

**OREGON SHAKESPEARE FESTIVAL
OPERATING BUDGET SUMMARY**

	<i>2006 Actual</i>	<i>2007 Actual</i>	<i>2008 Actual</i>	<i>2009 Budget</i>
EARNED INCOME				
Ticket Revenue - Plays	\$14,603,000	\$15,487,517	\$15,796,842	\$15,115,200
Ticket Revenue - Other	190,300	205,933	171,791	156,000
Concessions	303,400	311,526	311,723	294,000
Development Events	55,600	65,694	166,221	80,200
Publications	64,900	63,440	57,940	66,100
Education Programs	221,100	222,725	225,079	217,800
Advertising	240,300	202,905	226,896	225,200
Interest and Dividends	282,000	215,557	(295,167)	93,000
Endowment Income	1,345,600	1,494,061	1,578,596	1,502,700
Other Income	585,400	455,925	518,767	486,900
Total Earned Income	<u>\$17,891,600</u>	<u>\$18,725,282</u>	<u>\$18,758,689</u>	<u>\$18,237,100</u>
OPERATING EXPENSES				
Artistic	\$7,498,000	\$8,302,915	\$8,828,985	\$8,828,500
Production	5,756,800	5,987,320	6,409,339	6,243,300
Marketing and Communications	1,932,600	2,552,199	2,672,828	2,310,400
Education Programs	707,100	836,448	833,152	806,800
Development	1,040,100	820,966	847,644	802,600
Box Office	1,316,800	1,332,506	1,385,729	1,309,100
Physical Plant	1,060,200	1,101,056	1,144,005	985,200
General Administration	2,303,300	2,573,759	2,839,737	2,464,500
House Management	284,000	281,043	302,262	289,600
Concessions	212,000	221,008	219,091	214,900
General Equipment	166,900	130,304	137,378	63,500
Depreciation	442,400	566,895	570,907	566,300
Compensation Plan Reserve	-	-	-	10,000
Contingency	96,500	-	10,000	15,000
Total Operating Expenses	<u>\$22,816,700</u>	<u>\$24,706,422</u>	<u>\$26,201,058</u>	<u>\$24,909,700</u>
EARNINGS GAP	(\$4,925,100)	(\$5,981,140)	(\$7,442,369)	(\$6,672,600)
CONTRIBUTED INCOME				
Memberships	\$3,818,900	\$4,199,418	\$4,626,990	\$4,606,000
Other Operating	366,000	416,210	429,119	462,700
Support Groups	201,800	205,325	205,100	75,100
Government Grants	245,300	213,700	279,201	294,000
Foundations	353,500	439,245	662,335	775,600
Corporations	345,700	456,982	394,139	459,200
Total Contributed Income	<u>\$5,331,200</u>	<u>\$5,930,881</u>	<u>\$6,596,884</u>	<u>\$6,672,600</u>
NET ADDITION / (LOSS) TO RESERVES	<u>\$406,100</u>	<u>(50,259)</u>	<u>(845,485)</u>	<u>-</u>

PRODUCTION STATISTICS

# Plays Produced	11.0	11.0	11.0	11.0
# of Performances				
Angus Bowmer Theatre	397	398	406	407
New Theatre	268	268	263	263
Elizabethan Theatre	108	108	114	114
Total Performances	<u>773</u>	<u>774</u>	<u>783</u>	<u>784</u>
Total Capacity	443,836	447,818	451,711	460,801
% of Capacity	87.3%	90.4%	88.7%	81.3%
Total Attendance	<u>387,474</u>	<u>404,735</u>	<u>400,851</u>	<u>374,510</u>
Average Ticket Price (Total Attendance)	\$37.69	\$38.27	\$39.41	\$40.36