

EDUCATION

Class	Frequency/WK	Duration	Cost	Students	AMT/WK	Teacher Pay/WK	Net Revenue
Class							
Piano Lessons 1	4	30 mins	\$15	4	\$60	\$50	\$400
Piano Lessons 2	4	30 mins	\$15	4	\$60	\$50	\$400
Guitar Lessons 1	4	30 mins	\$15	4	\$60	\$50	\$400
Ukulele Lessons - Group	1	60 mins	\$5	10	\$50	\$50	\$0
				66	\$230	\$200	\$1,200
Dance							
Beginner Adult Ballet	0.5	60 mins	\$10	6	\$30	\$25	\$200
Beginner Swing	0.5	60 mins	\$10	8	\$40	\$25	\$600
Yoga	0.5	60 mins	\$10	8	\$40	\$25	\$600
				66	\$110	\$75	\$1,400
Adult Education							
Spanish	1	60 mins	\$8	7	\$56	\$50	\$240
Other adult education	1	60 mins	\$7	8	\$56	\$50	\$240
Acting Workshops	0.125	90 mins	\$25	8	\$25	\$13	\$500
AV Production	0.5	60 mins	\$10	7	\$35	\$25	\$400
				90	\$56	\$50	\$480
Arts							
Painting 101	0.5	60 mins	\$10	7	\$35	\$25	\$400
Photography	0.5	60 mins	\$15	8	\$60	\$25	\$1,400
Ceramics 1	1	90 mins	\$20	6	\$120	\$75	\$1,800
Ceramics 2	0.5	90 mins	\$20	5	\$50	\$38	\$500
Woodworking	0.5	90 mins	\$20	8	\$80	\$38	\$1,700
Class 1	1	60 mins	\$10	8	\$80	\$64	\$640
Class 2	1	60 mins	\$10	5	\$50	\$40	\$400
Drawing	0.5	60 mins	\$10	6	\$30	\$25	\$200
Textile Arts	0.5	90 mins	\$15	6	\$45	\$25	\$800
				177	\$550	\$354	\$7,840
GRAND TOTAL				399.00	\$946	\$679	\$10,920

EDUCATION, CONT.

Clay Studio Membership				
	Cost	Cost/Month	#	Net
After School	\$30	\$2.50	4	\$120
Student	\$50	\$4.17	6	\$300
Single	\$75	\$6.25	8	\$600
Family	\$125	\$10.42	6	\$750
Drop-in Student	\$5	NA	20	\$100
Drop-in Adult	\$8	NA	30	\$240
			74	\$2,110

Summer Camp								
Summer Camp	Cost	Students	# Days	# Sessions	Gross	Teacher Pay / Session	Teacher Pay / YR	Net
Art Camp	\$50	8	3	7	\$2,800	\$200	\$1,400	\$1,400
Clay Camp	\$80	6	3	2	\$960	\$200	\$400	\$560
					\$3,760	\$400	\$1,800	\$1,960

PROGRAMMING / RENTALS

Program	Frequency	Times	Cost	Audience	AMT/Month	Total Year	People	Bar/Event	Bar Month
Gallery									
Gallery Opening	10x/year	6pm	\$0	30	\$0	\$0	180	\$120	NA
Gallery Talk	1x/Month	7pm	\$0	15	\$0	\$0	180	\$60	\$60
				45	\$0	\$0	360	\$180	\$60
Music									
Live Music	1x/week	Varies	\$5	25	\$500	\$6,000	1200	\$175	\$700
Kids/families									
Movie night									
Kids pj dance party									
Film									
Family Movie	1/month	4pm	\$10	15	\$150	\$1,800	180	\$100	\$100
Cult Classic	1/Month	7pm	\$5	20	\$100	\$1,200	240	\$120	\$120
				35	\$250	\$3,000	420	\$220	\$220
Social									
Trivia Night	1/Week	7pm	\$0	25	\$0	\$0	1200	\$200	\$1,000
Open Mic	1/Month	7pm	\$0	25	\$0	\$0	300	\$200	\$600
Comedy / Improv	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$240	\$720
Paint & Wine	2/month	7pm	\$15	12	\$360	\$4,320	144	\$96	\$288
Event	1/Month	7pm	\$5	30	\$150	\$1,800	360	\$240	\$720
				122	\$660	\$7,920	2364	\$976	\$3,328
Total Program									
				202	\$910	\$10,920	3144		\$3,608

PROGRAMMING / RENTALS, CONT.

