

May 16, 2022

TO: Board of Directors

FROM: Heller An Shapiro, Executive Director; Lynn Taylor Moore, Director of Finance and Administration

RE: FY23 Budget Proposal

GOALS:

- Sustain and grow grant revenue
- Sustain and grow individual donors/revenue
- Increase outreach to identify new families, students, contracting organizations, volunteers
- Ensure staffing/contractors meet strategic goals for virtual and in-person programming

The FY23 budget includes growth opportunities to expand theatre company rehearsal locations and offer classes virtually and in Montgomery, Howard, St. Mary's, and Prince George's Counties in MD, Fairfax, Alexandria, and Arlington Counties in Virginia, and the District of Columbia.

- The green budget (2nd column "Annual Budget") assumes the Artistic Director (job description approved by the Board at the March 21, 2022 meeting) will start July 2022.
- The orange budget (4th column "Income and Expense Scrub") assumes the Artistic Director will start January 2023 and individual donor revenue will be 43% lower.
- Based on recommendations from the Finance Committee after reviewing the class fee survey (attached), both budgets assume tuition and partner fee increases totaling \$90,510 in new revenue.
 - Class fees increase from \$26.25/hour to \$29/hour
 - Super Social Saturdays increase from \$25/\$35 per hour to \$30/\$40 per hour
 - Theatre Companies increase from \$750/season to \$800/season
 - Cabaret Companies remain the same at \$800/season (2 Cabarets)
 - Program partner fees increase from \$140/hour to \$150/hour in January 2023

The following is based on the "orange" budget with the AD starting in July 2022:

Revenue is budgeted just above FY21 actual, at \$1,022,393, 15% higher than FY20 actual, and 32% above pre-pandemic FY19.

(FY21 actual: \$1,047,698; FY20 actual: \$887,604; FY19 actual: \$771,911)

A. Individual donor gifts reduced 60% from \$230,000 to \$143,500
Gala revenue increases 18% from \$85,000 to \$100,000

B. Grant revenue increases to \$409,663 with addition of
3 new grants totaling \$50,000 (\$25,000 is an AHCMC Advancement Grant)
Return of Dominion Guild, Abell, and Graham grants totaling \$55,000
MSAC and AHCMC at \$100,000
Cafritz increases to \$25,000
TOTAL: \$230,000

C. Class and performing company revenues increase 51% to \$270,060 from \$179,550.

D. Program partner fees will increase by 7% January 1, 2023, from \$140/hour to \$150/hour.

Expenses are budgeted 23% above FY21 actual at \$966,223 42% higher than FY20 actual, and 42% above pre-pandemic FY19.

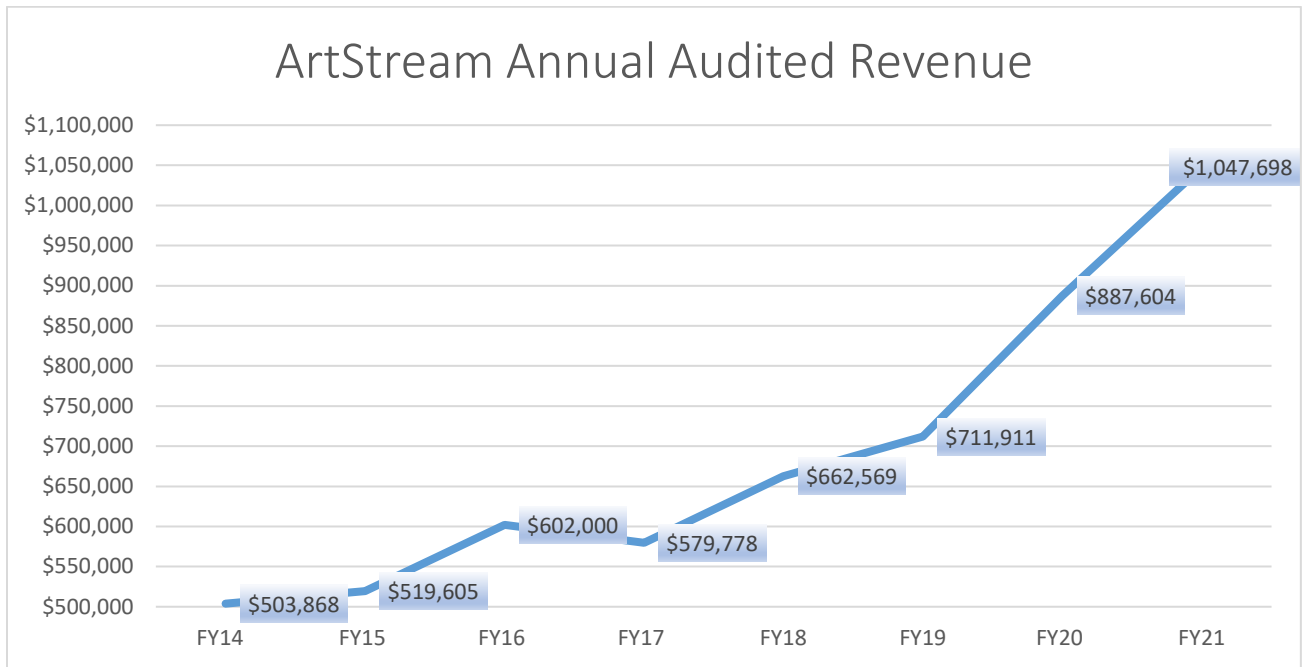
(FY21 actual: \$788,534; FY20 actual: \$678,656; FY19 actual: \$681,592)

