

Cain Center for The Arts

As of Date:

Location:

	FY23	FY24	FY25	% Change	NOTES
	Ending June 2023	Ending June 2024	Ending June 2025		
Revenue - Donations & Grants					
Donation Income - Individual	200,000	225,000	247,500	10%	
Sponsorship Income - Corporate	125,000	250,000	297,000	19%	
Grant Income	456,000	456,000	506,000	11%	
Fundraising Events	-	120,000	100,000	-17%	
Education Revenue	273,205	303,723	294,695	-3%	
Facility Rental Revenue	55,930	114,533	172,793	51%	
Box Office Fees Revenue	64,360	23,535	44,216	88%	
Ticket Revenue	311,126	413,502	417,128	1%	
Credit Card Fees Revenue	20,011	8,914	3,598	-60%	
Food & Bev		81,398	98,000	20%	
Parking Fee Revenue		6,750	-	-100%	
Class Supplies Revenue			10,143		
Merchandise Revenue			15,000		
Other Income	7,938				
Total Revenue	1,513,570	2,003,354	2,206,072	10%	
Cost of Revenue					
Cost of Sales Revenue				3%	
Class Supplies	37,275	37,154	36,360	-2%	
Exhibit Supplies			1,800		
FOH Supplies			2,060		
Artist Hotels	5,625	11,835	12,235	3%	
Outsourced Equipment Rental	7,585	7,600	7,600	0%	
Catering	11,700	12,820	12,620	-2%	
Royalties	4,770	8,874	8,983	1%	
Contract Labor	263,834	406,482	394,732	-3%	
F&B Product		17,900	18,400	3%	
Parking Rental		7,750	2,520	-67%	
Total Cost of Revenue	330,789	510,415	497,309	-3%	
Operating Expenses					
General and Administrative Expenses					
Dues, Subscriptions, PD					
Board Fees and Expenses	3,000	3,000	3,000	0%	
Training and Education	10,400	11,295	13,375	18%	
Dues and Subscriptions	1,950	2,000	3,125	56%	
Community Impact Programs					
Community Music Program	-	30,150	35,000	16%	
Arts in the Community Program		5,300	9,500	79%	
Scholarships		10,000		-100%	
Arts in Schools		10,000	10,400	4%	
Offset from Community Impact Funds		(55,000)	(89,900)	63%	Review with GW how to truly account for this
Finance Charges					
Bank Fees	-			-100%	
Credit Card Merchant Fees	15,758	3,000	-	-100%	
Travel, Meals and Entertainment					
Travel Expenses					
Automobile expense	5,000	5,000	4,800	-4%	
Travel Expense	690	4,810	5,810	21%	
Meals	3,000	3,200	3,200	0%	
Administrative Expenses					
Software Costs	21,798	17,323	29,417	70%	
Office Supplies	8,037	15,555	16,279	5%	
Other Office Expense	6,800	2,060		-100%	
Insurance					
General Insurance	43,600	41,459	41,459	0%	
Software and Maintenance					
Outsourced IT	20,000	-			
Total General and Administrative Expenses	140,033	109,151	85,465	-22%	
Marketing and Advertising Expenses					
Advertising and Promotion					
Outsourced Marketing Fee	19,500		-		
Marketing Programs	79,188	84,176	69,250		
Marketing Development			20,200		
Merchandise			10,000		
Total Marketing and Advertising Expenses	98,688	84,176	99,450	18%	Review
Depreciation and Amortization Expense					
Depreciation					
Depreciation Expense - Equipment	-				
Payroll and Related Expenses					
Compensations					
Salaries	597,500	657,000	807,653	23%	
Merit			11,950	#DIV/0!	
Salary Expense Offset	(113,660)				
Salaries - Part-Time	30,247	68,147	101,521	49%	Review - Big additions
Payroll Taxes	49,514	55,474	69,552	25%	
Employee Benefits	54,000	60,000	75,000	25%	
Workers Compensation	3,500				
Total Payroll and Related Expense	621,101	840,621	1,065,675	27%	
Operating and Maintenance Expenses					
Credit Card and Other Service Charges					

eTix Fees	37,260	-				
Operating Expense Offset		(51,000)				
Professional Services						
Audit and Tax Fees	7,000	10,000	15,000	50%		
HR Management Fees	10,000	10,000	10,000	0%		
Accounting Services	61,000	82,000	30,000	-63%		
Outsourced IT		20,000	20,000	0%		
Telecommunication						
Voice and Data Communications	34,039	-				
Facilities						
Facilities Rent - Oak Street	75,872	78,272	78,272	0%	Review - could be more	
Facilities Maintenance - Oak Street	10,100	4,912	4,912	0%		
Utilities - Oak St	11,776	19,950	19,950	0%		
Safety Systems - Oak St		1,000	1,000	0%	Review	
Facilities Maintenance - Catawba Ave	18,212	68,304	64,100	-6%		
Utilities - Catawba Ave	26,000	120,772	125,772	4%		
Safety Systems - Catawba Ave		25,941	26,800	3%		
Facilities Supplies		17,000	16,000	-6%		
Total Facilities	141,960	336,151	336,806	0%		
Fundraising Expense - Donor Appreciation and Cultivation						
Fundraising Events	-	35,000	46,000	31%	Jean and Rodger	
Fundraising Cultivation and Stewardship	31,700	23,200	21,650	-7%		
Total Fundraising Expense - Donor Appreciation and Cultivation	31,700	58,200	67,650	16%		
Total Operating and Maintenance Expenses	322,959	465,351	479,456	3%		
Total Operating Expenses	1,513,570	2,009,714	2,227,355	11%		
Surplus (Deficit)	-	(6,359)	(21,283)			