Visual Art					
	Pieces	Avg Cost	Avg. Sold	30% COGS	Year
Gallery Sales	15	\$250	6	\$450	\$2,700
Merchandise Sales		\$50	80	\$1,200	\$7,200
Gallery Sales			86	\$1,650	\$9,900

Rental						
Gallery Sales	Frequency	Cost	Weeks	Total	Audience	Bar Sales
		Weekday	Weekend			
Main performance space	10/year	\$200	\$250	\$2,250	500	\$3,000
Gallery Rental	10/year	\$150	\$200	\$1,750	500	\$4,000
Classroom Rental	10/year	\$100	\$100	\$1,000	NA	
				\$5,000	1000	\$7,000

Tenants							
	Price	Sq. Ft.	Annual	Monthly	Monthly Cam	Total Monthly	Total Annual
Restaurant - Percentage sales						\$0	\$0
Apartments (Arts on Grand)			\$13,000	\$1,083	\$0	\$1,083	\$13,000
Studio Rental	\$5.00	1500	\$7,500	\$625	\$107	\$732	\$8,785
			\$49,300	\$4,108	\$431	\$4,540	\$54,477

Subtotals - Revenue	
Programming	\$10,920
Art Sales	\$9,900
Rentals	\$5,000
Tenants	\$54,477
Grand Total	\$80,297
Attendance	4144

	Year	Month
Bar	\$50,296	\$4,191
Concessions	\$0	NA
Total	\$50,296	
30% Sales:		\$15,089
Monthly Costs:		\$1,257

MAKERSPACE

Class	Cost/Class	Session Fee	Sessions/YR	Students	Gross	Teacher Pay/Class	Teacher Pay/Session	Teacher Pay/YR	Net Revenue
Woodworking 1	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Woodworking 2	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Video Game Creation	\$12	\$72	2	5	\$720	\$25	\$150	\$300	\$420
App Creation	\$12	\$72	2	6	\$864	\$25	\$150	\$300	\$564
Board & Card Game Creation	\$10	\$60	4	10	\$2,400	\$25	\$150	\$600	\$1,800
Robotics 1	\$15	\$90	4	4	\$1,440	\$25	\$150	\$600	\$840
Robotics 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
3D Development 1	\$15	\$90	2	6	\$1,080	\$25	\$150	\$300	\$780
3D Development 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
AV Production 1	\$15	\$90	4	6	\$2,160	\$25	\$150	\$600	\$1,560
AV Production 2	\$15	\$90	2	4	\$720	\$25	\$150	\$300	\$420
Drone Technology 1	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
Coding 1	\$12	\$72	6	8	\$3,456	\$25	\$150	\$900	\$2,556
Coding 2	\$12	\$72	6	8	\$3,456	\$25	\$150	\$900	\$2,556
Coding 3	\$15	\$90	2	5	\$900	\$25	\$150	\$300	\$600
				100	\$21,336			\$6,600	\$14,736

Summer Camp	Cost	Students	# Days	# Sessions	Gross	Teacher Pay / Session	Teacher Pay / YR	Net
Making Basics	\$150	8	5	2	\$2,400	\$200	\$400	\$2,000
Making 2	\$150	6	5	2	\$1,800	\$200	\$400	\$1,400
Advanced Coding	\$150	8	5	2	\$2,400	\$200	\$400	\$2,000
Woodworking Intensive	\$150	10	5	1	\$1,500	\$200	\$200	\$1,300

Membership	Cost	Cost/Month	#	Net
After School	\$75	\$6.25	8	\$600
Student	\$100	\$8.33	16	\$1,600
Single	\$150	\$12.50	20	\$3,000
Family	\$275	\$22.92	8	\$2,200
Drop-in Student	\$5	NA	35	\$175
Drop-in Adult	\$8	NA	50	\$400
			137	\$7,975

MARKETING

Marketing		
	Month	Total
Advertising		
Social Media Ads	\$250	\$3,000
Radio	\$100	\$1,200
Print	\$300	\$3,600
Total	\$650	\$7,800
Printing		
Brochures	\$1,250	\$5,000
Posters	\$150	\$1,800
Postcards	\$150	\$1,800
Total	\$1,550	\$8,600
Grand Total		\$16,400

STAFFING

FTE Staff	
Executive Director	\$55,000
Arts on Grand Director	\$30,000
Education Director	\$20,000
Program Director	\$25,000
Total	\$130,000

Contract Staff	
Marketing Company	\$6,000
Technical Director	\$6,000
Total	\$12,000