This is based on:

Staff salaries increase with a 3% merit raise on the hiring anniversary

Full time Artistic Director added at \$70,200 (salary + benefits)

Rent decreases 75% from \$44,456 to \$25,127



ArtStream, Inc.
FY23 Budget Proposal
July 1, 2022 - June 30, 2023

	9/1/21 thru 8/31/22	7/1/22 thru 6/30/23	Notes	"Income & Expense Scrub"	Notes
	Annual Budget	Annual Budget		7/1/22 thru 6/30/23 Annual Budget (5/4/22)	
Income					
Individuals Unrestricted	200,000.00	136,000.00		93,000.00	
Individuals Restricted		-		-	
In Honor - In Memory	30,000.00	7,500.00		7,500.00	
Total Individuals	230,000.00	143,500.00		100,500.00	
Corporations					
Corporation General Support	35,000.00	-		-	
Total Corporations	35,000.00	-		-	
Service Organizations					
Service Org-Unrestricted	3,000.00	16,500.00	See grant funding strategy schedule	16,500.00	
Total Service Organizations	3,000.00	16,500.00		16,500.00	
Grants					
Foundation Grant-Unrestricted	130,000.00	171,000.00	See grant funding strategy schedule + new sourcing of additional grants of \$20,000	171,000.00	
Foundation Grants-Restricted	8,350.00	59,000.00	See grant funding strategy schedule	59,000.00	
Government Grants Unrestricted					
Federal Government		15,000.00	See grant funding strategy schedule	15,000.00	
State Government	37,000.00	83,989.00	See grant funding strategy schedule	83,989.00	
Local Government	43,000.00	64,144.00	See grant funding strategy schedule	64,144.00	
Total - Government Grants Unrestricted	80,000.00	-		-	
Total Grants	218,350.00	409,633.00		409,633.00	
Other Income					
Inkind Donations Income	4,000.00	4,000.00		4,000.00	
Miscellaneous Income	5,000.00	3,500.00		3,500.00	
Convenience Fees	2,500.00	3,500.00		3,500.00	
Total Other Income	11,500.00	11,000.00		11,000.00	
Total Supporting Revenues	497,850.00	564,133.00		521,133.00	
Program Income					
Tuition					
Classes	54,550.00	110,360.00	Tuition increase reflecting new rates	110,360.00	Tuition increase reflecting new rates
Companies	70,000.00	84,800.00	90 TC and 32 CAB at new rate	84,800.00	90 TC and 32 CAB at new rate
Contracted Classes	55,000.00	74,900.00	Estimated 7% increase starting 1/23	74,900.00	Estimated 7% increase starting 1/23
Total Tuition	179,550.00	270,060.00		270,060.00	
Ticket/Concession Sales					
Online Ticket Sales	7,000.00	-		-	
Concession Sales	0.00	1,000.00	General performance ticket sales	1,000.00	
