postage		\$0.20	2%	\$0.20	2%	\$0.21	2%	\$0.21	2%	\$0.22
	Ticket Printing		\$0.01	2%	\$0.01	2%	\$0.01	2%	\$0.01	2%	\$0.01
	Supplies		\$0.05	2%	\$0.05	2%	\$0.05	2%	\$0.05	2%	\$0.05
	Ticketing Service (net)		\$0.75	2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
	Credit Card Fees		\$0.75	2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
Benefits	Full-time 25	%	25%		25%		25%		25%	i	25%
	Part-time 10	%	10%		10%		10%		10%	5	10%
Occupancy Costs	Total Gross Square Footage Direct Costs/Square Foot		29,433		29,433		29,433		29,433	3	29,433
	Utilities		\$2.25	2%	\$2.30	2%	\$2.34	2%	\$2.39	2%	\$2.44
	Repairs and Maintenance		\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
	Service Contracts		\$0.75	2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
	Building Supplies		\$0.50	2%	\$0.51	2%	\$0.52	2%	\$0.53	2%	\$0.54
	Cleaning Supplies		\$0.25	2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27

STAPLETON COMMUN SPACES AND RATES	ITY ARTS CENTE	R ACTIVITY FORECAST	PRO-FORMA OPERATING	BUDGET - REDUC	Renter Type	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
SPACES AND RAIES	Theater	4,000	<u>Capacity</u> <u>Theater-Style</u> 322	Daily	Resident	\$403	2%	\$411	2%	\$419	2%	\$427	2%	\$436
	Tileatei	4,000	Tables and Chairs	Daity	Nonprofit Commercial	\$604 \$906	270	\$616 \$924	270	\$628 \$942	270	\$641 \$961	270	\$654 \$980
			267	Daily	Resident	φουσ		<b>\$524</b>		Ψ542		φ901		φθου
			Flat Floor		Nonprofit Commercial									
			400	Daily	Resident Nonprofit									
Mult	ipurpose Room	2,463	160	Daily	Commercial Resident	\$200	2%	\$204	2%	\$208	2%	\$212	2%	\$216
					Nonprofit Commercial	\$300 \$450		\$306 \$459		\$312 \$468		\$318 \$478		\$325 \$487
	Classroom #1	1,244		Four-hours	Nonprofit Commercial	\$62 \$93	2%	\$63 \$95	2%	<b>\$65</b> <b>\$97</b>	2%	\$66 \$99	2%	\$67 \$101
	Classroom #2	348		Four-hours	Nonprofit Commercial	\$17 \$26	2%	\$18 \$27	2%	\$18 \$27	2%	\$18 \$28	2%	\$19 \$28
	Classroom #3	531		Four-hours	Nonprofit	\$27	2%	\$27	2%	\$28	2%	\$28	2%	\$29
	Classroom #4	415		Four-hours	Commercial Nonprofit	\$40 \$21	2%	\$41 \$21	2%	\$41 \$22	2%	\$42 \$22	2%	\$43 \$22
	Lobby/Gallery	2,017		Four-hours	Commercial Nonprofit	\$31 \$101	2%	\$32 \$103	2%	\$32 \$105	2%	\$33 \$107	2%	\$34 \$109
ACTIVITY BY SPACE					Commercial	\$151		\$154		\$157		\$161		\$164
	1	Theater	Presenting	Live Performan Average Capac		10 70%		11 67%	5%	11 68%	5%	12 69%	5%	12 70%
				Attendance Average Ticket	Price	2,254 \$30.00	2%	2,265 \$30.60	2%	2,414 \$31.21	2%	2,572 \$31.84	2%	2,740 \$32.47
				Presented Perf Event Days	s Box Office	\$67,620 9		\$69,317 9		\$75,347 10		\$81,883 10		\$88,968 11
				Prep Days Total Use Days		2		2 12		2		3		3 14
				Average Artist		\$4,000	2%	\$4,080	2%	\$4,162	2%	\$4,245	2%	\$4,330
				Average Promo Average Other	Direct Costs	\$1,333 \$667		\$1,360 \$680		\$1,387 \$694		\$1,415 \$707		\$1,443 \$722
				Total Direct Co: Net from Live F		\$60,000 \$7,620		\$64,260 \$5,057		\$68,822 \$6,524		\$73,709 \$8,174		\$78,942 \$10,026
				Film Screening	s	9	5%	9	5%	10	5%	10	5%	11
				Use Days Average Capac	ity Sold	9 40%		9 41%		10 42%		10 43%		11 44%
				Attendance Average Ticket	Price	1,159 \$10.00	2%	1,248 \$10.20	2%	1,342 \$10.40	2%	1,443 \$10.61	2%	1,550 \$10.82
				Film Box Office	•	\$11,592 \$4,637		\$12,725 \$5,090		\$13,961 \$5,585		\$15,309 \$6,123		\$16,777 \$6,711
				Promotion Cos Other Direct Co	ts	\$3,091 \$2,061		\$3,393 \$2,262		\$3,723 \$2,482		\$4,082 \$2,722		\$4,474 \$2,983
				Total Direct Co	sts	\$9,789		\$10,746		\$11,790		\$12,927		\$14,167
			Internal Programming	Net from Film I Days of Use	resenting	\$1,803 25	5%	\$1,980 26	5%	\$2,172 28	5%	\$2,381 29	5%	\$2,610 30
			Rentals	.,										
			Residents	Performances Ave. Cap sold		30 67%		32 64%	5%	33 65%	5%	35 66%	5%	36 67%
				Attendance Event Days		6,472 29		6,492 30		6,923 31		7,381 33		7,867 35
				Prep Days		29		30		31		33		35
				Total Use Days Total Rent Paid	l	57 \$22,943		60 \$24,571		63 \$26,316		66 \$28,184		69 \$30,186
			Nonprofits	Performances		20	5%	21	5%	22	5%	23	5%	24
				Ave. Cap sold Attendance		67% 4,315		64% 4,328		65% 4,615		66% 4,920		67% 5,245
				Event Days Prep Days		19 19		20 20		21 21		22 22		23 23
				Total Use Days Total Rent Paid		38 \$22,943		40 \$24,571		42 \$26,316		44 \$28,184		46 \$30,186
			Commercial				E0/		E9/		5%		E9/	
			Commercial	Performances Ave. Cap sold		10 67%		11 64%	5%	11 65%	5%	12 66%	5%	12 67%
				Attendance Event Days		2,157 10		2,164 10		2,308 10		2,460 11		2,622 12
				Prep Days Total Use Days		10 19		10 20		10 21		11 22		12 23
				Total Rent Paid		\$17,207		\$18,429		\$19,737		\$21,138		\$22,639
			All Uses & Users	Performances Attendance		79 16,358		83 16,496		87 17,601		91 18,776		96 20,024
				Use Days Rent Paid		159 \$63,092		167 \$67,571		176 \$72,369		184 \$77,507		194 \$83,010
		Multinurace Peer	Drecenting		icae		5%	\$67,571	5%		5%	\$77,507	5%	\$83,010
	!	Multipurpose Room	Presenting	Live Performan Average Capac		50%		51%	5%	9 52%	3%	53%	5%	54%
