

Organization Budget for Three-Year Period

Include only unrestricted operating monies; do not include capital (plant, property or equipment) or restricted funds

Your Current Fiscal Year began on: _____ and ends on: _____ Round amounts to the nearest dollar.

This form automatically calculates totals; the "0"s will change to totals once you've entered your figures. Tab through entire form to get accurate totals.

REVENUE (earned income - cash only)	Past Fiscal Year (actual)	Current Fiscal Year (estimated)	Next Fiscal Year (projected)
20. <u>Admissions</u>			
a) Single Ticket Sales	\$ _____	\$ _____	\$ _____
b) Subscription Series	\$ _____	\$ _____	\$ _____
c) Memberships	\$ _____	\$ _____	\$ _____
Total Admissions	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
21. <u>Contracted Services</u>			
a) Workshops/Classes	\$ _____	\$ _____	\$ _____
b) Performance Residency Fees	\$ _____	\$ _____	\$ _____
c) _____	\$ _____	\$ _____	\$ _____
d) _____	\$ _____	\$ _____	\$ _____
Total Contracted Services	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
22. <u>Other Revenue</u>			
a) Sales/Concessions (Gross Revenue)	\$ _____	\$ _____	\$ _____
b) Fund-raising Events	\$ _____	\$ _____	\$ _____
c) _____	\$ _____	\$ _____	\$ _____
d) _____	\$ _____	\$ _____	\$ _____
Total Other Revenue	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>

SUPPORT (contributed income - cash only)

23. <u>Corporate</u>	\$ _____	\$ _____	\$ _____
24. <u>Foundation</u>	\$ _____	\$ _____	\$ _____
25. <u>Other Private Contributions (cash)</u>			
a) Individuals	\$ _____	\$ _____	\$ _____
b) Board Members	\$ _____	\$ _____	\$ _____
c) Affiliated Organizations	\$ _____	\$ _____	\$ _____
Total for Items 23, 24 and 25	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
26. <u>Government Support (identify source)</u>			
a) Federal	\$ _____	\$ _____	\$ _____
b) Regional	\$ _____	\$ _____	\$ _____
c) State			
- Arizona Commission on the Arts	\$ _____	\$ _____	\$ _____
- Other state sources	\$ _____	\$ _____	\$ _____
d) County	\$ _____	\$ _____	\$ _____
e) City			
- Phoenix Arts Commission	\$ _____	\$ _____	\$ _____
- Tucson/Pima Arts Council	\$ _____	\$ _____	\$ _____
f) Other City Sources	\$ _____	\$ _____	\$ _____
Total Government Support	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
27. <u>Applicant Cash</u>	\$ _____	\$ _____	\$ _____
28. <u>Funds Released from Restrictions</u>	_____	_____	_____
29. Total Cash Operating Income	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
(Total Items 20 thru 28)			

Organization Budget for Three-Year Period

(continued)

EXPENSES (cash only)	Past Fiscal Year (actual)	Current Fiscal Year (estimated)	Next Fiscal Year (projected)
30. <u>Salaried Personnel/Staff</u> <i>(include salary & benefits)</i>			
a) Administrative	\$ _____	\$ _____	\$ _____
b) Artistic	\$ _____	\$ _____	\$ _____
c) Technical/Production	\$ _____	\$ _____	\$ _____
Total Personnel/Staff	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
Total # of Full Time Employees	_____	_____	_____
31. <u>Contract Services</u>			
a) Artistic	\$ _____	\$ _____	\$ _____
b) Consultants/Other	\$ _____	\$ _____	\$ _____
Total Contract Services	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
32. <u>Production Expenses</u>	\$ _____	\$ _____	\$ _____
33. <u>Space/Facilities</u>	\$ _____	\$ _____	\$ _____
34. <u>Travel</u>	\$ _____	\$ _____	\$ _____
35. <u>Marketing/Public Relations/Promotion</u>	\$ _____	\$ _____	\$ _____
36. <u>Remaining Operating Expenses</u>			
a) Sales/Concessions	\$ _____	\$ _____	\$ _____
b) Fundraising Events	\$ _____	\$ _____	\$ _____
c) Affiliated Organizations	\$ _____	\$ _____	\$ _____
d) Rentals (other than facilities)	\$ _____	\$ _____	\$ _____
e) Supplies/Materials	\$ _____	\$ _____	\$ _____
f) Insurance	\$ _____	\$ _____	\$ _____
g) Accessibility Services	\$ _____	\$ _____	\$ _____
h) Other	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
Total Remaining Operating Expenses	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
37. Total Cash Operating Expenses (Total Items 30 thru 36)	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
38. <u>Surplus/Deficit</u> (Increase/(decrease) in net assets)	\$ _____	\$ _____	\$ _____
39. <u>What does the organization owe?</u> (Include loans, mortgages, accounts payable, lines of credit, notes)	\$ _____	\$ _____	\$ _____
40. Working Capital Reserves Program	\$ _____	\$ _____	\$ _____

In Next Fiscal Year (projected) column, Total Cash Income (#29) should equal Total Cash Expenses (#37).

When income and expenses vary more than 15% in specific Item numbers from one year to the next, include an additional page explaining the increase/decrease; limit to one page and reference the Item number(s) of the amount(s) you are explaining.