

ARTS EDUCATION

Class	Frequency/WK	Duration	Cost	Students	AMT/WK	Teacher Pay/WK	Net Revenue
Piano Lessons 1	4	30 mins	\$15	4	\$60	\$50	\$400
Piano Lessons 2	4	30 mins	\$15	4	\$60	\$50	\$400
Guitar Lessons 1	4	30 mins	\$15	4	\$60	\$50	\$400
Vocal Choir Lessons - Group	1	60 mins	\$5	10	\$50	\$50	\$0
Recording	0.5	60 mins	\$20	10	\$200	\$50	\$6,000
				66	\$430	\$250	\$7,200
<i>Dance</i>							
Beginner Adult Ballet	1	60 mins	\$10	8	\$80	\$50	\$1,200
Beginner Swing	1	60 mins	\$10	8	\$80	\$50	\$1,200
Yoga	1	60 mins	\$10	8	\$80	\$50	\$1,200
				72	\$240	\$150	\$3,600
<i>Adult Education</i>							
Spanish	1	60 mins	\$8	10	\$80	\$50	\$1,200
Other adult education	1	60 mins	\$7	8	\$56	\$50	\$240
Acting Workshops	1	90 mins	\$25	8	\$200	\$100	\$4,000
AV Production	1	60 mins	\$10	7	\$70	\$50	\$800
				99	\$80	\$50	\$1,440
<i>Arts</i>							
Painting 101	1	60 mins	\$10	7	\$70	\$50	\$800
Photography	1	60 mins	\$15	10	\$150	\$50	\$4,000
Woodworking	1	90 mins	\$20	8	\$160	\$38	\$4,900
Glass 1	1	60 mins	\$10	8	\$80	\$64	\$640
Glass 2	1	60 mins	\$10	5	\$50	\$40	\$400
Drawing	1	60 mins	\$10	6	\$60	\$50	\$400
Textile Arts	1	90 mins	\$15	10	\$150	\$50	\$4,000
				162	\$720	\$342	\$15,140
Total				399	\$1,470	\$792	\$27,380

Summer Camp	Cost	Students	# Days	# Sessions	Gross	Teacher Pay / Session	Teacher Pay / YR	Net
Art Camp	\$225	15	5	3	\$10,125	\$350	\$1,050	\$9,075
Clay Camp	\$225	8	5	3	\$5,400	\$250	\$750	\$4,650
Theater Camp	\$225	20	5	3	\$13,500	\$700	\$2,100	\$11,400
Music Camp	\$225	12	5	3	\$8,100	\$350	\$1,050	\$7,050
					\$37,125	\$1,650	\$4,950	\$32,175

PROGRAMMING / RENTALS

Program	Frequency	Times	Cost	Audience	AMT/Month	Total Year	People	Bar/Event	Bar Month
<i>Gallery</i>									
Gallery Opening									
Gallery Talk									
				0	\$0	\$0	0	\$0	\$0
<i>Music</i>									
Live Music	1x/week	Varies	\$5	30	\$600	\$7,200	1440	\$240	\$960
				30	\$600	\$7,200	1440	\$240	\$960
<i>Film</i>									
Family Movie	1/month	4pm	\$10	50	\$500	\$6,000	600	\$300	\$300
Cult Classic	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$180	\$180
Independent Film	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$180	\$180
				110	\$800	\$9,600	1320	\$660	\$660
<i>Social</i>									
Trivia Night	1/Week	7pm	\$0	60	\$0	\$0	2880	\$480	\$2,400
Open Mic	1/Month	7pm	\$0	30	\$0	\$0	360	\$240	\$720
Comedy / Improv	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$240	\$720
Paint & Wine	2/month	7pm	\$15	12	\$360	\$4,320	144	\$96	\$288
Event	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$240	\$720
				162	\$660	\$7,920	4104	\$1,296	\$4,848
<i>Theater</i>									
Murphysboro Community Player 2/year		7pm	\$17	200	\$3,400	\$6,800	800	\$1,200	\$4,800
				200	\$3,400	\$6,800	800	\$1,200	\$4,800
Total Program				502	\$5,460	\$31,520	\$7,664	\$3,396	\$11,268