				Attendance Average Ticket		\$25.00	2%	685 \$25.50	2%	734 \$26.01	2%	785 \$26.53	2%	840 \$27.06
				Presented Perf Event Days	s Box Office	\$16,000 8		\$17,479 8		\$19,087 9		\$20,835 9		\$22,735 10
				Prep Days Total Use Days		2 10		2 11		2 11		2 12		2 12
				Average Artist Average Promo		\$2,500 \$833	2%	\$2,550 \$850	2%	\$2,601 \$867	2%	\$2,653 \$884	2%	\$2,706 \$902
				Average Other	Direct Costs	\$417 \$30,000		\$425 \$32,130		\$434 \$34,411		\$442 \$36,854		\$451 \$39,471
				Net from Live F		\$(14,000)		\$32,130 \$(14,651)		\$(15,324)		\$30,854 \$(16,019)		\$39,471 \$(16,736)
				Film Screening	s	15		16		17	5%	17	5%	18
				Use Days Average Capac	ity Sold	15 40%		16 41%		17 42%		17 43%		18 44%
				Attendance		960		1,033		1,111		1,195		1,284

STAPLETON COM	IMUNITY ARTS CENTER ACTIVITY FORECA	ST/PRO-FORMA OPERATING	BUDGET - REDUCED ACTIVITY	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
			Average Ticket Price Film Box Office 40% Share to Distributor Promotion Costs Other Direct Costs Total Direct Costs Net from Film Presenting	\$12.00 \$11,520 \$4,608 \$3,072 \$2,048 \$9,728 \$1,792	2%	\$12.24 \$12,646 \$5,059 \$3,372 \$2,248 \$10,679 \$1,967	2%	\$12.48 \$13,875 \$5,550 \$3,700 \$2,467 \$11,716 \$2,158	2%	\$12.73 \$15,214 \$6,085 \$4,057 \$2,705 \$12,847 \$2,367	2%	\$12.99 \$16,673 \$6,669 \$4,446 \$2,964 \$14,079 \$2,594
		Internal Programming	Days of Use	50	5%	53	5%	55	5%	58	5%	61
		<b>Rentals</b> Residents	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	25 60% 3,375 18 18 36 \$7,200	5%	26 57% 3,367 19 19 38 \$7,752	5%	28 58% 2,398 20 20 40 \$8,323	5%	29 59% 2,561 21 21 42 \$8,914	5%	30 60% 2,735 21 21 42 \$9,092
		Nonprofits	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	15 60% 2,025 15 8 23 \$6,750	5%	16 57% 2,020 16 8 24 \$7,229	5%	17 58% 1,439 17 8 25 \$7,743	5%	17 59% 1,537 17 9 26 \$8,292	5%	18 60% 1,641 18 9 27 \$8,881
		Commercial	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	5 60% 675 5 3 8 \$3,375	5%	5 57% 673 5 3 8 \$3,615	5%	6 58% 480 6 3 8 \$3,871	5%	6 59% 512 6 3 9 \$4,146	5%	6 60% 547 6 3 9 \$4,440
		All Users	Performances Attendance Use Days Rent Paid	68 7,675 116 \$17,325		71 7,778 122 \$18,596		75 6,161 128 \$19,937		79 6,590 135 \$21,353		83 7,047 139 \$22,414
	Classroom #1	Internal Use	Total Four-hour blocks Days of Use	75 38	5%	79 39	5%	83 41	5%	87 43	5%	91 46
		Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$4,665	5%	79 39 \$4,996	5%	83 41 \$5,351	5%	87 43 \$5,731	5%	91 46 \$6,138
		Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$3,452	5%	39 19 \$3,697	5%	41 20 \$3,960	5%	43 21 \$4,241	5%	45 22 \$4,542
		All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$8,117		196 98 \$8,693		206 103 \$9,311		216 108 \$9,972		227 114 \$10,680
	Classroom #2	Internal Use	Total Four-hour blocks Days of Use	75 38	5%	79 39	5%	83 41	5%	87 43	5%	91 46
		Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$1,305	5%	79 39 \$1,398	5%	83 41 \$1,497	5%	87 43 \$1,603	5%	91 46 \$1,717
		Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$966	5%	39 19 \$1,034	5%	41 20 \$1,108	5%	43 21 \$1,186	5%	45 22 \$1,271
		All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$2,271		196 98 \$2,432		206 103 \$2,605		216 108 \$2,790		227 114 \$2,988
	Classroom #3	Internal Use	Total Four-hour blocks Days of Use	75 38	5%	79 39	5%	83 41	5%	87 43	5%	91 46
		Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$1,991	5%	79 39 \$2,133	5%	83 41 \$2,284	5%	87 43 \$2,446	5%	91 46 \$2,620
		Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$1,474	5%	39 19 \$1,578	5%	41 20 \$1,690	5%	43 21 \$1,810	5%	45 22 \$1,939
		All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$3,465		196 98 \$3,711		206 103 \$3,974		216 108 \$4,256		227 114 \$4,559
	Classroom #4	Internal Use	Total Four-hour blocks Days of Use	200 100	5%	210 105	5%	221 110	5%	232 116	5%	243 122
		Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	12 6 \$249	5%	13 6 \$267	5%	13 7 \$286	5%	14 7 \$306	5%	15 7 \$328
		Commercial	Total Four-hour blocks Days of Use Total Rent Paid	12 6 \$374	5%	13 6 \$400	5%	13 7 \$428	5%	14 7 \$459	5%	15 7 \$491
		All Users	Total Four-hour blocks Days of Use Total Rent Paid	224 112 \$623		235 118 \$667		247 123 \$714		259 130 \$765		272 136 \$819
	Lobby/Gallery	Internal Use	Total Four-hour blocks	100	5%	105	5%	110	5%	116	5%	122

STAPLETON COMMUNITY ARTS CI	APLETON COMMUNITY ARTS CENTER ACTIVITY FORECAST/PRO-FORMA OPERATING BUDGET - REDUCED ACTIV Days of Use				% Change	2017	% Change		% Change		% Change	2020
	Nonprofits	Total Four-hour I	blocks	37 19	5%	53 39 19	5%	55 41 20	5%	58 43 21	5%	61 45 22
	Commercial	Total Rent Paid  Total Four-hour I  Days of Use	blocks	\$3,731 20 10	5%	\$3,996 21 11	5%	\$4,280 22 11	5%	\$4,584 23 12	5%	\$4,909 24 12
	All Users	Total Rent Paid  Total Four-hour I  Days of Use	blocks	\$3,026 157 79		\$3,240 165 82		\$3,470 173 87		\$3,717 182 91		\$3,981 191 95
