

So, we're budgeting for a COVID-season. So many things are unknown. However, it's responsible to do our best to establish a budget for Season-2020/21. Unlike other years, as COVID-decisions are made, we would update the base budget with the results of those decisions.

One might say "why don't we close down, and not run any shows?" SMT has a number of fixed, overhead expenses, and even with no shows, we are still required to pay those. In the event of no shows, we would close the season with an **\$83,000 loss**.

However, the Board has decided to be ready to run "COVID-shows" – to maintain both member and patron engagement. COVID-shows have fewer actors, and fewer musicians – which keeps our actors, our musicians, our volunteers, and our patrons safer. The flowing budgets reflect that decision, as well as the following assumptions:

Royalty costs - MTI has estimated Royalty costs for a sample show on a 75-audience run and a 50-audience run.

- Once we know which shows are selected, we'll update the budget with more accurate Royalty costs;

Actor-costs - We directed the Show Selection committee to select shows with 2 or 4 or 6 actors.

- For ease right now, all estimates are based on 4-actor shows (*costume and mic-costs will change with more or less actors*);
- Once we know which shows are selected, we'll update the budget with more accurate actor-costs;

Orchestra costs - We directed the Show Selection committee to select shows with 4 or fewer orchestra members;

- Once we know which the shows selected, we'll update the budget with more accurate orch-costs;
- Additionally, we know that the current provincial (?) "school of thought" is that Plexiglas barriers are required to separate all singers from the audience:
 - If that changes – great!
 - If that **doesn't** change, perhaps we buy a lot of Plexiglas to separate our singers from our audience (that cost is not in the budget);
 - If that **doesn't** change, **one option** is to pre-record OUR singers and OUR orchestra. During the show, we can play the recording, and the actors can lip-sync to **their** recording – a la **Drag Race**. That option would save some orchestra costs and Plexiglas costs;

Audience size

- **\$73,787 loss** - "Today" the city is saying that the maximum audience gathering size is 50-persons (**20%**).
- **\$58,647 loss** - Earlier on, a maximum gathering size of **30%** has been suggested, thus 75-persons in our space. We will be trying to advocate for that with the City.
- I'm assuming 100% sales at whatever reduced audience size we are allowed;
- I'm assuming that we're following no ticket percs (e.g., no comps) – as previously BOD approved;

50:50 revenue

- Looking thru recent history at 50:50 average revenue, we see that the average purchase/patron contribution is approx. \$1. For these scenarios, I'm continuing with that estimate;

3. Expenses, Other

- Certainly in most general expenses, we will be minimizing spending wherever possible. I have "estimated" minimizing those expenses, however it's irresponsible to budget unreasonably low in those areas;

Category	Sub-Category	20% Show-1 (4)	20% Show-2 (4)	20% Show-3 (4)	General	Total	Net-Status
1. Revenue, show	1. subscriptions	\$0	\$0	\$0		\$0	
	2. single tickets	\$14,300	\$14,300	\$14,300		\$42,900	
	3. extra show(s)	\$0	\$0	\$0		\$0	
	4. Box Office costs	-\$1,122	-\$1,122	-\$1,122		-\$3,366	
	Totals	\$13,178	\$13,178	\$13,178	\$0	\$39,534	\$39,534
2. Expense, show	1. Royalties	-\$4,283	-\$4,283	-\$4,283		-\$12,848	
	2. Honoraria, contract	-\$1,350	-\$1,350	-\$1,350		-\$4,050	
	3. Honoraria, orchestra	-\$2,390	-\$2,390	-\$2,390		-\$7,170	
	4a. Show prod, costume	-\$1,000	-\$1,000	-\$1,000		-\$3,000	
	4b. Show prod, other*	-\$3,900	-\$3,900	-\$3,900		-\$11,700	
	extra show cost		\$0	\$0		\$0	
	5. Program	-\$500	-\$500	-\$500		-\$1,500	
	6. Publicity	-\$900	-\$900	-\$900		-\$2,700	
	7. Theatre usage	-\$6,666.67	-\$6,667	-\$6,667		-\$20,000	we don't know
	8. Board show-costs*	-\$1,000	-\$1,000	-\$1,000		-\$3,000	
	y1-G/HST-rebate	\$500	\$500	\$500		\$1,500	
	Totals	-\$21,489	-\$21,489	-\$21,489	\$0	-\$64,468	-\$24,934
3. Expense, other	1. Unit, rent			=	-\$48,100	-\$48,100	
	2. Unit, utilities *				-\$8,000	-\$8,000	
	3. Unit, clean				-\$1,700	-\$1,700	
	4. Unit, annual-maint				-\$300	-\$300	
	5. Capital expense				-\$1,000	-\$1,000	
	6. Publicity				-\$3,500	-\$3,500	
	Group memberships				-\$250	-\$250	
	Insurance				-\$1,500	-\$1,500	
	Professional fees				-\$3,000	-\$3,000	
	x-Cap-exp-WD				-\$1,421	-\$1,421	no reserves C here
	x-misc-exp *				-\$3,000	-\$3,000	
	x-reserves-contrib				-10000	\$0	
	y1-HST-rebate				\$4,500	\$4,500	
	y2-HST-rebate				\$1,500	\$1,500	
	y-property-tax-rebate				\$2,900	\$2,900	
	z-bank-fees				-\$500	-\$500	
	Totals	\$0	\$0	\$0	-\$63,371	-\$63,371	-\$88,305
4. Revenue, other	a. Investment Inc				\$100	\$100	
	b. Memberships	\$60	\$60	\$60	\$150	\$330	\$500
	c. Fundraise, 50/50	\$550	\$550	\$550		\$1,650	est \$1/patron
	d. Donations, gen*	\$0	\$0	\$0	\$5,000	\$5,000	
	e. Donations, fund				\$5,000	\$5,000	
	f. Grants/Sponsors *				\$0	\$0	
	f2. Grant-exp					\$0	
	g. Fundraise, events *	\$80	\$80	\$80	\$500	\$740	
	h. fund-exp *				-\$300	-\$300	
	i. Youth-edu, rev*				\$3,375	\$3,375	if we don't get Nov
	j. Youth-edu, exp *				-\$1,377	-\$1,377	-\$66,165
	k. Program-Ad-rev	\$0	\$0	\$0		\$0	
	Totals	\$690	\$690	\$690	\$12,448	\$14,518	A -\$73,787
	Macro-total	-\$7,621	-\$7,621	-\$7,621	-\$50,923	-\$73,787	(-\$73,787)