Box Office Receipts	25,000.00	25,000.00		25,000.00	
Total Ticket Sales	32,000.00	26,000.00		26,000.00	
Other Program Related Income					
Program ads	3,500.00	1,200.00		1,200.00	
Total Other Program Related Income	3,500.00	1,200.00		1,200.00	
Total Program Revenues	215,050.00	297,260.00		297,260.00	
Dev. & Fundraising Revenues					
Special Fundraising Activities					
Silent Auction / Raffle		-		-	
Winter Appeal	30,000.00	30,000.00		30,000.00	
Spring Appeal	15,000.00	20,000.00		20,000.00	
Annual Gala Revenues	85,000.00	100,000.00	Event date 10/16/2022	100,000.00	
Giving Tuesday		10,000.00	Event date 11/29/2022	10,000.00	
Total Special Fundraising Activities	130,000.00	160,000.00		160,000.00	
Total Dev. & Fundraising Revenues	130,000.00	160,000.00		160,000.00	
Investment Income					
Dividends		1,000.00	An offset on investment commission fees note below under expenses	1,000.00	
Interest Income		-		-	
Unrealized Gains/Losses		1,000.00		1,000.00	
Total Investment Income	-	1,000.00		1,000.00	
Total Income	842,900.00	1,022,393.00		979,393.00	
Expenses					
Payroll Expenses					
Salaries & Wages	384,512.07	517,989.31	AD hired July 2023	487,054.78	AD delayed hiring to January 2023
Total Salaries & Wages	384,512.07	517,989.31		487,054.78	
Employer Taxes					
Medicare	5,575.41	7,510.84		7,062.29	AD delayed hiring to January 2023
FICA	23,839.72	32,115.34		30,197.40	AD delayed hiring to January 2023
MD Suta	0.00	1,000.00		1,000.00	
California Unemployment		250.00		250.00	
Total Employer Taxes	29,415.13	40,876.18		38,509.69	
Other Employer Payroll Expenses					
Life Insurance	36.00	32.40		32.40	
AD&D Ins	648.00	583.20		583.20	
Medical Insurance	6,800.00	11,700.00		11,678.64	
Short-term Disability	1,663.00	1,663.20		1,663.20	
Worker's Compensation	7,500.00	5,700.00		5,700.00	
Total Other Employer Payroll Expenses	16,647.00	19,678.80		19,657.44	
Total Payroll Expenses	430,574.20	578,544.29		545,221.91	
Staff/Employee incentives					
Staff/Employee Recognition	500.00	0.00		0.00	
Staff/Employee incentives	500.00	0.00		0.00	
Program Expenses					
Concessions Expense	500.00	500.00		500.00	
Tuition Assistance					
Tuition Assist.-Trawick	8,300.00	8,000.00		8,000.00	
Tuition Assist.-Lorraine S. Dreyfuss		1,000.00		1,000.00	
Tuition Assist.-Jesrani		1,000.00		1,000.00	
Total Tuition Assistance	8,300.00	10,000.00		10,000.00	
Licenses and Permits	250.00	-		-	