ANNUAL ESCLATION RATE		Total Rent Paid		\$6,757	2%	\$7,237	2%	\$7,750	2%	\$8,301	2%	\$8,890
MULTI-YEAR PRO-FORMA OPERA	TING BUDGET	2015	% Change	2016	% Change	2017		2018	% Change	2019	% Change	2020
EARNED INCOME Box Office	Live Events Film Screenings			83,620 23,112		86,796 25,372		94,434 27,836		102,718 30,522		111,703 33,449
Rental Income	Theater Multipurpose Room Classroom #1 Classroom #2 Classroom #3 Classroom #4 Lobby/Gallery			63,092 17,325 8,117 2,271 3,465 623 6,757		67,571 18,596 8,693 2,432 3,711 667 7,237		72,369 19,937 9,311 2,605 3,974 714 7,750		77,507 21,353 9,972 2,790 4,256 765 8,301		83,010 22,414 10,680 2,988 4,559 819 8,890
User Fees	Technical Labor Equipment Rental Event Staff Event Cleaning			28,281 18,854 9,427 9,427		30,301 20,201 10,100 10,100		32,459 21,639 10,820 10,820		34,763 23,175 11,588 11,588		37,095 24,730 12,365 12,365
Programming	Media Lab  Membership  Classes  Camps  Equipment Rental  Education Programs  Program #1  Program #2			2,500 500 625 750 2,500 2,500		5,000 536 669 803 2,678 2,678		5,355 574 717 860 2,868 2,868		5,735 614 768 921 3,071 3,071		6,142 658 822 987 3,289 3,289
Food Service	Program #3  Live Event Concessions (net) Income from Catered Events (net) Café Sales (Gross)			1,250 30,041 16,000 68,750		1,339 30,950 20,910 70,125		1,434 30,903 21,328 71,528		1,536 33,648 21,755 72,958		1,645 36,627 22,190 74,417
Box Office	Ticketing Fees from Presented Events Ticketing Fees for Resident Organizations Ticketing Fees for Other Organizations			9,776 9,601 17,886		10,405 9,804 18,269		11,363 9,455 17,936		12,405 10,287 19,513		13,537 11,189 21,223
Membership Income	Annual Membership Income			99,375		104,344		109,561		115,039		120,791
Miscellaneous Income	Program Advertising Facility Fee			2,500 30,041	5%	2,625 30,950	5%	2,756 30,903	5%	2,894 33,648		3,039 36,627
TOTAL EARNED INCOME				568,964	6%	603,860		635,075		677,161		721,539
OPERATING EXPENSES Full-time Personnel	Executive Director Technical Director Education Director Administrative Assistant Ticketing/IT Manager Salary Sub-Total Benefits Sub-total	75,000 25,000 20,000 18,000 20,000 <b>158,000</b> 39,500	100%	76,500 50,000 40,000 36,000 40,000 <b>242,500</b> 60,625 <b>303,125</b>		79,560 52,000 41,600 37,440 41,600 <b>252,200</b> 63,050 <b>315,250</b>	4% 4% 4% 4%	82,742 54,080 43,264 38,938 43,264 <b>262,288</b> 65,572 <b>327,860</b>	4%	86,052 56,243 44,995 40,495 44,995 <b>272,780</b> 68,195	4% 4% 4% 4%	89,494 58,493 46,794 42,115 46,794 <b>283,691</b> 70,923 <b>354,613</b>
Part-time Personnel	F&B Manager Program Staff Media Lab Manager Gallery Manager Café Staff Grantwriter Volunteer Manager Bookkeeper Ticket Office Staff Sub-total Benefits Sub-total	0 0 0		35,000 60,000 30,000 30,000 25,000 25,000 50,000 305,000 305,000 335,500	4% 4% 4% 4% 4% 4% 4% 4%	36,400 62,400 31,200 31,200 26,000 20,800 26,000 52,000 31,720 31,720	4% 4% 4% 4% 4% 4% 4% 4%	37,856 64,896 32,448 32,448 27,040 21,632 27,040 54,080 329,888 32,989	4% 4% 4% 4% 4%	39,370 67,492 33,746 33,746 28,122 22,497 28,122 56,243 <b>343,084</b> 34,308	4% 4% 4% 4% 4% 4% 4%	40,945 70,192 35,096 35,096 35,096 29,246 58,493 <b>356,807</b> 35,681 <b>392,488</b>
Event-based Staff	Technical Labor Event Staff Event Cleaning Sub-total	0		60,000 40,000 20,000 <b>120,000</b>	4% 4% 4%	62,400 41,600 20,800 <b>124,800</b>	4% 4% 4%	64,896 43,264 21,632 <b>129,792</b>	4% 4% 4%	67,492 44,995 22,497 <b>134,984</b>	4% 4%	70,192 46,794 23,397 <b>140,383</b>
Programming Costs	Direct Costs of Live Events Direct Costs of Film Events Direct Costs of Exhibitions Media Center Direct Program Costs Education Program Direct Costs	0		97,500 29,809 20,000 563 3,125 <b>150,996</b>	2%	104,423 32,564 20,400 602 3,347 <b>161,336</b>	2%	111,836 35,560 20,808 645 3,585	2%	119,777 38,817 21,224 691 3,839	2%	128,281 42,357 21,649 740 4,112 197,139
Box Office	Network Maintenance Postage Ticket Printing Supplies Credit Card Fees Ticketing Service (net) Sub-total	0		6,008 4,807 240 1,202 18,024 18,024 48,306		6,190 4,952 248 1,238 18,570 18,570 49,767		6,181 4,945 247 1,236 18,542 18,542 <b>49,692</b>		6,730 5,384 269 1,346 20,189 20,189		7,325 5,860 293 1,465 21,976 21,976

	CENTER ACTIVITY FORECAST/PRO-FORMA OPERATIN Café COGS	u BUDGET - REDUCEI	ACTIVITY	<b>2016</b> 34,375	% Change	<b>2017</b> 35,063	% Change	<b>2018</b> 35,764	% Change	<b>2019</b> 36,479	% Change	<b>2020</b> 37,209
Food Service	Cafe COGS Sub-total	0		34,375 <b>34,375</b>		35,063 35,063		35,/64 <b>35,764</b>		36,479 36,479		37,209 <b>37,209</b>
Administration	Institutional Promotion/Advertising	1,250	100%	2,500	2%	2,550	2%	2,601	2%	2,653	2%	2,706
	Printing & Publications	2,500	100%	5,000	2%	5,100	2%	5,202	2%	5,306	2%	5,412
	Office Equipment/Systems Office Supplies/Services	1,250 1,250	100% 100%	2,500 2,500	2% 2%	2,550 2,550	2% 2%	2,601 2,601	2% 2%	2,653 2,653	2% 2%	2,706 2,706
	Legal/Accounting	2,500	100%	5,000	2%	5,100	2%	5,202	2%	5,306	2%	5,412
	Volunteer Management			1,250	2%	1,275	2%	1,301	2%	1,327	2%	1,350
