

June 28, 2021

TO: ArtStream Board of Directors

FROM: Heller An Shapiro, Executive Director

RE: Teaching Artist Fee Increase/Class Registration Increase Proposal for FY22

BACKGROUND:

In FY21, Inclusive Theatre Company and Cabaret stipends were increased 20%, with a goal to increase Teaching Artist class/workshop fees in FY22.

- Teaching Artist fees across the DMV range from \$35 - \$150 per hour.
- The Teaching Artist Guild (TAG) ranges from \$67-\$136/hour in the MD suburbs depending on level of experience.
- National Guild for Community Arts Education salary survey of organizations with revenue of \$600,000-\$999,999 has a range of \$35-\$125.

Current fees are:

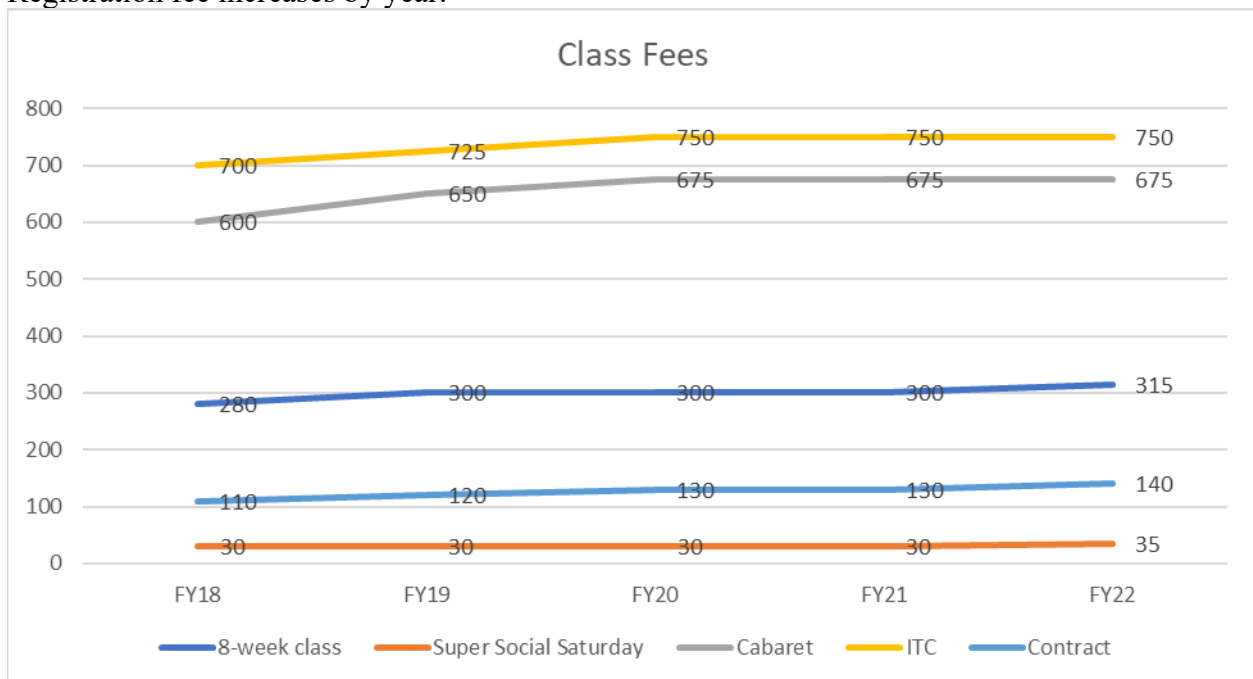
Lead Teacher: \$58/hour

Co-Teachers: \$42-\$50/hour

Assistant Teachers: \$27/hour

There are always two Teaching Artists per class. Either a lead and an assistant (\$84/hour) or two co-teachers (\$80-100/hour). Online we've been able to run classes with 6 or more students, and no classroom rental fees. When we return to in-person it will be important to keep classes at 8 or more and Super Social Saturday at 15 or more.

Registration fee increases by year:



PROPOSAL:

A. Increase Teaching Artist fees by 20%. This increase is already included in the FY22 budget proposal. Pay Teaching Artists by contract rather than by hour. This will reduce their need to invoice (the contract serves as the invoice) and allow Teaching Artists to budget their time (classroom and prep) as needed.

Proposed FY22						
Class Length	Lead Teacher Contract TOTAL	Current Rate	Co-Teacher Contract TOTAL	Current Rate	asst teacher Contract TOTAL	Current Rate
8-week	\$834	\$696	\$600	\$504-\$600	\$420	\$324
6-week	\$626	\$522	\$450	\$378-\$450	\$315	\$243

C. Increase in-person class fees by 5%.

Proposed FY22	Current	Proposed
8-week class	\$300	\$315
6-week class	\$225	\$235
Super Social Saturday	\$30	\$35
Contract Class Fee increase as of 1/22 (charged to partners)	\$130	\$140

Class NET with new TA fees and Class fee increase						Rent included at \$50/hour	Rent included at \$50/hour	Rent included at \$50/hour
Classes	TOTAL Contract Fee		Current Contract Fee	percent increase		NET Class revenue with Lead + Asst	NET Class revenue with Lead +Asst	NET Class revenue with Lead + Asst
						8 students	10 students	15 students
8-weeks	\$834		\$696	20%		\$666	\$1,296	\$2,871
6-weeks	\$626		\$522	20%		\$490	\$960	\$2,135
Workshops								
1 hour	\$66		\$58	14%		\$129	\$149	\$299
90 minutes	\$104		\$87	20%		\$88	\$168	\$368
2 hours	\$139		\$116	20%		\$91	\$191	\$441

Super Social Saturday (co-teachers) TOTAL Contract Fee per session (no change)				NET Class revenue with Co- TAs	NET Class revenue with CO-TAs	NET Class revenue with Co- TAs	NET class revenue with Co- TAs
				8 students	10 students	15 students	20 students
90 minutes online	\$75			-\$65	-\$25		
2.5 hours in-person	\$125			-\$95	-\$25	\$150	\$225