

GALLO CENTER
FOR THE ARTS

March 7, 2016

Board of Supervisors
County of Stanislaus

Re: Gallo Center for the Arts 2016-2017 Budget

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

- Projected Budget for Fiscal Year 2016-2017,
- Leases, prices, concessions, fees,
- Schedule for the 2016/2017 season

The attached budget is preliminary and subject to revision. A final revised budget will be submitted in June 2016 once the 2016/2017 season is finalized.

Please let me know if you need any other information.

Sincerely,

A handwritten signature in black ink, appearing to read "Bryan Branco".

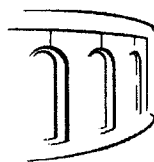
Bryan Branco
Director of Finance
Gallo Center for the Arts

Projected Budget
Gallo Center for the Arts
2015-2016

EXHIBIT C, PROJECTED BUDGET

		(In 000) FY Ending 6/30/2017
INCOME		
EARNED INCOME		
Ticket Revenue	\$	4,800
Fees, Facility Use, Parking, Concessions	\$	1,300
Endowment and Other Interest	\$	<u> -</u>
EARNED INCOME TOTAL	\$	6,100
CONTRIBUTED INCOME		
Central Valley Center for the Arts	\$	395
Others	\$	<u>1,950</u>
CONTRIBUTED INCOME TOTAL	\$	<u>2,345</u>
INCOME TOTAL	\$	8,445
EXPENSES		
Center's Presentations	\$	4,300
Facility Use	\$	300
Ticket Office	\$	450
Fundraising	\$	320
Marketing	\$	610
Bond Interest	\$	410
Other General & Administrative Costs	\$	2,055
Non-Cash: Depreciation and Amortization and Interest Rate Swap	\$	<u>1,000</u>
EXPENSES TOTAL	\$	<u>9,445</u>
GALLO CENTER FOR THE ARTS P/L	\$	<u><u>(1,000)</u></u>

** Budget subject to change as 2016/2017 season performances are finalized.



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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 \$139 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 \$45.

Concessions:

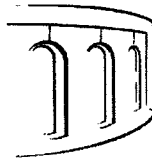
Concessions will be operated in-house and managed by the Gallo Center for the Arts for the 2016 – 2017 season; for reference, below are the current description of concession services and the projected food and refreshment prices.

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	\$8 - \$15
Champagne	\$8
Beer	\$4 - \$5
Food	
Candy	\$2
Cookies	\$2
Chips	\$2
Cheese	\$3
Nuts	\$4



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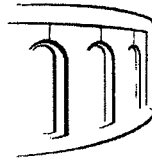
Facility Use Charges:

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-\$40/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 2016/2017 Season

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

Gallo Center For the Arts Presents:

Series	# of Performers	# of Performances
Broadway	5	9
Mega Hits	5	5
Family	5	5
Country	3	3
Dance	1	1
Theater	6	9
Christian	4	4
Holiday	10	13
Comedy	8	10
Music	33	33
Latino	4	6
Children	6	7
Arts Education	13	26
Total	103	131

Resident Company Presentations:

Modesto Symphony Orchestra	16 performances
Townsend Opera Players	5 performances
Central West Ballet	11 performances
Modesto Community Concert Association	6 performances
Yes Company	7 performances
Modesto Performing Arts	13 performances

Other Presenters:

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