	Professional Development	1,250	100%	2,500	2%	2,550	2%	2,601	2%	2,653	2%	2,706
	IT Telephone	2,500	100%	2,500 1,250	2% 2%	2,550 1,275	2% 2%	2,601 1,301	2% 2%	2,653 1,327	2% 2%	2,706 1,353
	Miscellaneous			1,250	2%	1,275	2%	1,301	2%	1,327	2%	1,350
	Sub-total	12,500		26,250		26,775		27,311		27,857		28,414
Occupancy Costs	Utilities			66,224		67,549		68,900		70,278		71,683
	Repairs and Maintenance			36,791		37,527		38,278		39,043		39,824
	Service Contracts Building Supplies			22,075 14,717		22,516 15,011		22,967 15,311		23,426 15,617		23,894 15,930
	Cleaning Supplies			7,358		7,505		7,656		7,809		7,96
_	Technology Services			12,500	2%	12,750	2%	13,005	2%	13,265	2%	13,530
+	Performance Equipment R&M Trash Hauling			12,500 5,000	2% 2%	12,750 5,100	2% 2%	13,005 5,202	2% 2%	13,265 5,306	2% 2%	13,530 5,411
	Security System			12,500	2%	12,750	2%	13,005	2%	13,265	2%	13,530
	Sub-total	0		189,665		193,458		197,327		201,274		205,299
Rental Subsidy Program		0		20,000	2%	20,400	2%	20,808	2%	21,224	2%	21,649
Nental Subsidy Frogram		ŭ		20,000	270	20,400	270	20,000	270	21,224	270	21,040
TOTAL OPERATING EXPENSES		210,000		1,193,842	4%	1,240,706		1,288,101		1,342,159		1,398,881
ANNUAL FUNDING REQUIREME	NT	210,000		624,878		636,846		653,026		664,998		677,34
Earned	Income as % of Op Expenses	0%		48%		49%		49%		50%		52%
RATIOS AND FORMULAS			20/		00/		00/		00/		00/	
Escalation Rate User Fees as a % of Rent	Technical/Event Labor		2%	30%	2%	30%	2%	30%	2%	30%	2%	30%
	Equipment Rental/Maintenance			20%		20%		20%		20%		20%
	Event Staff			10%		10%		10%		10%		10%
	Event Cleaning			10%		10%		10%		10%		10%
Media Lab	Media Lab Memberships Sold			50	5%	100	5%	105	5%	110	5%	116
	Average Price			\$50	2%	\$50	2%	\$51	2%	\$52	2%	\$53
	Media Lab Classes (hours delivered)			100	5%	105	5%	110	5%	116	5%	122
	Average Fee/Hour			\$5	2%	\$5	2%	\$5	2%	\$5	2%	\$5
	Media Lab Camp (hours delivered) Average Fee/Hour			250 \$2.50	5% 2%	\$263 \$2.55	5% 2%	\$276 \$2.60	5% 2%	\$289 \$2.65	5% 2%	\$304 \$2.71
	Average Fee/ Hour			\$2.50	270	\$2.55	270	\$2.00	270	\$2.00	270	Ψ2./1
	# Equipment Items Rented			50	5%	\$53	5%	\$55	5%	\$58	5%	\$61
	Average Rental Rate			\$15.00	2%	\$15.30	2%	\$15.61	2%	\$15.92	2%	\$16.24
Other Education Programs	Education Program #1 (hours delivered)			10	5%	11	5%	11	5%	12	5%	12
<b>-</b>	Average Price			\$250	2%	\$255	2%	\$260	2%	\$265	2%	\$271
	51 D #0# II			400	F0/	405	F0/		F0/	440	<b>50</b> /	400
	Education Program #2 (hours delivered) Average Price			100 \$25	5% 2%	105 \$26	5% 2%	110 \$26	5% 2%	116 \$27	5% 2%	122 \$27
	7401450 7 1100			420	270	<b>\$25</b>	270	423	270	427	270	427
	Education Program #3 (hours delivered)			500	5%	525	5%	551	5%	579	5%	608
	Average Price			\$2.50	2%	\$2.55	2%	\$2.60	2%	\$2.65	2%	\$2.71
Concesssions	Concession Net per Attender			\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Catering	Outdoor Catered Events Fee/per Event			12 \$1,000	2%	15 1,020	2%	15 1,040		15 1,061	2%	15 1,082
	Multipurpose Room Catered Events			ψ1,000 8	270	1,020	270	1,040	270	1,001	270	1,002
	Fee/per Event			\$500	2%	\$510	2%	\$520	2%	\$531	2%	\$541
Café	Café Gross Sales/Day			\$250	2%	\$255	2%	\$260	2%	\$265	2%	\$271
Cale	Days Open			275	270	275	270	9200 275	270	275	270	275
	Café COGS as a % of Gross Income			50%		50%		50%		50%		50%
Mambanahin Inaama	Desident Cond Income			\$100.7F0	F0/	200 000	F0/	240.422	F0/	220 070	E0/	2/150
Membership Income	Resident Card Income Share to Cultural Arts			\$198,750 50%	5%	208,688 50%	5%	219,122 50%	5%	230,078 50%	5%	241,582 50%
Box Office Revenues	Ticketing Fee for Resident Organizations			44.50	00/	44.50	001	44.50	001	<b>\$4.50</b>	00/	44.00
	Online Telephone			\$1.50 \$0.75	2% 2%	\$1.53 \$0.77	2% 2%	\$1.56 \$0.78	2% 2%	\$1.59 \$0.80	2% 2%	\$1.62 \$0.81
	Walk-up			\$0.25	2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Tickets Sold for Resident Organizations			9,847		9,858		9,321		9,942		10,602
	Online Telephone			50% 20%		50% 20%		50% 20%		50% 20%		50% 20%
	Walk-up			30%		30%		30%		30%		30%
	Ticketing Fee for Other Organizations											
	Online Telephone			\$3.00 \$1.50	2% 2%	\$3.06 \$1.53	2% 2%	\$3.12 \$1.56	2% 2%	\$3.18 \$1.59	2% 2%	\$3.25 \$1.62
	Walk-up			\$0.50	2%	\$0.51	2%	\$0.52	2%	\$0.53	2%	\$0.54
	Tickets Sold for Other Organizations			9,172		9,185		8,841		9,430		10,055
	Online			50%		50%		50% 20%		50%		50% 20%
	Telephone Walk-up			20% 30%		20% 30%		20% 30%		20% 30%		20% 30%
	Ticketing Fee for Presented Events											
	Online			\$3.00	2%	\$3.06	2%	\$3.12	2%	\$3.18	2%	\$3.25
	Telephone Walk-up			\$1.50 \$0.50	2% 2%	\$1.53 \$0.51	2% 2%	\$1.56 \$0.52	2% 2%	\$1.59 \$0.53	2% 2%	\$1.62 \$0.54
	Tickets Sold for Presented Events			5,013		5,231		5,601	,	5,995	,	6,413
	Online			50%		50%		50%		50%		50%
	Telephone Walk-up			20% 30%		20% 30%		20% 30%		20% 30%		20% 30%
	wan up			30%		3076		30%		3076		30%

STAPLETON COMMUNITY A	RTS CENTER ACTIVITY FORECAST/PRO-FORMA OPERATING BUDGET - REDUC	ED ACTIVITY	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