ArtStream, Inc.
FY23 Budget Proposal
July 1, 2022 - June 30, 2023

	9/1/21 thru 8/31/22	7/1/22 thru 6/30/23	Notes	7/1/22 thru 6/30/23	Notes
	Annual Budget	Annual Budget		Annual Budget (5/4/22)	
Truck Rental	750.00	600.00	To transport set props for theater performances	600.00	
Production Expense					
Costumes	3,500.00	6,750.00	budget to consolidate line items to "production expense"	6,750.00	
Production Equipment	150.00				
Set	800.00				
Props	800.00				
Sound/Recording	1,500.00				
Total Production Expense	6,750.00	6,750.00		6,750.00	
Occupancy					
class occupancy	6,000.00	6,000.00		6,000.00	
performance occupancy	23,000.00	23,000.00		23,000.00	
rehearsal occupancy	15,000.00	15,000.00		15,000.00	
Offsite Storage Rental		4,536.00	\$378/month (notification just received increase on 5/7/22 by	9,816.00	Two storage units
Total Occupancy	44,000.00	48,536.00		53,816.00	
Art and Drama Supplies		-		-	
Travel Expense-Mileage/Parking					
Mileage Reimbursement	800.00	500.00		500.00	
Parking	200.00	50.00		50.00	
Total Travel Expense-Mileage/Parking	1,000.00	550.00		550.00	
Printing					
Program Printing		9,850.00	Will revise chart of accts to budget to consolidate line items to "program printing"	9,850.00	
Flyers / Brochures	0.00	-		-	
Letterhead-Envelopes	2,850.00	-	expensed under administration costs and not program	-	
Newsletters	10,400.00	-		-	
Photocopies		-		-	
Programs		-		-	
Fundraising-Invitations		-		-	
Raffle Tickets		-		-	
Total Fundraising-Invitations	13,250.00	9,850.00		9,850.00	
Program Printing					
Program supplies	2,500.00	4,000.00		4,000.00	
Programmatic Contract Services					
Videographer	0.00	10,000.00	\$4K for videotaping all shows, \$6K for editing if needed	10,000.00	
Photographer		2,000.00		2,000.00	
Program Background Checks & CPR	500.00	500.00		500.00	
Program Design Services	18,000.00	16,500.00	KDL Design with \$1,500 allocated to admin (total contract \$18K)	16,500.00	
Program Development					
Outreach	2,000.00	-	This position has been converted to a full time position	-	
Teaching Artists Development	0.00	800.00		800.00	
Consultant Services		-		-	
Total Program Development	2,000.00	800.00		800.00	
Teaching Artists					
ITC Teaching Artists	59,040.00	60,000.00		60,000.00	
Cabaret Co Teaching Artists	13,200.00	13,200.00		13,200.00	
Regist. Class Teaching Artists	31,200.00	30,000.00		30,000.00	
Contract Class Teaching Artists	64,000.00	64,000.00		64,000.00	
Master Teaching Artists	2,400.00	1,000.00		1,000.00	
Script Writing Teaching Artists	300.00	300.00		300.00	
Total Teaching Artists	170,140.00	168,500.00		168,500.00	
ASL Interpreters	2,000.00	2,000.00		2,000.00	
Total Programmatic Contract Services	192,640.00	200,300.00		200,300.00	
Subscription Service & Dues		7,000.00	LearningStream @ \$576.65/mo	7,000.00	
Volunteer Services		1,500.00		1,500.00	
Total Program Expenses	269,940.00	289,586.00		294,866.00	
Equipment & Computer					
Equipment Lease	250.00	3,000.00	lease at 12/31/22-lease assumption to reduce or Depreciation on three computers expensed at \$800/yr-	3,000.00	Expense computer hardware at 6-30-22-to minimize expense in FY 23
Computer Software/Hardware	3,500.00	2,500.00		400.00	
Computer Maintenance- (F1)	5,700.00	6,000.00		6,000.00	
Postage Machine Lease	269.00	-	Lease equipment shipped back to Pitney Bowes	-	
Total Equipment & Computer	9,719.00	11,500.00		9,400.00	
Marketing & Advertisement					
Advertisement Placement	250.00	150.00		150.00	
Public Relations/Goodwill	300.00	150.00		150.00	
Total Marketing & Advertisement	550.00	300.00		300.00	
Total Expenses	711,283.20				
Professional Fees					
Accounting & Auditing Fees	6,600.00	9,500.00		9,500.00	
Total Professional Fees	6,600.00	9,500.00		9,500.00	
Administrative Expenses					
Staff/Employee Recruitment	500.00	150.00		150.00	
Advertising-General	0.00	2,500.00		2,500.00	
Dues & Subscriptions	1,500.00	14,400.00	Bill.com; Zoom; Kindful, Constant Contact, Quickbooks online and other annual dues.	14,400.00	
Office supplies	3,500.00	3,500.00		3,500.00	
Telephone	0.00	1,428.00	ArtSTream's Telephone number lease CT Hellmuth (July thru Dec) \$22,726.82/ NonProfit Montg. \$2,400 annually	1,428.00	
Office rent	44,456.00	25,126.82		25,126.82	
Admin Contractual Services					
Professional Development	1,500.00	250.00		250.00	