FULL BUDGET: EXPENSES

FULL BUDGET															
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	Total	Year 2 (2.5%)	Year 3 (5%)
Staff															
Staff	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	130,000	136,500.00	143,325.00
Payroll Taxes	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	13,000	13,650.00	14,332.50
Health Insurance	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	15,120.00	15,876.00
Contract Staff	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,600.00	13,230.00
													169,400	177,870.00	186,763.50
Programming															
Upkeep/Maintenance	400	400	400	400	400	400	400	400	400	400	400	400	4,800	5,040.00	5,292.00
Teacher Fees	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	32,592	34,221.60	35,932.68
Summer Camp Teacher Fees			200			400	400	400				400	1,800		
Education Expense	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,520.00	2,646.00
Programming Expense	1,725	1,725	1,725	1,725	1,725	1,725	1,725	1,725	1,725	1,725	1,725	1,725	20,700	21,735.00	22,821.75
Gallery Expense	400	400	400	400	400	400	400	400	400	400	400	400	4,800	5,040.00	5,292.00
Clay Studio Expense	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,780.00	3,969.00
Tech Expense	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,520.00	2,646.00
Bar Expense	1,257	1,257	1,257	1,257	1,257	1,257	1,257	1,257	1,257	1,257	1,257	1,257	15,089	15,843.24	16,635.40
													88,181	90,699.84	95,234.83
Makerspace															
Upkeep / Maintenance	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,780.00	3,969.00
Admin / office	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,780.00	3,969.00
Teacher Fees	550	550	550	550	550	550	550	550	550	550	550	550	6,600	6,930.00	7,276.50
Teacher Fees - Summer Camp			200			400	400	400					1,400	1,470.00	1,543.50
Member Scholarships					100	100	100	100	100	100	100	100	800	840.00	882.00
													15,200	15,960	16,758

FULL BUDGET: EXPENSES, CONT.

Rentals																
Rental Expense	200	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,520.00	2,646.00
Apartment Utilities	292	292	292	292	292	292	292	292	292	292	292	292	292	3,500	3,675.00	3,858.75
														5,900	6,195	6,505
Fundraising																
Development Expense	200	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,520.00	2,646.00
Special Event 1			1,000											1,000	1,050.00	1,102.50
Special Event 2						1,000	1,000							2,000	2,100.00	2,205.00
Special Event 3										2,000	2,000			4,000	4,200.00	4,410.00
														9,400	9,870.00	10,363.50
Administration																
Copy Machine	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
Office Supplies	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
Bank Fees	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
QuickBooks	75	75	75	75	75	75	75	75	75	75	75	75	75	900	945.00	992.25
Printing Expense	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,150.00	3,307.50
Newsletter	50	50	50	50	50	50	50	50	50	50	50	50	50	600	630.00	661.50
Ticketing System	833	833	833	833	833	833	833	833	833	833	833	833	833	10,000	10,499.96	11,024.96
Technology	50	50	50	50	50	50	50	50	50	50	50	50	50	600	630.00	661.50
Fees/Memberships	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
Postage	25	25	25	25	25	25	25	25	25	25	25	25	25	300	315.00	330.75
Web Support	75	75	75	75	75	75	75	75	75	75	75	75	75	900	945.00	992.25
Bridge Loan Support														0	0.00	0.00
Misc/Contingency	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	18,900.00	19,845.00
														39,100	41,055	43,108

FULL BUDGET: EXPENSES, CONT.

Insurance/Pro Fees																
Insurance	900	900	900	900	900	900	900	900	900	900	900	900	900	10,800	11,340.00	11,907.00
Workers Comp	41	41	41	41	41	41	41	41	41	41	41	41	41	492	516.60	542.43
Liquor Liability	300	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,780.00	3,969.00
Fine Art Policy	30	30	30	30	30	30	30	30	30	30	30	30	30	360	378.00	396.90
Audit/CPA	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,150.00	3,307.50
Legal Fees	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
														19,452	20,424.60	21,445.83
Marketing																
Graphic Design	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,260.00	1,323.00
Advertising	650	650	650	650	650	650	650	650	650	650	650	650	650	7,800	8,190.00	8,599.50
Printing	717	717	717	717	717	717	717	717	717	717	717	717	717	8,600	9,030.00	9,481.50
														17,600	18,480.00	19,404.00
Utilities																
Electric	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	15,120.00	15,876.00
Water	500	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,300.00	6,615.00
Phone/Internet	200	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,520.00	2,646.00
Elevator Main- tainence	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00	0.00
														22,800	23,940.00	25,137.00
Total Expenses														387,033	404,494	424,719