Facility Fee	Charge/ticket sold		\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Box Office Expenses	Total Tickets Sold Cost/Ticket Sold		24,033		24,274		23,763		25,366		27,070
	Network Maintenance		\$0.25	2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Postage		\$0.20	2%	\$0.20	2%	\$0.21	2%	\$0.21	2%	\$0.22
	Ticket Printing		\$0.01	2%	\$0.01	2%	\$0.01	2%	\$0.01	2%	\$0.01
	Supplies		\$0.05	2%	\$0.05	2%	\$0.05	2%	\$0.05	2%	\$0.05
	Ticketing Service (net)		\$0.75	2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
	Credit Card Fees				\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
Benefits	Full-time 259	6	25%		25%		25%		25%		25%
	Part-time 109	6	10%		10%		10%		10%		10%
Occupancy Costs	Total Gross Square Footage Direct Costs/Square Foot		29,433		29,433		29,433		29,433		29,433
	Utilities		\$2.25	2%	\$2.30	2%	\$2.34	2%	\$2.39	2%	\$2.44
	Repairs and Maintenance		\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
	Service Contracts		\$0.75	2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
	Building Supplies		\$0.50	2%	\$0.51	2%	\$0.52	2%	\$0.53	2%	\$0.54
	Cleaning Supplies		\$0.25	2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Building Supplies		\$0.50	0%	\$0.50	0%	\$0.50	0%	\$0.50	0%	\$0.50
	Cleaning Supplies		\$0.25	0%	\$0.25	0%	\$0.25	0%	\$0.25	0%	\$0.25

	ACTIVITY FORECAST Jsable Square Feet	Capacity	Rental Period	Renter Type	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
Theater	4,000	Theater-Style 322 Tables and Chairs	Daily	Resident Nonprofit Commercial	\$403 \$604 \$906	2%	\$411 \$616 \$924	2%	\$419 \$628 \$942	2%	\$427 \$641 \$961	2%	\$436 \$654 \$980
		267 <u>Flat Floor</u>	Daily	Resident Nonprofit Commercial	φ900		Ψ324		Ψ542		ψ901		\$500
		400	Daily	Resident Nonprofit Commercial									
Multipurpose Room	2,463	160	Daily	Resident Nonprofit Commercial	\$200 \$300 \$450	2%	\$204 \$306 \$459	2%	\$208 \$312 \$468	2%	\$212 \$318 \$478	2%	\$216 \$325 \$487
Classroom #1	1,244		Four-hours	Nonprofit Commercial	\$62 \$93	2%	<b>\$63</b> <b>\$95</b>	2%	\$65 \$97	2%	\$66 \$99	2%	\$67 \$101
Classroom #2	348		Four-hours	Nonprofit Commercial	\$17 \$26	2%	\$18 \$27	2%	\$18 \$27	2%	\$18 \$28	2%	\$19 \$28
Classroom #3	531		Four-hours	Nonprofit Commercial	\$27 \$40	2%	\$27 \$41	2%	\$28 \$41	2%	\$28 \$42	2%	\$29 \$43
Classroom #4	415		Four-hours	Nonprofit Commercial	\$21 \$31	2%	\$21 \$32	2%	\$22 \$32	2%	\$22 \$33	2%	\$22 \$34
Lobby/Gallery	2,017		Four-hours	Nonprofit Commercial	\$101 \$151	2%	\$103 \$154	2%	\$105 \$157	2%	\$107 \$161	2%	\$109 \$164
CTIVITY BY SPACE	eater	Presenting	Live Performan		8	2%	8	2%	8	2%	8	2%	9
			Average Capac Attendance	•	70% 1,803		66% 1,734		66% 1,769		67% 1,832		67% 1,868
			Average Ticket Presented Perf		\$30.00 \$54,096	2%	\$30.60 \$53,065	2%	\$31.21 \$55,209	2%	\$31.84 \$58,310	2%	\$32.47 \$60,666
			Event Days Prep Days		7		7		7		8 2		8
			Total Use Days Average Artist		9 \$4,000	2%	9 \$4,080	2%	9 \$4,162	2%	10 \$4,245	2%	10 \$4,330
			Average Promo Average Other		\$1,333 \$667		\$1,360 \$680		\$1,387 \$694		\$1,415 \$707		\$1,443 \$722
			Total Direct Co Net from Live F		\$48,000 \$6,096		\$49,939 \$3,126		\$51,957 \$3,252		\$54,056 \$4,254		\$56,240 \$4,426
			Film Screening Use Days	(s	8 8	2%	8 8	2%	8 8	2%	8	2%	9
			Average Capac Attendance	ity Sold	40% 1,030		36% 946		36% 965		37% 1,011		37% 1,032
			Average Ticket Film Box Office		\$10.00 \$10,304	2%	\$10.20 \$9,648	2%	\$10.40 \$10,038	2%	\$10.61 \$10,734	2%	\$10.82 \$11,167
			40% Share to D	Distributor	\$4,122 \$2,748		\$3,859 \$2,573		\$4,015 \$2,677		\$4,293 \$2,862		\$4,467 \$2,978
			Other Direct Co	osts	\$1,832 \$8,701		\$1,715 \$8,147		\$1,785 \$8,477		\$1,908 \$9,064		\$1,985 \$9,430
			Net from Film I		\$1,603		\$1,501		\$1,561		\$1,670		\$1,737
		Internal Programming	Days of Use		25	2%	26	2%	26	2%	27	2%	27
		Rentals Residents	Performances		30 67%	2%	31 63%	2%	31 63%	2%	32 64%	2%	32 64%
			Ave. Cap sold Attendance		6,472		6,208		6,332		6,561		6,692
			Event Days Prep Days		29 29		29 29		30 30		30 30		31 31
			Total Use Days Total Rent Paid	ı	57 \$22,943		58 \$23,869		59 \$24,834		60 \$25,837		62 \$26,881
		Nonprofits	Performances Ave. Cap sold		20 67%	2%	20 63%	2%	21 63%	2%	21 64%	2%	22 64%
			Attendance		4,315		4,138		4,221		4,374		4,461
			Event Days Prep Days		19 19		19 19		20 20		20 20		21 21
			Total Use Days Total Rent Paid	ı	38 \$22,943		39 \$23,869		40 \$24,834		40 \$25,837		41 \$26,881
		Commercial	Performances Ave. Cap sold		10 67%	2%	10 63%	2%	10 63%	2%	11 64%	2%	11 64%
			Attendance		2,157 10		2,069 10		2,111 10		2,187 10		2,231 10
			Event Days Prep Days		10		10		10		10		10
			Total Use Days Total Rent Paid	ı	19 \$17,207		19 \$17,902		20 \$18,625		20 \$19,378		21 \$20,161
		All Uses & Users	Performances Attendance		76 15,778		78 15,095		79 15,397		81 15,965		82 16,284
			Use Days Rent Paid		156 \$63,092		159 \$65,641		162 \$68,293		166 \$71,052		169 \$73,922