ArtStream, Inc.
FY23 Budget Proposal
July 1, 2022 - June 30, 2023

	9/1/21 thru 8/31/22	7/1/22 thru 6/30/23	Notes	7/1/22 thru 6/30/23	Notes
	Annual Budget	Annual Budget		Annual Budget (5/4/22)	
Third Party Outsourcing	9,700.00	4,650.00	Payroll Network Monthly Payroll processing, 941 preparations and W2s	4,650.00	
Website Maintenance	1,500.00	1,500.00	Spring Insight increased monthly fee by \$25; monthly fee is \$150	1,500.00	
Design Services	0.00	1,500.00	KDL Design with \$1,500 allocated to admin (total contract \$18K)	1,500.00	
Total Admin Contractual Services	12,700.00	7,900.00		7,900.00	
Bank Service Charge					
Bank Maintenance Fees	2,500.00	4,800.00	Operating account monthly analysis fees	4,800.00	
CC Processing Fees	2,000.00	5,000.00	Stripe credit card processing fees	5,000.00	
Bank Stop Payment Fees	150.00	-	Are covered in the bank analysis monthly fee	-	
Total Bank Service Charge	4,650.00	9,800.00		9,800.00	
Postage and Delivery	2,400.00	150.00	Certified mail costs	150.00	
Investment Service Charges					
Investment Commission Fees	900.00	1,000.00		1,000.00	
Total Investment Service Charges	900.00	1,000.00		1,000.00	
Internet	7,000.00	198.00	Internet discontinued through the end of Aug at \$99/mo	198.00	
Printing	0.00	1,000.00	Address change needed on envelopes upon relocation to the Non-Profit Village.	1,000.00	
Insurance					
Director & Officers Ins.	1,086.00	1,090.00	Renewal-December 2022	1,090.00	
Umbrella Liability	4,181.00	4,800.00	Renewal-February 2023	4,800.00	
Total Insurance	5,267.00	5,890.00		5,890.00	
Total Administrative Expenses	82,873.00	94,342.82		92,242.82	
Other Operating Expenses					
Miscellaneous Expense	5,000.00	1,500.00		1,500.00	
Property Tax		-		-	
Total Other Operating Expenses	5,000.00	1,500.00		1,500.00	
Reconciliation Discrepancies		-		-	
Dev. & Fundraising Expenses					
Statutory Compliance-Charitable	2,250.00	2,250.00		2,250.00	
Total Dev. & Fundraising Expenses	2,250.00	2,250.00		2,250.00	
Indirect Costs					
Allocated Indirect Costs	0.00	-		-	
Total Indirect Costs	0.00	-		-	
Total Expense	808,006.20	966,223.11		936,080.73	
Net Income	34,893.80	56,169.89		43,312.27	

ArtStream, Inc.
Multi-year Actual Comparison for the period of
September 1 through August 31

<i>Taken from Annual Audit Schedules</i>	Actual Performance for the period of	Actual Performance for the period of	Actual Performance for the period of
	9-1-18 thru 8-31-19 (FY 19)	9-1-19 thru 8-31-20 (FY 20)	9-1-20 thru 8-31-21 (FY 21)
Revenues			
Individuals Unrestricted	206,777	304,315	380,378
Individuals Restricted	-	-	-
In Honor - In Memory	-	-	-
Corporations	27,827	24,931	35,920
Service Organizations	-	-	2,700
Grants	261,270	320,767	259,819
Other Income	9,085	10,200	7,516
Program	237,743	207,151	229,269
Investment Income	12,588	(6,465)	50,694
Total Revenues	771,911	887,604	1,047,698
Expenses			
Payroll	294,953	330,120	387,272
Staff/Employee incentives	-	-	-
Program	604,313	527,892	593,786
Equipment & Computer	743	6,687	11,168
Marketing & Advertisement	4,301	2,371	306
Professional Fees	51,657	53,585	9,538
Administrative Expenses	85,239	68,537	87,872
Other	-	-	18,993
Reconciliation Discrepancies	-	-	-
Dev. & Fundraising Expenses	15,525	17,527	1,166
Total Expense	681,592	678,656	789,980
Net Income	90,319	208,948	257,718

ArtStream, Inc.
Multi-year Budget comparison for the period of
September 1 through August 31
(Including new FY 23-July 1 thru June 30)

