

September 20, 2021

TO: Board of Directors
FROM: Heller An Shapiro, Executive Director
RE: Virtual/In-person Class Summary

We are rapidly responding to parent requests and concerns regarding the mix of online and in-person classes. The online classes are filling more quickly than the in-person classes.

In August we advertised 5 in-person and 6 online classes. Based on enrollment and parent concerns, we converted to 3 in-person and 8 online classes.

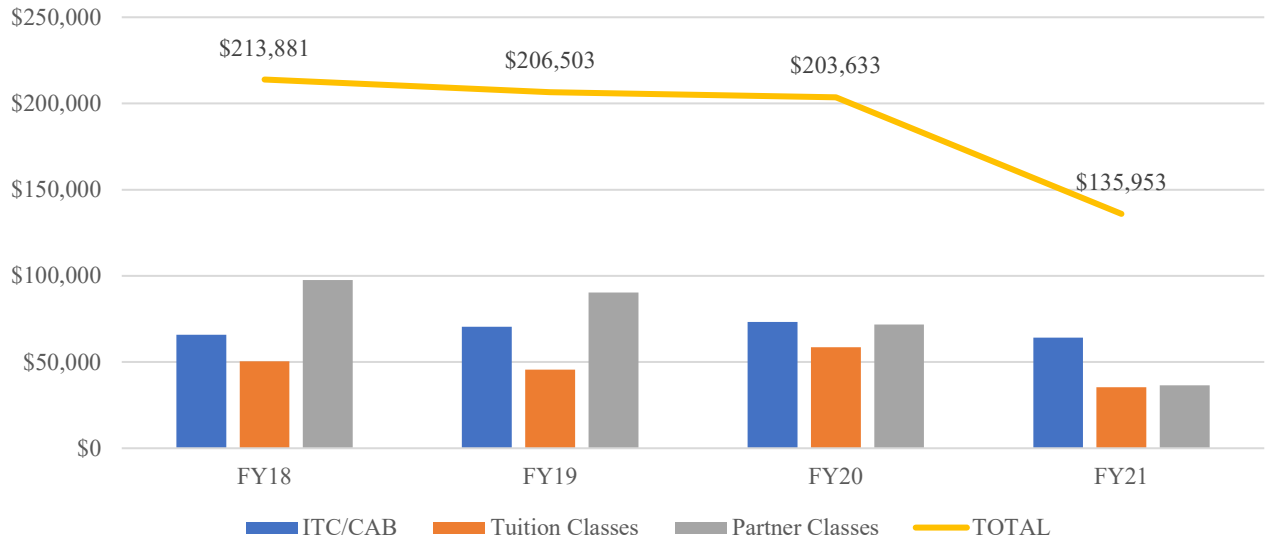
Classes as of 9/8/21

ONLINE	Current Registration 9/13/21
9/13-10/18 Broadway Song and Dance (changed from in person to online)	7
9/21-11/9 Directing and Design (just announced)	0
9/18 Super Social Saturday (2 classes, changed from in-person to online)	12
9/20 -10/11 Globally ArtStream Pilot	3 FULL
9/22-11/10 You can be a Songwriter	9
9/22-11/10 Globally ArtStream (3 participants)	3
9/25 – Super Social Saturday online (2 classes)	16
10/25-29 Take Five Improv games	3
IN-PERSON	
9/18 Super Social Saturday MainStreet	9
9/21-10/26 Shakespearean Clown	2
9/28-11/16 Musical Theatre	2