Mı	ultipurpose Room	Presenting	Live Performan	nces	8	2%	8	2%	ψ00,233 8	2%	ψ/1,002	2%	9
Wit			Average Capac Attendance		50% 640	_,,	46% 601		46% 613	_,,	47% 638		47% 651
			Average Ticket		\$25.00	2%	\$25.50	2%	\$26.01	2%	\$26.53	2%	\$27.06
			Presented Perf Event Days	s BOX UTTICE	\$16,000 8		\$15,315 8		\$15,933 8		\$16,937 8		\$17,622 9
			Prep Days Total Use Days	-	10 40 500		2 10		10		2 11		2 11
			Average Artist Average Promo	tion Costs	\$2,500 \$833	2%	\$2,550 \$850	2%	\$2,601 \$867	2%	\$2,653 \$884	2%	\$2,706 \$902
			Average Other Total Direct Co	sts	\$417 \$30,000		\$425 \$31,212		\$434 \$32,473		\$442 \$33,785		\$451 \$35,150
			NI C II F	Proconting	¢(1,4,000)		\$(15,897)		\$(16,540)		#(1C 0(7)		<b>♠/47</b> F 2 0 0 \
			Net from Live F	_	\$(14,000)						\$(16,847)		\$(17,528)
			Film Screening Use Days Average Capac	įs	\$(14,000) 15 15 40%		15 15 36%	2%	\$(16,540) 16 36%	2%	\$(16,847) 16 16 37%	2%	\$(17,528) 16 16 37%

		Average Ticket Price Film Box Office 40% Share to Distributor Promotion Costs Other Direct Costs Total Direct Costs Net from Film Presenting	\$12.00 \$11,520 \$4,608 \$3,072 \$2,048 \$9,728 \$1,792	2%	\$12.24 \$10,787 \$4,315 \$2,876 \$1,918 \$9,109 \$1,678	2%	\$12.48 \$11,223 \$4,489 \$2,993 \$1,995 \$9,477 \$1,746	2%	\$12.73 \$12,000 \$4,800 \$3,200 \$2,133 \$10,134 \$1,867	2%	\$12.99 \$12,485 \$4,994 \$3,329 \$2,220 \$10,543 \$1,942
	Internal Programming	Days of Use	50	2%	51	2%	52	2%	53	2%	54
	<b>Rentale</b> Residents	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	25 60% 3,375 18 18 36 \$7,200	2%	26 57% 3,270 19 19 38 \$7,752	2%	26 58% 2,263 20 20 40 \$8,323	2%	27 59% 2,348 21 21 42 \$8,914	2%	27 60% 2,435 21 21 42 \$9,092
	Nonprofits	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	15 60% 2,025 15 8 23 \$6,750	2%	15 57% 1,962 15 8 23 \$7,023	2%	16 58% 1,358 16 8 23 \$7,306	2%	16 59% 1,409 16 8 24 \$7,602	2%	16 60% 1,461 16 8 24 \$7,909
	Commercial	Events Ave. Cap sold Attendance Event Days Prep Days Total Use Days Total Rent Paid	5 60% 675 5 3 8 \$3,375	2%	5 57% 654 5 3 8 \$3,511	2%	5 58% 453 5 3 8 \$3,653	2%	5 59% 470 5 3 8 \$3,801	2%	5 60% 487 5 3 8 \$3,954
	All Users	Performances Attendance Use Days Rent Paid	68 7,675 116 \$17,325		69 7,369 120 \$18,286		71 5,585 123 \$19,283		72 5,807 127 \$20,317		74 5,996 129 \$20,955
Classroom #1	Internal Use	Total Four-hour blocks Days of Use	75 38	2%	77 38	2%	78 39	2%	80 40	2%	81 41
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$4,665	2%	77 38 \$4,853	2%	78 39 \$5,050	2%	80 40 \$5,254	2%	81 41 \$5,466
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$3,452	2%	38 19 \$3,592	2%	38 19 \$3,737	2%	39 20 \$3,888	2%	40 20 \$4,045
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$8,117		191 95 \$8,445		195 97 \$8,786		198 99 \$9,141		202 101 \$9,510
Classroom #2	Internal Use	Total Four-hour blocks Days of Use	75 38	2%	77 38	2%	78 39	2%	80 40	2%	81 41
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$1,305	2%	77 38 \$1,358	2%	78 39 \$1,413	2%	80 40 \$1,470	2%	81 41 \$1,529
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$966	2%	38 19 \$1,005	2%	38 19 \$1,045	2%	39 20 \$1,088	2%	40 20 \$1,131
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$2,271		191 95 \$2,362		195 97 \$2,458		198 99 \$2,557		202 101 \$2,660
Classroom #3	Internal Use	Total Four-hour blocks Days of Use	75 38	2%	77 38	2%	78 39	2%	80 40	2%	81 41
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	75 38 \$1,991	2%	77 38 \$2,072	2%	78 39 \$2,155	2%	80 40 \$2,242	2%	81 41 \$2,333
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	37 19 \$1,474	2%	38 19 \$1,533	2%	38 19 \$1,595	2%	39 20 \$1,659	2%	40 20 \$1,726
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	187 94 \$3,465		191 95 \$3,605		195 97 \$3,750		198 99 \$3,902		202 101 \$4,060
Classroom #4	Internal Use	Total Four-hour blocks Days of Use	200 100	2%	204 102	2%	208 104	2%	212 106	2%	216 108
	Nonprofits	Total Four-hour blocks Days of Use Total Rent Paid	12 6 \$249	2%	12 6 \$259	2%	12 6 \$270	2%	13 6 \$280	2%	13 6 \$292
	Commercial	Total Four-hour blocks Days of Use Total Rent Paid	12 6 \$374	2%	12 6 \$389	2%	12 6 \$404	2%	13 6 \$421	2%	13 6 \$438
	All Users	Total Four-hour blocks Days of Use Total Rent Paid	224 112 \$623		228 114 \$648		233 117 \$674		238 119 \$701		242 121 \$729
Lobby/Gallery	Internal Use	Total Four-hour blocks Days of Use	100 50	2%	102 51	2%	104 52	2%	106 53	2%	108 54

	Nonprofits	Total Four-hour bl Days of Use Total Rent Paid	locks	37 19 \$3,731	2%	38 19 \$3,882	2%	38 19 \$4,039	2%	39 20 \$4,202	2%	40 20 \$4,372
	Commercial	Total Four-hour bl Days of Use Total Rent Paid	locks	20 10 \$3,026	2%	20 10 \$3,148	2%	21 10 \$3,275	2%	21 11 \$3,407	2%	22 11 \$3,545
	All Users	Total Four-hour bl Days of Use Total Rent Paid	locks	157 79 \$6,757		160 80 \$7,030		163 82 \$7,314		167 83 \$7,609		170 85 \$7,917
ANNUAL ESCLATION RATE					2%		2%		2%		2%	
MULTI-YEAR PRO-FORMA OPERA EARNED INCOME	ITING BUDGET	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