	9/1/18 thru 8/31/19	9/1/19 thru 8/31/20	9/1/20 thru 8/31/21	9/1/21 thru 8/31/22	7/1/22 thru 6/30/23
	Annual Budget (FY 19)	Annual Budget (FY 20)	Annual Budget (FY 21)	Annual Budget (FY)	Annual Budget (FY 23)
Income					
Individuals	131,000	150,340	150,000	230,000	143,500.00
Corporations	22,600	17,000	-	35,000	-
Service Organizations	800	500	13,000	3,000	16,500.00
Grants	225,000	218,600	250,218	218,350	409,633.00
Other Income	2,000	-	5,500	11,500	11,000.00
Program	168,825	176,890	168,647	215,050	242,005.00
Dev. & Fundraising Revenues	4,500	3,750	110,900	130,000	160,000.00
Investment Income	750	1,461	-	-	1,000.00
Total Income	555,475	568,541	698,265	842,900	967,138.00
Expenses					
Payroll	316,138	328,772	377,175	430,574	578,544.29
Staff/Employee incentives	-	-	-	500	0.00
Program	88,277	84,983	191,022	269,940	289,586.00
Equipment & Computer	5,660	3,850	6,817	9,719	11,500.00
Marketing & Advertisement	-	-	-	550	300.00
Professional Fees	6,900	6,500	6,500	6,600	9,500.00
Administrative Expenses	60,680	57,364	77,418	82,873	94,342.82
Other Operating Expenses	210	60	-	5,000	1,500.00
Dev. & Fundraising Expenses	14,200	16,800	-	2,250	2,250.00
Total Expense	492,065	498,329	658,932	808,006	966,223.11
Net Income	63,410	70,212	39,334	34,894	914.89

ArtStream, Inc.
Multi-year Actual Comparison for the period of
September 1 through March 31

	Actual Performance for the period of	Actual Performance for the period of	Actual Performance for the period of	Actual Performance for the period of
	9-1-18 thru 3-31-19 (FY 19)	9-1-19 thru 3-31-20 (FY 20)	9-1-20 thru 3-31-21 (FY 21)	9-1-21 thru 3-31-22 (FY 22)
Revenues				
Individuals Unrestricted	133,629	206,711	233,843	160,586
Individuals Rrestricted	-	-	-	-
In Honor - In Memory	9,925	28,725	43,620	13,084
Corporations	1,492	5,829	25,220	-
Service Organizations	400	2,101	200	2,000
Grants	129,823	207,400	172,849	104,987
Other Income	962	8,518	2,769	3,958
Program	124,453	115,841	147,792	158,923
Investment Income	841	746	31,532	(12,724)
Total Revenues	401,526	575,871	657,827	430,815
Expenses				
Payroll	166,906	175,819	222,312	249,541
Staff/Employee incentives	-	-	-	-
Program	69,399	54,801	158,478	157,490
Equipment & Computer	12,681	3,752	4,801	7,712
Marketing & Advertisement	-	-	306	60
Professional Fees	6,200	6,400	6,600	7,438
Administrative Expenses	32,605	35,610	52,668	60,937
Other	-	6,891	6,017	2,177
Reconciliation Discrepancies	-	-	-	1,281
Dev. & Fundraising Expenses	15,504	16,714	20	285
Total Expense	303,295	299,986	451,202	486,921
Net Income	98,230	275,885	206,625	(56,106)