<i>Visual Art</i>	<u>Pieces</u>	<u>Avg Cost</u>	<u>Avg. Sold</u>	<u>30% Take</u>	<u>Year</u>
Gallery Sales					
Merchandise Sales		\$10	80	\$240	\$1,440
Gallery Sales			80	\$240	\$1,440

<u>Rental</u>	<u>Frequency</u>	<u>Location</u>	<u>Cost</u>	<u>Weeks</u>	<u>Total</u>	<u>Audience</u>	<u>Bar Sales</u>
			<i>Weekday</i>	<i>Weekend</i>			
Main performance space	20/year	Theater	\$300	\$600	\$6,000	1500	\$10,500
Classroom Rental	10/year	Academy	\$100	\$100	\$1,000	NA	
					\$7,000	1500	\$10,500

PROGRAMMING / RENTALS

Subtotals - Revenue		
Programming		\$31,520
Merchandise Sales		\$1,440
Rentals		\$7,000
Tenants	NA	
Grand Total		\$39,960
Attendance		8364

	Year
Bar	\$145,716
Arcade	\$42,000
Total	\$187,716

Expenses					
Program	Frequency	Cost	Bar Staff	AMT/Month	Total Year
<i>Gallery</i>					
Gallery Opening					
Gallery Talk					
				\$0	\$0
<i>Music</i>					
Live Music (bar)	1x/WK	\$100	\$60	\$640	\$7,680
				\$640	\$7,680
<i>Film</i>					
Family Film	1/Month	\$50	\$30	\$80	\$960
Cult Classic	1/Month	\$100	\$30	\$130	\$1,560
Independent Film	1/Month	\$100	\$30	\$130	\$1,560
				\$340	\$4,080
<i>Social</i>					
Trivia Night	1x/WK	\$50	\$30	\$320	\$3,840
Open Mic	1x/Month	\$50	\$30	\$80	\$960
Comedy	1/Month	\$50	\$30	\$80	\$960
Paint and Wine	2x/Month	\$80	\$30	\$220	\$2,640
Event	1/Month	\$50	\$30	\$80	\$960
		Cost/Month		\$780	\$9,360
<i>Theater</i>					
Murphysboro Community Player 2/year		2500/production			\$5,000
					\$5,000
Total				\$1,760	\$26,120

Grand Total - Revenue	\$39,960
Grand Total - Expenses	\$26,120
Net Revenue	\$13,840

MAKERSPACE COURSES

Class	Cost/Class	Session Fee	Sessions/Yr	Students	Gross	Teacher Pay/Class	Teacher Pay/Session	Teacher Pay/YR	Net Revenue
Woodworking 1	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Woodworking 2	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Video Game Creation	\$12	\$72	2	5	\$720	\$25	\$150	\$300	\$420
App Creation	\$12	\$72	2	6	\$864	\$25	\$150	\$300	\$564
Board & Card Game Creation	\$10	\$60	4	10	\$2,400	\$25	\$150	\$600	\$1,800
Robotics 1	\$15	\$90	4	4	\$1,440	\$25	\$150	\$600	\$840
Robotics 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
3D Development 1	\$15	\$90	2	6	\$1,080	\$25	\$150	\$300	\$780
3D Development 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
AV Production 1	\$15	\$90	4	6	\$2,160	\$25	\$150	\$600	\$1,560
AV Production 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
Drone Technology 1	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Coding 1	\$12	\$72	6	8	\$3,456	\$25	\$150	\$900	\$2,556
Coding 2	\$12	\$72	6	8	\$3,456	\$25	\$150	\$900	\$2,556
Coding 3	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
					100	\$21,336		\$6,600	\$14,736