Box Office	Live Events Film Screenings			70,096 21,824		68,380 20,435		71,143 21,261		75,247 22,734		78,287 23,653
Rental Income	Theater Multipurpose Room Classroom #1 Classroom #2 Classroom #3 Classroom #4 Lobby/Gallery			63,092 17,325 8,117 2,271 3,465 623 6,757		65,641 18,286 8,445 2,362 3,605 648 7,030		68,293 19,283 8,786 2,458 3,750 674 7,314		71,052 20,317 9,141 2,557 3,902 701 7,609		73,922 20,955 9,510 2,660 4,060 729 7,917
User Fees	Technical Labor Equipment Rental Event Staff Event Cleaning			28,281 18,854 9,427 9,427		29,502 19,668 9,834 9,834		30,771 20,514 10,257 10,257		32,091 21,394 10,697 10,697		33,332 22,222 11,111 11,111
Programming	Media Lab  Membership  Classes  Camps  Equipment Rental  Education Programs  Program #1  Program #2			2,500 500 625 750 2,500 2,500		5,000 520 650 780 2,601 2,601		5,202 541 677 812 2,706 2,706		5,412 563 704 845 2,815 2,815		5,631 586 732 879 2,929 2,929
	Program #3			1,250		1,301		1,353		1,408		1,465
Food Service	Live Event Concessions (net) Income from Catered Events (net) Café Sales (Gross)			29,316 16,000 68,750		28,641 20,910 70,125		27,287 21,328 71,528		28,880 21,755 72,958		30,146 22,190 74,417
Box Office	Ticketing Fees from Presented Events Ticketing Fees for Resident Organizations Ticketing Fees for Other Organizations			8,646 9,601 17,886		8,278 9,426 17,551		8,613 8,718 16,518		9,154 9,218 17,464		9,524 9,633 18,238
Membership Income	Annual Membership Income			99,375		101,363		103,390		105,458		107,567
Miscellaneous Income	Program Advertising Facility Fee			2,500 29,316	1%	2,525 28,641	1%	2,550 27,287	1%	2,576 28,880	1%	2,602 30,146
TOTAL EARNED INCOME				551,572		564,582		575,975		599,043		619,083
OPERATING EXPENSES Full-time Personnel	Executive Director Technical Director Education Director Administrative Assistant Ticketing/IT Manager Salary Sub-Total Benefits Sub-total	75,000 25,000 20,000 18,000 20,000 <b>158,000</b> 39,500	2% 100% 100% 100% 100%	76,500 50,000 40,000 36,000 40,000 <b>242,500</b> 60,625 <b>303,125</b>	4% 4% 4% 4% 4%	79,560 52,000 41,600 37,440 41,600 <b>252,200</b> 63,050	4% 4% 4% 4%	82,742 54,080 43,264 38,938 43,264 <b>262,288</b> 65,572 <b>327,860</b>	4% 4% 4% 4% 4%	86,052 56,243 44,995 40,495 44,995 <b>272,780</b> 68,195	4% 4% 4% 4% 4%	89,494 58,493 46,794 42,115 46,794 <b>283,691</b> 70,923 <b>354,613</b>
Part-time Personnel	F&B Manager Program Staff Media Lab Manager Gallery Manager Café Staff Grantwriter Volunteer Manager Bookkeeper Ticket Office Staff Sub-total Benefits Sub-total	0 0 0		35,000 60,000 30,000 30,000 25,000 25,000 25,000 305,000 30,500 335,500	4% 4% 4% 4% 4% 4% 4% 4%	36,400 62,400 31,200 31,200 26,000 20,800 25,000 31,720 348,920	4% 4% 4% 4% 4% 4%	37,856 64,896 32,448 32,448 27,040 21,632 27,040 54,080 329,888 32,989	4% 4% 4% 4% 4% 4% 4% 4%	39,370 67,492 33,746 33,746 28,122 22,497 28,122 56,243 343,084 34,308 377,392	4% 4% 4% 4% 4% 4% 4% 4%	40,945 70,192 35,096 35,096 35,096 29,246 23,397 29,246 58,493 356,807 35,681
Event-based Staff	Technical Labor Event Staff Event Cleaning Sub-total	0		60,000 40,000 20,000 <b>120,000</b>	4% 4% 4%	62,400 41,600 20,800 <b>124,800</b>	4% 4%	64,896 43,264 21,632 <b>129,792</b>	4% 4% 4%	67,492 44,995 22,497 <b>134,984</b>	4% 4% 4%	70,192 46,794 23,397 <b>140,383</b>
Programming Costs	Direct Costs of Live Events Direct Costs of Film Events Direct Costs of Exhibitions Media Center Direct Program Costs Education Program Direct Costs	0		97,500 29,809 20,000 563 3,125 <b>150,996</b>	2%	104,423 32,564 20,400 585 3,251 <b>161,223</b>	2%	111,836 35,560 20,808 609 3,383 172,198	2%	119,777 38,817 21,224 633 3,519	2%	128,281 42,357 21,649 659 3,661 196,607
Box Office	Network Maintenance Postage Ticket Printing Supplies Credit Card Fees Ticketing Service (net) Sub-total	0		5,863 4,691 235 1,173 17,590 17,590		5,728 4,583 229 1,146 17,185 17,185 <b>46,055</b>		5,457 4,366 218 1,091 16,372 16,372 <b>43,877</b>		5,776 4,621 231 1,155 17,328 17,328 46,440		6,029 4,823 241 1,206 18,088 18,088
Food Service	Café COGS Sub-total	0		34,375 <b>34,375</b>		35,063 <b>35,063</b>		35,764 <b>35,764</b>		36,479 <b>36,479</b>		37,209 <b>37,209</b>

Administration	Institutional Promotion/Advertising Printing & Publications Office Equipment/Systems Office Supplies/Services Legal/Accounting Volunteer Management Professional Development IT Telephone Miscellaneous Sub-total	1,250 2,500 1,250 1,250 2,500 1,250 2,500	100% 100% 100% 100% 100% 100%	2,500 5,000 2,500 5,000 1,250 2,500 2,500 1,250 1,250 26,250	2% 2% 2% 2% 2% 2% 2% 2% 2%	2,550 5,100 2,550 2,550 5,100 1,275 2,550 1,275 1,275 26,776	2% 2% 2% 2% 2% 2% 2% 2% 2%	2,601 5,202 2,601 2,601 5,202 1,301 2,601 1,301 1,301	2% 2% 2% 2% 2% 2% 2% 2% 2% 2%	2,653 5,306 2,653 5,306 1,327 2,653 2,653 2,653 1,327 1,327 2,7857	2% 2% 2% 2% 2% 2% 2% 2% 2%	2,706 5,412 2,706 2,706 5,412 1,353 2,706 2,706 1,353 1,353 28,414
