

Income and Expense Forecasts for FY 2022-2023 Budget

Contributed Income

Grants

\$0 grants awarded as of 6/5/2022. Applied for \$111,000 plus. See “Program Funding Requests for FY 22-23” for details. We also hope to receive additional funding from the Oregon Arts Commission based on last year’s award and American Recovery Program funds through the Oregon Cultural Trust.

Memberships

Donations from individual donors. Modest target based on slight reduction from last 2 years: \$40,193 in FY 2019-2020 and \$51,615.77 in FY 2020-2021

Anonymous Donations

Generally small cash donations in tip jars. Based on past years data.

Sponsorship

Donations from businesses. 0 to \$2,000 in past years. Expect to increase with more staff time dedicated to outreach, especially from our Executive Director.

Events & Activities

Donations generated from fundraising events and donation programs. Estimate based on ongoing donations from Amazon Smiles, Oregon Bottle Drop and one fundraising event.

Earned Income

Classes

Dance Empowered (3 sessions per week) estimate \$500/month over 9 months: \$4,500
Coalescence (2 sessions per week): estimate \$165/session 40 weeks: \$13,200
Summer Camps (2 one-week sessions):\$2,000

Concessions – Basement

Income estimate based on the goal of 60% markup on inventory: see “Concession Basement Expense”

Concessions – Upstairs

Modest income planned during re-conception and planning.

WOW Hall Merchandise

Estimate based on a renewed effort to WOW-branded items. 100% markup on inventory: see “Merchandise Clothing Expense”

Newsletter Ads

Estimate based on \$250 per issue with 6 Issues =\$1,500 planned for FY 2022-2023

Poster Service

Postering for other nonprofits and organizations generating \$500/month = \$6,000 since resuming in December 2021.

Rental

Estimate based on average from pre-covid years: \$68,540, FY2018-2019 and \$54,891,FY2019-2020
FY 22-23 is projected to be \$50,000

Ticket Service Charges

Estimate based experience from pre-covid year, \$11,254; projected FY 22-23 = \$15,000

Ticket Sales (less Ticket Payouts & Refunds)

Pre-COVID in FY 2018-2019 = \$214,013. This recovery year we have generated \$130,000 since Sept. 2021. We anticipate exceeding Pre-COVID numbers FY 22-23 = \$ 245,000.

Other Earned Income (ATM Fees, Misc.)

Lower than prior years due to loss of parking revenue. FY 2018 -2019 = \$2,266; FY 2019-2020 = \$2,87.00 this year \$1,500.

Carry Forward from Prior Years

Budget a portion of earnings from the last 2 prior years: FY 2020-2021, \$43,000 and FY 2021-2022, \$160,000 (estimate).

Operating Expense

Building Maintenance & Repairs

Estimate based on current year expenses; total spent about \$5,500

Janitorial Supplies

Estimate based on current year expenses.

Utilities

Electric estimate: \$700 per month for 12 months 8,400

Gas: \$3,000 for the year

Garbage: \$90 per month for 12 months: 1,080

Telephone / Internet \$460 per month for 12 months: 5,520

Insurance (Liability, D&O, Workers Comp)

Estimate based on 10% increase from last year, \$12,325, to 13,560.

Office Equipment

Minor purchases anticipated after June 2022.

Office Supplies

Estimate based on current year expenses.

Postage and Delivery

Estimate based on current year expenses; includes mass email, bulk mail permit & postage, regular stamps, staff travel to bulk mail facility.

Printing

In-house printing (photocopier lease + overages) \$410 per month for 12 months: \$4,920

WOW Hall Notes: \$450 per issue with 5 to 6 issues planned: \$2,700

Plus other printing: \$200

Online hosting & software subscriptions

Estimated costs for current web hosting service; domain registration; PATREON platform

Anticipating Donor CM; Prism? Accounting upgrade?

Concessions Basement Expense

Estimate based on \$2000 / month average.

Merchandise / Clothing Expense

Inventory purchases for WOW branded items. Estimate amount needed to achieve earned income for "WOW Merchandise"

Professional & Legal Services

Graphic Artist

IT Support

Legal consultations

Accounting advice & tax prep

Other (includes meeting facilitation, board scribe, HR advice)

Member Recruitment & Appreciation

Increased to support FY23 recruitment goals and commitment

Other (Licenses, Bank Fees, Interest)

Estimate based on current year expenses.

Payroll Expense

Wages, Company Taxes & Fees

This is based on an average of staff hours with projected wage rates averaging 7.5 FTE's (300 hours per week).

Production Expense

Advertising

Facebook \$500 / month \$6000

Eugene Weekly and other radio and press \$2000 per month for 9 months. \$18,000

Artist Fees (Including Artist Hospitality)

Based on trend and booking analysis from pre-COVID compared with our re-start in 2021-2022

Contractors – Production

Expense primarily for contracted security personnel; estimate slightly less than current year, without proof of vaccine checks

Equipment Purchases, Maintenance, Rentals

Estimate from prior years without expenses of reopening after covid closure.

Production Supplies & Materials

Estimate from prior years without expenses of reopening after covid closure.

Volunteer Recruitment and Appreciation

Increased to support FY23 volunteer recruitment goals and sustaining volunteer commitment