Summer Camp	Cost	Students	# Days	# Sessions	Gross	Teacher Pay / Session	Teacher Pay / YR	Net
Making Basics	\$150	8	5	2	\$2,400	\$200	\$400	\$2,000
Making 2	\$150	6	5	2	\$1,800	\$200	\$400	\$1,400
Advanced Coding	\$150	8	5	2	\$2,400	\$200	\$400	\$2,000
Woodworking Intensive	\$150	10	5	1	\$1,500	\$200	\$200	\$1,300
					50	\$800	\$1,400	\$6,700

Membership	Cost	Cost/Month	#	Net
After School	\$75	\$6.25	8	\$600
Student	\$100	\$8.33	16	\$1,600
Single	\$150	\$12.50	20	\$3,000
Family	\$275	\$22.92	8	\$2,200
Drop-in Student	\$5	NA	35	\$175
Drop-in Adult	\$8	NA	50	\$400
			137	\$7,975

MARKETING / STAFFING

Marketing		
	Month	Total
<i>Advertising</i>		
Social Media Ads	\$250	\$3,000
Radio	\$100	\$1,200
Print	\$300	\$3,600
Total	\$650	\$7,800
<i>Printing</i>		
Brochures	\$1,250	\$5,000
Posters	\$150	\$1,800
Postcards	\$150	\$1,800
Total	\$1,550	\$8,600
Grand Total		\$16,400

FTE Staff	Salary
Executive Director	\$60,000
Program Director	NA
Venue Director	NA
Administrator	\$35,000
Assistant	\$35,000
Assistant	NA
Total	\$130,000
Contract Staff	
Marketing Company	\$7,500
Technical Director	\$5,000
Total	\$12,500

FULL BUDGET

EXPENSES	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Total	Year 2 (5%)	Year 3 (5%)
Staff															
Staff	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$10,833	\$130,000	\$136,500.00	\$143,325.00
Payroll Taxes	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$1,083	\$13,000	\$13,650.00	\$14,332.50
Health Insurance	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$10,800	\$11,340.00	\$11,907.00
Contract Staff	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$12,500	\$13,125.00	\$13,781.25
													\$166,300	\$174,615.00	\$183,345.75
Programming															
Upkeep/Maintenance	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$4,800	\$5,040.00	\$5,292.00
Teacher Fees	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$3,166	\$37,992	\$39,891.60	\$41,886.18
Summer Camp Teacher Fees			\$550			\$1,100	\$1,100	\$1,100				\$1,100	\$4,950	\$5,197.50	\$5,457.38
Education Expense	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
Programming Expense	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$1,760	\$21,120	\$22,176.00	\$23,284.80
Murphysboro Community Players						\$2,500					\$2,500		\$5,000	\$5,250.00	\$5,512.50
Gallery Expense													\$0	\$0.00	\$0.00
Tech Expense	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
Bar Expense	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$4,693	\$56,315	\$59,130.54	\$62,087.07
													\$134,977	\$141,726	\$148,812
Makerspace															
Upkeep / Maintenance	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
Admin / office	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
Teacher Fees	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$550	\$6,600	\$6,930.00	\$7,276.50
Teacher Fees - Summer Camp			\$200			\$400	\$400	\$400					\$1,400	\$1,470.00	\$1,543.50
Member Scholarships	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
													\$15,200	\$15,960	\$16,758
Rentals															
Rental Expense	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
													\$2,400	\$2,520	\$2,646
Fundraising															
Development Expense	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
Special Event 1			\$1,000										\$1,000	\$1,050.00	\$1,102.50
Special Event 2						\$1,000	\$1,000						\$2,000	\$2,100.00	\$2,205.00
Special Event 3										\$2,000	\$2,000		\$4,000	\$4,200.00	\$4,410.00
													\$10,600	\$11,130.00	\$11,686.50
Administration															
Copy Machine	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Office Supplies	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Bank Fees	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
QuickBooks	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$900	\$945.00	\$992.25
Printing Expense	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
Newsletter	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Ticketing System	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$10,000	\$10,499.96	\$11,024.96
Technology	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Fees/Memberships	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Postage	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$300	\$315.00	\$330.75
Web Support	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$900	\$945.00	\$992.25
Bridge Loan Support													\$0	\$0.00	\$0.00
Misc/Contingency	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000	\$18,900.00	\$19,845.00
													\$39,100	\$41,055	\$43,108
Insurance/Pro Fees															
Insurance	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$10,800	\$11,340.00	\$11,907.00
Workers Comp	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$41	\$492	\$516.60	\$542.43
Liquor Liability	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$3,780.00	\$3,969.00
Fine Art Policy	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$360	\$378.00	\$396.90
Audit/CPA	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50