	Utilities Repairs and Maintenance Service Contracts Building Supplies Cleaning Supplies Technology Services erformance Equipment R&M Trash Hauling Security System Sub-total	0		66,224 36,791 22,075 14,717 7,358 12,500 12,500 5,000 12,500 189,665	2% 2% 2% 2%	67,549 37,527 22,516 15,011 7,505 12,750 5,100 12,750 193,458	2% 2% 2% 2%	68,900 38,278 22,967 15,311 7,656 13,005 5,202 13,005	2% 2% 2% 2%	70,278 39,043 23,426 15,617 7,809 13,265 5,306 13,265 <b>201,274</b>	2% 2% 2% 2%	71,683 39,824 23,894 15,930 7,965 13,530 13,530 5,412 13,530 205,299
Rental Subsidy Program		0		20,000	2%	20,400	2%	20,808	2%	21,224	2%	21,649
TOTAL OPERATING EXPENSES		210,000		1,192,677		1,236,881		1,282,047		1,334,115		1,387,928
ANNUAL FUNDING REQUIREMEN		210,000		641,105		672,299		706,073		735,072		768,845
RATIOS AND FORMULAS	ncome as % of Op Expenses	0%		46%		46%		45%		45%		45%
Escalation Rate User Fees as a % of Rent	Technical/Event Labor Equipment Rental/Maintenance Event Staff Event Cleaning		2%	30% 20% 10% 10%	2%	30% 20% 10% 10%	2%	30% 20% 10% 10%	2%	30% 20% 10% 10%	2%	30% 20% 10% 10%
Media Lab	Media Lab Memberships Sold Average Price			50 \$50	2% 2%	100 \$50	2% 2%	102 \$51	2% 2%	104 \$52	2% 2%	106 \$53
	Media Lab Classes (hours delivered) Average Fee/Hour			100 \$5	2% 2%	102 \$5	2% 2%	104 \$5	2% 2%	106 \$5	2% 2%	108 \$5
	Media Lab Camp (hours delivered) Average Fee/Hour			250 \$2.50	2% 2%	\$255 \$2.55	2% 2%	\$260 \$2.60	2% 2%	\$265 \$2.65	2% 2%	\$271 \$2.71
	# Equipment Items Rented Average Rental Rate			50 \$15.00	2% 2%	\$51 \$15.30	2% 2%	\$52 \$15.61	2% 2%	\$53 \$15.92	2% 2%	\$54 \$16.24
Other Education Programs	Education Program #1 (hours delivered) Average Price			10 \$250	2% 2%	10 \$255	2% 2%	10 \$260	2% 2%	11 \$265	2% 2%	11 \$271
	Education Program #2 (hours delivered) Average Price			100 \$25	2% 2%	102 \$26	2% 2%	104 \$26	2% 2%	106 \$27	2% 2%	108 \$27
	Education Program #3 (hours delivered) Average Price			500 \$2.50	2% 2%	510 \$2.55	2% 2%	520 \$2.60	2% 2%	531 \$2.65	2% 2%	541 \$2.71
Concesssions	Concession Net per Attender			\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Catering	Outdoor Catered Events Fee/per Event Multipurpose Room Catered Events Fee/per Event			12 \$1,000 8 \$500	2% 2%	15 1,020 11 \$510	2% 2%	15 1,040 11 \$520	2% 2%	15 1,061 11 \$531	2%	15 1,082 11 \$541
Café	Café Gross Sales/Day Days Open Café COGS as a % of Gross Income			\$250 275 50%	2%	\$255 275 50%	2%	\$260 275 50%	2%	\$265 275 50%	2%	\$271 275 50%
Membership Income	Resident Card Income Share to Cultural Arts			\$198,750 50%	2%	202,725 50%	2%	206,780 50%	2%	210,915 50%	2%	215,133 50%
Box Office Revenues	Ticketing Fee for Resident Organizations Online Telephone Walk-up Tickets Sold for Resident Organizations Online Telephone Walk-up Ticketing Fee for Other Organizations			\$1.50 \$0.75 \$0.25 9,847 50% 20% 30%	2% 2% 2%	\$1.53 \$0.77 \$0.26 9,478 50% 20% 30%	2% 2% 2%	\$1.56 \$0.78 \$0.26 8,595 50% 20% 30%	2% 2% 2%	\$1.59 \$0.80 \$0.27 8,909 50% 20% 30%	2% 2% 2%	\$1.62 \$0.81 \$0.27 9,128 50% 20% 30%
	Online Telephone Walk-up Tickets Sold for Other Organizations Online Telephone Walk-up Ticketing Fee for Presented Events			\$3.00 \$1.50 \$0.50 9,172 50% 20% 30%	2% 2% 2%	\$3.06 \$1.53 \$0.51 8,824 50% 20% 30%	2% 2% 2%	\$3.12 \$1.56 \$0.52 8,142 50% 20% 30%	2% 2% 2%	\$3.18 \$1.59 \$0.53 8,439 50% 20% 30%	2% 2% 2%	\$3.25 \$1.62 \$0.54 8,640 50% 20% 30%
	Online Telephone Walk-up Tickets Sold for Presented Events Online Telephone Walk-up			\$3.00 \$1.50 \$0.50 4,434 50% 20% 30%	2% 2% 2%	\$3.06 \$1.53 \$0.51 4,162 50% 20% 30%	2% 2% 2%	\$3.12 \$1.56 \$0.52 4,245 50% 20% 30%	2% 2% 2%	\$3.18 \$1.59 \$0.53 4,424 50% 20% 30%	2% 2% 2%	\$3.25 \$1.62 \$0.54 4,512 50% 20% 30%
Facility Fee	Charge/ticket sold			\$1.25	2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Box Office Expenses	Total Tickets Sold Cost/Ticket Sold			23,453		22,464		20,982		21,772		22,280

## Stapleton Community Arts Center

	Network Maintenance		\$	.25 2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Postage		\$	.20 2%	\$0.20	2%	\$0.21	2%	\$0.21	2%	\$0.22
	Ticket Printing		\$	.01 2%	\$0.01	2%	\$0.01	2%	\$0.01	2%	\$0.01
	Supplies		\$	.05 2%	\$0.05	2%	\$0.05	2%	\$0.05	2%	\$0.05
Ticketing Service (net)		\$	.75 2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81	
	Credit Card Fees		\$	.75 2%	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81
Benefits	Full-time	25%		25%	25%		25%		25%		25%
	Part-time	10%		0%	10%		10%		10%		10%
Occupancy Costs	Total Gross Square Footage		2	433	29,433		29,433		29,433		29,433
	Direct Costs/Square Foot										
	Utilities		:	2.25 2%	\$2.30	2%	\$2.34	2%	\$2.39	2%	\$2.44
	Repairs and Maintenance			1.25 2%	\$1.28	2%	\$1.30	2%	\$1.33	2%	\$1.35
Service Contracts		:	).75 <b>2%</b>	\$0.77	2%	\$0.78	2%	\$0.80	2%	\$0.81	
	Building Supplies		:	0.50 2%	\$0.51	2%	\$0.52	2%	\$0.53	2%	\$0.54
	Cleaning Supplies			0.25 2%	\$0.26	2%	\$0.26	2%	\$0.27	2%	\$0.27
	Building Supplies			0.50 0%	\$0.50	0%	\$0.50	0%	\$0.50	0%	\$0.50
	Cleaning Supplies		:	0%	\$0.25	0%	\$0.25	0%	\$0.25	0%	\$0.25