



**GALLO CENTER**  
FOR THE ARTS

Board of Supervisors  
County of Stanislaus

Re: Gallo Center for the Arts 2009-2010 Budget

Attached are the following as required by the Operating Agreement dated February 17<sup>th</sup>, 2004:

- Projected Budget for Fiscal Year 2009 – 2010,
- Leases, prices, concessions, fees,
- Schedule for the 2009/2010 season

Please let me know if you need any other information.

Sincerely,

Bryan Branco  
Director of Finance  
Gallo Center for the Arts

BOARD OF SUPERVISORS  
2009 APR - 1 P 1:34

Projected Budget  
Gallo Center for the Arts  
2009 - 2010

**EXHIBIT C, PROJECTED BUDGET**

	(In 000)
	FY 6/30/2010
<b>INCOME</b>	
<b>EARNED INCOME</b>	
Ticket Revenue	\$ 2,500
Fees, Rentals, Parking, Concessions	\$ 928
Endowment and Other Interest	\$ -
<b>EARNED INCOME TOTAL</b>	<b>\$ 3,428</b>
<b>CONTRIBUTED INCOME</b>	
CVCA	\$ 1,934
Others	\$ 1,642
<b>CONTRIBUTED INCOME TOTAL</b>	<b>\$ 3,576</b>
<b>INCOME TOTAL</b>	<b>\$ 7,004</b>
<b>EXPENSES</b>	
Center's Presentations	\$ 2,379
In Kind Marketing and Hotel	\$ 400
Personnel Costs	\$ 1,965
Other Operating Expenses	\$ 1,640
Bond Interest	\$ 620
Non-Cash: Depreciation and Amortization	\$ 1,094
<b>EXPENSES TOTAL</b>	<b>\$ 8,098</b>
<b>GALLO CENTER FOR THE ARTS P/L</b>	<b>\$ (1,094)</b>

**EXHIBIT "D" LEASES, PRICES, CONCESSIONS, FEES**

**Subleases and License Agreements**

There are no subleases and/or license agreements in excess of 60 days.

**Admission Prices**

It is estimated that ticket prices will be between \$5 and \$85 depending on the performance, the seating, the status of attendee and non-ticket support for the program. It is estimated that the average ticket price for the year will be approximately \$40.

**Concessions:**

We will be soliciting bids to secure a new concessions vendor agreement for the 2009 – 2010 season; for reference, below are the current description of concession services and food and refreshment prices (we do not expect much variation from these for 09/10).

*Description of Services*

The concessionaire is required to sell food and beverages from the Gallo Center concession locations. They are (1) to sell food and beverages including alcoholic beverages to the general public attending performances at the Gallo Center and (2) to provide alcoholic beverage catering for all Gallo Center and third party events on the premises unless otherwise mutually agreed by the two parties.

*Food and Refreshment Prices*

**Beverages**

Non alcoholic	\$3 - \$4
Wine	\$7
Beer	\$4 - \$5
Mixed Drinks	\$7 - \$9

**Food**

Candy	\$3
Cookies	\$3
Chips	\$3
Mints	\$2

**Facility Use Charges:**

Facility use charges range from \$600 to \$3,000 depending on the status of the attendee and the part of the facility being utilized (e.g. theater, lobby, etc.). There are additional charges for production staffing (\$20-\$30/hour) and house management staffing (\$200-\$600, flat rate), custodial (typically \$150-\$300) as well as security costs to be reimbursed at actual costs.

In addition to the above facility use charges, the renter will also incur a service fee of 6% of gross ticket sales and 3.5% credit card fee for all credit card purchases.

**Service Charges:**

The Gallo Center charges \$4 per ticket for purchases made over the phone and on the website, with walkup ticket purchases having no service charge. In addition, there is a \$1 per ticket charge for facility maintenance.

**EXHIBIT "E" PRESENTATION SCHEDULE**

Schedule for the 2009/2010 Season

It is presently anticipated that the season will be comprised of:

**Gallo Center For the Arts Presents:**

Broadway Series: 3 runs, 11 performances total  
Mega Hits Series: 3 runs, 10 performances total  
Family Series: 6 runs, 8 performances total  
Piano Series: 4 runs, 4 performances total  
Country Western & Pop Music: 11 runs, 11 performances total  
Jazz Series: 3 runs, 3 performances total  
CTC Family Theatre Series: 6 runs, 12 performances total  
International Guitar Series: 3 runs, 3 performances total  
Portuguese Music Series: 2 runs, 2 performances total  
Latino Artist Series: 3 runs, 3 performances total  
Celtic Music Series: 3 runs, 3 performances total  
World Dance Series: 3 runs, 3 performances total  
Folk Music Series: 3 runs, 3 performances total  
Holiday Series: 3 runs, 5 performances total  
Japanese Music Series: 2 runs, 2 performances total  
Other performances: 5 runs, 7 performances total

**Resident Company Presentations:**

Modesto Symphony Orchestra	22 performances
Townsend Opera Players	15 performances
Central West Ballet	18 performances
Modesto Community Concert Association	6 performances
Yes Company	7 performances

**Other Presenters:**

Estimated performances	19 performances
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This program is subject to modification as the season progresses.