

GALLO CENTER
FOR THE ARTS

May 14, 2013

Board of Supervisors
County of Stanislaus

Re: Gallo Center for the Arts 2013-2014 Budget

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

- Projected Budget for Fiscal Year 2013-2014,
- Leases, prices, concessions, fees,
- Schedule for the 2013/2014 season

The attached budget is an update of the preliminary budget submitted on March 29, 2013 and is final.

Please let me know if you need any other information.

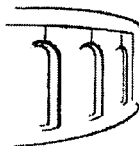
Sincerely,

Bryan Branco
Director of Finance
Gallo Center for the Arts

BOARD OF SUPERVISORS
2013 MAY 16 A 9:08

Projected Budget
Gallo Center for the Arts
2013 - 2014**EXHIBIT C, PROJECTED BUDGET**

	(In 000)
	FY Ending 6/30/2014
INCOME	
EARNED INCOME	
Ticket Revenue	\$ 3,740
Fees, Facility Use, Parking, Concessions	\$ 1,273
Endowment and Other Interest	\$ -
EARNED INCOME TOTAL	\$ 5,013
CONTRIBUTED INCOME	
Central Valley Center for the Arts and Subsidiaries	\$ 87
Others	\$ 1,929
CONTRIBUTED INCOME TOTAL	\$ 2,016
INCOME TOTAL	\$ 7,029
EXPENSES	
Center's Presentations	\$ 3,215
Facility Use	\$ 265
Ticket Office	\$ 347
Fundraising	\$ 329
Marketing	\$ 580
Bond Interest	\$ 455
Other General & Administrative Costs	\$ 1,838
Non-Cash: Depreciation and Amortization and Interest Rate Swap	\$ 955
EXPENSES TOTAL	\$ 7,984
GALLO CENTER FOR THE ARTS P/L	\$ (955)



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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 \$149 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:

Concessions will be operated in-house and managed by the Gallo Center for the Arts for the 2013 – 2014 season; for reference, below are the current description of concession services and the projected food and refreshment prices.

Description of Services

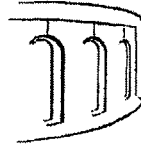
The Gallo Center for the Arts will sell food and beverages from the five concession locations located in the theater as well as utilizing rolling bars. They are (1) to sell food and beverages including alcoholic beverages to the general public attending performances at the Gallo Center and (2) to provide 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	<u>Current</u>
Non alcoholic	\$2 - \$3
Wine	\$7 - \$14
Champagne	\$15
Beer	\$4 - \$5

Food

Candy	\$2
Cookies	\$2
Chips	\$2
Cheese	\$3
Nuts	\$4



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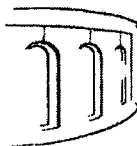
Facility Use Charges:

Facility use charges range from \$250 to \$5,000 depending on the tax status of the attendee, the part of the facility being utilized (e.g. theater, lobby, etc.), and the type of event. There are additional charges for production staffing (\$30/hour), equipment rental, and security costs to be reimbursed at actual costs.

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

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 restoration.



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EXHIBIT "E" PRESENTATION SCHEDULE

Schedule for the 2013/2014 Season

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

Gallo Center For the Arts Presents:

Broadway Series: 3 runs, 12 performances total
Mega Hits Series: 4 runs, 6 performances total
Family Night Out Series: 7 runs, 9 performances total
Country Series: 5 runs, 5 performances total
Dance and Classical Music Series: 4 runs, 4 performances total
Just for Laughs Series: 9 runs, 9 performances total
Jazz, Blues, Folk & Fado Series: 7 runs, 7 performances total
Rock n Roll: 9 runs, 9 performances total
Children's Entertainment Series: 9 runs, 15 performances total
Theater Series: 7 runs, 18 performances total
Serie Latina: 3 runs, 4 performances total
Let's Talk Series: 3 runs, 3 performances total
Sounds of the Season Series: 6 runs, 11 performances total
Arts Education: 17 runs, 39 performances total
Other performances: 14 runs, 14 performances total

Resident Company Presentations:

Modesto Symphony Orchestra	17 performances
Townsend Opera Players	4 performances
Central West Ballet	13 performances
Modesto Community Concert Association	5 performances
Yes Company	7 performances
Modesto Performing Arts	8 performances

Other Presenters:

Estimated performances from renters	30 performances
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This program is subject to modification.