Category	Sub-Category	30% Show-1 (4)	30% Show-2 (4)	30% Show-3 (4)	General	Total	Net-Status
1. Revenue, show	1. subscriptions	\$0	\$0	\$0		\$0	
	2. single tickets	\$21,450	\$21,450	\$21,450		\$64,350	
	3. extra show(s)	\$0	\$0	\$0		\$0	
	4. Box Office costs	-\$1,683	-\$1,683	-\$1,683		-\$5,049	
	Totals	\$19,767	\$19,767	\$19,767	\$0	\$59,301	\$59,301
2. Expense, show	1. Royalties	-\$6,000	-\$6,000	-\$6,000		-\$18,000	
	2. Honoraria, contract	-\$1,350	-\$1,350	-\$1,350		-\$4,050	
	3. Honoraria, orchestra	-\$2,390	-\$2,390	-\$2,390		-\$7,170	
	4a. Show prod, costume	-\$1,000	-\$1,000	-\$1,000		-\$3,000	
	4b. Show prod, other*	-\$3,900	-\$3,900	-\$3,900		-\$11,700	
	extra show cost		\$0	\$0		\$0	
	5. Program	-\$600	-\$600	-\$600		-\$1,800	
	6. Publicity	-\$900	-\$900	-\$900		-\$2,700	
	7. Theatre usage	-\$6,666.67	-\$6,667	-\$6,667		-\$20,000	we don't know
	8. Board show-costs*	-\$1,000	-\$1,000	-\$1,000		-\$3,000	
	y1-G/HST-rebate	\$500	\$500	\$500		\$1,500	
	Totals	-\$23,307	-\$23,307	-\$23,307	\$0	-\$69,920	-\$10,619
3. Expense, other	1. Unit, rent			=	-\$48,100	-\$48,100	
	2. Unit, utilities *				-\$8,000	-\$8,000	
	3. Unit, clean				-\$1,700	-\$1,700	
	4. Unit, annual-maint				-\$300	-\$300	
	5. Capital expense				-\$1,000	-\$1,000	
	6. Publicity				-\$3,500	-\$3,500	
	Group memberships				-\$250	-\$250	
	Insurance				-\$1,500	-\$1,500	
	Professional fees				-\$3,000	-\$3,000	
	x-Cap-exp-WD				-\$1,421	-\$1,421	no reserves C here
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	x-reserves-contrib				-10000	\$0	
	y1-HST-rebate				\$4,500	\$4,500	
	y2-HST-rebate				\$1,500	\$1,500	
	y-property-tax-rebate				\$2,900	\$2,900	
	z-bank-fees				-\$500	-\$500	
	Totals	\$0	\$0	\$0	-\$63,371	-\$63,371	-\$73,990
4. Revenue, other	a. Investment Inc				\$100	\$100	
	b. Memberships	\$60	\$60	\$60	\$150	\$330	
	c. Fundraise, 50/50	\$825	\$825	\$825		\$2,475	est \$1/patron
	d. Donations, gen*	\$0	\$0	\$0	\$5,000	\$5,000	
	e. Donations, fund				\$5,000	\$5,000	
	f. Grants/Sponsors *				\$0	\$0	
	f2. Grant-exp				\$0	\$0	
	g. Fundraise, events *	\$80	\$80	\$80	\$500	\$740	
	h. fund-exp *				-\$300	-\$300	
	i. Youth-edu, rev *				\$3,375	\$3,375	if we don't get Nov
	j. Youth-edu, exp *				-\$1,377	-\$1,377	-\$56,072
	k. Program-Ad-rev	\$0	\$0	\$0	\$0	\$0	
	Totals	\$965	\$965	\$965	\$12,448	\$15,343	-\$58,647
	Macro-total	-\$2,575	-\$2,575	-\$2,575	-\$50,923	-\$58,647	-\$58,647