ArtStream FY23 GRANTS Fundraising Strategy as of 5-16-22

Grant	Restricted?	Amount Received FY20	Amount Received FY21	Amount Projected FY22	Amount Confirmed FY22	Amount Projected FY23
MSAC	gen operating	\$45,512	\$58,989	\$58,989		\$58,989
AHCMC	gen operating	\$38,425	\$37,144	\$37,144		\$37,144
NEA -Musical Theatre	TC	\$10,000	\$10,000	\$20,000	\$20,000	\$15,000
Foundation						
Corina Higginson	gen operating	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Lorraine S. Dreyfuss	scholarships	\$1,000	\$1,000		\$1,000	\$1,000
Morris and Gwendolyn Cafritz	gen operating	\$15,000	\$15,000	\$15,000		\$25,000
Paul M. Angell	TC	\$15,000	\$20,000	\$20,000	\$20,000	\$20,000
Dominion Guild	VA TC/Cabaret	\$10,000				\$10,000
Philip Graham (every 3 years)	website	\$25,000				\$25,000
Kelley Cares (at Lee Center)	VA TC	\$4,500		\$4,500		
Safeway	gen operating	\$10,500		\$13,000	\$13,000	\$13,000
Campbell Family Foundation	gen operating	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Milton and Dorothy Sarnoff Raymond Foundation	gen operating	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Jacquemin Family Foundation	gen operating	\$2,000	\$3,000	\$10,000	\$10,000	\$8,000
Jockey Hollow Family Foundation	gen operating	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Shared Horizons	Gala	\$0	\$1,500	\$1,500		\$2,000
Dimick	gen operating	\$3,500	\$5,000	\$5,000	\$5,000	\$5,000
MESH	gen operating	\$6,500	\$10,000	\$10,000	\$2,000	\$8,000
Clark-Winchcole	gen operating	\$10,000	\$15,000	\$15,000	\$15,000	\$15,000
William S. Abell	gen operating					\$20,000
Trawick Foundation	scholarships	\$7,800	\$7,335	\$8,000	\$8,000	\$8,000
Immanuel Presbyterian Church	VA TC		\$2,500			\$2,500
Jack R. Anderson Foundation	TC	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500
Brown Advisory	gen operating	\$1,000				
Vsarts-Kennedy Center	transition age		\$15,000	\$13,000	\$13,000	\$5,000
Greater Kansas Community Fdtn	gen operating		\$3,000	\$3,000		\$3,000
Joe and Cory Rogers Foundation	gen operating		\$8,000	\$8,000	\$5,000	\$8,000
Metro Bethesda Rotary	SS TC		\$3,000	\$4,000		\$4,000
Ross Roberts Foundation	gen operating		\$20,000	NA		
FCIDD/Civitan	TC			\$22,257	\$22,257	
Prince George's Community Partnership	classes			\$7,000	\$7,000	\$7,000
NEW AHCMC Advancement						\$25,000
NEW Venable					\$5,000	\$5,000
NEW						\$10,000
NEW						\$15,000
COVID-19 Emergency						
AHCMC Covid-19 Relief			\$54,703			
Maryland State COVID-19	Emergency	\$10,000				
Montgomery County PHEG CARES Act PPP	Emergency	\$10,986	\$5,297			
	Emergency	\$61,100				
MD DHCD NORI	Emergency		\$25,000			
Arts Forward Fund	Emergency		\$25,000	\$20,000	\$20,000	\$20,000
Mid-Atlantic Arts Council	Emergency		\$10,000	\$10,000		
TOTAL GRANTS		\$319,323	\$386,968	\$339,390	\$200,257	\$409,633
TOTAL COVID grants		\$82,086	\$120,000	\$30,000	\$20,000	

Class Fee Comparisons 2022

Organization (classes for adults)	Title/Topic	Fee	# sessions	fee/session	fee/hour		NOTES: Change from 2018
Round House Theatre	Broadsword (adult)	\$150.00	6	\$25.00	\$8.33	evening	48% increase \$2.70/hour
Washington Improv Theatre DC	Level I Foundations of Improv	\$320.00	9	\$35.56	\$14.22	evening	
PCR Potomac Community Resources	Chorus Program	\$360.00	24	\$15.00	\$15.00	morning	All PCR classes are on zoom
PCR Potomac Community Resources	Communication Counts	\$195.00	13	\$15.00	\$15.00	evening	
The Theatre Lab	Beginning Scene Study (adults)	\$360.00	6	\$60.00	\$20.00	evening	6% increase \$1.11/hour
Potomac Arts Academy	Acting Workshop for Adults	\$325.00	8	\$40.63	\$20.31	evening	
The Theatre Lab	Intro to Acting (adults)	\$330.00	6	\$55.00	\$22.00	evening	6% increase \$1.33/hour
EDJCC ArtStream class	Behind the Scenes	\$235.00	6	\$39.17	\$26.11	afternoon	
ArtStream	Improvisation	\$315.00	8	\$39.38	\$26.25	evening	
UCR Upcounty Community Resources	Rhythm, Blues & Beyond!	\$290.00	11	\$26.36	\$26.36	morning	15% increase \$3.36/hour
Joy of Motion Dance	Level I/II adults	\$185.00	6	\$30.83	\$30.83		
PCR Potomac Community Resources	Art Enjoyment Group	\$400.00	12	\$33.33	\$33.33	evening	
GMU ArtStream Class	Musical Theatre	\$525.00	14	\$37.50	\$37.50	afternoon	