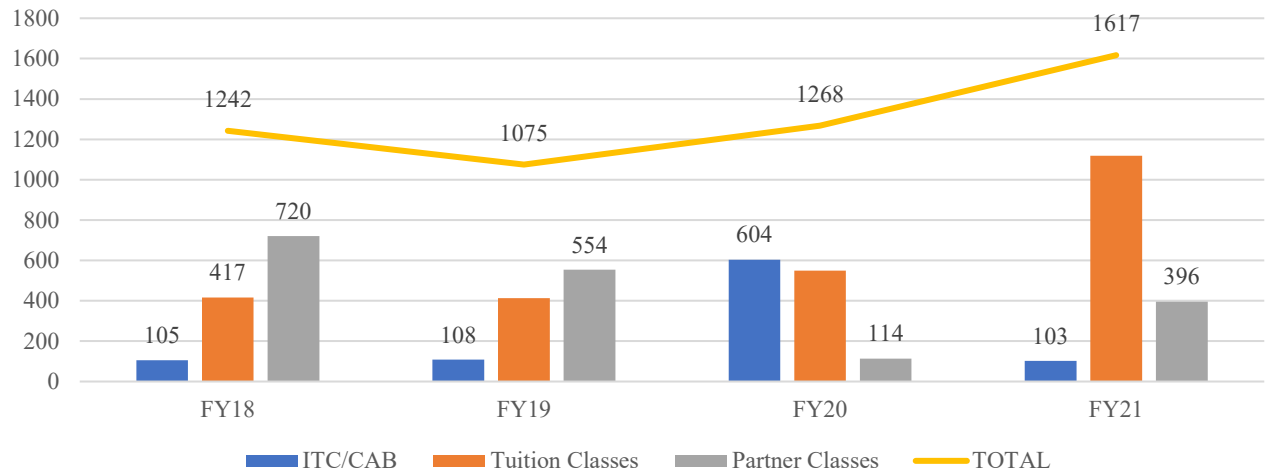
Class revenue was down in FY21. The number of students was up in tuition classes and down in partner classes. The largest increase in tuition class students (100%) came from Super Social Saturday, our lowest priced option.

In FY22, class/workshop fees increase 5% and partner fees increase 8%. Additional partner classes are scheduled.

Program Tuition/Fees by Year



Number of Students by Year



ArtStream Program Revenue/Expense FY21

as of 9/21

	<u>ITC FY21</u>	<u>CAB FY21</u>	<u>ITC/CAB FY21</u>	<u>Tuition Classes FY21</u>	<u>Partner Classes FY21</u>
REVENUE					
Tuition/Fee	\$56,528	\$7,592	\$64,120	\$35,313	\$36,520
Donations	\$1,350		\$1,350		
Grants	\$40,441	\$806	\$41,247	\$10,428	\$4,581
Merchandise					
Ticket sales		\$5,056	\$5,056		
Program Ads	\$663	\$435	\$1,098		
TOTAL REVENUE	\$98,982	\$13,889	\$112,871	\$45,741	\$41,101
EXPENSES					
Tuition Assist.	\$7,715	\$1,441	\$9,156	\$460	
Office Salaries	\$122,189	\$45,582	\$167,771	\$56,587	\$38,124
Teaching Artists	\$59,342	\$10,550	\$69,892	\$20,837	\$36,470
Admin	\$15,015	\$860	\$15,875	\$4,978	\$4,225
Marketing/Outreach	\$4,938	\$8,688	\$13,626	\$10,480	\$2,855
Merchandise					
Printing/Mailing	\$1,402	\$962	\$2,364	\$1,387	\$179
Occupancy/ZOOM	\$15,230	\$1,197	\$16,427	\$1,798	\$1,925
Production/video	\$14,169	\$2,437	\$16,606		
TOTAL EXPENSES	\$240,000	\$71,717	\$311,717	\$96,527	\$83,778
NET REVENUE/EXPENSE	-\$141,018	-\$57,828	-\$198,846	-\$50,786	-\$42,677
	tuition covers 24% of cost	tuition covers 11% of cost	tuition covers 21% of cost	tuition covers 37% of cost	fees cover 44% of cost
number of students	78	25	103	1118	396
Cost per student	\$3,076.92	\$5,122.64	\$3,388.23	\$86.34	\$211.56