FULL BUDGET

Legal Fees	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
													\$19,452	\$20,424.60	\$21,445.83
Marketing															
Graphic Design	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Advertising	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$7,800	\$8,190.00	\$8,599.50
Printing	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$717	\$8,600	\$9,030.00	\$9,481.50
													\$17,600	\$18,480.00	\$19,404.00
Utilities															
Electric	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$13,200	\$13,860.00	\$14,553.00
Water	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
Phone/Internet	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
Elevator Maintainence	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800	\$1,890.00	\$1,984.50
													\$23,400	\$24,570.00	\$25,798.50
Total Expenses													\$429,029	\$450,480	\$473,004

INCOME	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Total	Year 2 (5%)	Year 3 (5%)
Gallery Opening													\$0	\$0.00	\$0.00
Gallery Sales													\$0	\$0.00	\$0.00
Education	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$5,880	\$70,560	\$74,088.00	\$77,792.40
Summer Camps			\$4,125			\$8,250	\$8,250	\$8,250				\$8,250	\$37,125	\$38,981.25	\$40,930.31
Programming	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$2,627	\$31,520	\$33,096.00	\$34,750.80
Bar	\$15,643	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$20,253	\$238,426	\$250,347.30	\$262,864.67
													\$377,631	\$396,512.55	\$416,338.18
Makerspace															
Class Income	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$1,778	\$21,336	\$22,402.80	\$23,522.94
Summer Camps			\$1,157			\$2,314	\$2,314	\$2,314					\$8,100	\$8,505.00	\$8,930.25
Memberships	\$665	\$665	\$665	\$665	\$665	\$665	\$665	\$665	\$665	\$665	\$664.58	\$665	\$7,975	\$8,373.75	\$8,792.44
													\$37,411	\$39,282	\$41,246
Rentals															
Rentals	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$7,000	\$7,350.00	\$7,717.50
Tenants															
													\$7,000	\$7,350	\$7,718
Partnerships															
Ticketing Fees	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$4,000	\$4,200.00	\$4,410.00
Non-Profit Members	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.00	\$0.00
													\$4,000	\$4,200	\$4,410
Fundraising															
Corporate Gifts			\$2,000							\$2,000			\$4,000	\$4,200.00	\$4,410.00
Programming Sponsorships	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
Individual Gifts	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,000	\$2,100	\$2,205.00	\$2,315.25
Grants/Foundations			\$5,000							\$5,000			\$10,000	\$10,500.00	\$11,025.00
Special Event 1			\$2,000										\$2,000	\$2,100.00	\$2,205.00
Special Event 2							\$3,000						\$3,000	\$3,150.00	\$3,307.50
Special Event 3											\$5,000		\$5,000	\$5,250.00	\$5,512.50
Endowment	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$7,500	\$7,875.00	\$8,268.75
													\$32,100	\$33,705.00	\$35,390.25
Total Earned Revenue													\$426,042	\$447,344	\$469,711
Total Unearned Revenue													\$32,100	\$33,705	\$35,390
Total Income													\$458,142	\$481,049	\$505,102
Grand Total													\$29,113	\$30,569	\$32,097