Organization (performance ensembles for teens+)

Organization	Title/Topic	Fee	# sessions	fee/session	fee/hour		
ArtStream Theatre Company	adults	\$750.00	26	\$28.85	\$14.42	evening	
InterPLAY Orchestra	adults	\$1,150.00	50	\$23.00	\$15.33	evening	
ArtStream Cabaret	adults	\$800.00	24	\$33.33	\$16.67	evening	\$400 per 12wk Cabaret
Imagination Stage	Pegasus (age 14-21)	\$1,100.00	28	\$39.29	\$19.64	afternoon	\$100 increase from 2018
Lumina StudioTheatre	The Ensemble (16+)	\$800.00	12	\$66.67	\$33.33	aft/eve	
Imagination Stage	Acting Conservatory - (age 12-16)	\$750.00	14	\$53.57	\$35.71		tuition rates for fall under discussion
Imagination Stage	Musical Theatre Conservatory - (age 12-16)	\$750.00	14	\$53.57	\$35.71		tuition rates for fall under discussion

Social Clubs/single session:

PCR Potomac Community Resources	Studio 3F	\$10.00	1	\$10.00	\$10.00	1 hour	Monthly on Friday nights
ArtStream	Super Social Saturday	\$35.00	1	\$35.00	\$14.00	2.5 hours	In person
ArtStream	Super Social Saturday	\$25.00	1	\$25.00	\$16.67	1.5 hours	Zoom

FY23 Budget for Registered Classes with Increase in Fees

Summer (July & August)				
Class Type	Number of Sessions	Average Number of Students	Tuition Rate	Total per class
One Time Workshop	2	8	\$60	\$960
Take Five	2	8	\$220	\$3,520
6-week session	1	8	\$260	\$2,080
8-week session	1	8	\$350	\$2,800
Super Social Saturday (V)	16	10	\$30	\$4,800
Super Social Saturday (IP)	4	10	\$40	\$1,600
				\$15,760

Fall (September - December)				
Class Type	Number of Sessions	Average Number of Students	Tuition Rate	Total per class
One Time Workshop	4	8	\$60	\$1,920
Take Five	4	8	\$220	\$7,040
6-week session	3	8	\$260	\$6,240
8-week session	2	8	\$350	\$5,600
Super Social Saturday (V)	26	10	\$30	\$7,800
Super Social Saturday (IP)	8	10	\$40	\$3,200
				\$31,800

Winter (January - February)				
Class Type	Number of Sessions	Average Number of Students	Tuition Rate	Total per class
One Time Workshop	2	8	\$60	\$960
Take Five	2	8	\$220	\$3,520
6-week session	2	8	\$260	\$4,160
8-week session	2	8	\$350	\$5,600
Super Social Saturday (V)	14	10	\$30	\$4,200
Super Social Saturday (IP)	4	10	\$40	\$1,600
				\$20,040

Spring (March - May)				
Class Type	Number of Sessions	Average Number of Students	Tuition Rate	Total per class
One Time Workshop	3	8	\$60	\$1,440
Take Five	3	8	\$220	\$5,280
6-week session	2	8	\$260	\$4,160
8-week session	2	8	\$350	\$5,600
Super Social Saturday (V)	23	10	\$30	\$6,900
Super Social Saturday (IP)	6	10	\$40	\$2,400
				\$25,780

Summer (June)				
Class Type	Number of Sessions	Average Number of Students	Tuition Rate	Total per class
One Time Workshop	1	8	\$60	\$480
Take Five	1	8	\$220	\$1,760
6-week session	3	8	\$260	\$6,240
8-week session	2	8	\$350	\$5,600
Super Social Saturday (V)	7	10	\$30	\$2,100
Super Social Saturday (IP)	2	10	\$40	\$800
				\$16,980

TOTAL **\$110,360**