

## 2023 Jansen Art Center Budget

<b>PROGRAMMATIC REVENUE</b>	<b>2023 Budget</b>
Workshops and Classes	\$146,000
Open Studio	8,700
Material Fees	12,000
Firing Fees	1,000
Room Rentals	7,500
<b>Total Studio Income</b>	<b>175,200</b>
Performances	15,000
Exhibits	28,000
Gallery Shop Sales	15,000
<b>Total Programmatic Revenue</b>	<b>233,200</b>
<b>NON-PROGRAMMATIC REVENUE</b>	
<b>Amenity Income</b>	
Rental Income	12,000
Café Sales/Beverages	2,000
<b>Total Amenity Income</b>	<b>14,000</b>
<b>FUNDRAISING INCOME</b>	
Grant Income	
Lakeland Foundation	180,000
Other Restricted	0
Other Unrestricted	15,000
<b>Total Grant Income</b>	<b>195,000</b>
Membership Income	28,000
Fundraising Events	60,000
Annual Ask	15,000
General Donations	37,000
Programming Sponsorships	50,000
Reserves Fundraising	0
Donations-In-Kind	3,000
Restricted	4,000
<b>Total Fundraising Income</b>	<b>392,000</b>
<b>Total Non-Programmatic Revenue</b>	<b>406,000</b>
Misc. Income	
<b>TOTAL INCOME</b>	<b>639,200</b>
<b>COST OF GOODS SOLD</b>	
Studios Supplies	6,000
Café COGS	1,000
<b>Total Cost of Goods Sold</b>	<b>7,000</b>
<b>GROSS PROFIT</b>	<b>632,200</b>

	<b>2023 Budget</b>
<b>EXPENSES</b>	
Salaries and Wages	<b>340,512</b>
Payroll Taxes	30,646
Payroll Service	700
Payroll Expenses	0
<b>Total Employee Costs</b>	<b>371,858</b>
Studio Expenses	
Instructor Fees	73,000
Performer Fees	15,000
Studio Supplies	4,000
Studio Manager	9,680
Misc Studio	
<b>Total Studio Expenses</b>	<b>101,680</b>
<b>Café Expenses</b>	<b>0</b>
<b>Gallery Shop Expenses</b>	<b>500</b>
<b>Exhibit Expense</b>	<b>1,500</b>
<b>Fundraising Expenses</b>	<b>15,500</b>
<b>Advertising and Promotion</b>	<b>20,000</b>
General Operating Expenses	
Board Expense	2,000
Business Taxes	500
Capital Improvement Expense	0
Cash Over/Short	0
CC Processing Fees	9,376
Charitable Donations	0
Cleaning Service and Supplies	18,500
Donations In-Kind	3,000
Dues and Memberships	1,000
Finance Charges	0
Insurance	12,118
Licenses and Permits	1,100
Office Supplies	5,000
Meals and Entertaining	1,000
Music Licensing	2,000
Postage	1,750
Professional Fees	2,000
Property Tax	14,000
Repairs and Maintenance	12,000
Subscription Expense	7,000
Utilities	20,000
Volunteer Expense	6,500
Miscellaneous	2,000
<b>Total General Operating Expense</b>	<b>120,844</b>
<b>TOTAL EXPENSES</b>	<b>631,882</b>
<b>NET INCOME</b>	<b>\$318</b>