FULL BUDGET: REVENUE

FULL BUDGET															
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	Total	Year 2 (2.5%)	Year 3 (5%)
Income															
Gallery Opening	50		50		50		50		50		50		300	315.00	330.75
Gallery Sales	1,650		1,650		1,650		1,650		1,650		1,650		9,900	10,395.00	10,914.75
Education	3,784	3,784	3,784	3,784	3,784	3,784	3,784	3,784	3,784	3,784	3,784	3,784	45,408	47,678.40	50,062.32
Summer Camps			418			836	836	836				836	3,760		
Programming	910	910	910	910	910	910	910	910	910	910	910	910	10,920	11,466.00	12,039.30
Bar	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	50,296	52,810.80	55,451.34
Clay Memberships	175.83	176	176	176	176	176	176	176	176	176	176	175.83	2,110	2,215.50	2,326.28
													122,694	124,880.70	131,124.74
Makerspace															
Class Income	1,778	1,778	1,778	1,778	1,778	1,778	1,778	1,778	1,778	1,778	1,778	1,778	21,336	22,402.80	23,522.94
Summer Camps			1,157			2,314	2,314	2,314					8,100	8,505.00	8,930.25
Memberships	665	665	665	665	665	665	665	665	665	665	664.58	665	7,975	8,373.75	8,792.44
													37,411	39,282	41,246
Rentals															
Rentals	417	417	417	417	417	417	417	417	417	417	417	417	5,000	5,250.00	5,512.50
Tenants	4,540	4,540	4,540	4,540	4,540	4,540	4,540	4,540	4,540	4,540	4,540	4,540	54,477	57,200.85	60,060.89
													59,477	62,451	65,573
Partnerships															
Ticketing Fees	333.33	333	333	333	333	333	333	333	333	333	333	333	4,000	4,200.00	4,410.00
Non-Profit Mem- bers	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00	0.00
													4,000	4,200	4,410

FULL BUDGET: REVENUE, CONT.

Fundraising															
Corporate Gifts			5,000					5,000		1,500		5,000	16,500	17,325.00	18,191.25
Programming Sponsorships	500	500	1,500	500			500	1,500	2,000	1,000	500	1,500	10,000	10,500.00	11,025.00
Individual Gifts	100	100	100	100	100	100	100	100	100	100	100	1,000	2,100	2,205.00	2,315.25
Grants/Foundations			10,000					3,000		5,000		2,000	20,000	21,000.00	22,050.00
Special Event 1			2,000										2,000	2,100.00	2,205.00
Special Event 2							5,000						5,000	5,250.00	5,512.50
Special Event 3											7,500		7,500	7,875.00	8,268.75
Endowment	625	625	625	625	625	625	625	625	625	625	625	625	7,500	7,875.00	8,268.75
													63,100	66,255.00	69,567.75
Total Earned Revenue													286,682	297,068	311,922
Total Unearned Revenue													63,100	66,255.00	69,567.75
Total Income													349,782	363,323.10	381,489.26
Grand Total													-37,251	-41,171.30	-43,229.86

PEOPLE	
Education	473
Programming	4144
Makerspace	287
Total:	4904

BUILDOUT

BUILDOUT COSTS	
ITEM	AMOUNT
Elevator - 3 story	\$80,000
Restaurant Buildout	\$690,000
Kitchen	\$100,000
Venue Buildout	\$250,000
Makerspace Buildout	\$40,000
Artist Studio Buildout	\$20,000
Classroom / office space	\$150,000
Venue Supplies / Sound System	\$30,000
Makerspace materials	\$15,000
1 Year operational budget	\$387,032.76
Contingency	\$176,203.28
TOTAL	\$1,938,236

CAPITAL CAMPAIGN SOURCES	
SOURCE	AMOUNT
Historic Tax Credits - State	\$329,500
Historic Tax Credits - Federal	\$411,875
Naming of Performance Space	\$300,000
Classroom Naming	\$100,000
Classroom Naming	\$100,000
Dance Studio Naming	\$100,000
Makerspace Naming	\$100,000
2 pledges of \$50,000	\$100,000
10 pledges of \$10,000 - 25,000	\$175,000
10 pledges of \$1,000	\$10,000
100 pledges of \$100	\$10,000
National Grants	\$20,000
City TIF Financing	\$10,000
Enhance Iowa Grant	\$250,000.00
TOTAL	\$2,016,375