

Cain Center for The Arts

As of Date:

Location:

	FY23 Ending June 2023	FY24 Ending June 2024	FY25 Ending June 2025	% Change	NOTES
Revenue - Donations & Grants					
Donation Income - Individual	200,000	225,000	247,500	10%	
Sponsorship Income - Corporate	125,000	250,000	275,000	10%	
Grant Income	456,000	456,000	493,500	8%	
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		12,000		Interest from Checking
Total Revenue	1,513,570	2,003,354	2,183,572	9%	
Cost of Revenue					
Cost of Sales Revenue	37,275	37,154	36,360	3%	
Class Supplies			1,800	-2%	
Exhibit Supplies			2,060		
FOH Supplies			12,235	3%	
Artist Hotels	5,625	11,835	7,600	0%	
Outsourced Equipment Rental	7,585	7,600	12,620	-2%	
Catering	11,700	12,820	12,620	1%	
Royalties	4,770	8,874	8,983	-3%	
Contract Labor	263,834	406,482	394,732	47%	
F&B Product		17,900	26,400		
Parking Rental		7,750	2,520	-67%	
Total Cost of Revenue	330,789	510,415	505,309	-1%	
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	-	30,150	35,000	16%	
Community Music Program	-	5,300	9,500	79%	
Arts in the Community Program	-	10,000	10,400	-100%	
Scholarships	-	10,000	10,400	4%	
Arts in Schools	-	(55,000)	(89,900)	63%	Review with GW how to truly account for this
Offset from Community Impact Funds	-	3,000	3,500	17%	
Finance Charges	-	5,000	4,800	-4%	
Bank Fees	15,758	4,810	5,810	21%	
Credit Card Merchant Fees	-	3,200	3,200	0%	
Travel, Meals and Entertainment	-	17,323	29,192	69%	
Travel Expenses	5,000	15,555	16,279	5%	
Automobile expense	690	2,060	41,459	-100%	
Travel Expense	3,000	41,459	41,459	0%	
Meals	3,000	-	-		
Administrative Expenses	21,798	109,151	88,740	-19%	
Software Costs	8,037	15,555	16,279	5%	
Office Supplies	6,800	2,060	41,459	-100%	
Other Office Expense	43,600	41,459	41,459	0%	
Insurance	43,600	41,459	41,459	0%	
General Insurance	43,600	41,459	41,459	0%	
Software and Maintenance	20,000	-	-		
Outsourced IT	20,000	-	-		
Total General and Administrative Expenses	140,033	109,151	88,740	-19%	
Marketing and Advertising Expenses	19,500	84,176	69,250		
Advertising and Promotion	19,500	84,176	69,250		
Outsourced Marketing Fee	79,188	84,176	9,700		
Marketing Programs	79,188	84,176	9,700		
Marketing Development	-	-	-		
Merchandise	-	-	-		
Total Marketing and Advertising Expenses	98,688	84,176	78,950	-6%	Review
Depreciation and Amortization Expense	-	657,000	807,653	23%	
Depreciation	-	657,000	807,653	23%	
Depreciation Expense - Equipment	-	-	11,950	#DIV/0!	
Payroll and Related Expenses	597,500	657,000	807,653	23%	
Compensations	597,500	657,000	807,653	23%	
Salaries	597,500	657,000	807,653	23%	
Merit	-	-	11,950	#DIV/0!	
Salary Expense Offset	(113,660)	-	11,950	#DIV/0!	

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	-	(35,000)		
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%	
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%	
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 an					
Fundraising Events	-	35,000	46,000	31%	
Fundraising Cultivation and Stewardship	31,700	23,200	21,650	-7%	
Total Fundraising Expense - Donor Appreciat	31,700	58,200	67,650	16%	
Total Operating and Maintenance Expenses	322,959	465,351	444,456	-4%	
Total Operating Expenses	1,513,570	2,009,714	2,183,130	9%	
Surplus (Deficit)	-	(6,359)	442		

Review - could be more